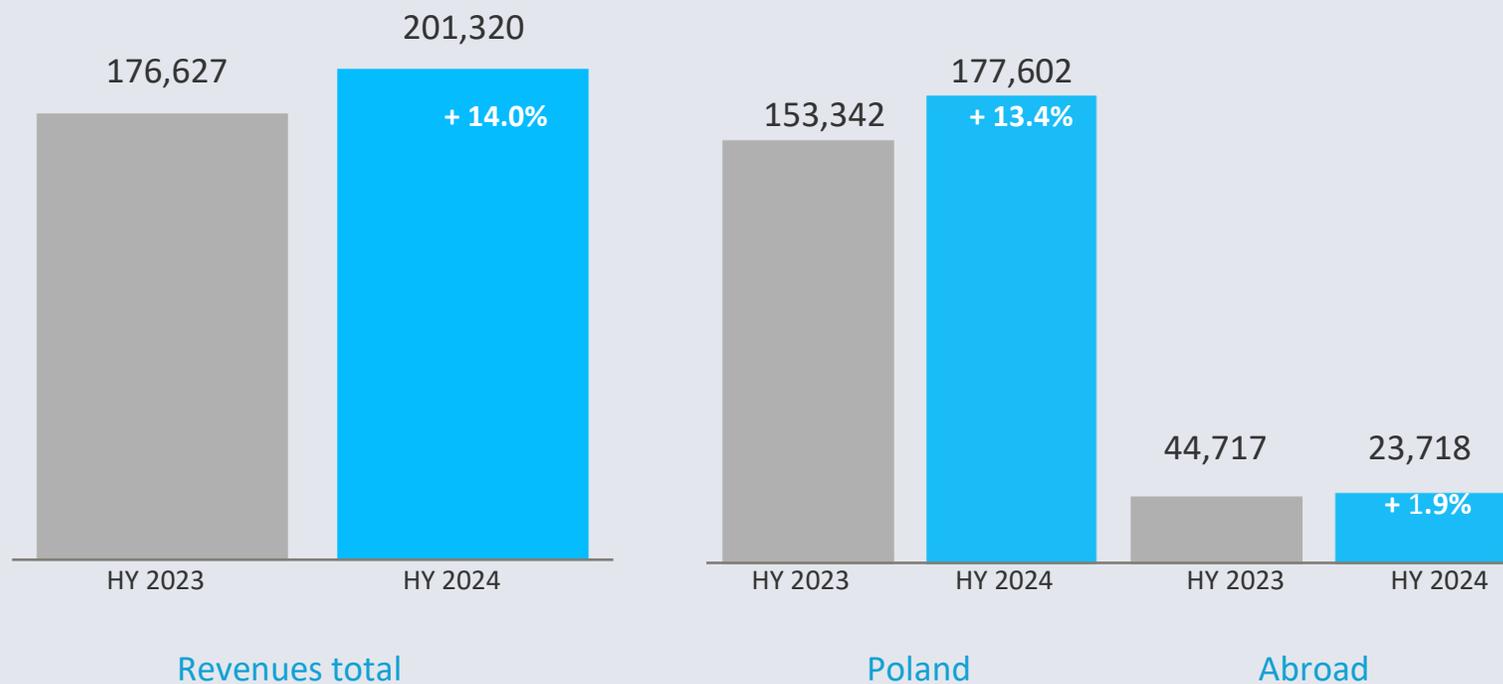


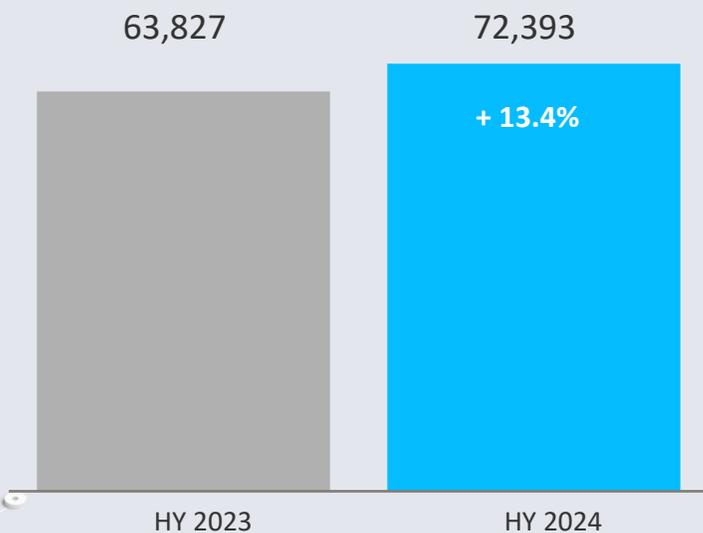
# Financial results of Asseco Business Solutions for HY 2024

## Revenues of Asseco Business Solutions HY 2023 v. HY 2024

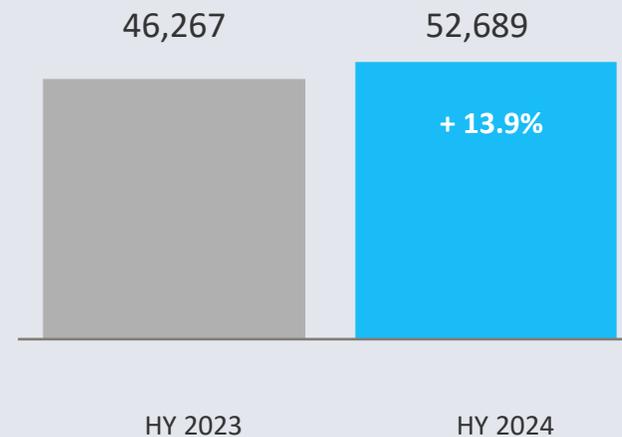


*\*in PLN thousand*

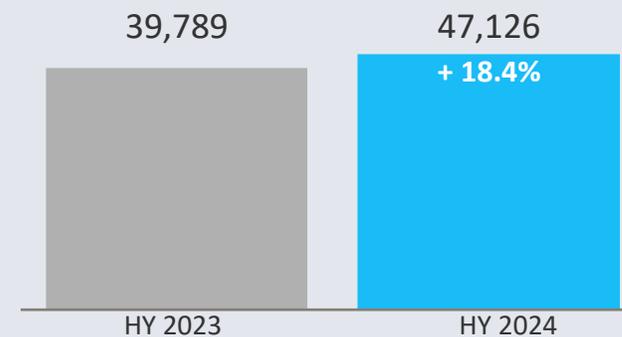
EBITDA



EBIT

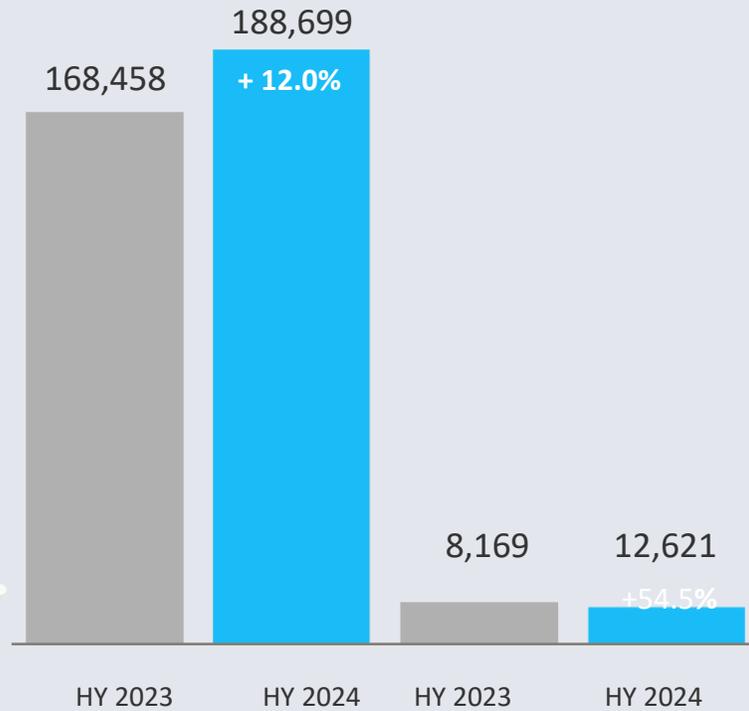


Net profit



\* in PLN thousand

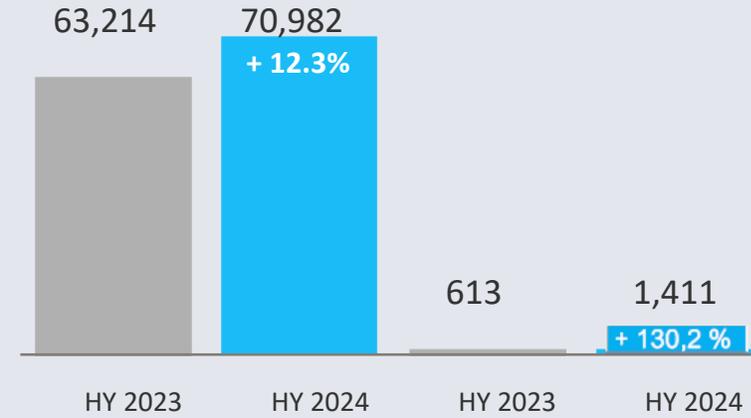
Receipts from sales



ERP

Other

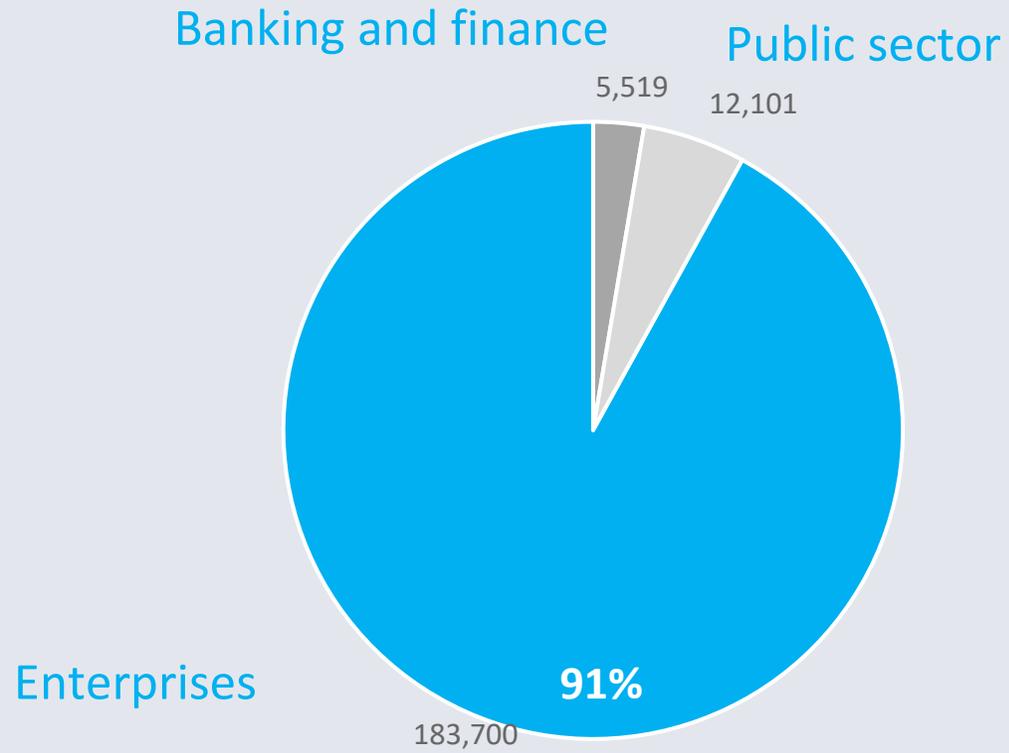
EBITDA



ERP

Other

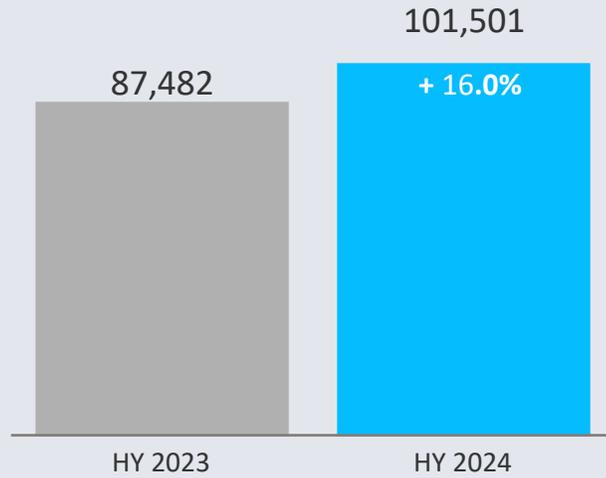
## Revenues of Asseco BS in HY 2024 – by sectors



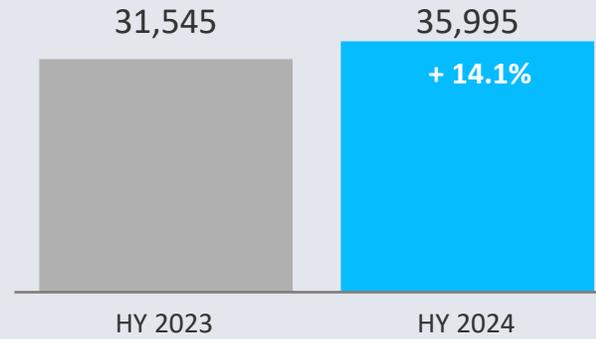
*\*in PLN thousand*

## Results of Asseco BS HY 2023 v. HY 2024

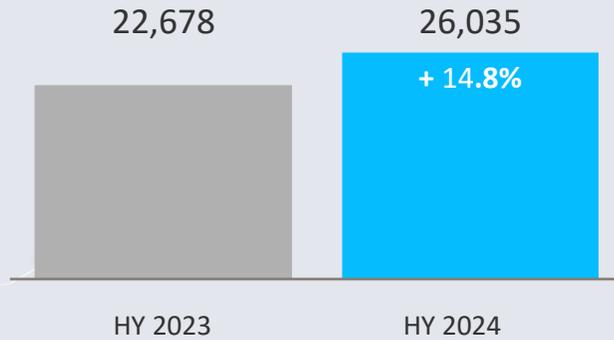
### Receipts from sales



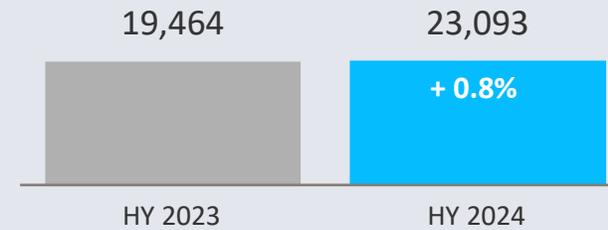
### EBITDA



### EBIT



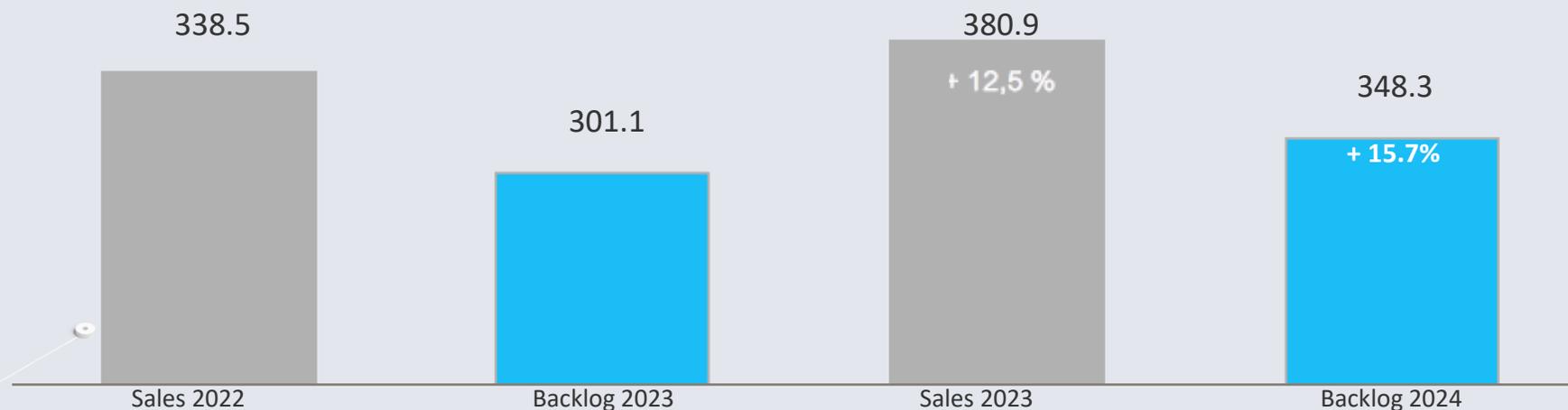
### Net profit



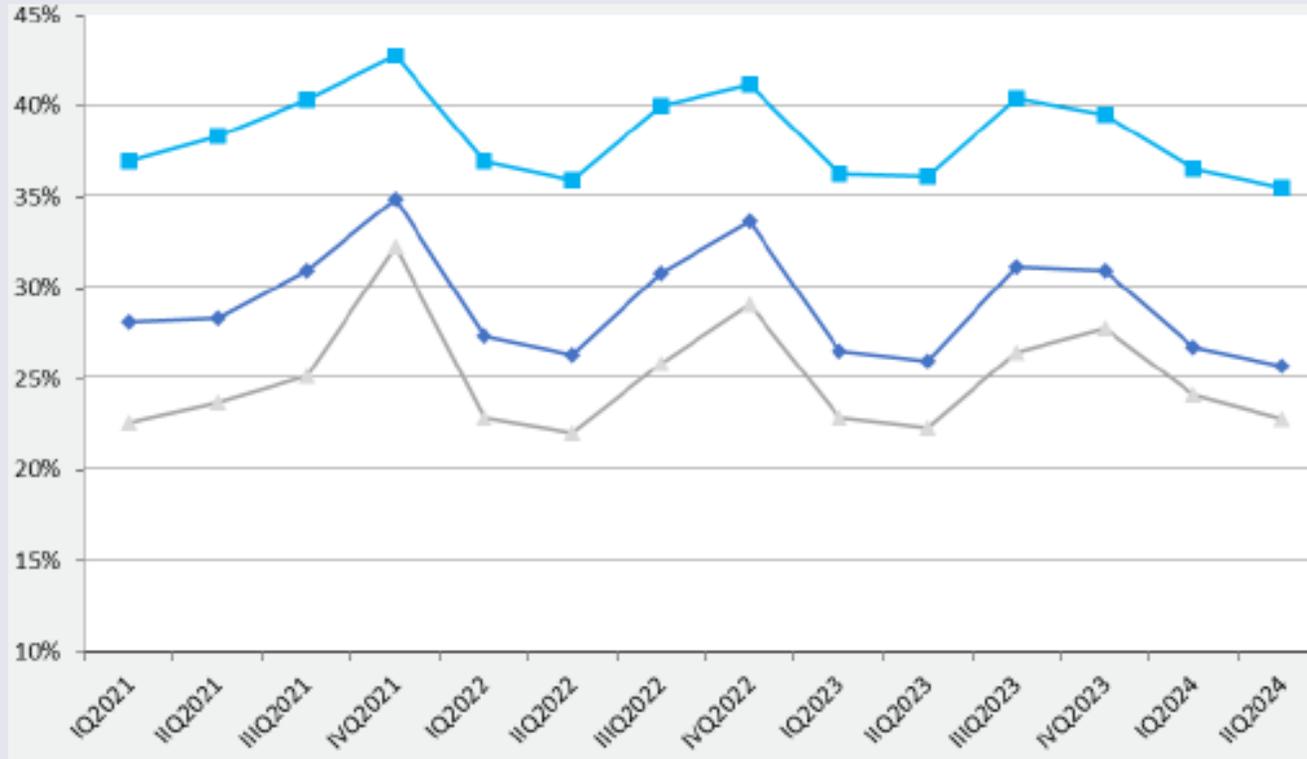
\* in PLN thousand

## Backlog of Asseco BS at end of HY 2024

Asseco BS backlog for 2024: **91.4% (PLN 348.3 M)** of sales in 2023. Previous year's backlog was **88.9% (PLN 301.1 M)** of sales in 2022.



## Profitability historically (since 2021)

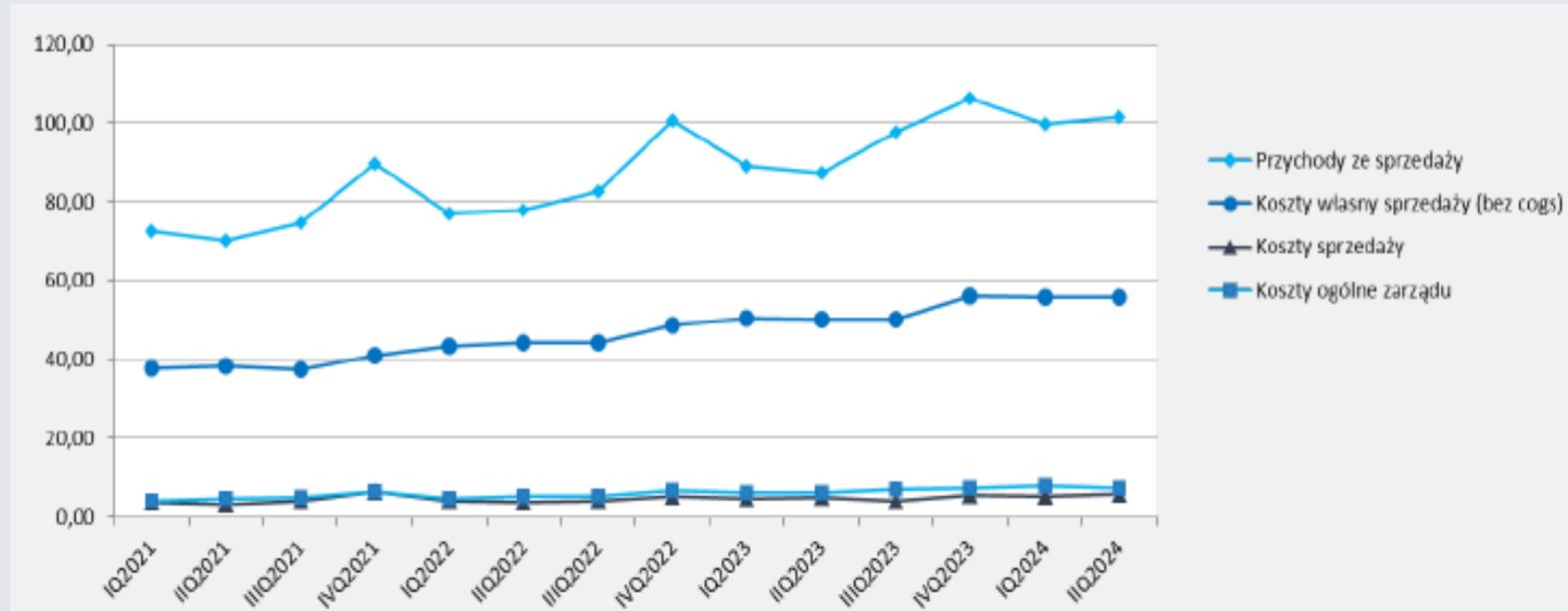


HY	margins 2021	margins 2022	margins 2023	margins 2024
EBIT	28.2%	26.8%	26.2%	26.2%
EBITDA	37.6%	36.4%	36.1%	36.0%
net profit	23.1%	22.4%	22.5%	23.4%

—◆ marża EBIT  
—■ marża EBITDA  
—▲ marża netto

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
EBIT	20,352	19,861	23,089	31,281	21,035	20,505	25,451	33,777	23,589	22,678	30,342	32,828	26,654	26,035
EBITDA	26,732	26,895	30,085	38,356	28,414	27,988	33,038	41,359	32,282	31,545	39,333	41,910	36,398	35,995
net profit	16,354	16,606	18,751	28,937	17,594	17,192	21,328	29,172	20,325	19,464	25,759	29,482	24,033	23,093

## Costs and expenses historically (since 2021)



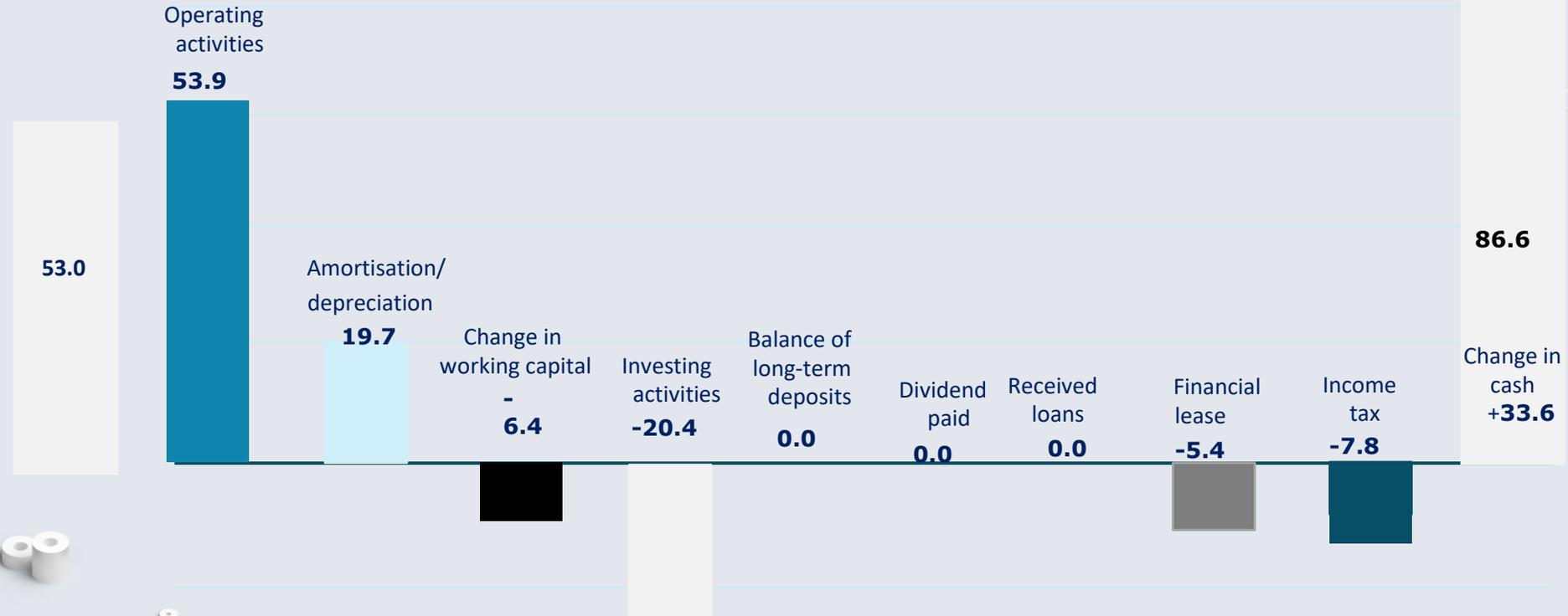
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
<b>Receipts from sales</b>	<b>72.54</b>	<b>70.27</b>	<b>74.73</b>	<b>89.90</b>	<b>77.03</b>	<b>78.10</b>	<b>82.77</b>	<b>100.62</b>	<b>89.15</b>	<b>87.48</b>	<b>97.61</b>	<b>106.31</b>	<b>99.82</b>	<b>101.50</b>
Own cost of sales (w/o COGS)	37.69	38.32	37.40	41.16	43.54	44.19	44.17	48.74	50.48	50.30	50.15	56.04	55.67	55.92
Cost of sales	3.89	3.39	4.13	6.61	4.05	3.98	4.10	5.43	4.69	5.00	4.22	5.72	5.41	5.95
Administrative expenses	4.24	4.79	5.04	6.39	4.61	5.35	5.40	6.66	6.30	6.28	6.98	7.32	7.87	7.45
<b>Total costs</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>	<b>69.08</b>	<b>68.95</b>	<b>69.32</b>

\* in PLN million

## Cash flow for HY 2024

Cash at 31 Dec 2023

Cash at 30 Jun 2024



## Liquidity at the end of HY 2024

**86,609**

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

**2.12**

Current ratio (current assets/current liabilities)

*\* data on cash in PLN thousand*

- On **27 June 2024**, the Ordinary General Meeting of Shareholders of Asseco BS agreed on the amount of the dividend at: **PLN 2.60** per share.
- The dividend date was **5 July 2024**, and the dividend payment date was **16 July 2024**.
- The net profit of Asseco BS for the financial year **2023** totalled **PLN 95,030 million**, of which **PLN 86,887 million** was allocated for distribution among the shareholders.

**Dividend**

**2024**

## 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
2023	95,030	-86,887?
Σ	<b>798,971</b>	<b>-713,812</b>

*\* in PLN thousand*



**Indicators as at 22 July 2024**

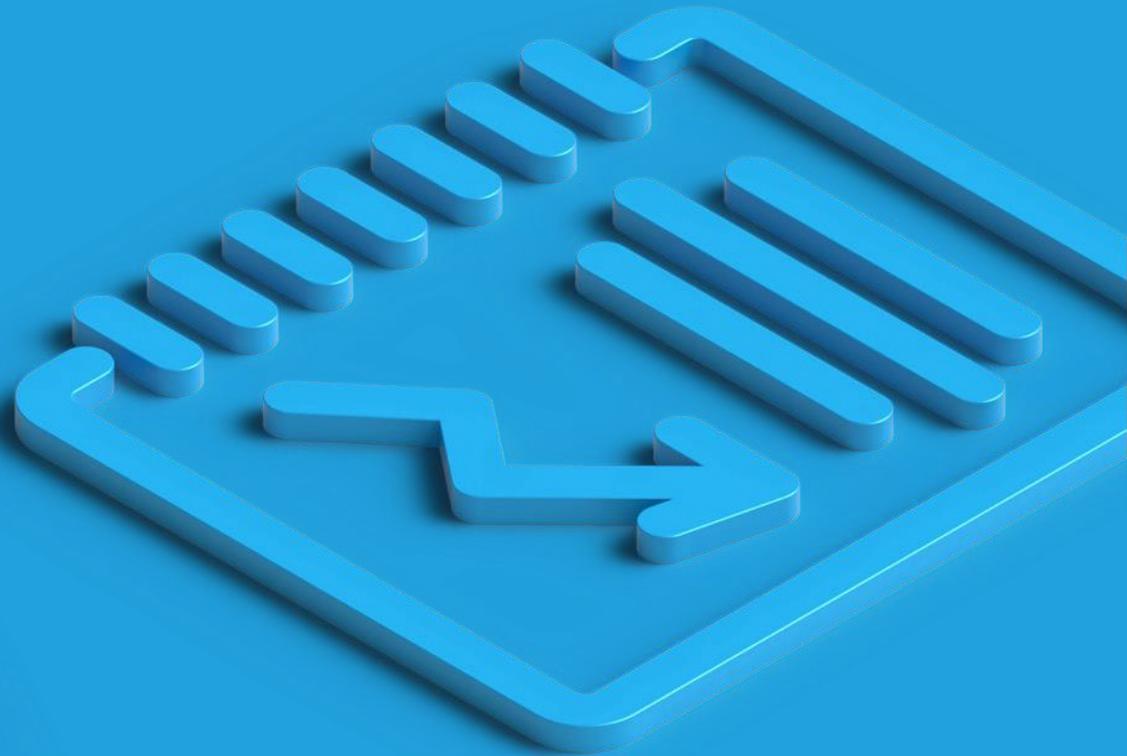
Capitalisation: PLN 1,817.9 M

Price/Profit: 17.76

Price/balance sheet value: 5.56

\* source: Money.pl

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



Thank you for your attention