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**assecO**

SOUTH EASTERN EUROPE

# Financial Results for 2015 And Business Update

February 19th, 2016

Warsaw

# Q4 and FY 2015 results

## 2015 highlights – solid growth based on own solutions

- Increasing revenues from **Own Solutions** with positive impact on margins
- New references from markets **outside SEE region** (Italy, Morocco)
- Continued growth of **Payment business**
- Continued improvement in **Banking BU**. Group level contracts for digitalization in regional banks
- Good Q4 in **Integration** despite lower revenues. Significant tender won in Croatian public administration

## Strong Q4'15 results albeit slightly lower than last year

mEUR	Q4 2015	Q4 2014	Δ YoY
Revenue	32,9	39,3	-16%
EBITDA	5,3	5,3	+1%
EBIT	3,4	3,7	-10%
NPAT	2,6	3,3	-20%
<i>EBITDA %</i>	<i>16,3%</i>	<i>13,5%</i>	
<i>EBIT %</i>	<i>10,3%</i>	<i>9,5%</i>	

mPLN	Q4 2015	Q4 2014	Δ YoY
Revenue	139,7	165,5	-16%
EBITDA	22,7	22,3	+2%
EBIT	14,4	15,8	-9%
NPAT	11,1	13,7	-19%

## Very good results in FY'15 – better performance in Banking and Payments

mEUR	2015	2014	Δ YoY
Revenue	116,4	119,6	-3%
EBITDA	19,9	16,5	+20%
EBIT *	12,7	11,0	+15%
NPAT*	10,4	9,3	+12%
<i>EBITDA %</i>	<i>17,1%</i>	<i>13,8%</i>	
<i>EBIT %</i>	<i>10,9%</i>	<i>9,2%</i>	

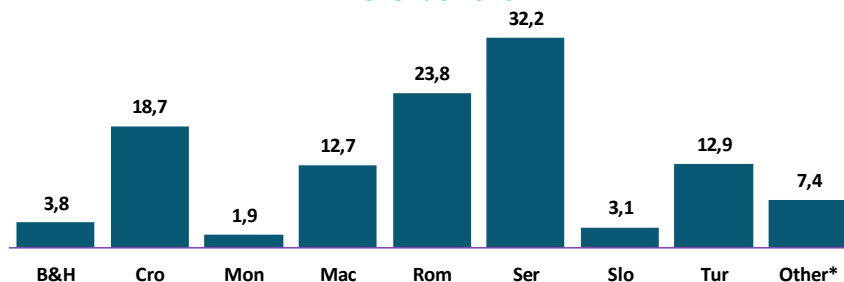
mPLN	2015	2014	Δ YoY
Revenue	487,2	500,9	-3%
EBITDA	83,4	69,3	+20%
EBIT	53,1	46,2	+15%
NPAT	43,5	39,0	+11%

\* Normalized EBIT = EUR 12.6m (PLN 52.6), normalized NPAT = EUR 10.2m (PLN 42.6) – excluding return of tax on civil law transactions overpaid in 2008-10

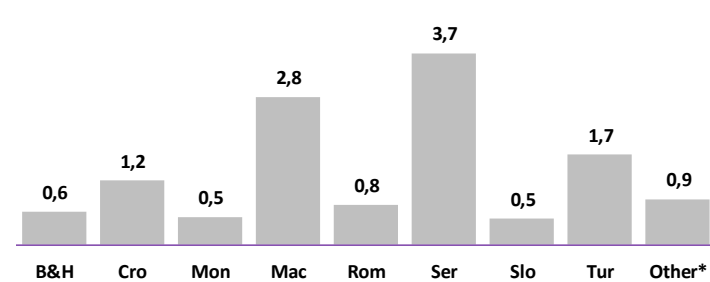
## Growth in EBIT coming from Macedonia and medium/small operations

mEUR	Revenue				EBIT			
	2015	2014	Change	% Diff	2015	2014	Change	% Diff
B&H	3,8	3,2	0,6	+19%	0,6	0,3	0,4	+143%
Cro	18,7	16,8	1,9	+11%	1,2	1,4	-0,2	-12%
Mon	1,9	2,0	-0,1	-4%	0,5	0,5	0,1	+12%
Mac	12,7	15,2	-2,5	-16%	2,8	2,1	0,8	+36%
Rom	23,8	27,8	-4,0	-15%	0,8	1,2	-0,4	-36%
Ser	32,2	32,7	-0,5	-1%	3,7	3,5	0,2	+6%
Slo	3,1	2,7	0,4	+17%	0,5	0,3	0,2	+56%
Tur	12,9	11,9	0,9	+8%	1,7	2,0	-0,3	-15%
Other*	7,4	7,3	0,1	+1%	0,9	-0,1	1,0	
<b>GASEE</b>	<b>116,4</b>	<b>119,6</b>	<b>-3,1</b>	<b>-3%</b>	<b>12,7</b>	<b>11,0</b>	<b>1,7</b>	<b>+15%</b>

Revenue 2015



EBIT 2015



## Safe liquidity position

mEUR	Asseco SEE Group		
	2015	2014	Δ
Cash and cash equivalents	9,8	13,1	-3,4
Short term investments	14,6	8,4	6,2
Short term and long term debt	-10,6	-10,1	-0,5
<b>Net Cash</b>	<b>13,7</b>	<b>11,4</b>	<b>2,3</b>
Receivables and Prepayments	27,2	29,9	-2,7
Liabilities, Provisions and Deferred Income	-26,0	-27,7	1,8
Inventory	3,6	3,8	-0,2
<b>Operational Balance</b>	<b>18,5</b>	<b>17,4</b>	<b>1,2</b>



## High cash conversion ratio despite debt repayments

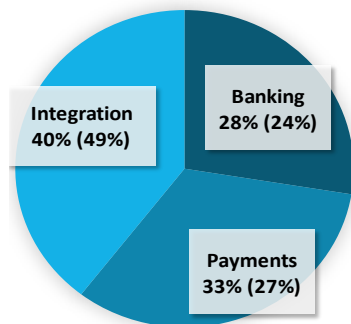
mEUR	Asseco SEE Group		
	2015	2014	2013
Operating cash flow	20,1	18,3	9,6
Debt increase	0,6	8,0	3,1
- CAPEX - IT Infrastructure for outsourcing	-7,2	-10,1	-3,9
- Other CAPEX	-2,0	-2,4	
- Capitalized R&D	-1,2	-1,9	-3,0
Free cash flow	10,3	11,9	4,2
Cash conversion ratio*	81%	108%	41%

\*Cash conversion ratio calculated as Free cash flow to EBIT

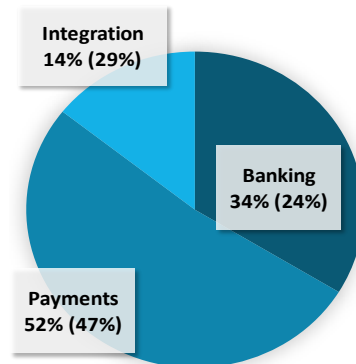
## Growing results in Banking and Payments compensate well decline in Integration

mEUR	Revenue			EBITDA			EBIT		
	2015	2014	Change	2015	2014	Change	2015	2014	Change
Banking	32,1	28,2	3,9	5,6	4,0	1,6	4,2	2,7	1,5
Payments	38,3	32,3	6,0	11,0	8,1	2,9	6,4	5,1	1,3
Integration	46,0	59,0	-13,0	2,9	4,3	-1,4	1,8	3,2	-1,4
<b>Asseco SEE Group</b>	<b>116,4</b>	<b>119,6</b>	<b>-3,2</b>	<b>19,9</b>	<b>16,5</b>	<b>3,4</b>	<b>12,7</b>	<b>11,0</b>	<b>1,7</b>

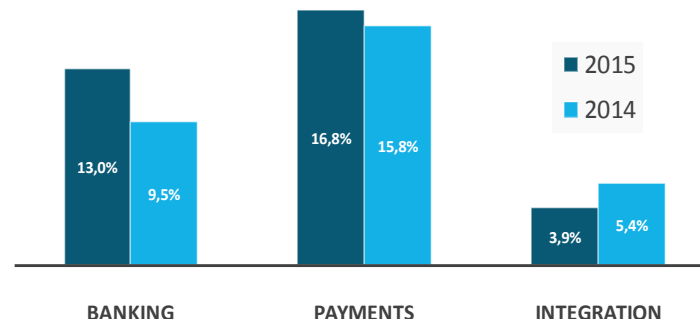
Revenue per BUs 2015



EBIT per BUs 2015



Profitability per BU



# Q4 2015 Best Deals

## Banking

- **PFM** for a bank in Italy
- **Experience Customer Analytics** for a bank in Macedonia
- **Data governance/BI** in Serbia for a big international banking group
- **Bapo in Corso** credit card workflow for a bank in Serbia
- **InACT** Enterprise Fraud Monitoring and Prevention for a bank in Turkey
- **Treasury and Risk/Accounting** for a bank in Serbia
- **Corporate eBanking** for a bank in Serbia
- **Tezauri** profitability - for an international bank in Macedonia

## Payment

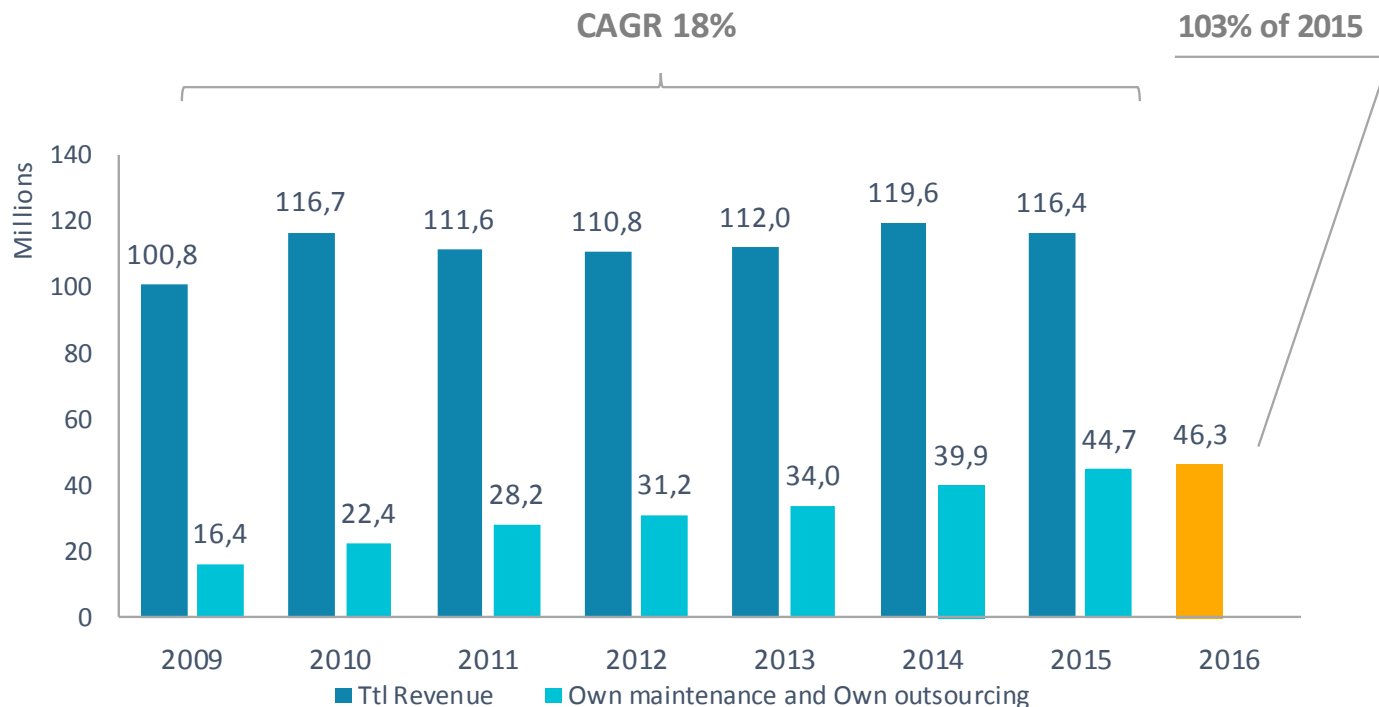
- New **delivery of ATMs** for an international bank in Croatia
- Extension of **POS outsourcing** contract for a leading bank in Serbia
- **ATM outsourcing** for a international bank in B&H
- **MSU** – payment hosting solution for a telecom in Turkey
- **MassPay** for a major bank in Turkey

## System Integration

- **DMS Document Management System** for electronic registry office hosted by Croatian State owned company APIS for all Government Institutions
- Upgrade of **IVN contact center** solution for a bank in Turkey
- **Live contact center and ticketing solution** for Ohridska Banka in Macedonia and ED Centar Kragujevac electricity distributor in Serbia
- Implementation of **Dynatrace APM** at a Turkish bank

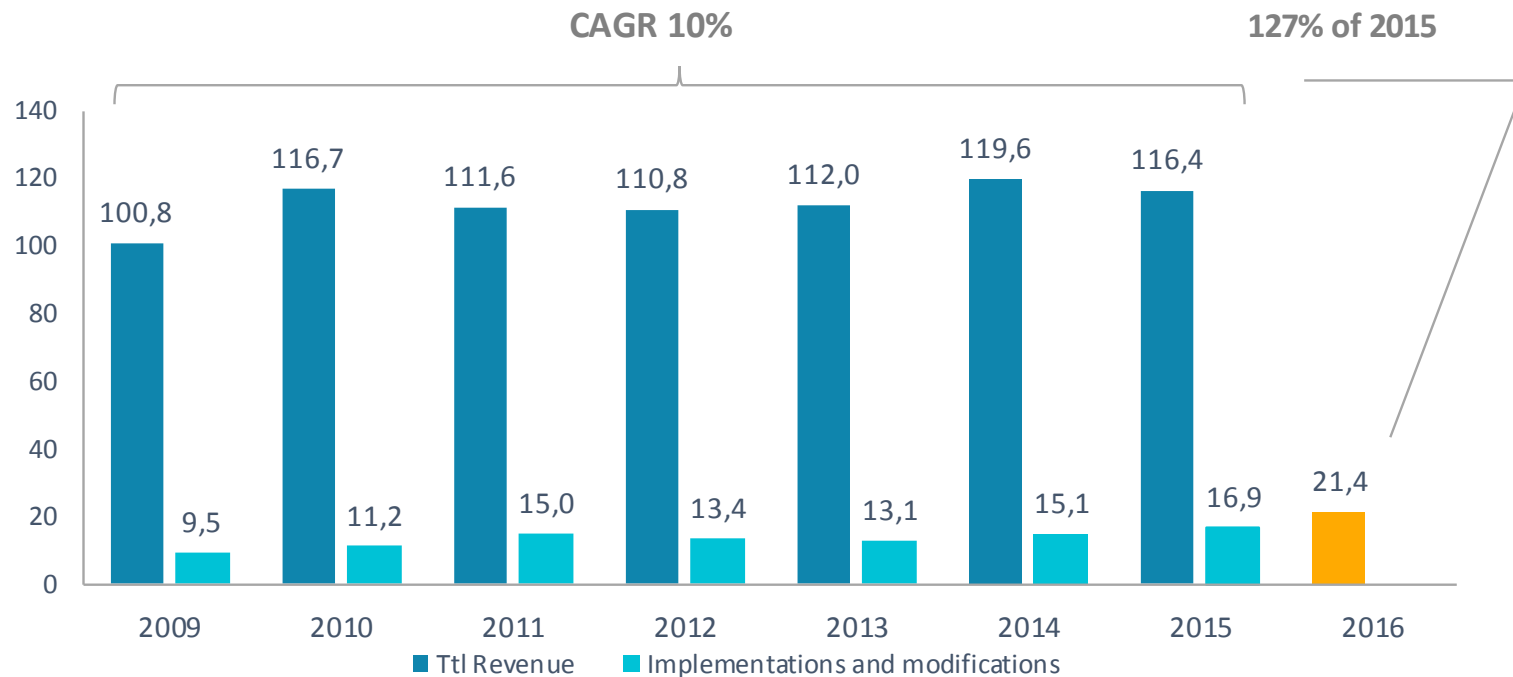
# Strategic KPIs and outlook for 2016

# Maintenance and Outsourcing

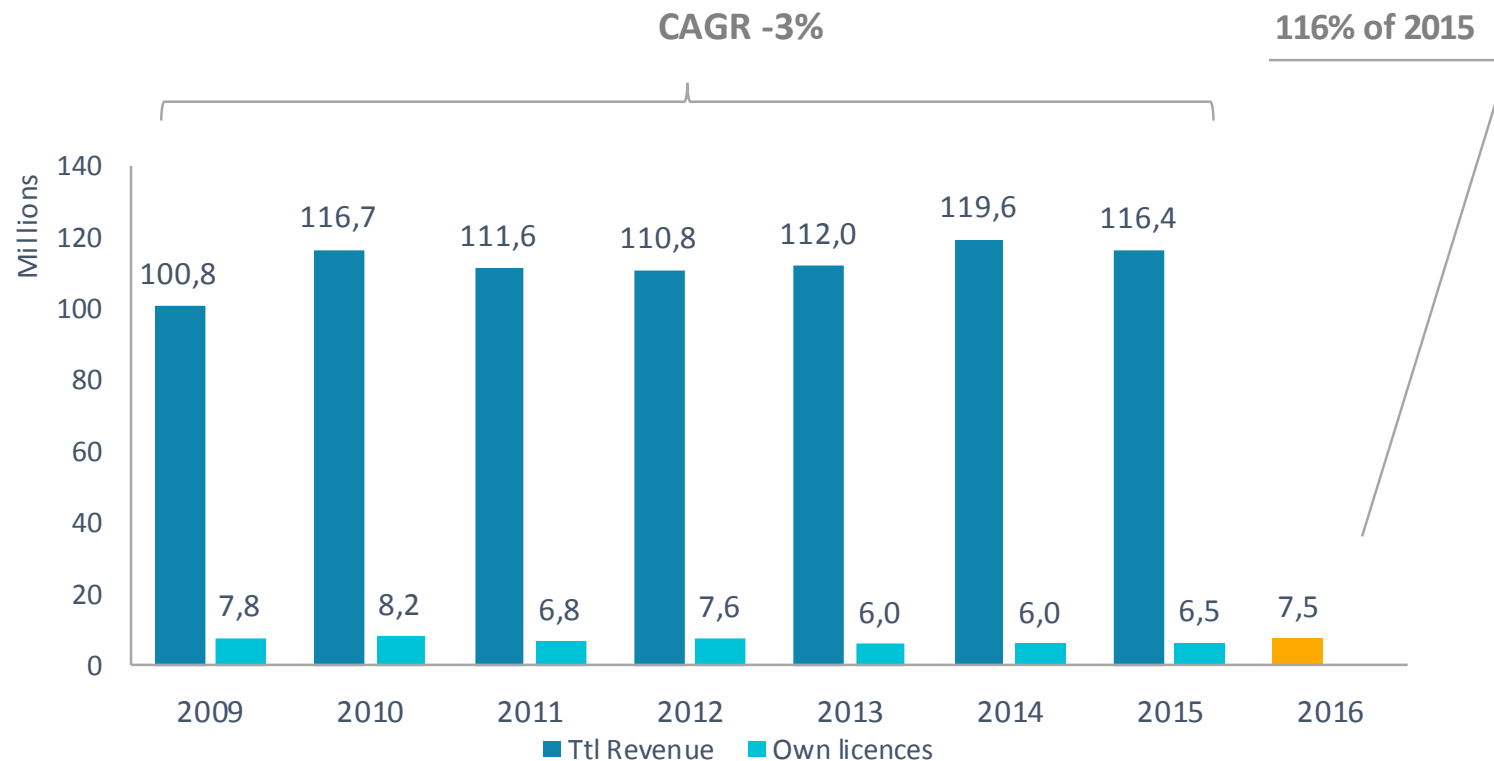


	2009	2010	2011	2012	2013	2014	2015A
Cost Coverage	53%	56%	60%	61%	60%	66%	68%

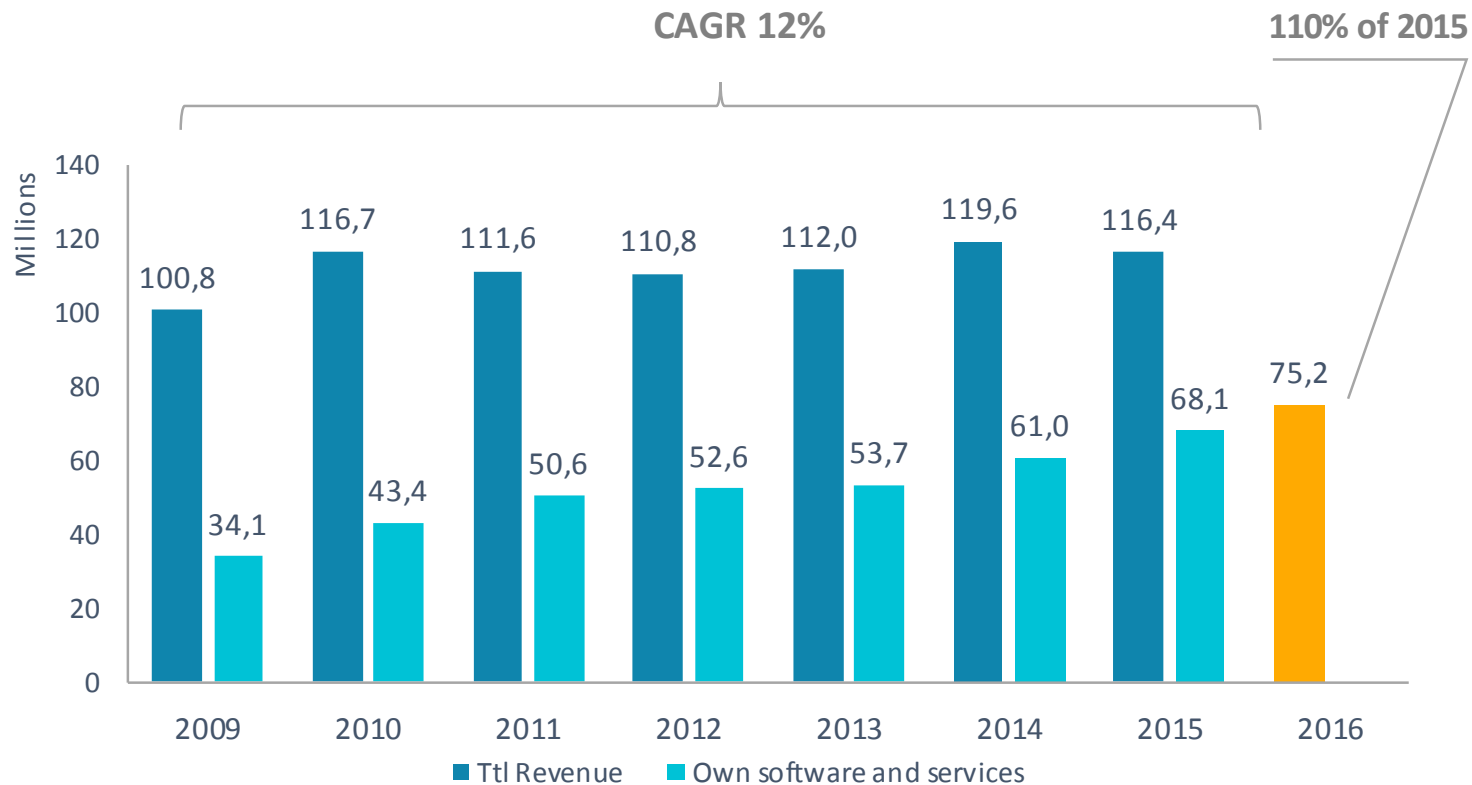
## Implementations and modifications



# Licenses



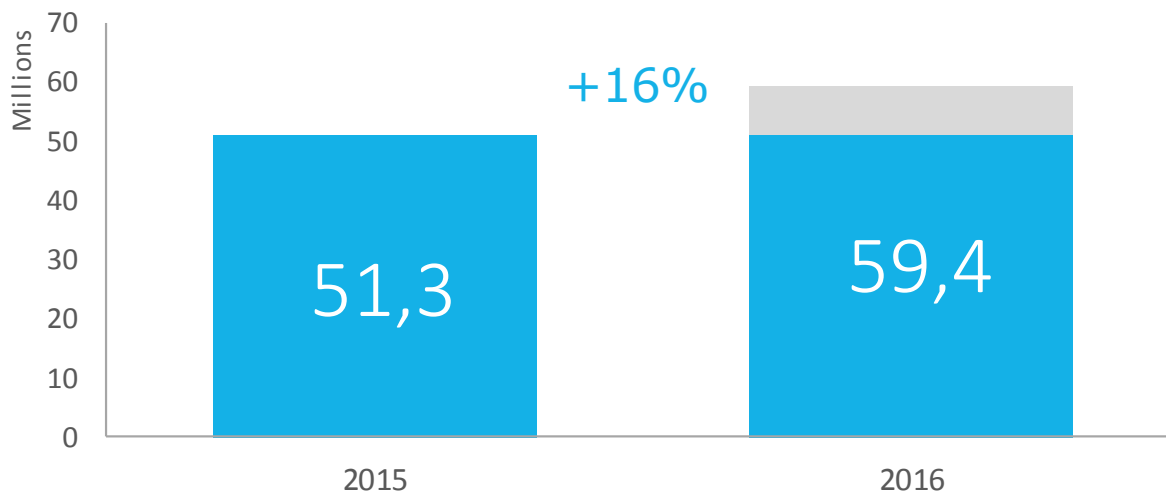
## Own software and services





## Increase in backlog in 2016

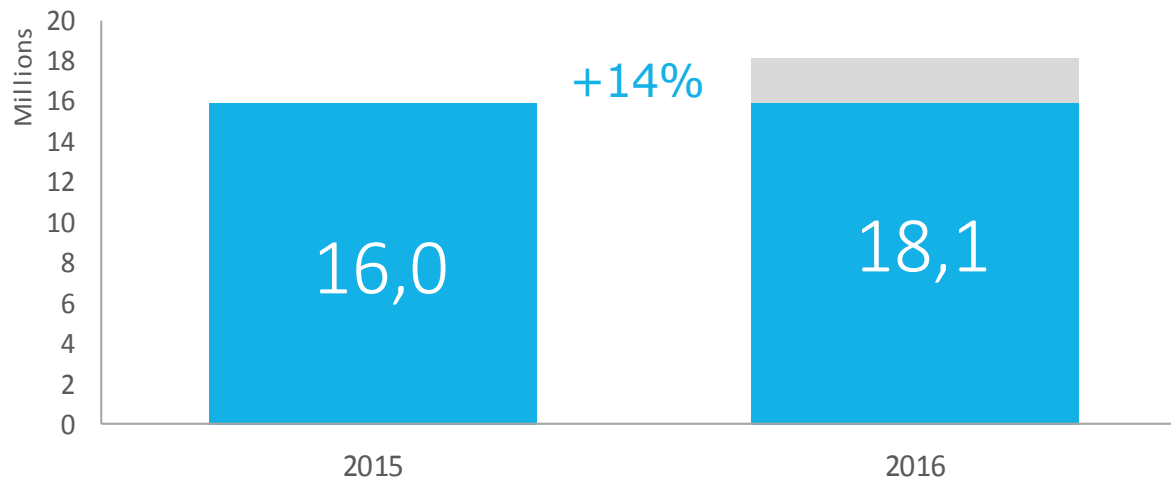
	mEUR	2015*	2016*	Diff
Revenues BL		66,3	78,9	+19%
Margin1 BL		51,3	59,4	+16%



\* 2015 as at 12-Feb-2015, 2016 as at 12-Feb-2016

## Increase in backlog in Q1 2016

mEUR	Q1 2015*	Q1 2016*	Diff
Revenues BL	24,0	27,3	+14%
Margin1 BL	16,0	18,1	+14%




\* 2015 as at 12-Feb-2015, 2016 as at 12-Feb-2016

# Thank you

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