

# Asseco

# Company Profile

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**Technology for business,  
solutions for people.**

## From startup to global IT company.

When I founded one of the first IT startups in Poland more than 30 years ago, I believed that the future of IT was software. That's why I wanted to build a strong Polish software company. I was well aware that such companies were successfully operating in other countries, especially in Western Europe and the United States.

In the first years of our activity, we focused on intensive development in Poland, the turning point of which was the IPO of Asseco Poland on the Warsaw Stock Exchange [WSE] in 2004. As a result, we raised capital, which enabled us to continue our growth and overseas expansion.

This is how began the project to build the Asseco Group - an international federation of companies being an alternative to large IT corporations. Our Group's companies are connected not only by common business goals, but above all by vision, values and partnerships. We have focused on freedom of action, entrepreneurship and great knowledge of local markets.

We take a responsible approach to business - we pay taxes where we earn revenues and support local communities. I am convinced that this is precisely the business model that allows for long-term, stable development in today's world.

Today, Asseco is not only the leader of digitization in Poland\* and the largest IT company in Central and Eastern Europe, but first and foremost a global player with a presence in 62 countries. We are growing both organically and through acquisitions, which we have made already more than 140 since 2004. We are constantly strengthening our sector competencies and looking for innovative solutions - only in 2023, we allocated EUR 280 m for R&D. As a result, we create modern products that are gaining recognition from customers around the world.

We are a stable company that has been creating value for its shareholders for years. In 2023, the Asseco Group's revenues reached EUR 3.7 bn, of which about 90% came from international operations.

As a leader, I have been very fortunate with people with whom I have come to build our Group. I am referring to the team of hard-working experts who believe in the sense of what we do and for many years have been accomplishing, as one would think, impossible challenges. However, we would not be a leader in digitization in Poland and a leading software developer in Europe if it were not for the trust of our customers and business partners.

\* According to the Computerworld TOP200 report, 2024 edition.

“ When I founded one of the first IT startups in Poland more than 30 years ago, I believed that the future of IT was software.



**Adam Góral**  
 Founder and CEO  
 of Asseco Poland

## Software that changes reality.

The Asseco Group is present wherever technology and business merge with everyday life. We are a federation of companies operating around the world. It is headed by Asseco Poland, which is one of the first startups founded in Poland.

We believe that together with our customers we can improve the comfort of functioning of many people. We use our competencies and experience to create software that makes a real difference to the present and future.

Our systems are used by banks, energy and telecommunications companies, the public and healthcare sectors, among others. We know that we cannot fail and we take full responsibility for the projects we implement. This is how we have been building the trust and value of Asseco for years.

We are constantly improving our competencies and investing in research and development (R&D) because the success of our customers is the most important thing for us. This approach to doing business has allowed us to become a market leader in Central and Eastern Europe, South Eastern Europe, as well as in Israel.

EUR 3.7 bn  
in revenues in 2023

Our companies are listed on the  
Warsaw Stock Exchange, NASDAQ  
and the Tel Aviv Stock Exchange

Over 140 acquisitions  
since 2004

Leader in digitization in Poland\*  
and leading software producer  
in Europe

\* According to the Computerworld TOP200 report, 2024 edition.

We employ  
**+33,000**  
people

Including  
**5,900**  
in the area R&D

We have  
**+30 years**  
of experience

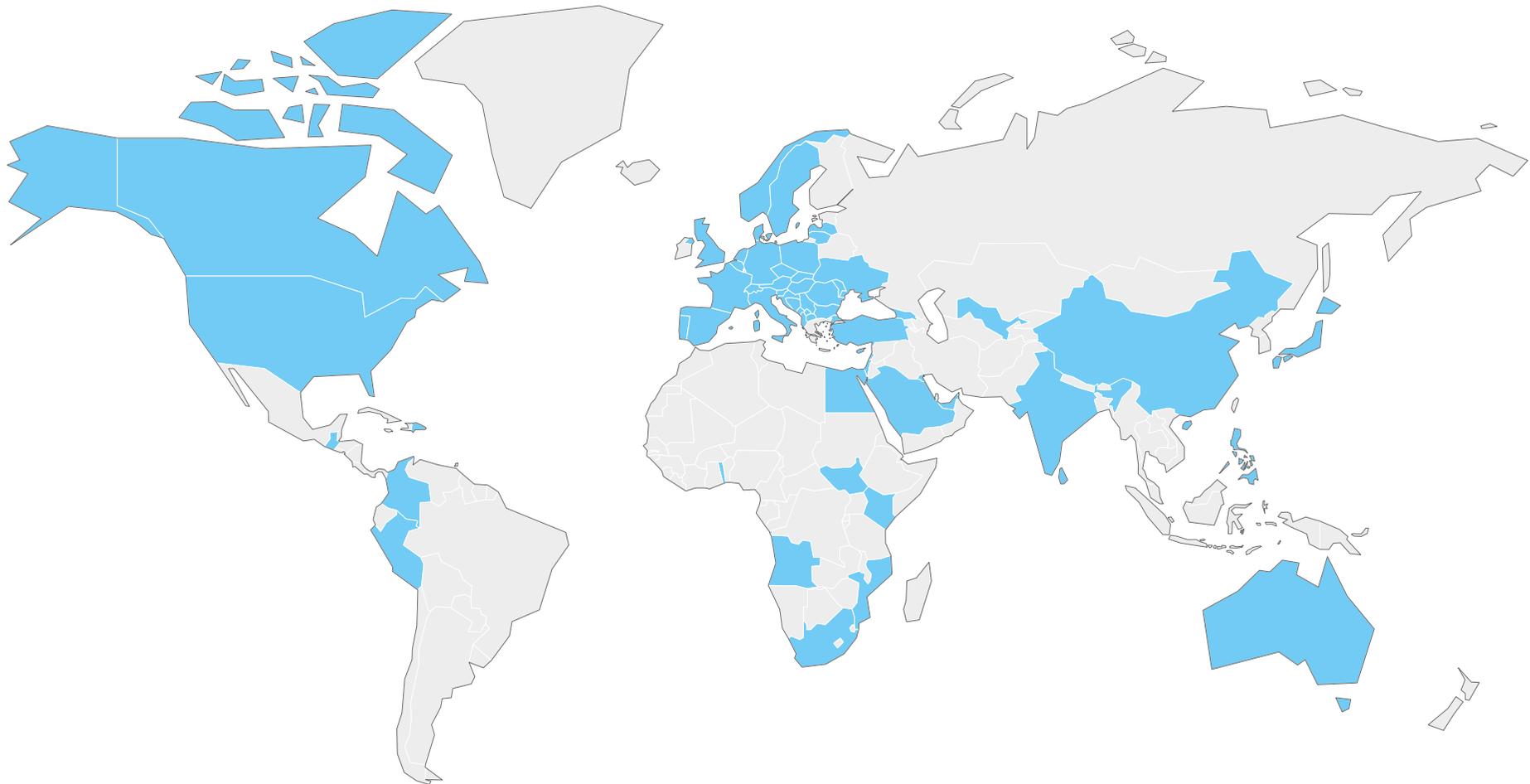
We are present in  
**62**  
countries

We have allocated close to  
**EUR 280 m**  
for R&D in 2023

**We are international federation of companies.**

Asseco is a globally-operating federation of companies where partnership principles and the ability to operate effectively in local markets matter. We have a great understanding of the specifics of the countries in which we carry out our activities. We create products that are recognizable and trustworthy, which, combined with a good

knowledge of customers and their environment, allow us to successfully implement even the largest projects. We focus on a responsible approach towards our employees, customers, contractors, as well as the countries in which our companies are present.



Our strength  
lies in people.



**Adam Góral**

Founder and President of the Management Board of Asseco Poland



**Rafał Kozłowski**

President of the Management Board of Asseco Enterprise Solutions  
Member of the Management Board of Asseco International



**Jozef Klein**

Chief Executive Officer  
Asseco International,  
Asseco Central Europe



**Guy Bernstein**

Chief Executive Officer  
Formula Systems



**Karolina  
Rzońca-Bajorek**

Vice President of the Management Board of Asseco Poland  
Asseco Group's CFO



**Marek Panek**

Vice President of the Management Board of Asseco Poland  
Member of the Management Board of Asseco International



**Piotr Jeleński**

President of the Management Board of Asseco South Eastern Europe



**Zbigniew  
Pomianek**

Vice President of the Management Board of Asseco Poland



**Daniel Araújo**

Chief Executive Officer  
Asseco PST

## We create value for our shareholders.

Building a multinational IT company became possible with the IPO of Asseco Poland on the Warsaw Stock Exchange (WSE) in 2004. Currently, we are the largest Polish IT company listed on the WSE and are a member of the WIG30 index.

Today, the Asseco Group's companies are listed on stock exchanges -not only in Poland, but also in Israel and the US. This translates into transparency of the business conducted and a focus on the effectiveness of the activities undertaken. As a result, we continuously create value for our shareholders.

### Warsaw Stock Exchange (WSE):

- Asseco Poland
- Asseco Business Solutions
- Asseco South Eastern Europe

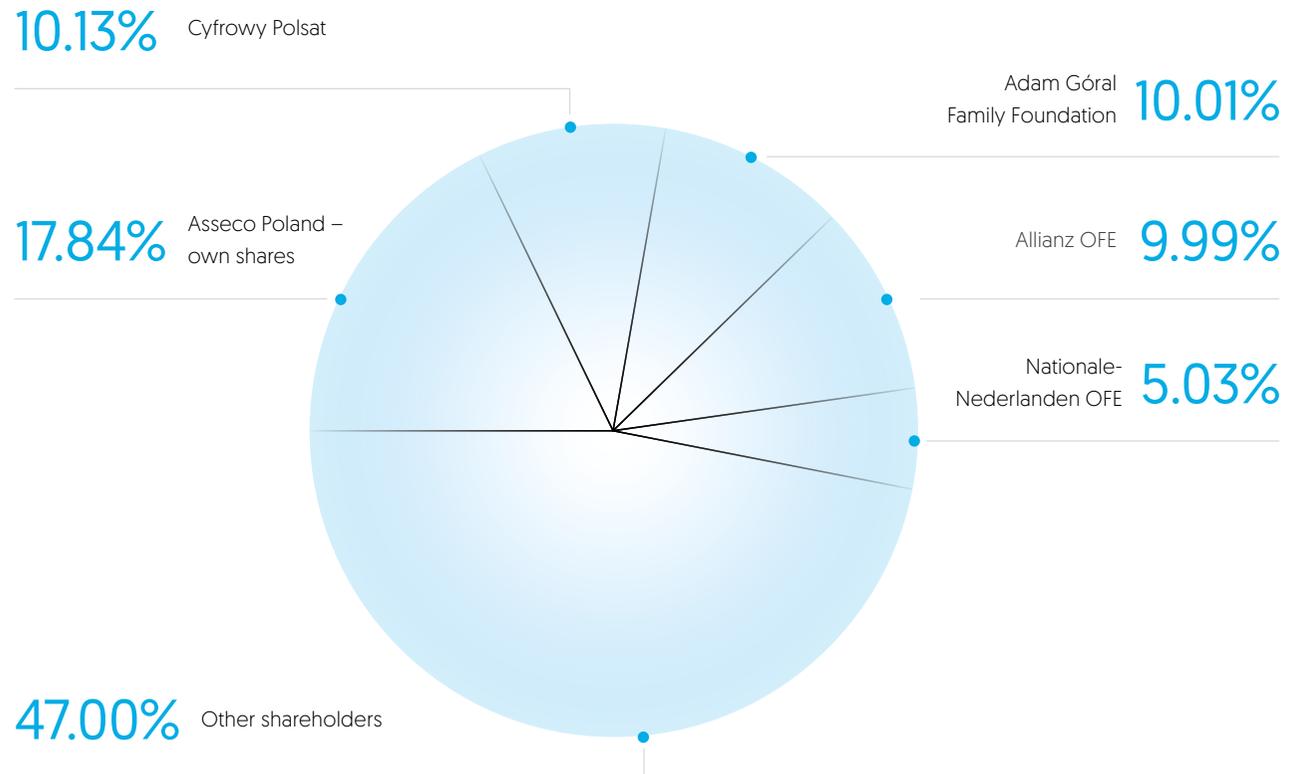
### NASDAQ, the Tel Aviv Stock Exchange:

- Formula Systems
- Sapiens International
- Magic Software

### Tel Aviv Stock Exchange:

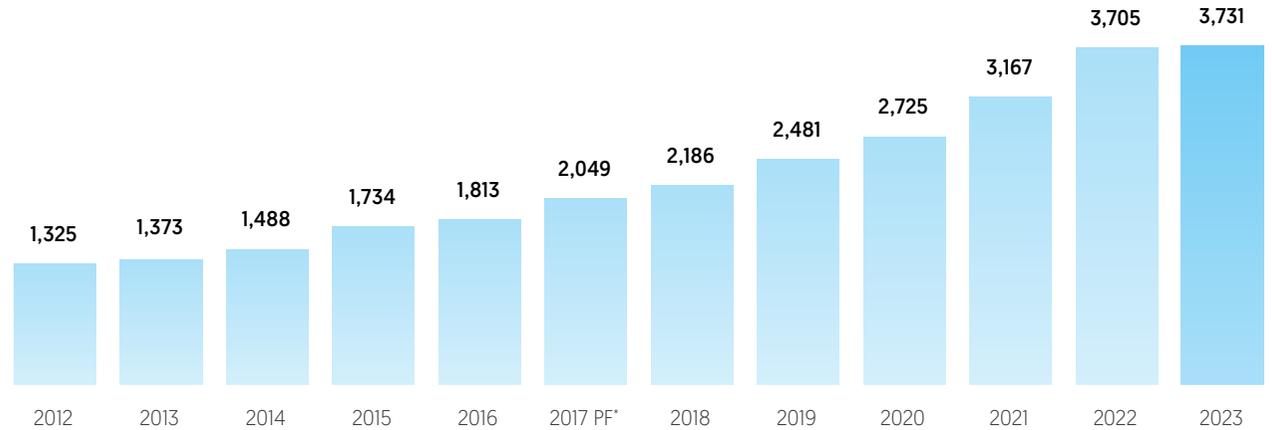
- Matrix IT
- TSG IT Advanced Systems

### Shareholders of Asseco Poland



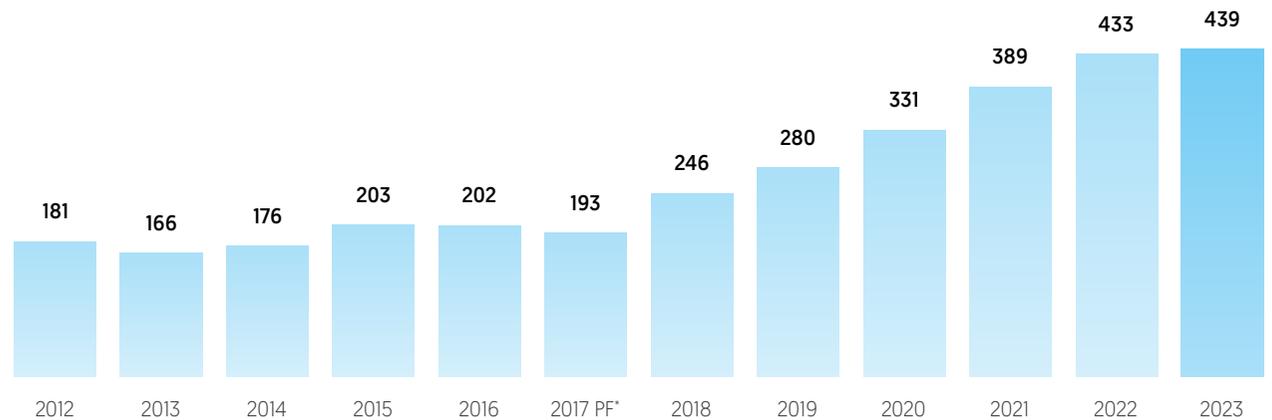
We are committed to steady growth of financial results achieved.

Revenues [EUR m]  
CAGR 2012-2023: 9.9%



\* Data including Formula Group results for August and September 2017.

Non-IFRS operating profit\*\* [EUR m]  
CAGR 2012-2023: 8.4%

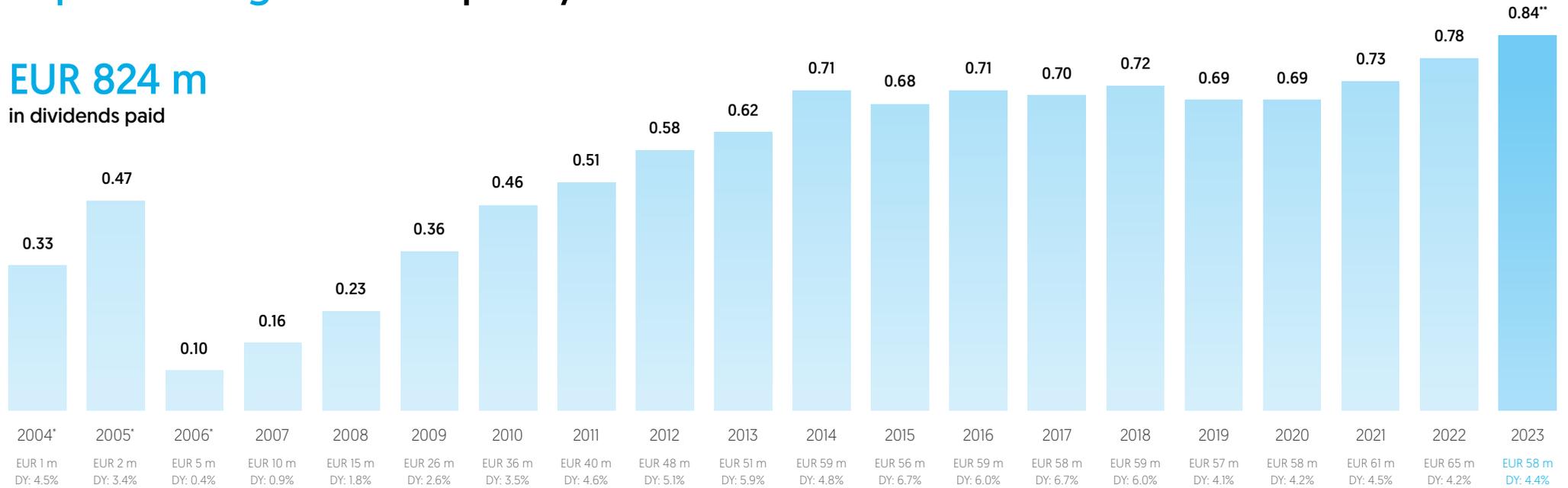


\* Data including Formula Group results for August and September 2017.

\*\* Non-IFRS recognition includes adjustments for the cost of amortization of intangible assets recognized in purchase price allocation (PPA), the costs of share-based payment transactions with employees (SBP), the revenues and costs related to company acquisitions/sales.

## We have been consistently implementing dividend policy.

**EUR 824 m**  
in dividends paid



Figures in EUR.

\* Before the merger with Softbank.  
\*\* Dividend per share, net of own shares.

Market capitalization

**EUR 1.6 bn**  
Asseco Poland

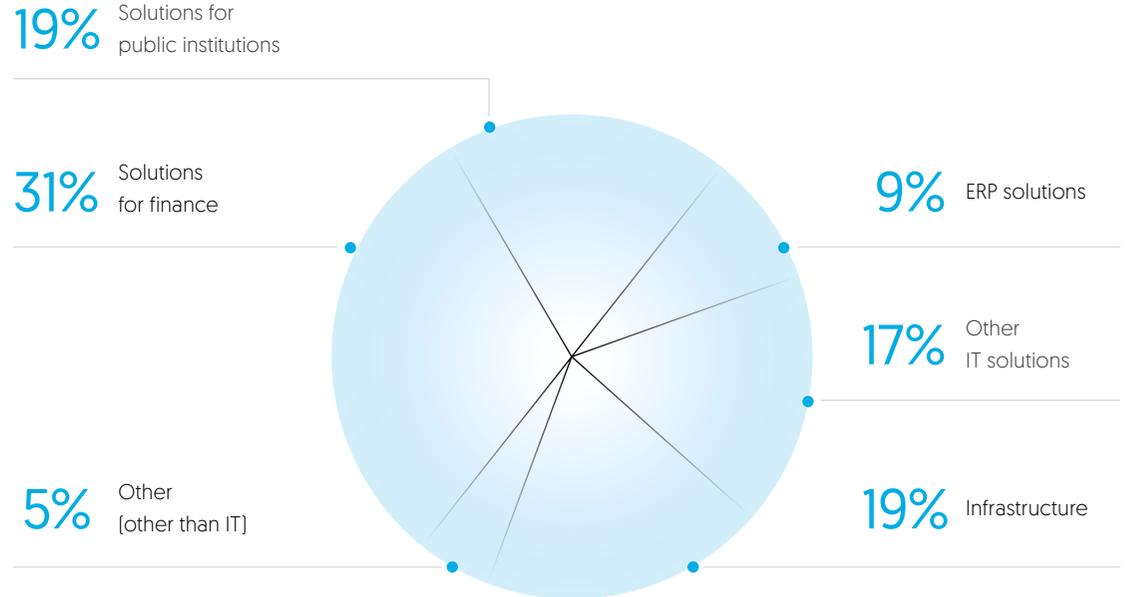
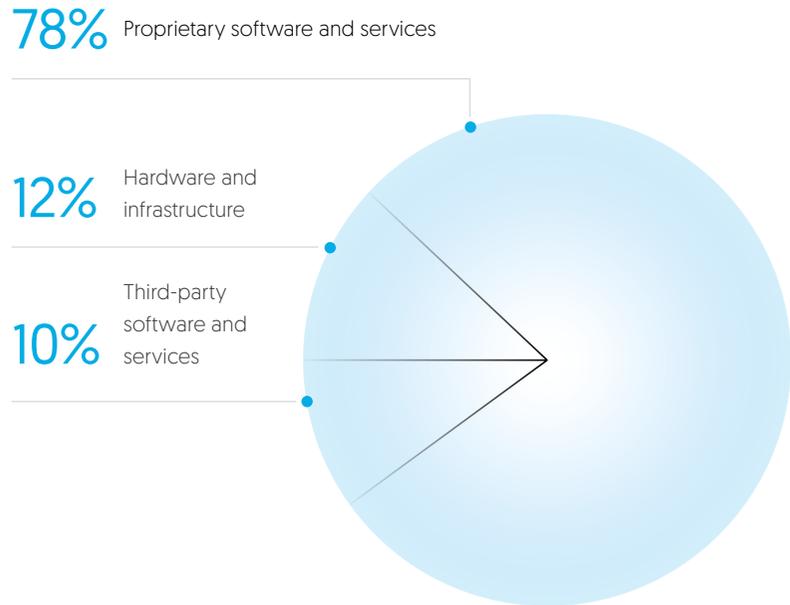
As at July 31, 2024

## We are experts in various sectors.

The Asseco Group develops innovative IT solutions that have a real impact on the reality around us. The products and services we provide enhance comfort and ensure the safety of millions of people around the world.

We use our sector-wide and international know-how, as well as our experience, to meet ever-increasing customer expectations. As a result, we have successfully improved the operations of hundreds of companies and organizations around the world over the years.

### Diversified sales structure of the Asseco Group in 2023



## We specialize in key sectors.

Areas of activity:



Proprietary  
software



ERP  
systems



Cloud  
services



Business  
Intelligence



Security



Artificial  
Intelligence

### Finance

- Commercial and cooperative banks
- Insurance companies
- Offices and brokerage houses
- Investment funds
- Leasing and factoring companies

### Public institutions

- Central and local government administration
- Health care
- International organizations
- Uniformed services
- Education
- Geographic information systems (GIS)

### Companies

- Telecommunications and media
- Power and gas industry
- Manufacturing companies
- Trade and services

## Banking.

Modern banking accompanies customers around the clock, no matter where they are. The role of classic outlets is being taken over by mobile solutions and online banking, which are required to be easy to use, convenient and secure. Both commercial and cooperative bank customers expect offers tailored to their current needs. Asseco has years of experience in developing software that allows banks to always be where their customers are.

### Full range of banking requirements:

- Central banking systems
- Omni-channel and mobile solutions
- Risk management and compliance
- Software for brokerage houses and custody services
- Banking applications available in on-premise and cloud models

over 80%

of cooperative banks in Poland

over 50%

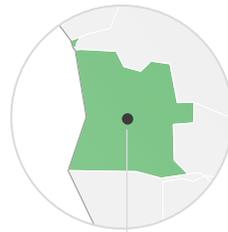
of commercial banks

over 45%

of banks in the Czech Republic and Slovakia

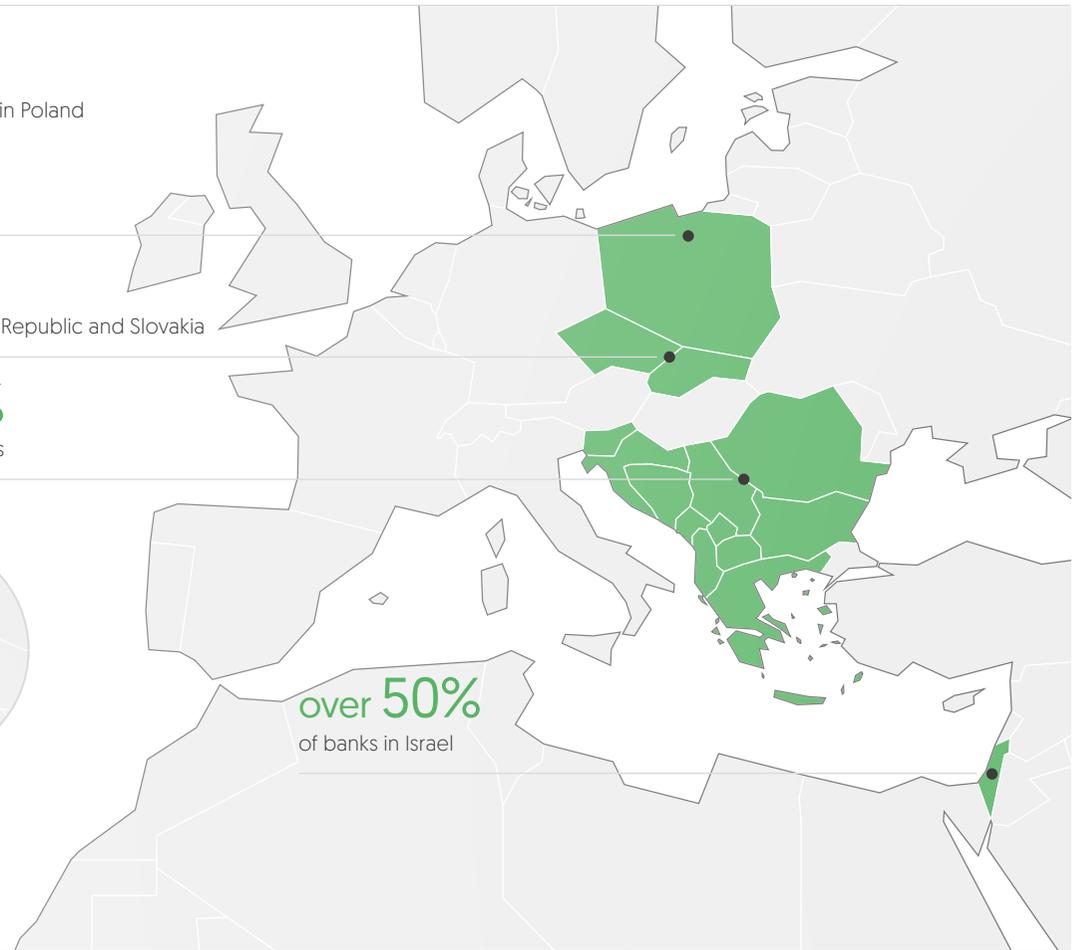
nearly 90%

of banks in the Balkans



80%

of core systems market in Angola



over 50%

of banks in Israel

+6,000 people

providing software and services to banks

in +30 countries

Our know-how is used by nearly 460 banks in Poland

TOP 3 providers of IT solutions and services for the banking sector in Poland

\* According to the Computerworld TOP200 report, 2024 edition.

Competence centers in Poland, Portugal, the Czech Republic, Israel, the Balkans, Slovakia and the Philippines

## Payments.

Every day billions of payment transactions are carried out worldwide. Whether they are made in stationary stores or in the virtual space, each party to the transaction expects that the ordered payments will be processed quickly and safely. Asseco develops solutions dedicated to traditional commerce and e-commerce, as well as the management of payments, ATMs and automatic transaction systems. Our systems meet the highest security standards, are scalable and compliant with regulations.

### A range of proprietary products for the payments industry:

- E-commerce support
- Mobile payment solutions
- Payment cards, transaction management
- Management of ATMs, cash machines, multimedia kiosks and POS terminals

We process

**+0.4 billion**  
payment card  
transactions per year

**+330**

customers using the network  
and services of ATMs and  
payment terminals

Competence centers  
in the Balkans

**+1.7 million**  
payment terminals

**+11,000**  
ATMs

**+1,550**

persons dedicated to  
payment services area

**+17 million**

transactions per month  
using tokens

**2.0 billion**

e-commerce transactions annually

## Insurance.

Safety is paramount. This simple principle applies not only to information systems, but also to the daily lives of millions of people - their money, real estate, cars and health. As one of the world's largest software providers to the insurance industry, we understand this well. That is why we are constantly developing our competencies and providing our customers with tools that make it possible to conduct comprehensive sales channels, offer optimization and policy administration.

### Competence in areas:

- property and casualty insurance
- life insurance
- pension and disability insurance
- reinsurance

+5,400

people working for  
the insurance sector

We are one of the largest providers of software to the insurance industry in the world

Competence centers

in Israel and Central and Eastern Europe

+610

insurance and reinsurance companies from all over the world cooperate with the Asseco Group

### Prizes and awards:

#### 2023 XCelent Award

"Breadth of Functionality" category, region - North America

#### 2023 XCelent Award

"Customer Base and Support" category, region - North America

#### "Luminaries" Title

in Celent's 2023 Technical Capabilities Matrix

#### 2023 XCelent Award

"Breadth of Functionality" category, region - EMEA

#### "Luminaries" Title

In Celent's 2023 North American Individual Life PAS report.

#### Distinction in Celent 2022

Claims System Vendors report for North American Property & Casualty Insurance.

## Public administration.

Modern IT solutions allow to build a friendly state. Where citizen comfort and convenience are at stake, the security of systems that process sensitive data is crucial. For years, the Asseco Group has been developing tailor-made solutions for the central administration and advanced products for local administrations that meet the highest security requirements. We are a supplier you can rely on and at the same time a trusted partner of public institutions.

### A diverse range of offerings for the public sector:

- Proprietary solutions for central administration
- Advanced products for local government
- Planning, implementation and monitoring of Smart City services



# TOP 3

software provider

for the public sector in Central and Eastern Europe

## +5,700

people working on projects for the public administration

Competence centers

In Poland, Israel, the Czech Republic, Slovakia, Lithuania and the Balkans

We have long-standing cooperation with social security institutions (e.g. the Polish Social Security Institution - ZUS)

### Comprehensive Social Security Information System (KSI ZUS):

- IT system of strategic importance for Poland that is part of the strategy of building an e-state
- Serves nearly 30 million contribution payers, beneficiaries and insured persons

## Healthcare.

Digitization of the healthcare sector has become a necessity. Managing the work of a medical facility, the circulation of documents and the treatment process with the help of a user-friendly IT system translates into more effective treatment, as well as greater comfort of patients and staff. When an accurate diagnosis and the implantation of software one can rely on is needed, Asseco comes to the rescue. This is true for small physician offices, large hospitals, as well as solutions at the regional and central levels.

### We create proprietary solutions:

- Dedicated, unique and comprehensive e-health systems and projects for the government
- Hospital Information Systems (HIS), doctor's office (GP) systems, electronic medical records
- Central transaction systems, portals and workflow management systems for health insurance [DMS]

## #2 IT provider for the healthcare sector in Poland\*

\* According to the Computerworld TOP200 report, 2024 edition.

We serve **+550 hospitals** from Poland, the Czech Republic, Slovakia and Hungary.

**+38,000 people** use mMedica solutions in clinics, outpatient clinics and doctors' offices.

Our Blood Bank system operates in **18 blood donation centers** and the Military Blood Donation and Hematology Center.

Using our many years of experience in the computerization of medical facilities, **we have developed mobile applications dedicated to patients:** Medical Information (management of information provided by medical units), Medical First Aid Kit (medication management) and My Measurements (self-monitoring of health by patients).

Nearly **300 customers** in Poland use **Cloud for Health**, a solution that offers access to electronic medical records in the cloud.

We create solutions for **ministries and health funds**

**+1,300**

people working to create solutions for healthcare

Competence centers

**in Poland, Israel, the Czech Republic, Slovakia and Hungary**

## Defense and uniformed services.

Migration movements, terrorism, cyber crime, and attacks on critical infrastructure are raising serious challenges for states and uniformed services around the world. In response to their needs, the Asseco Group offers a range of solutions that contribute to strengthening security by combining it with the latest technologies available. For more than 50 years we have been gaining experience in international markets in the defense sector and are a trusted partner of agencies with global reach.

### We offer systems in the area of:

- Critical infrastructure management
- Cyber security and defense
- Solutions for uniformed services
- Command and control

+1,300

people working for the defense sector and uniformed services

## Sector leader in Poland and Israel

### Quality Certificates:

- ISO 9001:2015
- ISO 22301:2019
- AQAP 2110:2016
- AQAP 2210:2022
- ISO/IEC 27001:2013
- ISO 14001:2015

Asseco is a recognized provider of solutions for uniformed services, NATO institutions and agencies (JFTC, JWC, JALLC, ACT, NSPA, IMS, NCIA), as well as EU organizations (FRONTEX, ESA, EDA).

Competence centers  
in Poland and Israel

+70

completed projects  
for NATO and European  
Union agencies



## Power and gas industry.

We most often think about electricity only when it's gone. Meanwhile, without it, modern societies could not function normally. That's why it's so important for energy companies to have access to trustworthy technologies. Asseco's systems support all processes related to electricity distribution management, capital management and customer service. The combination of our experience and expertise puts us in the position of a preferred partner for most energy companies operating in Poland and allows us to develop a presence in international markets.

### We offer systems in the area of:

- Trading companies
- Energy distributors
- Energy generation
- Customer service companies

## Flagship product: Asseco Utility Management Solutions (AUMS)

generates

**+65%** of electricity bills issued in Poland

**~100%** market share in gas trading

We have been working with clients since 1989. We sell in 40 countries on 4 continents

Competence centers

in Poland, Germany and the Czech Republic

**+200**

enterprises in Europe use Asseco's dedicated products

**+100 million**

migrated customer data

**+650**

specialists take care of our IT solutions for the utilities sector

## Telecommunications and media

Telecommunications is one of the most rapidly growing fields in the world. It faces both infrastructural challenges and the need to constantly improve the quality of its services and enrich its offerings. In this competitive market, Asseco offers systems to support sales and modern customer service. They are used by Poland's largest telecommunications and media companies.

### Our offer supports all processes for:

- Offer management (Product Catalog)
- Selling across all channels (omnichannel)
- eCommerce and CRM for B2C and B2B markets
- Mobile applications and self-service portals (Customer Self Management)
- Error and Fraud Detection and Revenue Protection Systems
- Billing and Customer Finance Management
- Value-added services (VAS), including bulk SMS messaging
- Networking and provisioning platforms
- Real Time Marketing
- Data retention

We are the leading provider of billing solutions in Poland

Competence centers in Poland and Israel

+ 800

employees specialized in working for the telecommunications and media sector

## ERP solutions.

The success of any business is determined by making good decisions and using the right tools. The Asseco Group's portfolio of ERP solutions supports all processes for micro, small and mid-sized companies as well as the largest enterprises. Our expert knowledge gained in many markets places us as one of the sector leaders in Central Europe.

### A wide range of ERP solutions and services:

- Proprietary software
- Third-party software
- Consulting and implementation services

Leading provider  
of ERP systems  
in Poland\*

\* Source: Computerworld TOP200 report, 2024 edition.

+300

customers use our SFA-class  
mobile sales support applications

+700,000

active users

+70,000

customers using  
12 Asseco ERP systems

+2,000

specialists taking care of  
our solutions

Our solutions have  
been implemented in

+35

countries

Competence centers  
in Poland, Israel, Germany,  
the Czech Republic  
and Slovakia

## Business Intelligence.

Already Aristotle said that "true knowledge is knowledge of causes". But having detailed data is one thing, and drawing valuable conclusions from it is another. Business Intelligence solutions offered by Asseco help managers shape the information they have into knowledge that allows them to make the right decisions. This is especially important in the world of business, in which efficient operation should be supported by rapid analysis of information possessed and its correct interpretation.

### Comprehensive offering of BI software and services:

- Professional consulting and advisory services
- Data warehouses and big data solutions
- Information access - analytical and reporting tools
- Mandatory reporting for regulators
- Fraud Detection and Anti-Money Laundering Class Systems
- Analysis of customer behavior based on machine learning mechanisms

Hundreds of customers in

**+10 countries**

**+50%**

banks in Poland and South-Eastern Europe use BI-class solutions implemented by Asseco

**+160**

persons dedicated to the Business Intelligence area with competence in all leading technologies

Competence centers

in Poland and the Balkans

Cooperation with central banks, major commercial banks, cooperative banks, financial sector clients and enterprises in both **on-site and cloud model**

**1st place**

in the category of Business Intelligence, Big Data and Data Discovery providers according to the Computerworld TOP200 rank from 2024

## Cloud services.

Cloud services offer modern companies many advantages. Among them are high availability, flexible processing environments or business continuity. Interest in cloud computing is growing regularly, both in the enterprise and small and medium-sized business segments. Cyber security services available in the cloud are gaining ground as the fastest to keep up with changing threats.

### Our offerings include:

- Construction, modernization, maintenance and development of Data Processing Centers (CPDs)
- Cloud computing in public, private or hybrid model
- Modern solutions for banking, insurance companies and utilities available in SaaS model
- Cloud-accessible electronic signature
- Online payment solutions
- Solutions based on multi-cloud concept

# No. 1

among service providers in the cloud model in Poland

Source: Computerworld TOP200 report, 2024 edition.

# +1,100

Asseco customers use cloud-based ERP and SFA solutions

We provide cloud solutions for e-banking and mobile banking for +30 banks in South Eastern Europe

Asseco is among the technology partners of the National Cloud – one of the largest IT initiatives in Poland

Solutions available to multiple customers over the internet

Cloud solutions
SimplySign [mobile signature]
ERP and SFA systems [among others. Softlab, Wapro, Mobile Touch]
Payten [payments]
AUMS Elmo [electromobility]
CUI, WPI [cooperative banking]
Asseco BooX [financial institutions]
Cloud for Health [electronic medical records]
Live [Contact Center]

## Security.

IT security is one of the most important challenges of the modern world. The massive spread of the use of modern technology by states, businesses and individual users is giving rise to increasingly serious risks. At Asseco, we look at security broadly, not just from the level of individual solutions. We understand it as the security of companies in specific sectors, the protection of critical infrastructure, and the stability and continuity of the country's largest IT systems. In all of these areas, effective security of the processed data is crucial.

### We are a proven partner for:

- Central and local government administration
- Military and uniformed services
- International organizations
- Enterprises
- Power companies
- Financial institutions
- Healthcare
- Telecommunications

## ENISA's largest private partner

[the EU Agency for Cyber Security]

## Competence centers

in Poland, Israel, Slovakia and the Balkans



**Certum**  
by ASSECO

## Dynamic development of trust services

Leader of trust services in Poland – around 50% market share

1st in Poland, 8th worldwide among commercial SSL providers

+500,000 customers in 70 countries on 6 continents

+10 million certificates issued

Sales in +1,500 stationary and mobile certificate issuing points of +500 partners from Poland and abroad

+200-strong, experienced team of trust service specialists and enthusiasts

## The #Paperless services ecosystem

### Signer platform

Building and implementing electronic business processes

### e-Delivery

Sending and receiving electronic registered letters

### e-ID Hub

Aggregation of different methods of remote identification of an individual

### Trust services

Legal security of the life cycle of electronic documents

### SignHub

Signing electronic documents with various e-signatures

### WebNotarius

Qualified validation and maintenance of e-signature and electronic seal

## Our values.

We are fully committed to the projects we carry out, and we always set the bar high. We combine our values with unique experience and expertise.

We don't give up where others do. Our clients' success brings us the greatest satisfaction.



### Respect

We expect respect from each other.



### Quality

We set the bar high for the quality of all our activities.



### Effectiveness

We are ambitious and consistent in pursuing our goal.



### Responsibility

We take responsibility for our work and the environment in which we operate.



### Engagement

We are fully committed to every project, and the greatest satisfaction comes from the success of our clients.



### Professionalism

We constantly improve our qualifications and are eager to share our experience.

## Why Asseco?

Understanding customers' needs

Proprietary software

Social responsibility

Comprehensive service offering

Flexible and partnership approach

High quality products

Deep, industry-specific expertise

Global and local network of business partners

**Technology for business,  
solutions for people.**



### Asseco Poland S.A.

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### Asseco Poland

[www.asseco.pl](http://www.asseco.pl)  
[@asseco\\_pl](https://www.instagram.com/asseco_pl)  
[linkedin.com/company/asseco-poland](https://www.linkedin.com/company/asseco-poland)  
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### Asseco Group

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