



Financial Results Q1-Q4 2018

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

4th of March, 2019, Warsaw

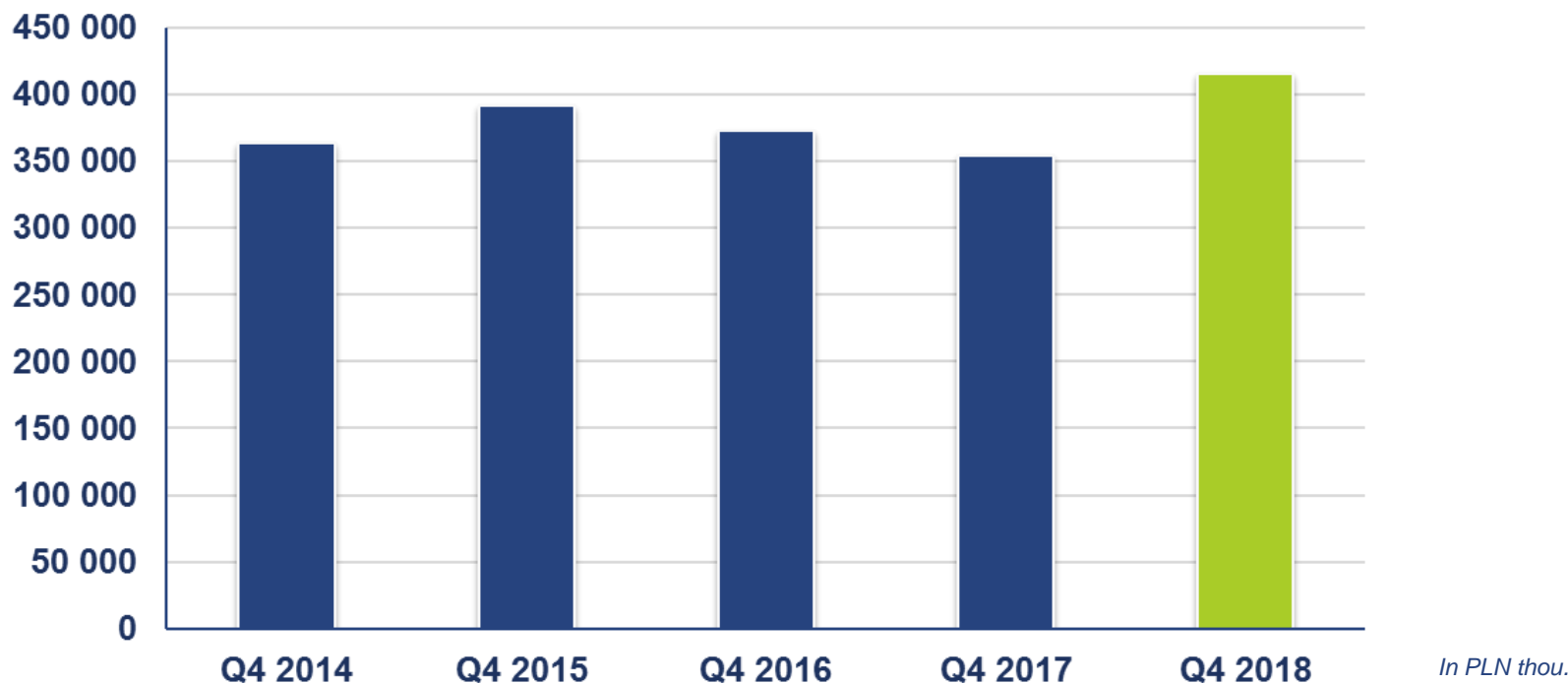
Agenda

- **Business situation, financial results Q4 2018**
- **Business situation, financial results 2018**
- **Cash flow**
- **Employment**
- **Investments**
- **Summary**

Agenda

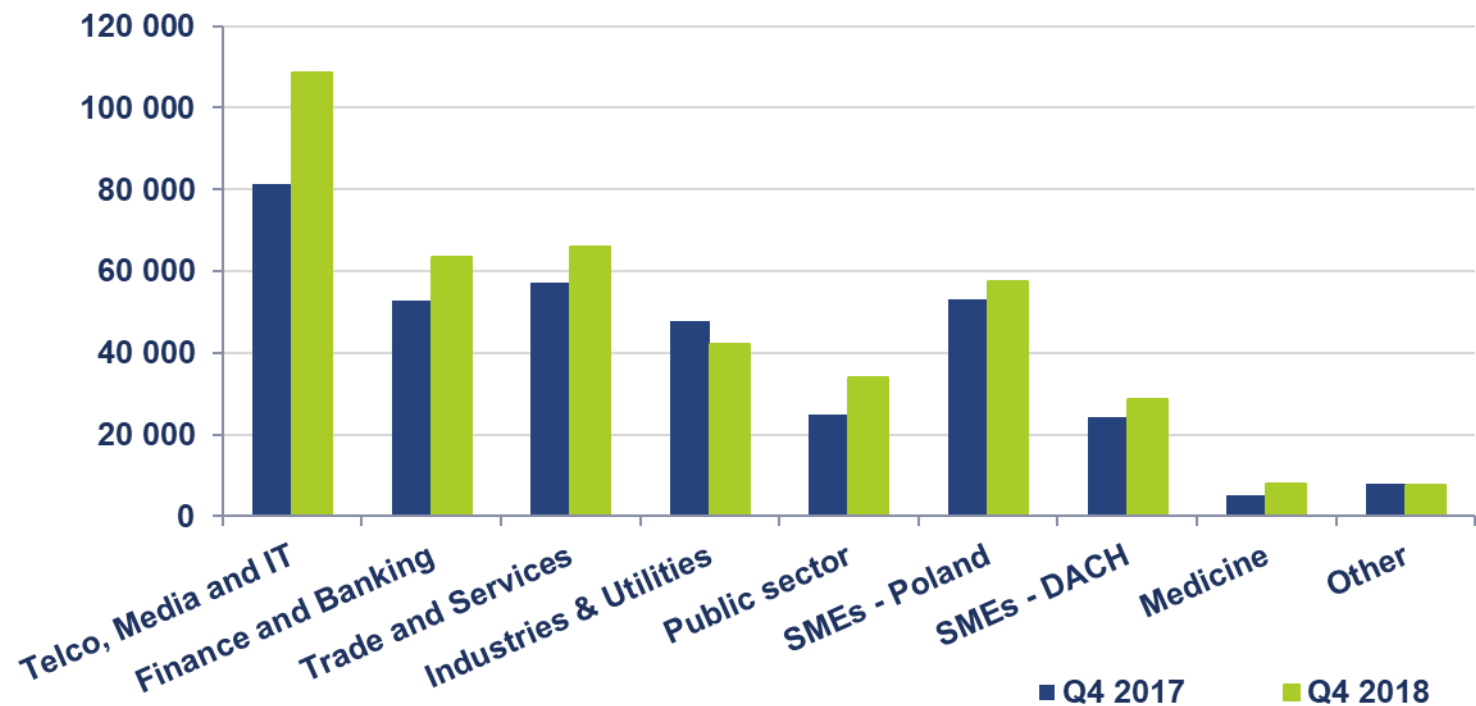
- **Business situation, financial results Q4 2018**
- Business situation, financial results 2018
- Cash flow
- Employment
- Investments
- Summary

Sales Revenue Q4 2018 (Comarch Group)



From 1 January 2018, the Group started using the principles resulting from IFRS 15 for sales revenues. For comparative purposes, the transformation was made in accordance with IFRS 15 data for the first, second, third and fourth quarter of 2017.

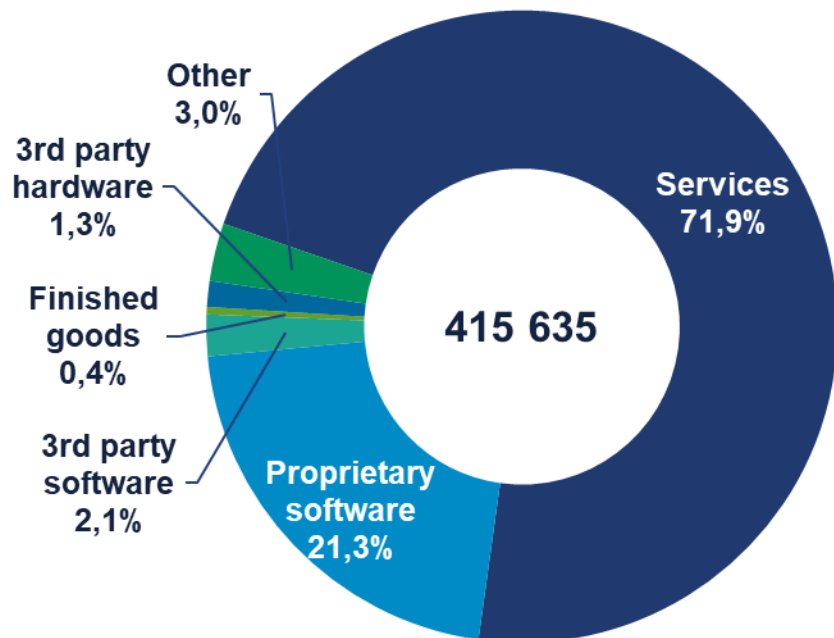
Market Sales Structure Q4 2018



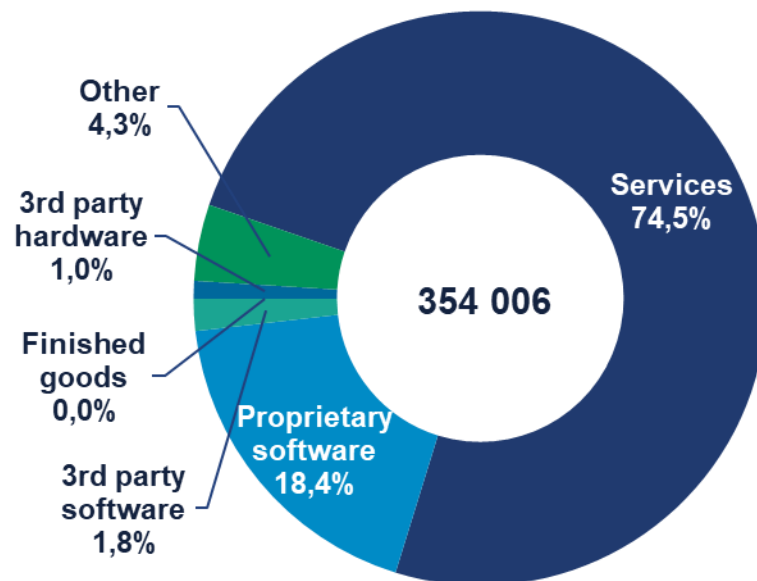
in PLN thou.

Products Sales Structure Q4 2018

Q4 2018



Q4 2017



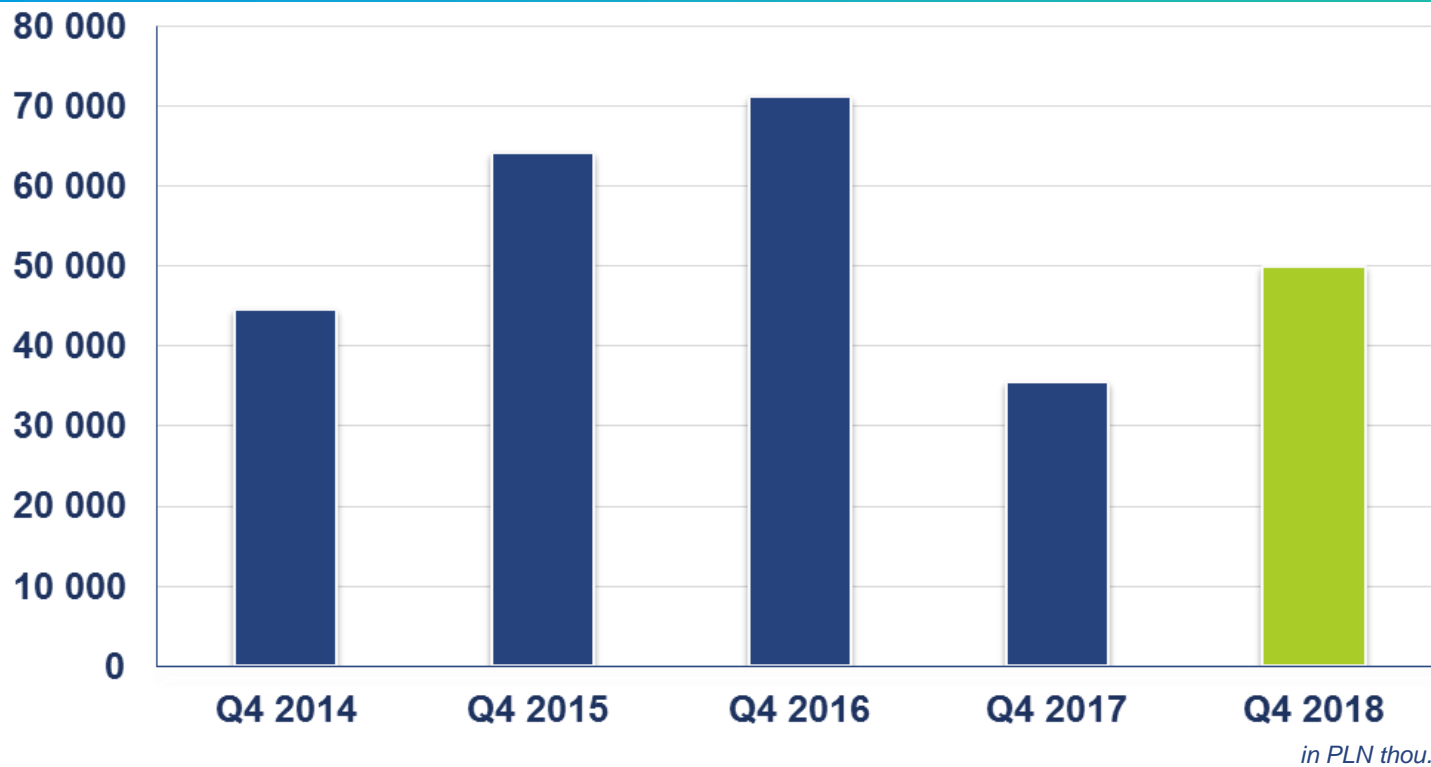
Consolidated Financial Results Q4 2018

Comarch Group	Q4 2018	Q4 2017	Q4 2017*
Revenue	415 635	354 006	350 019
Operating profit	49 914	35 600	31 613
Net profit attributable to the Company's shareholders	29 199	39 845	35 858

in PLN thou.

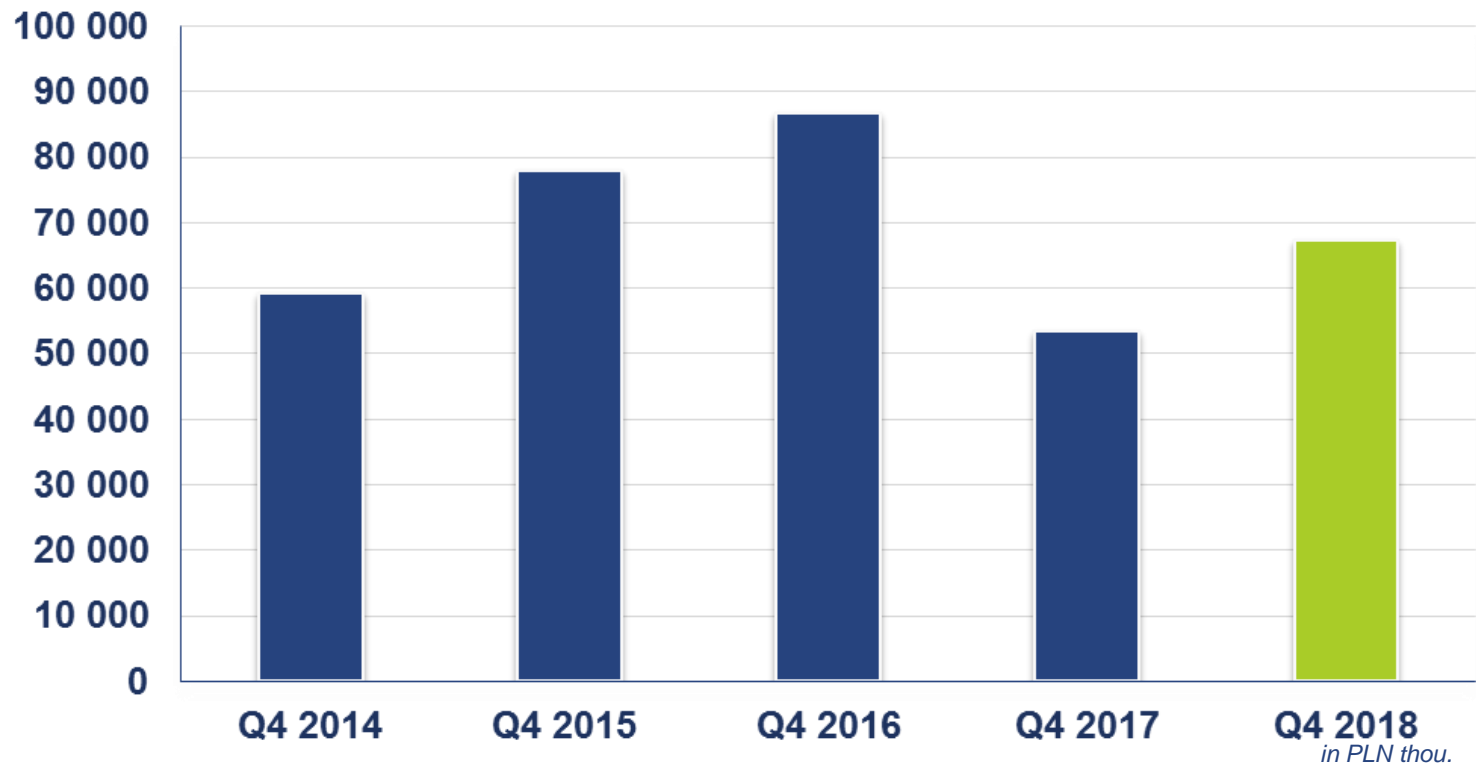
** Data for Q4 2017 were published on 1st of March, 2018 before adopting IFRS 15.*

Operating Profit Q4 2018 (Comarch Group)



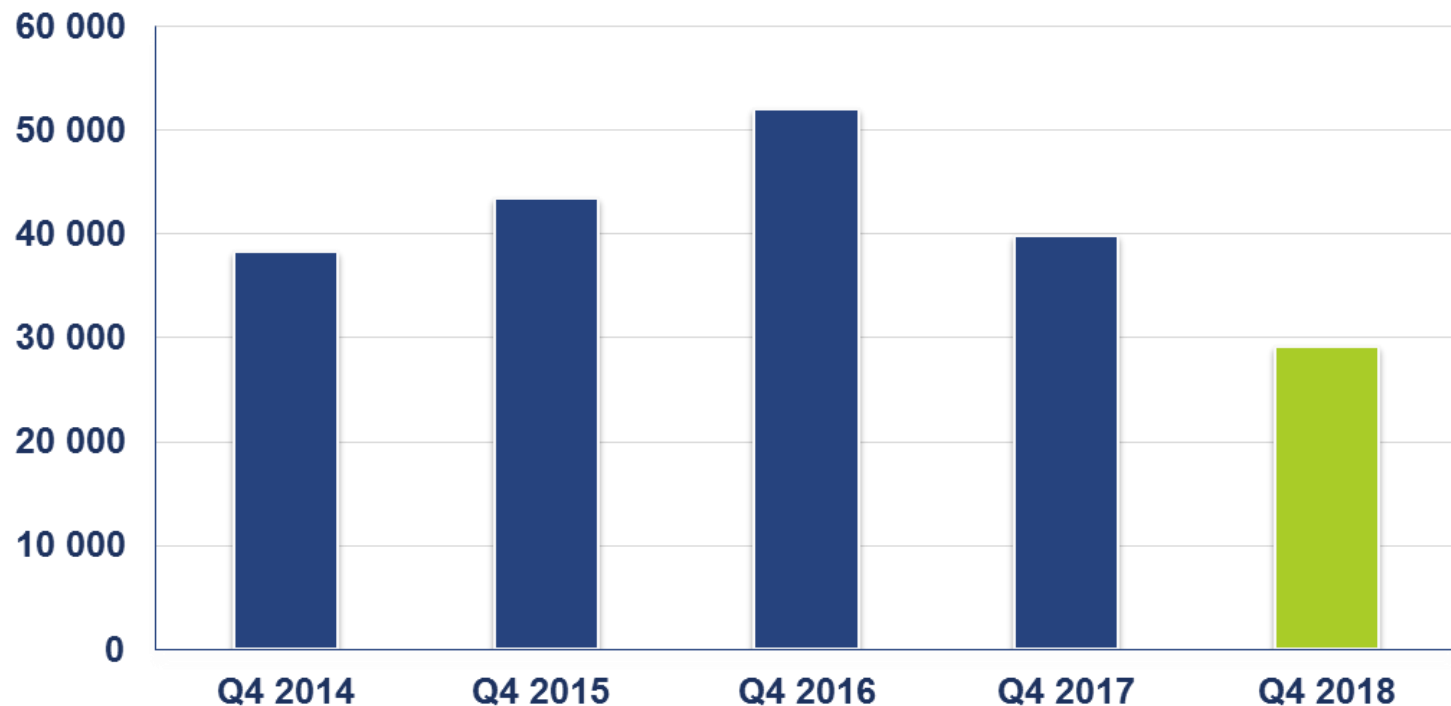
From 1 January 2018, the Group started using the principles resulting from IFRS 15 for sales revenues. For comparative purposes, the transformation was made in accordance with IFRS 15 data for the first, second, third and fourth quarter of 2017. Data for 2014 – 2016 were not adjusted to IFRS 15.

EBITDA Q4 2018 (Comarch Group)



From 1 January 2018, the Group started using the principles resulting from IFRS 15 for sales revenues. For comparative purposes, the transformation was made in accordance with IFRS 15 data for the first, second, third and fourth quarter of 2017. Data for 2014 – 2016 were not adjusted to IFRS 15.

Net profit Q4 2018 (Comarch Group)



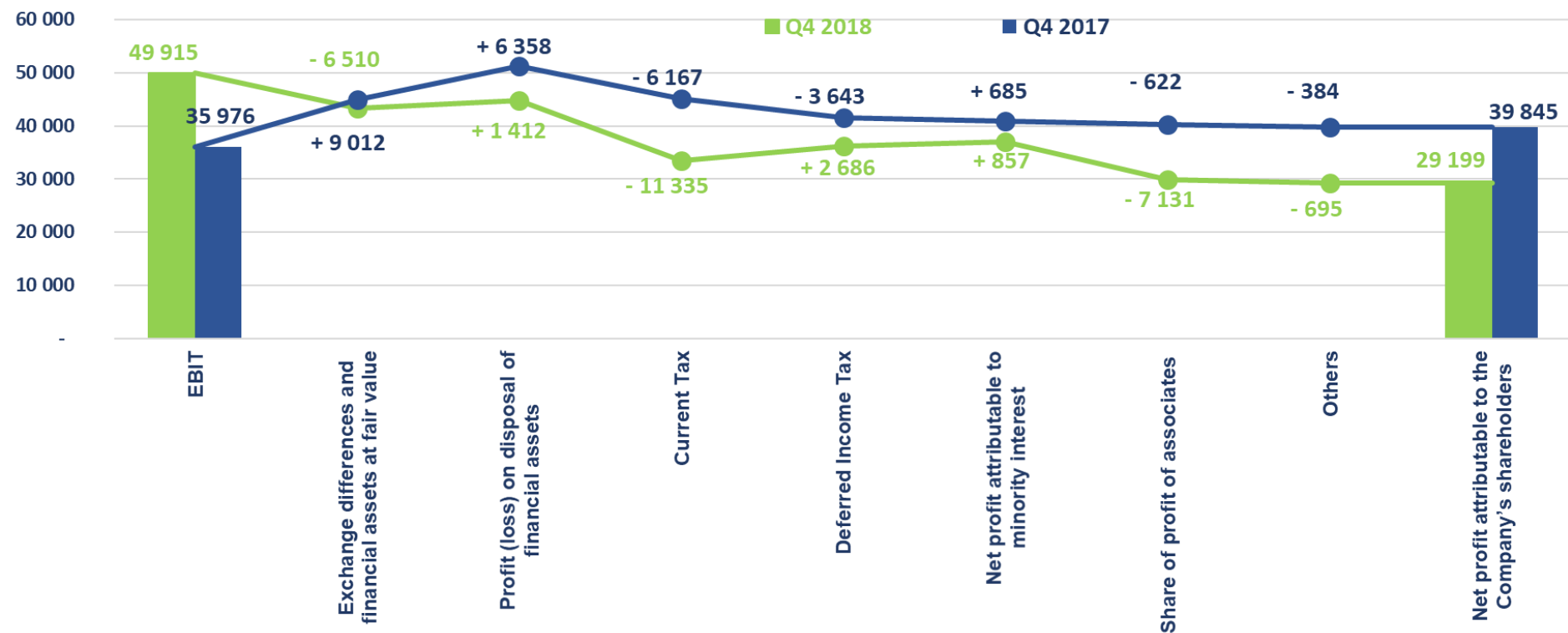
in PLN thou.

From 1 January 2018, the Group started using the principles resulting from IFRS 15 for sales revenues. For comparative purposes, the transformation was made in accordance with IFRS 15 data for the first, second, third and fourth quarter of 2017. Data for 2014 – 2016 were not adjusted to IFRS 15.

COMARCH

25 lat

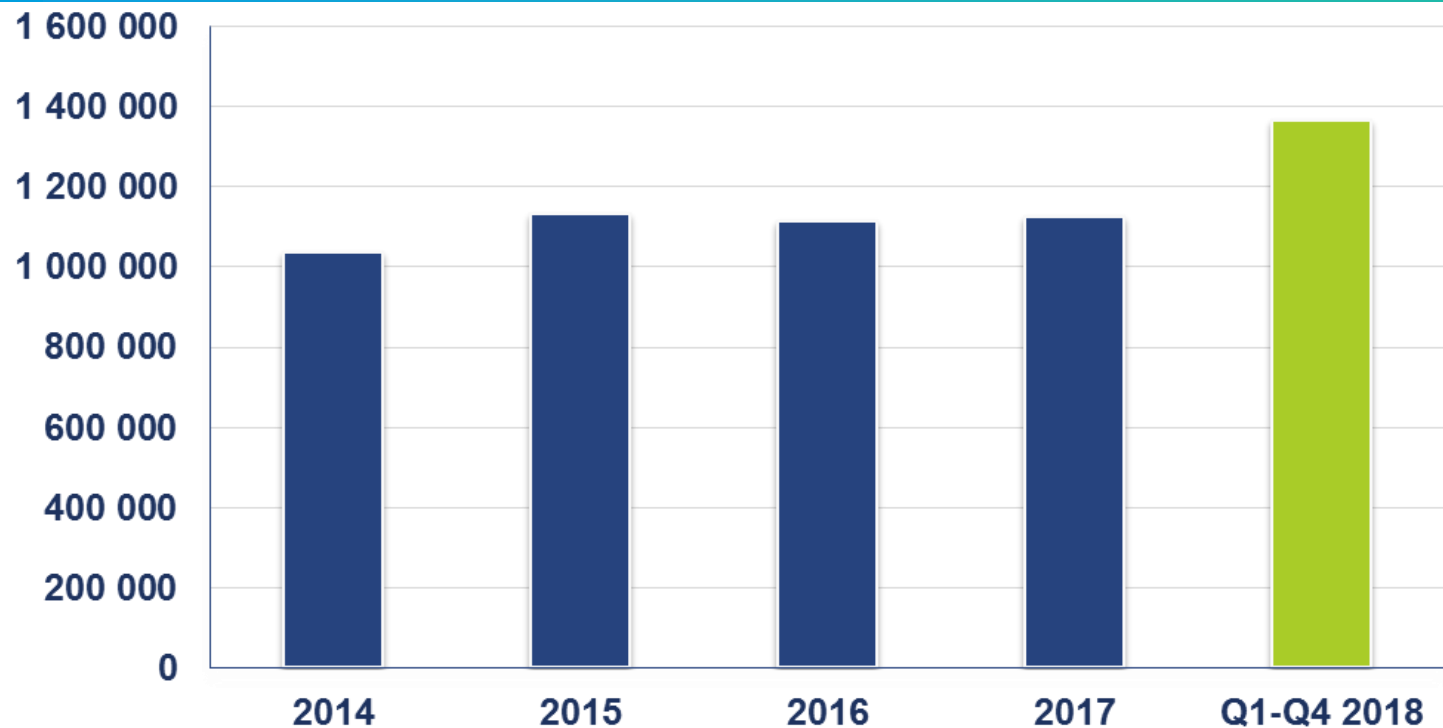
EBIT vs. Net Profit Q4 2018 (Comarch Group)



Agenda

- Business situation, financial results Q4 2018
- **Business situation, financial results 2018**
- Cash flow
- Employment
- Investments
- Summary

Sales Revenue Q1-Q4 2018 (Comarch Group)



in PLN thou.

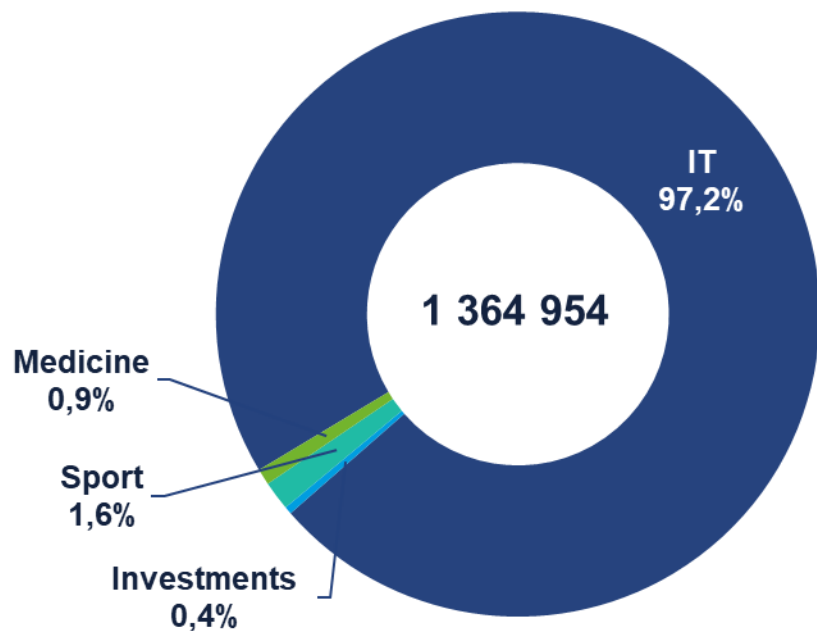
From 1 January 2018, the Group started using the principles resulting from IFRS 15 for sales revenues. For comparative purposes, the transformation was made in accordance with IFRS 15 data for the first, second, third and fourth quarter of 2017. Data for 2014 – 2016 were not adjusted to IFRS 15.

COMARCH

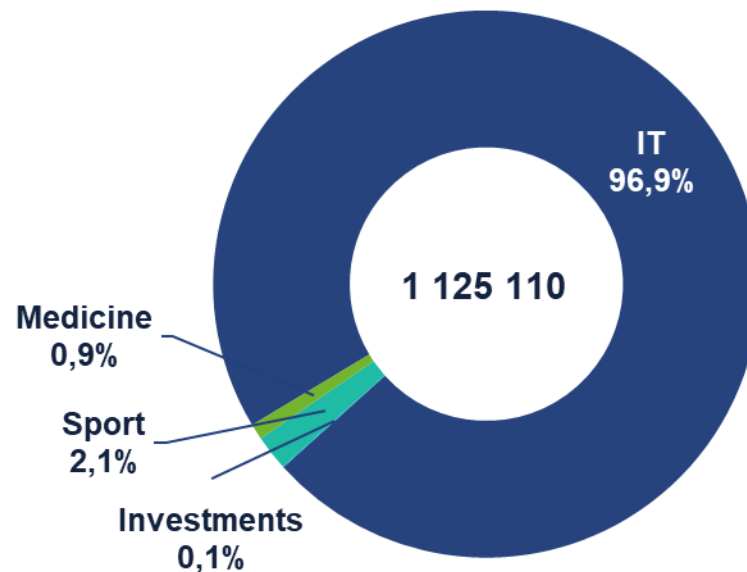
25 lat

Market Sales Structure Q1-Q4 2018

Q1-Q4 2018

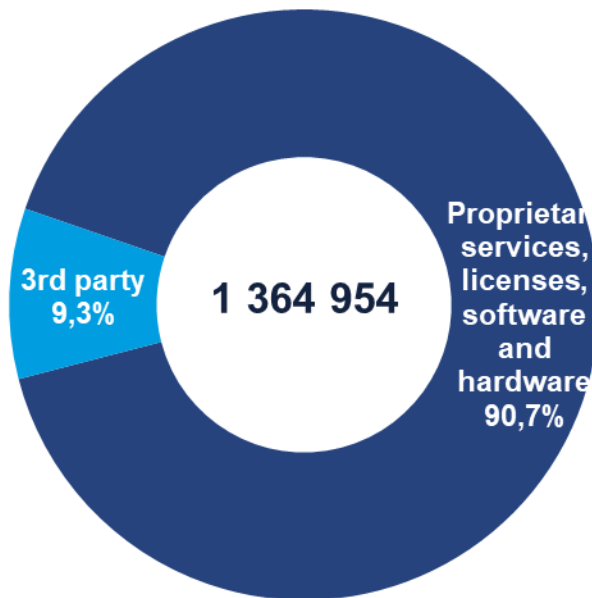


2017

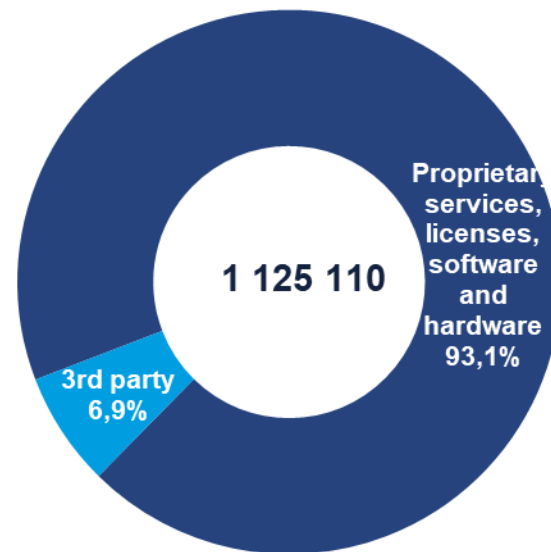


Products Sales Structure Q1-Q4 2018

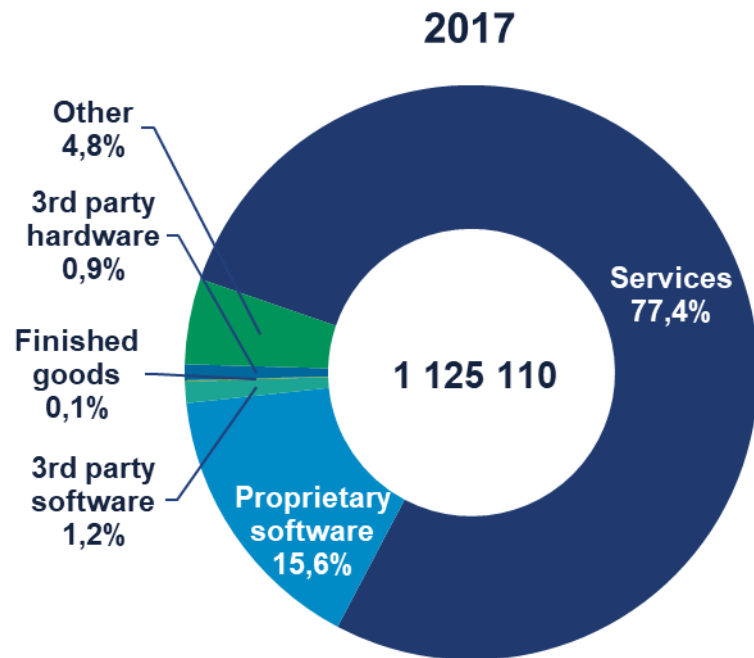
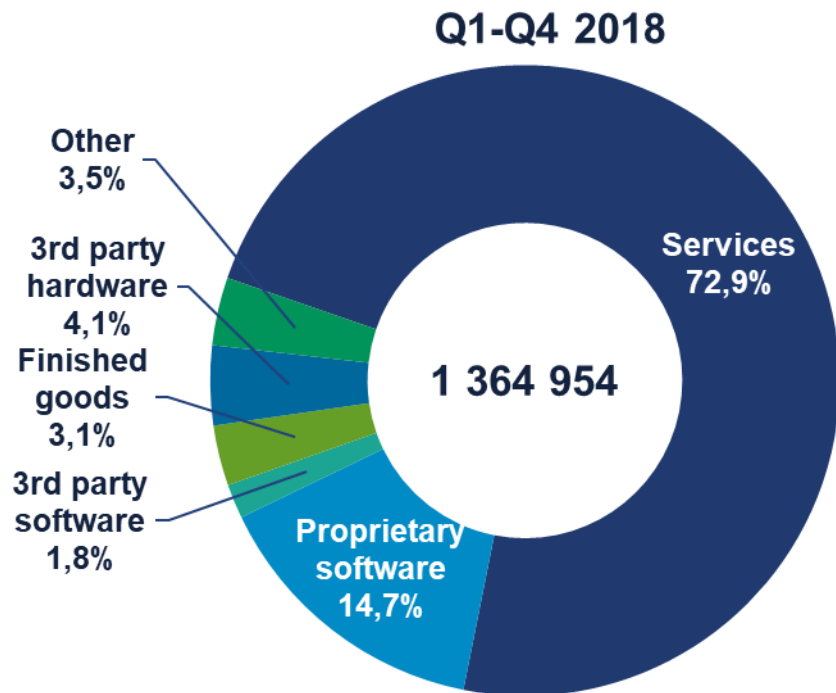
Q1-Q4 2018



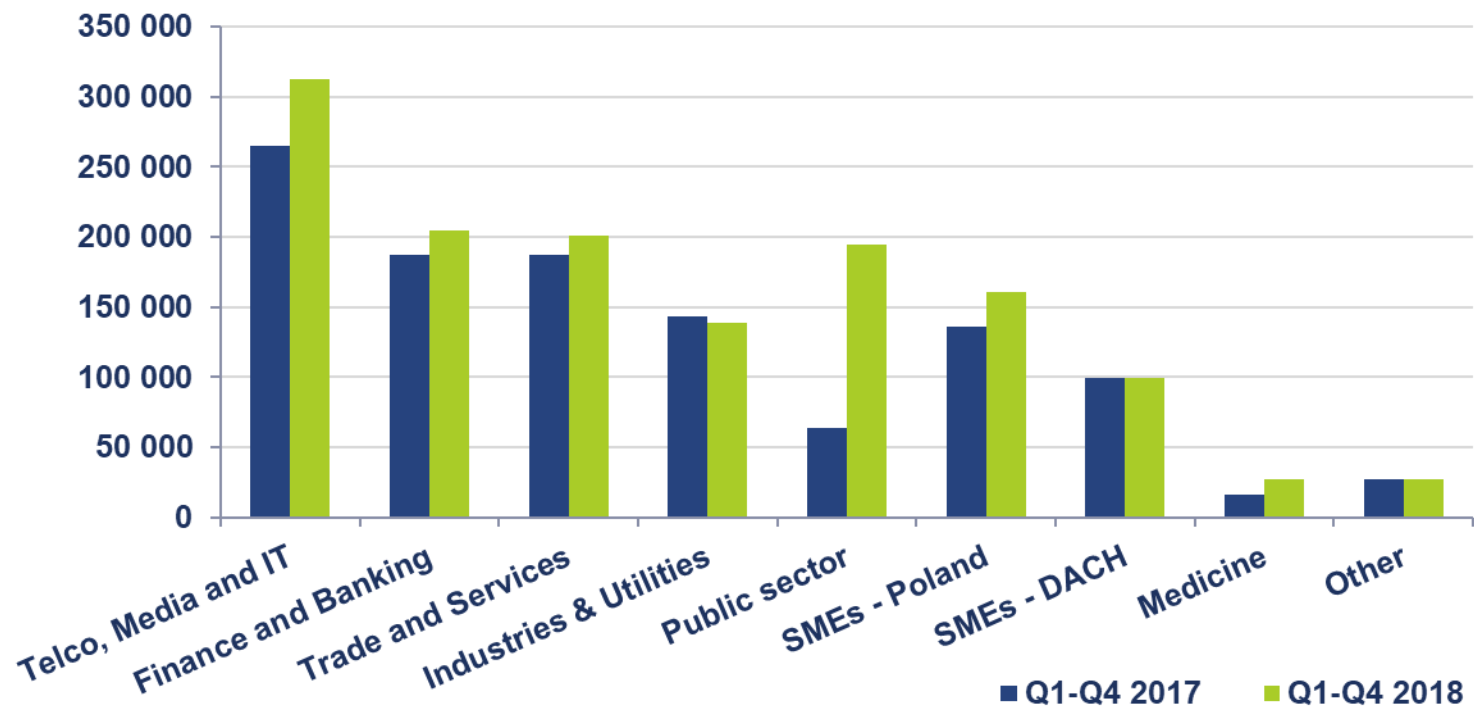
2017



Products Sales Structure Q1-Q4 2018

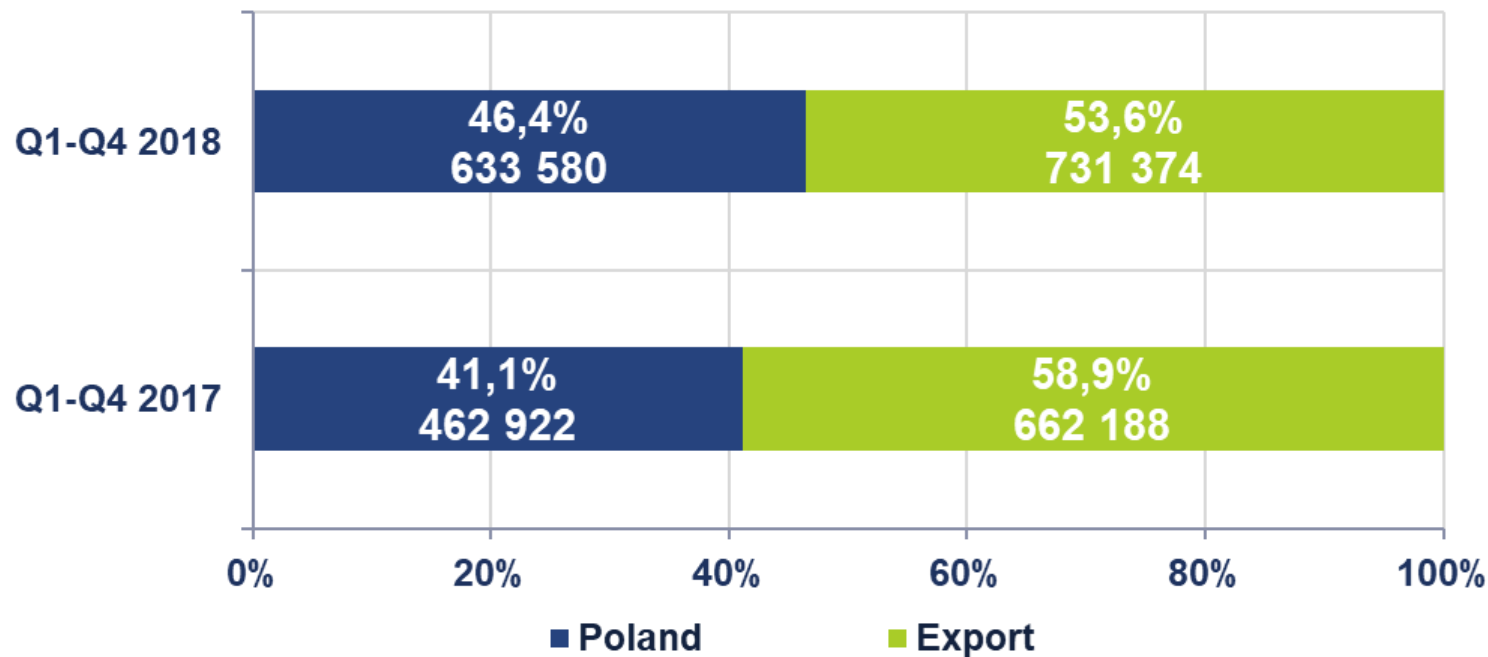


Market Sales Structure Q1-Q4 2018



in PLN thou.

Geographical Sales Structure Q1-Q4 2018



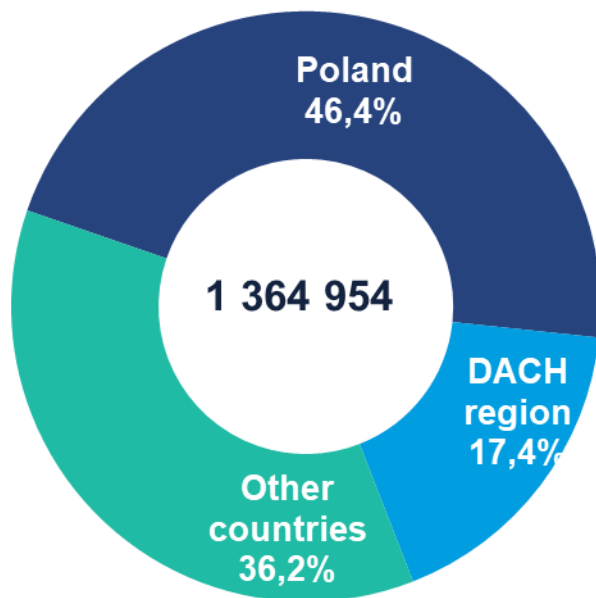
in PLN thou.

COMARCH

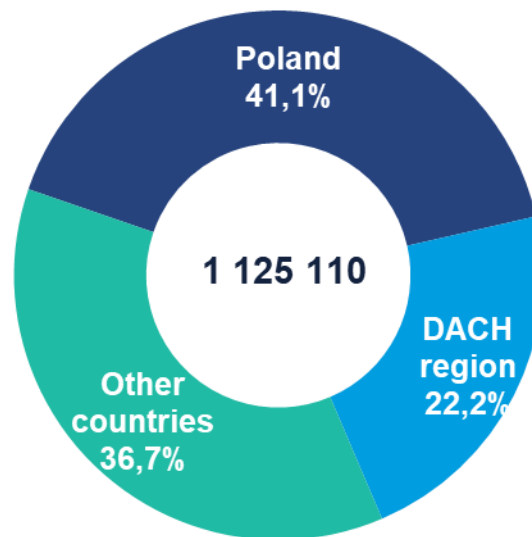
25 lat

Geographical Sales Structure Q1-Q4 2018

Q1-Q4 2018



2017



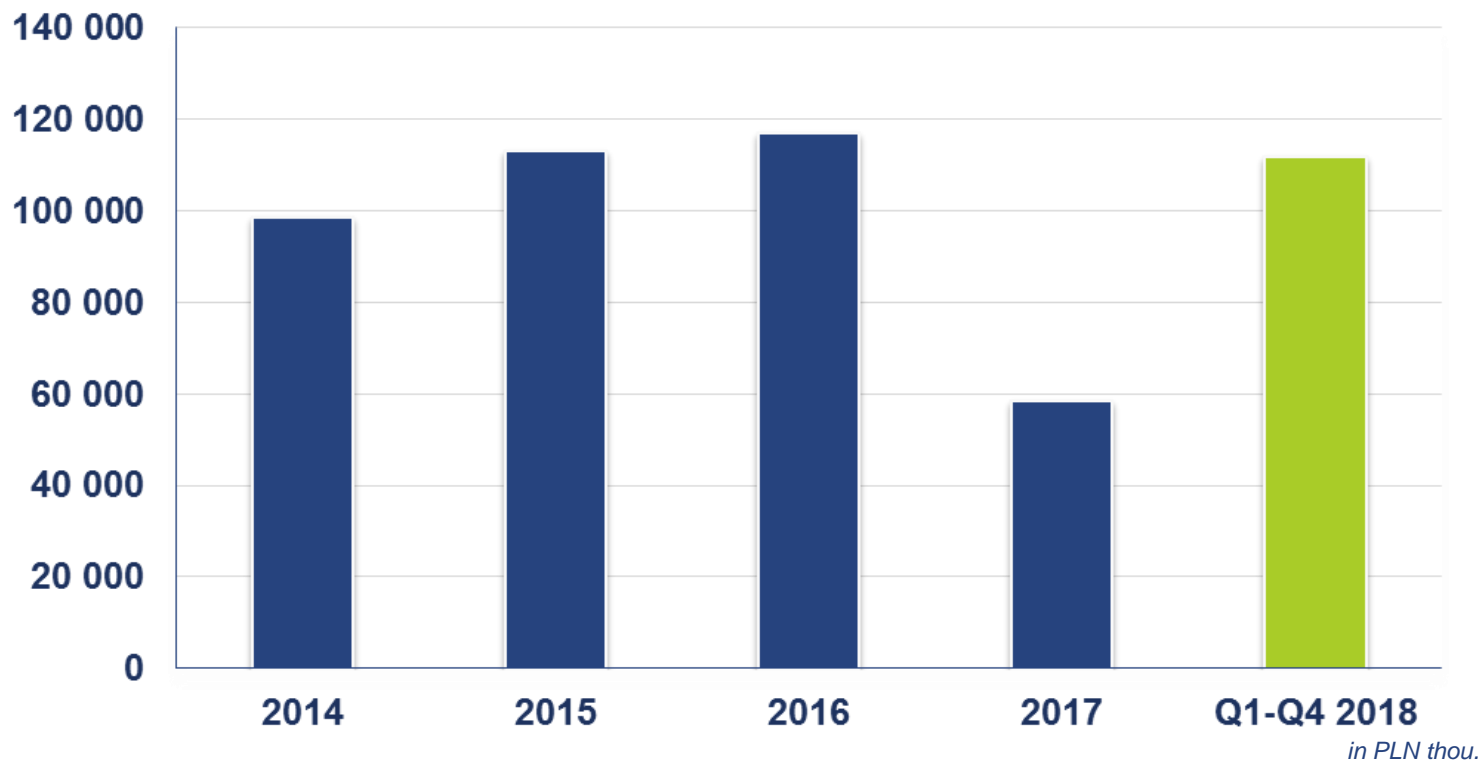
Consolidated Financial Results Q1-Q4 2018

Comarch Group	Q1-Q4 2018	Q1-Q4 2017	Q1-Q4 2017*
Revenue	1 364 954	1 125 110	1 101 588
Operating profit	111 971	58 364	34 466
Net profit attributable to the Company's shareholders	51 661	64 626	43 087

in PLN thou.

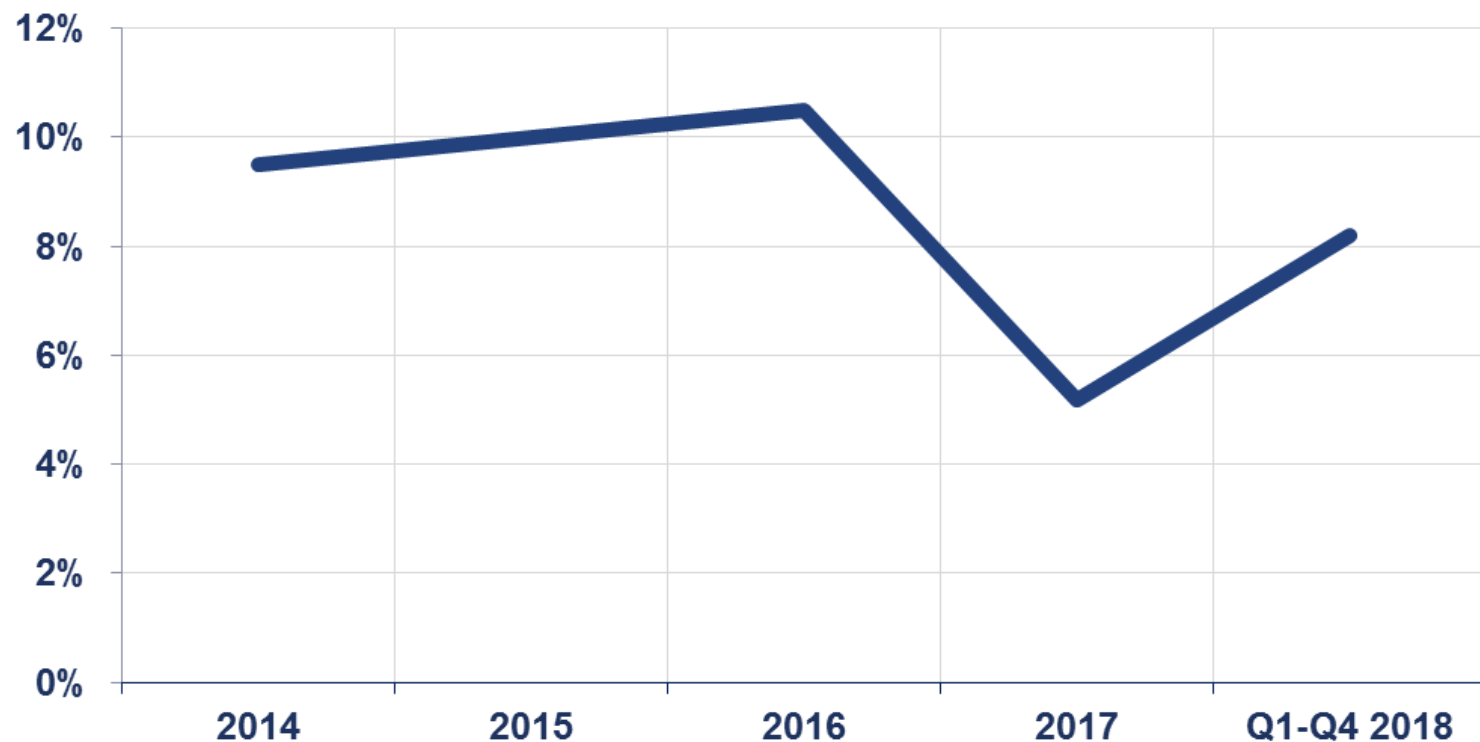
** Data for Q4 2017 were published on 1st of March, 2018 before adopting IFRS 15.*

Operating Profit Q1-Q4 2018 (Comarch Group)

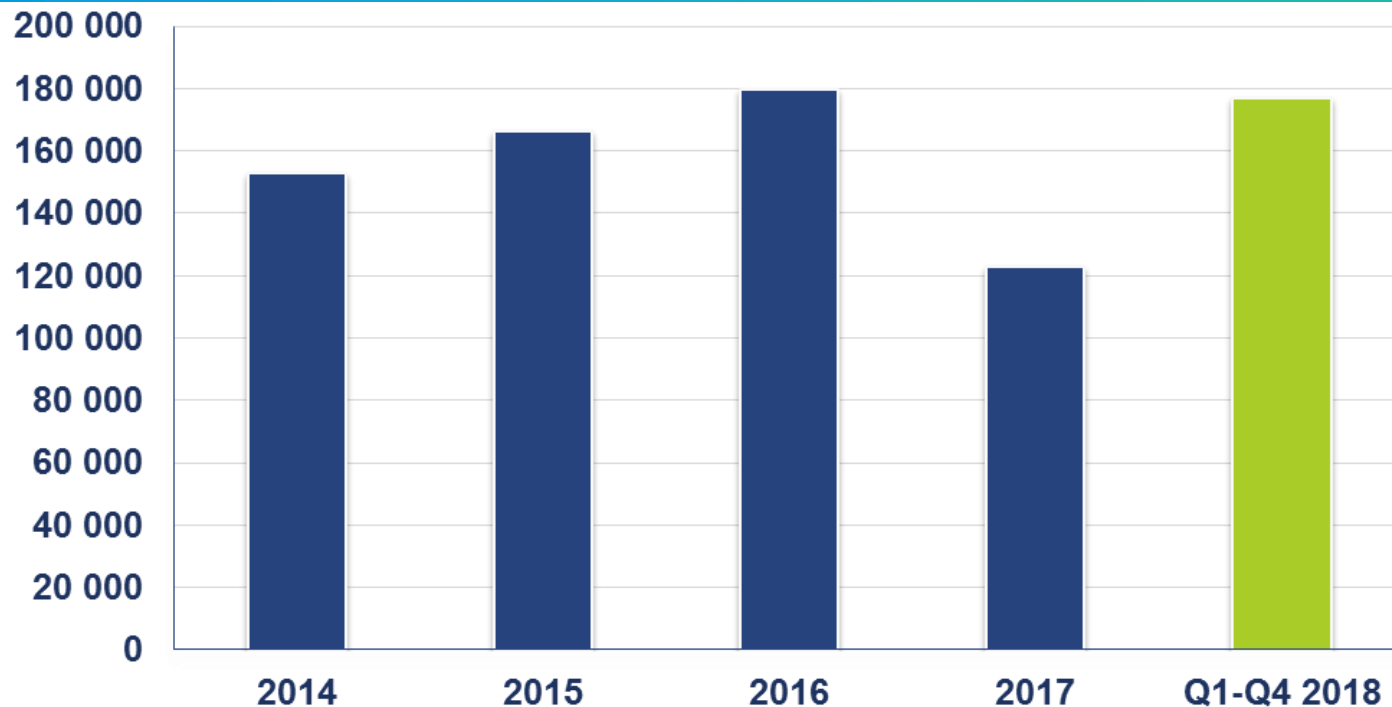


From 1 January 2018, the Group started using the principles resulting from IFRS 15 for sales revenues. For comparative purposes, the transformation was made in accordance with IFRS 15 data for the first, second, third and fourth quarter of 2017. Data for 2014 – 2016 were not adjusted to IFRS 15.

EBIT Margin Q1-Q4 2018 (Comarch Group)



EBITDA Q1-Q4 2018 (Comarch Group)



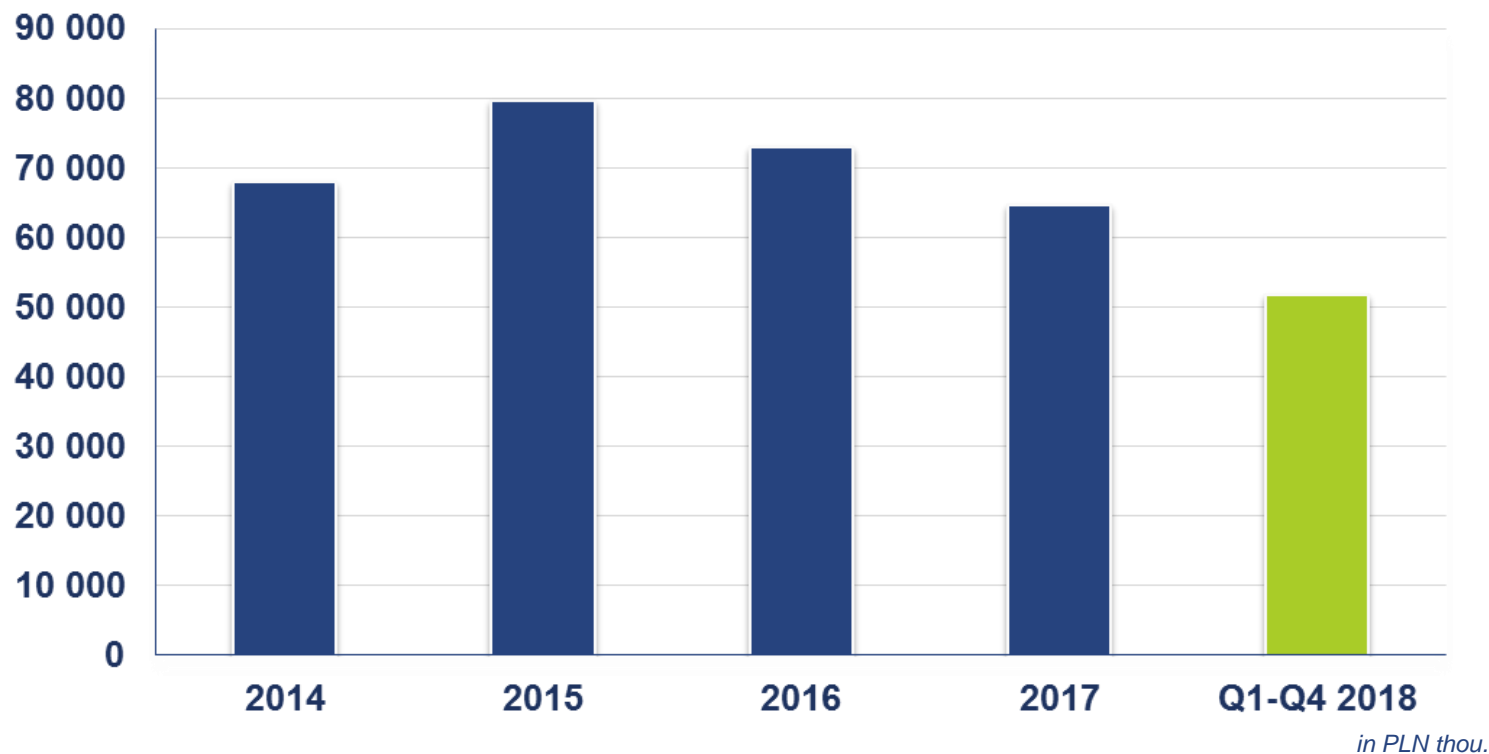
in PLN thou.

From 1 January 2018, the Group started using the principles resulting from IFRS 15 for sales revenues. For comparative purposes, the transformation was made in accordance with IFRS 15 data for the first, second, third and fourth quarter of 2017. Data for 2014 – 2016 were not adjusted to IFRS 15.

COMARCH

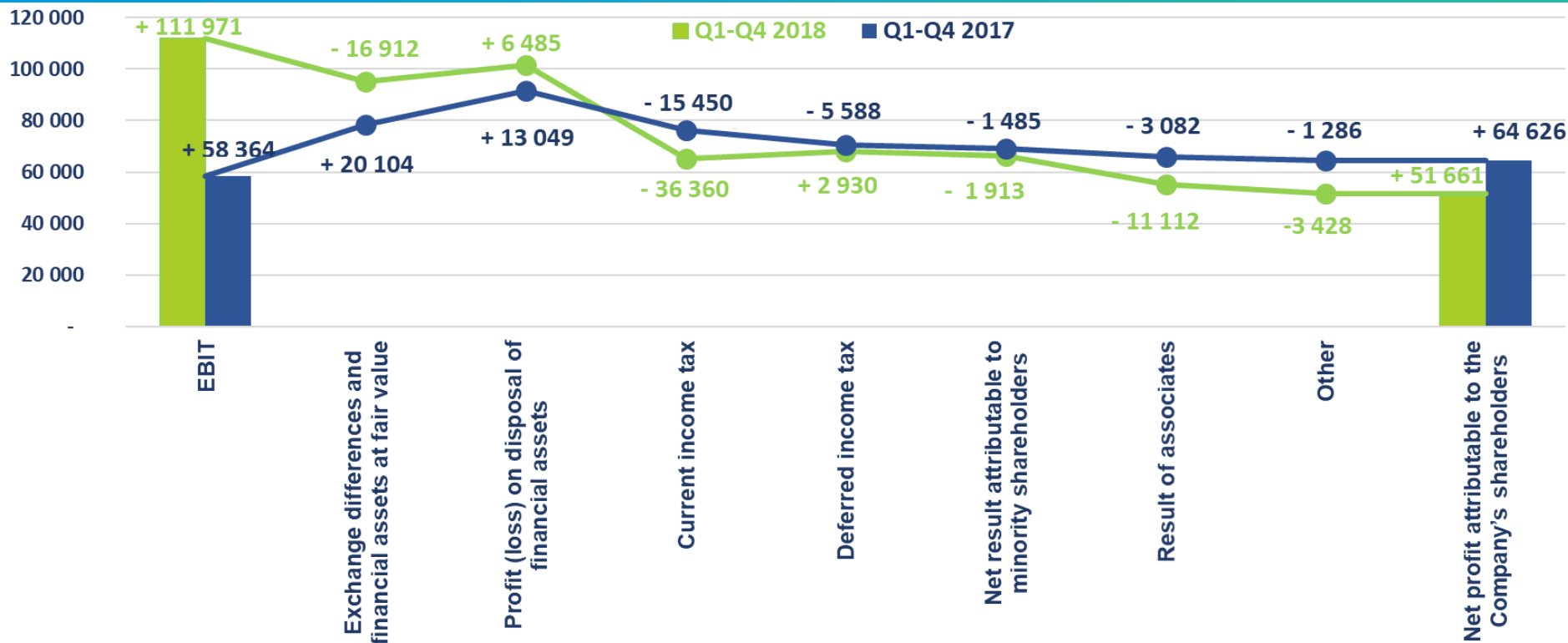
25 lat

Net Profit Q1-Q4 2018 (Comarch Group)



From 1 January 2018, the Group started using the principles resulting from IFRS 15 for sales revenues. For comparative purposes, the transformation was made in accordance with IFRS 15 data for the first, second, third and fourth quarter of 2017.

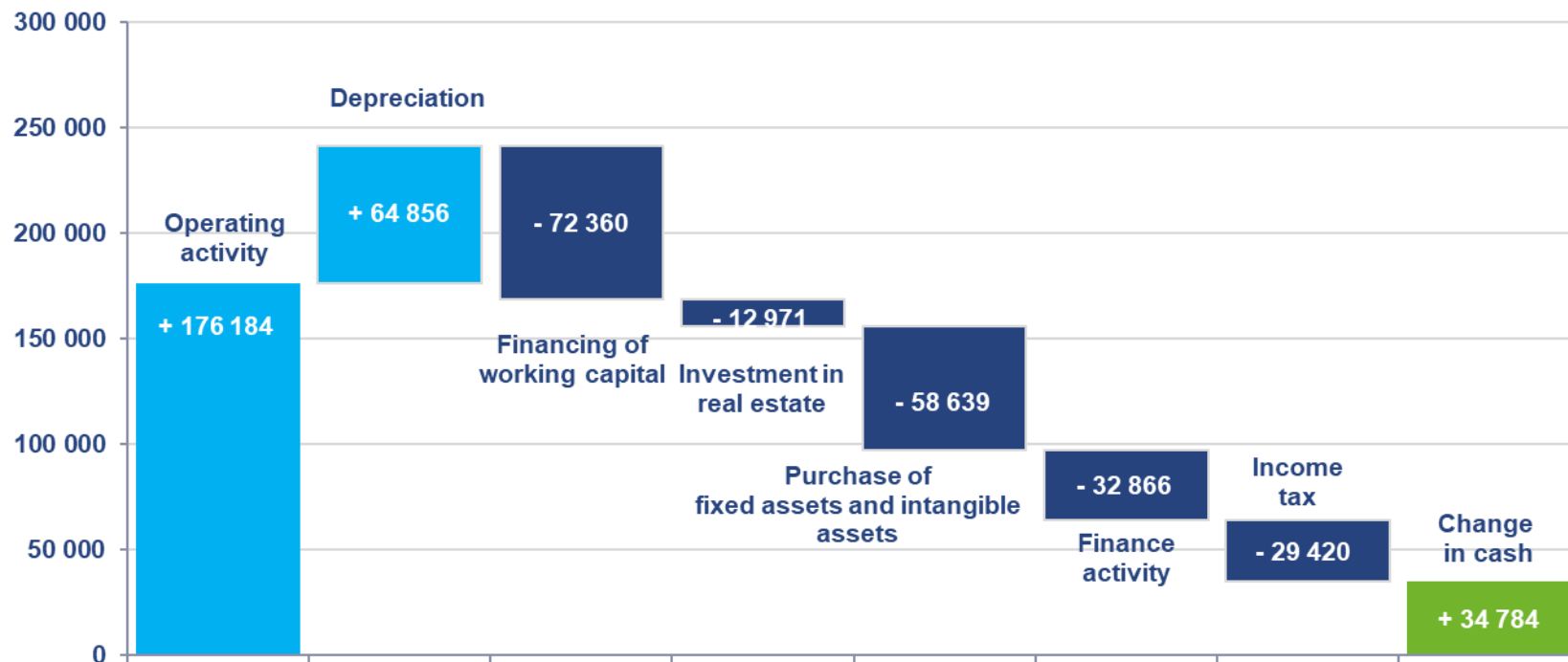
EBIT vs. Net Profit Q1-Q4 2018 (Comarch Group)



Agenda

- Business situation, financial results Q4 2018
- Business situation, financial results 2018
- **Cash flow**
- Employment
- Investments
- Summary

Cash Flow Q1-Q4 2018 (Comarch Group)



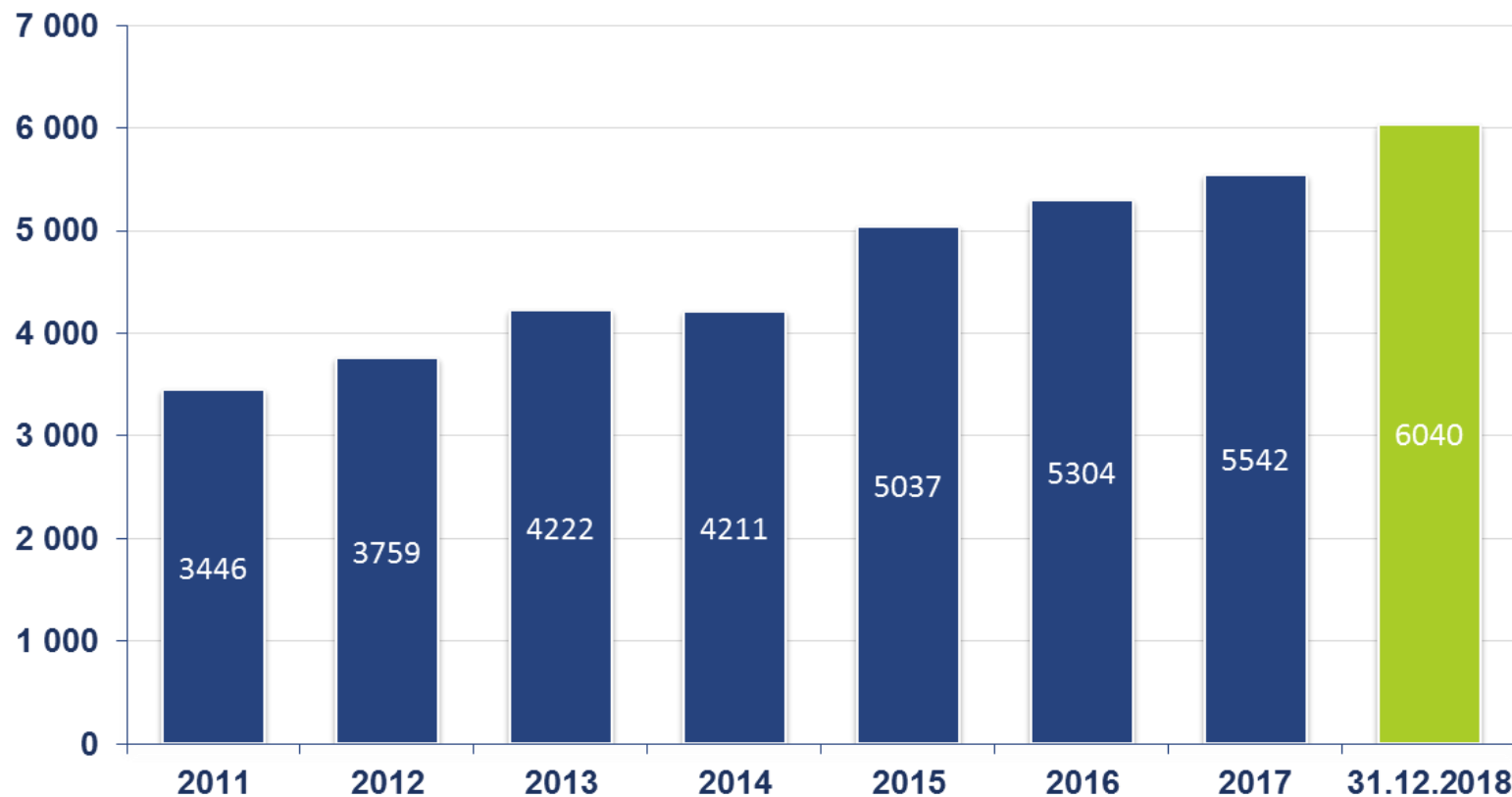
Agenda

- Business situation, financial results Q4 2018
- Business situation, financial results 2018
- Cash flow
- **Employment**
- Investments
- Summary

Employment

- In 2018 number of employees increased by 498 persons (by 9.0%)
- The fund of basic salaries in the reporting period was 7.7% higher than in 2017

Employment in Comarch Group



Agenda

- Business situation, financial results Q4 2018
- Business situation, financial results 2018
- Cash flow
- Employment
- **Investments**
- Summary

Investments in Q1-Q4 2018

- In 2018 infrastructural investment program was completed (office building SSE7 in Krakow, Comarch Data Center in Lille)
- CAPEX was lower than in 2017 and amounted to approx. PLN 70 million
- High investment value within R&D, close to that in 2017
- Increased value of investment related to execution of big IT projects

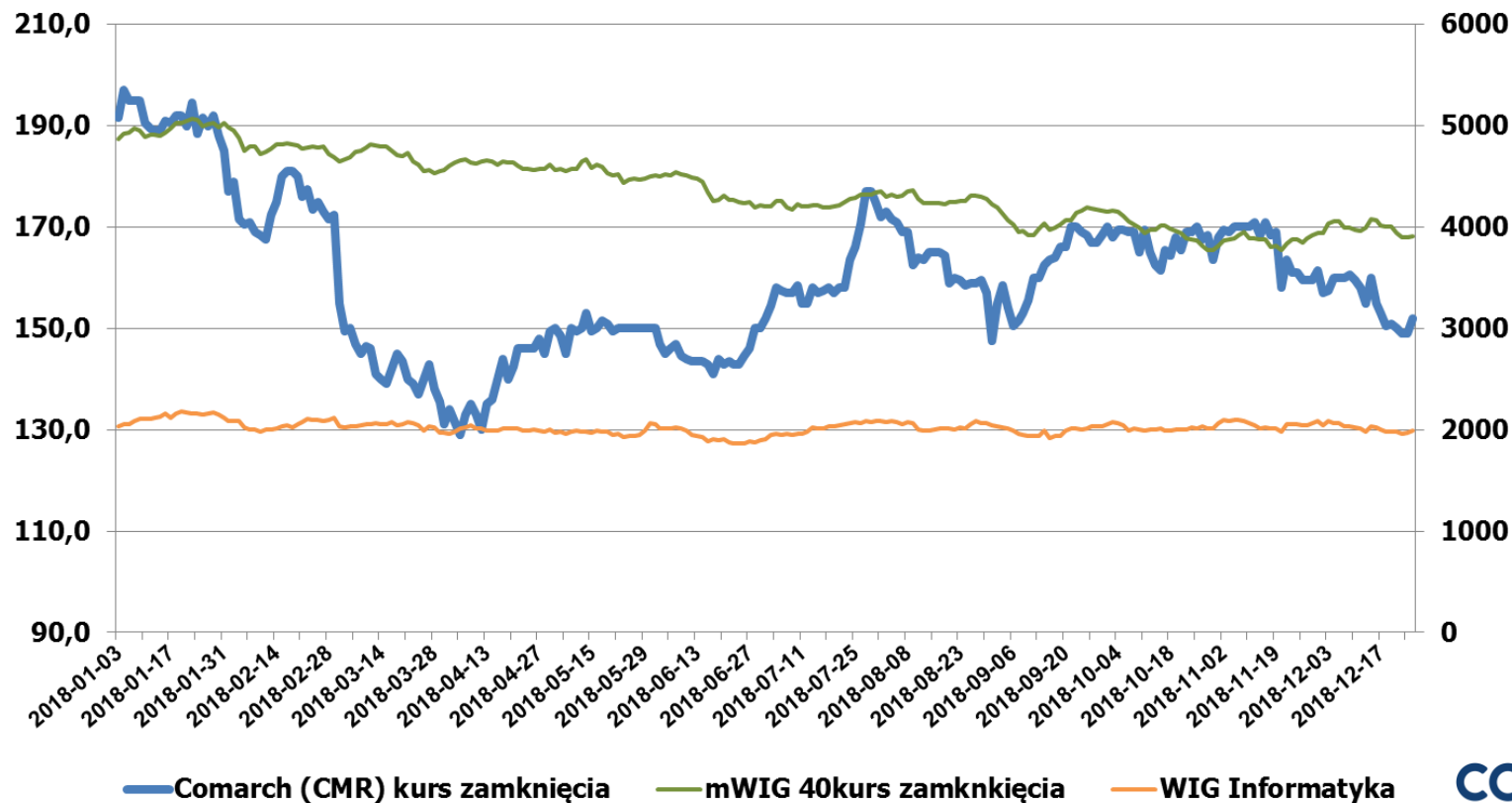
Agenda

- Business situation, financial results Q4 2018
- Business situation, financial results 2018
- Cash flow
- Employment
- Investments
- **Summary**

The most important events in 2018

- A strong increase in sales (of 21.3%) with a stable increase in operating expenses resulted in a significant improvement in operating profitability, to above 8%
- A significant increase in the value of revenues from sales to the telecommunication sector (+ 18%), thanks to the implementation of new projects in Asia and Western Europe
- A very large increase in the value of domestic revenues, thanks to the dynamically growing ERP business and the implementation of large new contracts in the public sector
- A smaller than last year impact of exchange rate changes on the achieved results, but impact of the application of IFRS 15 for the first time
- Continuation of a large investment effort in the field of R&D

Comarch Stock Price on WSE (1.01.2018 - 31.12.2018)



Thank you!

