

The cover features a blurred cityscape at night with lights from buildings. A person's hands are visible in the foreground, holding a large, white, curved architectural model or piece of paper. The design includes blue geometric shapes in the top right and bottom left corners. The text is centered in the upper half.

COMARCH 20

ANNUAL REPORT

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Comarch Capital Group Annual Report 2014

Consolidated statement of financial position
as of 31 December, 2014





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A LETTER FROM COMARCH SA CEO, PROF. JANUSZ FILIPIAK TO SHAREHOLDERS

Kraków, 27th of April 2015

Dear Shareholders,

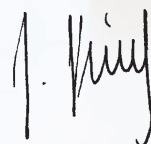
On behalf of the Management Board of Comarch SA, I am happy to present a report of the activities of Comarch Group. Comarch Group achieved the best financial results in its history as well as the objectives assumed for 2014. Revenue reached PLN 1,038 million and was higher by 10.6% compared to the previous year. Operating profit amounted to PLN 98.5 million and net profit was PLN 68.9 million. Net margin amounted to 9.5%.

In the previous year, the Group successfully continued its long-term growth strategy based on proprietary products and the development of foreign activity. The Comarch brand is renowned both domestically and internationally thanks to the wide range of technologically advanced IT systems and high-quality services. In the previous year, the Group successfully expanded its cooperation with global customers in new markets. In relation to the dynamic development of the Group's activity on the markets of Southern Europe, North and South America and some countries in Asia, in 2014 Comarch SA founded new subsidiaries: Comarch Software Spain S.L.U. in Madrid in Spain, Comarch Yazilim in Istanbul in Turkey and Comarch Sistemas LTDA in Sao Paulo in Brazil. In 2015, other subsidiaries were founded: Comarch S.R.L in Milan in Italy and Comarch Malaysia SDN.BHD. in Kuala Lumpur in Malaysia. On the domestic market, Comarch Group is one of the largest IT enterprises and pursues a large number of projects in all sectors of the economy.

In order to ensure capability for long-term growth, the company continues the stable development and improvement of existing IT products. Expenditure on research and development has now exceeded 11% of sales revenue, which has been financed both from the company's own resources and by proactively seeking out European funds. In 2014, research and development works related to innovative hardware solutions and services based on them were particularly important. Within its structure, the Group separated a business division operating in this area. Comarch Group continues R&D works within medicine (Teleradiology, Telemedicine, IT systems for managing medical documentation), which include software development, manufacturing medical devices and providing services. I believe that, in the not too distant future, Comarch Group will be one of the leaders in the marketplace of IT solutions for medicine; making business models and providing the most innovative solutions. Last year, the demand for IT solutions within cloud computing was still growing rapidly – Comarch is one of market leaders in the field of solutions based on “cloud”. The company not only invests in the latest technologies, but also in human resources. Recruiting high-quality employees is still a key factor in executing an increasing number of complex contracts.

As part of the development of infrastructure needed for the comprehensive delivery of IT solutions, Comarch Group continued the construction of a new production and office building (SSE6) in the Kraków Special Economic Zone. The purpose of the investment is the creation of convenient workspace for new employees, the development of the Comarch Data Center area and the building of a laboratory and production facilities necessary for the development of the activities in the scope of Internet of Things.

The Comarch SA Management Board shall make every effort to ensure consistent growth of Comarch Group's operations and the ability to generate innovation, whilst simultaneously keeping the safe diversification and rewarding profitability. I have no doubt that, in the near future, Comarch will bring further successes in strengthening its market position as the global provider of IT solutions.



Professor Janusz Filipiak
President of Comarch SA
Management Board





OPINION OF AN INDEPENDENT AUDITOR

To the Shareholders and the Board of Supervisors of Comarch S.A.

We have conducted an audit of the Comarch S.A. Capital Group's (hereinafter referred to as the "Capital Group") consolidated financial report, where Comarch S.A. (hereinafter referred to as the "Dominant Unit") with its registered office in Kraków at Al. Jana Pawła II 39 A, is a parent company, including a consolidated balance sheet as at 31st of December, 2014, consolidated income statement, total income consolidated statement, changes in consolidated equity, consolidated cash flow statement for the period from 1st of January, 2014, to 31st of December, 2014, and additional information including adopted accountancy policy and annotations.

The Management Board of the Dominant Unit takes responsibility for drawing up the consolidated financial report and the report regarding the activities of the Capital Group compliant with binding regulations.

The Management Board of the parent company and members of the Supervisory Board are obliged to ensure that the consolidated financial statement and report regarding the activities are compliant with the regulations of the Act on Accounting dated the 29th of September, 1994 (Journal of Laws from 2013, pos. 330 and subsequent changes), hereinafter referred to as the "Act on Accounting".

Our task was to audit this consolidated financial statement and present our opinion regarding whether this consolidated financial statement has been prepared according to the accounting principles applied by the company, and whether it presents, in all significant aspects, a true and fair view of equity and the financial situation as well as the financial result of the Capital Group.

The audit of the consolidated financial report was prepared and conducted according to:

- provisions of chapter seven of the Act on Accounting,
- national standards for financial review, issued by the National Board of Expert Auditors in Poland ("KRBR").

The audit was planned and executed so as to provide sufficient certainty in order to allow us to present our opinion regarding this consolidated financial statement. The audit included, in particular, verification of the correctness of the accounting principles applied by the parent company and subsidiaries, as well as verification, largely on the basis of the sample, evidence and accounting records confirming the amounts and information presented in the consolidated financial statement. The audit included also the general assessment of the consolidated financial statement's presentation. We believe our audit constituted a sufficient basis for expressing our opinion.

In our opinion, the audited consolidated financial statement, in all significant aspects:

- presents a true and fair view on the Capital Group's equity and financial situation as at 31st of December, 2014, and on the financial result for the financial year from 1st of January to 31st of December, 2014
- was prepared compliant with the International Accounting Standards, the International Financial Reporting Standards, and their interpretations have been announced in the form compliant with the regulations of the European Union; and whereas not regulated within these standards – in compliance with the regulations of the Act on Accounting and regulations formed on the basis of this act
- was prepared compliant with the law binding the dominant unit and the entities within the Capital Group, and which influence the content of the consolidated financial statement.





OPINION OF AN INDEPENDENT AUDITOR

The report regarding the activities of the Capital Group in 2014 is complete in the sense of art. 49 sec. 2 of the Act on Accounting and the Regulation issued by the Minister of Finance on the 19th of February, 2009, concerning current and periodical information pertaining to companies traded on the stock exchange, as well as the conditions for recognizing the equivalence of information required by legal regulations binding in a country which is not a member state (Journal of Laws from 2014, pos. 133), and the information included directly from the audited consolidated financial statement, and is compliant with it.

Marek Turczyński
Key Expert Auditor
Registration no. 90114

On behalf of Deloitte Polska Spółka z ograniczoną odpowiedzialnością Sp. k. – the entity entitled to audit financial statements registered in the list of entities entitled under item no. 73:

Marek Turczyński
Vice-President of the Management Board of Deloitte Polska Sp. z o.o.,
a general partner of Deloitte Polska
Spółka z ograniczoną odpowiedzialnością Sp. k.

Warsaw, 27th of April, 2015

FINANCIAL ANALYSIS OF COMARCH CAPITAL GROUP

Balance Sheet

ASSETS	31 December 2014	%	31 December 2013	%	Change	Change %
Non-current assets						
Property plant and equipment	390.958	32.1%	352.949	30.9%	38.009	10.8%
Investment real estate	16.119	1.3%	7.876	0.7%	8.243	104.7%
Goodwill	40.735	3.3%	44.061	3.9%	-3.326	-7.5%
Other intangible assets	70.317	5.8%	79.720	7.0%	-9.403	-11.8%
Non-current prepayments	537	0.0%	904	0.1%	-367	-40.6%
Investment in associates	567	0.0%	49	0.0%	518	1059.2%
Other investment	106	0.0%	106	0.0%	0	0.0%
Deferred income tax assets	32.134	2.6%	28.985	2.5%	3.149	10.9%
Other receivables	0	0.0%	1.639	0.1%	-1.639	-100.0%
	551.473	45.3%	516.289	45.2%	35.184	6.8%
Current assets						
Inventories	47.919	3.9%	53.687	4.7%	-5.768	-10.7%
Trade and other receivables	328.449	27.0%	362.404	31.7%	-33.955	-9.4%
Current income tax receivables	3.132	0.3%	1.527	0.1%	1.605	105.1%
Long-term contracts receivables	53.105	4.4%	32.264	2.8%	20.841	64.6%
Available-for-sale financial assets	0	0.0%	6.685	0.6%	-6.685	-100.0%
Other financial assets at fair value – derivative financial instruments	13	0.0%	1.644	0.1%	-1.631	-99.2%
Stock or shares	1	0.0%	112	0.0%	-111	-99.1%
Cash and cash equivalents	232.463	19.1%	167.689	14.7%	64.774	38.6%
	665.082	54.7%	626.012	54.8%	39.070	6.2%
Total assets	1 216.555	100.0%	1.142.301	100.0%	74.254	6.5%

As of the end of 2014, the value of Comarch Group's assets increased by PLN 74.3 million, i.e. 6.5%. Non-current assets increased by PLN 35.2 million, i.e. 6.8%, as compared to the previous year, mostly as a consequence of an increase in property, plant and equipment from PLN 352.9 million to PLN 391.0 million (an increase of 10.8% compared to the previous year). The share of particular items of non-current assets in the total structure of assets has remained at a similar level to that in 2013. An increase of PLN 39.1 million, i.e. 6.2%, in current assets is mostly a result of increases

of PLN 64.8 million, i.e. 38.6%, in cash and cash equivalents and in long-term contracts receivables (an increase of PLN 20.8 million, i.e. 64.6%). At the same time, there was a significant decrease in trade and other receivables (a decrease of PLN 34.0 million, i.e. 9.4%), available-for-sale financial assets (a decrease of 100.0%) and other financial assets at fair value – derivative financial instruments (a decrease of PLN 1.6 million, i.e. 99.2%). The share of particular items of current assets in the total structure of assets has remained at a similar level to that in 2013.

FINANCIAL ANALYSIS OF COMARCH CAPITAL GROUP

EQUITY	31 December 2014	%	31 December 2013	%	Change	Change %
Capital attributable to the company's shareholders						
Share capital	8,125	0.7%	8,051	0.7%	74	0.9%
Other capitals	148,226	12.2%	145,205	12.7%	3,021	2.1%
Exchange differences	6,917	0.6%	2,670	0.2%	4,247	159.1%
Net profit for the current period	67,894	5.6%	25,077	2.2%	42,817	170.7%
Retained earnings	457,146	37.6%	445,340	39.0%	11,806	2.7%
	688,308	56.6%	626,343	54.8%	61,965	9.9%
Minority interest	12,385	1.0%	11,368	1.0%	1,017	8.9%
Total	700,693	57.6%	637,711	55.8%	62,982	9.9%
LIABILITIES						
Non-current liabilities						
Credit and loans	121,593	10.0%	110,751	9.7%	10,842	9.8%
Other liabilities	83	0.0%	83	0.0%	0	-
Financial liabilities at fair value – derivative financial instruments	1,404	0.1%	0	0.0%	1,404	-
Other financial liabilities	138	0.0%	516	0.0%	-378	- 73.3%
Deferred income tax liabilities	38,298	3.1%	40,545	3.5%	-2,247	-5.5%
	161,516	13.3%	151,895	13.3%	9,621	6.3%
Current liabilities						
Trade and other liabilities	140,217	11.5%	193,633	17.0%	-53,416	-27.6%
Current income tax liabilities	10,712	0.9%	11,237	1.0%	-525	-4.7%
Long-term contracts liabilities	48,507	4.0%	33,416	2.9%	15,091	45.2%
Credit and loans	20,522	1.7%	20,700	1.8%	-178	-0.9%
Financial liabilities at fair value – derivative financial instruments	1,369	0.1%	0	0.0%	1,369	-
Financial liabilities	380	0.0%	409	0.0%	-29	- 7.1%
Provisions for other liabilities and charges	132,639	10.9%	93,300	8.2%	39,339	42.2%
	354,346	29.1%	352,695	30.9%	1,651	0.5%
Total liabilities and charges	515,862	42.4%	504,590	44.2%	11,272	2.2%
Total equity and liabilities	1,216,555	100.0%	1,142,301	100.0%	74,254	6.5%

Over the course of 2014, the share structure of equity and liabilities has not changed significantly. Equity grew over the year 2014 by 9.9%, mostly as a result of the high net profit generated in 2013. There was a slight increase in the minority interest (PLN 12.4 million compared to PLN 11.4 million in 2013). At the same time, exchange differences increased by PLN 4.2 million, i.e. 159.1%. The share of equity in total equity and liabilities has grown slightly (57.6% in 2014 compared to 55.8% in 2013). Total liabilities and charges constituted 42.4% in total equity and

liabilities compared to 44.2% in the previous year. Their value increased by PLN 11.3 million, i.e. 2.2%, compared to that in the previous year, mostly as a consequence of an increase in non-current credit and loans (increase of 9.8%), long-term contracts liabilities (increase of 45.2%) and provisions for other liabilities and charges (increase of 42.2%). There was a significant decrease in trade and other liabilities, i.e. a decrease of 27.6% from PLN 193.6 million to PLN 140.2 million in 2014. The share of other items of total liabilities and charges has not changed significantly.

FINANCIAL ANALYSIS OF COMARCH CAPITAL GROUP

Debt analysis	31 December 2014	31 December 2013	31 December 2012	31 December 2011	31 December 2010
Debt ratio	11.68%	11.51%	11.44%	11.38%	10.11%
Debt/equity ratio	20.65%	20.99%	21.11%	19.38%	17.03%

Debt/equity ratio decreased from 20.99% to 20.65% and debt ratio increased from 11.51% to 11.68%. This is related to bank credits taken out by Comarch Group to

finance investments. The Group is financed with internal means in 57.6% and with external means in 42.4%.

	2014	%	2013	%	Change	Change %
Revenue	1,038,351	100.0%	938,976	100.0%	99,375	10.6%
Cost of sales	-730,975	-70.4%	-729,103	-77.6%	-1,872	0.3%
Gross profit	307,376	29.6%	209,873	22.4%	97,503	46.5%
Other operating income	8,774	0.9%	11,710	1.2%	-2,936	-25.1%
Sales and marketing costs	-111,386	-10.7%	-98,932	-10.5%	-12,454	12.6%
Administrative expenses	-75,519	-7.3%	-72,083	-7.7%	-3,436	4.8%
Other operating expenses	-30,716	-3.0%	-16,122	-1.7%	-14,594	90.5%
Operating profit	98,529	9.5%	34,446	3.7%	64,083	186.0%
Finance revenue net	-4,959	-0.5%	2,316	0.2%	-7,275	-314.1%
Share of profit / (loss) of associates	-993	-0.1%	-38	0.0%	-955	2513.2%
Profit before income tax	92,577	8.9%	36,724	3.9%	55,853	152.1%
Income tax expense	-23,681	-2.3%	-13,470	-1.4%	-10,211	75.8%
Net profit for the period	68,896	6.6%	23,254	2.5%	45,642	196.3%
<i>Attributable to:</i>						
Shareholders of the parent company	67,894	6.5%	25,077	2.7%	42,817	170.7%
<i>Interests not entitled to control</i>	1,002	0.1%	-1,823	-0.2%	2,825	-155.0%

In 2014, Comarch Group's sales revenue climbed by 10.6%, i.e. PLN 99.4 million, year on year. Operating profit reached PLN 98.5 million (an increase of 186.0% compared to 2013).

Net profit attributable to the parent company's shareholders increased by 170.7% and amounted to PLN 67.9 million.

FINANCIAL ANALYSIS OF COMARCH CAPITAL GROUP

Profitability analysis	31 December 2014	31 December 2013	31 December 2012	31 December 2011	31 December 2010
Margin on sales	29.60%	22.35%	22.12%	24.45%	23.14%
EBIT margin	9.49%	3.67%	3.48%	4.94%	3.26%
Gross margin	8.92%	3.91%	4.50%	5.06%	3.28%
Net margin	6.54%	2.67%	4.60%	4.61%	5.74%

In 2014, Comarch Group's activity was profitable. The margin on sales and EBIT margin significantly grew, successively to the levels of 29.6% and 9.5%.

Gross margin and net margin significantly increased and reached the best results in the past five years – 8.9% and 6.5%.

Liquidity analysis	31 December 2014	31 December 2013	31 December 2012	31 December 2011	31 December 2010
Current ratio	1.88	1.77	1.60	1.98	2.21
Quick ratio	1.59	1.53	1.41	1.78	1.98
Cash to current liabilities ratio	0.66	0.48	0.37	0.70	0.81

In 2014, Comarch Group maintained very good financial liquidity. In the Management Board's opinion, Comarch Group has no problems with meeting contracted financial

liabilities on time. Temporarily, free funds are invested by the Group in safe financial instruments like bank deposits and shares in financial investment funds.

Turnover analysis	31 December 2014	31 December 2013	31 December 2012	31 December 2011	31 December 2010
Current assets turnover ratio	1.56	1.50	1.43	1.44	1.38
Receivable turnover ratio (days)	115	140	163	135	136
Inventories turnover ratio (days)	131	109	107	140	121
Liabilities turnover ratio (days)	177	185	209	189	184
Liabilities turnover excluding liabilities due to investment credit ratio (days)	142	147	162	139	140

Turnover ratios confirm the effective use of Comarch Group's funds. In 2014, the current assets turnover ratio slightly increased, inventories turnover ratio

increased, liabilities and receivables turnover ratios decreased compared to the previous year.

BASIC ECONOMIC AND FINANCIAL VALUES

Selected Financial Data

	2014	2013	2012	2011	2010	2009	2008
Revenue from sales	1,038,351	938,976	883,876	785,653	761,361	729,403	700,965
Operating profit	98,529	34,446	30,767	38,783	24,819	14,373	45,919
Profit before income tax	92,577	36,724	39,737	39,764	24,979	18,465	244,521
Net profit attributable to the parent company's shareholders	67,894	25,077	40,660	36,257	43,717	32,306	199,126
Profit per share	8.37	3.11	5.05	4.5	5.44	4.06	25.01
Assets	1,216,555	1,142,301	1,146,743	1,022,474	968,105	895,106	915,247
Equity	700,693	637,711	624,942	609,851	584,189	554,316	534,174

In 2014, Comarch Group's sales revenue climbed by 10.6%, i.e. PLN 99.4 million, year on year. Operating profit reached PLN 98.5 million and increased by 186.0% compared to 2013. Net profit attributable to the parent company's shareholders increased by 171.0% and amounted to PLN 67.9 million. EBIT margin was at 9.5% (3.7% in 2013) and net margin amounted to 6.5% (2.7% in 2013). On the 31st

of December, 2014, Comarch Group employed 4,211 people, excluding employees of MKS Cracovia SSA.

As at the end of 2014, the value of Comarch Group's assets increased by PLN 74.3 million, i.e. 6.5%, compared to 2013. Equity grew by 9.9% over 2014 and in large measure compared to the net profit gained in 2013.

Sales Structure

Revenues from Sales – Geographical Structure (in thousands of PLN)

	2014	%	2013	%
Domestic	557,483	53.7%	543,620	57.9%
Export	480,868	46.3%	395,356	42.1%
Total	1,038,351	100.0%	938,976	100.0%

In 2014, the Group's export sales increased by PLN 85.5 million, i.e. 21.6%. An increase in domestic sales was PLN 13.9 million, i.e. 2.6%.

Geographical sales structure (market structure):

	2014	%	2013	%
Poland	557,483	53.7%	543,620	57.9%
DACH	216,336	20.8%	188,877	20.1%
Remaining countries	264,532	25.5%	206,479	22.0%
Total	1,038,351	100.0%	938,976	100.0%

The Group's sales in the DACH region increased by PLN 27.5 million, i.e. 14.5%, compared to 2013. Sales to other regions increased by PLN 58.1 million, i.e. 28.1%.

The share of sales to other countries in total sales increased from 22.0% in 2013 to 25.5% in 2014.

Revenues from Sales – Market Structure (PLN'000)

	2014	%	2013	%
Telecommunication, Media, IT	263,344	25.4%	218,268	23.2%
Finance and Banking	138,744	13.4%	142,168	15.1%
Trade and Services	117,798	11.3%	102,377	10.9%
Industry & Utilities	94,109	9.1%	94,006	10.0%
Public Division	171,952	16.5%	157,786	16.8%
Small and Medium Enterprises – Poland	99,463	9.6%	84,294	9.0%
Small and Medium Enterprises – DACH	102,356	9.8%	100,904	10.8%
Medicine	31,049	3.0%	24,026	2.6%
Other	19,536	1.9%	15,147	1.6%
TOTAL	1,038,351	100.0%	938,976	100.0%

Over 2014, sales to customers in the TMT Division amounted to PLN 263.3 million and increased by PLN 45.1 million, i.e. 20.7%, compared to 2013. Their share in total sales was at the level of 25.4%. There was a decrease of PLN 3.4 million, i.e. 2.4%, in the demand in the Finance and Banking Division and sales to customers in this division constituted 13.4% of total sales compared to 15.1% in the previous year. Sales to the Industry and Utilities Division has remained at a similar level (an increase of PLN 0.1 million) and their share in total sales was 9.1%. Customers in the Public Division acquired products and services in the amount of PLN 172.0 million, which is PLN 14.2 million, i.e. 9.0%, more than in the previous year. Sales to customers in the Trade and Services Division grew by PLN 15.4 million,

i.e. 15.1%. Sales to the small and medium-sized enterprises in Poland increased by PLN 15.2 million, i.e. 18.0%, and in DACH region, there was an increase of PLN 1.5 million, i.e. 1.4%. Their share in total sales diminished from 10.8% to 9.8%. Sales to customers in the Medicine Division increased during the year and finally amounted to PLN 31.0 million (an increase of PLN 7.0 million compared to sales in 2013). Their share in the Group's total sales amounted to 3.0%. Sales to other customers increased by PLN 4.4 million, i.e. 29.0%. The market sales structure has remained at a stable level throughout 2014, except for the third quarter, when the share of sales in the Public Division was at a higher level due to the delivery of computer hardware of significant value to one of the customers in this division.

Products Sales Structure (PLN'000)

	2014	%	2013	%
Services	736,227	70.9%	653,939	69.6%
Proprietary software	132,412	12.8%	109,694	11.7%
Third party software	51,979	5.0%	84,107	9.0%
Finished goods	41,576	4.0%	295	0.0%
Hardware	45,080	4.3%	64,733	6.9%
Other	31,077	3.0%	26,208	2.8%
TOTAL	1,038,351	100.0%	938,976	100.0%

Over 2014, the demand for services offered by Comarch Group and for proprietary software increased. Sales of services increased by PLN 82.3 million, i.e. 12.6%, and sales of proprietary software increased by PLN 22.7 million, i.e. 20.7%. Sales of third party software decreased by PLN 32.1 million, i.e. 38.2%, and their share in total revenue was 5.0%. Sales of finished goods increased significantly (an increase of PLN 41.2 million) and constituted

4.0% of total sales. Sales of computer hardware decreased by PLN 19.7 million, i.e. 30.4%, and reached the amount of PLN 45.1 million. Other sales increased by PLN 4.9 million, 18.6%. The products sales structure has remained at a stable level throughout 2014, except for the third and fourth quarters, when the share of sales of finished goods was at a higher level due to the delivery of finished goods of significant value to one of the customers in the Public Division.

46 SUBSIDIARIES
AND ASSOCIATES

49 CITIES

24 COUNTRIES

4 CONTINENTS

North America:

19. Canada

Saint John, Montreal,
• Toronto

20. USA

New York, Rosemont,
• Chicago, Columbus

South America:

21. Panama

Panamá City

22. Brazil

Sao Paulo

23. Chile

Santiago



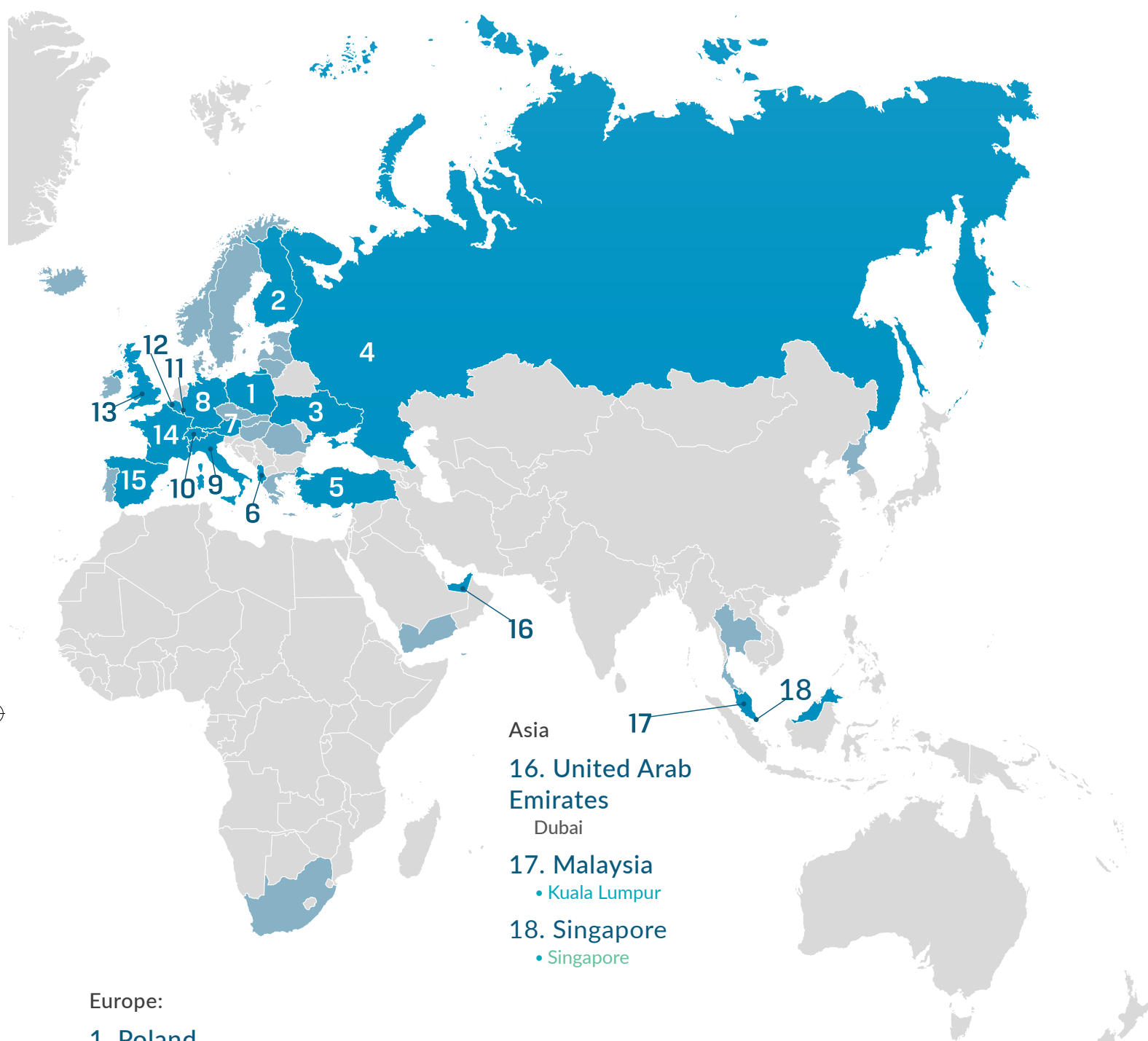
WORLDWIDE SUBSIDIARIES,
CUSTOMERS, PROJECTS



CUSTOMERS AND PROJECTS

• data center

• data center only



Asia

16. United Arab Emirates

Dubai

17. Malaysia

• Kuala Lumpur

18. Singapore

• Singapore

Europe:

1. Poland

Białystok,
Bielsko-Biała, Gdańsk,
Gliwice, Katowice,
Kielce,
• Kraków HQ, Lublin,
Łódź, Poznań,
Rzeszów, Tarnów, •
Warszawa, Wrocław

2. Finland

Espoo

3. Ukraine

Kiev, Lviv

4. Russia

• Moscow

5. Turkey

Istanbul

6. Albania

Tirana

7. Austria

Innsbruck, Vienna

8. Germany

Berlin, Bremen,
• Dresden,
Düsseldorf,
• Frankfurt, Hamburg,
Hannover, Munich,
Münster

9. Italy

Milan

10. Switzerland

Arbon, Lucerne

11. Luxembourg

• Strassen

12. Belgium

Brussels

13. UK

• London

14. France

Grenoble Montbonnot-
Saint Martin, • Lille
Lezennes

15. Spain

Madrid

POLISH CAPITAL
– HEADQUARTERS
LOCATED IN



KRAKÓW

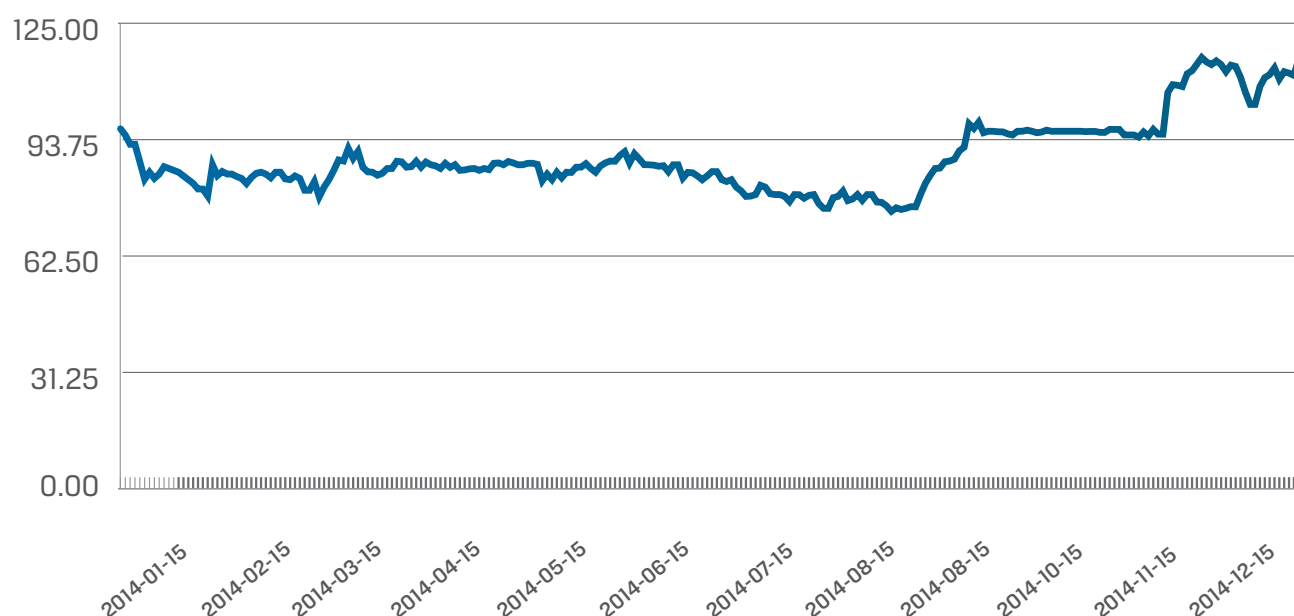
1991
FOUNDED



Publicly traded on
Warsaw Stock Exchange
since

1999

COMARCH SA (CMR) SHARE PRICE 2014



In 2014, the closing rate of Comarch SA shares in the Warsaw Stock Exchange increased by 19.1% from PLN 97.00 to PLN 115.50.

VISION

Delivering innovative IT solutions
to key divisions of the economy worldwide.

QUALITY

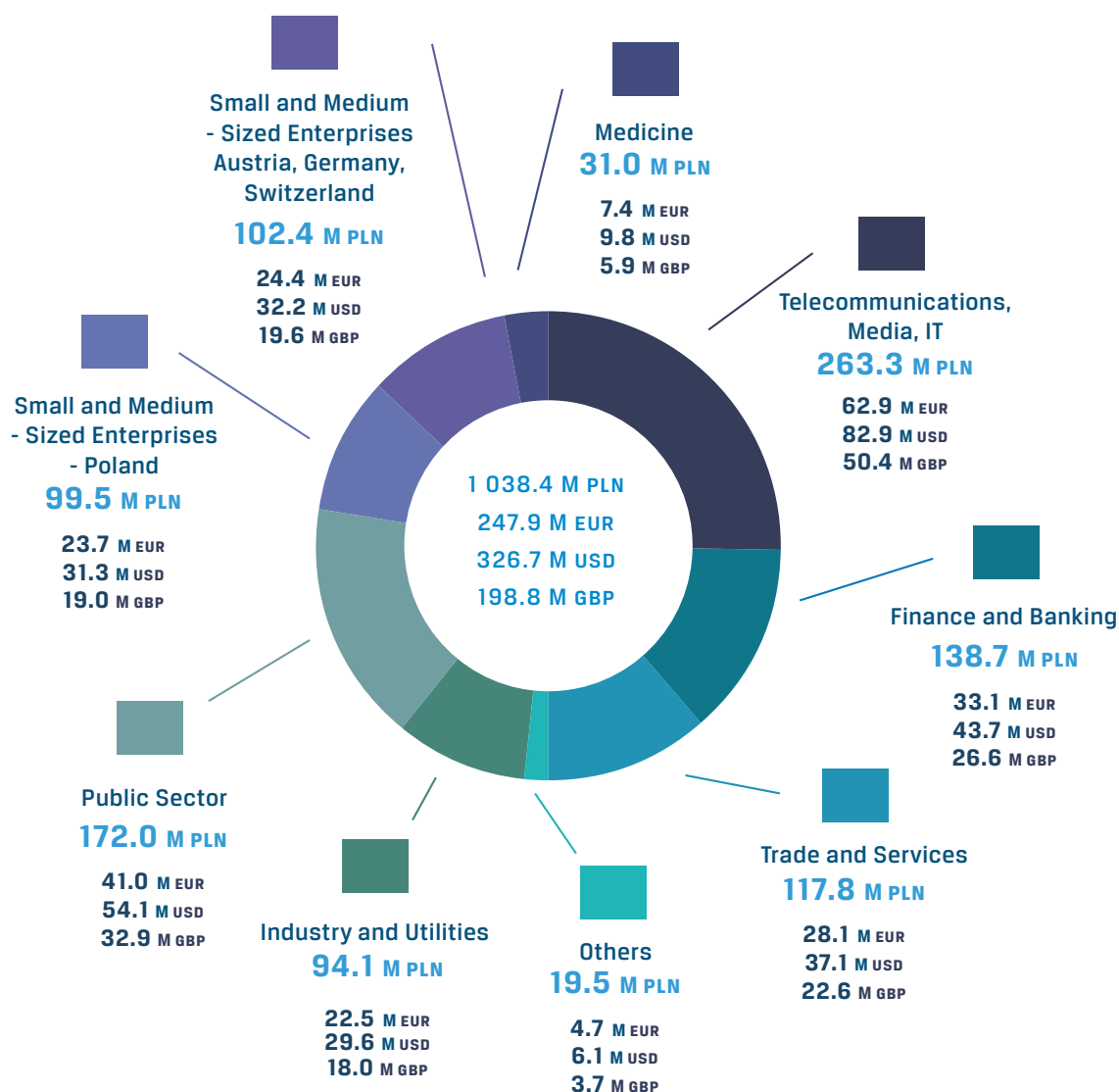
Comarch takes special care
for the quality of the products
and services it provides.

MISSION

Providing international markets with high-quality IT products and services
for companies, while simultaneously caring about the security of information
assets, the natural environment and the safety of employees.

COMARCH AT A GLANCE

Revenues from Sales 2014 – Market Structure



4211
FIRST-CLASS
PROFESSIONALS
(PROGRAMMERS, COMPUTER SCIENTISTS AND ECONOMISTS),
GRADUATES FROM THE BEST POLISH AND FOREIGN UNIVERSITIES

1 REVENUE
BILLION
PLN (2014)



High ranking in IT analyst ratings:

Analysys Manson, EU Industrial R&D Investment Scoreboard, Gartner, IDC, TOP200 IDG, Truffle 100 and others

THOUSANDS



OF SUCCESSFULLY COMPLETED

PROJECTSON **5** CONTINENTSIN OVER **40** COUNTRIES

REVENUES FROM SALES 2014 – GEOGRAPHICAL STRUCTURE

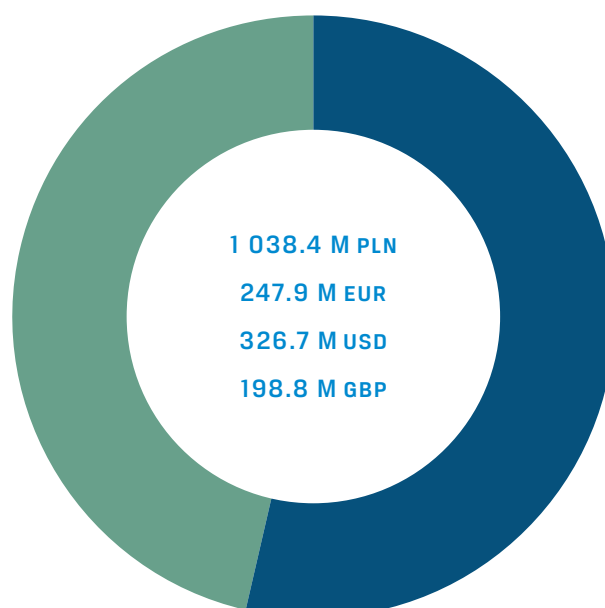
Export

480.9 M PLN

114.8 M EUR

151.3 M USD

92.1 M GBP



Poland

557.5 M PLN

133.1 M EUR

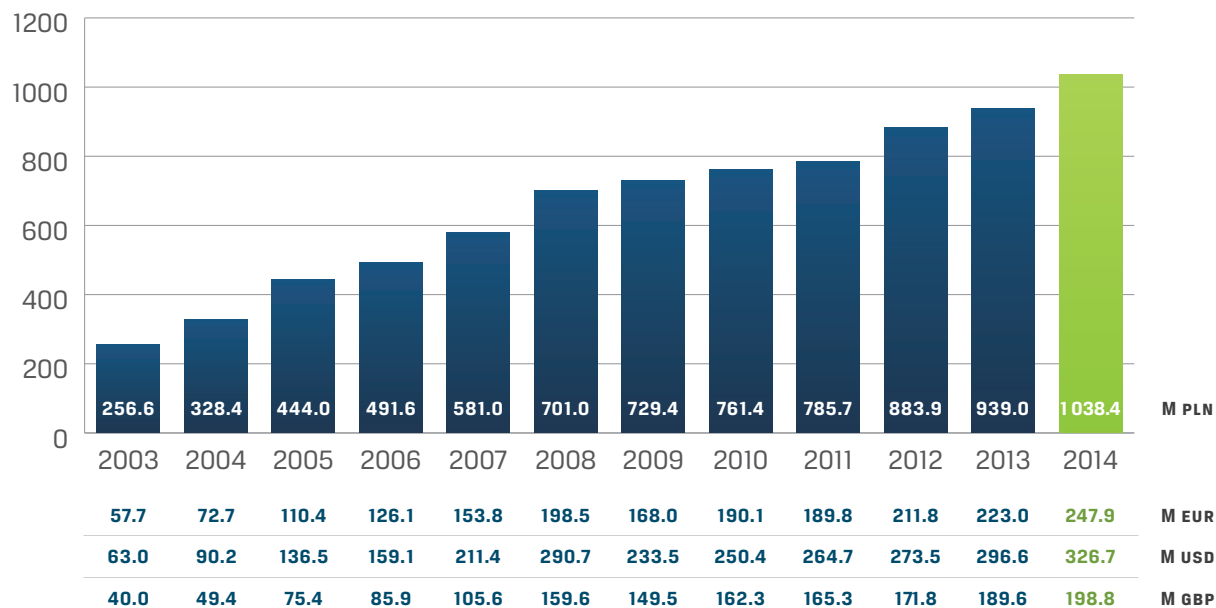
175.4 M USD

106.7 M GBP

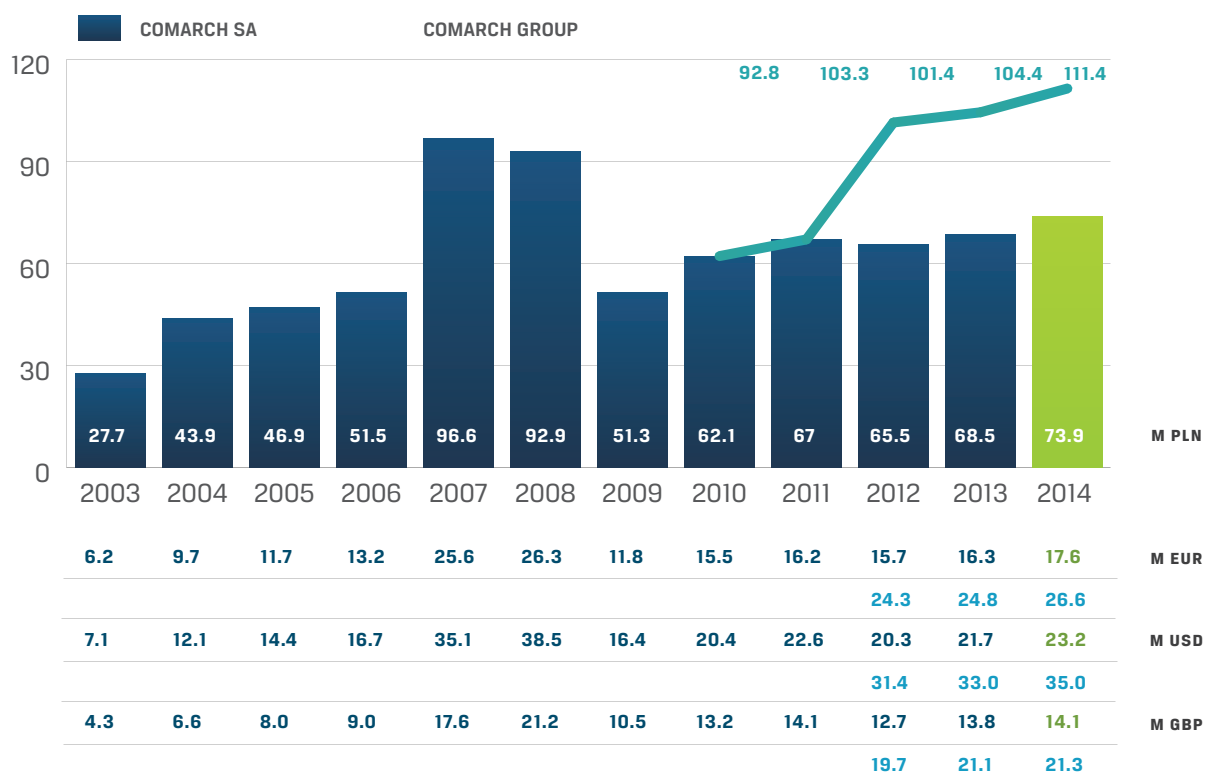
EBIDTA



SALES REVENUE



RESEARCH AND DEVELOPMENT EXPENDITURE



Expenditure on R&D in 2014 reached the value of PLN 111.4 million, which is almost 11% of the Group's total revenue. Comarch financed its R&D efforts from own resources as well as by proactively seeking European Union funding.

HISTORY OF COMARCH



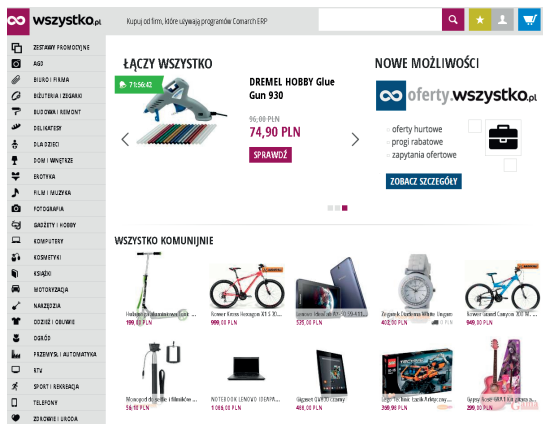
1991

- Creation of Computer and Communications Consultants Ltd. Sp. z o.o. (9/05/1991). Incorporation of CCC Ltd. with Companies House on 16/05/1991
- As a result of the merger of EJ Filipiak with CCC Ltd. (28/10/1993), Comarch Sp. z o.o. is established at room 415, building B5 of the University of Science and Technology AGH in Kraków
- Comarch's first contract (5/10/1994) with its first client Telekomunikacja Polska SA – Comarch implemented SEZTel system



2004

- Start-up of a company in Dubai Internet City
- Start-up of Comarch Panama Inc. in Panama City



2010

- In 2010/2011 season Comarch is the main sponsor of the TSV 1860 Bavarian football team
- Contract signed with Diageo
- Comarch chosen by E-Plus to be the supplier of the Next Generation Network Planning solution
- Launch of Wszystko.pl – a virtual shopping center (first B2C project in the ERP Division)

1998

- Comarch becomes the first Polish partner of Oracle
- First Authorized Center of Java in Poland (Sun Microsystems and Comarch project)
- Beginning of the first Comarch international implementation in Denmark



1999

- Stock Exchange debut in Warsaw
- Entering the USA market
- Comarch and RMF FM establish Interia.pl portal

2006

- Contracts with T-Mobile Germany (currently Telekom Deutschland) and T-Mobile Austria to provide the Network & Service Inventory System
- Contract signed with Auchan



2005

- Establishment of Comarch Data Center in Kraków
- Start-up of Comarch AG in Brussels

2007

- Sale of Interia.pl



2012

- Opening of iMed24 Medical Center
- Comarch logo on shirts of the French AC Nancy football team
- Acquisition of Swiss A-MEA Informatik AG company
- Start-up of a company in London
- Acquisition of ESAProjekt – a medical software house
- Decision to pay dividend of PLN 1.50 per one share
- Contract signed with the Italian UniCredit

2011

- Comarch in the Polish courts – launch of e-protocol
- Start-up of a company in Luxembourg
- Contract signed with Azul Brazilian Airlines

HISTORY OF COMARCH

2000

- Comarch recognized by the World Economic Forum in Davos as the "Technology Pioneer"
- Establishment of the first German company office – Comarch Software AG with its headquarters in Frankfurt am Main

2008

- Acquisition of German MSP Software House with operations in Austria, Germany and Switzerland – SoftM Software und Beratung AG Company listed on the Frankfurt am Main Stock Exchange
- Start-up of the first company under Comarch Corporate Finance FIZ dedicated to iMed24 SA telemedicine
- Introduction of loyalty programs on the American market



2013

- 5000 network devices and 2000 servers operating for 100 clients in 17 countries under the supervision of Comarch Network Operations Center
- 20th anniversary of Comarch
- Forbes' Hot Seat on the 20th anniversary
- Decision to pay dividend of PLN 1.50 per one share
- Contract signed for Podlaski e-Zdrowie IT System
- Start-up of a company in Santiago, Chile
- Contract signed with Síminn, a leading Icelandic operator
- Contract signed with Hortex Group in Russia
- Investing in SSE6 in Kraków
- Professor Filipiak as a guest of Gartner Mastermind Interview

2001

- Start-up of a company in the Special Economic Zone in Kraków
- Company shares included in the WIG20 index

2002

- Beginning of a business development in Central America – contract signed with Enitel, a national operator in Nicaragua
- Contract signed with British Petroleum



2003

- MKS Cracovia SSA became part of Comarch Capital Group
- Contract signed with the Department of Telecommunications & IT of the state of Washington
- Opening of branches in Moscow and Wrocław
- Acquisition of CDN – Software House of ERP
- Decision to pay dividend of PLN 0.60 per one share



2009

- Opening of the Training & Conference Center and the Administration Division of Comarch in SSE4 in Kraków
- Signing a framework agreement with ING Bank Śląski, under which Comarch Mobile Banking Host 2 Host Banking was implemented
- Starting cooperation with Alior Bank, under which, amongst others, the following systems have been implemented: Comarch Internet Banking, Comarch Contact Center, Comarch Credit Process Management



2014

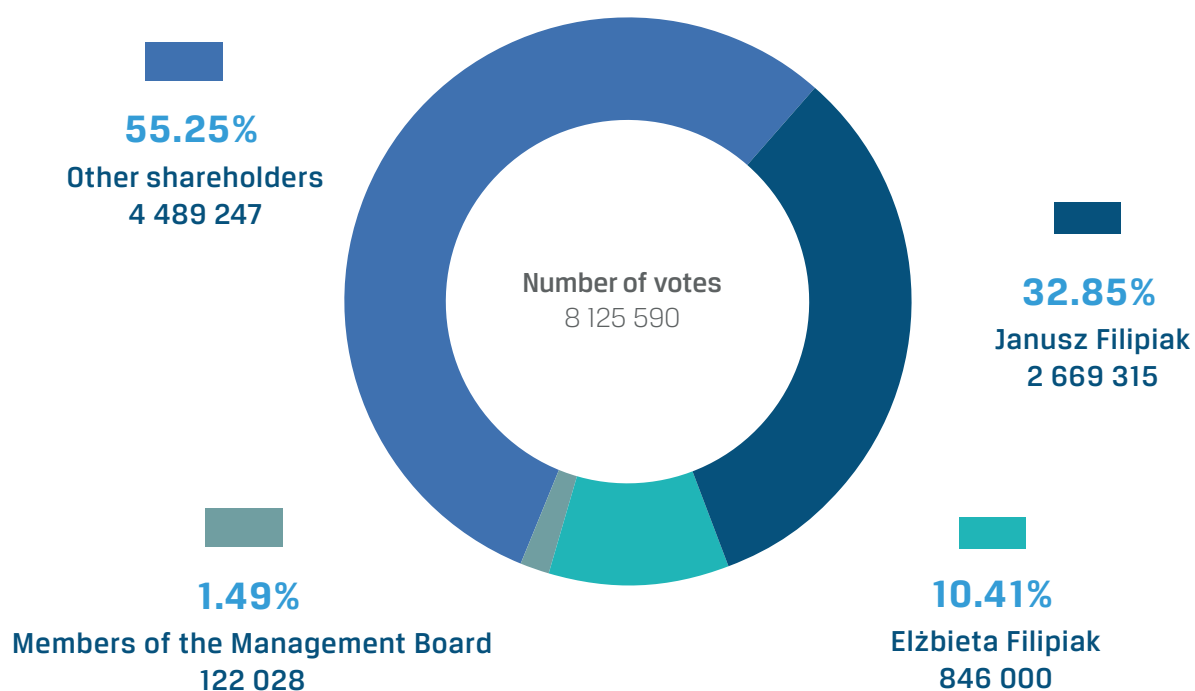
- Lunch of Comarch ERP Society, the first platform for B2B knowledge exchange in Poland
- Contract signed with Air Austral
- Comarch with "Black Shirts" of Polonia Warszawa
- Further expansion of Comarch in the Middle East
- Contract with TVCable from Ecuador
- Contract with BGK Bank (Bank Gospodarstwa Krajowego)
- Decision to pay dividend of PLN 1.50 per one share
- Start-up of a company in Spain
- E&Y: Cracovia excels in terms of the most stable financial situation among all other football clubs in Extra Class



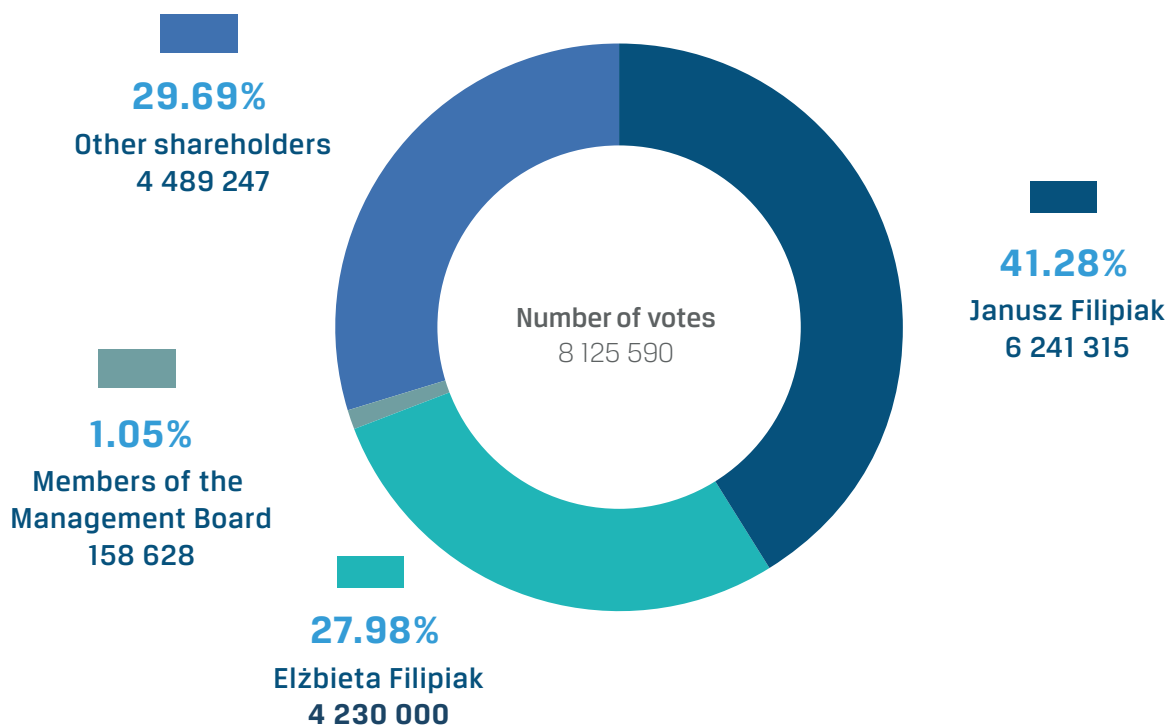
2015

- Premiere of Comarch beacon
- Start-up of companies in Brazil, Malaysia, Turkey and Italy
- Planned opening: Comarch IoT Lab in Kraków – a multimillion investment

SHAREHOLDERS



Shareholding Structure. Number of votes. 27.04.2015



Shareholding Structure. Number of shares. 27.04.2015

SUPERVISORY BOARD

Elżbieta Filipiak

Chairman of the Supervisory Board

Maciej Brzeziński

Deputy Chairman of the Supervisory Board

Danuta Drobnik

Member of the Supervisory Board

Wojciech Kucharzyk

Member of the Supervisory Board

Anna Pruska

Member of the Supervisory Board

Anna Ławrynowicz

Member of the Supervisory Board

Robert Bednarski

Member of the Supervisory Board

26.06.2014

MANAGEMENT BOARD

27.04.2015

Professor Janusz Filipiak

Founder, President of the Management Board

Chief Executive Officer of Comarch SA

Paweł Prokop

Vice President of Comarch SA
Member of the Management Board
Director of the Public Administration
and Utilities Division

Piotr Piątosa

Vice President of Comarch SA
Member of the Management Board
Director of the Telecommunications Division

Konrad Tarański

Vice President of Comarch SA
Member of the Management Board
Chief Financial Officer

Piotr Reichert

Vice President of Comarch SA
Member of the Management Board
Director of the Financial Services Division

Zbigniew Rymarczyk

Vice President of Comarch SA
Member of the Management Board
Director of the ERP Division

Marcin Warwas

Vice President of Comarch SA
Member of the Management Board
Director of the Services Division

1.05.2015

Professor Janusz Filipiak

Founder, President of the Management Board

Chief Executive Officer of Comarch SA

Zbigniew Rymarczyk

Vice President of Comarch SA
Member of the Management Board
Director of the ERP Division

Paweł Prokop

Vice President of Comarch SA
Member of the Management Board
Director of the Public Administration and Utilities Division

Marcin Warwas

Vice President of Comarch SA
Member of the Management Board
Director of the Services Division

Konrad Tarański

Vice President of Comarch SA
Member of the Management Board
Chief Financial Officer

ORGANIZATIONAL AND COMPETENCE STRUCTURE





Piotr Piątosza

Director of
*COMARCH HEALTHCARE
DIVISION*



Marcin Dąbrowski

Director of
*TELECOMMUNICATIONS
DIVISION*



Andrzej Przewięźlikowski

Director of
*FINANCIAL SERVICES
DIVISION*



Mariusz Lasek

Director of
*COMARCH
TECHNOLOGIES
DIVISION*

COUNTRY MANAGERS



Wojciech Pawlus
BENELUX



Anna Pruska
SWITZERLAND



Łukasz Wąsek
*AUSTRIA,
& GERMANY*



Marek Wojciechowski
*THE UNITED KINGDOM
OF GREAT BRITAIN,
THE REPUBLIC OF IRELAND*

On 08.04.2015, Piotr Piątosza, the Director of the Telecommunications Division, and Piotr Reichert, the Director of Financial Services Division, resigned as Vice Presidents from the Management Board of Comarch SA, effective as of 30.04.2015, without giving a reason.

On 01.05.2015, the responsibilities of the Director of the Telecommunications Division were taken over by Marcin Dąbrowski, a long-term member of the management staff, and the responsibilities of Financial Services Division were taken over by Andrzej Przewięźlikowski, a long-term member of the management staff of the Services Division



ORGANIZATIONAL STRUCTURE OF COMARCH CAPITAL GROUP

Comarch SA (Kraków, Poland)

Europe

- Comarch AG (Dresden, Germany)
- Comarch Software und Beratung AG (Munich, Germany)
- Comarch Solutions GmbH (Innsbruck, Austria)
- Comarch S.A.S. (Lezennes, France)
- Comarch R&D S.à r.l. (Montbonnot-Saint-Martin, France)
- Comarch Luxembourg S.à r.l. (Strassen, Luxembourg)
- Comarch LLC (Kiev, Ukraine)
- OOO Comarch (Moscow, Russia)
- Comarch Technologies Oy (Espoo, Finland)
- Comarch UK Ltd. (London, United Kingdom)
- Comarch s.r.o. (Bratislava, Slovakia)
- Comarch Software Spain S.L.U. (Madrid, Spain)
- Comarch S.R.L. (Milan, Italy)
- Comarch Technologies Sp. z o.o. (Kraków, Poland)
- CA Consulting SA (Warsaw, Poland)
- Opso Sp. z o.o. (Kraków, Poland)
- Comarch Management Sp. z o.o. (Kraków, Poland)
- Comarch Corporate Finance (Kraków, Poland)
- Comarch Management Sp. z o.o. SK-A (Kraków, Poland)
- Bonus Management Sp. z o.o. SK-A (Kraków, Poland)
- Bonus Development Sp. z o.o. SK-A (Kraków, Poland)
- Bonus Management Sp. z o.o. II Activia SK-A (Kraków, Poland)
- Bonus Development Sp. z o.o. II Koncept SK-A (Kraków, Poland)
- iMed24 SA (Kraków, Poland)
- Comarch Polska SA (Kraków, Poland)
- iReward24 SA (Kraków, Poland)
- Infrastruktura24 SA (Kraków, Poland)
- iComarch24 SA (Kraków, Poland)
- CASA Management and Consulting Sp. z o.o. SK-A (Kraków, Poland)
- ESA Projekt Sp. z o.o. (Katowice, Poland)
- Comarch Swiss AG (Luzern, Switzerland)
- MKS Cracovia SSA (Kraków, Poland)
- CAMS AG (Luzern, Switzerland)
- Bonus MANAGEMENT spółka z ograniczoną odpowiedzialnością Cracovia Park SK-A (Kraków, Poland)

Asia

- Comarch Software (Shanghai) Co. Ltd. (Shanghai, China)
- COMARCH MALAYSIA SDN. BHD. (Kuala Lumpur, Malaysia)
- Comarch Yazilim A.S. (Istanbul, Turkey)
- Comarch Middle East FZ-LLC (Dubai, United Arab Emirates)

Americas

- Comarch, Inc. (Rosemont, United States of America)
- Comarch Canada, Corp. (New Brunswick, Canada)
- Comarch Espace Connecté Inc. (Comarch Smart City) (Montreal, Canada)
- Comarch Sistemas LTDA (Sao Paulo, Brazil)
- Comarch Panama, Inc. (Panama, Panama)
- Comarch Chile SpA (Santiago, Chile)

RESEARCH AND DEVELOPMENT WORK

Globalization of the world economy and liberalization of trade result in the disappearance of barriers for companies and their products. The IT market is becoming an open and global market on which constant comparison of the price and quality of available products takes place. Along with the increase of the presence of foreign capital in Poland, even the IT companies operating only on the Polish market are forced to offer competitive products from the point of view of the global market. Since the very beginning, Comarch has earned a reputation of a technological company that develops modern products and successfully sells them on the domestic and international markets. Therefore, the main strategic goal of Comarch is to develop new, competitive products which will enable the company to ensure its further development and increase of its value. In order to maintain sales, investment in product development and the appropriate advertising and marketing are required. It applies both to modification of existing products and technologies and development of new products.

Comarch's policies involve carrying out research and development works relating to the implementation of new products and standardization of products from the beginning of their preparation for a client. Thanks to this, even if a product was created for a specific client, a part of or the entire software/code can be used to create a

standard product. It leads to higher profitability of individual contracts and the expansion of the client database. In 2014, the investment in research and development work reached PLN 111.4 million and thus constituted 11% of the Group's income from sales. Comarch devoted its own funds to this aim, but also actively leveraged European funds.

SUBSIDIZING PROJECTS

Comarch SA

In 2014, with respect to the subsidized projects under the Operational Programme – Innovative Economy, Measure 1.4, Comarch SA continued implementing the “Efficient, Ergonomic and Secure Systems for Browsing and Transmitting Medical Images” project in the field of e-Medicine (the agreement on subsidy was signed in 2012).

Moreover, in 2014, Comarch SA continued to implement the project “Development of an Innovative Platform for Companies for Reporting Strategic Market Analysis (Market Research Analysis).” The project is being implemented under the IniTech project, based on the agreement on subsidy concluded with the National Center for Research and Development (NCRD).

Also, the project “Social Business Intelligence Module” was implemented under the pilot project “Support for Research and Development Work for Demonstration” – Demonstrator Plus.

Under the European Union 7th Framework Programme, an agreement on subsidy of the “Shaping the Future of Electronic Identity” (FutureID) project, where Comarch SA is a partner, and an agreement on subsidizing the “Situation AWARE Security Operations Center” (SAWSOC) project also continued to be implemented.

iMed24 SA

Under the Operational Programme – Innovative Economy, 1.4 Measure, an agreement on subsidy of the “Complex, Telemedical Software-Hardware Platform” project was also performed.

ESA Projekt

Under the European Union 7th Framework Programme, the project “Situation AWARE Security Operation Center” (SAWSOC) continued to be implemented. An agreement to subsidize it was signed in the second half of 2013.



NATIONAL
COHESION STRATEGY

COMARCH

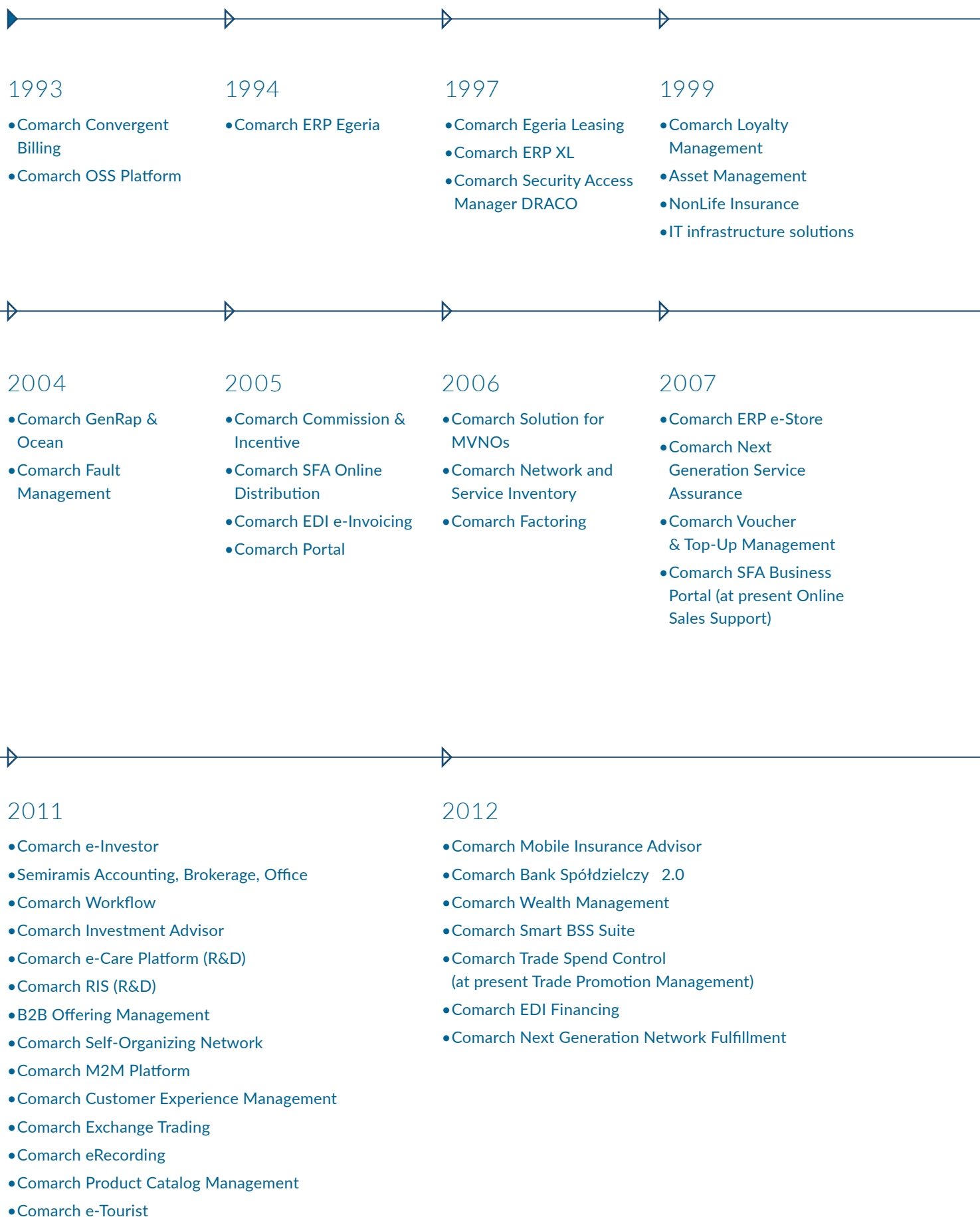
EUROPEAN UNION
EUROPEAN REGIONAL
DEVELOPMENT FUND



European Funds: for the development of an innovative economy



HISTORY OF DEVELOPING OUR OWN PRODUCTS



HISTORY OF DEVELOPING OUR OWN PRODUCTS

2000

- Comarch ERP Optima
- Comarch Internet Banking
- Comarch CRM for Telecoms

2001

- Comarch ECOD (at present Comarch EDI and Comarch SFA)
- Comarch Life Insurance
- Comarch OptiMED
- Comarch OSS Mediation

2002

- Comarch e-Urząd
- SFA Agent i Dystrybucja (at present Mobile Sales Force and Online Distribution)

2003

- Comarch Deal Management
- Comarch 3ARTS (Compact BSS)

2008

- Comarch ECM
- Comarch ERP Mobile
- Comarch OptiMED24
- Comarch Wholesale Billing
- Comarch Self Care

2009

- Comarch Custody 2
- Comarch Insurance Front-End
- Comarch ERP iInvoices24
- Comarch ERP Altum & Comarch Retail
- iBookkeeping24
- iBard24
- Comarch Field Service Management
- Comarch Campaign Management
- Comarch Smart Analytics

2010

- Wszystko.pl –e-commerce portal
- iComarch24
- Comarch Business Process Management (at present Comarch Loan Origination)
- Comarch Client Reporting & Communication
- Comarch Next Generation Network Planning

2013

- Comarch Mobile Claims Adjuster
- Comarch Smart Finance
- Comarch Teleradiology (R&D)
- Comarch Order-to-Cash Automation for Telecoms
- Comarch Business Process Optimization for Telecoms
- Comarch UpnP Compliance Test Tool
- Comarch Spectrum Migration Management Platform
- Comarch PMA (Personal Medical Assistant)
- Comarch HMA (Home Medical Assistant)
- Comarch Video Terminal
- Comarch Customer Engagement
- Comarch Enterprise Engagement Platform
- Comarch Social Mining

2014

- Comarch beacon
- Comarch MedNote
- Comarch OptiMed NXT
- Comarch Core Banking
- Comarch Loyalty & CRM for Banking
- Comarch SOC
- Comarch SIX
- Comarch Secure Admin
- Comarch WMS
- Comarch SDN/NFV
- Comarch Digital Services Platform

2015

- Usługa Wszystko
- Comarch BI Cloud
- Comarch Data Analytics & Monetization
- Comarch Industrial beacon
- Comarch IoT Platform



COMARCH SA STATEMENT TO THE COMPANY STAKEHOLDERS ON THE SUBJECT OF REPORTING OF NON-FINANCIAL DATA

Dear Stakeholders,

The latest directive of the European Parliament, enacted in April 2014, introduces mandatory reporting of non-financial data. Its guidelines speak of three core areas related to the disclosure of information concerning company operations. The first one is the mandatory reporting of environmental, social, employment and human rights policies as well as anti-corruption standards. The second one concerns the duty of determining business objectives, outcomes and risk factors related to specific issues in the first area. The reporting scope should also include elements related to diversity management, especially in the field of management and supervisory bodies. The directive encourages companies to publish reports based on recognized international standards, such as: GRI, UNGP, the OECD Guidelines and ISO 26000.

The new Directive will operate according to the "report or explain" principle. This means that the companies that do not report the details of their operations will be forced to explain the reasons for such omissions.

EU requirements are nothing new for Comarch, since the Kraków-based company already applies good practices in this field and reports on non-financial activities. This is due to both the internal need for communication with stakeholders, as well as the recommendations for listed companies and provisions of the Accounting Act.

This year's marketing report of Comarch Capital Group contains elements characteristic of integrated reports as, outside of the financial part, the socio-environmental part of the report attempts to comply with G4 standards.

Driven by concern for the environment and taking into account the profile of the company, Comarch reports most of the specific GRI standard requirements on the Internet.

Reporting period (01.01.2014 – 31.12.2014) covers the calendar year, which is also a financial year for Comarch.

Due to the fact that Comarch SA is a company listed on the Warsaw Stock Exchange, the financial part of the report is reviewed by an auditor. The Company does not provide external verification of non-financial part of the report. All activities associated with this part of reporting will be carried out using Comarch's own resources, without involving third parties.

Comarch is a service company and a software manufacturer – it creates intangible assets and directs its services to business, not to the consumer, by definition of the Civil Code. The industry in which it operates causes most categories related to the points raised in the audits, rankings, reporting standards in the field of sustainable development and corporate responsibility, to become irrelevant or minimally related to the company's activities

Management Board



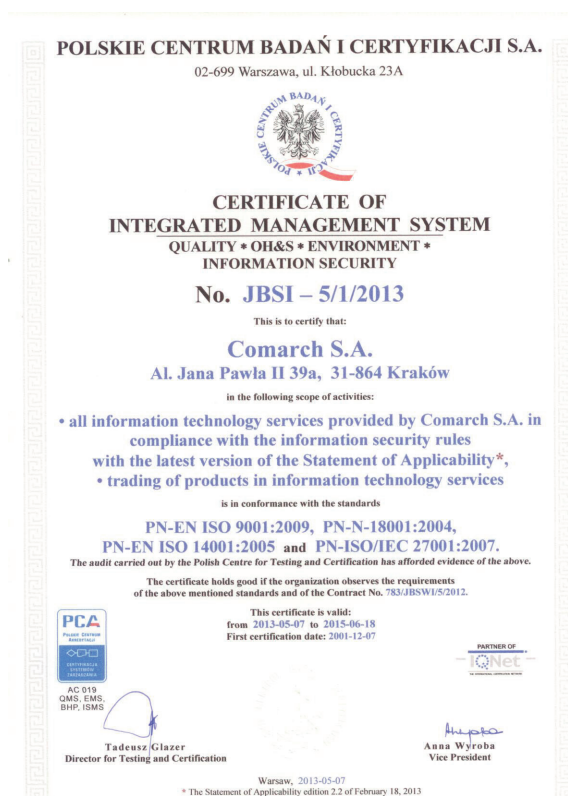
INTEGRATED MANAGEMENT SYSTEM

The Integrated Management System ensures the proper, system-based management of executing all business processes which affect the quality of products and services. Efficient operation of the system guarantees the monitoring of all processes in terms of efficiency and effectiveness, their improvement and adjustment to the continuously changing market and technological conditions, and to the changing requirements and expectations of clients. The high quality of products and services is supported with the continuous care for ensuring the safety of information assets and care for the environment and the safety of employees. The system-based attitude of Comarch to executed processes contributes to the increased trust between Comarch, clients and suppliers. It also strengthens the image of the company in the eyes of all entities interested in the results of Comarch's activities in the scope of the quality of offered products and services, its impact on the environment, work safety and hygiene conditions, as well as ensuring security of information and data, and

control in trading dual-use goods. As a result, Comarch is perceived as a reliable and trustworthy business partner.

Comarch meets the high expectations of clients from the domestic and international markets. With continuous work on improving and developing the quality management system, Comarch has been awarded the certificate of the Integrated Management System and the certificate of Management – Internal Compliance System, issued by the Polish Center for Testing and Certification (PCBC), compliant with the requirements of the following standards:

- PN-EN ISO 9001:2009 Quality management systems
- PN-EN ISO 14001:2005 Systems of Environmental Management
- PN-ISO/IEC 27001:2007 Information Security Management Systems
- PN-N 19001:2006 Internal Control System
- PN-N 18001:2004 Occupational Safety and Hygiene Management Systems.



REPORTING ENVIRONMENTAL AND OTHER FACTORS

G4-15

In May 2014, Comarch signed the "Declaration of the Polish Business Sustainable Development," thus the company assured that it will actively act to fulfill the development goals set out in the Vision of Sustainable Development for the Polish Business 2050. The Declaration consists of ten assumptions, the implementation of which will enable people to live with dignity and to use the limited resources of our Planet.

The signing of the Declaration took place along with the Inauguration of the III Stage of the project – the Vision of Sustainable Development for the Polish Business 2050. The participants of the event became familiar with the proposition of actions planned under the III Stage of

the Vision 2050. Signatories of the Declaration have the possibility to engage in the works of the following working groups: social innovations, sustainable production and consumption, renewable sources of energy, greening of a new perspective and small and medium enterprises.

The project Vision 2015 refers to an international initiative, put forward by the World Business Council on Sustainable Development. The Vision 2050 is a common project of the Ministry of Economy, the Ministry of Environment, the Forum of Responsible Business and the counseling company PwC. The aim of undertaken actions is to integrate the business in Poland around the idea of sustainable development, to



Declaration of Polish Businesses for Sustainable Development

Aware of the challenges faced by the Polish economy and fully recognising the need to pursue a path of sustainable development, we, the undersigned, hereby commit:

- I. to running our operations based on extensive cooperation, innovative thinking and education of our own employees and society at large;
- II. to carrying out business based on trust and dialogue;
- III. to cooperating with academic institutions and schools in education of future employees;
- IV. to creating conditions and opportunities for the professional advancement of employees;
- V. to promoting the implementation of new technologies and their support;
- VI. to building infrastructure and running projects based on dialogue and in line with principles of sustainable development;
- VII. to taking steps to reduce our adverse impact on the environment;
- VIII. to introducing solutions designed to reduce energy consumption by deploying new technologies, streamlining processes and education;
- IX. to communicating with the government and sharing our experience in areas relevant to business and economy;
- X. to enhance ethical standards of business conduct, including relations with all groups of stakeholders.

point out to business representatives the challenges with this respect and to strengthen the dialog between administration and business in order to work out specific solutions for supporting the achievement of the development goals in Poland.

For years Comarch has been cooperating with an organization dealing with electrical and electronic equipment recovery. This cooperation has included actions organized for the employees, who could give away used electrical and electronic equipment, including large equipment. At the same time, waste paper has been collected.

Currently, containers for waste are located in Comarch's facilities. The employees can, on continuous basis, dispose of used electrical and electronic equipment; additionally, they can bring used batteries and fluorescent lamps.

An informative action was also carried out in order to inform employees how to deal with used energy-efficient light bulbs and how to use and dispose of them, as well as to warn them against the dangers damaged light bulbs might pose to human health.

The actions are organized by the Department of Quality and HSE in cooperation with the organization for electrical and electronic equipment recovery.

In November 2014, Comarch became a founder member of the Polish Chamber of Commerce for the Protection of Environment, which associates waste recovery enterprises and enterprises which market packages, products in packages, and electrical and electronic equipment.

Environment

Raw materials

DESCRIPTION OF MANAGEMENT APPROACH

Comarch is an organization of software house type; therefore we cannot speak in terms of a typical use of raw materials/materials. Comarch is involved in software and information system development and uses typical media used during on-going work.

Within the framework of the implemented system of environmental management, which complies with the requirements of ISO 14001, Comarch identified environmental aspects which the company monitors, supervises and on which the company has influence. Among the used raw materials, the following were identified: electrical energy, heat energy, water, gas and fuel (petrol and oil).

Energy

DESCRIPTION OF MANAGEMENT APPROACH

Energy used by Comarch includes electric, heat and fuel energy. The consumption of energy is under constant monitoring.

Facilities owned by Comarch are modern buildings, designed and built according to the standards applicable for the protection of environment. The systems for managing heat and electric energy are installed in the buildings. Older buildings are undergoing modernization.



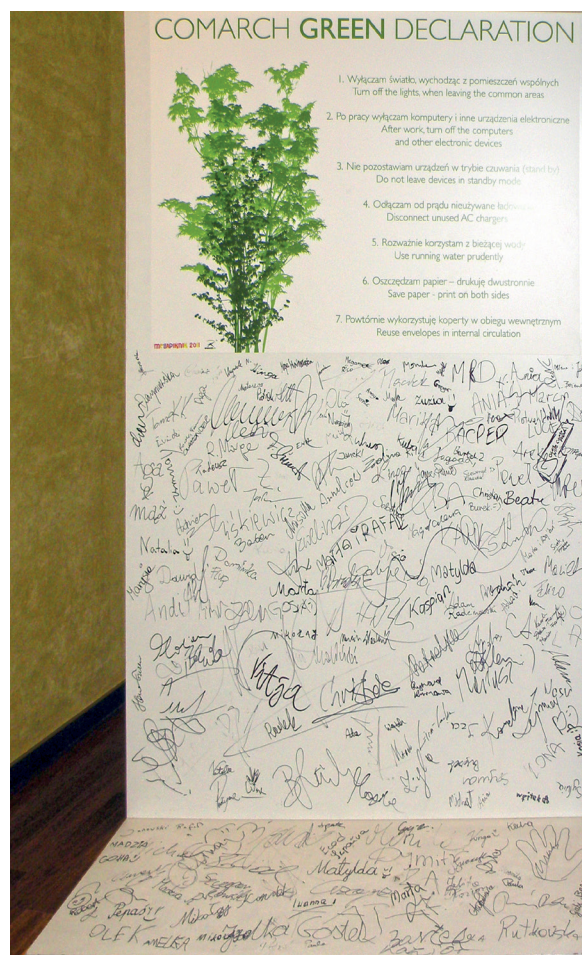
More modern and energy-efficient devices are installed; light bulbs are gradually changed to fluorescent lamps.

Since 2015, for the first time, Comarch has been using ecological energy in the form of "TAURON EKO BIZNES" product. By joining the programme – according to the manufacturer's declarations – Comarch is to have a real impact on the environment by providing energy generated in the installation, where the used technology ensures decreased emission of CO₂ to the atmosphere.

On an ongoing basis, cars from our fleet are replaced with cars which fulfill the European EURO5 standard for fuel emission. In 2013, 37 vehicles were bought, and in 2014 – 28 vehicles.

Every year, environmental programmes are prepared, which set out goals and actions to limit the negative impact on an environment and to raise the awareness of our employees.

Many Comarch employees signed a voluntary "green declaration," comprising rules the observance of which allows us to care about the environment. The rules are formulated and adjusted to the company in such way that, without any problems, they can be observed by Comarch employees.



Energy

G4-EN3 and G4-EN5

Year	Electricity consumption
2013	13 876 800 kWh
2014	14 412 000 kWh

Electricity consumption is given for a localization being the property of Comarch.

Year	Gas consumption
2013	421 191 kg
2014	376 143 kg

Gas consumption is given in kilograms, using the following factors: 1 m³ of gas = 0.75 kg.

Year	Petrol consumption	Energy consumption per person
2013	255 319 kg	63 691 kg
2014	255 116 kg	66 287 kg

Fuel consumption is given in kilograms, using the following factors: 1 liter of petrol = 0.73421 kg, 1 liter of fuel oil = 0.83752 kg.

SUSTAINED BUSINESS

Year	Energy consumption*	Energy consumption per person
2013	95 289 810 MJ	37 034 MJ
2014	93 573 658 MJ	37 700 MJ

* By calculating the total energy consumption inside the organization, the consumption of electricity, gas and fuels was taken into account. The following factors were taken into account: in 2013 – 1 kg of gas = 14.71 kWh, 1 kg of petrol = 13.8 kWh, 1 kg of oil = 12.69 kWh; in 2014 – 1 kg of gas = 14.75 kWh, 1 kg petrol = 13.1 kWh, 1 kg of oil = 12.69 kWh.

Interpretation: The total consumption of energy (electric energy, gas, petrol and fuel oil) decreased by 1.8%, whereas, as a result of downsizing, but with

the same quantity of fixed assets, the total energy consumption per one employee increased by 1.8% from the level of 37 034 MJ to 37 700 MJ.

Water

DESCRIPTION OF MANAGEMENT APPROACH

Water consumption is constantly monitored, by reading the meters. Under the actions aiming at the minimization of the consumption, awareness of the

employees is constantly being raised in order to increase the speed and efficiency of reacting to different types of faults, including pipes burst, leaking taps.

G4-EN8 Water

Year	Water consumption
2013	32 066 m ³
2014	31 867 m ³

Interpretation: water consumption decreased in 2014 by 0.6% with respect to 2013.

Emissions

DESCRIPTION OF MANAGEMENT APPROACH

Comarch constantly aims at the minimization of the negative converters allow us to change the data to the equivalent impact of its company operations on the environment. of CO₂ (CO₂e). CO₂e is a universal unit of measurement.

Therefore, since 2012, CO₂ equivalent emission to the which allows us to assess the impact of greenhouse environment has been assessed. During the assessment,

a methodology is used which consists in multiplying data relating to energy, water and fuel consumption gas emissions on the global warming. Below, estimated direct values (resulting from the company's operations) and indirect values (from all other activities) by appropriate emission conversion factors. These of CO₂ emissions for a base year are presented.

G4-EN15 and G4-EN18

Year	CO ₂ e emission	CO ₂ e emission per person
2013	8 960,648 MgCO ₂ e	3,48 MgCO ₂ e
2014	9 881,912 MgCO ₂ e	3,98 MgCO ₂ e

The data was developed on the basis of DEFRA Greenhouse Gas Conversion Factor Repository.

G4-EN21

Year	CH ₄ emission	N ₂ O emission
2013	5,70 MgCH ₄	39,66 MgN ₂ O
2014	6,42 MgCH ₄	53,78 MgN ₂ O

Interpretation: As a result of the commencement of large-scale investment in building a new facility in Kraków in 2014, the emission of CO₂ equivalent increased with respect to the previous year. The key factor for the increase of CO₂ equivalent emission is the growth of electrical energy consumption, which

can be explained by the commencement of building the new facility. Energy needed for the construction is taken from one of Comarch buildings located in the Special Economic Zone. The increased emission can be also attributed to increased, with respect to 2013, emission coefficient of CO₂ equivalent per 1kWh.

Waste

DESCRIPTION OF MANAGEMENT APPROACH

Comarch implemented procedures for waste management. Wastes are stored selectively and in a way that prevents them from mixing or being damaged. With respect to the transport and disposal of the waste, Comarch cooperates

with professional companies. The table below contains the quantities of generated and disposed waste in 2013 and 2014. Dangerous waste was marked with (*).

Waste	Code	Quantity of generated and disposed waste in 2013	Quantity of generated and disposed waste in 2014
Sorbents, filtration materials, wiping cloths (e.g. rags, towels) and protective clothing and other listed in 15 02 02	15 02 03	0,477 Mg	0,414 Mg
Used devices containing CFC, HCFC, HFC	16 02 11*	0,172 Mg	0,098 Mg
Used devices containing dangerous elements and other not listed in 16 02 09 to 16 02 12	16 02 13*	1.399 Mg	0.485 Mg
Used devices other than listed in 16 02 09 to 16 02 13 – electronic scrap	16 02 14	5.900 Mg	5.727 Mg
Elements removed from used devices, other than listed in 16 02 15 – printers toners from office devices	16 02 16	0.208 Mg	0.008 Mg
Other batteries and accumulators	16 06 05	0.172 Mg	0.017 Mg
Fats and oils mixtures from oil/water separation containing edible oils and fats only	19 08 09	5.020 Mg	-
Mixture of waste from sand separators and from water removal from oils in separators	13 05 08*	-	5 m ³

Compliance level with regulations

Comarch implemented a procedure for identification and access of the legal requirements. At least once a year, a compliance assessment with legal requirements and other requirements accepted by Comarch is carried out. The assessment results are presented in the documentation

prepared for an overview of the integrated management system and presented to the Management Board.

In Comarch, no incompatibility with legal provisions or other regulations was ever identified.

Health and Safety at Work

G4-LA6

Supervision and accidents investigation system

Comarch implemented a system for health and safety at work which meets the requirements of PN-N 18001:2004 standard and involves supervision and accidents investigation system.

Accidents at work are investigated by the HSE Chief Specialist and by the representative of employees. Protocols for establishing the circumstances of accidents and their causes are approved by the employer. The accident register and accident documentation are archived. The process of conduct in the case of accidents is set out in the internal procedures developed based on applicable legal requirements and Comarch practices. In Comarch's all departments, there is a group of rescue workers in total of 100 people. Rescue workers are the

workers trained how to provide first aid and act during an evacuation. Every year, training is provided for rescue workers with the aim to revise and systematize their knowledge, to inform them about possible changes in the first aid standards and organizational changes with respect to evacuation. The aim of providing the training is to fill the ranks of rescue workers. Rescue workers are provided with first aid kits and instructions. Also, instructions and checklists setting out the rules for evacuation are provided. Rescue workers are volunteers.

CULTURE AND SYSTEM OF VALUES

- Ongoing efforts aimed at ensuring the quality and competitiveness of our products and services
- Improving our products and services in order to meet the requirements and expectations of our customers
- Engaging in mutually beneficial cooperation with our suppliers to improve the quality of offered products and services
- Improving the skills and qualifications of personnel through an effective education system and trainings aimed at areas related to quality, information security, environmental protection and occupational safety
- Continual improvement of occupational safety and health of all employees
- Actively engaging in activities aimed at limiting negative environmental impacts
- Obeying applicable legal and other requirements
- Continual improvement of the effectiveness of the Integrated Management System
- Protecting the information assets of our clients and reinforcing the confidence of customers and other interested parties in the area of information security.

INTERNAL CONTROL SYSTEM

Comarch is a global supplier of business IT solutions which are used to provide comprehensive support for client relationships and to optimize operational activities and business processes. Technological progress and dynamically growing competition pose new challenges for software, implemented IT systems and trading goods. The necessity of meeting these requirements results in the fact that the products supplied by Comarch can be dual-use items, which may be used in the ways that do not comply with domestic regulations and international laws. To prevent such practices, Comarch has implemented the Internal Control System (ICS), within which it is obligated to adhere to the following rules:

- ensuring that no profits are earned in violation of the Export Control System restrictions
- restraining from trading goods or services in violation of the domestic or international laws
- ensuring strict adherence to the provisions of the Export Control System in all positions involved with trading goods and services
- ensuring the supervision of the Transaction Control Officer over all export control processes.

With understanding, implementing and applying the requirements of the Internal Control System, Comarch joins the activities undertaken by the international community aimed at preserving international peace and safety.



SUSTAINED BUSINESS



COMARCH CAPITAL GROUP CODE OF CONDUCT

I. The Highest Ethical Standards

Comarch CG is aware of the importance of abiding by the regulations, legal provisions, working procedures and ethical standards set by the company. As a leader of the IT market in Europe, Comarch is committed to promoting ethics and is striving to be among the world leaders in fostering corporate responsibility, respect for human rights and environmental protection. The achievement of this goal is the joint responsibility of all Comarch employees.

The present Code of Conduct has been approved by Comarch CG Management Board, which is committed

to regular assessment and observance of the code and amending it on the basis of submitted proposals.

The Code reflects the ethical values that Comarch upholds and intends to abide by. For the employees of Comarch CG, it constitutes the standard of behavior towards fellow employees as well as towards superiors, customers, partners, and local communities when doing business and also when involved in business related activities.

The present Code of Conduct shall be circulated and publicized by Comarch's PR department.

II. The Mission of Comarch Capital Group

Responsibility for the Success of our Customers

Comarch is a global supplier of IT services, which comprehensively support customer relationships and optimize operational activity and business processes. The company's in-depth knowledge of the industry is its main advantage and we hand this on to our customers in the form of integrated IT solutions. Ever since its establishment, Comarch has placed great emphasis on the delivery of applications and professional services of the highest quality in such a way as to ensure that they can be optimally applied in customers' day-to-day activities. In this respect, Comarch has already acquired a strong position as a supplier of comprehensive IT solutions. Comarch CG aims at delivering innovative IT solutions to all sectors of the economy.

Almost 4,200 experienced specialists and consultants work for our customers in the US, Europe and the Middle East. We have conducted thousands of comprehensive implementations and these have benefitted from the use of the most modern technologies, the in-depth

knowledge of market trends and a sense of responsibility. More than a thousand customers in Poland and abroad use Comarch software and we are proud of the fact that many of our international customers consider Comarch to be an excellent example of a thriving Central European IT company that is efficiently winning global markets. The company's domestic and international product development strategy is supported by extensive R&D investments. In concentrating its efforts on spreading knowledge, Comarch organizes research and development programmes based on cooperation with consultants, analysts and customers. The main idea of these programmes is to distribute knowledge and to check, compare and revise our ideas for the development of new technologies while also taking into account market trends. Comarch's strategy is based on using the diverse experience and knowledge of its employees to deliver a full range of IT services from consulting, through the implementation of individual solutions, to outsourcing.

III. The Values Cherished by Comarch Capital Group

Both in the Group's internal as well as external relations with its shareholders, Comarch cherishes universal values by fostering honesty, diligence and conscientiousness in the delivery of the tasks the Group is entrusted with, quality and innovation as individual goals the employees set for them-

selves, building and maintaining trust among co-workers and business partners, as well as respect, understanding and willingness to help and assist others regardless of the position held in the company or diversity of opinion.

IV. Maintenance of the Highest Standards of Work

Comarch Capital Group respects and maintains international standards regarding human rights

as well as the international standards of work, perceiving them as fundamental and universal.



SUSTAINED BUSINESS

Comarch CG respects and executes labor law regulations as well as health and safety provisions and ensures that employees are always treated in accordance with the requirements in force.

Recognizing the right of employees to free association, Comarch CG engages in dialog with an elected council of employee representatives.

The Group respects the prohibition of discrimination based on: race, social status, ethnicity, religion, impairment, disability, sex, sexual orientation, political affiliation and views, age and marital status.

The company guarantees freedom of conscience and religion as well as freedom of speech and opinion.

Comarch CG promotes teamwork that is free from any prejudice and consciously pulls strength from the values which are there to draw on and that stem from the diversity among the employees. In return, the Group makes every effort to ensure that their employees get fair and regular remuneration and have development possibilities, stimulating challenges as well as very good conditions of work.

Comarch CG protects its employees' copyright and, with regard to international standards, respects their intellectual property as personal goods that should be free from any abuse.

The Group respects the prohibition of the following: the work of children below the age of fifteen, the use of corporal punishment, mental and physical bullying, insults and sexual harassment, and considers the workplace free of such practices.

V. Lack of Tolerance for Corruption, Fair Competition

Comarch Capital Group observes the rules of fair competition and prevents bribery, illegal payments and corruption.

It is the duty of Comarch Capital Group's employees to avoid any activity leading to a conflict of interests, namely receiving and offering presents as a part of business and commercial

activity. It is forbidden to pay or to propose bribes or illegal services to state officials or the representatives of political parties in order to make or to keep a transaction. Comarch employees shall not derive benefits or assist in deriving benefits from opportunities which may arise as a result of using company information or their position within the Group.

VI. Partnership in Business

Customer Relationships

Comarch CG's main principles are responsibility for its customers' success as well as respect and openness to their needs. Comarch delivers innovative IT services of the highest quality, which result from the employees' experience and exceptional skill, and from cooperation with the leading research and development centers in Poland and abroad. The Group spares no effort in ensuring that the IT solutions delivered correspond with the highest standards and customer requirements.

Contacts with Public Administration

As far as contact with the public sector customers (central and local government, community partnerships, treasury companies, public health centers) is concerned,

the provisions of the Public Procurement Act of 29 January 2004 (Journal of Laws of 2004, no. 19, item 177 with amendments) are applied. These provisions regulate the method of communication with the ordering person during the tender procedure, the scope of activities which can be undertaken by the parties to the procedure as well as the resources available for legal protection.

Security in International Business

In order to ensure control and security in the trading of products, technologies and services which are strategically important for your security, Comarch CG has implemented the Export Control System, which guarantees that international and domestic standards and requirements are applied.

VII. Integrated Management System

Comarch Capital Group sets particular standards by the quality of the products it offers and the services it provides. Quality raising initiatives are there-

fore undertaken to ensure that the ever increasing and more specific expectations of customers on both the Polish and international markets can be met.

The Integrated Management System guarantees the correct and system administered realization of all business processes which have a bearing upon the product and service quality. The effective operation of this system ensures that processes are continuously monitored and that they are improved and adapted according to the changing market conditions, technologies and customer requirements. The emphasis placed upon the quality of products and services runs parallel to the Group's active support of environmental protection and strict adherence to the security principles that apply to employees and suppliers.

Compliance with the rules and systems implemented at Comarch results in relations of trust being developed between the company and its customers and suppliers. In this way, Comarch's corporate image is reinforced in the eyes of all parties interested in the effects of the company's activities within such areas as product and service quality, impact upon the natural environment, occupational safety and health, information and data security, and the sale of dual-use products.

VIII. Ecological Awareness

Comarch Capital Group follows the legal regulations regarding the protection of the natural environment. Comarch makes great efforts to limit the impact of its activities upon the natural environment by minimizing the exploitation of

natural resources and the amount of waste resulting from current activities. However, the company promotes an ecological lifestyle among its employees by supporting initiatives that encourage the active protection of the natural environment.

IX. Corporate Social Responsibility

Comarch Capital Group has been deeply involved in social activities since its inception by propagating the idea of an extended social platform for promoting sport and advanced IT technologies.

As far as promoting and supporting sports is concerned, the principal object of Comarch's engagement is MKS Cracovia SSA, the oldest sports club in Kraków, which participates in professional leagues and competitions in several sports disciplines with a focus on football and ice hockey. Comarch Capital Group is also involved in promoting sports among young people.

Comarch provides its employees with permanent and free access to recreation facilities located in one of the company buildings, and so encourages them and their families to lead an active lifestyle.

Another idea widely promoted by Comarch Capital Group is the organization of knowledge regarding the most recent IT technologies. Every year, a group of approximately 200 students of IT participates in a three-month summer internship program at Comarch, which enables young people from all over the world to become familiar with cutting-edge IT solutions for business.

Furthermore, Comarch supports Polish science by taking part in and co-financing scientific conferences.

Finally, Comarch Capital Group is also a frequent sponsor of cultural events, including festivals, concerts and other socially significant events.

X. Implementation and Enforcement

All obscurities, ambiguities and problems related to the interpretation of the Code of Conduct should be submitted to the Spokesperson on Ethics appointed by the Management Board. Comarch employees are encouraged to present any remarks or suggestions regarding the modification of the Code of Conduct.

The Spokesperson on Ethics is responsible for:

- Supporting employees with regard to complying with the Code of Conduct
- Promoting the Code within the company
- Updating the Code.

Taking proper steps in response to current problems that employees may have as regards to the ethical dimensions of the business activities they undertake.

Employees of Comarch Capital Group are entitled to expect assistance and support from the Spokesperson on Ethics regarding questions submitted by e-mail to: etyka@comarch.com.



XI. CORPORATE GOVERNANCE

Corporate Governance is a set of principles of operation addressed both to companies and members of these entities, as well as to the majority and minority shareholders. The principles of corporate governance refer to the broadly understood management over a company.

On 4 July 2007, the WSE Supervisory Board, on the motion of the Stock Exchange Management, adopted new rules for corporate governance under the name of the Code of Best Practice for WSE Listed Companies. The following have been changed by following the WSE Supervisory Board resolutions: Resolution of 19 May 2010 (amended on 1 July 2010), Resolution of 31 August 2011 (amended on 1 January 2012), Resolution of 19 October 2011 (amended on 1 January 2012) and Resolution of 21 November 2012 (amended on 1 January 2013).

To supplement the annual report released on 30 April, 2015, the Management Board of Comarch SA enclosed, in accordance with the contents of Article 29 (5) of the stock exchange regulations, a report on the application of the principles of corporate governance by Comarch SA in 2014.

The Management Board and the Supervisory Board of Comarch SA do their best to observe most of the principles of the Good Practices of Companies Listed in SE in the scope covered by the principle "comply or explain," which consists of the Company providing the market with unanimous information about practice violation. The Code of Best Practice for WSE Listed Companies is the subject of annual reports on the proceedings in the scope of observing the corporate order principles, prepared by companies listed in the stock exchange. Comarch SA fully complies with all the principles contained in the Code of Best Practice for WSE Listed Companies excluding the recommendation concerning the exercise of the right to vote during the general meeting in person or by proxy, outside of the general meeting by means of electronic communication. The Company does not observe some recommendations in the scope of the salary policy and sustained participation of men and women in the execution of the management and supervision functions in the companies. The detailed information on these issues may be found in the report on the observation of corporate governance principles by Comarch SA in 2014.

The document is divided into four parts:

- I. Recommendations related to good practices in stock exchange listed companies.**
- II. Best practices executed by the management of stock exchange listed companies.**
- III. Best practices used by the members of the supervisory boards.**
- IV. Best practices used by the shareholders.**

Comarch Capital Group pays special attention to the activities which improve the communication of the company with its external surroundings. The team responsible for investor relations along with the Department of Communication spare no effort to ensure credible, complete and transparent information about Comarch is readily available with the company's website, email communication, and with direct contact. The main source of information is the expanded website, as well as numerous meetings with company management organized during the year on the request of investors, analysts or public media.

Comarch SA management representatives also participate in conferences dedicated to the issues of capital markets, during which they characterize the activities conducted by Comarch, the current successes of Comarch Group, the achieved results, as well as business plans for the coming years.

The source of current information about Comarch also comes in the form of presentations of periodical results of Comarch Capital Group, organized most often in its head office in Kraków, in which investors, analysts and representatives of public media take part. For those who cannot come to the meetings in person, live broadcasts are organized, during which answers to questions related to Comarch SA and Comarch Capital Group are given.

The full content of the Report on Application of Corporate Governance Principles is available at:
<http://www.comarch.com/investors/corporate-governance>



EDUCATION AND ORGANIZATION OF CSR

Cracovia

Comarch became the patron of the club 13 years ago (in 2001). Cracovia, a club with more than one hundred years of history, a legend of the Polish football, thanks to Comarch, again became an acknowledged brand in the Polish sport. At the same time, the club is attaining higher financial performance and has an opinion of a reliable and solvent employer, which is not common in the Polish football. Comarch holds 66.11% of shares of MKS Cracovia SSA, which guarantees a stable situation of the club.

The football team is a five-time winner of the Polish Championships. The ice-hockey team is a ten-time winner of champion titles. Pope John Paul II was the most distinguished fan of the club. The Pope referred to the club as "My Cracovia".

"Cracovia is a special club. Not because we invest in the club. But because it is the oldest Polish sports institution. It has been operating continuously since 1906. Kraków itself is a special city. I do not say so under the influence of emotions. It is one of the few cities in Poland where, during the two world wars, people were not displaced. There are people in Kraków whose grandfathers or great-grandfathers went to watch Cracovia matches, then their grandsons, sons did so, and now I and the children go to watch them."

"Irrespective of the club's position in the football or hockey table, this tradition is passed down from generation to generation. And this represents a value. Today, Comarch cannot abandon the club as Kraków would not forgive us. Cracovia is a value in itself. We appreciate it as Comarch's main office is located in Kraków. The city's inhabitants and our employees expect us to give something more to the region, not only workplaces," says professor Janusz Filipiak.



Polonia Warszawa

Comarch, for the second season, financially supports Polonia, which currently plays in the 3rd Liga tier. It is symbolic. What is more, the partner of the club is the Museum of Warsaw Uprising. Comarch logo is on the players' shirts.

"Polonia is a tradition, an achievement of generations. A well-known brand and respectable fans. Such known Polish brands of great tradition need to be cherished. Our support is, first of all, a friendly gesture," says professor Janusz Filipiak.

Internship scheme

Comarch's IT Internship Program is one of the biggest of this type in Europe, with more than 1500 applicants every year. Each year Comarch invests in the scheme nearly PLN 3 million. The IT Internship Program is a proposition of professional career development in the IT industry for undergraduate students (from the second and third grades) and postgraduate students (from the fourth and fifth grades) of Information Technology. The scheme includes three paths of interest. The student can choose from programming, embedded and system engineering internships. The subjects of the internship are the modern technologies currently used in business. The participants become members of teams developing software for known global brands.

Education

Popularization of IT technologies.

We offer technical, content-related support for projects, contests, workshops and scientific conferences.

Education tours in Comarch headquarters

Last Night of the Proms in Kraków

In 2014, Comarch for the 13th time sponsored a concert inspired by the most important musical events in Great Britain.

AWARDS AND RANKINGS

Comarch strengthens its position in the European Truffle 100 Ranking. The list includes a hundred of the biggest European companies from the IT industry which provide services for business. In the 2014 ranking, the company rose from the 48th to 45th position. A year later, from 50th to 48th position. In 2011, Comarch's position, when it for the first time appeared in the ranking, was 91st. The Truffle ranking is organized by IDC&CXP Group under the auspices of the European Commission.

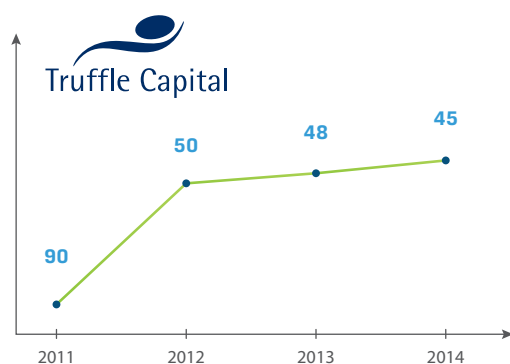
Comarch Group was awarded the main award and the title of "Polish Company – International Champion" in the category of Exporter, Polish Private Company. The competition was organized by PwC and "Puls Biznesu" in cooperation with PKO BP and NBP.

In the 12th edition of the ranking "Pearls of the Polish Economy," organized by the English language economic magazine "Polish Market" in professional cooperation with the Collegium of Economic Analysis of the Warsaw School of Economics, **Comarch once again received the title "Pearl of the Polish Economy"**.

Comarch was awarded by CRN the title of the company of 25th anniversary of the Polish IT market. The award was presented during an anniversary gala of CRN Polska. The honorable mention was awarded by the Polish edition of the American business to business magazine "Computer Reseller News."

In the latest report of "Computerworld" TOP200, **Comarch held high positions** in most of the rankings. Comarch is a leader, amongst others: in cloud, investments in research and development projects, among suppliers of software based on own licenses or providers of systems of print and document circulation management.

The position of Comarch in the Truffle 100 ranking, 2011-2014. The prestigious British weekly,



"The Economist," recognizes the Polish companies which, after a dynamic development of the country, have started an international expansion.

"The Economist," among the companies that are active on foreign markets, distinguishes Comarch, which opened the centers of data processing in Germany. Comarch is the only Polish IT company recognized by "The Economist" in the article "Growing the Polish Apple."

Comarch, for a second year in a row, was awarded the title of the most innovative company. For years, the company has held the highest position of the most innovative company in the trade and services sector in the 2000 List prepared by the Polish daily "Rzeczpospolita". As the editorial staff of "Rzeczpospolita" noticed: **"Comarch is a full-time winner of the ranking of the most innovative Polish companies"**.

Comarch was among the finalists of the Golden Website contest. The goal of the contest is to promote new trends in online corporate communication. In the previous editions, 2012 and 2013, Comarch's internet website won the contest and was awarded the title of the Golden Website in the category of a company included in the sWIG80 index.

Comarch once again took the **first place in the category of "Integrators of computer systems"** (according to the profits earned from systems' integrations in 2013) in the **"Book of Lists 2014/2015"**. The company from Kraków was also among the leaders of software houses based on the earned profit by selling their own software in 2013 and took the 4th place.

Comarch confirmed its vast knowledge of Cisco technologies and was granted the Cisco Gold Certification. In order to be granted this certification, Comarch had to meet a rigorous range of requirements, amongst others, in the field of network competences and data centers, providing services of technical support and service, and also with regard to the company's employees' qualifications.

Comarch received a diploma with a nomination to the Leader of Little Poland 2013. Formal presentation of the diplomas took place during the 1st Forum of Entrepreneurs – "We are not afraid to dream." "Dziennik Polski" the organizer of the event, in its justification stated that Comarch, a software house from Kraków, was awarded the nomination for the implementation of innovative IT solutions and technologies.

The IDC analysts, in the report "Poland Enterprise Application Software Market 2014-2018 Forecast and 2013 Vendor Shares, September 2014," stated that the strategy of investing in solutions in the field of the so-called IT Third Platform adopted by Comarch (amongst others: cloud, mobility, big data and social media) turned out to be efficient and resulted in a very dynamic increase in profits from sales.

According to the IDC 2014 report, Comarch strengthened its position as a leader among other Polish suppliers of the ERP systems. Both Polish and foreign ERP suppliers are included.

The Comarch SFA solution which supports sales processes was given an award for the most innovative solution in its class and was given an honorable mention INNOVATIONSPRIES-IT 2014.

The Comarch SFA application was recognized in the Gartner report.

TrueBlue program for JetBlue airlines took the first place in the ranking of the Best Airline Rewards Programs on the US News & World Report website.

The Comarch SFA was a finalist of the Best in Cloud contest in the category of Software as a Service. It is organized cyclically since 2011 by "Compu-erwoche" issued by the IDG.

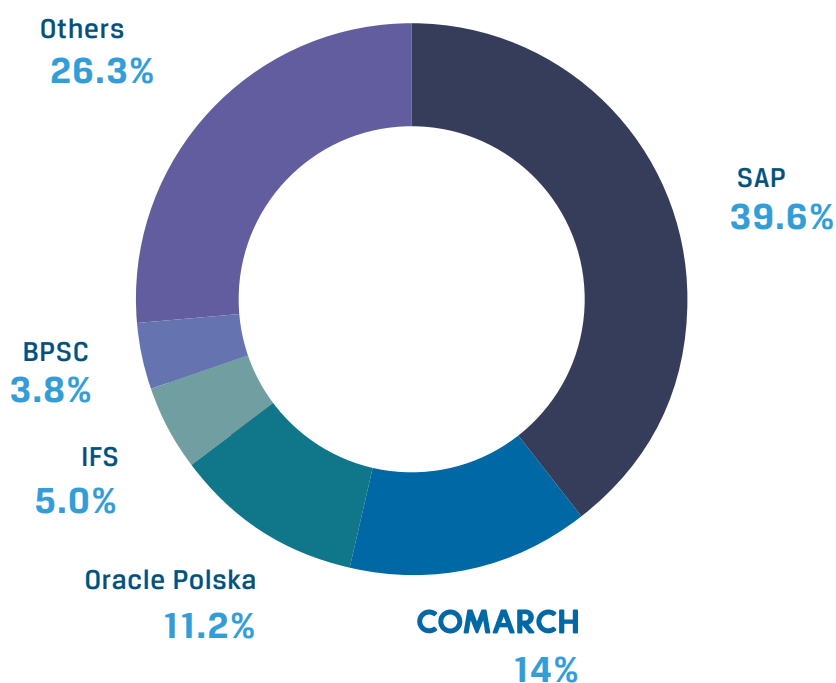
In the IT&BANK ranking – Comarch took the second place in the main contest and the first place in the category of "Developmental Potential".

Comarch Smart Finance received, from the newspaper "Gazeta Bankowa" the Hit of 2014, recommendation for financial institutions in the category of Service, Fight with Digital Exclusion, Cloud Computing and Safety of Data Transmission.

Comarch Insurance Claims was included in the Celent report: Life Claims 2014: A Global Vendor Spectrum among the main European insurance claims tools providers.

Comarch was awarded CSR White Leaf in the third edition of the CSR Leafs ranking of the weekly "Polityka."

A review of corporate social responsibility in 2013 was prepared based on the results of a survey sent to more than 800 largest companies of profits above PLN 250 million.



The Comarch ERP position on the Polish market in the IDC ranking, September 2014

For another year in a row, Comarch was classified in the ranking of Responsible Companies 2014 of the newspaper "Dziennik Gazeta Prawna."

The software house from Kraków can use the ranking's logo with the title "Company Distinguished in the Ranking of Responsible Companies 2014."

Comarch Underwriting was included in the Celent report: 2014 EMEA New Business and Underwriting Systems: A Vendor Spectrum.

Comarch Commission & Incentive was included in the Gartner Hype Cycle for P&C Insurance report, 2014.



PUBLIC DIVISION



8 MILLION

APPLICANTS HANDLED BY THE QUEUE MANAGEMENT
SYSTEM OF THE SOCIAL INSURANCE COMPANY (ZUS)



475 000

REGISTERED TRIALS



125

FOREIGN AFFAIRS AGENCIES AROUND THE WORLD
WITH THE DOCUMENT CIRCULATION SYSTEM



MORE THAN

600 000

OWN CRYPTOGRAPHIC CARDS SOLD ON THE POLISH MARKET



MORE THAN

12 000

OWN MICROSD CRYPTOGRAPHIC CARDS DELIVERED
TO THE GENERAL POLICE HEADQUARTERS OF POLAND





PUBLIC DIVISION

Comarch Workflow

It supports the electronic (and paper) flow of documents in companies and institutions (industry-specific versions

have been developed for particular entities).

Comarch Portal

This proprietary Content Management System (CMS) not only provides tools to create and publish website content, but also provides advanced management over content and communication. The system facilitates managing multimedia

files and e-learning support. The thematic video chat and forum solutions, as well as the FAQ options, will ensure efficient interchange of information throughout a company.

Comarch e-Investor

This is a useful tool to provide support for investors (individuals, institutions and companies). The system is offered to local government bodies and investment agencies, and is used in

many different fields of the investment industry (information, research, organization, spatial management and transport).

Comarch e-Tourist

This platform provides support to promote locations and regions attractive to tourists. Interactive maps (connected to GPS maps) can include visualizations of tourist trails, descriptions of noteworthy restaurants, overnight accommodation,

local attractions as well as weather forecasts. Apart from the informational function, users can book various activities (including group guides, special attractions, and support in selected languages) for individual tourists or groups.

Comarch e-Office

Comarch e-Office is a platform of online public services with a set of modules that allow local public administration bodies to execute tasks set by the legislator. Intuitive tools allow for independent management of the ap-

plication, and ensure support for content creation and publication. Comarch e-Office includes the following modules, among others: Digital Office, Public Information Newsletter, Information Portal, and Internet.

Comarch Egeria

This ERP class Integrated IT System supports organization management and decision-making processes. It features a high configuration capacity and flexibility, which allows it to be adjusted to the individual needs

of each client. The system is offered to different types of companies and institutions (government and local level administration, utilities, health care, etc.).



Comarch Egeria e-Health

Comarch Egeria e-Health is a system designed to handle the administrative part of health care facilities. Its modular construction makes it easy to be adapted to current needs and can be gradually expanded. The system is prepared to work with data from working time recorders, data collectors and

fiscal printers. For your convenience, the system is divided into the following areas: Finance and Accounting, Logistics, Client Management, Personnel Management, Repairs and Investments, Decision Support, Industry Modules.

Comarch Egeria Education

This is an integrated tool to provide support for academic institutions. The system consists of two parts: Front Office, to support didactic processes, control over student and scientific issues, and Back Office, which is responsible for

accounting, warehousing, HR and other processes related to administration over higher education institutions. The system is fitted with a wide range of reporting tools.

Comarch Egeria Leasing

This integrated IT system gives support to companies that provide financial services (including leasing). The system supports the sale of financial products with calculators,

templates and tools which facilitate customizing offers and adjusting them to changing market requirements.

Comarch Egeria EBOK

Comarch Egeria EBOK is a portal with elements of CMS for the client. It provides direct online access to basic data about the client, in particular the statements of sales documents, settlement balances, list of contracts and equipment related to the client as well as relevant readout data. EBOK allows for direct transfer of information from the enterprise to the user and vice versa, and the CMS elements enable free

publication of profiled articles. Additionally, the EBOK portal makes it possible to send queries, record any issues directly related to the client, or report a possible fault. This greatly simplifies and accelerates the process of communication between the client and the service provider. The direct access to sales documents eliminates the need to collect a large number of documents, including paper invoices.

Comarch ERP Egeria Public Administration

The ERP (Enterprise Resource Planning) system for public administration management, adapted to the specific requirements of the local government units and is often

supplied with extra modules to correspond to the variety of needs of individual offices, e.g. budgeting and tax service.

Comarch ERP Egeria Utilities

Enterprise Resource Planning (ERP) systems software is dedicated to water-supply and heat generating companies. The system is provided with billing modules and specialized

tools supporting maintenance, repair and technical support, and analytical modules.



Comarch ERP Virtual University

The solution providing a comprehensive functionality package designed to manage current student affairs. The portal is fully integrated with the part of ERP Comarch Egeria Education, which is used by the dean's office. The access

to individual sections of the portal depends on the level of privilege that a user holds (student, teacher, worker, and administrator).

Comarch ERP Mobile Virtual University

The solution allows students to gain academic knowledge with the use of mobile devices. Students have the access to:

personalized messages, news, history, ratings, schedule of offers, educational institutions and so on.

ERP Comarch Egeria Leasing Partner Care

The main functionality of the Leasing Partner Care system is the possibility of entering offers and object data for customers of leasing companies. The system provides customer sup-

port (e.g. by providing the repayment schedule) and allows for adding a lease insurance option to the offer.

Comarch Mobile Inventory

Comarch Mobile Inventory is a solution enabling full support for the process of inventory of fixed assets recorded in the Comarch ERP Egeria system using mobile devices. The inventory process comprehensively supports various steps of the process: downloading data from Comarch ERP Egeria, verification of fixed asset data (including photographs), their adaptation or adjustment, settlement within spreadsheets, submitting a request to change an asset. The application

works both online and offline and after completion of the inventory, allows the user to organize your fixed assets in the system. Comarch Mobile Inventory works with Motorola MC40 terminal, a standard tablet, phone with Android version 4.1 or higher, and Motorola CS3000 Series reader, which enables comprehensive service of the inventory process.

Comarch Work Expenditures Recording

This system is used for planning and recording time worked (as well as registering attendance). The system provides a

way to plan employee tasks and records actual attendance, as well as the execution of assigned tasks.

Comarch CBO for media trading companies and distributed recipients

This is a solution dedicated for companies that trade electricity, heat, gas, water and sewage networks, as well as for recipients. It ensures fast access to data collected from various sources (such as distribution companies or independent reading operators), tracking the consumption of utilities and providing multiplane analysis of gathered data. Data in the

system constitutes a credible basis for settlement of recipients, planning purchases and conducting proactive business activities. The system supports forecasting requirements, tariff analyses and client segmentation in terms of their consumption structure.



Comarch CBO for media distribution companies

This system acts as a measurement operator for companies. It provides a number of automatic mechanisms for data acquisition taken from various sources and its verification, and makes it available for multidimensional analysis. It ensures easy integration with billing systems already in operation, network property management systems and other systems vital to a company's activities. This solution facilitates managing readings from electricity meters and other utilities, including water, heat, and gas.

Comarch Network Assets Management System

This is a solution dedicated for network companies such as electricity distribution companies, gas distribution companies, or water and sewage network companies. The system ensures complete registration and management of data concerning a company's entire network infrastructure and

improvements in executing core business processes such as connections, planning and execution of investment and repairs, operational use of networks, processing service calls, network complaints, emergency events and disconnections.

Comarch IT Cost & Risk Analysis

Comarch ICRA is a tool for determining the total costs of providing IT support and comparing it to the alternative of having no IT support. The system calculates the costs and risks related to migrating support for business

processes. It provides valuable information related to the profitability of providing IT support including: ROI, NPV, and IRR. It presents a simulation for processes, systems and entire models of providing IT support.

Comarch Business Intelligence

The thematic data warehouses built by Comarch include various data ranges and carry out many different objectives. We have created data warehouses which are knowledge databases, the tools to analyze medical and financial

data, and to support business activities. Our solutions are specifically valuable for the management of large volumes of data, collected from numerous systems and locations.

Comarch Database Archive

This is a tool used for optimizing archived data and the planned management of it. The system facilitates creating new data partitions by selecting them from

active partitions and correctly rebuilding database structures, partition disconnection and archiving, and authorization of data deletion and restoration.

Comarch SOC (System Operation Center)

The system supports security incident management and security services responsible for offices and industrial buildings (which require continuous and discreet surveil-

lance at the professional level), as well as a critical infrastructure (objects such as airports, petrol stations).



COMARCH CSI (Cyber Security Intelligence)

The modular system designed to detect threats related to cyber security through intelligent analysis of a large

amount of information from multiple data sources.

COMARCH Secure Admin

The main objective of this solution is the control of administrators. Secure Admin allows them to gain the access to managed systems. However, it also has a deterrent

effect, as the access is fully monitored (recording of commands), which secures the actions of administrators.

Classified Information Protection Systems

Comarch offers a system to provide cryptographic protection of classified information, which is sent with the use of the IP protocol (certification to the level of "restricted"). The system consists of two groups of devices: IP encod-

ers and HSM (Hardware Security Module). Safe communication is accomplished through the creation of a secure virtual private network (VPN) with the use of IPsec and the mechanisms of the Public Key Infrastructure (PKI).

Comarch eRecording

Comarch eRecording is a comprehensive and coherent solution, which combines the convenience of classic audio / video recorders with sound systems and a dedicated application to control the process of audio / video registration .

The system allows for recording meetings or public appearances together with related meta-data and comments, which guarantees efficient search for a recording during the playback.

Comarch Video Terminal

Comarch Video Terminal is a client of video conference that supports popular connection standards and audio-visual transmission. It is also a suitable complement for Comarch eRecording, as it provides point-to-

point connection, as well compilation of multi-party calls based on the standards and infrastructure of video conferencing bridges of leading suppliers.

TELECOMMUNICATIONS DIVISION



OVER
50
TELECOM COMPANIES WORLDWIDE
ARE USING COMARCH BSS/OSS



OVER
300 MILLION
MOBILE SUBSCRIBERS IN EUROPE
SERVED BY COMARCH BSS/OSS



500GB
(2,5 MILLION FILES) STATISTICS PROCESSED DAILY
IN THE NG PERFORMANCE MANAGEMENT SYSTEM



ALMOST
2000 REPORTS
COUNTED DAILY BY NG PERFORMANCE MANAGEMENT,
IN LESS THAN 1 MINUTE (ON AVERAGE)



50 000 000 000
CDR RECORDS PROCESSED BY COMARCH BSS IN 2014



6,6 MILLION
OBJECTS MANAGED WITHIN 1 PROJECT
BY COMARCH FAULT MANAGEMENT



TELECOMMUNICATIONS DIVISION

Since 1993 Comarch has helped communication service providers from 4 continents optimize costs, increase business efficiency and transform BSS/OSS operations. Comarch solutions combine rich out-of-the-box functionalities with high configurability and are complemented with a wide range of services. The company's flexible approach to projects and a variety of deployment models help telecoms make networks smarter, improve customer experience and quickly launch digital services, such as cloud and M2M. This strategy has earned Comarch the trust and loyalty of its clients, including the world's leading CSPs: Vodafone, T-Mobile, Telefónica, E-Plus, KPN and MTS.

SALES & CUSTOMER MANAGEMENT

Comarch Online Self Care enables customers of all sorts of telecommunication services acquire information on their accounts, activation and de-activation of services and data exchange with a call center. Available also in a dedicated version for business customers – Comarch Corporate Self Care

Comarch CRM for Telecoms enables managing relationships with a customer. The solution is designed to integrate well with the existing OSS/BSS architecture. This flexible product for telecom operators provides a single customer view and automates key sales, marketing and customer care processes.

Comarch B2B Offering Management is a dedicated BSS/OSS stack, designed to support service providers in the area of B2B communications. The solution focuses on critical problems related to B2B relationships, such as providing distinct selling approaches for different company sizes (small, mid-size and multinational corporations – MNCs), delivering and supporting large numbers of customized products and services, managing service level agreements (SLAs), and handling complex fulfillment processes.

Comarch Sales Channels Management enables telecom operators to manage, automate and speed up their ordering processes, as well as calculate commissions for their sales force.

BILLING & CHARGING

Comarch Convergent Charging & Billing is a high capacity, scalable telecom billing system, suitable both for traditional and modern business models, including multi-service operators, content providers and MVNOs. As a single convergent platform it provides billing, revenue management and policy management.

Comarch InterPartner Billing enables service providers to exchange settlements and invoices,

and share revenue or costs with other service providers. The system also facilitates managing relations with other business partners.

Comarch Smart BSS is a compact platform for managing the network and telecommunications business. This solution covers activating, controlling and billing all kinds of services in addition to monitoring and reporting.

SERVICE DESIGN & FULFILLMENT

Comarch Product Catalog speeds up new product launches by providing a single place for managing your product catalog and product life cycle. The product deals with offers and product specifications, defines relationships between various products, and specifies which of these are exclusive or sold only as a component of a bigger package.

Comarch Order Management enables CSPs to simplify order management processes and make them independent from various BPM engines. Based on generic

flows driven by product order specifications, the system enables CSPs to achieve significant time-to-market improvements without a need for a big IT transformation.

Comarch Next Generation Service Fulfillment helps CSPs automate their service fulfillment & delivery processes. The solution assumes, among others, building services from pre-defined components.



TELECOMMUNICATIONS DIVISION

Comarch Field Service Management is a complete solution for scheduling, staffing, managing, and supporting workforce in the field. Efficiency is

achieved by selecting the most suitable resources for each task as well as accounting for scheduling issues.

NETWORK & SERVICE ASSURANCE

Comarch Fault Management enables effective control identification of problems and failures in a telecommunications network. Through continuous monitoring of all elements of the network, it displays and efficiently tracks alarms.

Comarch Next Generation Service Assurance enables a telecom operator to monitor complex services, automatically find problem root causes. As a result, it enables to optimize customer experience and ensure high quality of service.

Comarch Customer Experience Management provides information on service quality by providing an insight into customers' perception of services. This also brings an additional benefit of pro-activeness deriving from the ability to monitor the network and predict the impact of network faults on customer services.

Comarch Service Quality Management allows for modeling services and their monitoring, as well as measuring the service quality by indexes and statistics from the perspective of the network impact and is presented on the customer level.

RESOURCE PLANNING & INVENTORY

Comarch Next Generation Network Planning is a solution enabling the planning and management of mobile network, including radio, transport and wire networks. It enables simplification and automation of network tasks through the integration of planning, optimization and management of network configuration.

Comarch Network Inventory stores the complete information about network resources and presents current, historical and future state of telecommunications/IT networks.

Comarch Service Inventory enables management of network services and streamlines the service management process in fulfillment and assurance areas.

Comarch Configuration Management enables service providers to automate the crucial area of network configuration management. The product can be implemented as part of a broader solution for network planning and upgrading – **Comarch NG Network Planning**.

BSS IN THE DIGITAL WORLD

Comarch Data Analytics & Monetization helps telecom operators to benefit from the potential of the data volume they have in their databases – it's a modern tool that enables telecoms to perform actionable roaming analytics, discover silent roamers and present them with personalized offers, obtain a 360-degree customer view and launch precision marketing campaigns, generate aggregated, anonymized reports on the behavior of specific customer groups and make it available to business partners.

Comarch Digital Services Platform is a platform that enables communication service providers to comprehensively manage the entire digital service value chain, from service inception, through its modelling and management, launching commercial product offers in sales channels, to managing relations and settlements with all involved partners.

Comarch M2M Platform enables mobile operators to provide Managed Connectivity in multinational, multi-operator environments. The system lets your company target various industry verticals with M2M offerings, including: automotive, consumer electronics, FMCG, energy & utilities, finance & banking, healthcare, manufacturing, public services, security, as well as transport & logistics.

Comarch MVNO/MVNE Solution can help service providers pursue these business models, easily manage relations with customers, business partners, the portfolio of offered services, as well as revenue flows.



FUTURE-PROOF OPERATIONS

Comarch Self-Organizing Network (SON) solution enables the automation of network failures management and optimization of network processes, thus operators may not only diminish OPEX, but also shorten the time to market for new technologies and network services.

Comarch NFV/SDN Solution leads to network virtualization, reduces OPEX / CAPEX and un-

leashes innovation in the service and application domain, resulting in better network monetization.

Comarch Customer-Centric OSS enables transformation of an OSS environment so that it reflects true customer needs. It thus enables switching the telecom operator's perspective from network resources to customer experience.

PROFESSIONAL SERVICES

Business Consulting is a service that helps telecoms optimize and automate their business processes and increase their efficiency in OSS and BSS areas by eliminating multi-vendor and cross-organization redundancy and by rethinking IT architectures and configurations

Managed Services offer telecom operators the opportunity to outsource system and/or process management, enabling them to optimize delivering services to customers and increase their availability, while decreasing the workload and business costs, without compromising process quality or business/technology independence.

BSS/OSS Transformations – as a software vendor and a business partner for global telecoms we understand the nature and complexity of telecom transformation projects. Based on our experience we have developed a complete offer of products and services to support local and multi-country transformation projects in OSS and BSS domains.

End-to-End Project Delivery adds extra value on top of delivering a system to a customer, and encompasses the following services: requirement analysis and solution design, training, implementation and integration, as well as maintenance and support.



OVER
5 MILLION
SWIFT MESSAGES PROCESSED ANNUALLY



OVER
2.5 MILLION
OPERATIONS ON SECURITIES ANNUALLY



OVER
15 THOUSAND
USERS OF COMARCH LOAN ORIGINATION/COMARCH
BUSINESS PROCESS MANAGEMENT SYSTEMS



OVER
2.7 MILLION
BALANCES ON SECURITIES ACCOUNTS



OVER
20 THOUSAND
EMPLOYEES USING THE COMARCH CRM
BRANCH OFFICE SYSTEM EVERY DAY



FINANCIAL SERVICES DIVISION



OVER
200
BUSINESS PROCESSES DEFINED
IN THE COMARCH LOAN ORIGINATION SYSTEM



OVER
16 YEARS
OF EXPERIENCE IN IMPLEMENTING CREDIT SYSTEMS



OVER
5 THOUSAND
BANK BRANCHES USING THE COMARCH CRM
BRANCH OFFICE SYSTEM EVERYDAY



200 THOUSAND
INVESTMENT REPORTS GENERATED MONTHLY



OVER
50
ASSET AND WEALTH MANAGEMENT COMPANIES WORLDWIDE





FINANCIAL SERVICES DIVISION

The Comarch Financial Services Division specializes in designing, implementing and integrating IT solutions and services for the financial sector. Our mission is to support financial companies in increasing their revenues and building strong relations with their customers and business partners. Our expertise and flexibility have gained worldwide recognition with a significant portfolio of clients such as Aviva, Allianz, ING, Ergo, AXA, UniCredit, Aegon, Delta Lloyd Life, AIG, Raiffeisen, among others.

CAPITAL MARKETS

Comarch Asset Management is a multi-module platform designed for investment and pension funds, asset managers and insurance companies. The tool supports the processes of asset management, fund valuation and bookkeeping, measurement of portfolio risk and performance, and regulatory reporting. It entails the following modules: Comarch Portfolio Management, Comarch Fund Valuation, Comarch Performance Attribution & Risk, Comarch Regulatory & Portfolio Reporting, and Comarch Fund Portal.

Comarch Custody 2 is a state-of-the-art reference system for end-to-end servicing of bank operations related to securities trading. The solution is targeted at financial institutions of all sizes. It provides support for basic and advanced processes, including the basic bookkeeping of client portfolio statuses and own positions, full automation of communication, as well as cross-border settlements and security management. It focuses on various types of operations conducted in an active financial institution, including settlement of market transactions, management of corporate actions, a wide range of bank reporting as well as communication with clearing houses, clients and partners in line with the latest standards for data exchange (SWIFT, ISO 20022).

Comarch Exchange Trading is a competitively designed system to support business processes in broker

age houses. It provides efficient processing of orders and transactions in line with the requirement of best execution, flexible register and configuration modules, client service support, multi-currency financial services for brokerage accounts, automated bookkeeping of securities, and accounting services. It guarantees compliance with the reporting requirements of capital market regulatory institutions and security issuers, as well as the full and transparent reporting of investment results for clients. It enables operational risk management and reporting for its own needs. It consists of the core brokerage system, a web-based application and a mobile application.

Comarch Wealth Management is a multi-module platform for private banking and wealth management. It supports client wealth management processes as part of personal services and a self-service channel, including the analysis of a client's financial situation, risk profile assessment, financial planning, strategic asset allocation, recommendations for financial products and investment performance reporting. It consists of the following modules: Comarch Investment Advisor, Comarch Client Front-End, Comarch Client Reporting, Comarch Portfolio Management, and Comarch Performance Attribution & Risk.

BANKING

Comarch Core Banking is a state-of-the-art central system designed for cooperative banks, commercial banks and bank start-ups wishing to gain a sustainable competitive advantage. It enables the end-to-end management of financial products such as loans, deposits, current accounts and members' shares. The solution comes with a general ledger which automatically records accounting events. It is also equipped with a product simulator that allows observing the performance of a new offer according to selected scenarios.

Comarch Corporate Banking is a multi-channel and multi-product platform used to support corporate clients and medium-sized enterprises. Thanks to applied solutions,

modularity and wide customization options, the platform meets the expectations of even the most demanding banks. Owing to its integration capability with the existing bank systems, the solution is a universal, comprehensive, efficient and safe tool which streamlines the management of transactions, automates business processes and reduces business costs.

Comarch CRM & Loyalty for Banking is a set of tools to comprehensively support all the processes associated with building and maintaining customer relationships. The platform enables the measurement of advisors' performance and the effective management of product distribution channels. The tools designed for banks and other financial institu-



FINANCIAL SERVICES DIVISION

tions put great emphasis on customer relationship reinforcement based on the strategy of professional communication. The solution includes the following modules: Comarch Virtual Marketplace (with the possibility to integrate with Comarch beacon), Comarch Campaign Management, and Comarch Customer Relationship Management – Branch Office.

Comarch Factoring is an online platform for banks offering factoring services and non-bank financial institutions designed for end-to-end processing of factoring transactions. The tool is fully automated and highly flexible; therefore, it is easily integrated into the ERP systems used by the clients. It supports numerous processes, including invoice purchasing, fee management, payments, reporting to insurance companies and receivables monitoring. Its accounting module provides complete and automated accounting services. One of the solution's important advantage is reporting based on ready-made report templates generated on demand or reports dynamically created by the user.

Comarch Loan Origination is a platform that provides comprehensive support for credit processes. It works for products targeted both at individual customers and business clients, including micro-enterprises, small and medium enterprises and corporations. The system is designed based on the proprietary Comarch Business Process Management solution, thanks to which all the parameters of a loan product, the process itself and the associated screens and printouts can be tailored according to the bank's needs.

Comarch Smart Finance is a platform for retail banking that consolidates internet and mobile banking, personal finance management and enhanced communication channels. Moreover, it is a smart advisory tool that performs a detailed financial analysis and helps bank retail customers, individuals and small businesses, make right investment or savings decision. The solution contributes to increased bank customer loyalty as it provides the possibility to tailor the bank's product offering to customer's needs. After the analysis of customer's behavior, it recommends products that should be of their interest.

INSURANCE

Comarch Commission & Incentive is an online system consisting of multiple functional modules. It provides end-to-end support for sales network management, commission calculation and settlement, sales network training register, document generation and reporting. It is designed for insurance companies, banks and other organizations whose operation includes the management of an extensive sales network and complex commission policies.

Comarch Insurance Front-End is a platform that aims at integrating multiple business systems and providing an intuitive and ergonomic work interface, consistent for agents, branch and call center employees, and partners, agencies, multi-agencies and brokers. The platform includes the following solutions: Comarch Mobile Insurance Advisor, Comarch Mobile Claims Adjuster, Comarch Insurance Agent Portal, Comarch Insurance Customer Relationship Management and Comarch Insurance Customer Portal. All systems are designed to satisfy the needs of business users, and they work both online and offline. It is the platform's significant advantage taking into account the mobility of insurance agents and claim adjusters. Comarch Life Insurance is a management system for individual and group life insurance in insurance companies.

The solution allows the efficient management of all areas of insurance business, including defining products, offer presentation, underwriting, policy operations, processing of claims, fund management, settlements, reserve calculation and reporting. Thanks to its modular structure and unique flexibility, the system can be tailored to individual customer's needs and requirements, including the individual life cycle of business processes and the specific nature of a particular insurance company.

Comarch NonLife is a system dedicated to insurance companies providing property insurance and other types of personal insurance. The solution enables consistent and flexible management of all areas of an insurance company's operations. It is designed for front-office employees who contact customers directly (during offer presentation, policy processing, claim handling and debt collection) and for back-office departments such as finance, accounting, actuarial and reinsurance.

Comarch Global IT Services provide comprehensive solutions for demanding clients who look for effective, safe and stable IT systems. They offer four categories of services: Outsourcing IT/Data Center, Community Cloud, Security & Monitoring and Comarch Big Data.

SERVICES SECTOR



215 MILLION

MEMBERS OF LOYALTY PROGRAMMES IMPLEMENTED BY COMARCH



5.9 BILLION

PROCESSED LOYALTY TRANSACTIONS



300 MILLION

DOCUMENTS PROCESSED BY COMARCH EDI SYSTEM IN 2014



1.2 BILLION

DOCUMENTS STORED IN THE IMPLEMENTED COMARCH ECM SOLUTIONS



20 MILLION

GENERATED DELIVERY ORDERS IN THE COMARCH SFA SYSTEM



13 DATA CENTERS

AROUND THE WORLD

SERVICES DIVISION

In the Services Division, Comarch designs, implements and integrates innovative IT solutions for loyalty programs, marketing campaign management, employee motivation management, electronic data interchange and business information, manages documents and their flow within the company and sales process management using support systems and mobile applications. The offer also includes a comprehensive range of IT infrastructure management for services companies.

The Services Division currently employs about 900 employees and implements projects on five continents in 35 countries, starting from Poland through all European countries, Arab countries, Malaysia and the Philippines up to the United States, Canada, the Dominican Republic, Brazil and Chile. Among our clients are BP Global, Carlsberg, Heathrow Airport, Heineken, JetBlue Airways, Metro Group, OMV, Diageo (producer of such brands as Johnnie Walker, Smirnoff and Baileys), Red Bull and Tesco.

Solutions to manage loyalty programs and marketing activities

Comarch CRM & Marketing

Comarch CRM & Marketing is a comprehensive portfolio of solutions and professional services that facilitate the design, operation and management of loyalty programs and multi-channel marketing campaigns. They also allow for the analysis of data relating to the loyalty program and monitoring customer activity in social media.

In the area of CRM & Marketing, Comarch has realized over 80 loyalty projects in 29 countries, e.g., for such companies as BP, Heineken, Heathrow Airport, JetBlue Airways, Pepsi and Statoil. These programs cover 215 million members and process 4.7 million transactions per day.

Comarch CRM&Marketing includes the following solutions and services:

Comarch Loyalty Management for Retail is a world-class system for managing loyalty programs of all sizes, both multi-partner and in a stand-alone model. The system supports operators of B2C and B2B loyalty programs and provides support for all areas, ranging from customer registration and profile management by creating promotions based on different currencies and communication with participants, to rewarding customers with gifts, discounts and special offers from partners. Customers are engaged with built-in geo-located marketing offers, gamification mechanisms and promotional actions, such as lotteries, auctions, coupons, or benefits for rewarding the best customers – all these in order to maintain a high level of satisfaction and to increase customer retention and sales.

Comarch Loyalty Management Travel Edition

is a version of the product dedicated to companies in the transport and tourism sector, particularly airlines. The platform supports airline loyalty programs for all types of carriers, both for individual clients (Frequent Flyer Programs), as well as B2B. The system supports the creation of division-specific rules for points accrual and redemption, defining Elite Tiers and privileges, as well as a separate module that automates the process of adding new partners and exchanging data with them.

Comarch Campaign Management is a system designed to manage multi-stage marketing campaigns, automate their execution, and monitor and analyze the performance of individual marketing campaigns. The solution enables marketers to simplify planning and to run personalized communication with customers through multiple channels, provides control over marketing costs and allows campaign testing. The system also helps to coordinate and track tasks of particular team members.

Comarch Customer Engagement is a solution for the management of commitment and customer loyalty. The system can function either as an adjunct to other solutions, or as a stand-alone model. The solution allows users to define a variety of engaging tasks (educational, social, entertainment) for users, for which they are rewarded with badges or a higher level or position in the ranking.

Comarch Smart Analytics is a Business Intelligence system that allows for the simultaneous acquisition and use of information about customers, their behavior or preferences. For the analysis to be maximally reliable and to most faithfully reflect the behavior of the market, the tool retrieves data from loyalty systems, CRM, marketing campaign manage-



SERVICES SECTOR

ment, as well as from other sources such as accounting systems, revenue registration or controlling systems.

Comarch Social Mining is a system that allows the user to monitor the behavior of a loyalty or gamification program participant on social media by analyzing posts,

comments and amount of the provider's shared content, including verification of its popularity. Additionally, the system collects the participants' personal data, which allows for even more personalized marketing communication in terms of loyalty programs.

Within CRM & Marketing we also offer **Managed Services**:

Loyalty Consulting is a package of services, in which we help our customers to create complete, innovative programs or revamp existing ones, so as to attract customers, increase profits and build a stronger bond between the customer and the brand. Comarch offers to its customers the development of strategies and concepts of the program, helps them in reward strategy and fulfillment, marketing communication planning, program organization and the development of detailed procedures and an IT requirements analysis

Creative Services are professional and comprehensive services, which, thanks to the focus on the visual and conceptual side of implementation, boost participants' engagement and motivation. Characteristic elements of creative services include: designing an involving strategy scheme, setting out the basic principles and mechanisms of an engagement program, developing unique graphic design (mobile, web, TV spots, brochures, posters), managing a program that engages clients.

Program Management Services – dedicated and highly experienced program managers will manage and

coordinate your loyalty program by executing operational tasks and software application administration, as well as by providing expert guidance for future improvements and further growth. The range of services provided by Comarch includes support in program organization, setup and selection of marketing service providers and fulfillment partners, managing on-going relationships with strategic program partners and subcontractors, ongoing administration of software applications involved in program operations, reporting of program KPIs and service performance, fraud detection and prevention, overall communication management, as well as configuration and administration of the program web portal.

Customer Analytics is a service in which Comarch provides support and assistance in the gathering, analysis and interpretation of data for the construction of customer-focused business strategies. We specialize in building customer segmentation models, analysis of data from loyalty programs, analysis of customer migration and customer activation strategies, development of predictive models and scoring, database marketing and analysis of customer satisfaction.

Management Solutions for motivation of employees

Comarch Enterprise Engagement Platform – a comprehensive solution for the management of motivation and commitment of employees and business partners. The system enables the defini-

tion and design of engaging, diverse tasks (education, sales, entertainment and social media) for employees for the execution of which they are rewarded with badges or a higher level or position in the ranking.

Electronic Data Interchange solutions

Comarch EDI is a platform for transaction services based on modern technology that provides electronic communication with every business partner in the world. It ensures process optimization and automation of data processing throughout the supply chain from the exchange Master Data, ordering process, through the implementation of supply, to invoicing and processing of payments.

Comarch EDI was indicated in the 2014 Gartner MQ report. The platform has been selected by more than 35,000 users from 35 countries exchanging more than 300 million documents per year (e.g., Metro, Leroy Merlin, Unilever, BP). EDI ensures:

- Validation of data
- Mapping/translation from/to the appropriate formats
- Integration with IT systems (e.g., ERP, WMS)
- Data routing
- Reporting.

Comarch EDI solutions:

Comarch EDI e-Invoicing – solution for servicing electronic invoices in accordance with applicable regulations. As part of the solutions we provide:

- Support for sales and purchase invoices
- Legal and business data validation
- Adjusting the format of invoices for different receivers (e.g., XML, PDF)
- Signing invoices with an electronic signature (also on behalf of the Client)
- Distribution through various channels (e.g., integration, portal, Web – EDI, e-mail, mail)
- Archiving of electronic invoices in accordance with applicable regulations.
- Integration with Comarch ECM – a comprehensive approach to paper and electronic invoices.

Comarch EDI Financing – faster receipt of payment or extension of the due date thanks to integration with banks' invoicing financing services (from selection through financing to the execution of the payment).

Comarch EDI e-Market – Comarch EDI e-Market is an e-commerce solution that mainly allows companies to effectively cooperate with smaller business partners. It provides:

- Customization of the application's layout
- Definition of individual product catalogs
- Determination and calculation of discounts
- Entering a variety of promotions
- Ordering of products/Shopping cart
- Reporting.

Comarch EDI Logistics – is a professional solution for process optimization in the supply chain. It provides effective communication with logistic operators, ensuring a fast and secure flow of information and access to the current status of logistics operations.

Comarch EDI Master Data Management – the central product catalog that streamlines the management of product data in one place. It allows the user to define various attributes of general areas, as well as those dedicated to the business partner.

Comarch EDI Mobile – Mobile application for quick and easy ordering of products by scanning barcodes. Another feature is the ability to optimize the reception of deliveries through a combination of EDI documents (DESADV) with a logistic label (SSCC).

Solutions for document and process management

Comarch ECM (Enterprise Content Management)

Comarch ECM allows for the comprehensive management of documents and business processes to provide faster performance, better control of the data and work, as well as a high level of safety in the company's critical information. Comarch offers a broad portfolio of solutions and services that enable the design, implementation, commissioning and management of the document aspect of business processes, such as the process of accounts payable, purchase processes, HR processes, contract management and master data management.

Comarch ECM has a base of over 600 customers in 15 countries on 4 continents. In the implemented solutions there are stored more than 1.2 billion documents, and OCR modules process more than 1.5 million invoices and other

financial documents per month. Comarch ECM solutions were chosen by such companies as ING, Carrefour, Euro-cash Group, Rossmann, Valeo, T – Mobile and Technicolor.

As part of Comarch ECM the following modules are offered:

Comarch ECM Accounts Payable allows the user to redesign, streamline and automate the processing of cost documents. One unified service process is able to handle multiple business units and ERP systems in many countries and languages. Its implementation allows for:

- unification and standardization of purchase invoices processing

- input channels of documents can be integrated (paper and scanning, pdf to email, EDI)
- reduction in time-consuming registration of documents from the outside of EDI channel by using an unconventional OCR engine without templates
- a workflow engine to be used, which allows for the support of electronic circulation, attribution and confirmation from which data will automatically go to the ERP systems.



SERVICES SECTOR

The solution is aimed at shared services centers of capital groups that support multiple entities in different languages, integrating with various accounting systems and to entities with significant volume and geographical dispersion of decision-makers who accept financial documents.

Comarch ECM Human Resources is a solution designed for companies employing several hundred or even several thousand employees, i.e., those in which the optimization of Human Resources services becomes an important element. Replacement of paper personnel files with their electronic equivalent in everyday work provides easy search and a quick preview of documents, resulting in real time savings for employees in the human resources department. The notification and reporting system also allows for efficient management of contract terminations and periodic health examinations or training.

Comarch ECM Contract Management allows for the implementation of a secure unified register of commercial agreements, whereby employees in the purchasing or accounting departments will be able to quickly locate and verify the provisions of the agreement. The workflow engine enables the implementation of an electronic contract approval process, so that while accelerat-

ing the process it increases its safety and reduces the risk to members of the board authorized to sign contracts.

Comarch ECM Master Data Management (MDM) allows the user to organize the process of adding and modifying clients' or products' data, and also eliminates the chaotic email or paper communication that imposes double data entry.

Comarch ECM Facility Management allows the user to create a central archive, so that employees have quick access to investment or administrative records, regardless of their location.

Comarch ECM Quality Assurance allows the user to organize all quality documents in the enterprise as a central knowledge base, and thus make it easier to access and quickly retrieve key quality documentation, not only in the quality department, but also for staff in other departments.

Comarch ECM Manufacturing Management – this implementation provides support for technical and production documentation, whose main advantage is fast and easy access for production department employees.

Solutions to support sales and distribution

Comarch SFA (Sales Force Applications)

Comarch SFA are mobile and web solutions dedicated to running and optimizing business processes, including those related to sales, logistics and customer service. Our portfolio includes systems for sales support and sales representatives' work management, integration solutions and communication services with business partners, as well as web-based applications for managing sales and trade marketing, marketing, and promotions.

Comarch SFA consist of more than 4.5 thousand users of Mobile Sales Force Apps, 20 million generated delivery orders and more than 15 million transmitted documents. Co-

march SFA solutions have been implemented in companies such as Carlsberg, Diageo (producer, e.g., of Johnnie Walker, Smirnoff and Baileys), Red Bull, Nivea, Energizer and BioMed.

The Comarch SFA platform includes:

Mobile Sales Force Applications is a professional Sales Force Automation-class system that provides full support for point of sale by mobile field workers. Within its offer, Comarch SFA provides users with applications that depend on the role and responsibility they have. Users can use mobile applications (smartphones and tablets) and applications available online via a web browser or installed locally on computers. Mobile applications are available on the Google Android platform and iOS.

Comarch SFA Online Manager, Comarch SFA Online Administrator and Comarch SFA Mobile Manager are applications for managers and business administrators who manage sales forces in the organization. Applications provide the functionality associated with the reporting and control of sales and medical representatives who operate in the area and use Mobile Sales Force Applications.



SERVICES SECTOR

Comarch SFA Online Sales Support Applications is a sophisticated B2B platform that integrates business partners – manufacturers, distributors and shops. It provides comprehensive communication, reporting and support for sales and marketing organizations. As part of the system, Comarch SFA also provides applications for managers and business administrators who manage sales forces in the organization. The platform also includes e-commerce and call center modules.

Comarch SFA Trade Promotion Management – a support module for planning and settlement of trade promotions and promotional budgets. It offers the ability to easily define long – and short-term promotional activi-

ties with selected customers, to take stock of the effectiveness of these activities and to use the historical data to analyze and find the best solutions to increase sales.

Comarch SFA Online Distribution – a communication and integration service for automatic, daily reporting to manufacturers of key information from traditional sales channels, such as inventory or resale. Online Distribution Service is provided on the basis of international standards for the electronic communication of EDI (Electronic Data Interchange), using the necessary integration of financial and accounting systems with manufacturers' and distributors' (wholesalers) sales departments. It also enables reporting of the producer's sales against the competition.

IT Infrastructure Management – Comarch ICT

Comarch ICT allows for complete control of the enterprise IT infrastructure. The combination of competence with many years' experience in the fields of telecommunications, outsourcing and data centers is a guarantee of the realization of specific implementations based on the best global standards and technology partnerships with leaders in the IT market. These solutions guarantee data security, promoting the development of IT processes within the organization, as well as internal and external communication. The most important services provided by Comarch in the area of ICT are Data Center, IT Outsourcing and Integration and IT Networks.

Comarch Data Center

Comarch has 15 years' experience in the provision of data center services. These are modern data processing and storage facilities used as an alternative for companies to expand their IT infrastructure resources. They allow clients to benefit from the use of specially designed space, without the need to build it and without creating expensive infrastructure. We accompany the client at all stages of the project, starting from the preparation of the initial concept, through design solutions, their implementation and migration, to maintenance and management.

Comarch has 13 Data Centers around the world, with 5 petabytes of data stored for customers in more than 50 countries.

IaaS (Infrastructure as a Service) Infrastructure as a Service consists of renting infrastructure – a specified amount of servers, computing power and storage space. Choosing the IaaS model enables a flexible and scalable selection of IT infrastructure resources based on the current needs of the company. As part of IaaS Comarch provides:

- Co-location systems in secure data center premises, designed and secured in accordance with the highest industry standards
- Shared network infrastructure and a central backup system
- Redundant access links to the Internet.

PaaS (Platform as a Service) PaaS Comarch delivers a complete hardware platform system with a complete range of Managed Services that support the client application. As part of PaaS Comarch delivers:

- Equipment (arrays and servers) co-located in the center(s) of the Comarch Data Center

- All necessary third-party licenses
- Administration and management of the operational layer (e.g., operating system, database)
- Management of the network layer and the safety systems
- Provision of redundant telecommunications links
- Monitoring of the entire solution, 24x7
- One level SLA for the entire system.

SaaS (Software as a Service) SaaS is the most comprehensive service provided by Comarch Data Center. It includes the supply of Comarch applications together with the necessary server infrastructure delivered as a service model. As part of the SaaS services we provide:

- Platform as a Service (hosting)
- Comarch applications or, in certain cases, foreign applications
- Application administration services and IT infrastructure
- 24-hour monitoring and supervision of the system components and a very short response/repair time
- A single point of contact for the customer and one SLA for all solutions
- Optional help-desk for end users.

Disaster Recovery Center (DRC) Comarch DRC is an optional extra service for all the above-mentioned solu-

tions offered by Comarch Data Center. It includes providing a backup data center for critical systems. The service is offered in various models within which Comarch provides:

- The primary data center facility – emergency facility is located at the customer's location
- Reserve data center facility – the center core is located at the customer's location
- Primary and backup data center facilities – both centers are located in one or two physical locations.

This service can be delivered using a PaaS or SaaS model with regard to ensuring the replication of data between the two centers, and booting the backup system after a failure of the primary location.

Comarch IT and Outsourcing

Comarch IT Outsourcing is a group of continuous services, whose task is to provide comprehensive IT support to the customer, ranging from full support to the end user (service desk and station care), through the administration of LAN/WAN, server infrastructure and security, to the management of IT processes in accordance with the best ITIL practices. In addition, we provide customers with continuous services performed remotely or directly at the customer's location, which are related to advanced server systems, database and matrix, and therefore the most critical systems for the client's business and the most demanding in terms of availability and reliability.

Comarch IT Integration – this is a group of services whose task is to adjust the customer's IT environment to new business requirements and technical specifications. We support clients from the stage of analysis and design of a new IT platform, through the delivery of appropriate hardware and software, to the implementation phase. Services relate to both the launch of new systems on new platforms, extension of functionality by updating the software version and migration between systems, systems consolidation or virtualization of environments currently used by the client.

Comarch Business Continuity is a group of services designed to provide customers with high-availability systems, minimize the consequences of accidents and disasters, and the possibility to enable a quick return to the pre-failure state. Based on Comarch office space in Kraków and Warsaw, we offer customers a spare office for their key employees. The high-availability solution is a service for those customers for whom even a few minutes' critical system failure is a huge loss. In contrast, data backup and archiving is a service for all businesses that are aware of the validity of the data stored and processed in IT systems. In addition, within this group of services we also provide audit services for various IT areas.

Comarch IT Networks

Solutions offered by Comarch are designed to improve communications within the organization, and also with business partners and customers. Comarch IT Networks is a range of solutions for the integration of solutions to support the exchange of information and efficient communication within the company. This includes any communications technology, applications and data resources such as WAN or LAN, improving not only communications, but also the exchange and access to corporate information. Comarch IT Networks solutions include:

Comarch Network Managed Services (CNMS)

is a concept of solutions designed to create and maintain data networks, including WAN/LAN/WLAN. CNMS is a comprehensive solution for the construction or modernization of existing transmission networks, as well as the management and administration of these networks. In addition, we provide solutions for network security.

Comarch Contact Center (CCC) – This is a comprehensive package of solutions that supports customer relationship management, and internal communications of organizations, as well as many other areas of business. The solution proposed by Comarch facilitates efficient management of information in the enterprise and allows the user to optimize the customer service process using customer-owned systems. Within the proposed solution, we provide both the supply of the necessary hardware layer – such as servers, gateways, phones or headphones – as well as an integrated application layer,

equipped with business logic modules. On request, Comarch Contact Center can also be provided in a service model, allowing for availability of Comarch Contact Center customer resources. The customer, under this solution, gains access to the Contact Center infrastructure and a required number of agent stations (IP phone with the CC, CC Agent application and headphones). The customer itself provides only CC agents and internet access.

Comarch Network Operations Center (Comarch NOC)

Comarch NOC is a comprehensive solution that provides a single point of contact with the client, providing technical support for monitoring and Service Desk in the areas of IT infrastructure and business applications for all types of businesses and institutions. Thanks to the built-in functionality of an automated and reliable system in place to monitor the IT services offered by Comarch, the service can be helpful both for administrators and IT managers.



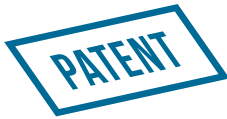
Comarch Network Operations Center



COMARCH TECHNOLOGIES DIVISION



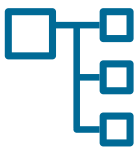
27
SUBMITTED AND REGISTERED
WORLDWIDE TRADEMARKS



3 PATENT
APPLICATIONS



OVER
2 MILLION
SUBMITTED PKI CERTIFICATE REQUESTS PER HOUR



OVER
1 MILLION
AUTHORIZED USERS IN COMARCH IDENTITY
AND ACCESS MANAGER DRACO PER DAY



OVER
1 MILLION
COMARCH SMARTCARDS ON THE MARKET



OVER
10 THOUSAND
USERS OF FSM PER DAY





COMARCH TECHNOLOGIES DIVISION

Launched in 2014, Comarch's Technologies Division is the fast-growing technology wing of Comarch Capital Group. It provides comprehensive end-to-end hardware and software solutions for B2B clients focused on the Internet of Things (IoT) and cyber security. Comarch draws its know-how from successfully completed projects in the areas of consumer electronics, automotive, health care and the finance industry.

Full control over the hardware and software R&D cycle allows for a quicker response to market needs, as well as a guarantee of exceptional quality for the solutions provided.

PRODUCTS

INTERNET OF THINGS

Comarch IoT Platform is a cloud-based service for management of smart and mobile devices. It exploits the advantages of the Internet of Things concept, connecting people, devices, processes and data used, to enhance the user experience where smooth, uninterrupted communication is a key issue. The Platform offers standard-based tools and services for building any smart business in the connected world at low costs with endless possibilities.

Comarch beacon is a small transmitter that broadcasts a continuous signal via Bluetooth Smart, which is used by mobile devices to provide precise location services or

contextual messaging both indoors and outdoors. Comarch beacon helps businesses to engage consumers at the right time and right place, giving them relevant data rather than expecting the consumer to search for it.

Comarch Field Service Management is a complete solution for scheduling, staffing, managing, and supporting workforces in the field. Efficiency is achieved by selecting the most suitable resources for each task as well as accounting for scheduling issues. The decision is made taking into consideration modifiable and adjustable ratings, according to a company's unique business model.

MOBILITY

Application development is the set of procedures and processes involved in writing software for wireless, small computing devices such as tablets or smartphones. Applications are often written specifically to take advantage of the unique features that a mobile device offers.

User Experience Consulting helps to identify issues in the app user interface or user experience which creates positive change thanks to observation, analysis and A/B testing.

Quality control and testing is a complex task which requires a professional, holistic approach. Comarch's wide expertise in application testing ensures defects are minimized and helps avoid expensive post-production bug-fixing.

CERTIFICATION TOOLS

Certification Tools enable effective management of device and application certification processes. Additionally, they allow for verification of compliance with

folded standards and provide continuous support to organizations during the evolution of the standards.



CYBER SECURITY

Consulting

Comarch Cyber Security Professional Services provide the C2SOC (Comarch Cyber Security Operations Center) solution and security auditing services along with security policy development and implemen-

tation. The C2SOC is a centralized unit that monitors networks across the continent to detect, analyze and reduce cyber threats before they affect the client's business. The C2SOC is manned 24-hours a day, all year.

Identity and Access Management

Comarch Identity and Access Manager DRACO provides world-class identification, authorization, authentication and accounting methods and procedures

in line with security standards and regulations. It offers numerous methods starting from passwords up to sophisticated mechanisms for the most demanding applications.

Public Key Infrastructure

Comarch Certificate Authority manages creation, storage and distribution of PKI certificates, which are used to securely share data over a network whilst verifying the identity of a certain entity.

cancellation. It also reports the current status and personalization of the requested PKI certificate.

Comarch Certificate Workshop along with Comarch Certificate Authority covers a complete PKI certificate lifecycle, starting from a request for certificate issuance up to its extension, termination or

Comarch SOPEL provides Public Key Infrastructure (PKI) libraries and services related to the electronic signature operations. The electronic signature is used to confirm the user's identity, software or hardware, and gives transaction authorization.

Authentication & Authorization Methods

Comarch Smart PKI Devices are cryptographic devices which verify the identity of their owners and provide secure access to any sensitive data through personal cryptographic keys and passwords. Comarch's Smart PKI Devices portfolio includes smart cards, smart tokens and smart card readers.

a higher security level along with shorter cryptographic keys. Comarch Smart Elliptic Devices family comprises of Comarch tPro and Comarch Smart Token ECC devices.

Comarch Smart Elliptic Devices are the unique protectors embedded with certificates and private keys based on the Elliptic Curves Cryptography (ECC) mechanism for future-proof secure systems. Unlike today's most commonly used algorithms, the ECC mechanism delivers

Comarch OTP Solutions provides strong methods of user authentication and authorization based on the one-time password generation and challenge-response mechanisms. The one-time password mechanism is the most popular and simple form of the two-factor authentication used to protect networks against unauthorized access. Comarch OTP Solutions offer comprises of Comarch Smart Token OTP and Comarch Mobile ID solutions.

Security Assurance

Comarch Secure Admin controls an internal and remote access to server resources through the secure shell (SSH) and remote desktop protocol (RDP). It also configures session timeout and reports unauthorized server access attempts. Comarch Secure Admin is easy to deploy within the company IT infrastructure.

Comarch Frozen Object monitors and reports changes in the selected elements of the company's systems and applications. The program monitors specified files, directories, MS Windows registry data, DB tables, LDAP catalogs and hardware configuration.

Comarch Central Log is a comprehensive solution for collecting, processing and storing logs extracted from the company's systems and applications. The

system functionality enables administrators to specify events strictly associated with business operations.

OUTSOURCING

Outsourcing provided by Comarch ranges from analysis and architecture design, to SW and HW development; from testing and implementation, all the way to security

auditing and system integration. The services are performed remotely or directly at the customer's premises when critical systems or sensitive data are considered.

DESIGN & PROTOTYPING

In our IoT Lab, we build functional prototypes which follow the highest industry standards in safety, security and user experience. Our rapid prototyping technology

process includes design, manufacturing and final product assembly, along with thorough testing and validation.

QUALITY ASSURANCE

Comarch Technologies has the necessary competence, resources and experience to take responsibility for the entire quality assurance process for your IT systems: start-

ing from the analysis to testing scenario design all the way to test automation across all major hardware and software platforms, including mobile and embedded software.

SHORT SERIES MANUFACTURING

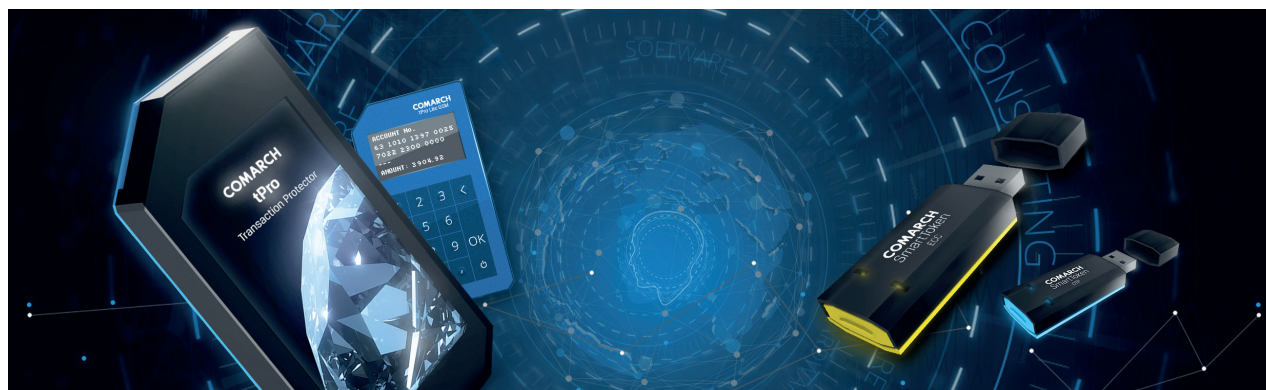
Comarch IoT Lab offers an innovative and sophisticated product line that allows for rapid short series manufacturing. Aiming at supporting clients in a whole prototyp-

ing process, we provide services in the areas of industrial design, prototyping, software development and integration finalized in extensive quality assurance.

EMBEDDED SYSTEMS

Comarch Technologies aggregates all HW and embedded SW competences accumulated during our long-term cooperation with worldwide industrial partners. We have provided services for consumer electron-

ics and automotive R&D, from electronics design and hardware prototyping to base-porting, microcon-troller programming and user experience studies.





COMARCH HEALTHCARE

Comarch Healthcare provides complex solutions for health service. Since 2008 it has been carrying out a range of research and development projects, whose main aim is to develop comprehensive products for modern healthcare institutions.

The Comarch Healthcare offer includes:

- e-Care Platform – solution for remote medical care
- Information systems for comprehensive management of healthcare institution
- Information systems and application which help radiologists in their work
- Modern information solutions for processing, storage and creation of Electronic Health Record electronic medical documentation.

During the development of products and solutions of the Comarch Healthcare offer, the primary areas of focus are the ergonomics and intuitiveness, and, at the same time, the highest standards of data security.

The e-Care Platform

The e-Care Platform was designed for remote medical care, i.e. to monitor patients' health state outside hospital environment. This solution enables doctors to receive and process data from measuring devices, which monitor the relevant vital parameters, and enables patients to have remote contact with doctors. The platform includes, amongst others:

- Comarch PMA – Personal Medical Assistant
- Comarch HMA – Home Medical Assistant
- Comarch e-Care Center Software
- Center of Remote Medical Care
- Comarch Teleradiology.

Comarch OptiMED – a complex information system for managing a hospital

The OptiMED system is equipped with a range of modules needed for the IT implementation in hospitals, both in medical (so-called “white”) and administration divisions (so-called “gray”). Comarch OptiMED is a modern solution in the field of comprehensive IT systems designated for hospitals management (HIS class system). Module architecture of the system can be adjusted to each organization structure of a hospital, irrespective of its infrastructure, wards, operating rooms, a hospital peculiarity or its specific equipment. The OptiMED system can be connected to compatible peripheral systems (e.g. department of medical imaging).

Comarch OptiMED24 – software for medical centers.

The OptiMED24 system is a tool for managing an outpatient clinic and for storing a medical health records – . The main modules and functionalities of the system are responsible for managing:

- Settlements with the Polish National Health Fund (NFZ)
- Registration of patients
- Appointments and consultations management
- Analysis and reports
- Public collectors.

OptiMED24 is an extremely flexible solution, thanks to its open architecture it can be integrated with the solutions responsible for managing an administrative division (e.g. Comarch ERP Optima), with business analytic systems (Comarch BI) and with products of the RIS and LIS class. One of the latest functionality of Comarch OptiMED24 is the integration with online portal which promotes doctors.

OptiMED and OptiMED24 software complement each other, constituting a comprehensive offer for all size organization units in the healthcare sector.



Comarch RIS – a system for managing radiological laboratory

Comarch RIS is of key value for efficient operating of a radiological laboratory. Apart from the standard functionalities of this class systems, i.e. examination register, description of results, reporting and administration, the system also offers a range of additional functionalities which, to a large extent, improve the work of every radiological laboratory, such as:

- extended configuration of roles and authorization of individual system users
- time table and organizer module.

The Comarch solution can be also integrated with outside systems of the HIS and PACS classes (HL7 protocol). Thanks to this functionality, Comarch RIS allows users to create and send complete electronic documentation of a patient.

Comarch medNote – the most ergonomic application for doctors. It is the most ergonomic and intuitive system for managing Electronic Health Records for Sole Medical Practitioner. Its idea is based on context work with forms resembling printed versions of medical documents. Comarch medNote, in terms of the way it is used, resembles more a well-known text editor than a complicated medical application.

Comarch Holter

Comarch Holter is a solution designed for precise registering and analysis of cardiology parameters. Depending on the ECG Module used, it allows doctors to obtain from 7 up to 12 leads ECG along with respiration signal. The solution consists of two elements – Comarch PMA Mobile Holter device and application for analysis of ECG readings – Comarch Holter.

Comarch EHR

Comarch EHR is an informative system used to view electronic documentation in all type of medical institutions. The system aggregates medical documents created in other systems which cooperate with each other, creating a clear and easily available secure archive of documents. Documents sent to Comarch EHR are presented in a chronologically ordered record of a patient. Each record has a reference which provides a fast overview of a document, based on which it was generated. In addition, only entries from a specific type of examination or carried out in specific institutions, wards, or carried out by a specific doctor at specific time can be viewed in a given record.

Comarch BI

A solution of a Business Intelligence class is dedicated to the medical sector and designed for cost control, real-time monitoring of institution profitability and advanced data analysis coming from source systems. It is an irreplaceable tool which provides necessary data constituting the basics for making strategic decisions relating to a business aspect of the functioning of medical institutions.

ERP DIVISION



MORE THAN
43 000
CLIENTS USE THE BACKUP IBARD24 SERVICE



MORE THAN
35 PERCENT
OF CLIENTS OF THE ERP DIVISION
USE SOLUTIONS AVAILABLE IN THE CLOUD



MORE THAN
300 ERP PROJECTS
IMPLEMENTED WITH THE USE OF EU FUNDS



120 THOUSANDS
CLIENTS USE COMARCH CLOUD



MORE THAN
1000
ACCOUNTANCY OFFICES IN THE IKSIEGOWOSC24 SOCIETY



MORE THAN
7000
LICENSES FOR BI USERS IN THE ERP SYSTEMS

ERP DIVISION

Comarch ERP Altum – the first intelligent ERP platform which comprehensively supports all key business processes in medium and large trading and service companies and in store chains. The solution is adjusted to the Polish and foreign markets. The system is also available in a service model (SaaS).

Comarch ERP XL – for years it has been the most desired system of the ERP class in Poland and is used by more than 4500 medium and large enterprises from different industries. The solution fulfills specific requirements of manufacture, trading and service enterprises. The system is also available in a service model (SaaS).

Comarch ERP Optima – an application for micro, small and medium enterprises which offers sales management, management, accounting services and personnel and payroll management. Along with an additional Accountant Office module and iKsięgowość24 Accountant Office Social portal, Comarch ERP Optima is a tool for managing and advertising the accountant offices and tax counseling offices. The application is also available in a service model (SaaS).

Comarch REP iFaktury24 – an innovative application for on-line invoicing, managing a warehouse and simplified accountancy, it is available through an internet browser or an application installed on computers with Windows 8 and 8.1 systems. A solution dedicated to micro and small enterprises. Its main advantages are the ease of use, a complete process automation, a possibility to integrate it with an accountant office, Wszystko.pl portal and Comarch ERP e-Shop. The application is only available in a service model (SaaS).

Comarch Retail – an independent system for managing a retail sale, enables a company to manage a retail store

chain efficiently and comprehensively, starting from its main office through back-up facilities to the point of sale (POS).

Comarch ERP Mobile – a package of mobile applications which supports the ERP system: Comarch ERP Optima, Comarch ERP XL and Comarch ERP Altum. The package includes: Comarch ERP Mobile Sales Manager and Comarch ERP Mobile Sales. Comarch ERP Mobile Sales Manager is a web application which enables companies to manage mobile personnel and their sales results via one application, run on any type of device: smartphone, tablet, laptop or PC. It enables companies to monitor work results and the current locations of the personnel and routes registered by them. Comarch ERP Mobile Sales is an application of SEA type, enabling users to work on a smartphone or tablet with Android platform, support the field personnel, amongst others, sales representatives and sales assistants in e-shops.

Comarch WMS – a solution which enables companies do manage a High Bay Warehouse. The package includes: Comarch WMS Management and Comarch WMS Warehouse. Comarch WMS Management is a tool dedicated to management of a company warehouse logistic, among others, by defining warehouse structure, handling carriers, giving warehouse orders, monitoring the warehouse's work. It is a web application which can be run on any type of device: smartphone, tablet, laptop or PC. Comarch WMS Warehouse supports the operation of warehouses on data collectors with an option to work on-line. The application allows users to receive, issue, move and take inventory of goods.

Comarch Business Intelligence – it is a system based on a technology of data warehouse which is dedicated to small and medium enterprises and international corporations. The solution supports decision-making processes and handling tasks relating to reporting.

It offers support to the following industries: financial and insurance, FMCG, service and production.

iBard24 – an easy to use, multifunctional tool for, amongst others, automatic backup, file synchronization between devices and team work on documents. iBard24 Service allows users to have constant access to company data from any device and place 24/7. A huge advantage of the application is the high level of security of the stored data: double encoding and their storage in a certified Comarch Data Center in Poland. iBard24 is available in four languages (Polish, English, German and French).

iKsięgowość 24 – accountancy and bookkeeping services for enterprises, provided by more than 1000 accountant offices which use Comarch ERP Optima.

Comarch ERP Contractor Desk – B2B platform allowing users to, amongst others, order goods on the Internet. A logged on contractor has access to the history of their orders, payments, claims, can view a realization status of service and production orders. The application works with Comarch ERP XL, Comarch ERP XL and Comarch ERP Altum.



ERP DIVISION

Comarch ERP e-Shop – a software for an internet shop for small and medium companies fully integrated with the Comarch ERP management systems, price comparison applications, Allegro and Wszystko.pl auction websites, and also with online payment services.

Wszystko.pl – a trading platform (operating so far in www.iMall24.pl domain), it enables a company to sale directly on the Internet from the invoicing and warehouse system used by enterprises. Every company that has purchased the Comarch ERP management software can sell its products via this application.



Comarch Software und Beratung AG systems is a line of ERP and financial and accounting systems for small and medium enterprises operating on the German market.

Comarch ERP Enterprise – a new generation ERP system for active enterprises operating on international markets with the use of Internet. It is equipped with an ergonomic user interface, a built-in WorkFlow module, and it is optimized to reflect business processes and organization structure in a most efficient way.

Comarch Financials Enterprise – a new generation of a financial and accounting system, developed as an addition to the Comarch ERP Enterprise system, it enables an enterprise to manage finance of modern structure.

Comarch ERP Suite – a classic ERP system, which offers proven and adjusted to industry peculiarity functional solutions for a wide spectrum of users.

Comarch Financials Suite – enhanced, certified financial and accounting system, using control module and electronic document storage, enabling an enterprise to work in an international environment, with respect to different accounting standards (US GAAP, IFRS).

Comarch Financials Schilling
– a classic financial and accounting system.

Comarch Financials DKS – a financial and accounting system expanded for clients operating on the Austrian market, also equipped with a control and HR module.

Comarch HR – a system dedicated to HR and payroll management, it supports work time and recruiting processes management.

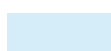
Comarch ECM – a system for electronic storage and management of documents, which enables users to implement a fully electronic document circulation in a company.

Comarch eBilanz – an application for electronic submission of financial reports to the governmental authorities in Germany, works with different financial and accounting systems.

G4 GENERAL STANDARD DISCLOSURES OVERVIEW

STRATEGY AND ANALYSIS										
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LEGEND



General
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Required General Standard
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accordance' criteria options



Linkage to OECD
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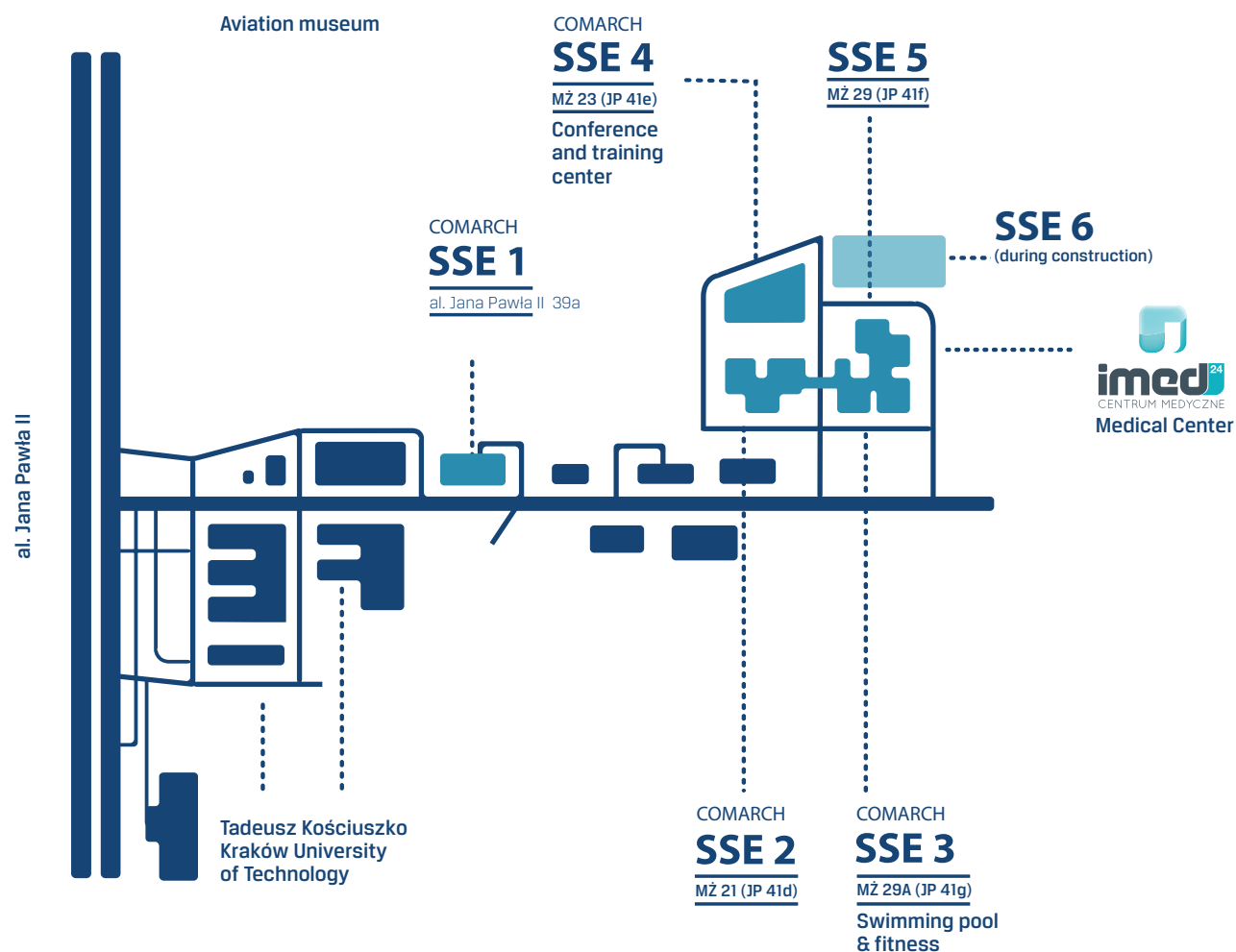
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