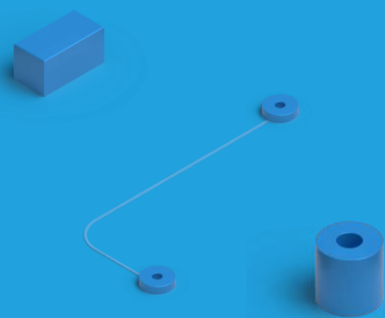
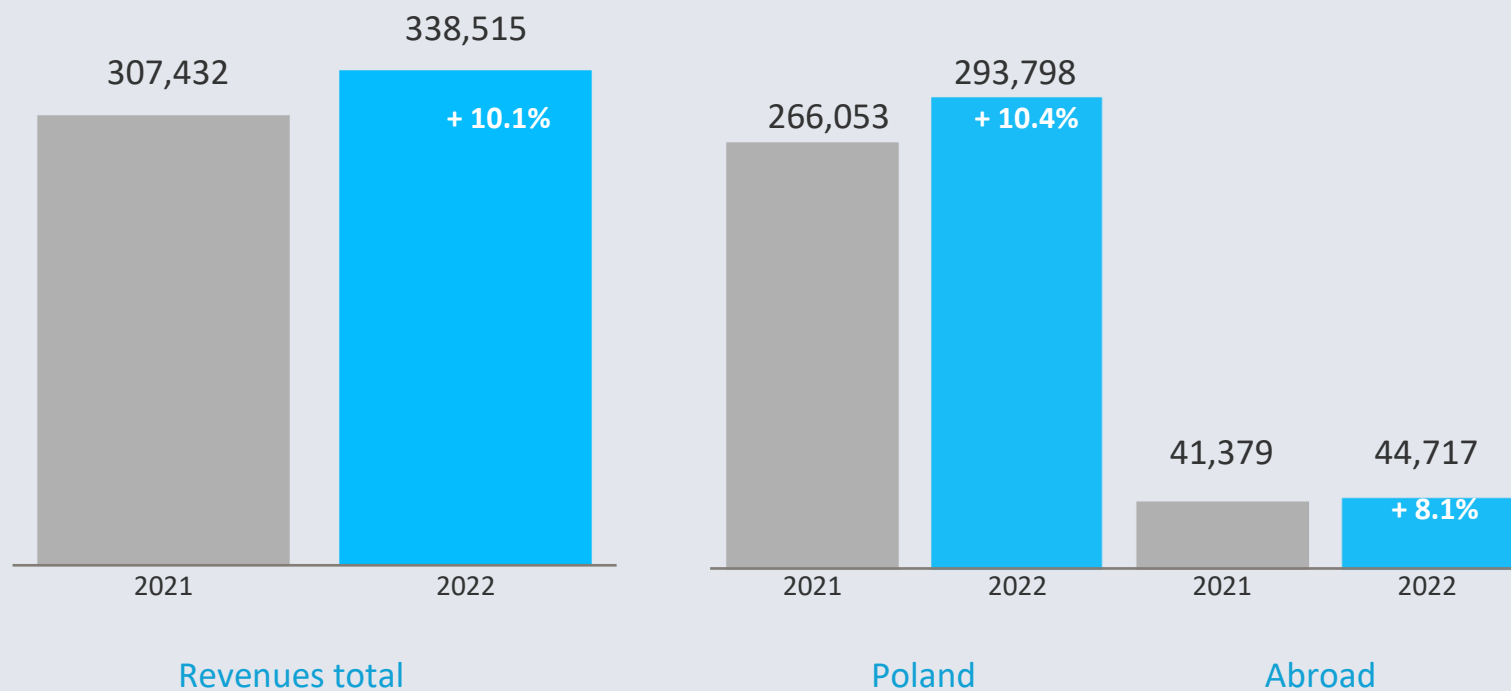


# Company's financial results in 2022



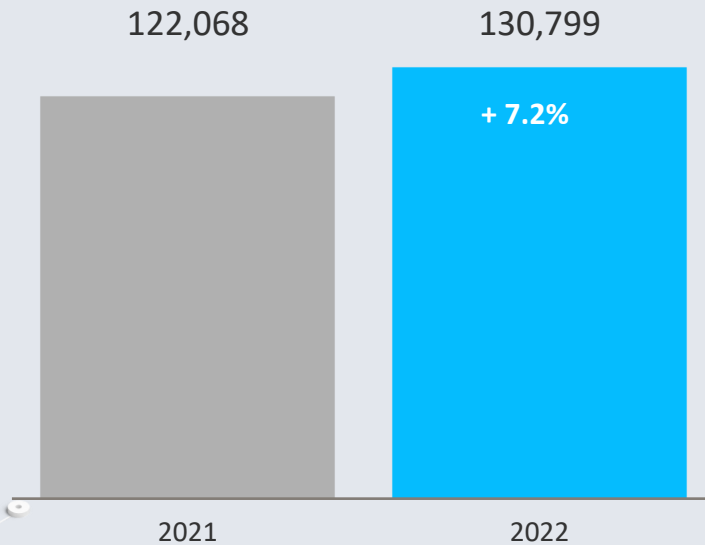
## Revenues of Asseco Business Solutions 2021 v. 2022



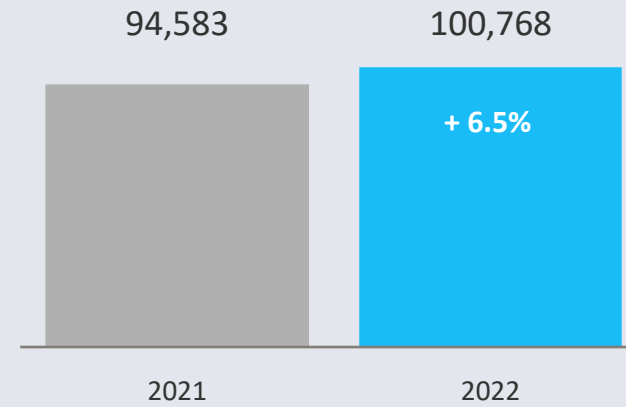
*\*in PLN thousand*

## Other results of Asseco Business Solutions 2021 v. 2022

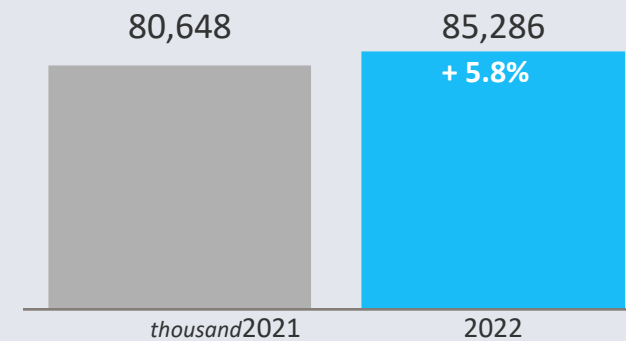
### EBITDA



### EBIT

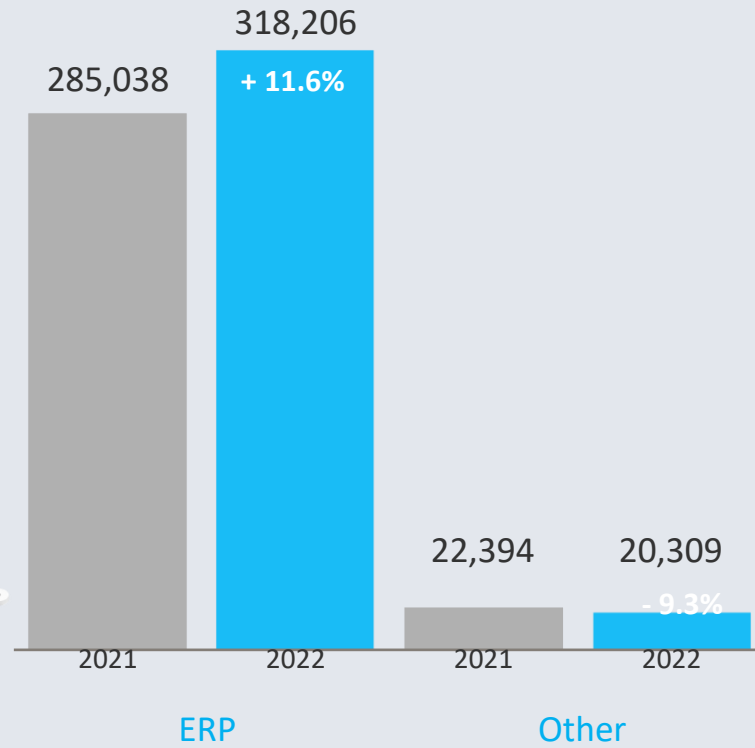


### Net profit

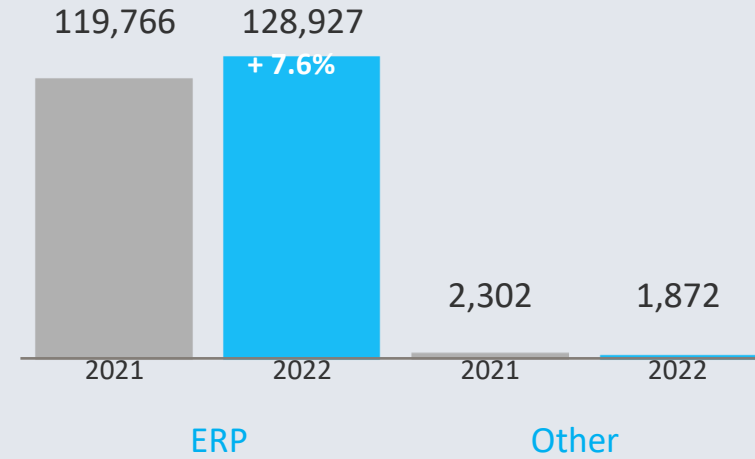


\* in PLN

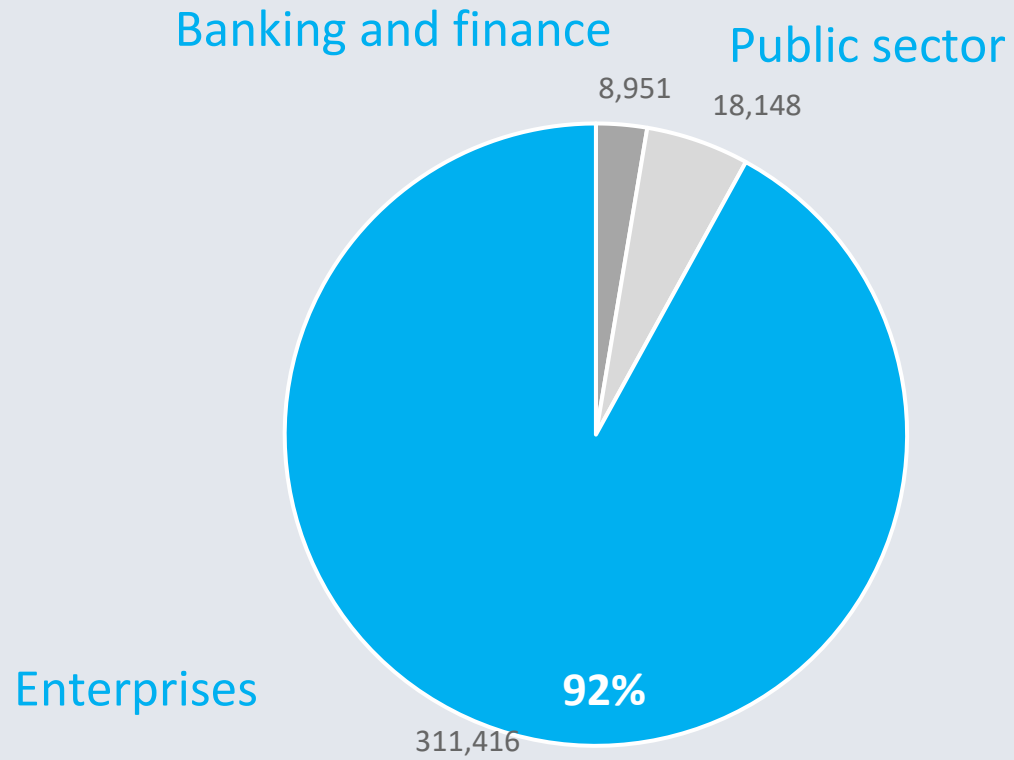
Receipts from sales



EBITDA

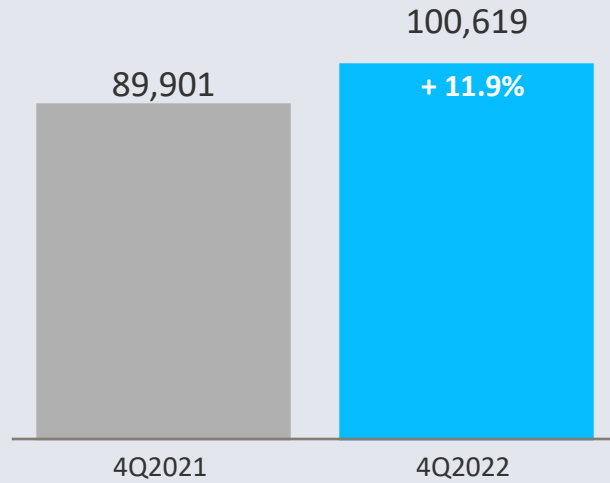


## Revenues of Asseco BS in 2022 – by sectors

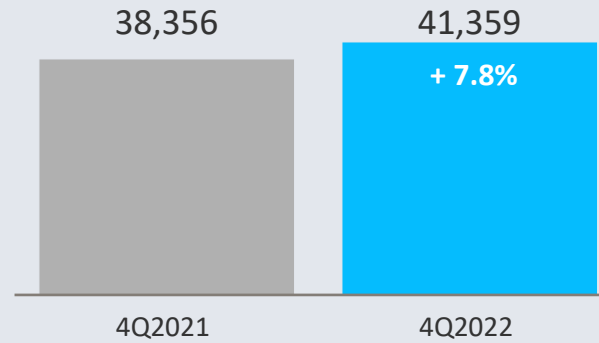


## Results of Asseco BS Q4 2021 v. Q4 2022

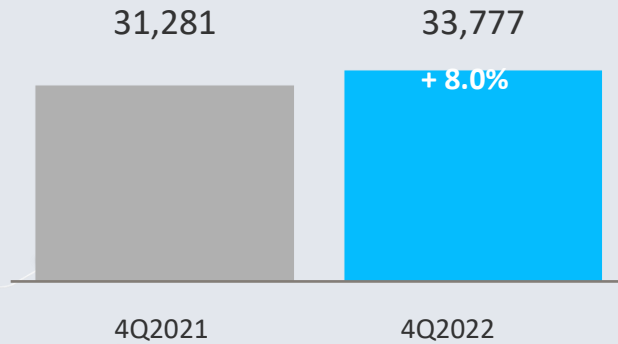
### Receipts from sales



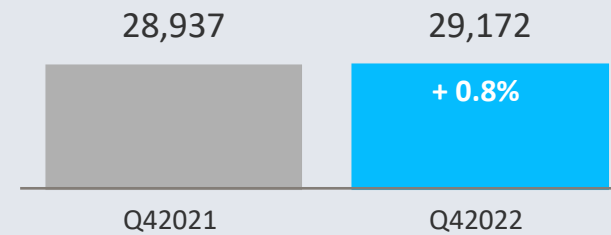
### EBITDA



### EBIT



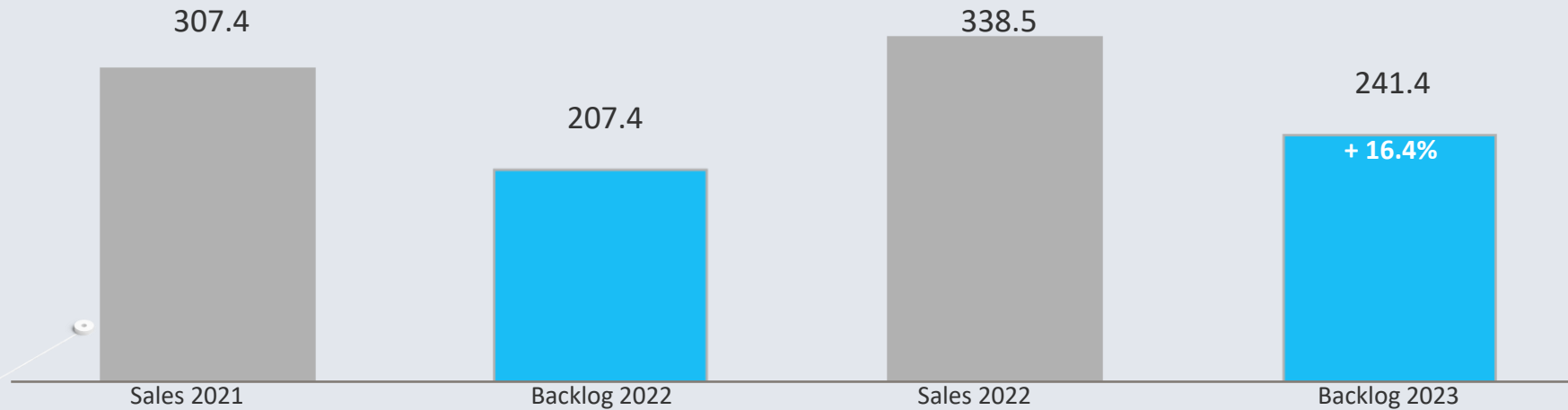
### Net profit



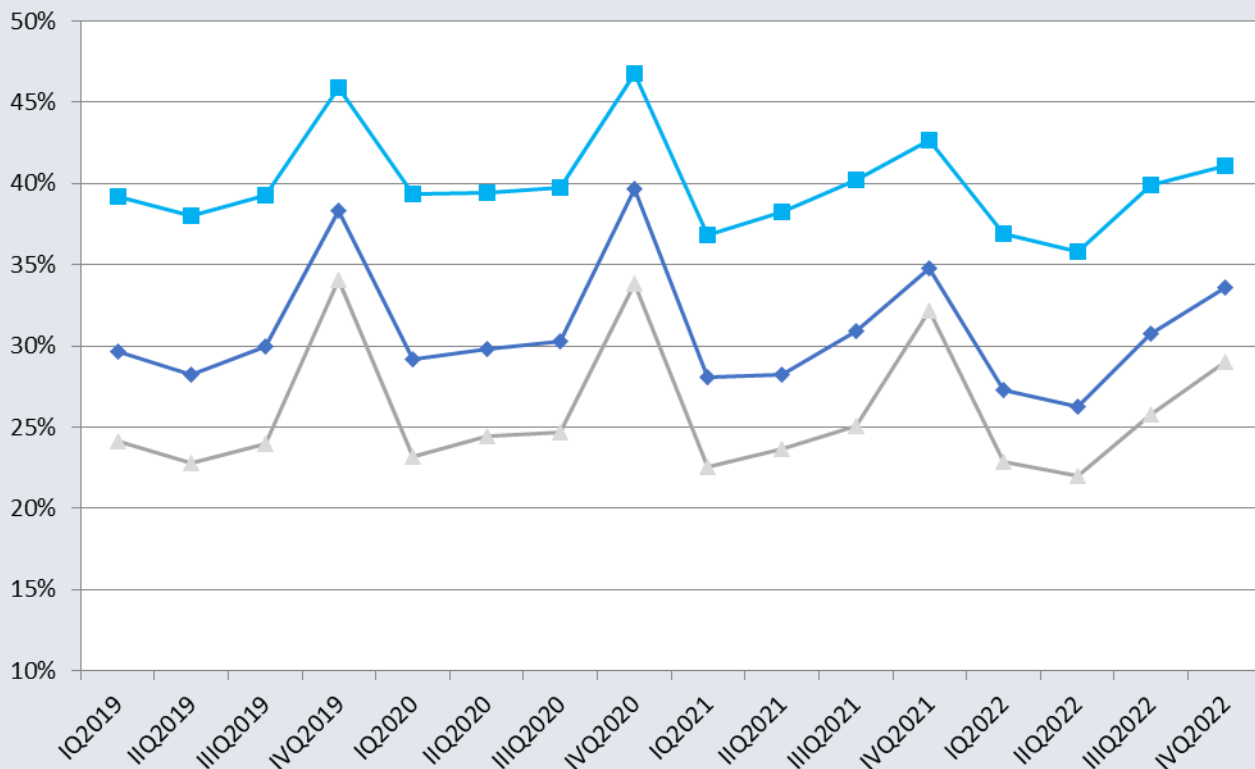
\* in PLN thousand

## Backlog of Asseco BS at end of 2022

Asseco BS backlog for 2023: **71.3% (PLN 241.4 M)** of sales in 2022. Previous year's backlog was **67.5 % (PLN 207.4 M)** of sales in 2021.



## Profitability historically (since 2019)



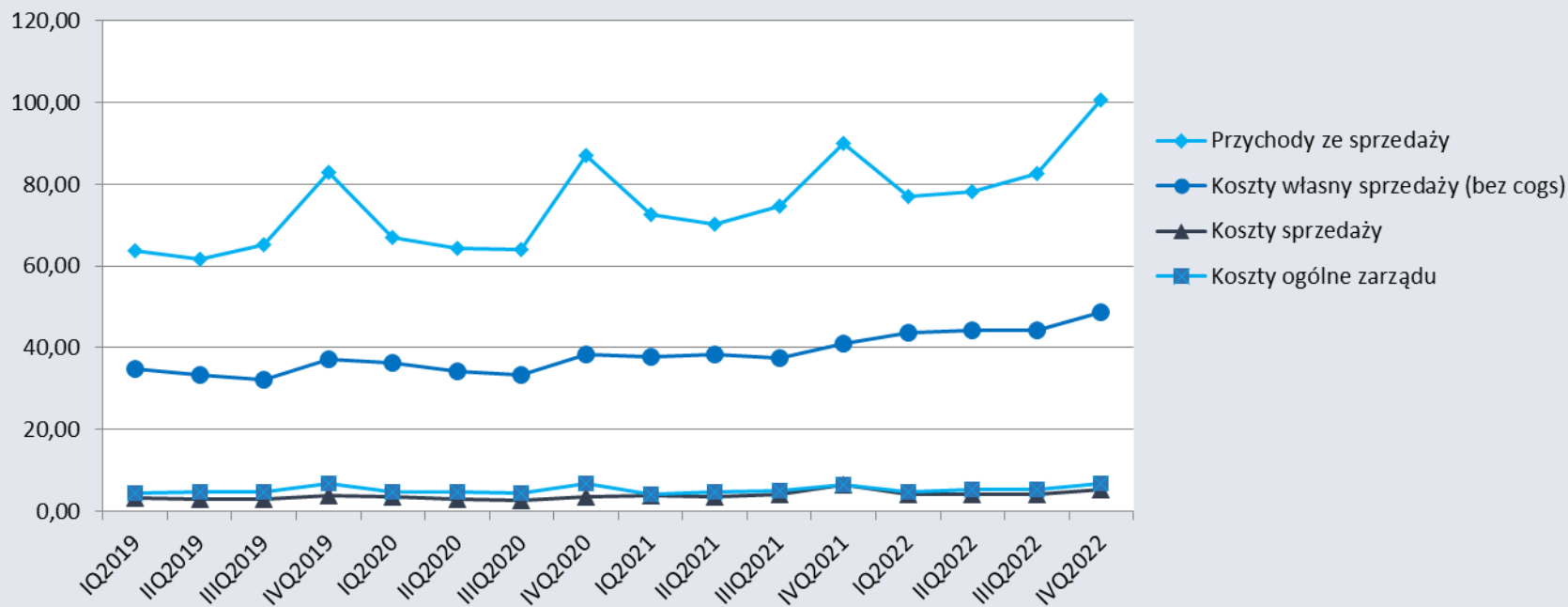
	margins 2019	margins 2020	margins 2021	margins 2022
EBIT	32.0%	32.8%	30.8%	29.8%
EBITDA	41.0%	41.8%	39.7%	38.6%
net profit	26.8%	27.1%	26.2%	25.2%

◆ 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	Q4 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	33,777
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	41,359
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	29,172



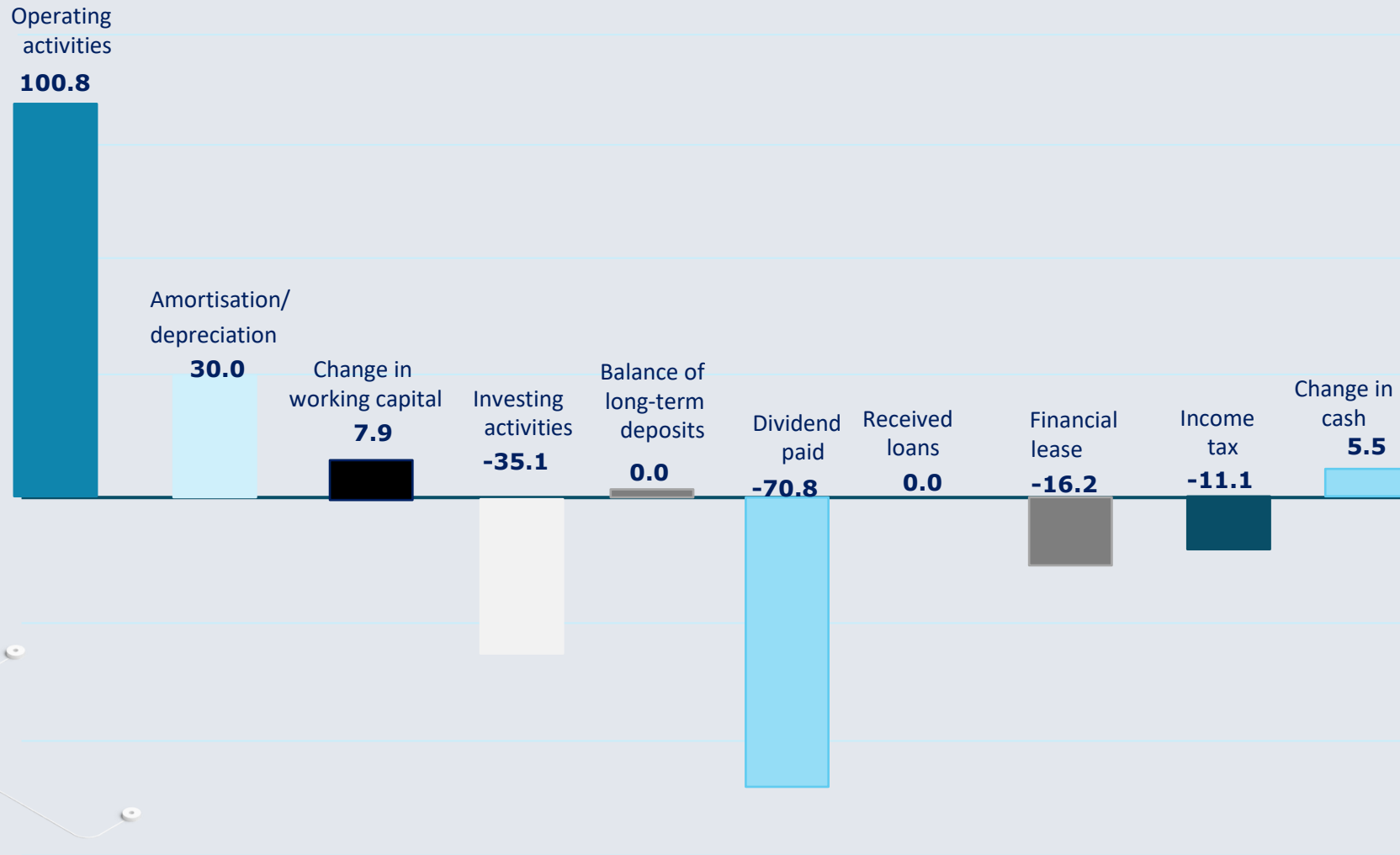
## Costs and expenses historically (since 2019)



	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	Q4 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>	<b>78.10</b>	<b>82.77</b>	<b>100.62</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	44.19	44.17	48.74
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	5.43
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	6.66
<b>Total costs</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>	<b>53.52</b>	<b>53.68</b>	<b>60.83</b>

\* in PLN million

## Cash flow for 2022



## Liquidity at the end of 2022

**48,282**

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

**0**

Balance of loan-related debt

**70,000**

Maximum debt limit in credit line

**1.47**

Current ratio (current assets/current liabilities)

*\* data on cash in PLN thousand*

- On 31 May 2022, the Ordinary General Meeting of Shareholders of Asseco BS agreed on the amount of the dividend at: **PLN 2.12** per share.
- The dividend date was **10 June 2022**, and the dividend payment date was **23 June 2022**.
- The net profit of Asseco BS for the financial year 2021 totalled **PLN 80,648 million**, of which **PLN 70,847 million** was allocated for distribution among the shareholders.

**Dividend**

**2022**

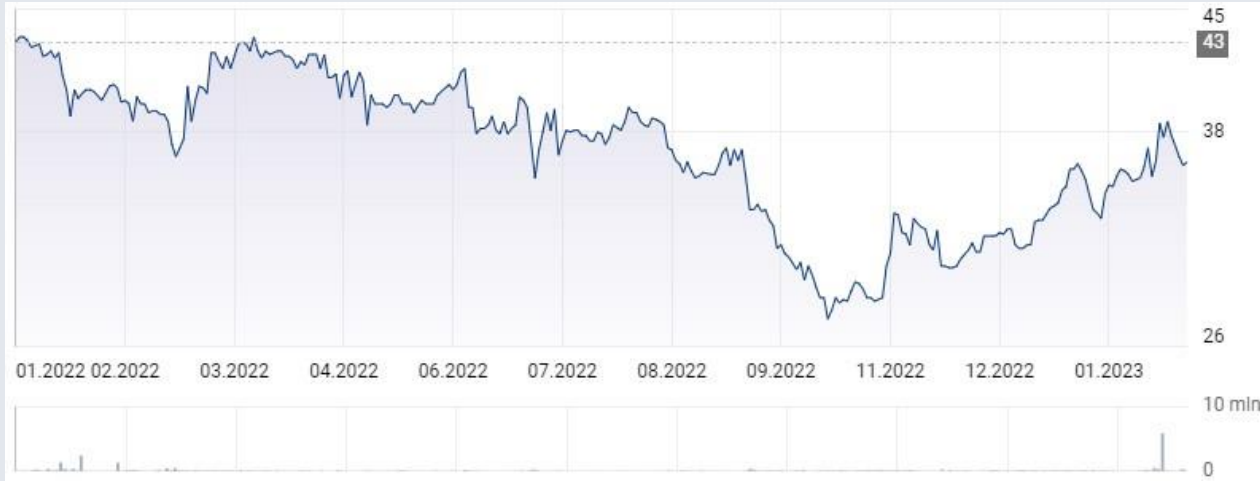
# Dividend 2023

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.

## 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



**Indicators as at 20 February 2023**

Capitalisation: PLN 1,226.4 M

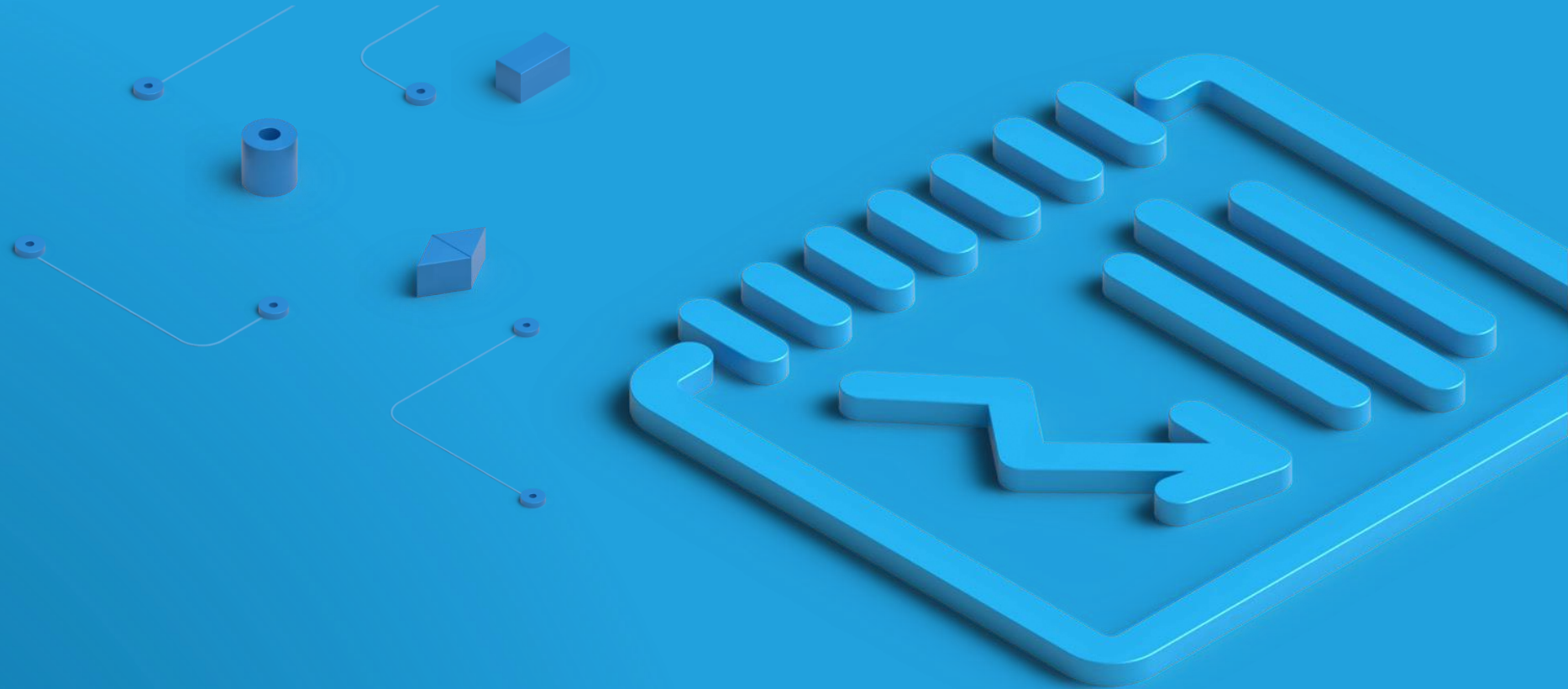
Price/Profit: 14.38

Price/balance sheet value: 3.39

\* source: Money.pl



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



Thank you for your attention