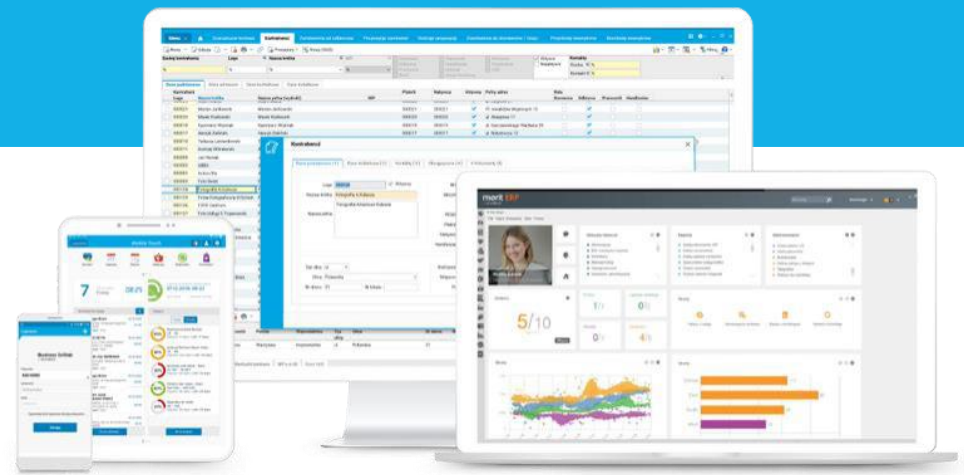


# Asseco Business Solutions

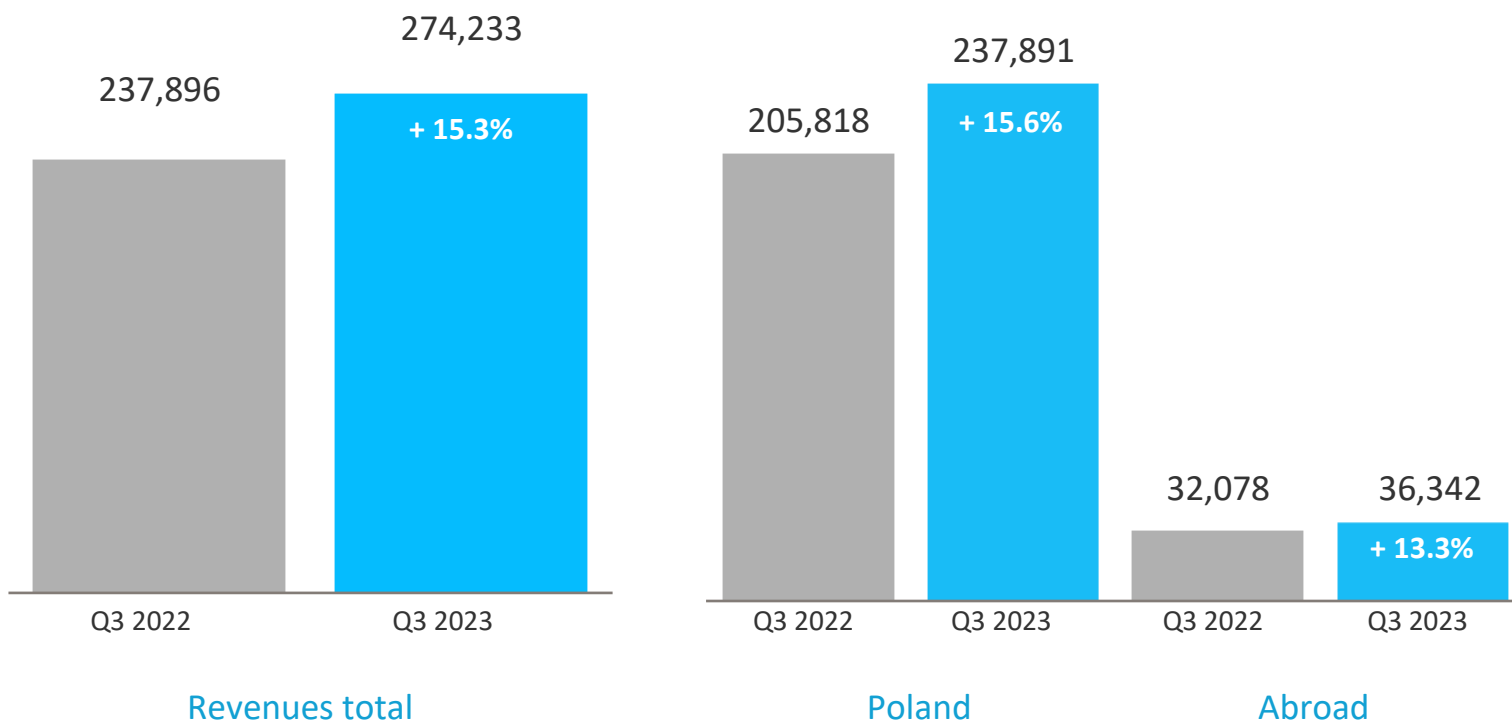
We design IT systems  
for business





Financial results  
Asseco Business Solutions  
for Q3 2023

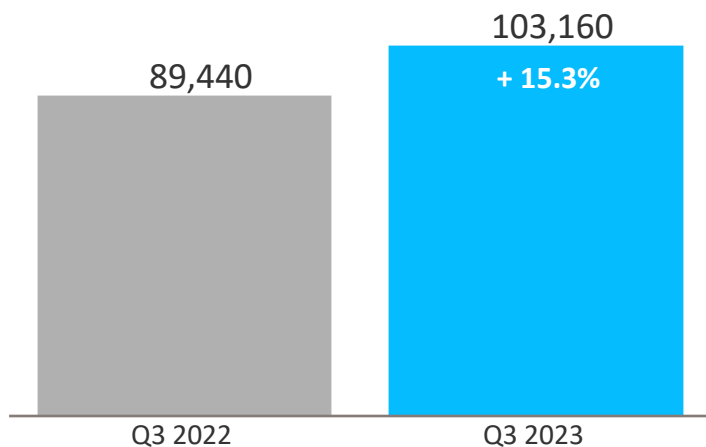
# Revenues of Asseco Business Solutions after Q3 2022 v. Q3 2023



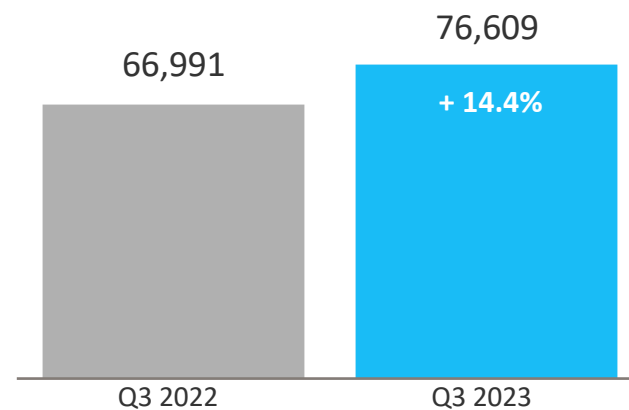
\*in PLN thousand

# Other results of Asseco Business Solutions after Q3 2022 v. Q3 2023

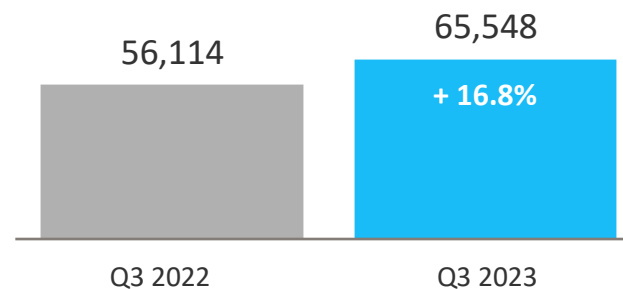
## EBITDA



## EBIT



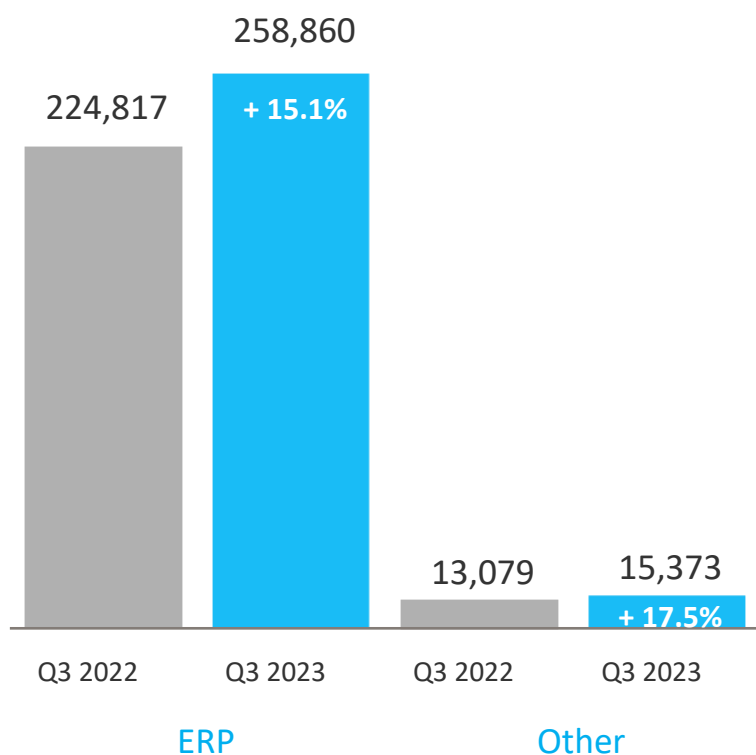
## Net profit



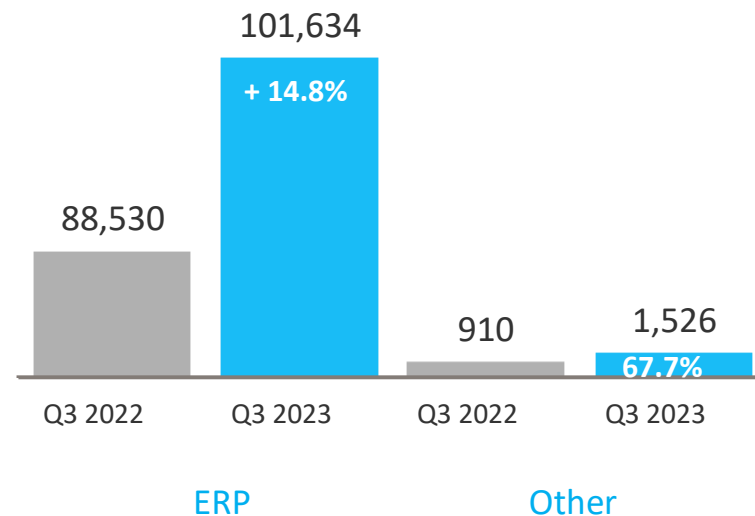
\*data in PLN thousand

# Results of Asseco Business Solutions after Q3 2022 v. Q3 2023 – by operating segments

## Receipts from sales

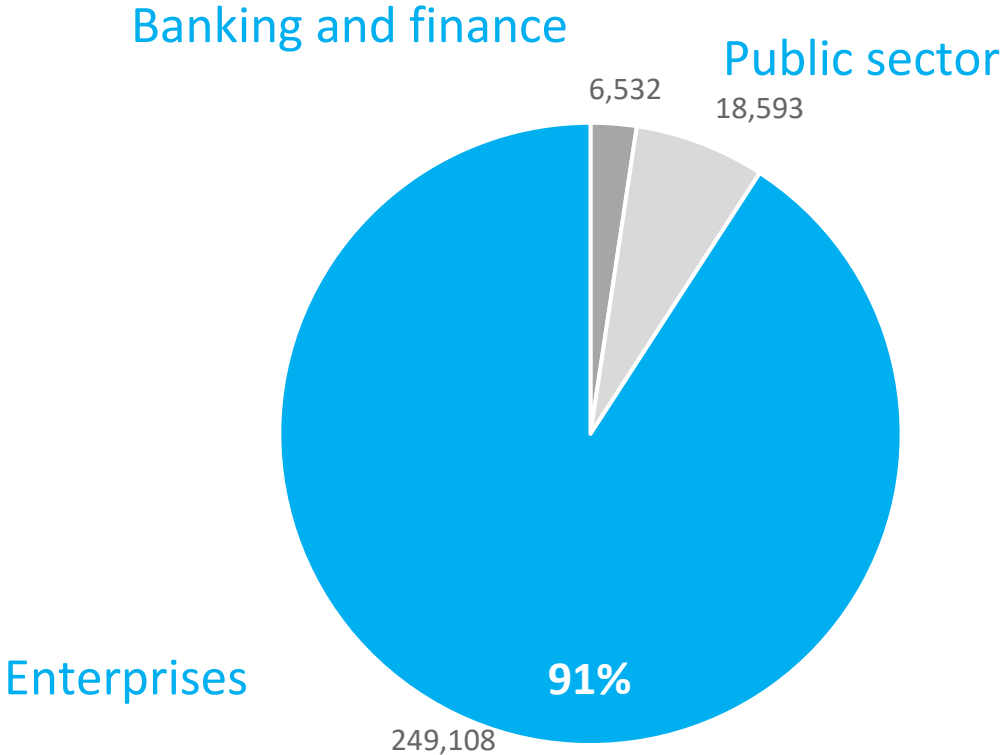


## EBITDA



\*in PLN thousand

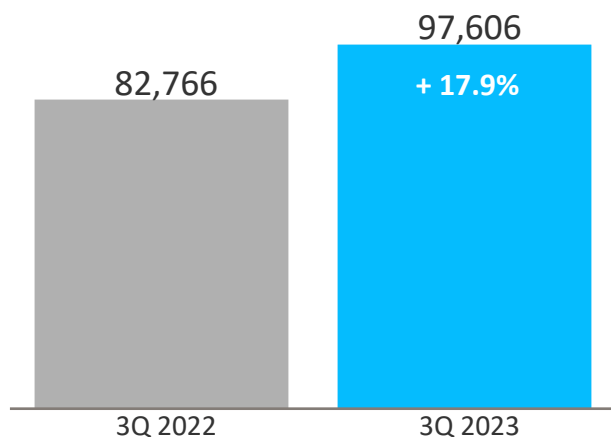
# Revenues of Asseco BS after 2023 – by sectors



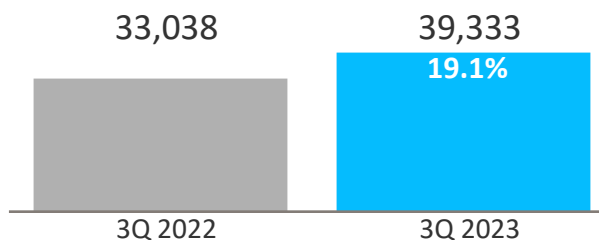
\*in PLN thousand

# Results of Asseco BS Q3 2022 v. Q3 2023

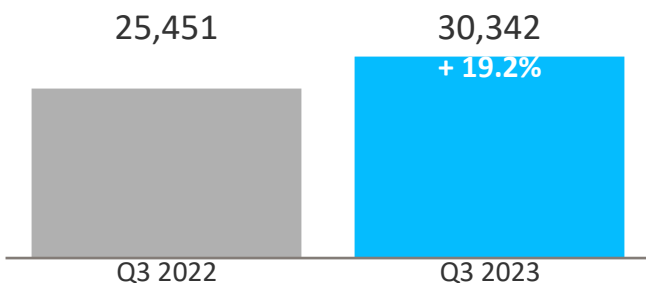
Receipts from sales



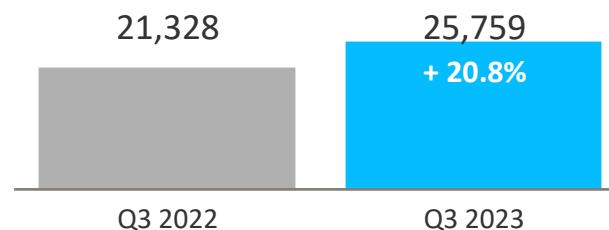
EBITDA



EBIT



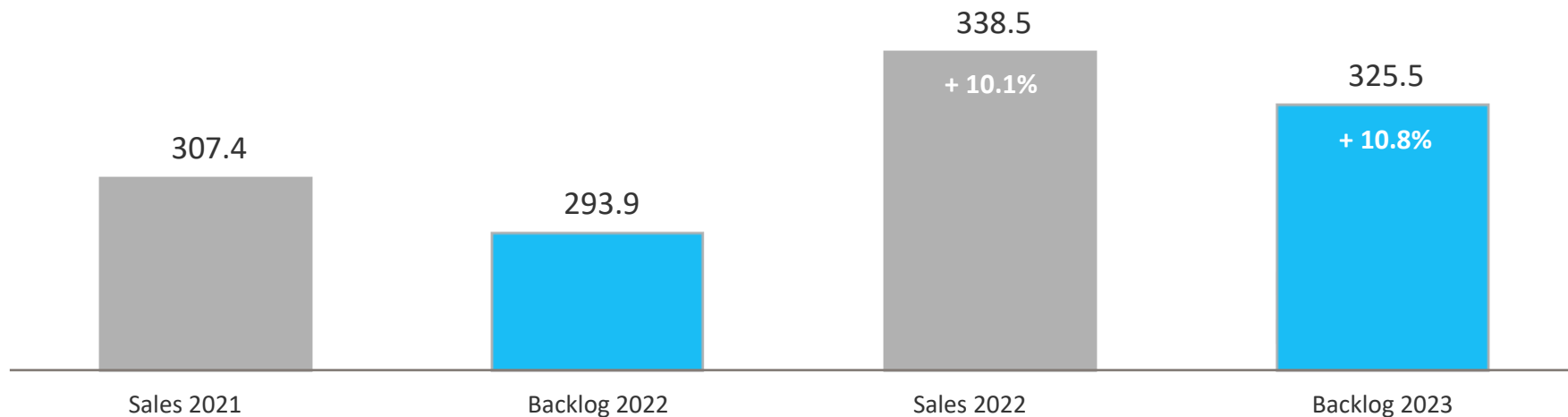
Net profit



\* data in PLN thousand

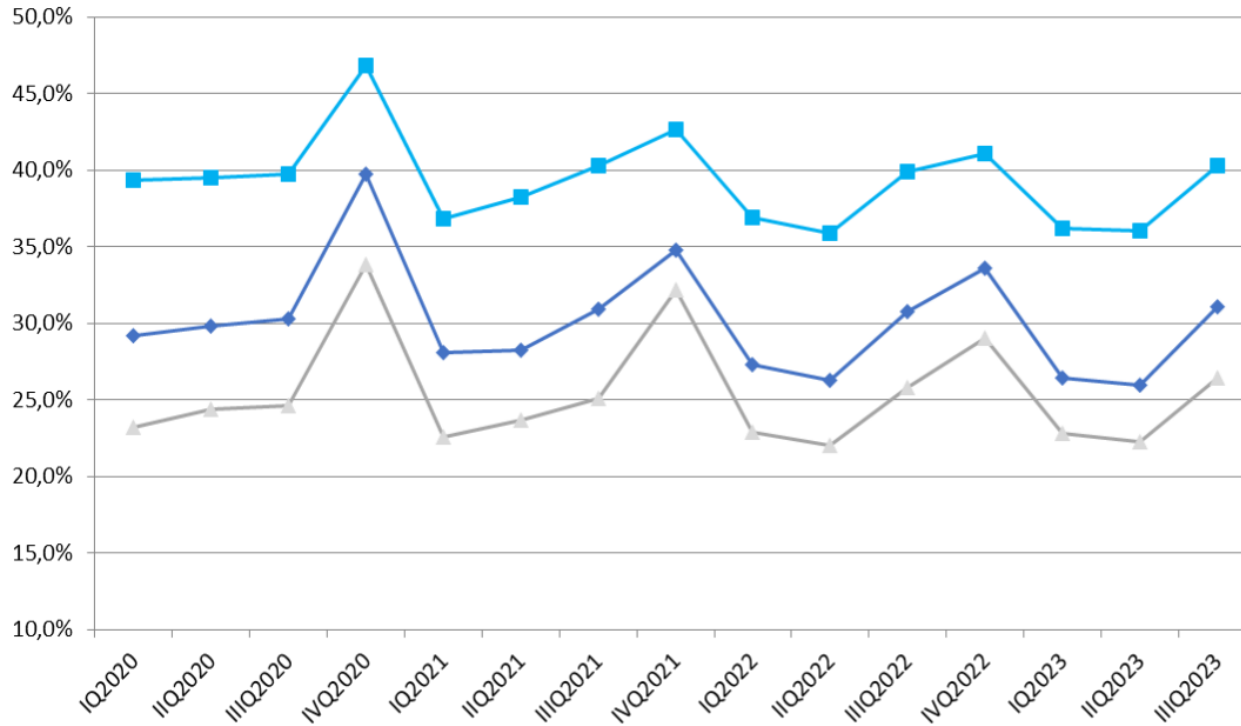
## Backlog of Asseco BS at end of Q3 2023

Asseco BS backlog for 2023: **96.2% (PLN 325.5 M)** of sales in 2022. In the previous year, the backlog was **95.6% (PLN 293.9 M)** of sales for 2021.





# Profitability historically (since 2020)



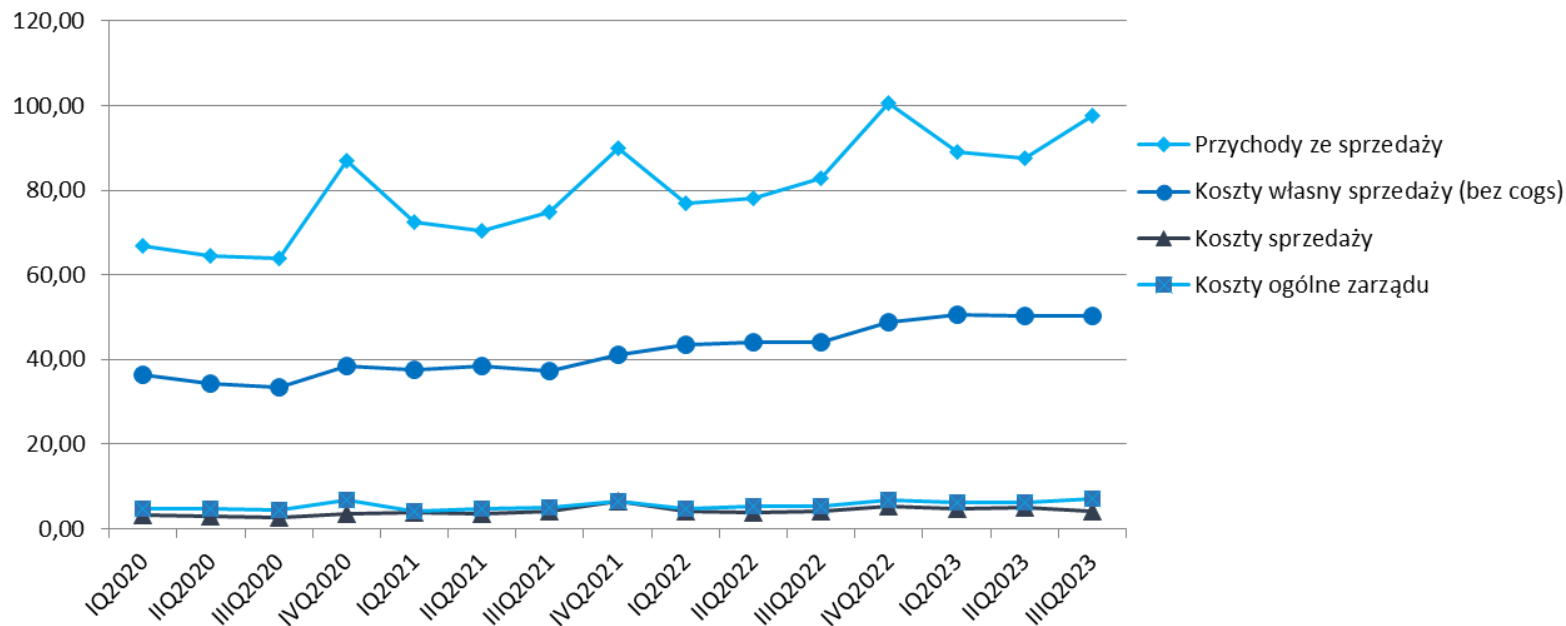
1Q-3Q	margi ns	margi ns	margi ns	margi ns
EBIT	29.7%	29.1%	28.2%	27.9%
EBITDA	39.5%	38.5%	37.6%	37.6%
net profit	24.1%	23.8%	23.6%	23.9%

- ◆ 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	Q3 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	30,342
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	39,333
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	25,759

\*in PLN thousand

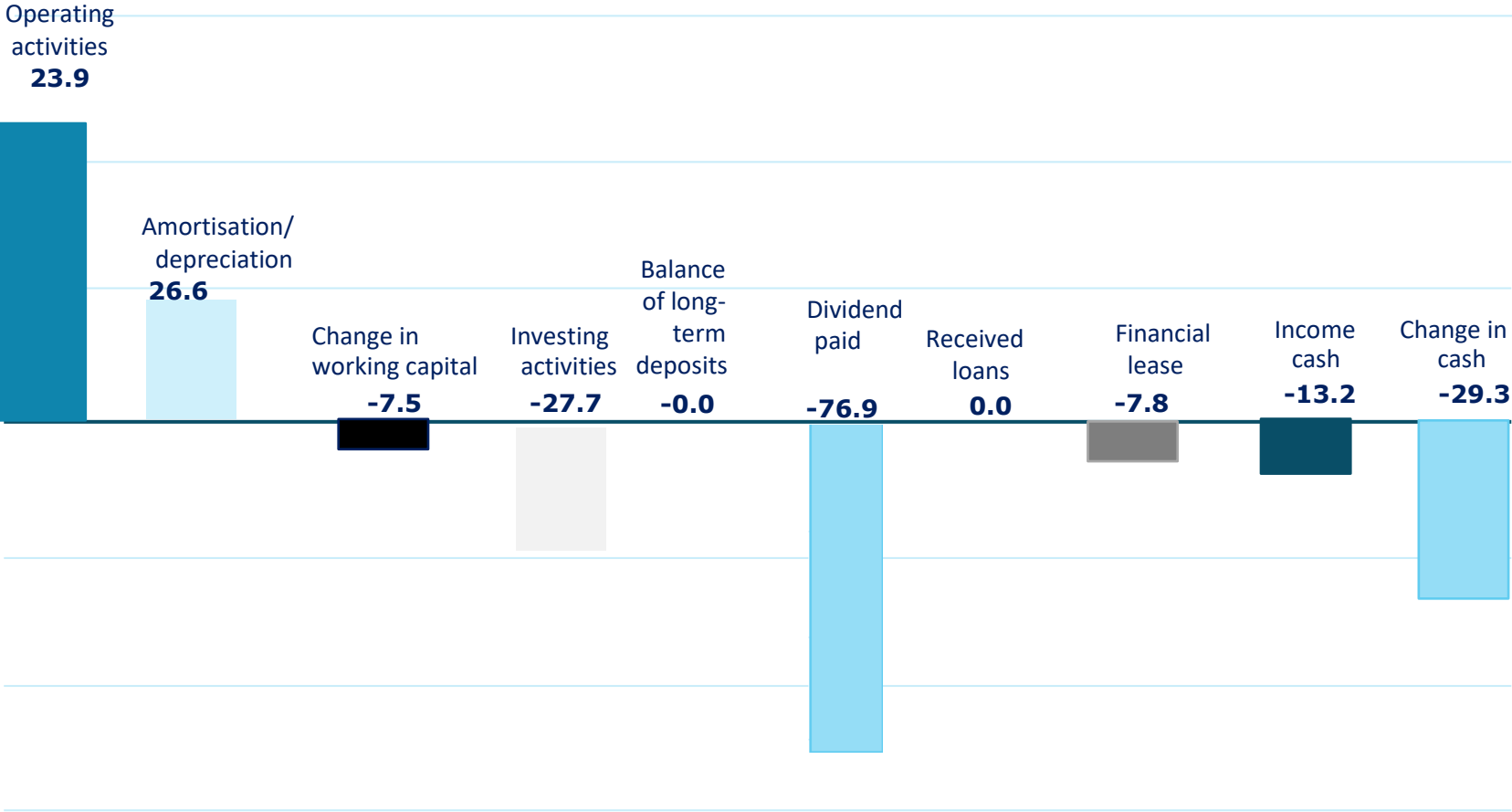
# Costs and expenses historically (since 2020)



	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	Q3 2023
<b>Receipts from sales</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>	<b>78.10</b>	<b>82.77</b>	<b>100.62</b>	<b>89.15</b>	<b>87.48</b>	<b>97.61</b>
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	50.15
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	4.22
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	6.98
<b>Total costs</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>	<b>53.52</b>	<b>53.68</b>	<b>60.83</b>	<b>61.47</b>	<b>61.58</b>	<b>61.35</b>

\* in PLN million

# Cash flow for Q3 2023



\* data in PLN million

## Liquidity at end of Q3 2023

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**18,938**

Cash and short-term deposits, 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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**1.18**

Current ratio (current assets/current liabilities)



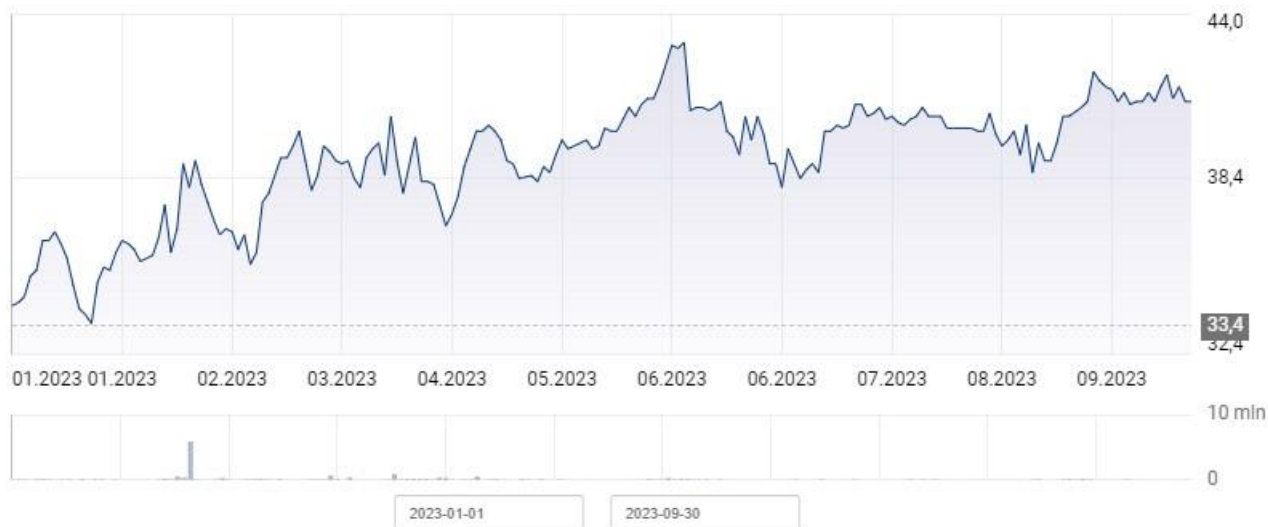
# Dividend – overview

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
<b>Σ</b>	<b>703,941</b>	<b>- 626,925</b>

*\*in PLN thousand*

# Quotations

## for the three quarters of 2023



Thank you for your attention

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