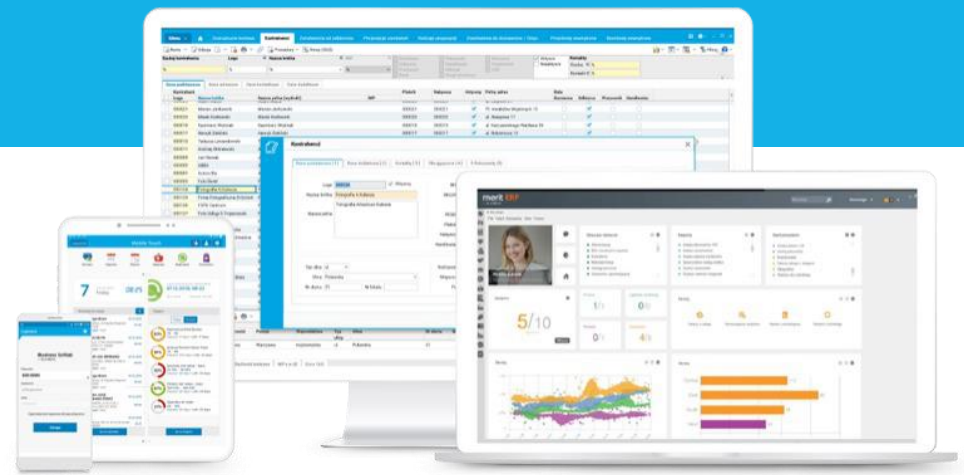


Asseco Business Solutions

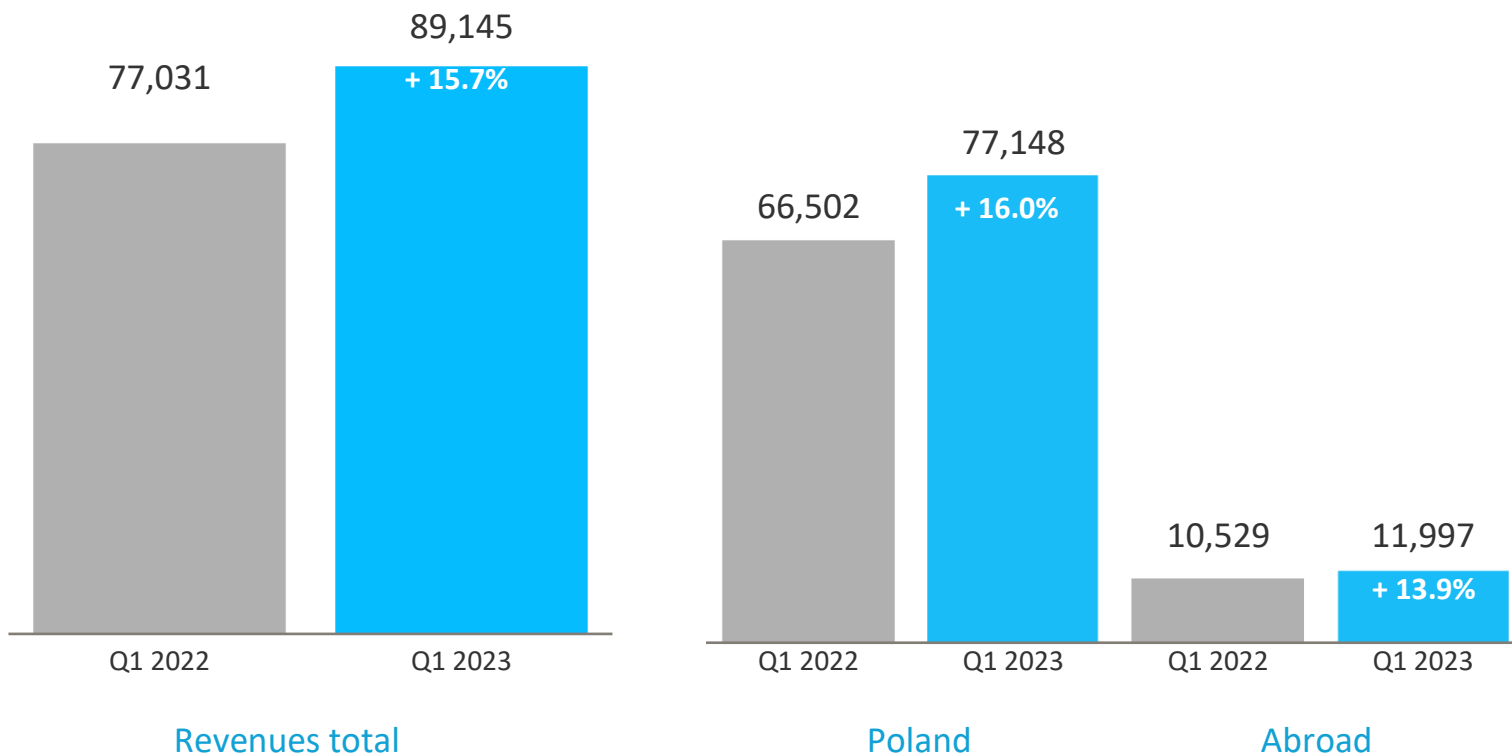
We design IT systems
for business





Financial results
Asseco Business Solutions
for Q1 2023

Revenues of Asseco Business Solutions for Q1 2022 v. Q1 2023

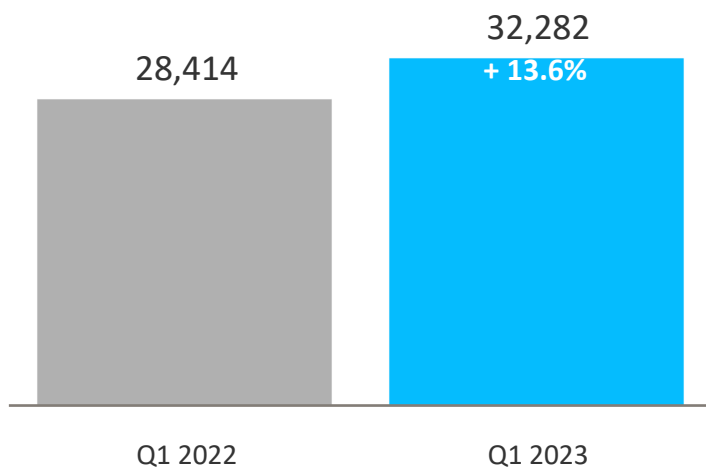


*in PLN thousand

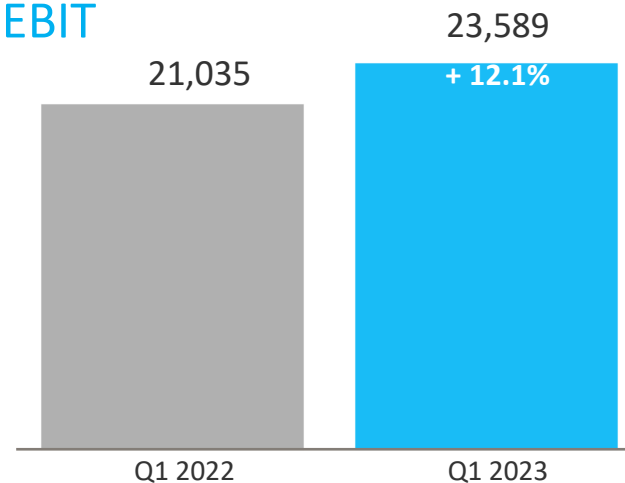
Other results of Asseco Business Solutions

Q1 2022 v. Q1 2023

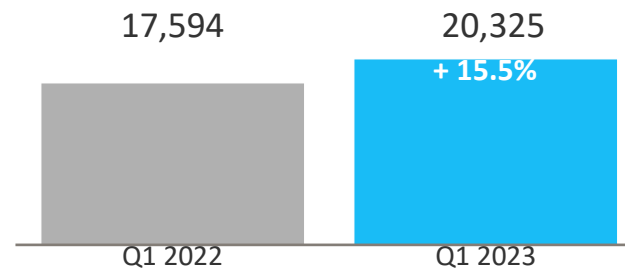
EBITDA



EBIT



Net profit

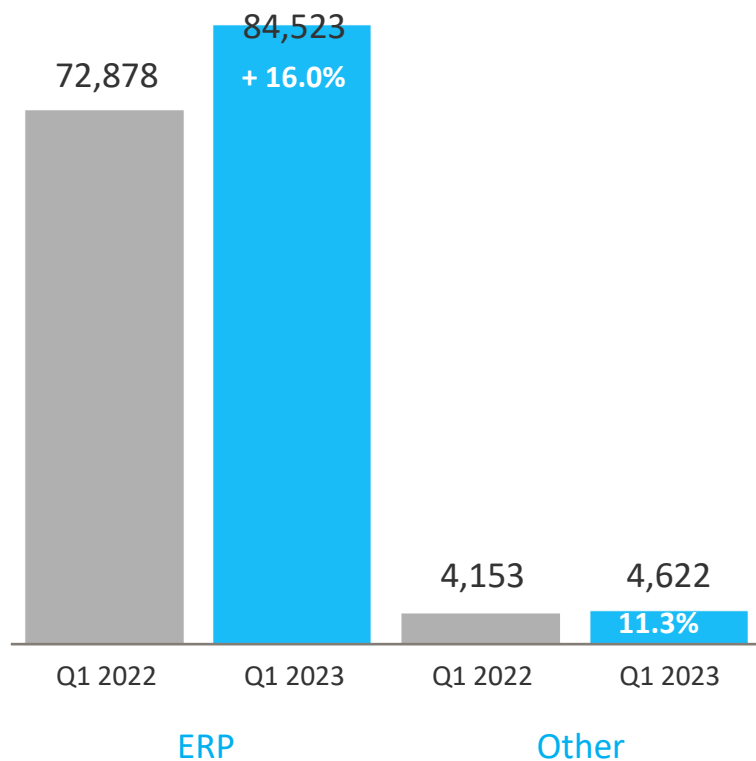


* in PLN thousand

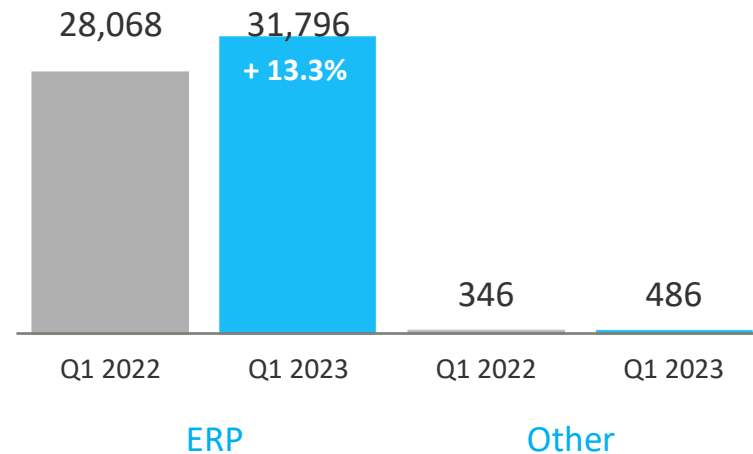
Results of Asseco BS Q1 2021 v. Q1 2023

– by operating segments

Receipts from sales

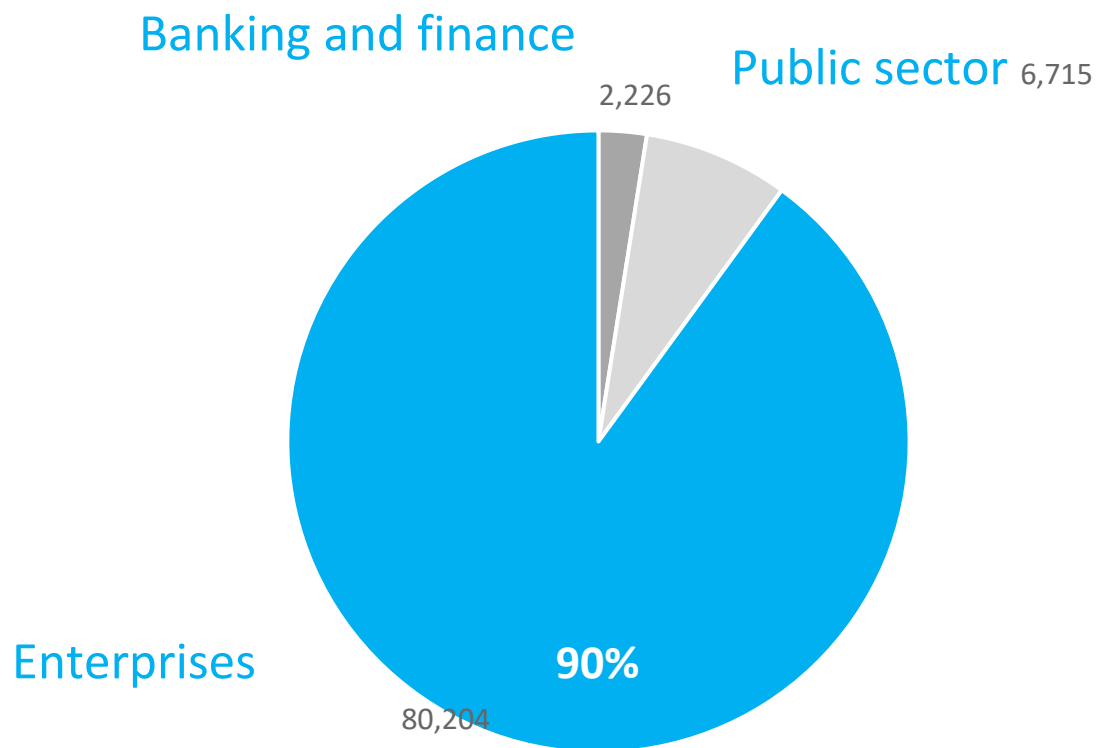


EBITDA



Revenues of Asseco BS in Q1 2023

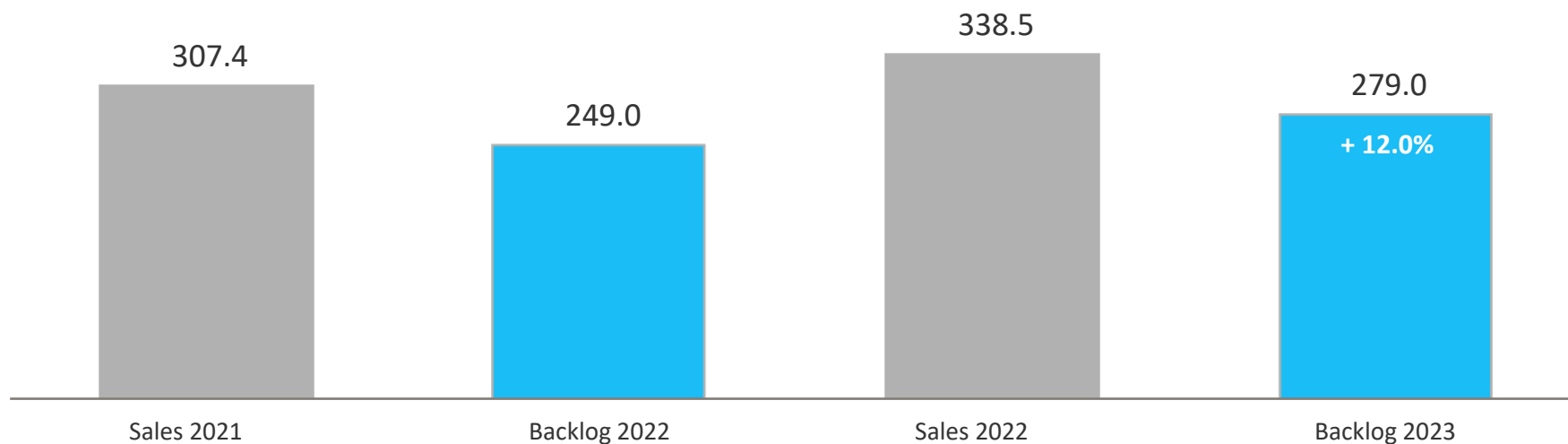
– by sectors



*in PLN thousand

Backlog of Asseco BS at Q1 2023

Asseco BS backlog for 2023: **82.4% (PLN 279 M)** of sales in 2022. Previous year's backlog was **81 % (PLN 249 M)** of sales in 2021.



Profitability historically (since 2020)



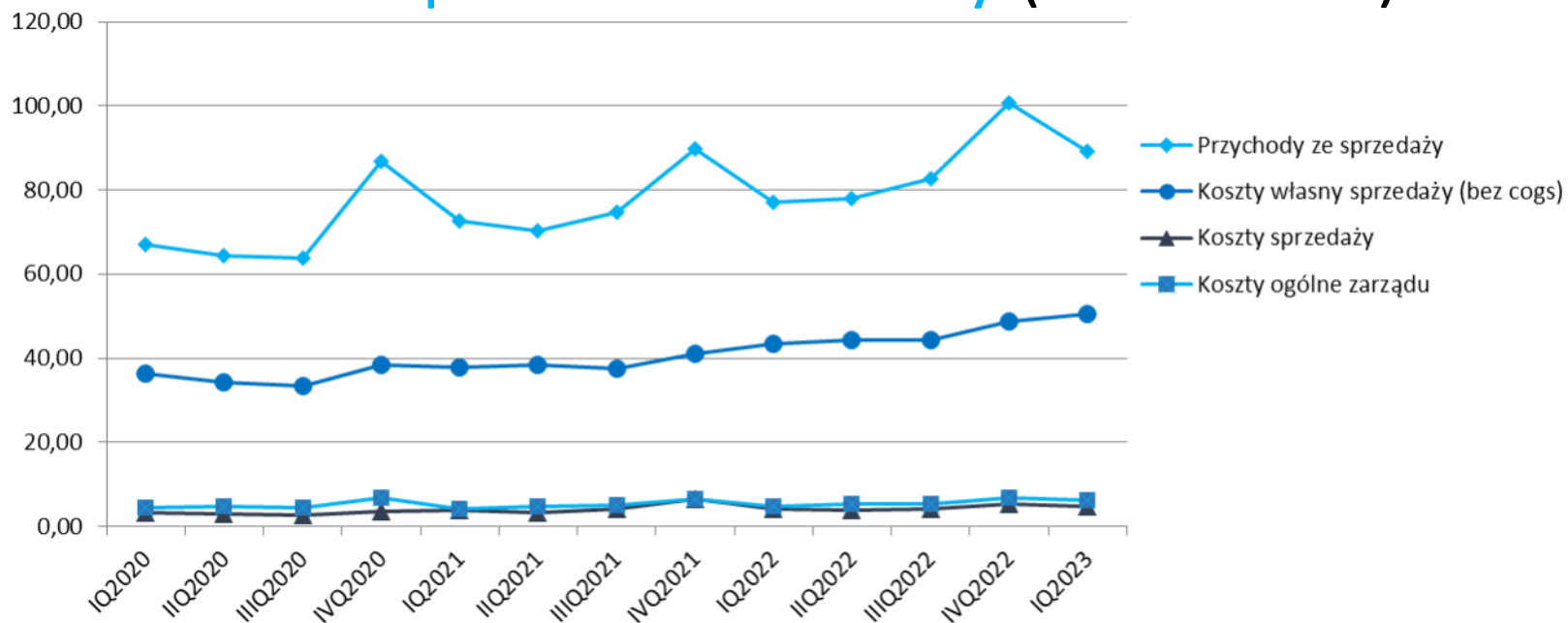
1Q	margins 2020	margins 2021	margins 2022	margins 2023
EBIT	29.2%	28.1%	27.3%	26.5%
EBITDA	39.3%	36.9%	36.9%	36.2%
net profit	23.2%	22.5%	22.8%	22.8%

◆ 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
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
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
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

*in PLN thousand

Costs and expenses historically (since 2020)

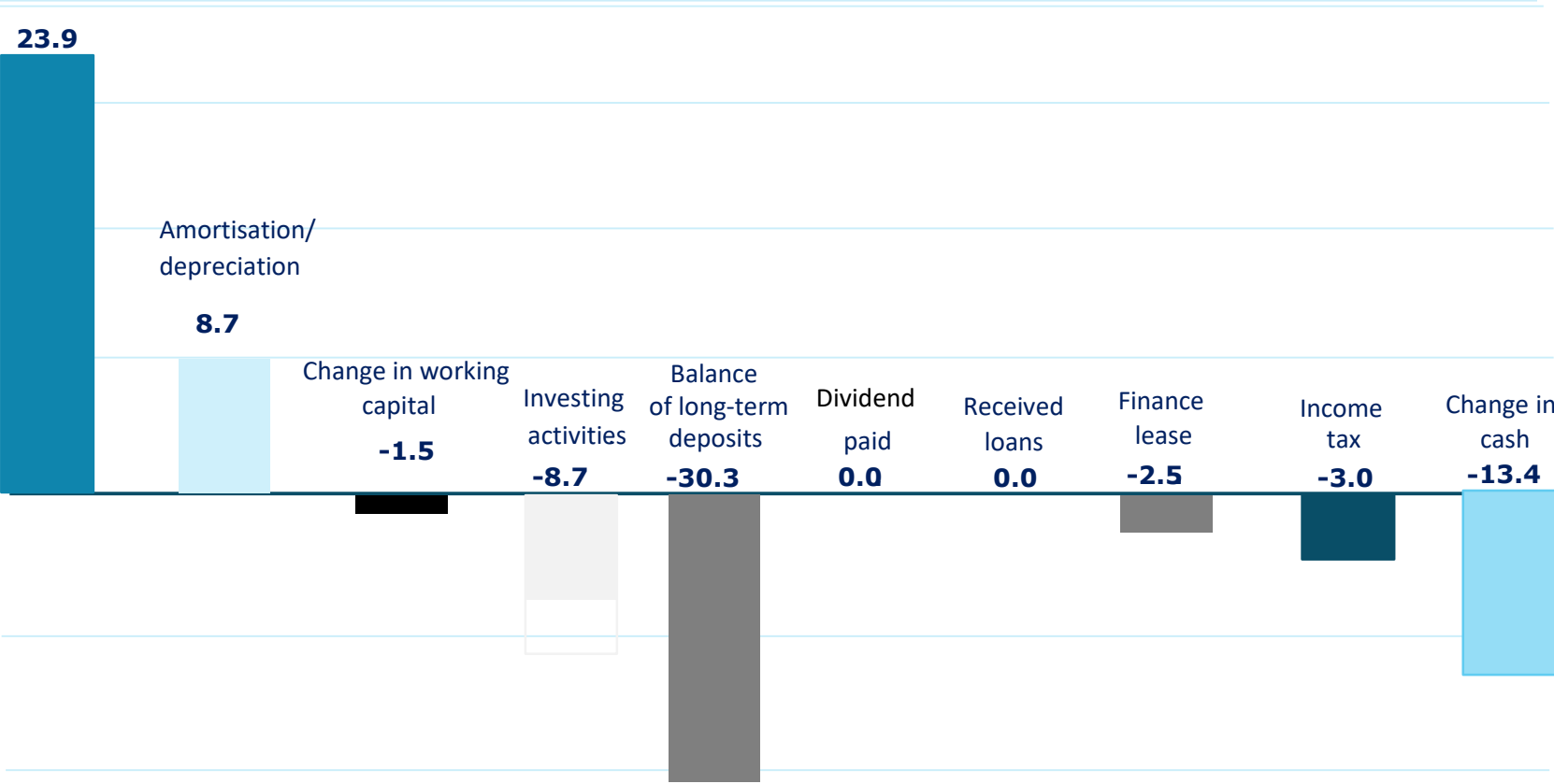


	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Receipts from sales	66.89	64.37	63.92	86.93	72.54	70.27	74.73	89.90	77.03	78.10	82.77	100.62	89.15
Own cost of sales (w/o COGS)	36.37	34.26	33.44	38.30	37.69	38.32	37.40	41.16	43.54	44.19	44.17	48.74	50.48
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
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
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

* in PLN million

Cash flow for Q1 2023

Operating activities



* in PLN million

Liquidity at end of Q1 2023

65,411

Cash and short-term deposits due above 3 mths

0

Balance of loan-related debt

70,000

Maximum debt limit in credit line

1.73

Current ratio (current assets/current liabilities)

** data on cash in PLN thousand*



Dividend in 2023

The Management Board of Asseco Business Solutions S.A. resolved to **divide the profit for 2022** by recommending to the Supervisory Board and the Ordinary General Meeting of the Company the payment of dividend of **PLN 2.30** per share in 2023.



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

** an approving resolution of the Ordinary General Meeting is required to pay the dividend for 2022

Quotations in Q1 2023



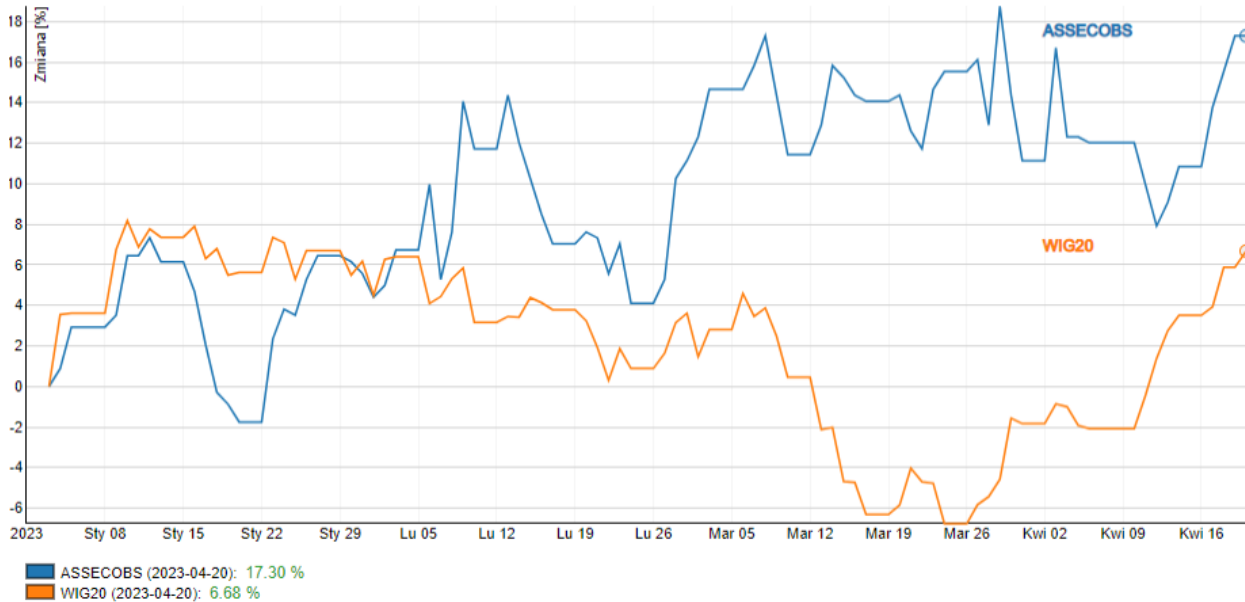
Indicators as at 20 April 2023

Capitalisation: PLN 1,336.7 M

Price/Profit: 15.19

Price/balance sheet value: 3.50

* source: Money.pl



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

Thank you for your attention

assecobs.pl