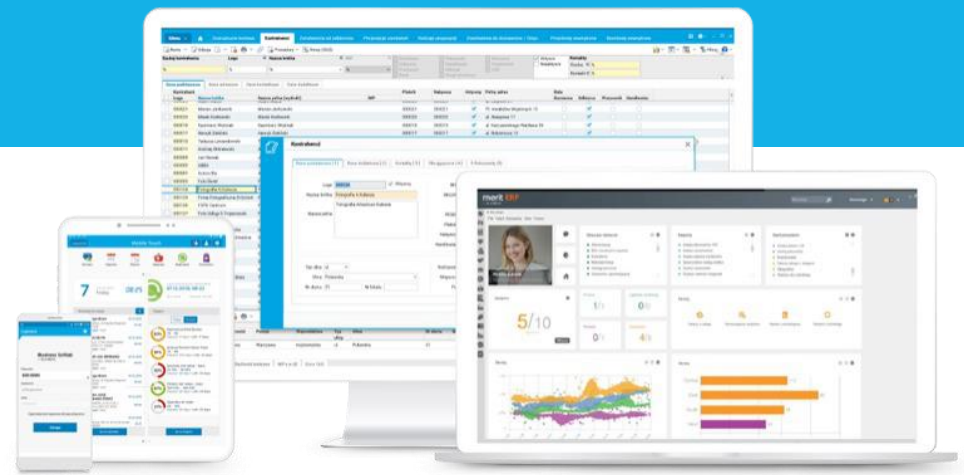


Asseco Business Solutions

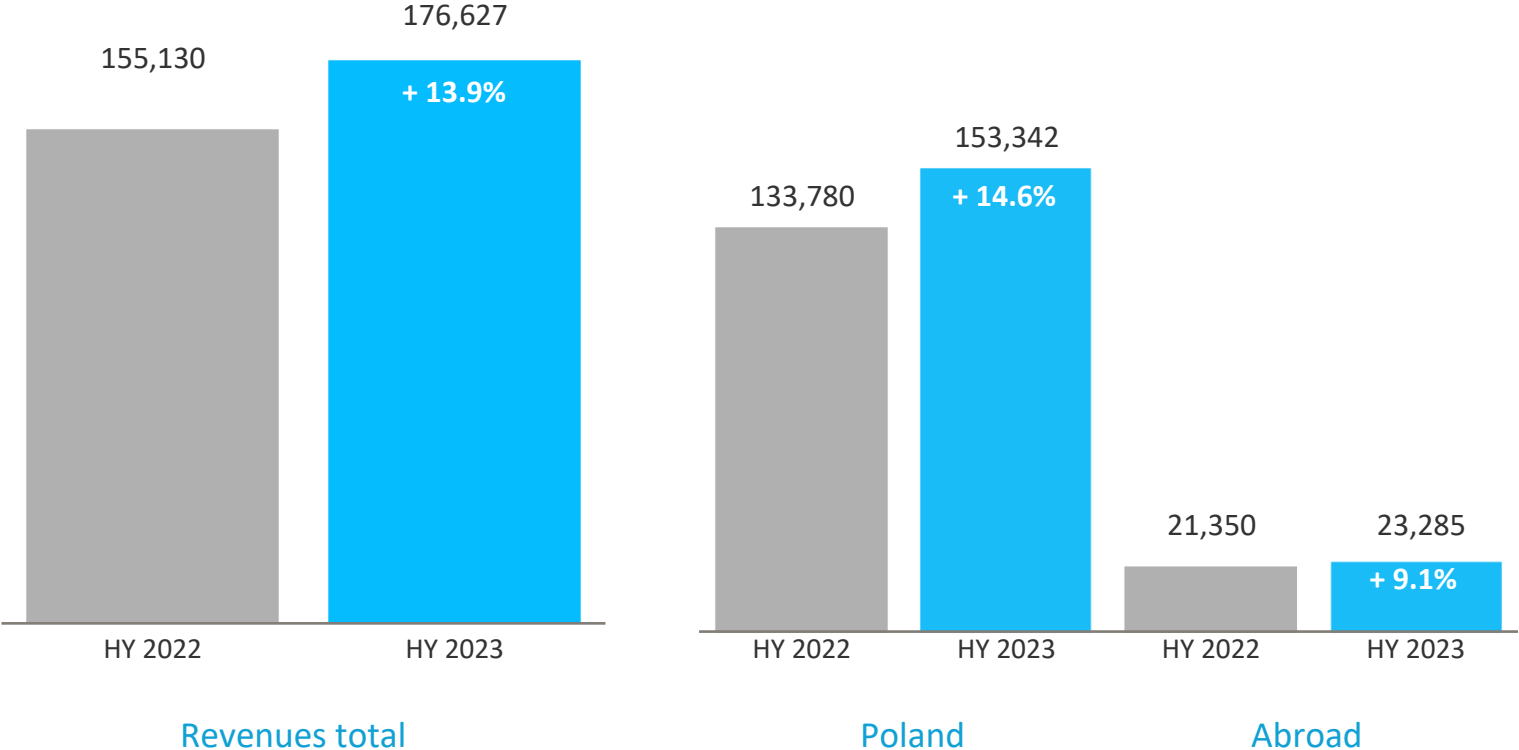
We design IT systems
for business





Financial results
Asseco Business Solutions
for the six months of 2023

Revenues of Asseco Business Solutions HY 2022 v. HY 2023

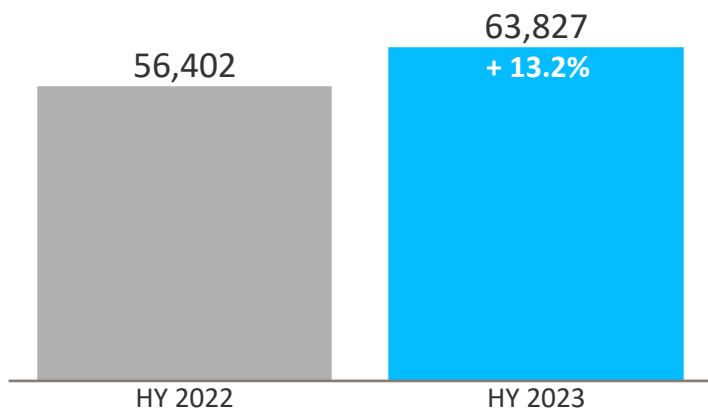


*in PLN thousand

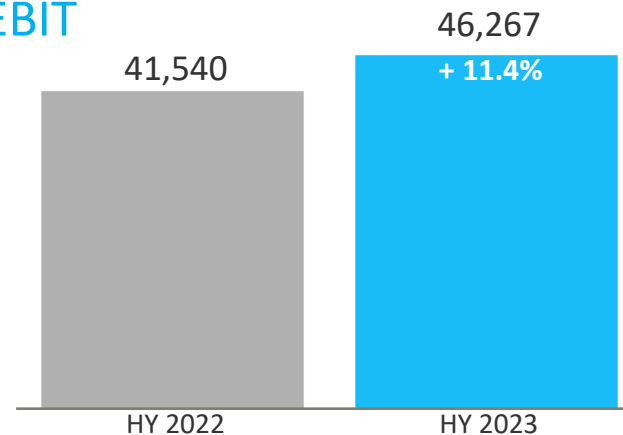
Other results of Asseco Business Solutions

HY 2022 v. HY 2023

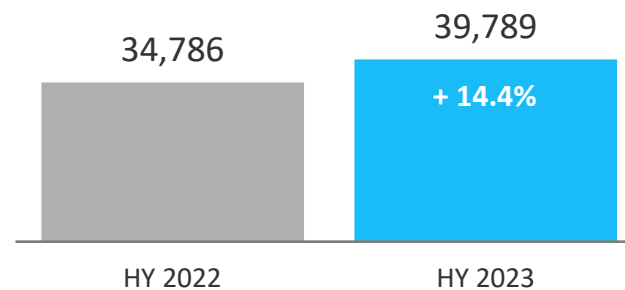
EBITDA



EBIT



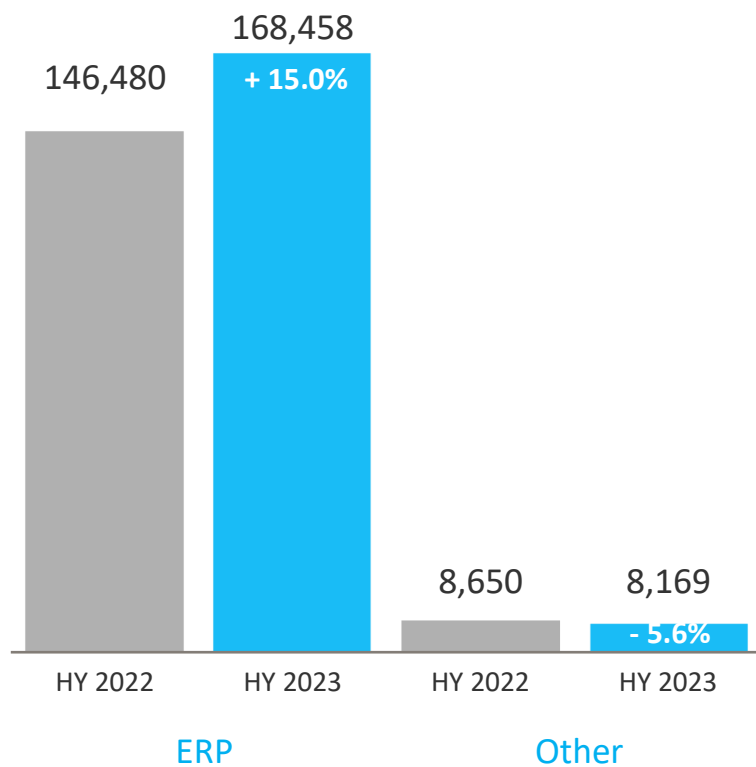
Net profit



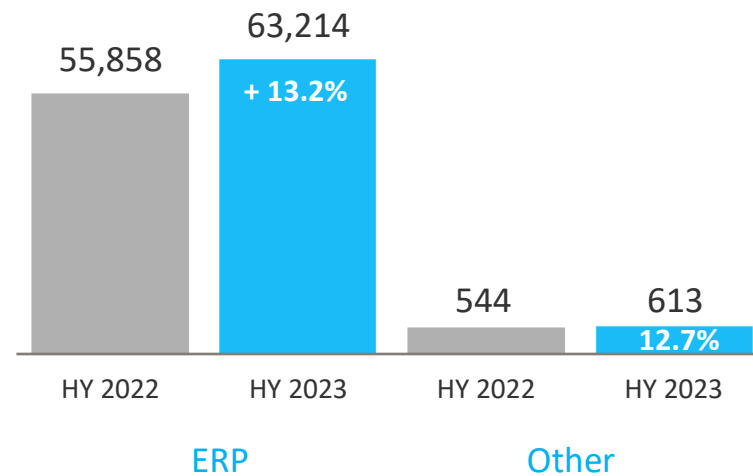
* in PLN thousand

Results of Asseco BS for HY 2022 v. HY 2023 – by operating segments

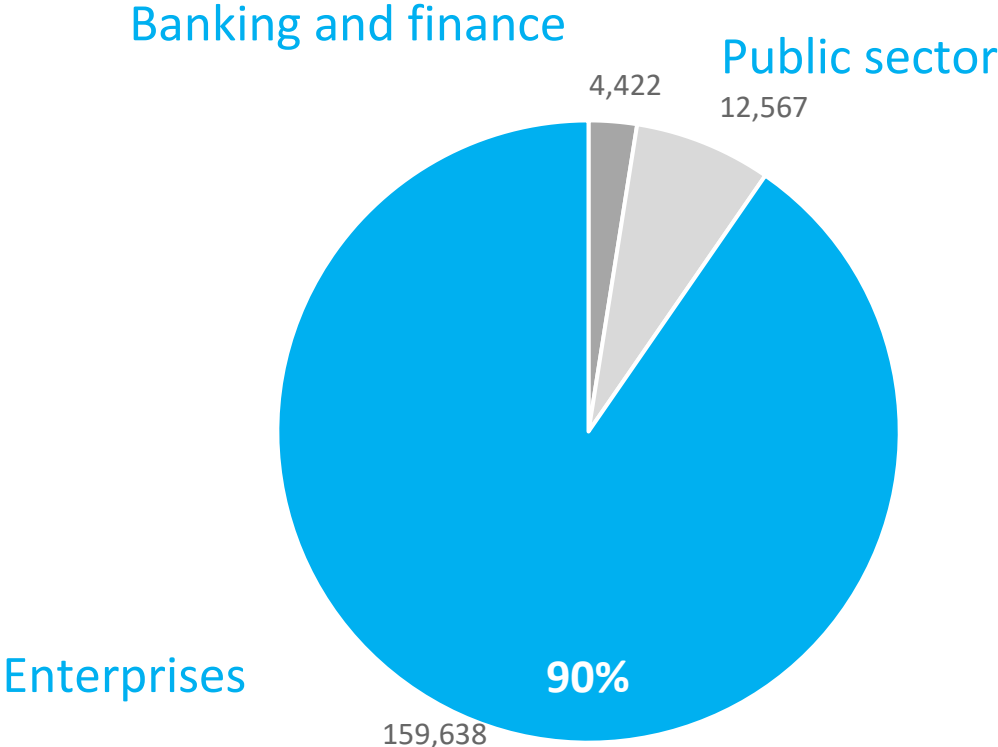
Receipts from sales



EBITDA



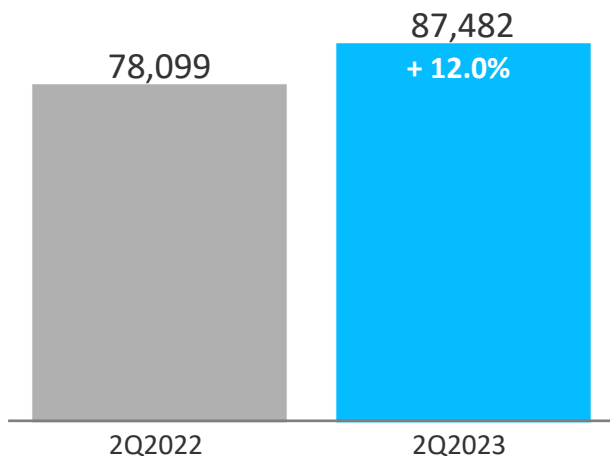
Revenues of Asseco BS for HY 2023 – by sectors



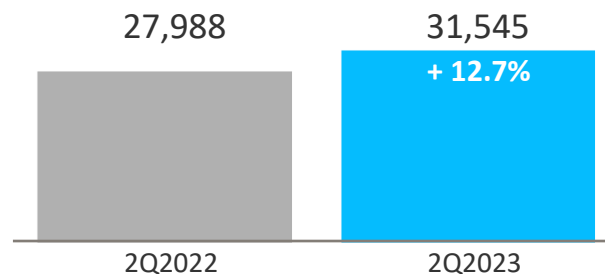
*in PLN thousand

Results of Asseco BS Q2 2022 v. Q2 2023

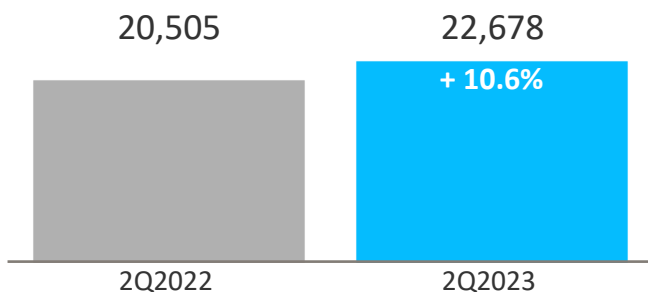
Receipts from sales



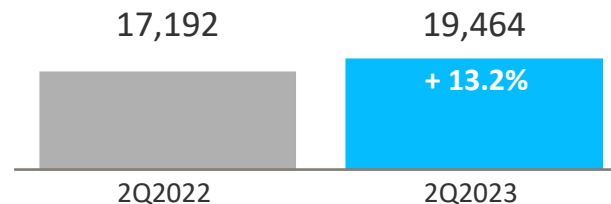
EBITDA



EBIT



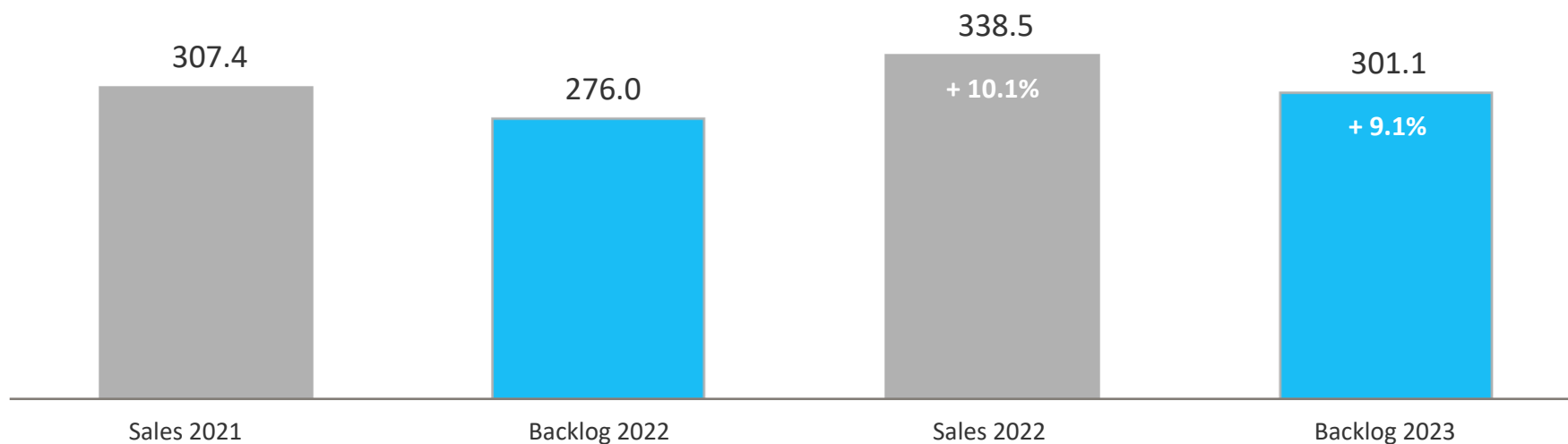
Net profit



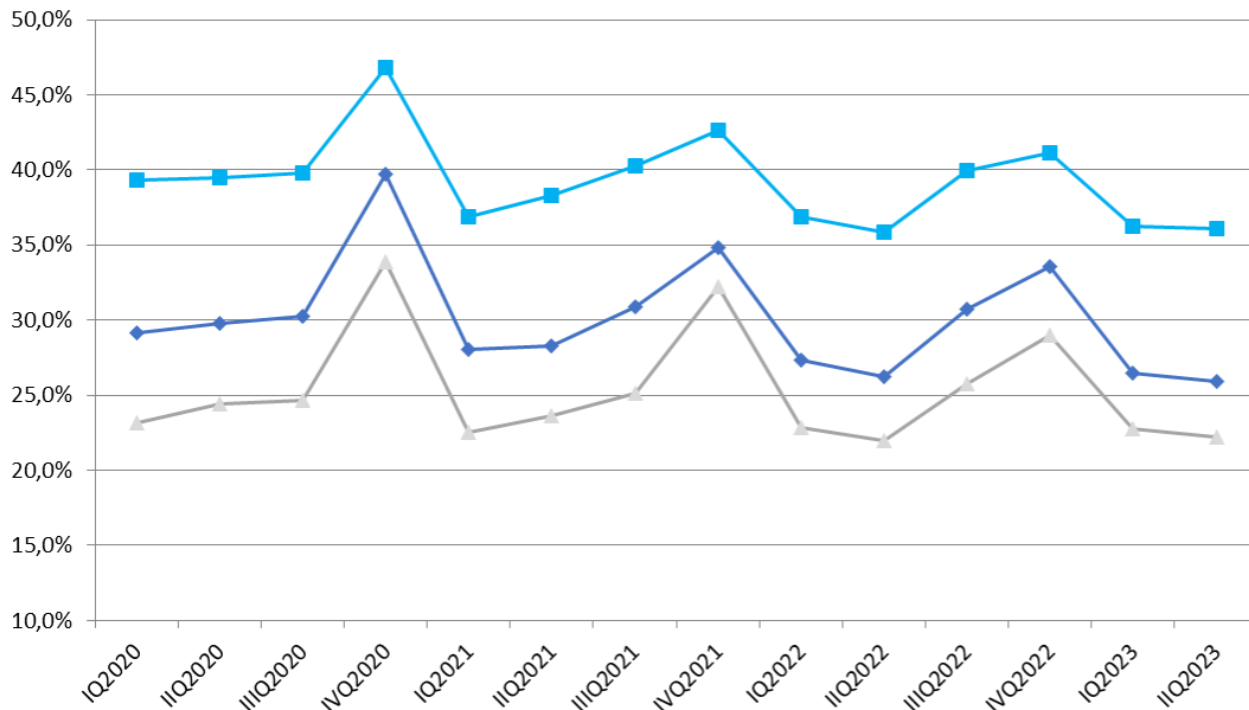
* in PLN thousand

Backlog of Asseco BS at end of HY 2023

Asseco BS backlog for 2023: **88.9% (PLN 301.1 M)** of sales in 2022. In the previous year, the backlog was **89.8% (PLN 276.0 M)** of sales for 2021.



Profitability historically (since 2020)



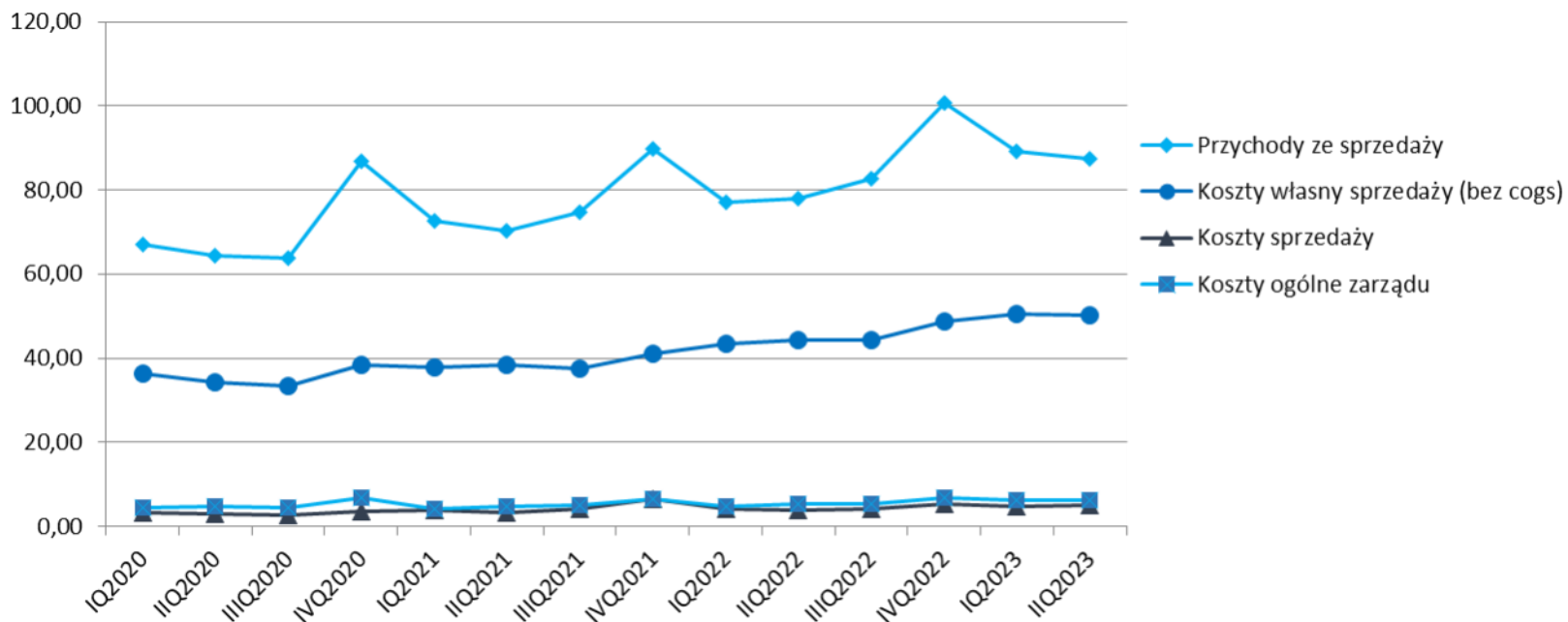
HY	margins 2020	margins 2021	margins 2022	margins 2023
EBIT	29.5%	28.2%	26.8%	26.2%
EBITDA	39.4%	37.6%	36.4%	36.1%
net profit	23.8%	23.1%	22.4%	22.5%

◆ marża EBIT
■ marża EBITDA
▲ marża netto

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023
EBIT	19,502	19,168	19,354	34,516	20,352	19,861	23,089	31,281	21,035	20,505	25,451	33,777	23,589	22,678
EBITDA	26,318	25,404	25,418	40,688	26,732	26,895	30,085	38,356	28,414	27,988	33,038	41,359	32,282	31,545
net profit	15,512	15,714	15,750	29,430	16,354	16,606	18,751	28,937	17,594	17,192	21,328	29,172	20,325	19,464

*in PLN thousand

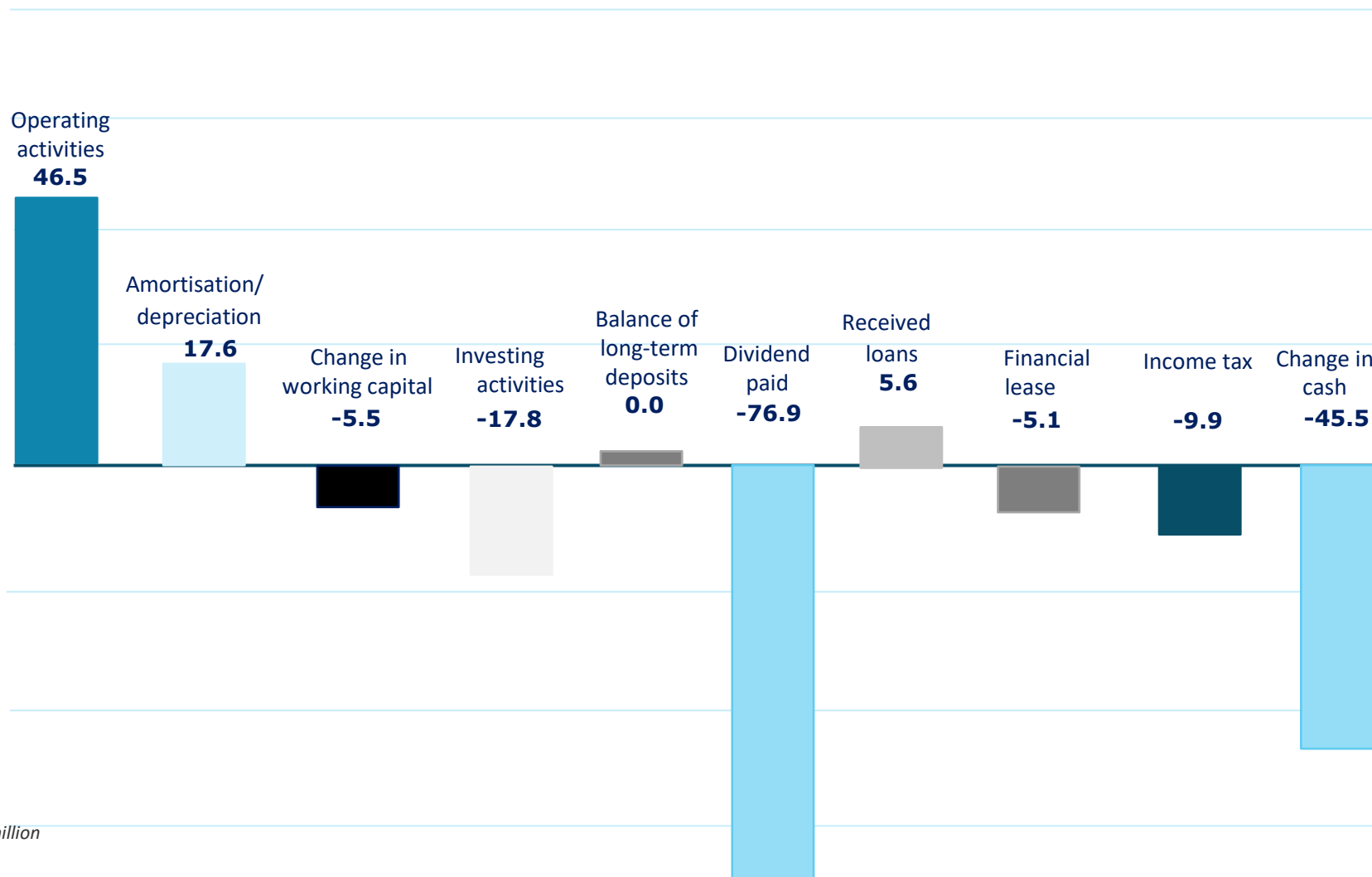
Costs and expenses historically (since 2020)



	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023
Receipts from sales	66.89	64.37	63.92	86.93	72.54	70.27	74.73	89.90	77.03	78.10	82.77	100.62	89.15	87.48
Own cost of sales (w/o COGS)	36.37	34.26	33.44	38.30	37.69	38.32	37.40	41.16	43.54	44.19	44.17	48.74	50.48	50.30
Cost of sales	3.38	3.03	2.69	3.47	3.89	3.39	4.13	6.61	4.05	3.98	4.10	5.43	4.69	5.00
Administrative expenses	4.58	4.7	4.46	6.70	4.24	4.79	5.04	6.39	4.61	5.35	5.40	6.66	6.30	6.28
Total costs and	44.33	41.98	40.59	48.47	45.82	46.50	46.58	54.16	52.20	53.52	53.68	60.83	61.47	61.58

* in PLN million

Cash flow for the six months of 2023



* in PLN million

Liquidity at end of HY 2023

2,740

Cash and short-term deposits, short-term deposits above 3 mths

5,602

Balance of loan-related debt

70,000

Maximum debt limit in credit line

0.83

Current ratio (current assets/current liabilities)



Dividend in 2023

- On 31 May 2023, the Ordinary General Meeting of Shareholders of Asseco BS agreed on the amount of the dividend at: **PLN 2.30** per share.
- The dividend date was **9 June 2023**, and the dividend payment date was **21 June 2023**.
- The net profit of Asseco BS for the financial year 2022 totalled **PLN 85,286 million**, of which **PLN 76,862 million** was allocated for distribution among the shareholders.



Dividends – overview

Year	Net profit	Dividend
2007	13,949	0
2008	24,122	- 14,036
2009	22,427	- 25,064
2010	30,092	- 30,076
2011	29,834	- 32,081
2012	26,532	- 26,400
2013	26,828	- 26,734
2014	28,571	- 28,406
2015	33,509	- 33,418
2016	42,446	- 42,441
2017	47,283	- 43,444
2018	62,569	- 50,127
2019	73,439	- 60,153
2020	76,406	- 66,836
2021	80,648	- 70,847
2022	85,286	- 76,862
Σ	703,941	- 626,925

**in PLN thousand*

Quotations

in the first six months of 2023



Indicators as at 30 June 2023

Capitalisation: PLN 1,316.7 M

Price/Profit: 14.58

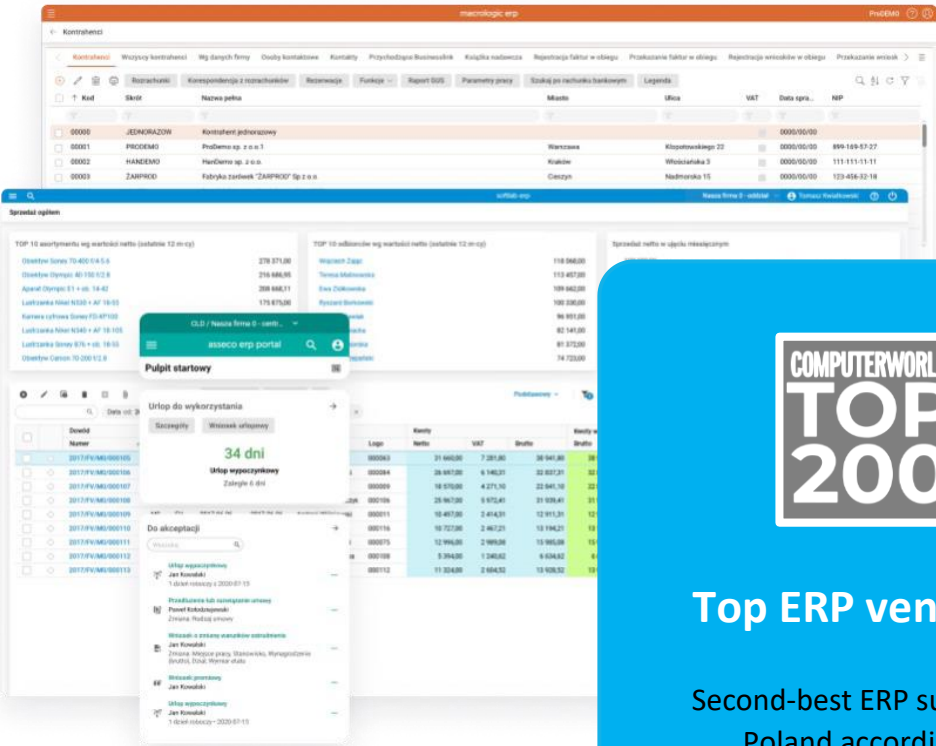
Price/balance sheet value: 4.06

* source: Money.pl



* source: <https://inwestinfo.pl>

Awards



**COMPUTERWORLD
TOP
200**

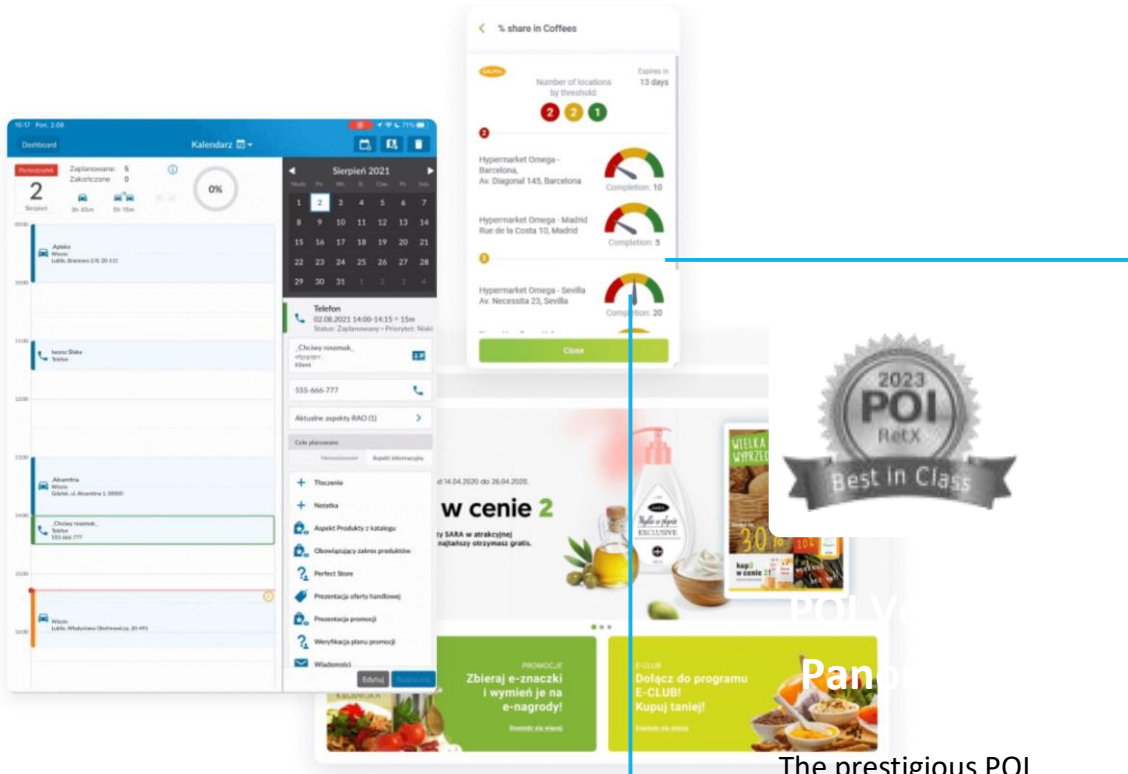
Top ERP vendor

Second-best ERP supplier in Poland according to Computerworld TOP200 2023

Once again, Asseco Business Solutions was ranked among the top ERP vendors in Poland!

The Computerworld TOP200 report ranked Asseco BS second in the category of The Largest Suppliers of Enterprise Resource Planning (ERP) Systems in 2022.

Awards



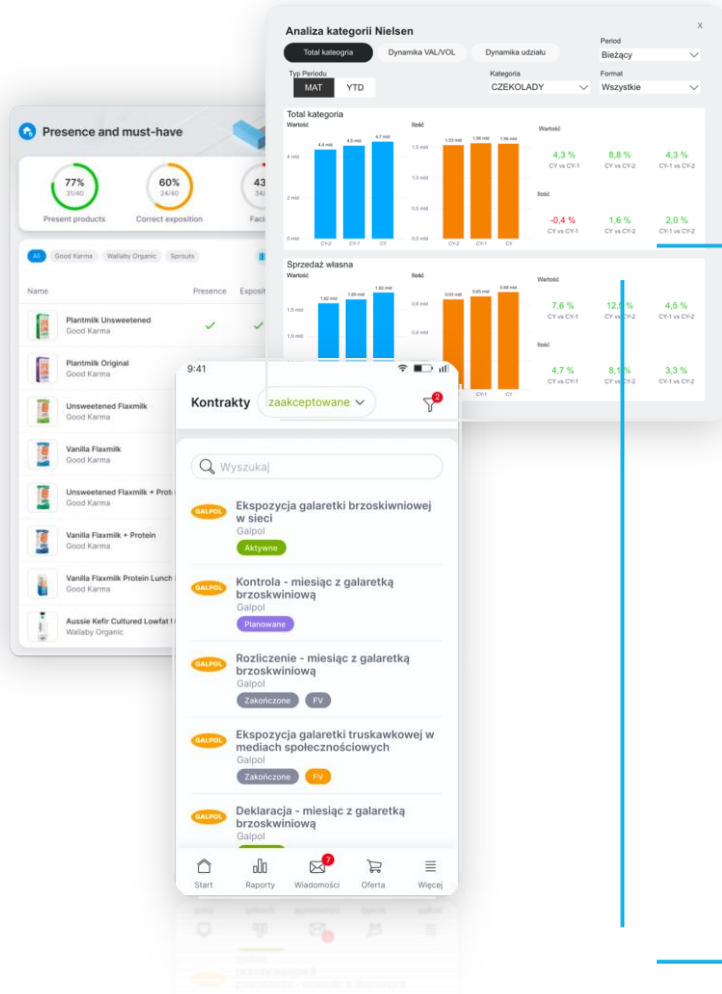
The prestigious POI Best-in-Class award from Promotion Optimization Institute

Once again in 2023, Asseco Business Solutions received the POI Best-in-Class award for software and technologies supporting FMCG manufacturers in managing their sales processes.

Asseco BS garnered recognition in six categories:

- 1. **Advanced image recognition technology for merchandising**
Image Recognition, Augmented Reality
- 2. **Predictive analytics based on AI**, Machine Learning
- 3. **Multi-channel sales** eCommerce, B2B, DTC, Tele-virtual
- 4. **Optimization of commercial activity**
Retail Activity Optimization, RAO
- 5. **Mobile UX**
User Experience
- 6. **Coaching**
Development of manufacturers' mobile work force

Awards



Golden Receipt FMCG and Retail 2023

The Golden Receipt 2023
awarded to Asseco
Business Solutions
for its AI-powered
Recommendation System
designed for
FMCG companies



Thank you for your attention

assecobs.pl