

# Asseco Business Solutions

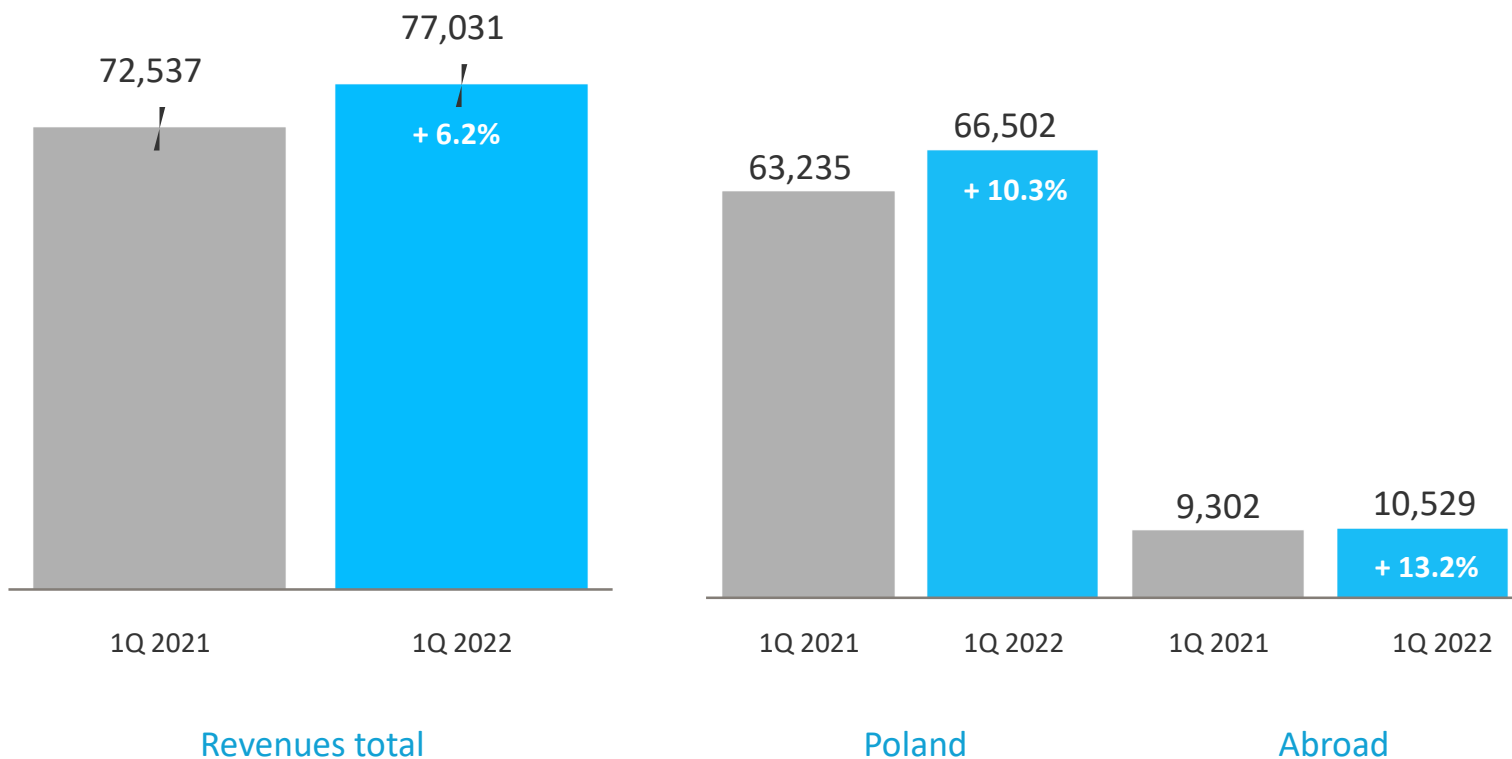
We design IT solutions  
for business





Financial results  
Asseco Business Solutions  
for Q1 2022

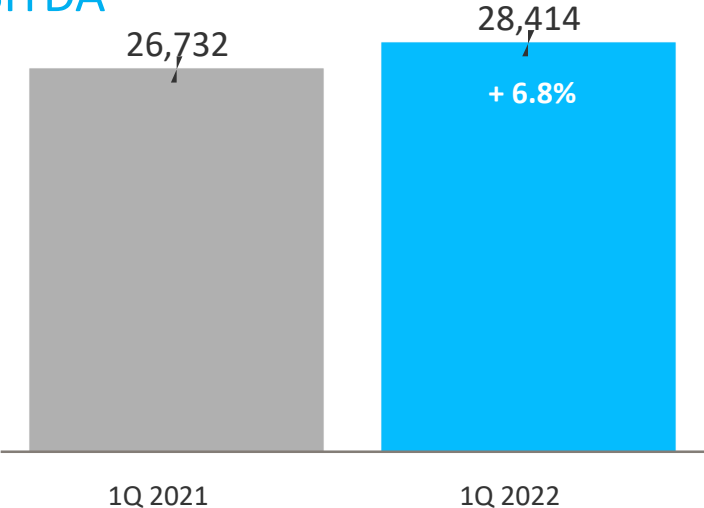
## Revenues of Asseco Business Solutions for Q1 2021 v. Q1 2022



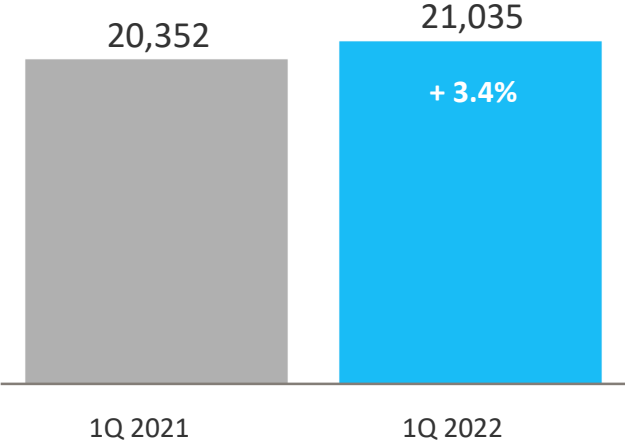
\*in PLN thousand

# Other results of Asseco Business Solutions in Q1 2021 v. 1Q 2022

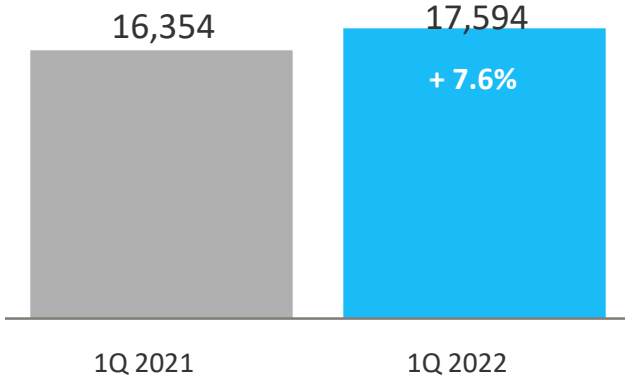
## EBITDA



## EBIT



## Net profit

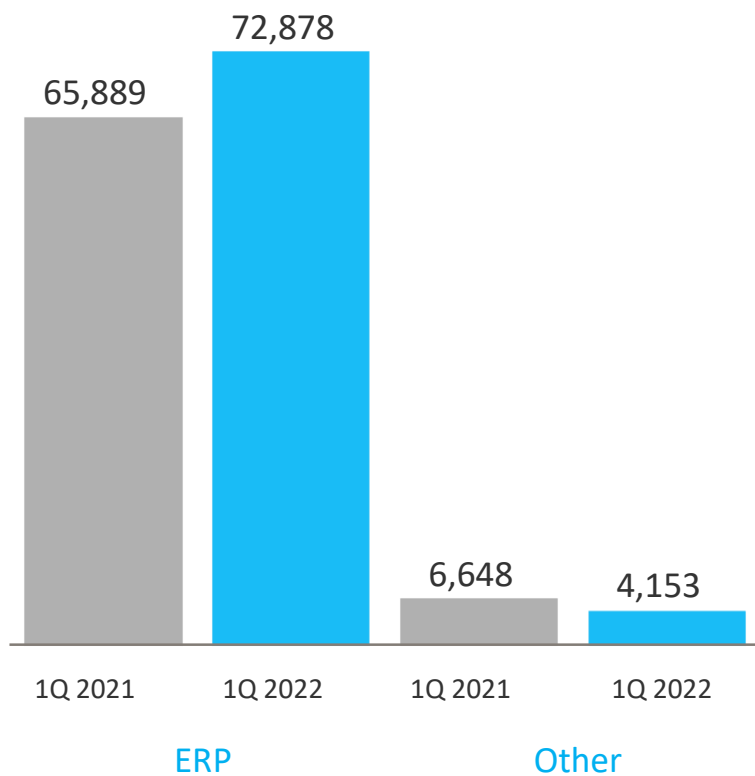


\* in PLN thousand

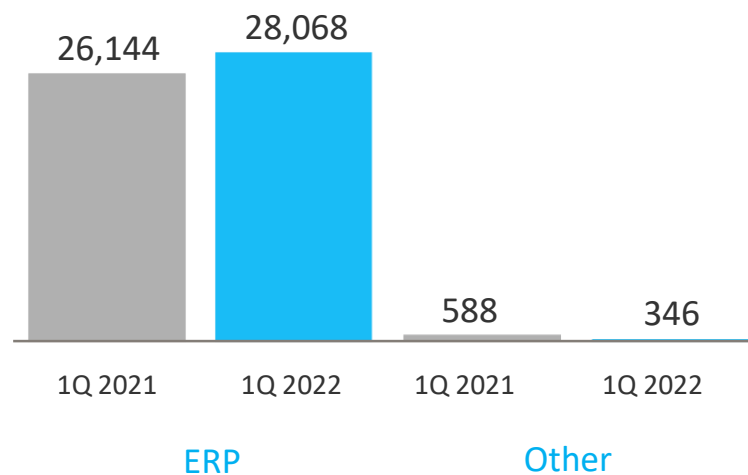
# Results of Asseco BS in Q1 2021 v. Q1 2022

– by operating segments

Receipts from sales



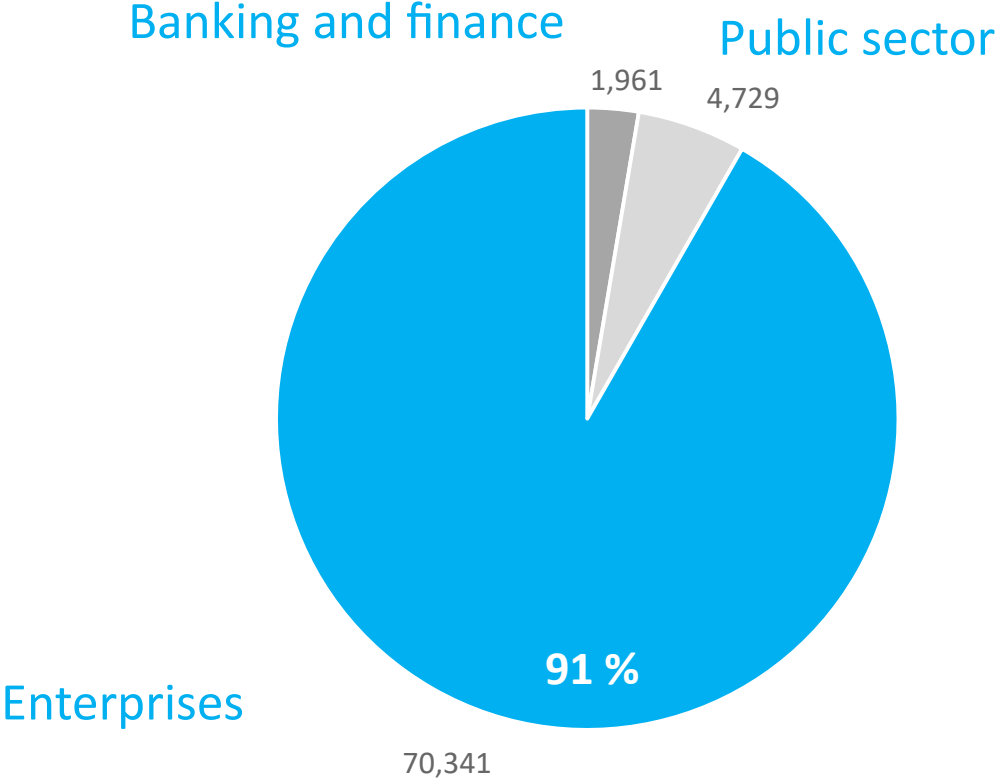
EBITDA



\* in PLN thousand

# Revenues of Asseco BS in Q1 2022

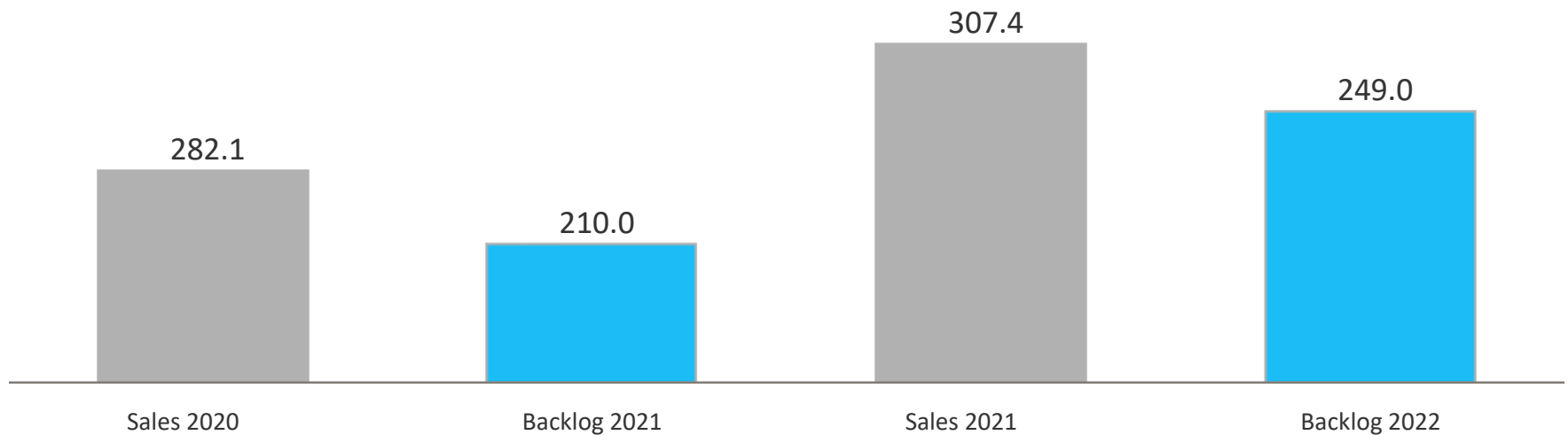
– by sectors



\* in PLN thousand

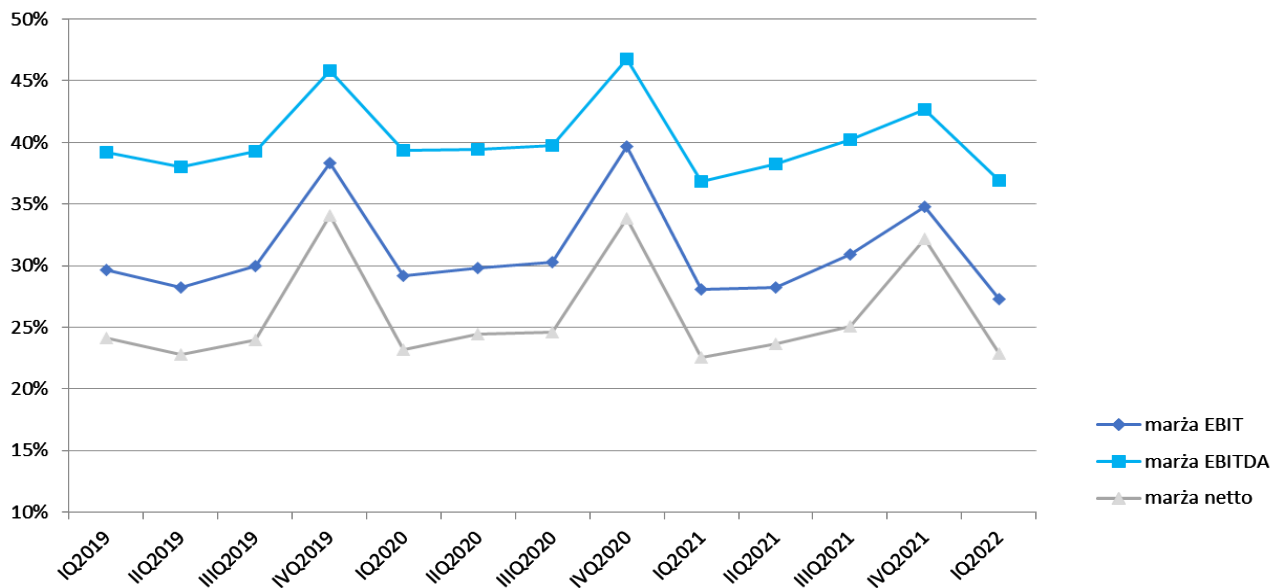
## Backlog of Asseco BS at end of Q1 2022

Backlog of Asseco BS for 2022 is: **81% (PLN 249 M)** of sales for 2021. Last year's backlog was **74.4% (PLN 210 M)** of sales for 2020.



\* in PLN million

# Profitability historically (since 2019)



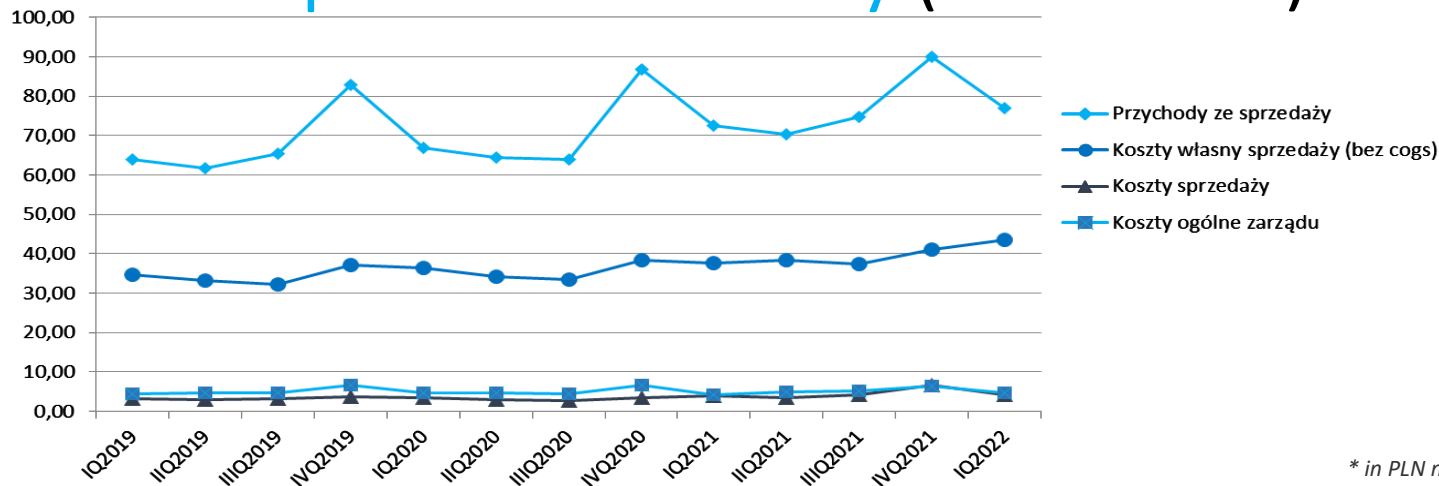
	margins 2019	margins 2020	margins 2021	margins 2022
EBIT	32.0%	32.8%	30.8%	27.3%
EBITDA	41.0%	41.8%	39.7%	36.9%
net profit	26.8%	27.1%	26.2%	22.8%

	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
EBIT	18,934	17,396	19,572	31,774	19,502	19,168	19,354	34,516	20,352	19,861	23,089	31,281	21,035
EBITDA	25,022	23,460	25,659	38,042	26,318	25,404	25,418	40,688	26,732	26,895	30,085	38,356	28,414
net profit	15,425	14,064	15,684	28,266	15,512	15,714	15,750	29,430	16,354	16,606	18,751	28,937	17,594

\* in PLN thousand



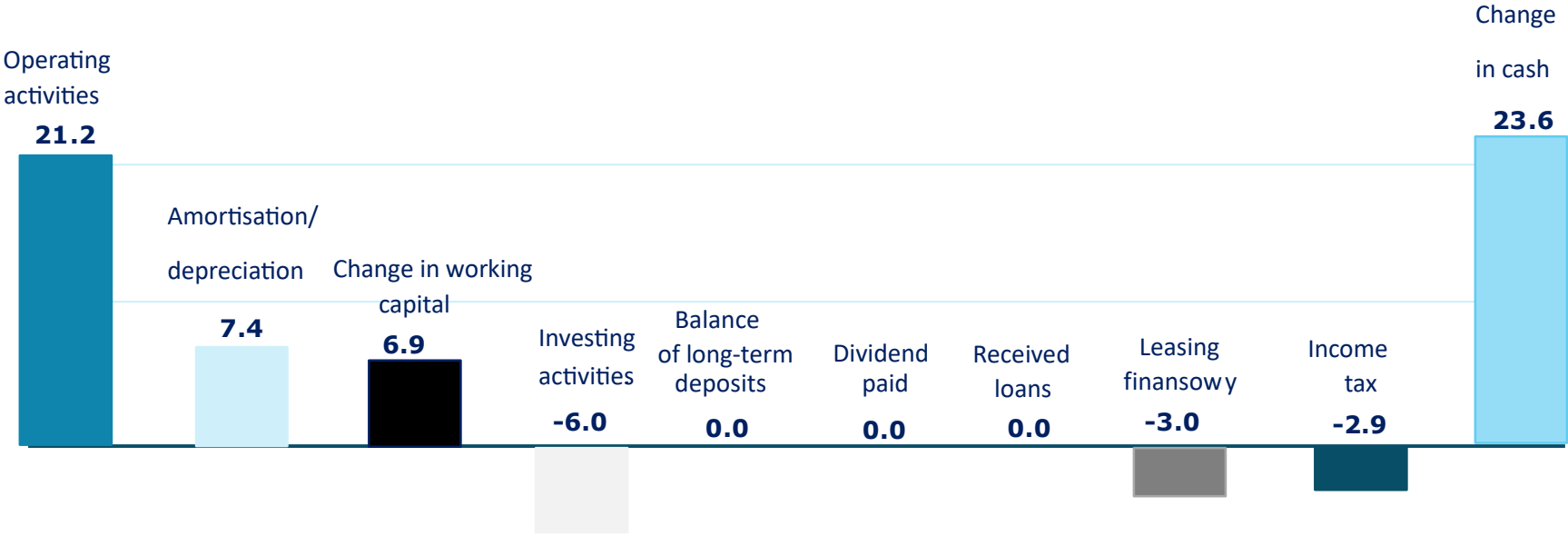
# Costs and expenses historically (since 2019)



\* in PLN million

	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
<b>Receipts from sales</b>	<b>63.88</b>	<b>61.69</b>	<b>65.35</b>	<b>82.94</b>	<b>66.89</b>	<b>64.37</b>	<b>63.92</b>	<b>86.93</b>	<b>72.54</b>	<b>70.27</b>	<b>74.73</b>	<b>89.90</b>	<b>77.03</b>
Own cost of sales (w/o COGS)	34.71	33.31	32.19	37.04	36.37	34.26	33.44	38.30	37.69	38.32	37.40	41.16	43.54
Cost of sales	3.17	2.97	3.08	3.73	3.38	3.03	2.69	3.47	3.89	3.39	4.13	6.61	4.05
Administrative expenses	4.40	4.77	4.58	6.70	4.58	4.7	4.46	6.70	4.24	4.79	5.04	6.39	4.61
<b>Total costs and expenses</b>	<b>42.28</b>	<b>41.05</b>	<b>39.84</b>	<b>47.47</b>	<b>44.33</b>	<b>41.98</b>	<b>40.59</b>	<b>48.47</b>	<b>45.82</b>	<b>46.50</b>	<b>46.58</b>	<b>54.16</b>	<b>52.20</b>

# Cash flow in Q1 2022



## Financial liquidity at end of Q1 2022

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**66,413**

Cash and short-term deposits  
above 3 mths

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**0**

Balance of loan-related debt

**70,000**

Maximum debt limit in credit line

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**1.8**

Current ratio (current assets/  
current liabilities)



## Dividend in 2022

The Management Board of Asseco Business Solutions S.A. adopted a resolution concerning the distribution of profit, recommending the Supervisory Board and the Ordinary General Meeting that the dividend to be paid in 2022 be **PLN 2.12** per share.



# Dividends – overview

ASSECO

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
Σ	<b>618,655</b>	<b>-550,063</b>

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\* in PLN thousand

# Quotations in Q1 2022



## Indicators as at 31 March 2022

Capitalisation: PLN 1,437 M

Price/profit: 17.55

Price/balance sheet value: 3.95

source: Money.pl



source: <https://inwestinfo.pl>

Thank you for your attention

[assecobs.pl](http://assecobs.pl)