

# Asseco Company Profile.

asseco

# Table of contents.

From a startup to a global IT company .....	3
Software which changes reality .....	5
We are an international federation of companies .....	7
Our strength lies in people .....	9
We create value for our shareholders .....	11
We are an expert in various sectors .....	13
Banking .....	17
Payments .....	18
Insurance .....	19
Public Administration .....	20
Healthcare .....	21
Defense and Uniformed services .....	22
Energy and Gas .....	23
Telecommunication and Media .....	24
ERP .....	25
Business Intelligence .....	26
Cloud services .....	27
Security .....	28
Our values .....	29
Why Asseco? .....	31

From a startup  
to a global IT company.

When I established one of the first IT startups  
in Poland over 25 years ago, I believed that  
software was the future of IT.



When I established one of the first IT startups in Poland over 25 years ago, I believed that software was the future of IT. That is why I decided to build a strong Polish software company. I knew very well that such companies were successful in other countries, especially in Western Europe and the US.

During the first several years of our activity we focused on intensive development in Poland, which was marked by Asseco Poland's debut on the Warsaw Stock Exchange [WSE] in 2004 - that was a turning point for the company. It helped us to raise capital for further development and expansion abroad.

This is how the project of building the Asseco Group began - our aim was to establish an international federation of companies, which would be an alterna-

tive to large IT corporations. The Group's companies do not only share similar business objectives, but also a vision, values and partnership relations. We focus on freedom of action, entrepreneurship and excellent knowledge of local markets.

We take a responsible approach to business - we pay taxes at our revenue-generating locations and support local communities. I am convinced that such a business model allows for long-term, stable development in the modern world.

Today, Asseco is not only the largest IT company in Poland and Central and Eastern Europe, but also a global player which is present in over 50 countries. We have been developing both organically and through acquisitions - since 2004, we have made over

70 of them. We have been constantly strengthening our competencies and looking for innovative solutions - only in 2018, we allocated EUR 199 million to R&D. As a result, we are able to create modern and innovative products which are appreciated by customers from all over the world.

We are a stable company which has been creating value for its shareholders for years. In 2018, the sales revenues of the Asseco Group exceeded EUR 2.2 billion, out of which 85% were generated from international operations. The growing share of companies from outside Poland in the Group's total revenues and cross-sector diversification confirms the effectiveness of our development strategy.

As a leader I have been lucky to have met the right people while building our Group. I am thinking of a team of hard-working people who believe in the sense of what we do and have taken up many challenges which seemed unfeasible at first. However, we would not become the leading software producer in Europe without the trust of our customers and business partners.

  
Adam Góral

President of the Management Board of Asseco Poland

# Software **which changes reality.**

The Asseco Group is present everywhere where technology and business impact everyday life. We are a federation of companies which operate worldwide. It is led by Asseco Poland, which is one of the first startups established in Poland.

We believe that together with our customers we can improve the comfort of many people. We use our competencies and experience to create software which has a real impact on the present and the future.

Our systems are used by banks, energy and telecommunication companies, the public sector and the health care service. We know that we cannot fail and we take full responsibility for projects that we implement. In this way, we have been building the trust in Asseco and its value for many years.

We have been constantly improving our competencies and investing in research and development because the most important thing for us is the success of our customers. Such an approach to business has enabled us to become the market leader in Poland, Israel, South-Eastern Europe and Central Europe.

EUR 2.2 billion

in revenues  
in 2018



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

Over

70

acquisitions  
since 2004



One of the biggest software  
producer in Europe



We employ

+24,000

people



Including

4,800

in R&D

Over

25 years

of experience



We are present  
in over

50

countries

We spent

199

million EURO  
on R&D in 2018

# We are an international federation of companies.

Asseco is a global federation of companies, in which the principles of partnership and cooperation and the ability to operate effectively on local markets are important. We have an excellent understanding of the specificities of the countries we operate in. We create products that are recognizable and trustworthy, which, combined with the knowledge of our customers and their markets, enable us to successfully implement even the most important projects. We are committed to a responsible approach towards our employees, customers, contractors, and the countries our companies operate in.

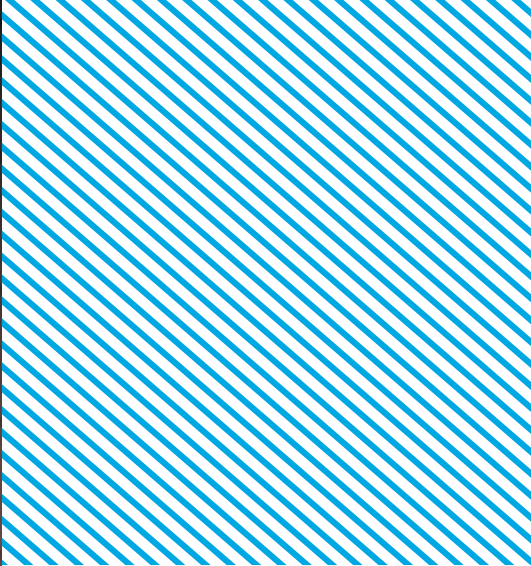




Our strength  
lies in people.



**Adam Góral**  
Founder and the President  
of the Management Board,  
Asseco Poland



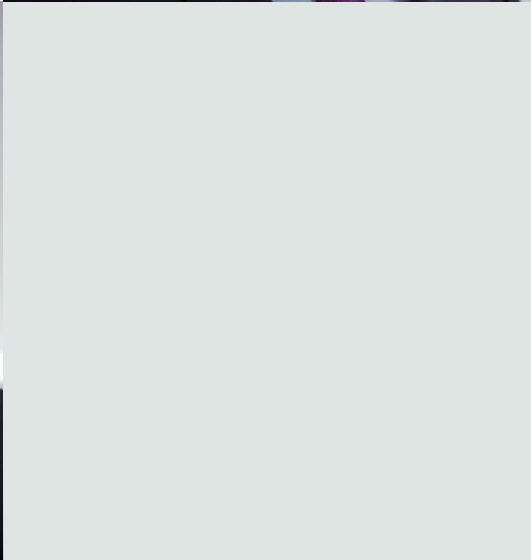
**Jozef Klein**  
Chief Executive Officer, Asseco  
International  
Chief Executive Officer, Asseco  
Central Europe



**Guy Bernstein**  
Chief Executive Officer, Formula  
Systems



**Zbigniew Pomianek**  
Vice President of the Management  
Board, Asseco Poland



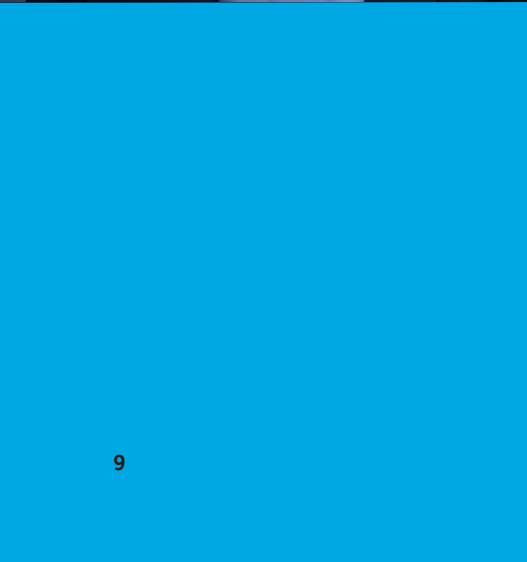
**Torben Falholt**  
Chairman of the Board of Directors,  
Asseco Denmark



**Daniel Araújo**  
Chief Executive Officer, Asseco PST



**Rafał Kozłowski**  
Vice President of the Management  
Board, Asseco Poland  
Member of the Management Board,  
Asseco International



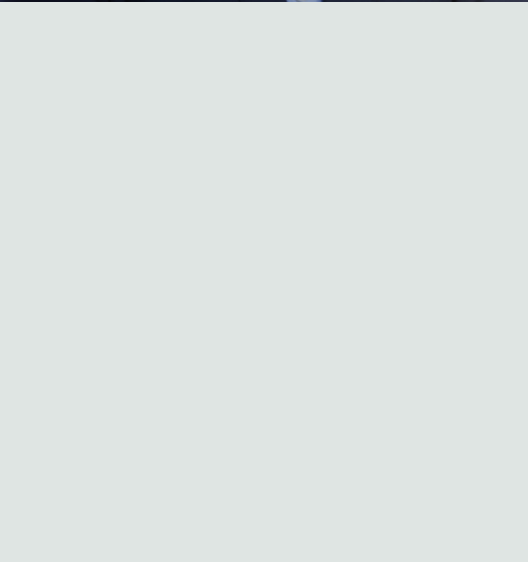
**Piotr Jeleński**  
Chief Executive Officer,  
Asseco South Eastern Europe



**José Antonio Pinilla Lozano**  
Management Board Consultant,  
Asseco Spain



**Marek Panek**  
Vice President of the Management  
Board, Asseco Poland  
Member of the Management Board,  
Asseco International



**Przemysław Sęczkowski**  
Member of the Management Board,  
Asseco International



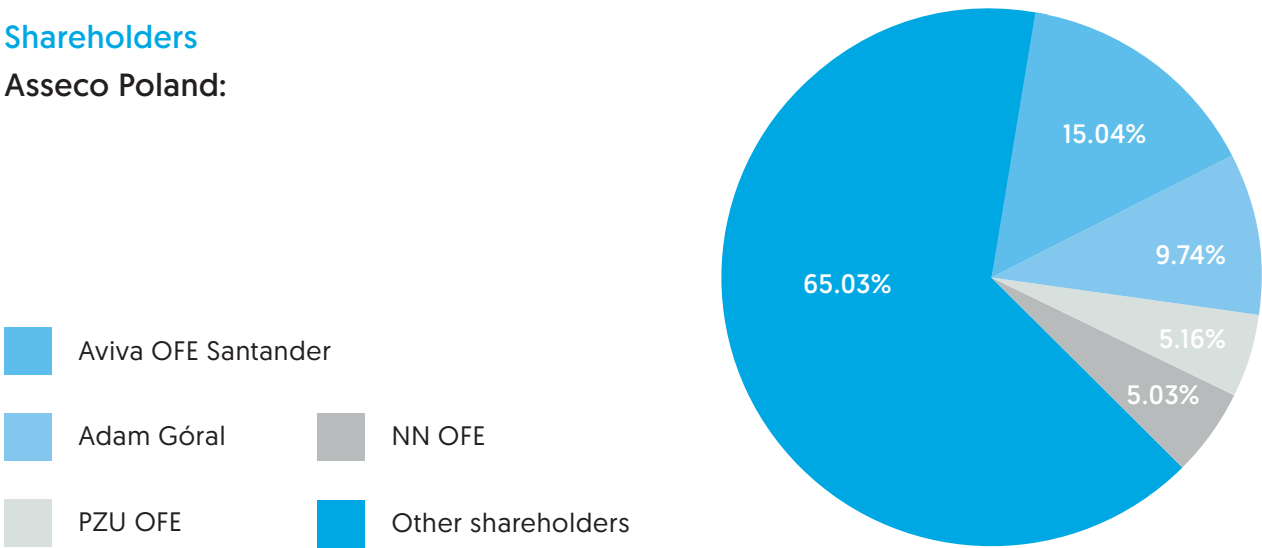
# We create value for our shareholders.

It was a debut of Asseco Poland on the Warsaw Stock Exchange (WSE) in 2004 which made it possible to develop an international IT company. At present, we are the largest Polish IT company listed on the WSE and are included in the WIG30 Index.

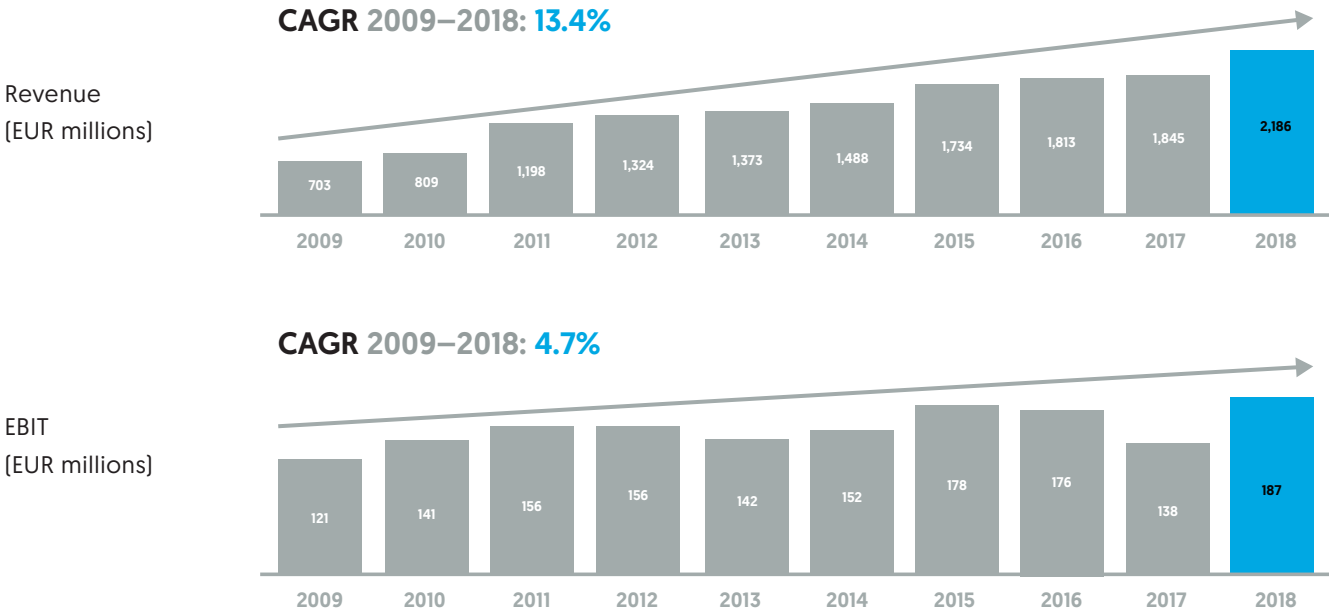
Today, the Asseco Group companies are listed on stock exchanges not only in Poland, but also in Israel and the US. This translates into the transparency of our business and focus on the effectiveness of undertaken activities. As a result, we constantly create value for our shareholders.

## Shareholders

Asseco Poland:



We focus on continuous growth  
of our financial results.



Market capitalization > 1 billion Asseco Poland

> 2.2 billion all subsidiaries listed on exchanges\*

\*Data as at April 18, 2019, market capitalization of 100-percent subsidiaries of Asseco Poland

## The Warsaw Stock Exchange [WSE]:

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

## NASDAQ, Tel Aviv Stock Exchange:

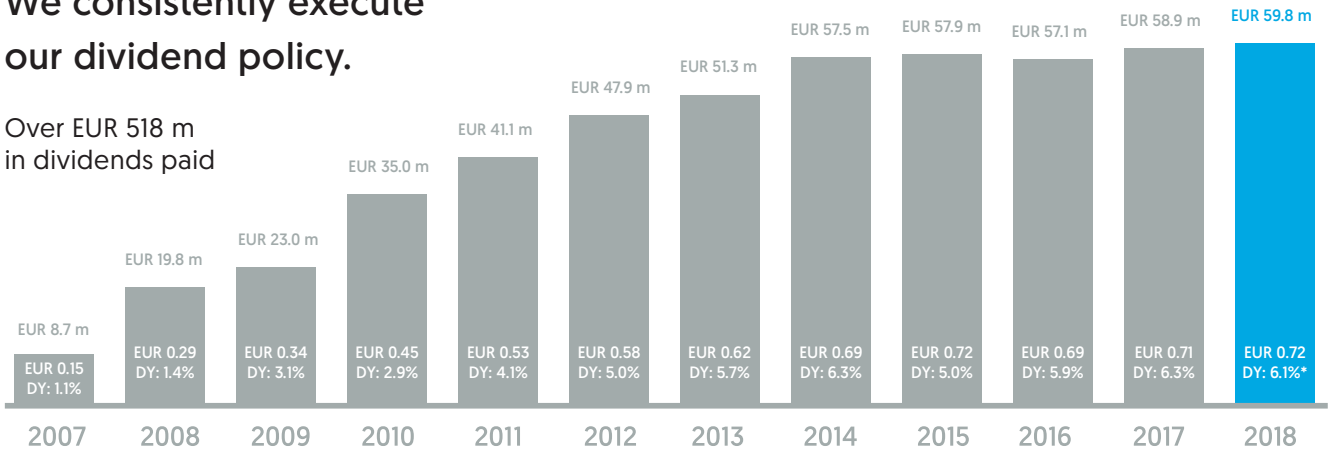
- Formula Systems
- Sapiens
- Magic Software

## Tel Aviv Stock Exchange:

- Matrix

We consistently execute  
our dividend policy.

Over EUR 518 m  
in dividends paid

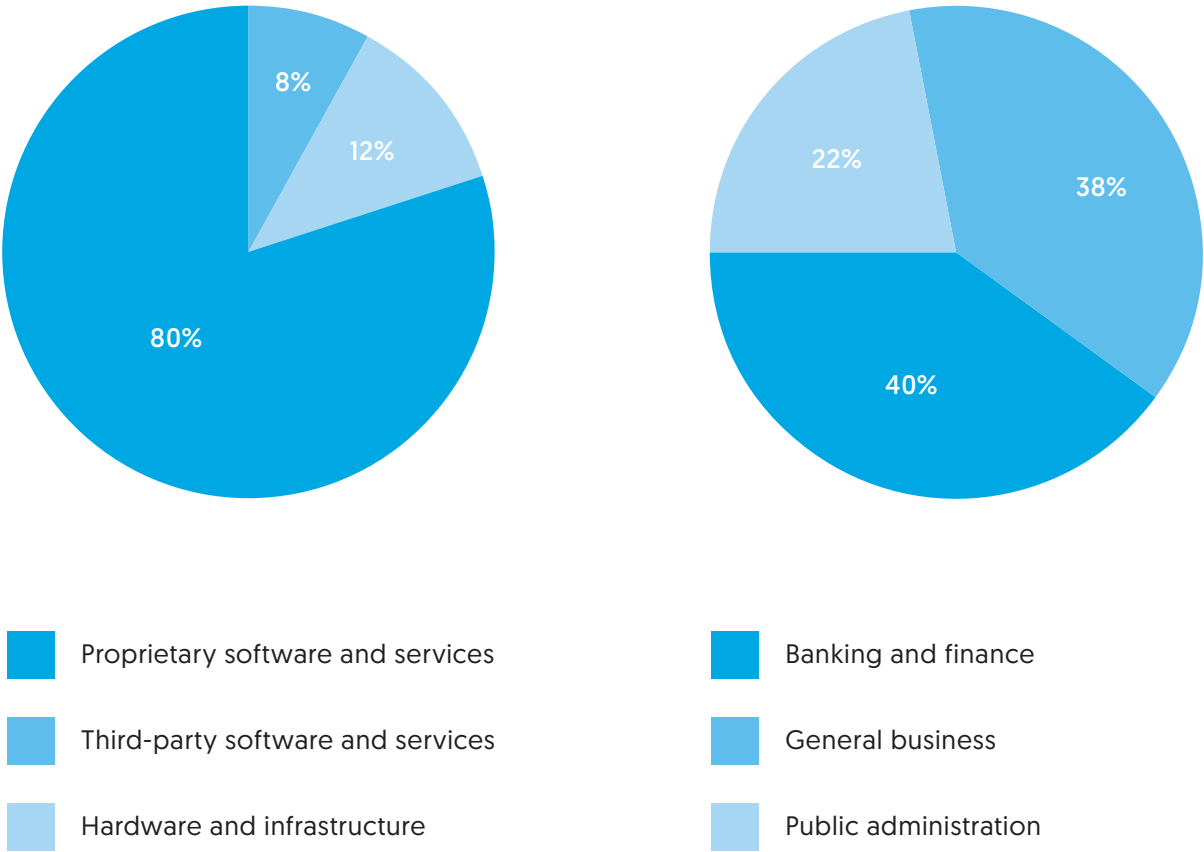


\* Dividend yield as at 25/03/2019.

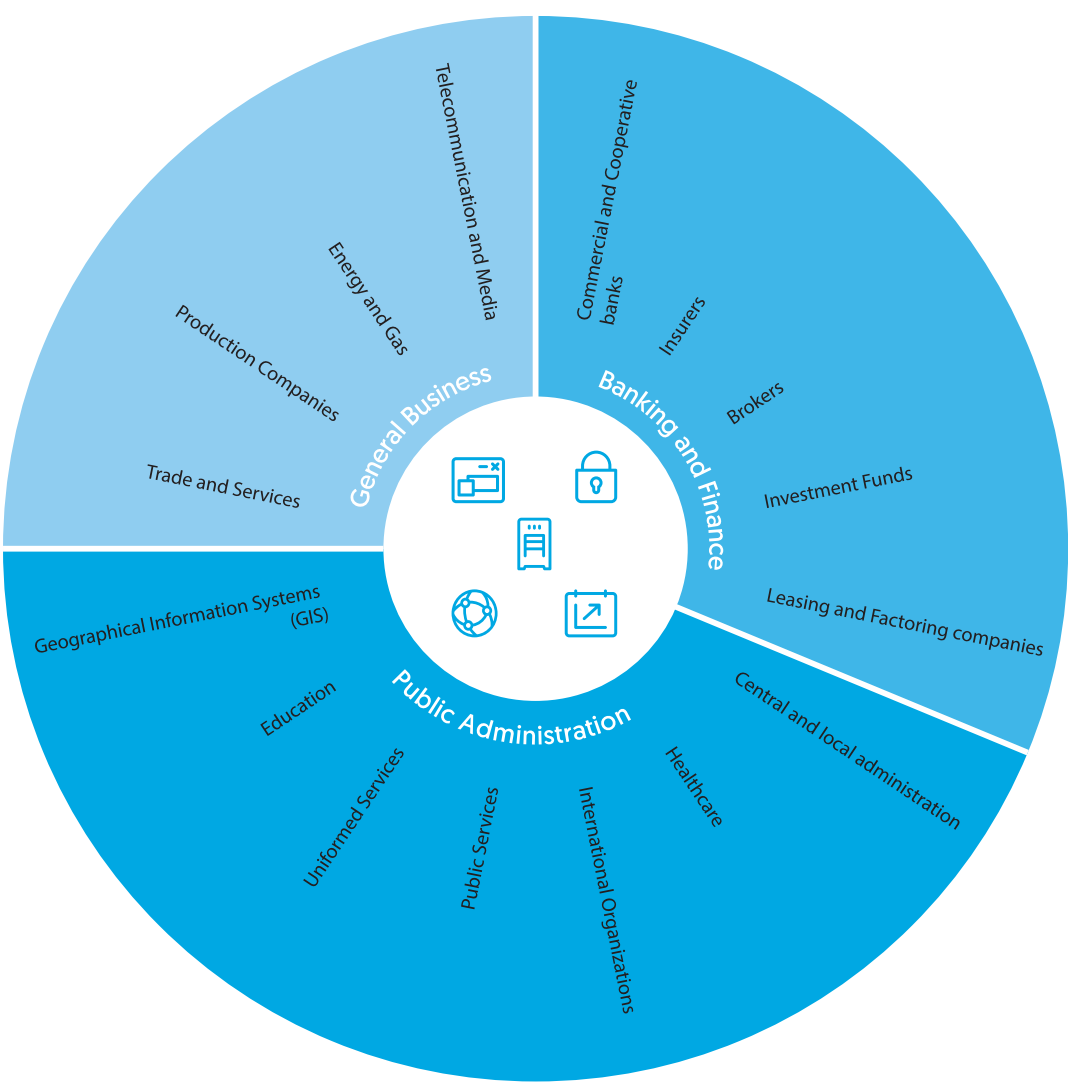
# We are an expert in various sectors.

The Asseco Group develops innovative IT solutions which have a real impact on the reality around us. Our products and services increase comfort and safety of millions of people around the world. We use our cross-sector and international know-how and experience to meet the ever-growing expectations of our customers. Thanks to this, we have been successfully improving the performance of hundreds of companies and organizations all over the world.

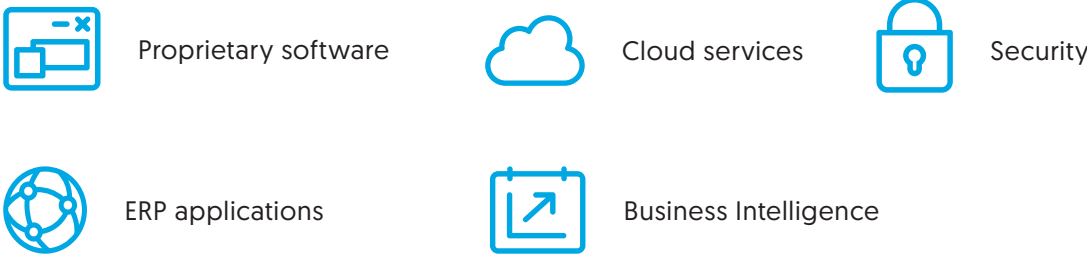
Diversified sales structure  
of the Asseco Group in 2018:



# Specialization in key sectors.



Fields of activity:





A dark, semi-transparent background image showing two men in a professional setting. The man on the left is wearing a dark t-shirt and is looking down at a laptop. The man on the right is wearing a suit jacket, a light-colored shirt, and glasses, and is also looking at the laptop. They appear to be in a meeting or collaborative work environment.

Solutions for  
**demanding** business.



# Banking.



Modern banking accompanies customers around the clock, wherever they are. The role of classical branches has been taken over by mobile and e-banking solutions which must be easy to operate, comfortable and safe. Customers of both commercial and cooperative banks expect an offer which is adapted to their needs. Asseco has multi-annual experience in software development. Thanks to our solutions banks can always be where their customer is.

## Full scope of banks' requirements:

- Central banking systems
- Omni-channel and mobile solutions
- Risk management and compliance
- Software for brokers and custody services

# Payments.



Money never sleeps. In the 21st century these words acquire a particular importance because the electronic payment network covers the whole world and is active every day around the clock. Regardless of whether a transaction takes place in a classic shop or in virtual space, both sides expect that a payment will be made quickly and securely. Asseco develops solutions dedicated to traditional trade and e-commerce as well as the management of payments, ATMs and automatic transaction systems. Shopping with us never goes wrong.

## Wide portfolio of proprietary solutions for the payment sector:

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

> 4,000

employees supplying banks with software and services

in 30 countries



we support

> 400 cooperative banks

in Poland

Competence centers

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

we process

12 million

card transactions per month

we support

> 420,000

POS terminals

> 9,000

ATMs and multimedia kiosks

Competence centers

in the Balkans and Spain

Significant share in the market

over 50% banks in Poland



over 50% of banks in Czech Republic and Slovakia



over 70% of banks in the Balkans



80% in the core system market in Angola

over 50% banks in Israel



We support payments for

> 200

banks worldwide

400

employees responsible for the payment services division

- 40,000 merchants in the e-payment network
- 55 million of e-commerce transactions per month

# Insurance.

Safety is a key factor. This simple principle applies not only to IT systems, but also to daily lives of millions of people - their money, property, cars, as well as health. As one of the world's largest software providers for the insurance sector, we understand this well. Therefore, we constantly and continuously develop our competencies and provide our customers with tools, which enable comprehensive support of sales channels, optimization of their offer and administration of policies.



### Competencies in the area of:

- Personal and real estate insurance
- Health insurance
- Life insurance

# Public Administration.



Modern information technology solutions help with building a friendly country. Comfort and convenience of a citizen depend on the security of the systems which process sensitive data. The Asseco Group has been developing tailor-made solutions for the central administration and advanced products for local administration for years. The products meet the highest requirements in the field of security. We are a supplier you can rely on and a trusted partner for public institutions.

### A diverse offer for the public sector:

- Proprietary solutions for central administration
- Advanced products for local administration

#2

among global software suppliers for the insurance sector



> 230

insurers and reinsurers cooperating with the Asseco Group worldwide

Competence centers

In Central Europe and Israel, with over 30 years of experience

TOP3

of software suppliers for the public sector in Central-Eastern Europe

> 1,200 employees

working on the projects for the public administration

Competence centers

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

> 2,300 employees

working for the insurance sector

> 60 companies in Europe

use Asseco's solutions to manage the Solvency II directive

The largest software supplier for the Public Administration sector\*

We cooperate with

> 320 institutions

including

> 200 local government bodies in Poland

We have been cooperating for years with the institutions dealing with social insurance (ZUS, among others)





# Healthcare.



Thanks to state-of-the-art IT solutions, the healthcare sector has finally entered the 21st century. Managing operations of a medical facility, circulation of documents and a treatment process with the support of a user-friendly IT system translates into a more effective treatment, as well as greater patient and staff comfort. When an accurate diagnosis and software implementation is needed, you can rely on Asseco. We offer solutions for small medical practices and large hospitals, at regional and central level.

## We offer variety of proprietary solutions:

- Dedicated, unique and comprehensive systems and eHealth projects for the government
- Central transactional systems, portals and document circulation management systems for health insurance [DMS]
- Hospital Information Systems [HIS], systems for medical practices [GP], electronic medical records

# Defense and Uniformed services.



Migration flows, terrorism, cybercrime and attacks against critical infrastructure. The beginning of the 21st century has brought major challenges, which states and Uniformed services have to face around the world. In response to their needs, the Asseco Group offers a range of solutions contributing to strengthening security by linking it to the latest available technologies. For over 40 years we have been gaining experience on international defense markets and we are a trusted partner for agencies with global reach.

## We offer solutions in various fields:

- Critical infrastructure management
- Cyber-safety and defense
- Solutions for Uniformed services
- Command and Control

We develop solutions for **ministries and healthcare funds**

**> 500**  
employees

working on solutions for the healthcare sector

Competence centers

in Poland, Central Europe and Israel

**352** clients  
worldwide



Competence centers

in Poland and Israel

The **largest** IT supplier for the healthcare sector **in Poland\***



We support over **530 hospitals** in Poland, the Czech Republic, Slovakia and Hungary.

More **than 64,000 clinics, medical units and practices** use Asseco's solutions.

Our **Blood Bank system** operates in **17 Blood Donation and Healing Centers** and remaining centers are supported in other areas.

We created dedicated mobile application called **Informacje Medyczne** (Medical Information), which enables convenient management of information provided by medical units and its use via smartphones.

**> 30**



implemented projects for NATO and the European Union (EU)



A sector leader in Poland and Israel

.....

Quality certificates  
ISO 9001: 2000  
AQAP 2110: 2009

# Energy and Gas.



We usually think about electricity only when it is off. However, without it, modern societies could not function normally. That is why it is so important for energy companies to have access to technology that is trustworthy. Asseco's systems support all processes related to electricity distribution management, capital management and customer service. The combination of our experience and expertise makes us the preferred partner for most energy companies operating in Poland and allows us to strengthen our presence on international markets.

We develop comprehensive IT solutions for:

- Spin-off companies
- Energy distributors
- Companies dealing with customer service

# Telecommunication and Media.



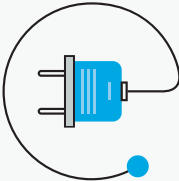
Telecommunication is one of the most dynamically developing sectors in the world. It has to face infrastructural challenges, constantly improve the quality of offered services and enrich its offer. On this competitive market, Asseco offers systems which support sales and advanced customer service. They are used by the largest telecommunication and media companies operating in Poland.

Our offer supports all processed for:

- CRM – B2C and B2B clients
- E-commerce
- Billings and Customer Finance ManagementError and malpractice detection and Revenue Protection Systems
- Product Catalogues
- Customer Self Management
- WebMethods
- Data centers

Flagship product:

Asseco  
Utility  
Management  
Solutions



generates 60%  
of electricity bills  
issued in Poland

Competence  
centers

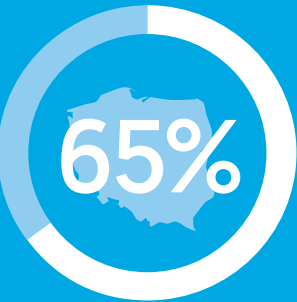
in Poland, Germany and  
the Czech Republic



We are the leading  
provider of billing  
systems in Poland

Competence  
centers

in Poland and Israel



We are the leader  
of the Polish market

> 220  
specialists

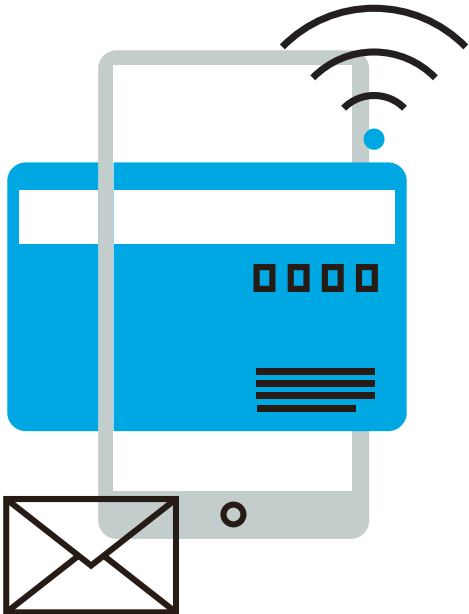
responsible for our IT  
solutions for the utilities  
sector

We have been cooperating  
with our customers since

1989

We conduct  
sels activities in  
countries

35



> 250  
employees

specialized in working  
for telecommunication  
and media sectors

AUMS has been included in Gartner's report entitled  
„Magic Quadrant for Utilities Customer Information Systems”

# ERP solutions.

The success of each business depends on making good decisions and using the right tools. The Asseco Group's portfolio of the ERP solutions supports all processes for micro, small and mid-sized companies and the largest enterprises. Thanks to our cross-market experience, we have become one of the market leaders in Central Europe.



## Wide offer of the ERP solutions and services:

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

# Business Intelligence.



## Comprehensive offer of BI software and services:

- Data warehouses for all business segments
- Professional consulting services
- Proprietary solutions for financial institutions
- Mandatory reporting and Anti-Money Laundering (AML) systems
- Implementation of third-party software

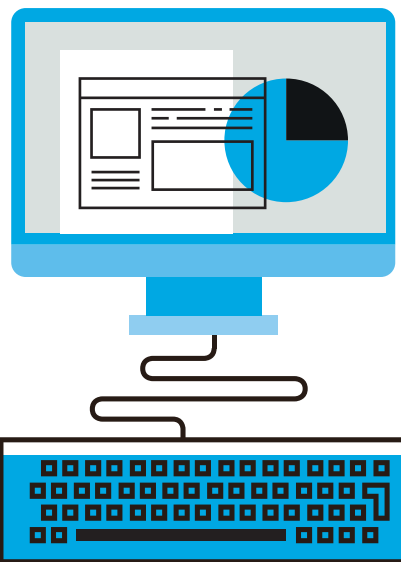
Aristotle once said that a true knowledge is a knowledge of causes. However, having detailed data is one thing, and drawing valuable conclusions from them is another. Business Intelligence solutions offered by Asseco help managers with transforming their information into knowledge that allows them to make right decisions. This is particularly important in the business world, where effective action should be supported by rapid analysis of information held and its proper interpretation.



Our solutions have been implemented in **40 countries**

Competence centers

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



Over **200** employees responsible for the Business Intelligence field

**30,000**

active users of our applications



Our clients include

**300**

mid-sized companies

**75,000**

small companies

Co-creation of the first data warehouse for

**NBP**

the National Bank of Poland

Competence centers

In Poland and the Balkans



**> 1,700** specialists taking care of our solutions

Clients in over

**10**

countries



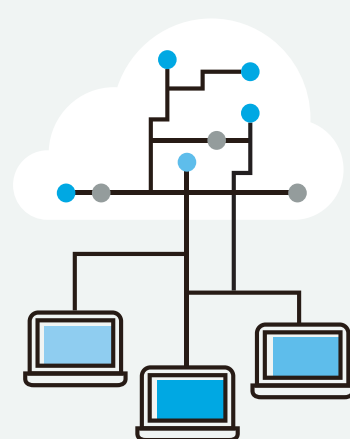
# Cloud services.

Cloud services bring many benefits to companies: high availability, cost flexibility and ensure business continuity. The interest in cloud computing has been constantly growing, both among corporate enterprises as well as small and mid-sized companies. Cyber-security services available in the cloud will become increasingly important as they keep pace with rapidly changing threats.



120

cooperative banks in Poland use modern internet banking solutions in SaaS model



We provide cloud solutions for electronic and mobile banking for 35 banks in South Eastern Europe



## Our offer includes:

- Construction, modernization, maintenance and development of Data Processing Centers (CPD)
- Cloud Computing in a public, private or hybrid model
- Modern solutions for banking available in SaaS model
- Electronic signature based on the cloud technology
- Online banking payment solutions
- Cloud solutions based on the concept of multi cloud

> 900  
Asseco clients  
use ERP and SFA systems available in a cloud

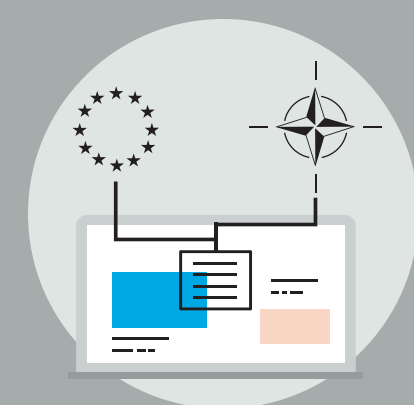
Asseco has been included in the group of five technological partners of the National Cloud – one of the most important IT initiatives in Poland

# Security.



IT security is one of the most important challenges of today's world. Mass popularization of the use of modern technologies by states, companies and individual users is posing increasingly serious threats. In Asseco, we look at security widely and not only from the level of individual solutions. We understand it as the security of companies from various sectors, the protection of critical infrastructure, as well as the stability and continuity of operations of the largest IT systems in the country. In all these areas, effective security of data processing is crucial.

Nr 1 among software producers for the public sector in Poland



>30  
implemented projects for the EU agencies and NATO

## We are a well-proven partner for:

- Central and local administration
- Army and Uniformed services
- International organizations
- Companies
- Energy sector
- Financial institutions
- Healthcare sector
- Telecommunication sector

40 years  
of international experience in the field of defense and security

Certification Center **Certum**

- the biggest Polish provider of e-signature
- is a leader of the sales of SSL certificates in Poland
- supports the majority of the Polish qualified services market

Competence centers

in Poland, Israel, Turkey, Croatia and Slovakia

# Our Values.

We are fully committed to the implemented projects and always set high standards. We combine our values with unique experience and expertise. We do not give up where others do. Our customers' success gives us the greatest satisfaction.



## Respect.

We demand trust, integrity and **mutual respect** from ourselves and others.

## Commitment.

We are **fully involved** in every project, and the success of our clients gives us the greatest satisfaction.

## Effectiveness.

We are ambitious and consistently strive to **achieve** our goals.

## Quality.

We set high standards for the **quality** of all our activities.

## Responsibility.

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

## Professionalism.

We constantly improve our **qualifications** and are willing to share our experience.



# Why Asseco?

We understand  
the needs of our customers



Proprietary  
software



Social  
responsibility



Comprehensive  
range of services

Flexible and partnership  
approach

High quality  
of products

Rich and industry  
expertise



Global and local network  
of business partners



**Asseco Poland S.A.**

14 Olchowa St.  
35-322 Rzeszów

tel.: +48 17 888 55 55  
fax: +48 17 888 55 50  
email: [info@asseco.pl](mailto:info@asseco.pl)

Branch office in Warsaw  
13 Adama Branickiego St.  
02-972 Warsaw

tel.: +48 22 574 82 00  
fax: +48 22 574 82 82

[asseco.pl](http://asseco.pl)  
[asseco.com](http://asseco.com)

CP/05/2019





asreco