



## Financial results Q1 2017

**Konrad Tarański – Vice-President of the Management Board, CFO**

24th of May, 2017, Krakow

# Agenda

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- **Financial Results**
- **Sales Structure**
- **Human Resources**
- **Investments**
- **Summary**

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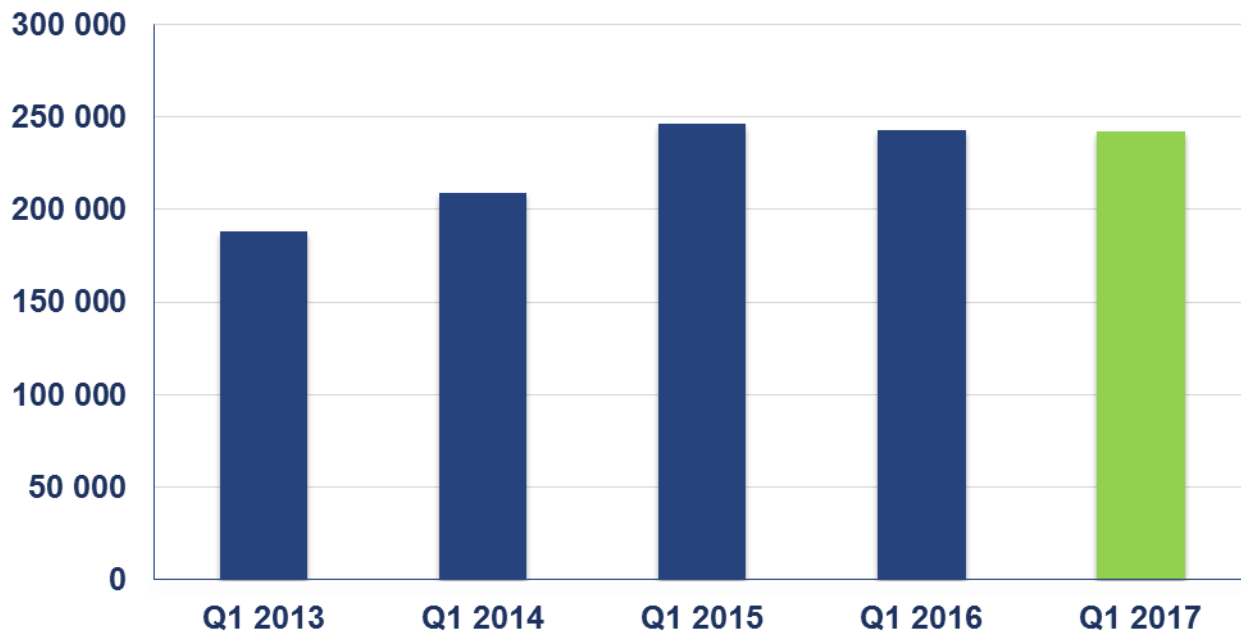
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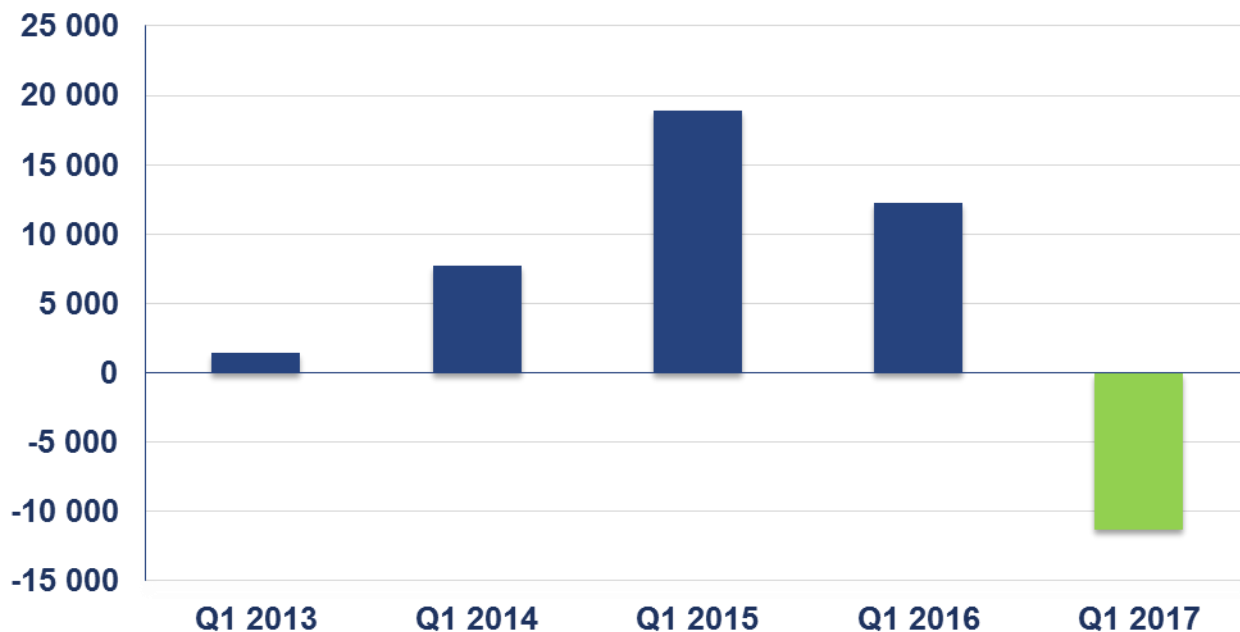
# Consolidated Financial Results Q1 2017

Grupa Comarch	Q1 2017	Q1 2016
Przychody ze sprzedaży	242 236	243 156
Wynik operacyjny	(11 285)	12 266
Wynik netto przypadający na akcjonariuszy Comarch S.A.	4 819	7 177

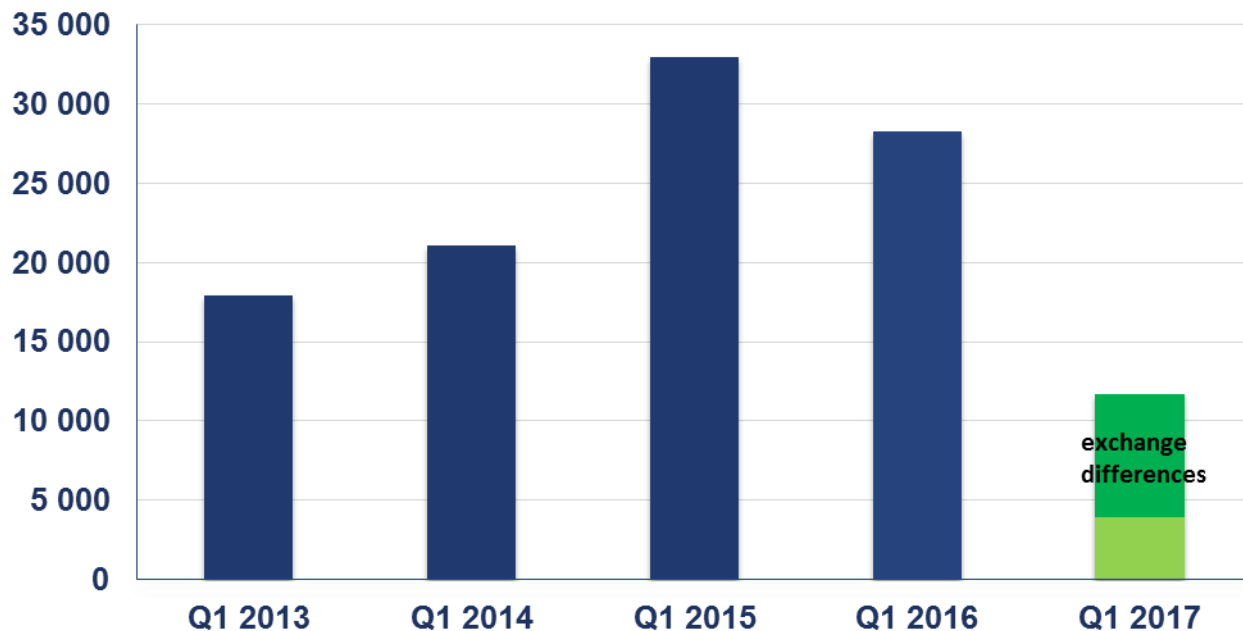
## Sales Revenue Q1 2017 (Comarch Group)



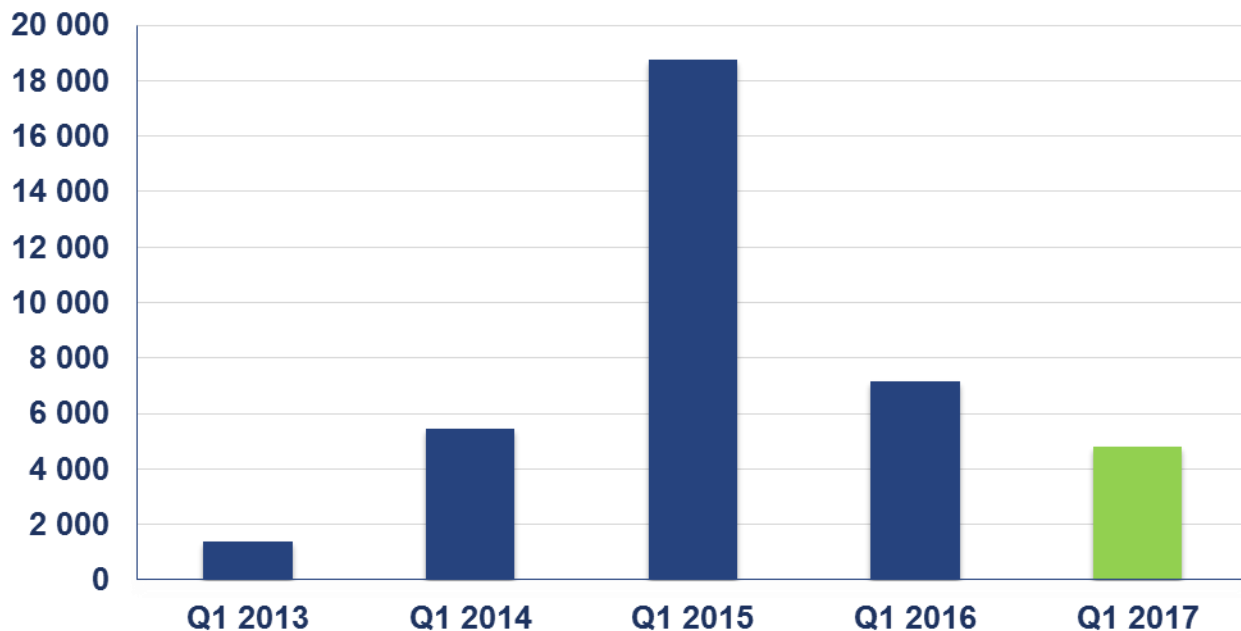
# Operating Profit Q1 2017 (Comarch Group)



# EBITDA Q1 2017 (Comarch Group)

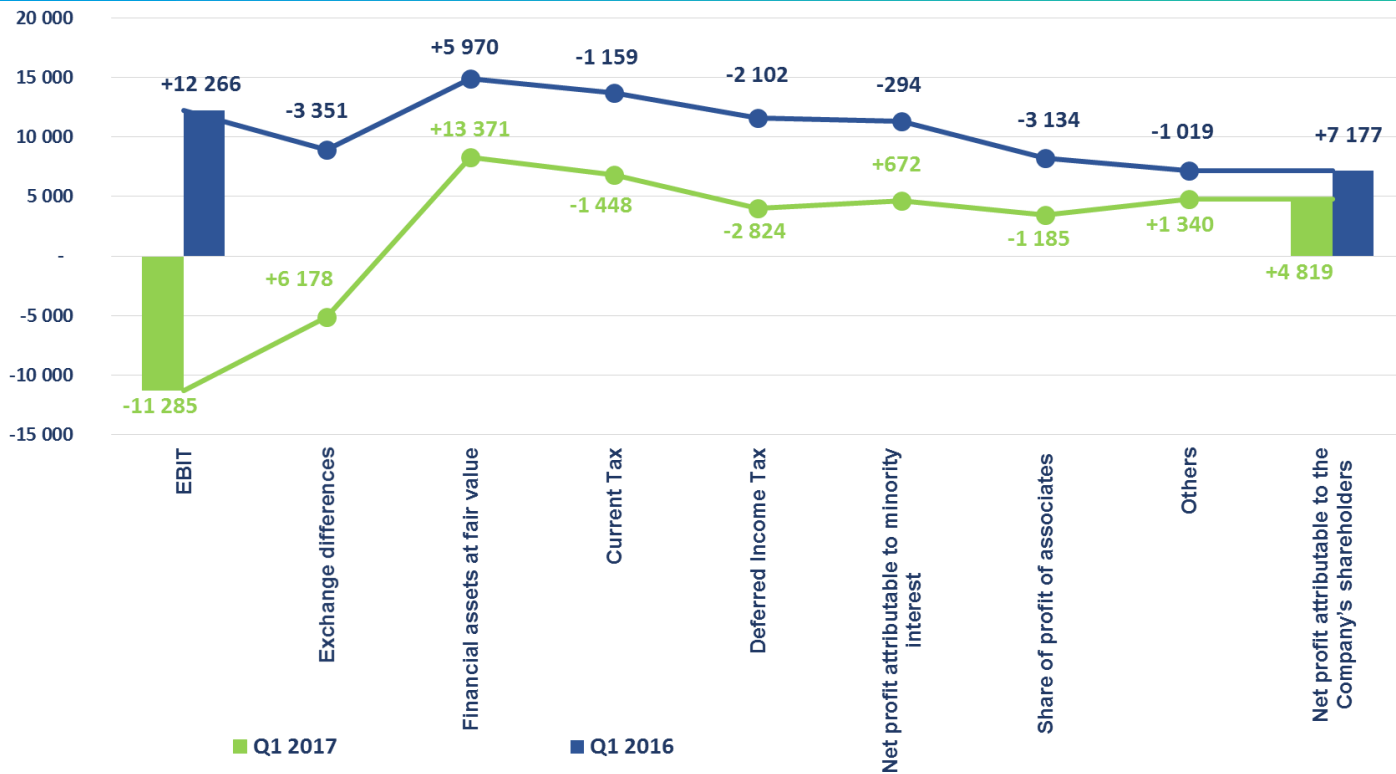


## Net profit Q1 2017 (Comarch Group)

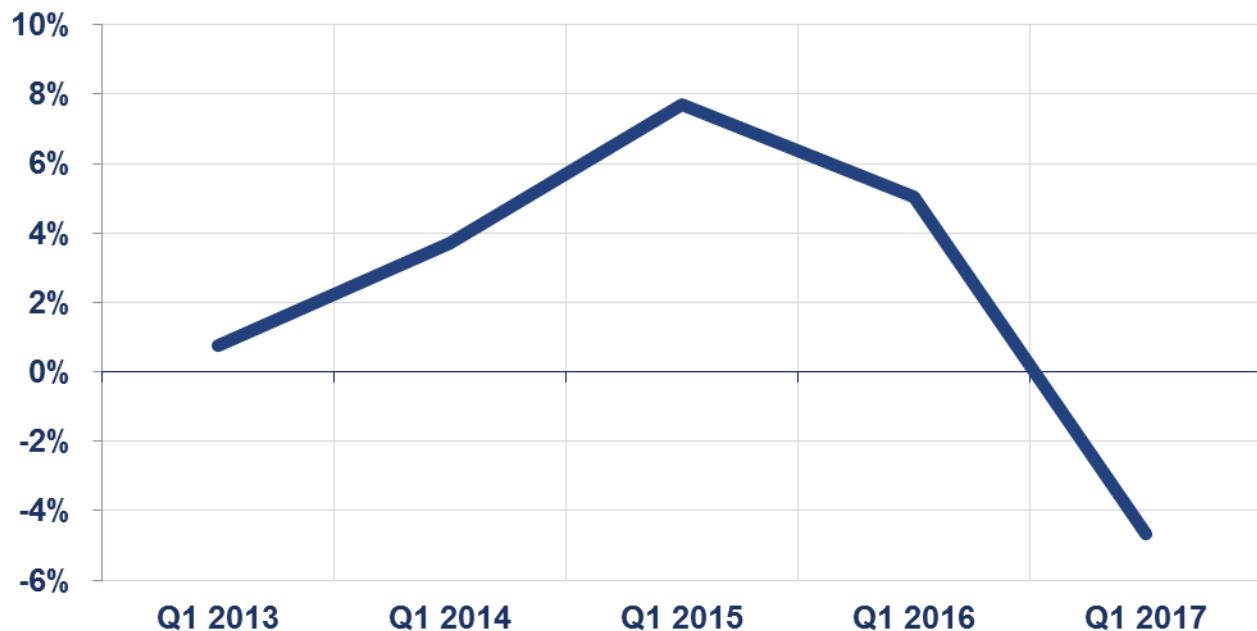




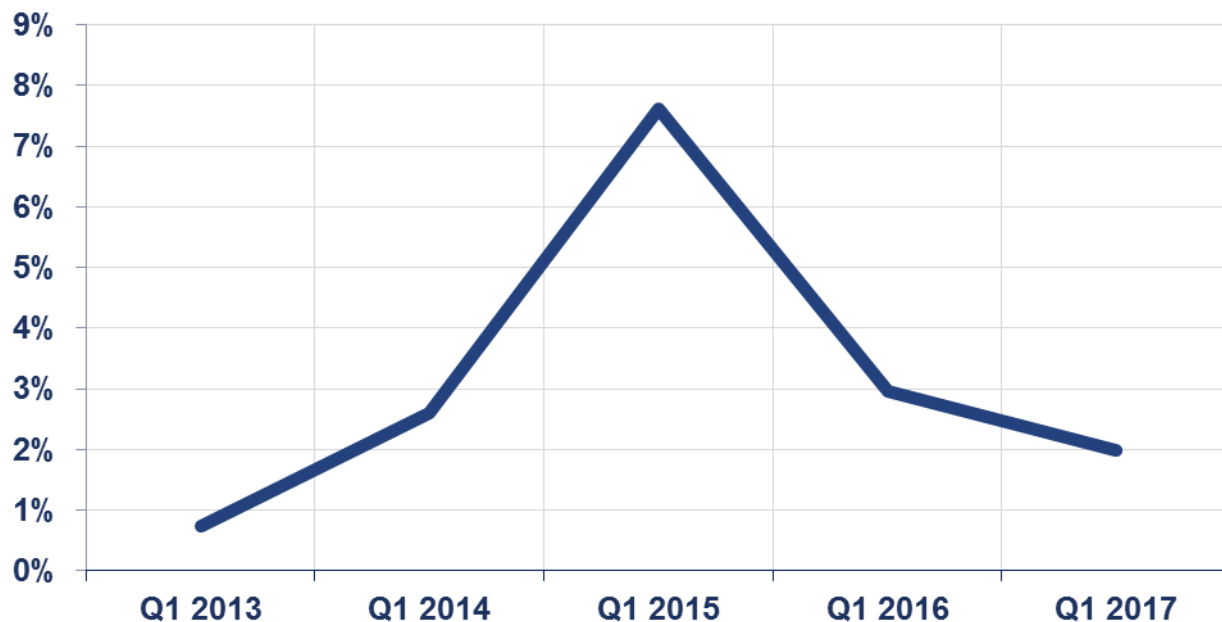
# EBIT vs. Net Profit Q1 2017 (Comarch Group)



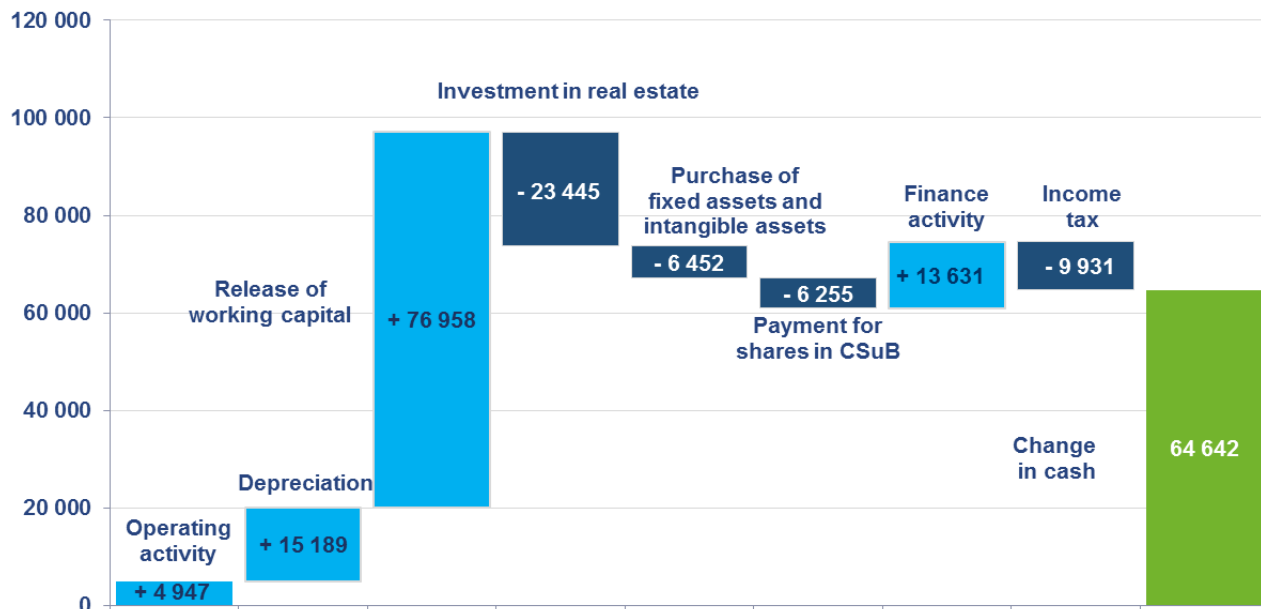
## EBIT Margin Q1 2017 (Comarch Group)



## Net Margin Q1 2017 (Comarch Group)



# Cash Flow Q1 2017 (Comarch Group)

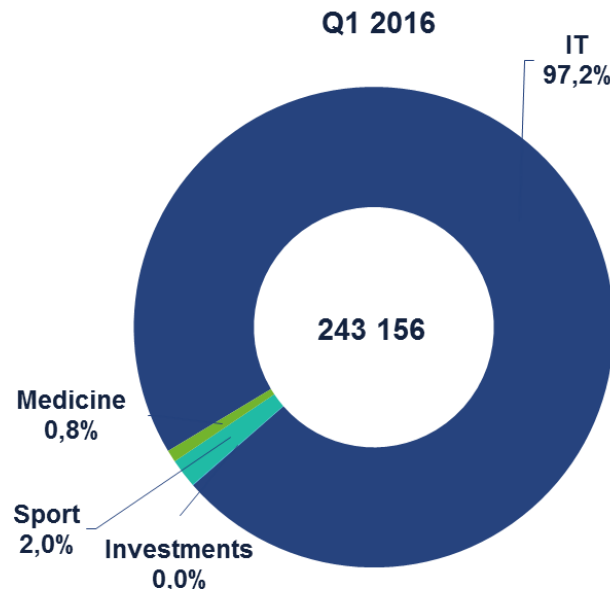
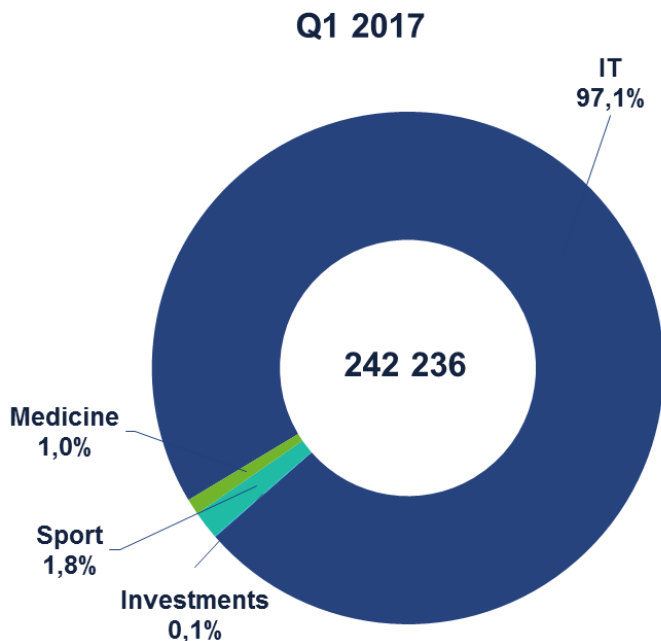


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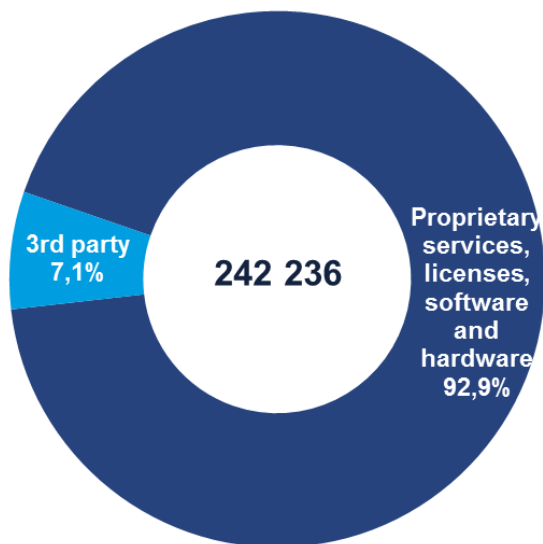
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# Market Sales Structure Q1 2017

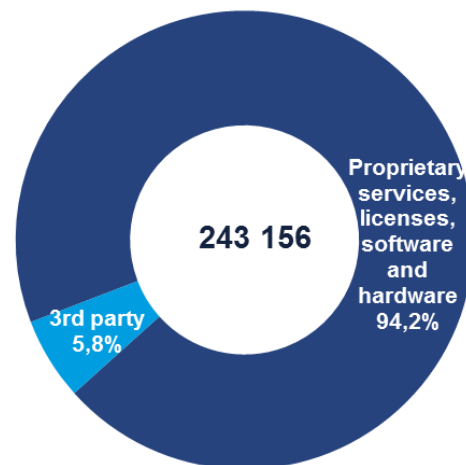


# Products Sales Structure Q1 2017

Q1 2017

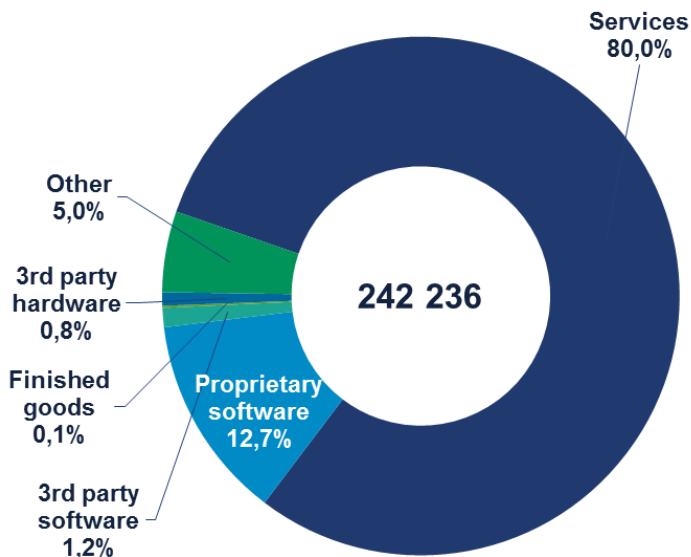


Q1 2016

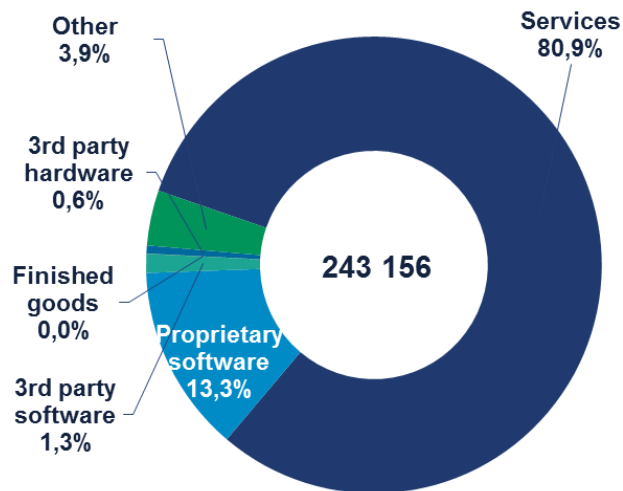


# Products Sales Structure Q1 2017

Q1 2017

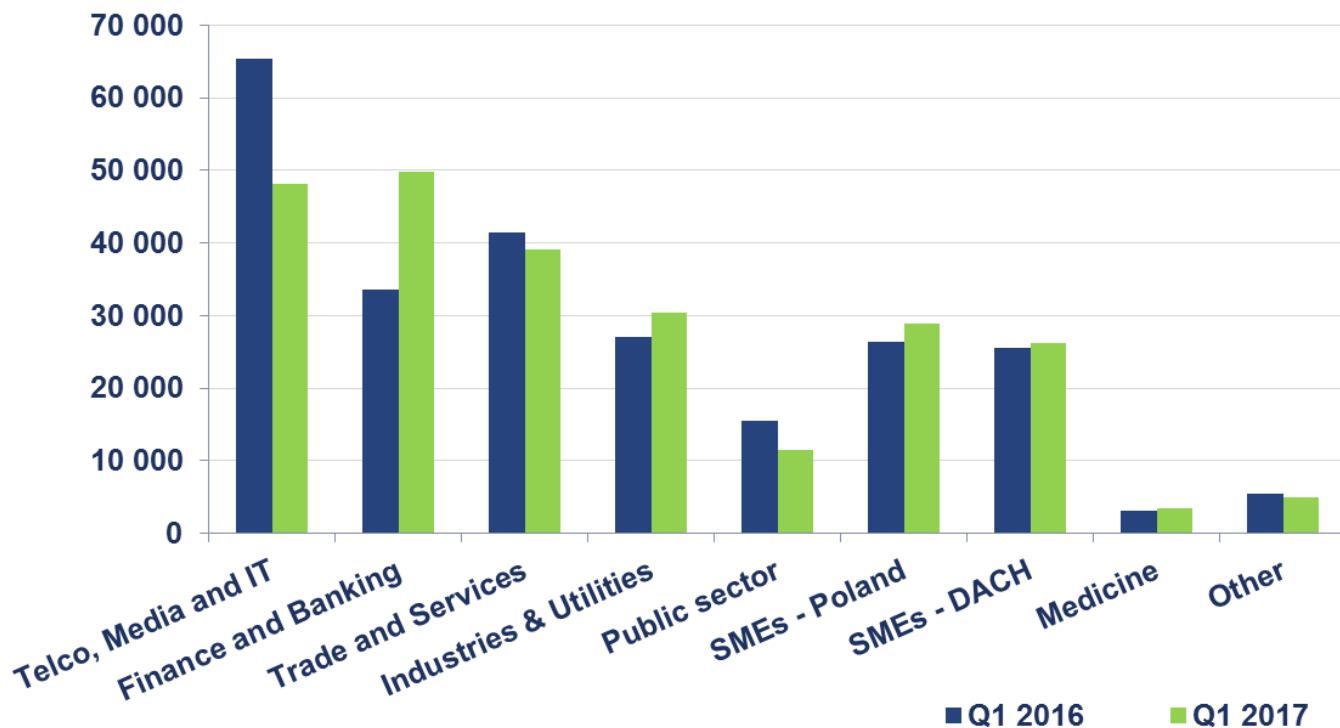


Q1 2016





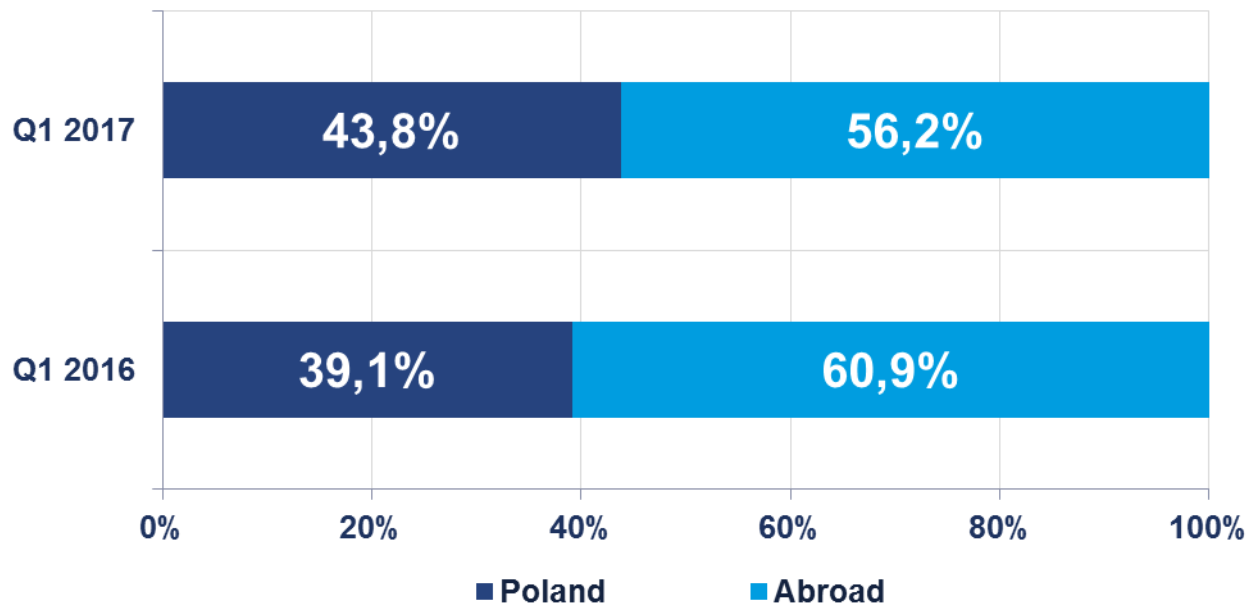
# Market Sales Structure Q1 2017



*In PLN thou.*

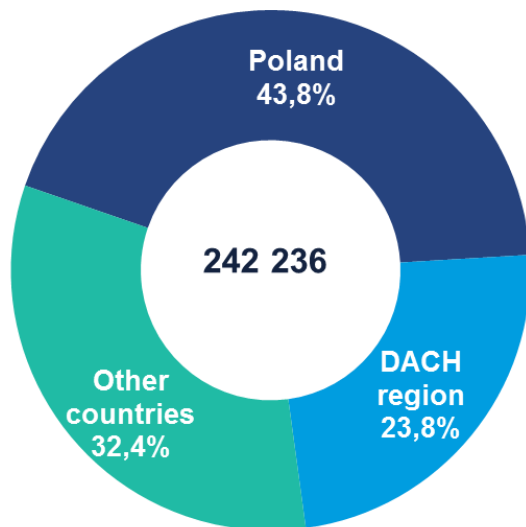
COMARCH

# Geographical Sales Structure Q1 2017

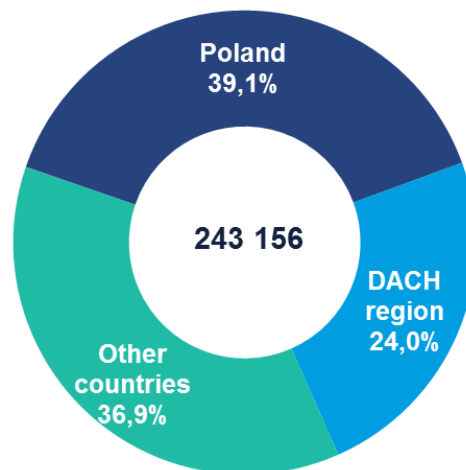


# Geographical Sales Structure Q1 2017

Q1 2017



Q1 2016



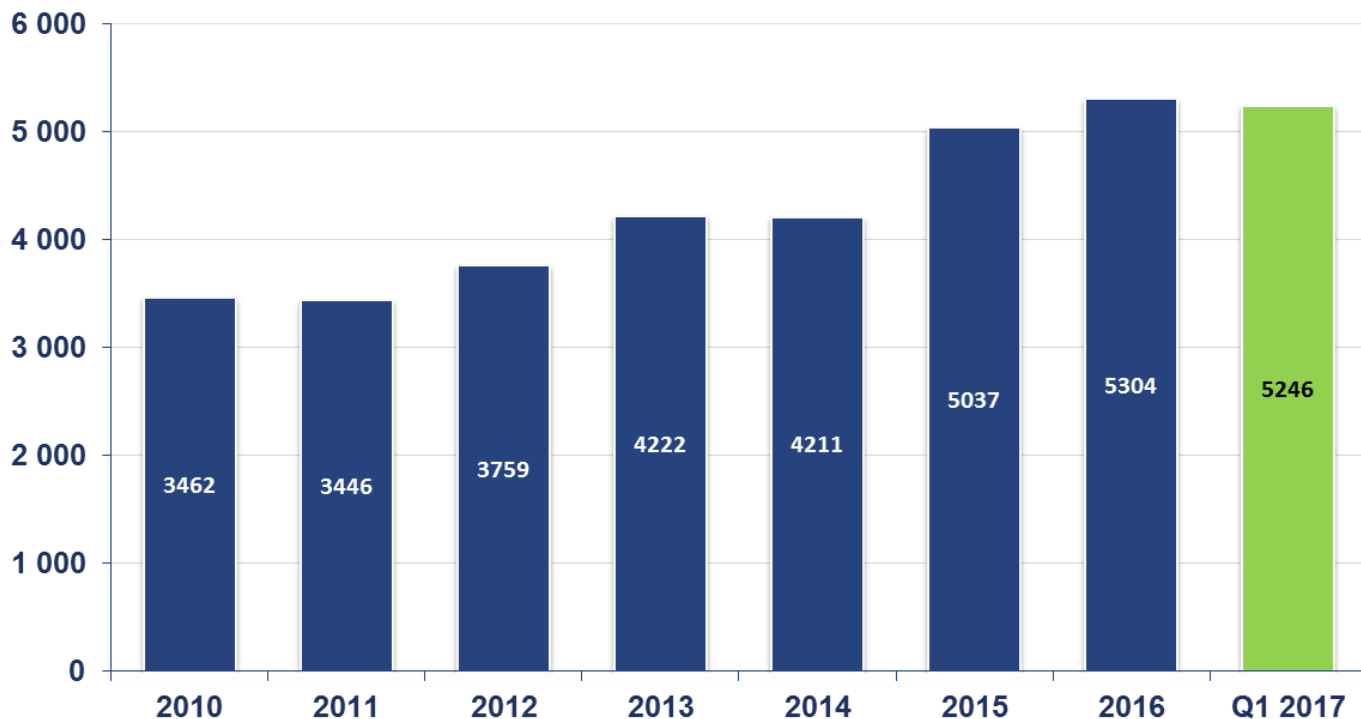
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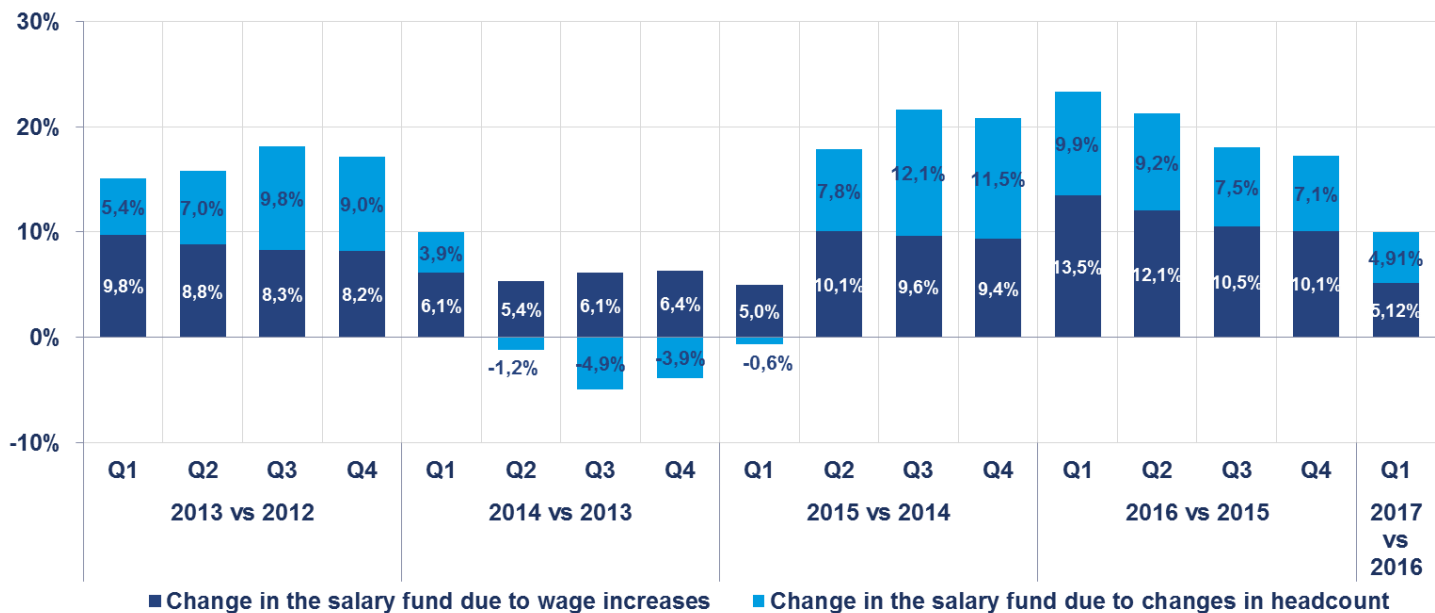
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# Employment in Comarch Group

*(excluding employees in MKS Cracovia SSA)*



# Change in Salary Fund in Comarch Group



# Employment

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- The number of employees in Q1 2017 decreased by 58 persons
- The fund of basic salaries in the reporting period was 8% higher than in Q1 2016
- In H1 2017 we plan to stabilize the employment rate at current level

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# R&D Projects in Q1 2017

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- e-Health, among others, Telemedicine, City of Health
- Smart City & Smart Airport
- Internet of Things
- Security & Defence
- Constant development of existing products

# Investments in Infrastructure in Q1 2017

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- Use of office building in Łódź
- Use of IoT Lab production hall in SSE6 building
- Ongoing construction of CDC Lille, planned completion in Q3 2017
- Ongoing construction of office building SSE7 in Krakow, planned completion in Q4 2017
- CAPEX planned in 2017 > PLN 90 million

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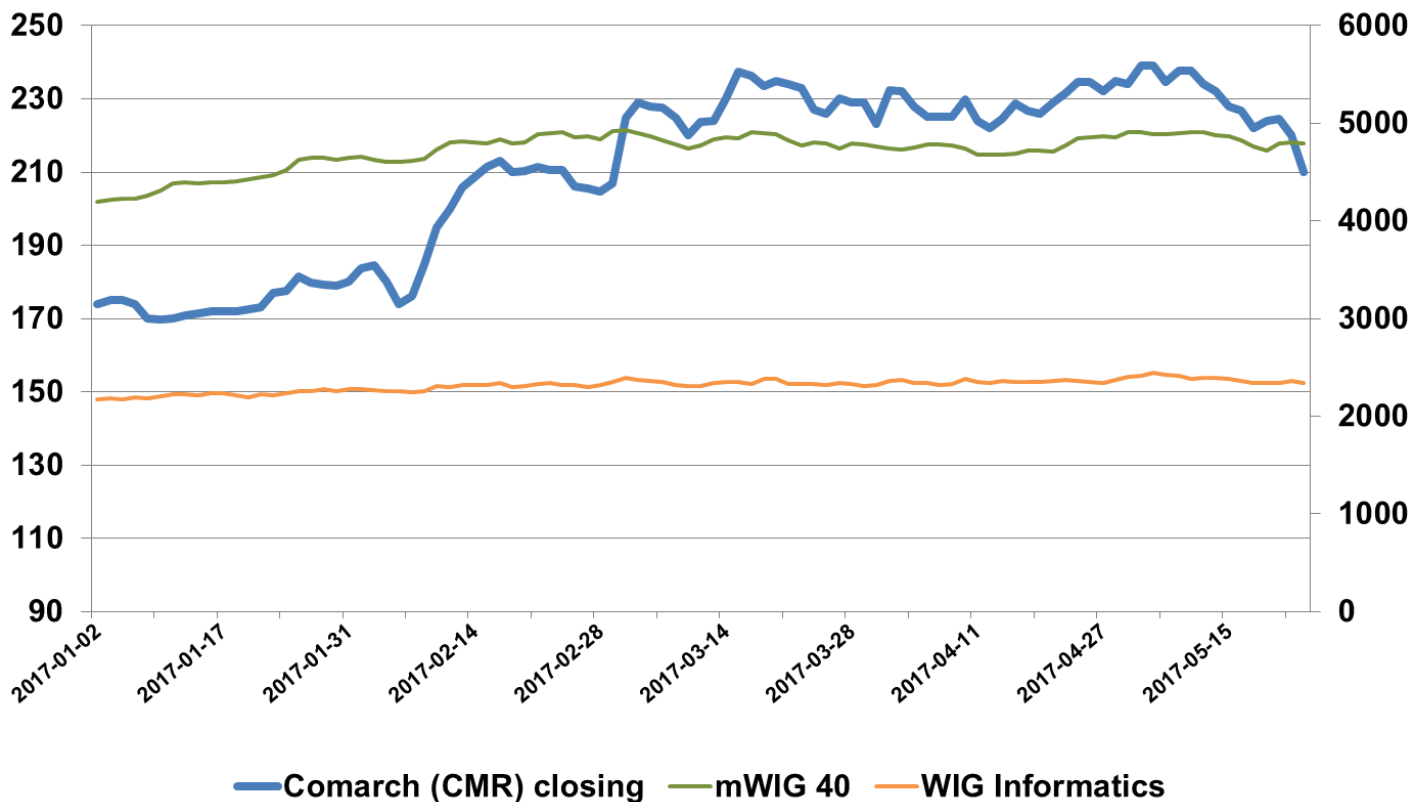
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# Summary of Q1 2017

- Operating profitability decreased compared to Q1 2016 as a result of operating costs along with the sales at the stable level, as well as a result of exchange differences in Q1 2017
- An increase of 11.5% in sales in the Polish market and a decrease of 8% in the foreign markets
- A decrease in sales to customers in the telecommunication sector (-26.5%), a significant increase in sales to the Finance and Banking sector (+48.5%), stable growth of sales of ERP in Poland and in DACH region, continuous slowdown in the Public and Medicine sector
- A substantial increase in salary costs compared to Q1 2017, stabilization of employment compared to the end of 2016
- A significant increase in the value of acquired contracts compared to those in Q1 2016
- Continuous investment in new IT products and development of infrastructure
- Acquisition of Geopolis and supplementing of Comarch Group's products with GIS solutions
- Dividend for 2016 planned to be paid in the amount of PLN 1.5

# Comarch Stock Price on WSE (1.01.2017 - 23.05.2017)



**Thank you for attention!**

