

Asseco Business Solutions

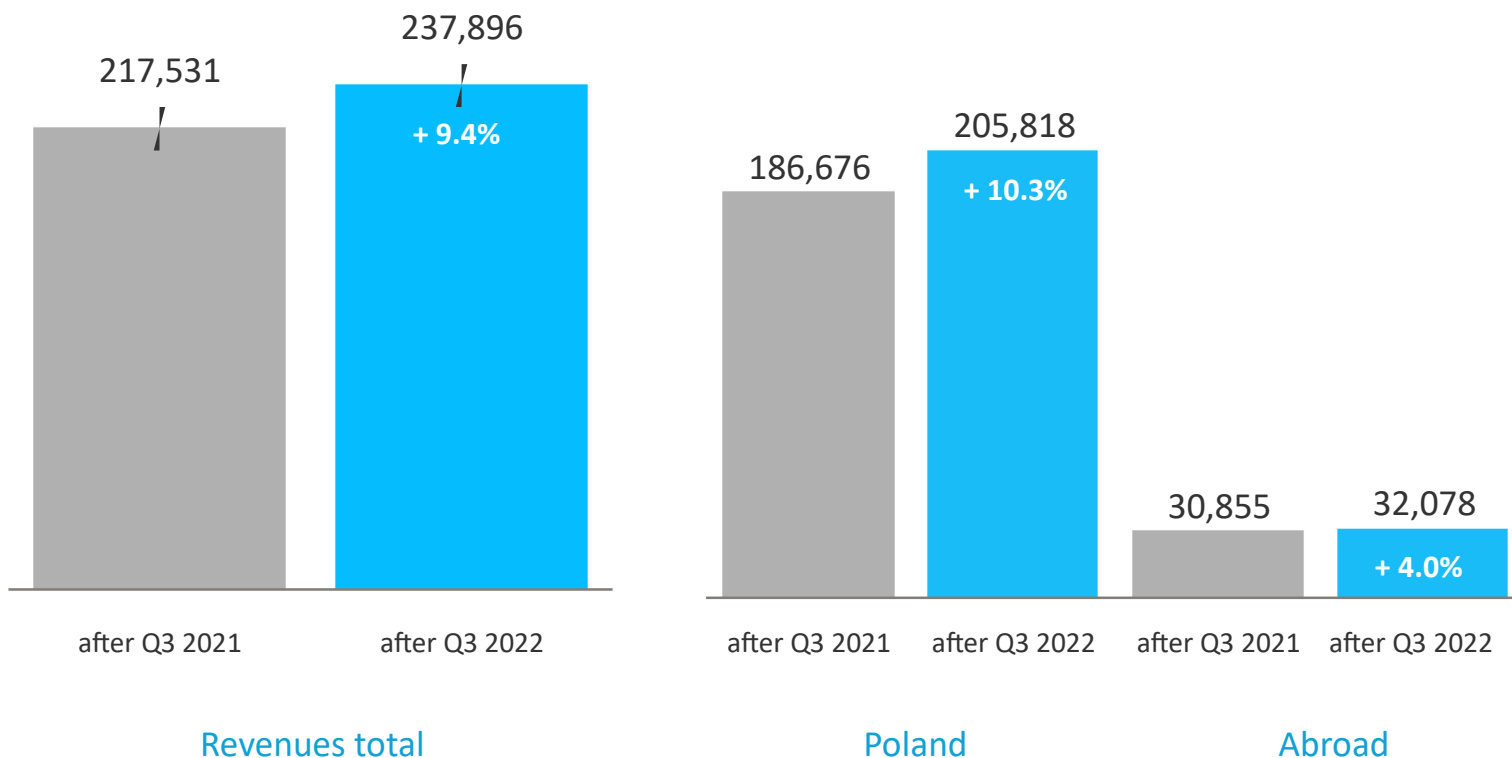
We design IT solutions
for business





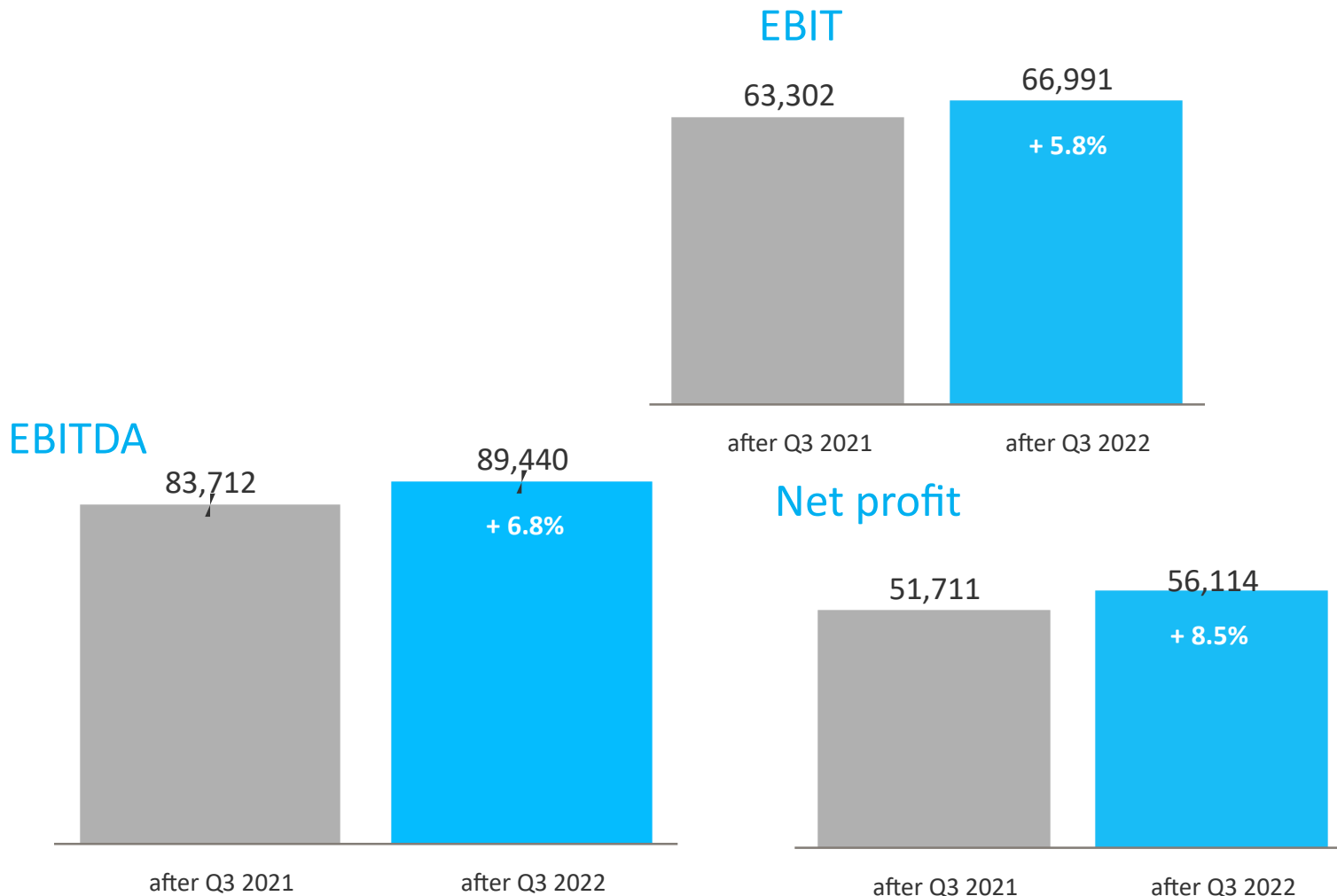
Financial results
Asseco Business Solutions
for Q3 2022

Revenues of Asseco Business Solutions after Q3 2021 v. Q3 2022



*in PLN thousand

Other results of Asseco Business Solutions after Q3 2021 v. Q3 2022

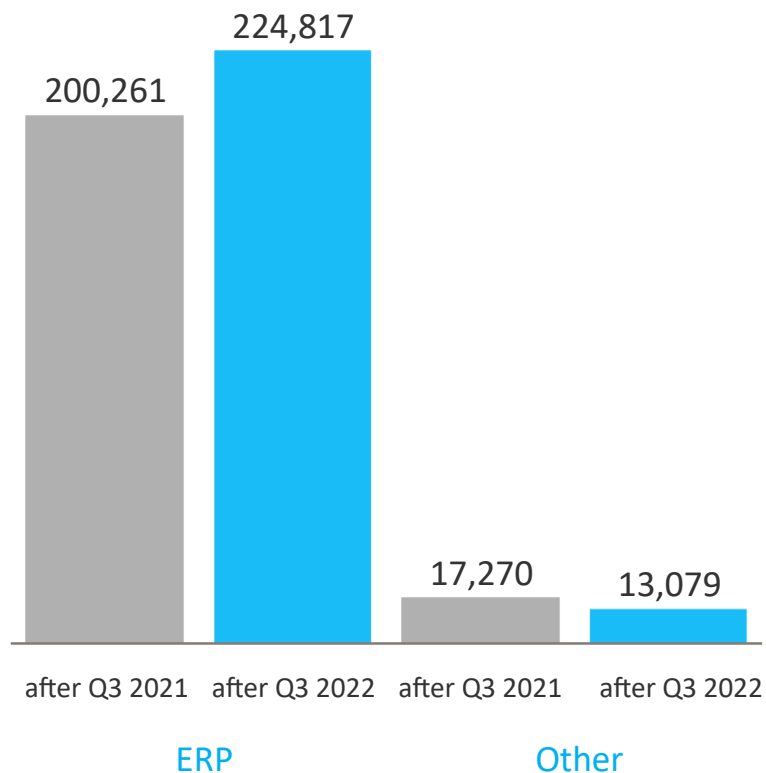


*in PLN thousand

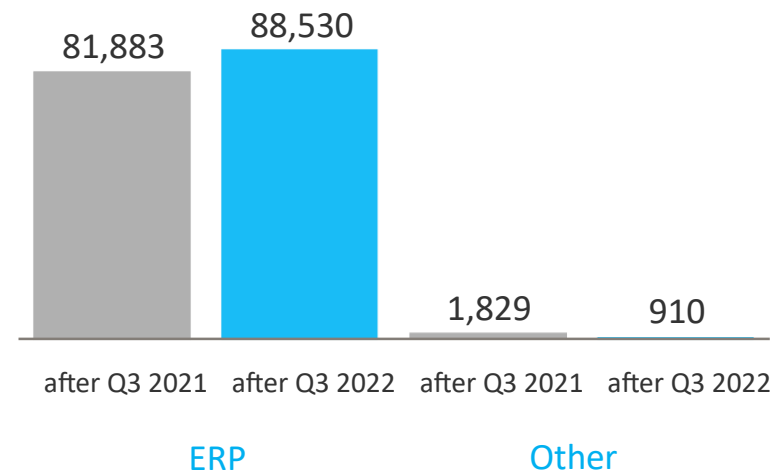
Results of Asseco Business Solutions after Q3 2021 v. Q3 2022

– by operating segments

Receipts from sales



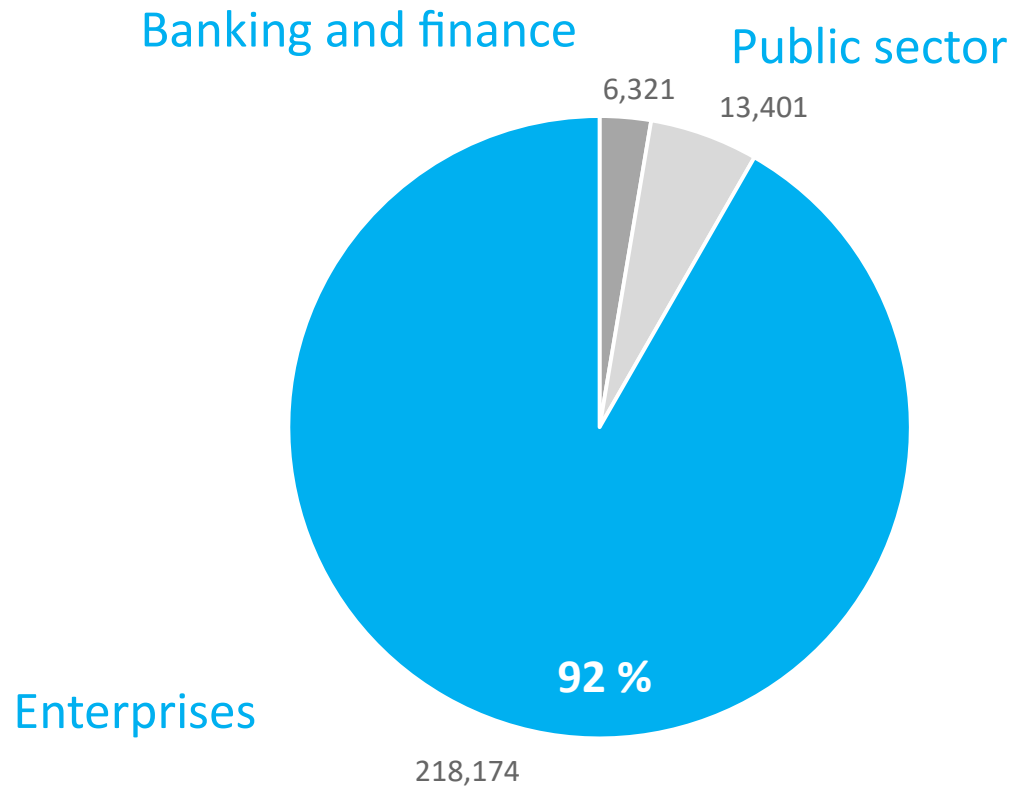
EBITDA



*in PLN thousand

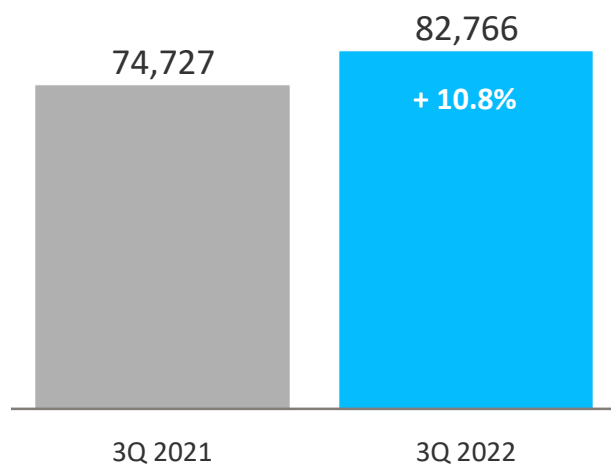
Revenues of Asseco BS for HY 2022

– by sectors

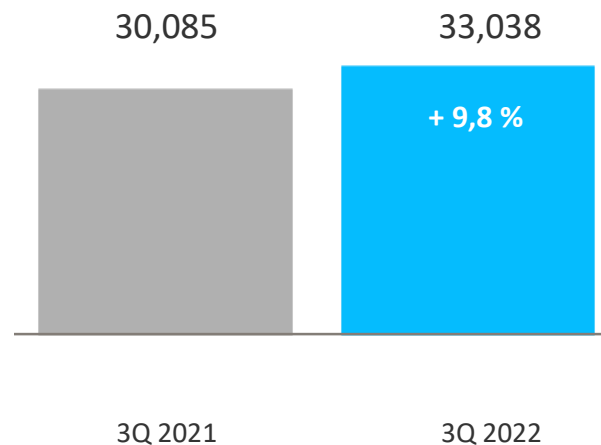


Results of Asseco BS Q32021 v. Q3 2022

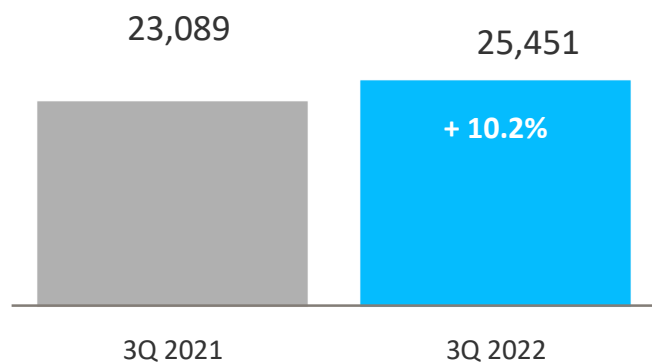
Receipts from sales



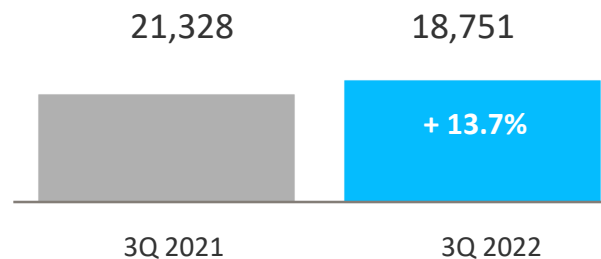
EBITDA



EBIT

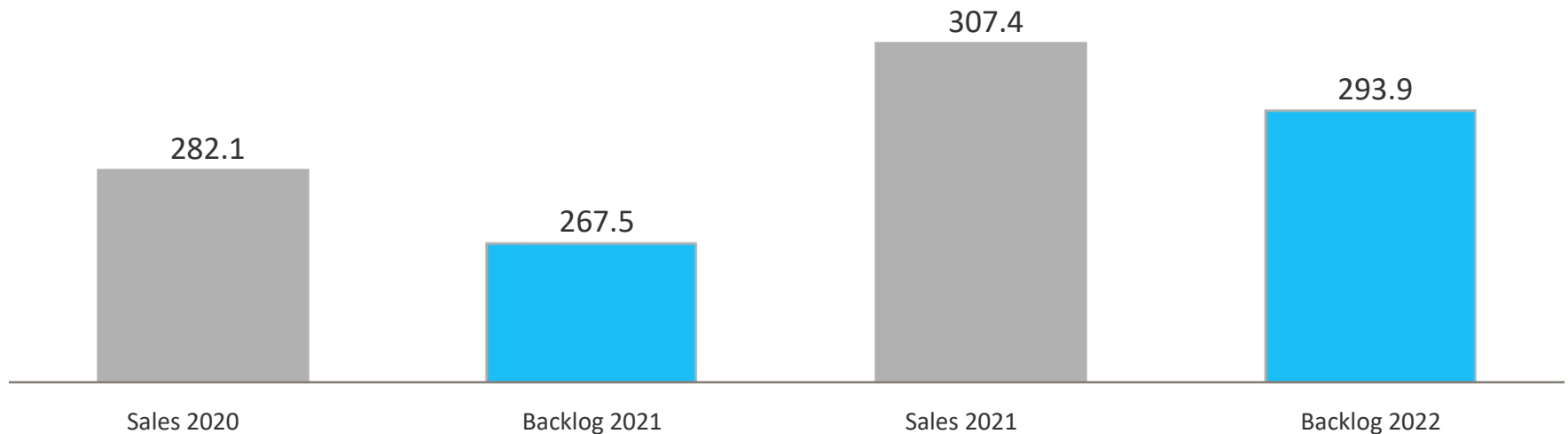


Net profit



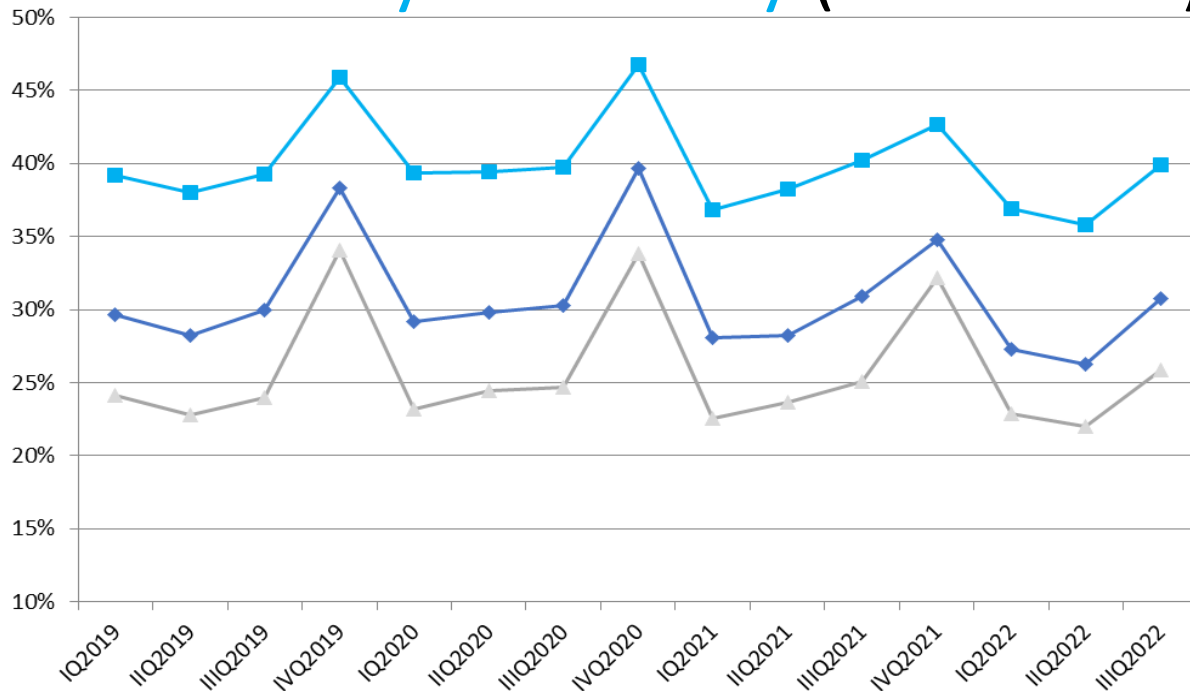
Backlog of Asseco BS at end of Q3 2022

Backlog of Asseco BS for 2022 is: **95.6%**
(PLN 293.9 M) of sales in 2021. Last year's backlog was
94.8% (267.5 M) of sales in 2020.



* in PLN million

Profitability historically (since 2019)



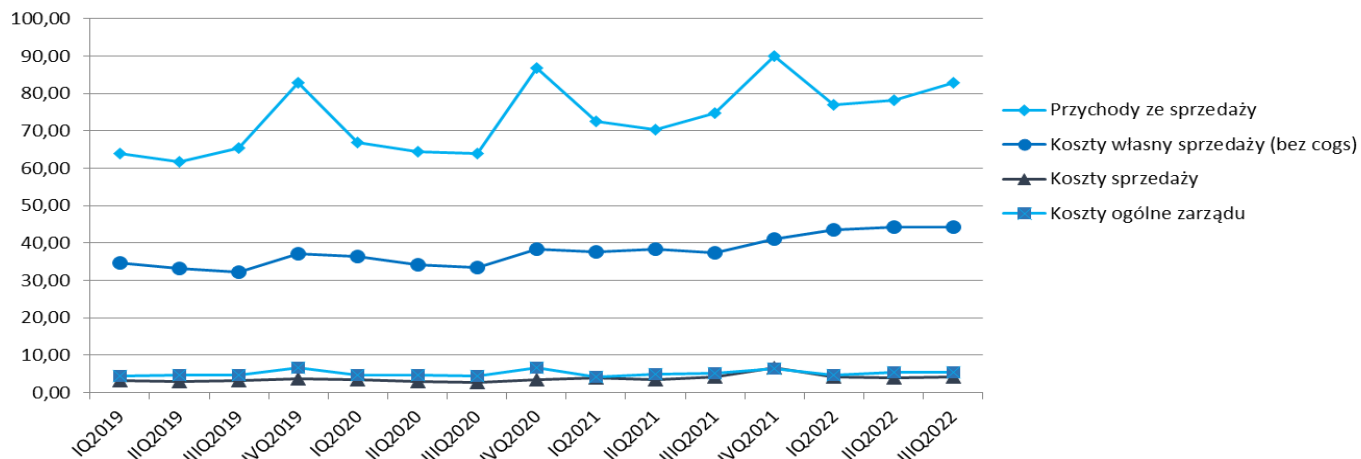
1Q-3Q	margins 2019	margins 2020	margins 2021	margins 2022
EBIT	29.3%	29.7%	29.1%	28.2%
EBITDA	38.8%	39.5%	38.5%	37.6%
net profit	23.7%	24.1%	23.8%	23.6%

- ◆ marża EBIT
- marża EBITDA
- ▲ marża netto

	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	Q2 2022	Q3 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	20,505	25,451
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	27,988	33,038
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	17,192	21,328

* in PLN thousand

Costs and expenses historically (since 2019)

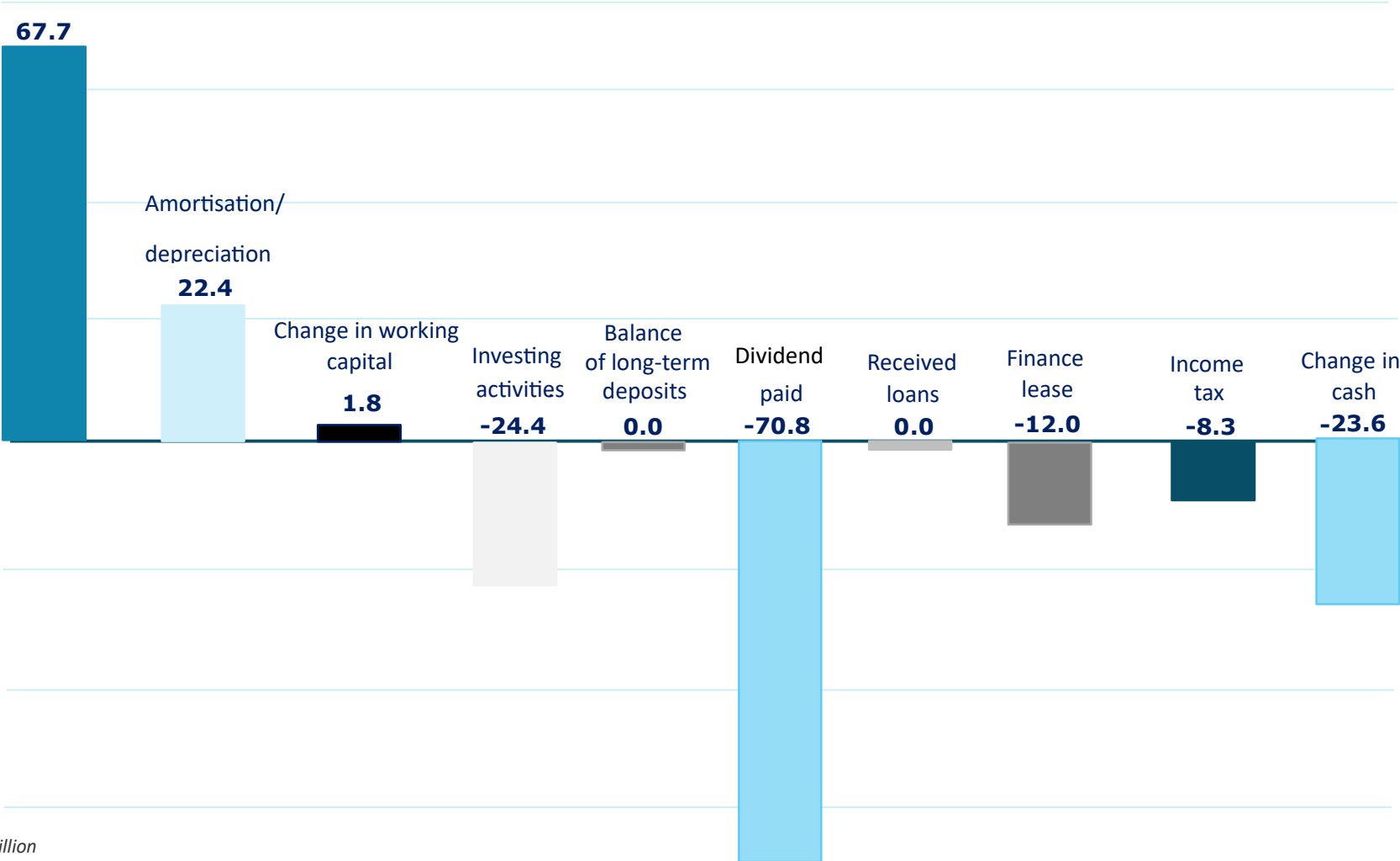


	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Receipts from sales	63.88	61.69	65.35	82.94	66.89	64.37	63.92	86.93	72.54	70.27	74.73	89.90	77.03	78.10	82.77
Own cost of sales (w/o COGS)	34.71	33.31	32.19	37.04	36.37	34.26	33.44	38.30	37.69	38.32	37.40	41.16	43.54	44.19	44.17
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	3.98	4.10
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	5.35	5.40
Total costs and expenses	42.28	41.05	39.84	47.47	44.33	41.98	40.59	48.47	45.82	46.50	46.58	54.16	52.20	53.52	53.68

* in PLN million

Cash flow in Q3 2022

Operating activities



* in PLN million

Financial liquidity at end of Q3 2022

19,267

Cash and short-term deposits and
above 3 mths

0

Balance of loan-related debt

70,000

Maximum debt limit in credit line

1-13

Current ratio (current assets/
current liabilities)

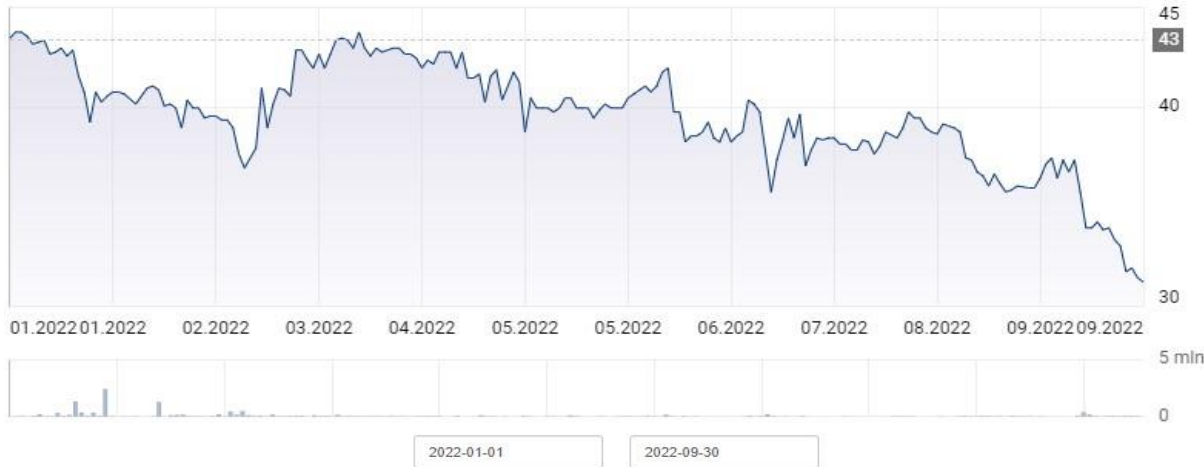


Dividends – overview

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
Σ	618,655	-550,063

* in PLN thousand

Quotations in Q3 2022



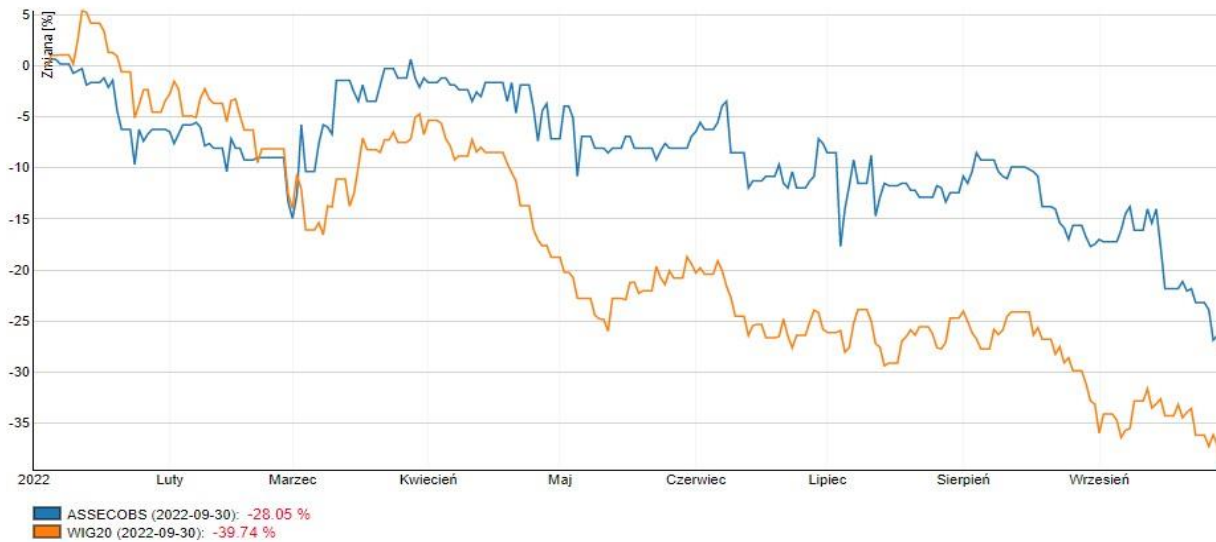
Indicators as at 30 September 2022

Capitalisation: PLN 1,046.0 M

Price/profit: 12.29

Price/balance sheet value: 3.14

source: Money.pl



source: <https://inwestinfo.pl>

Thank you for your attention

assecobs.pl