

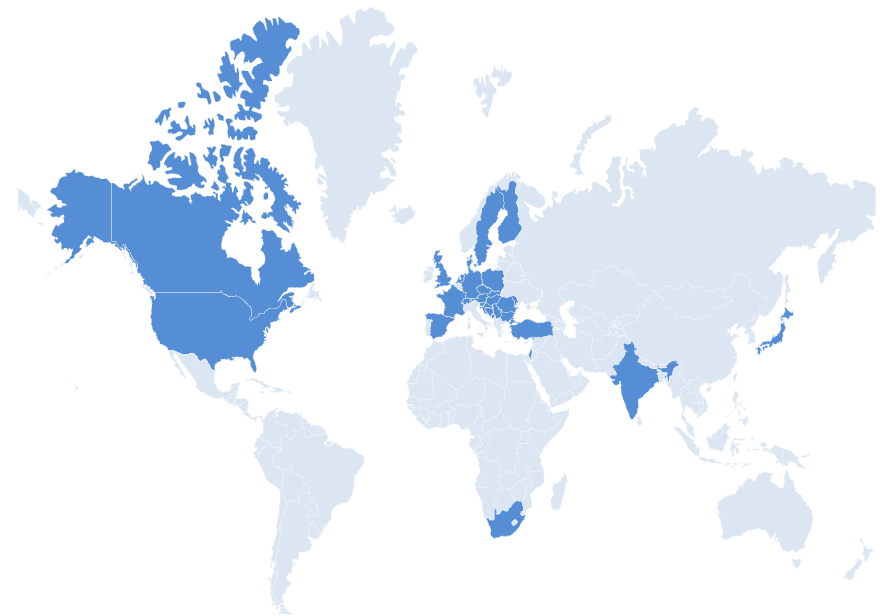
ASSERCO
SOUTH EASTERN EUROPE

Agenda

- Asseco Group - General Information
- Asseco SEE Srbija -Facts & Figures
- Our Everyday Life
- Kragujevac office
- Questions









Asseco Group in the world

- Asseco Poland S.A. is the leader of the international Asseco Group
- Asseco Poland is a combination of a software house and a service provider - producer of state-of-the-art software. Asseco's software applications are used by banks, insurance, energy and telecommunications companies, healthcare institutions, local and central public administration bodies, as well as by the uniformed services.
- By acquiring companies from the Formula Systems IT group (Israel), gained access to worldwide markets (including the United States, Canada, Japan and Australia)



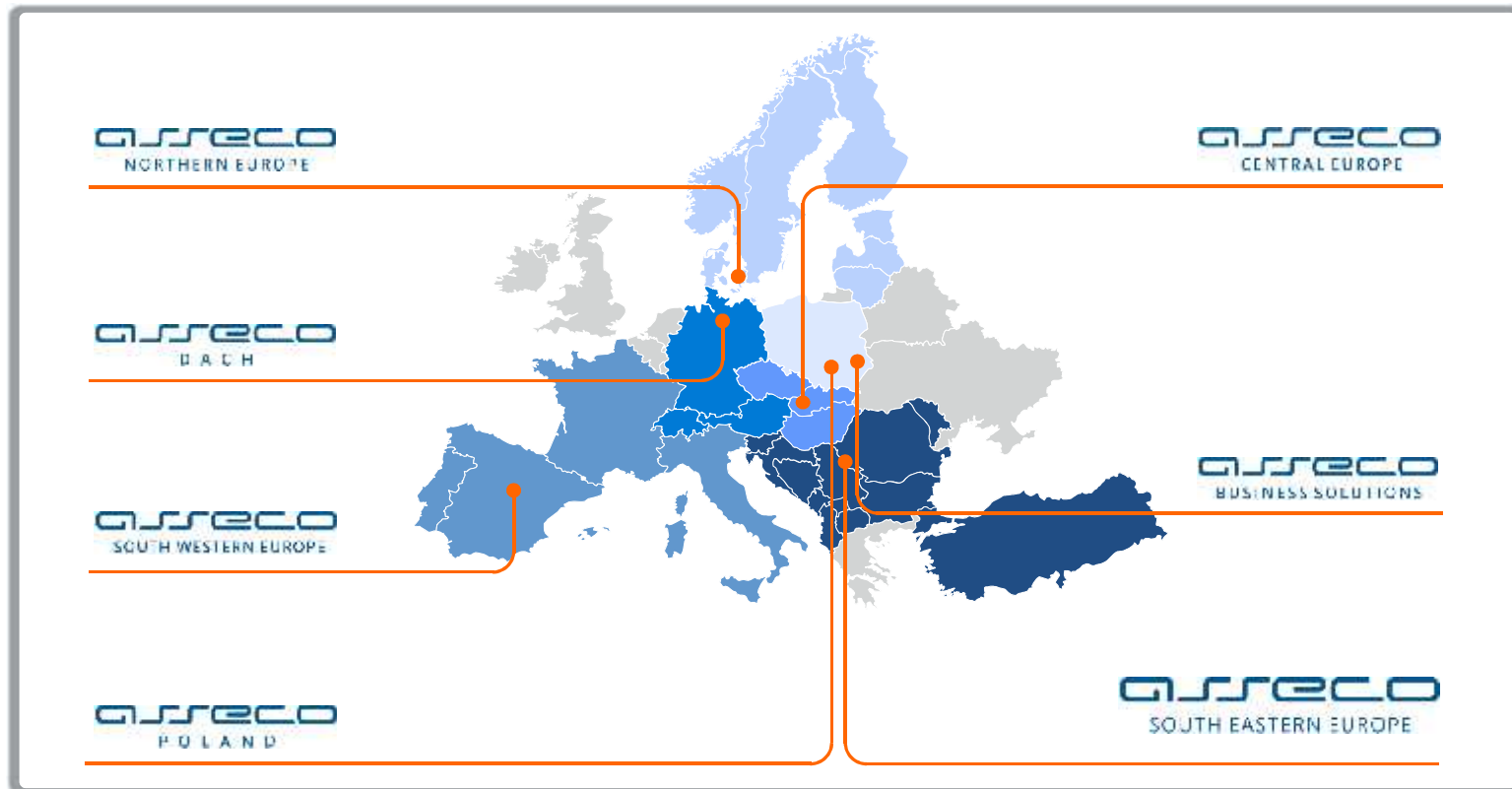
Asseco Group – General Information

Ranking of the Top 100 European Software Vendors

Rank	Company	Country of HQ location	Public	Software +Services 2012 (m€)	Total revenue 2012 (m€)	R&D employees 2012
1	SAP	DE		15 930.0	16 222.0	18 012
2	Dassault Systemes	FR		1 853.4	2 038.5	4 500
3	Sage	UK		1 591.4	1 675.1	1 391
4	Hexagon	SE		1 282.8	2 380.0	3 000
5	Wincor Nixdorf	DE		1 257.3	2 390.3	781
6	Asseco Group	PL		1 002.1	1 320.1	3 180
7	Software AG	DE		922.2	1 047.3	887
8	DATEV	DE		736.7	759.5	1 312
9	Wolters Kluwer	NL		733.4	3 597.0	2 312
10	SWIFT	BE		594.9	597.0	465

- 6th software company in Europe
- Growing company with strong foundation
 - More than 18 400 employees
 - Diversified business profile
 - Concentrated on proprietary software and services
- Strong financials with a great track record
 - 2014 revenue of PLN 6.2b (EUR 1.5 b)
 - CAGR +25.3% (2007-2014)
 - 2014 EBIT of PLN 637m (EUR 153 m)

European Presence



solutions for demanding business

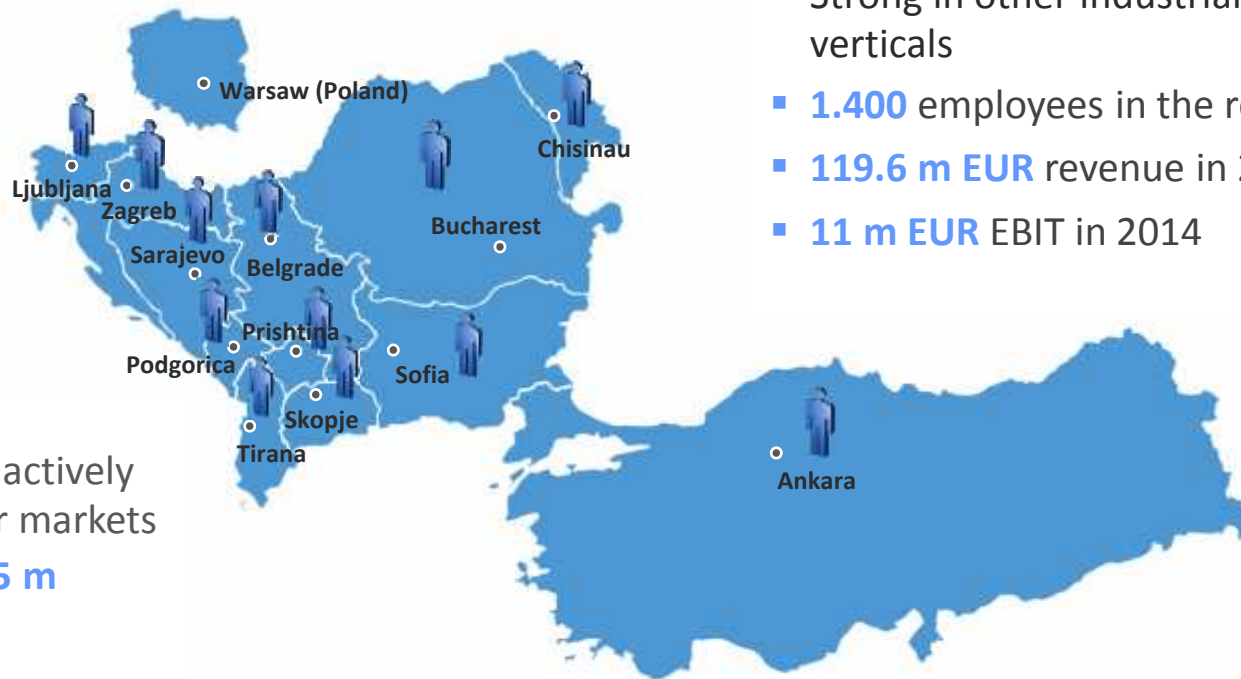
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Facts & Figures: Asseco Group and Asseco SEE



Asseco SEE Facts & Figures

solutions for demanding business



- **13** countries & actively selling on other markets
- Market size **135 m** people
- **8** languages

- Top player for banking in SEE
- Strong in other industrial verticals
- **1.400** employees in the region
- **119.6 m EUR** revenue in 2014
- **11 m EUR** EBIT in 2014

Key References - Banking & Financial



Key References – Banking, Financial, Payments



Key References - Telco & Utilities



Key References - Telco & Utilities



Key References - Public Services & Government



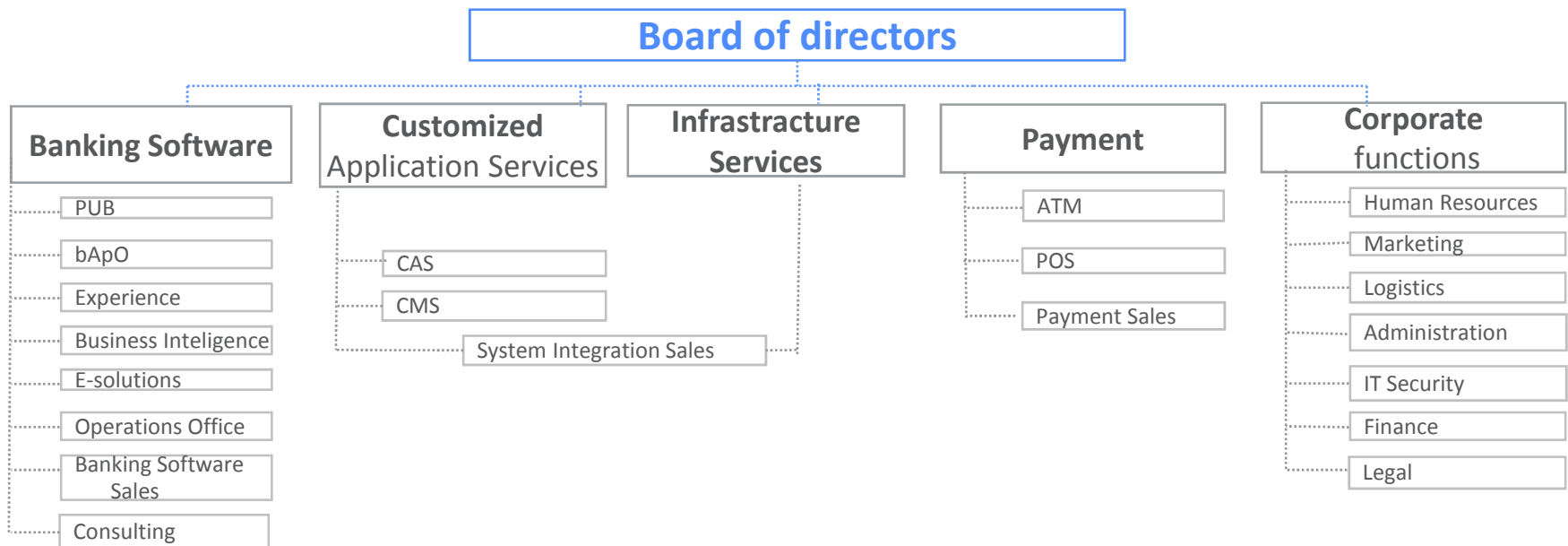
Asseco SEE Serbia Facts & Figures

Facts - Asseco SEE in Serbia

- Created in 2010 by merging of 3 leaders in the field
- 470 employees
- Offices in Belgrade, Kragujevac, Novi Sad and Niš
- More than 300 experts in software development
- More than 60 experts in system integration
- 73% with university diploma
- Average employee-37 year old
- Average time spent in the company 5 years – 30% of employees are more than 10 years in the Asseco



Organizational structure

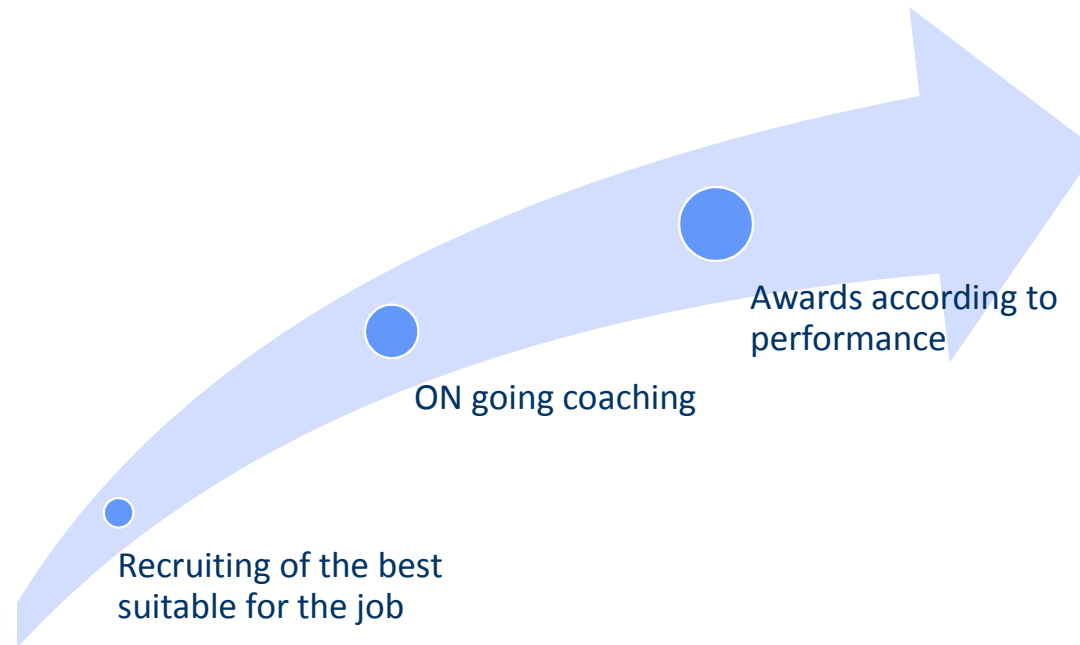


Partnership

CITRIX[®]



Our approach to people development



Professional development

- More than **240** participation in Professional programs
- More than **80** new certificates per year
- Internal program – learning business English
- Training budget –**100.000€**
- Involvement in international projects
- Sharing knowledge

Fun and joy



Corporate social responsibilities and employees



Šta Asseco radi u Kragujevcu

- Tim od 15 ljudi
- Tehnologije
 - EMC Documentum
 - .net, java,
 - Microsoft SharePoint
- Projekti: Upravljanje elektronskim dokumentima i procesima-eDMS
 - Komercijalna Banka, Ratel, Poštanska Štedionica, NIS
 - SoGeBanka Varna, Raif Rumunija...

solutions for demanding business

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Saradnja sa Univerzitetima

- Praksa
- Organizacija stručnih prezentacija
- Zajednički rad na projektima (seminarski i završni radovi)
- Rad uz studiranje za studente završnih godina
- Stipendiranje
- Šansa za stalno zaposlenje i profesionalno napredovanje

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