



Financial Results Q3 and Q1-Q3 2018

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

19th of November, 2018, Krakow

Agenda

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

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Consolidated Financial Results Q3 2018

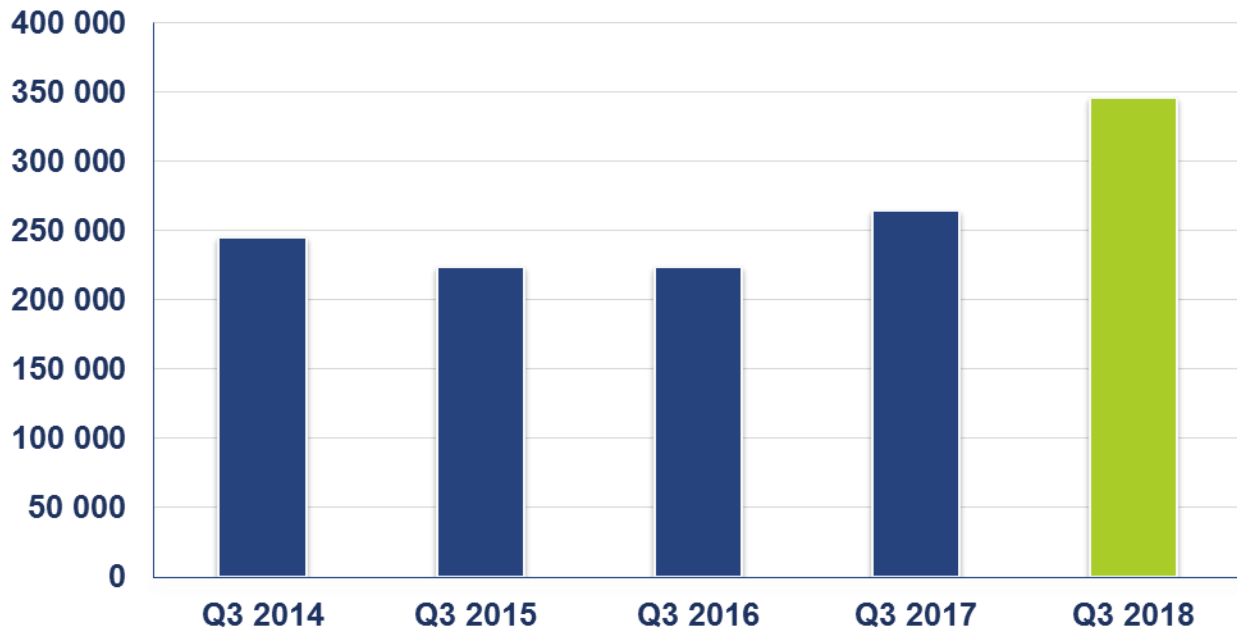
Comarch Group	Q3 2018	Q3 2017
Revenue	345 311	263 947
Operating profit	27 058	10 598
Net profit attributable to the Company's shareholders	18 162	-107

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 and third quarter of 2017.

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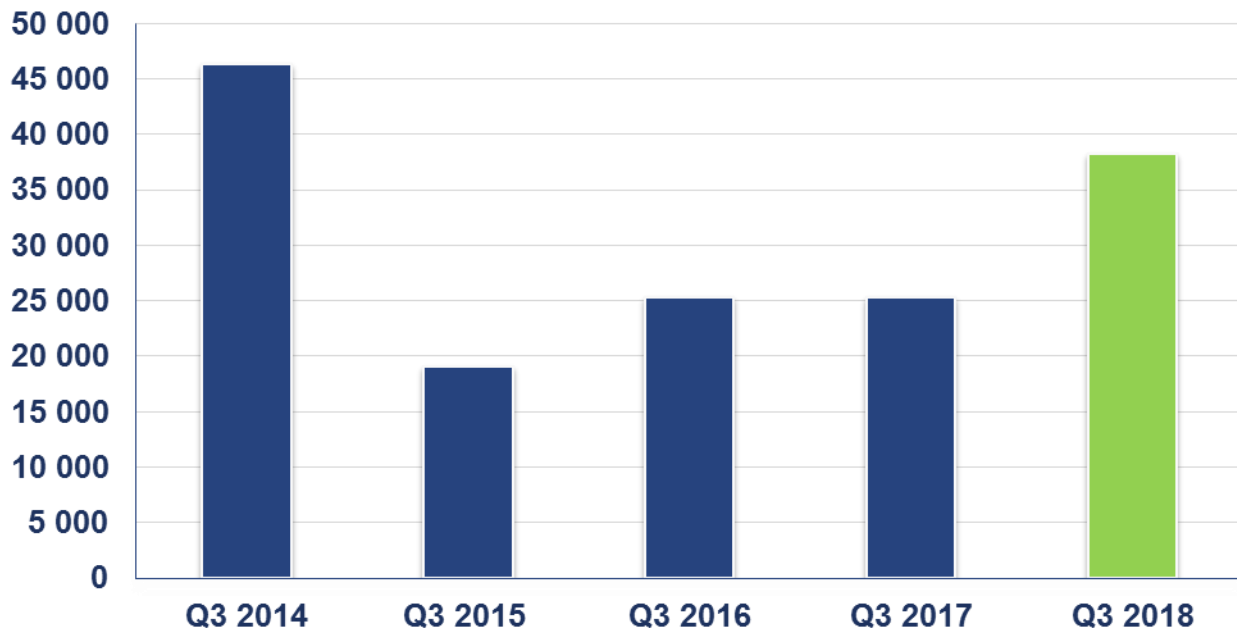
Sales Revenue Q3 2018 (Comarch Group)



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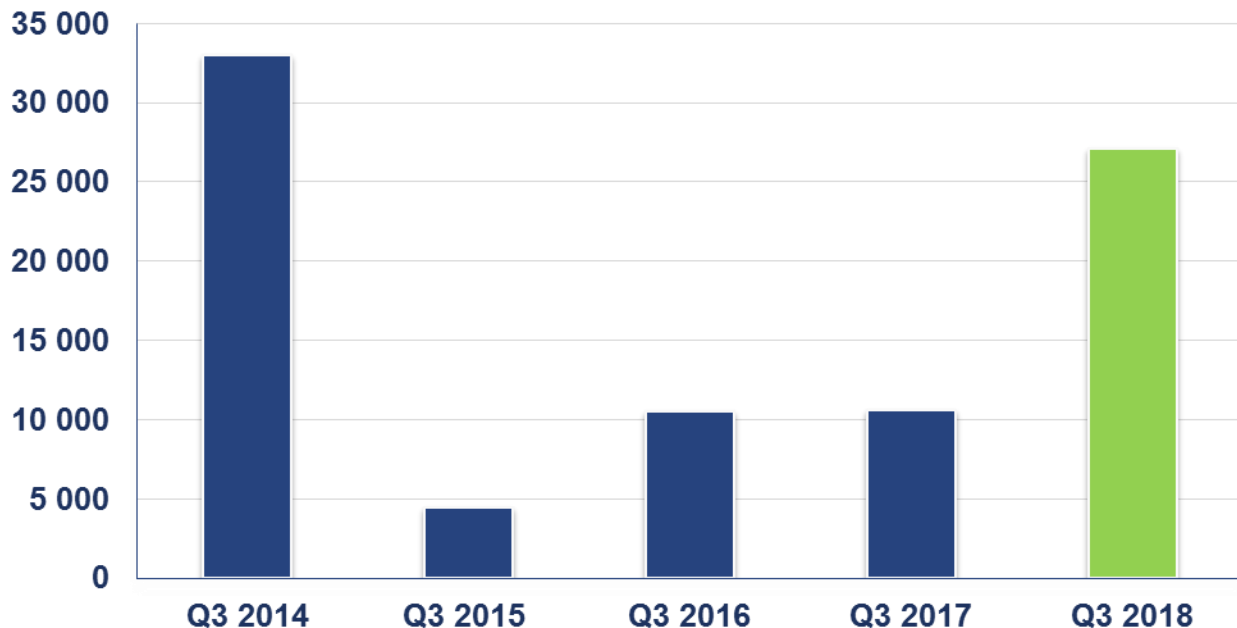
EBITDA Q3 2018 (Comarch Group)



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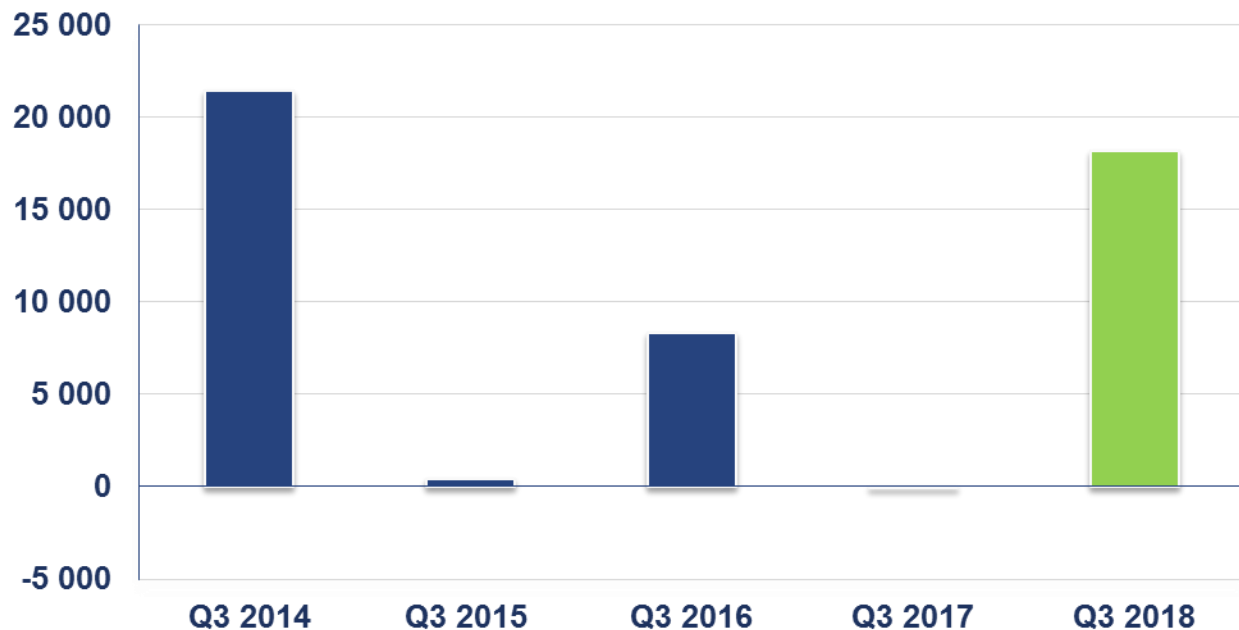
Operating Profit Q3 2018 (Comarch Group)



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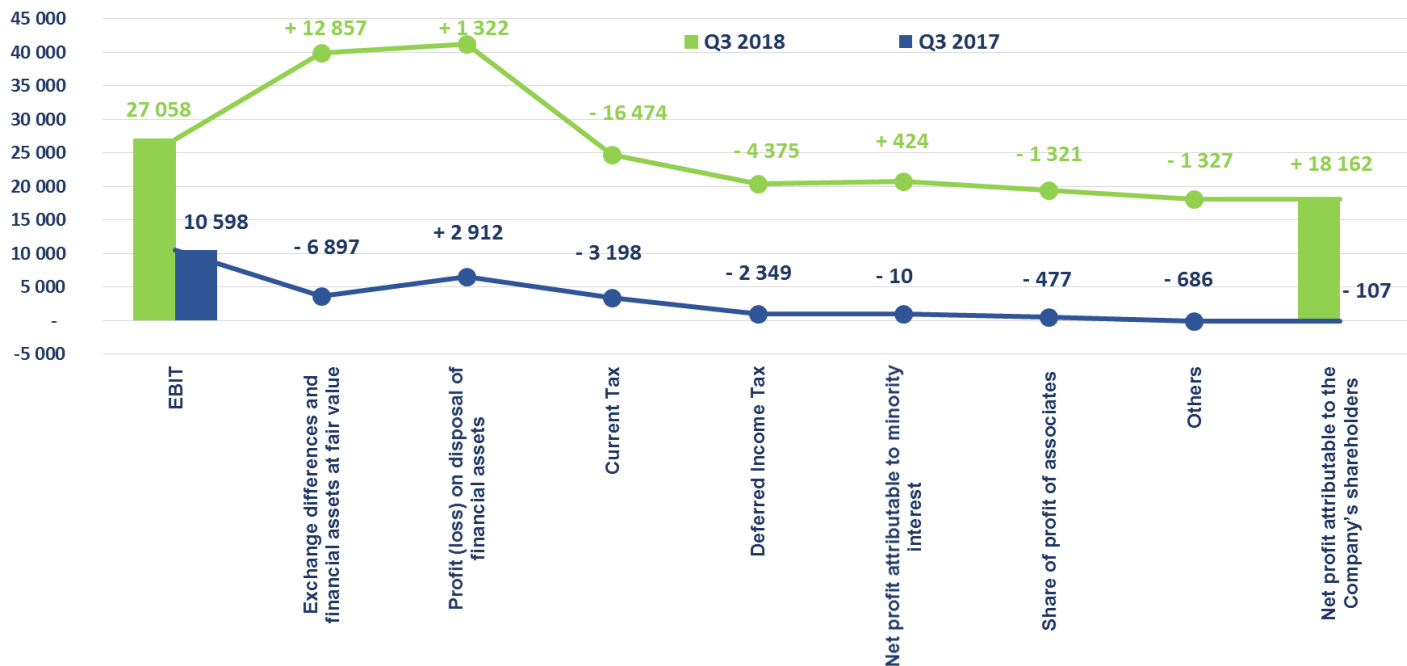
Net profit Q3 2018 (Comarch Group)



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EBIT vs. Net Profit Q3 2018 (Comarch Group)



Consolidated Financial Results Q1-Q3 2018

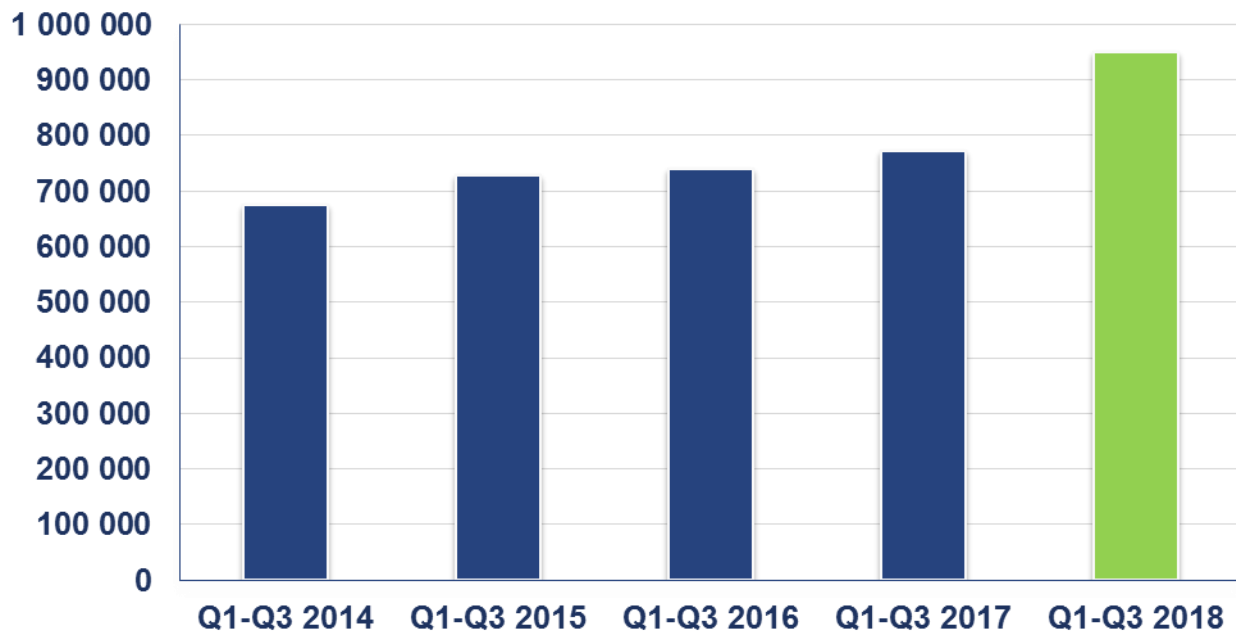
Comarch Group	Q1-Q3 2018	Q1-Q3 2017
Revenue	949 319	771 104
Operating profit	62 057	22 388
Net profit attributable to the Company's shareholders	22 462	26 764

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Sales Revenue Q1-Q3 2018 (Comarch Group)

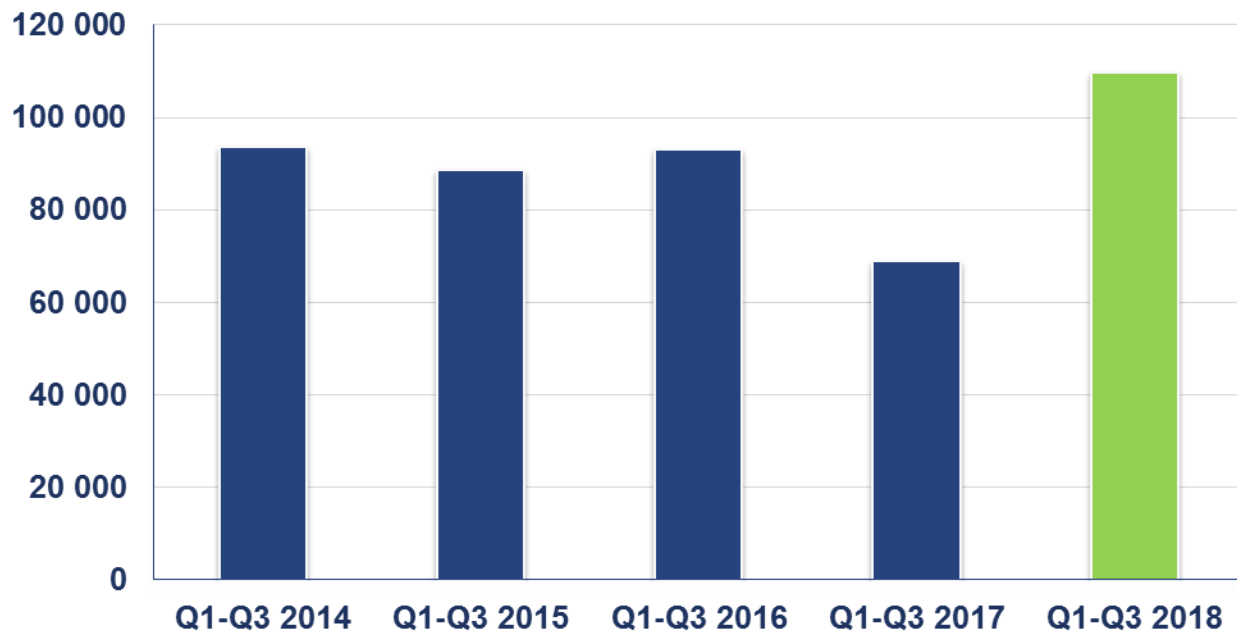


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EBITDA Q1-Q3 2018 (Comarch Group)

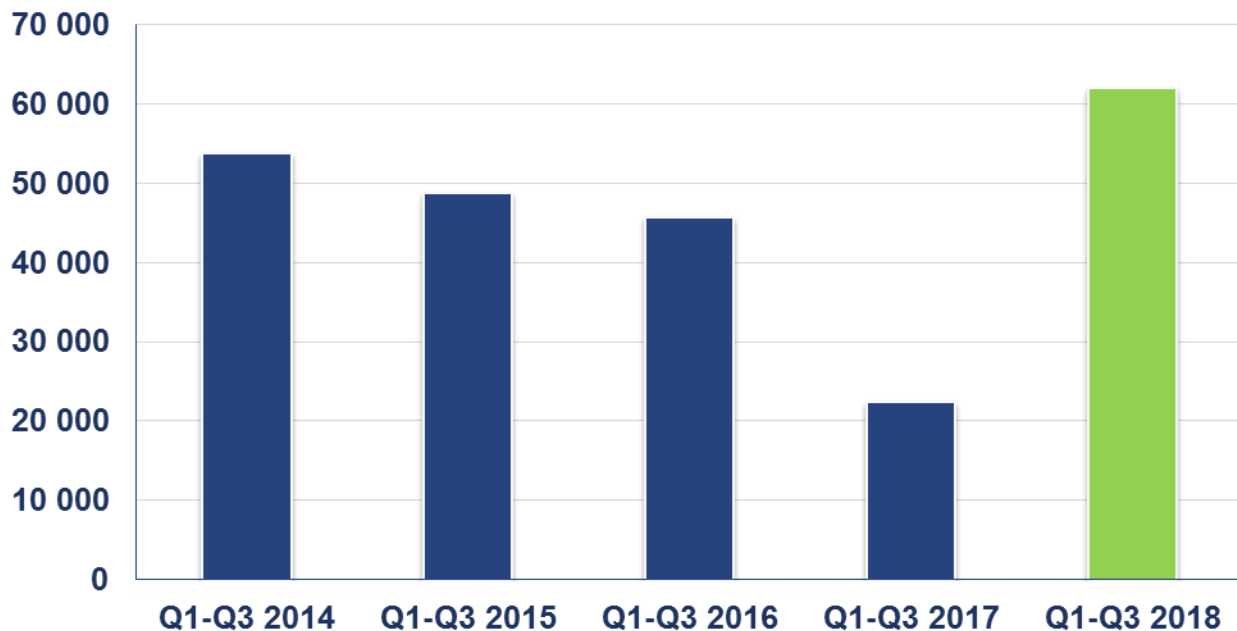


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Operating Profit Q1-Q3 2018 (Comarch Group)

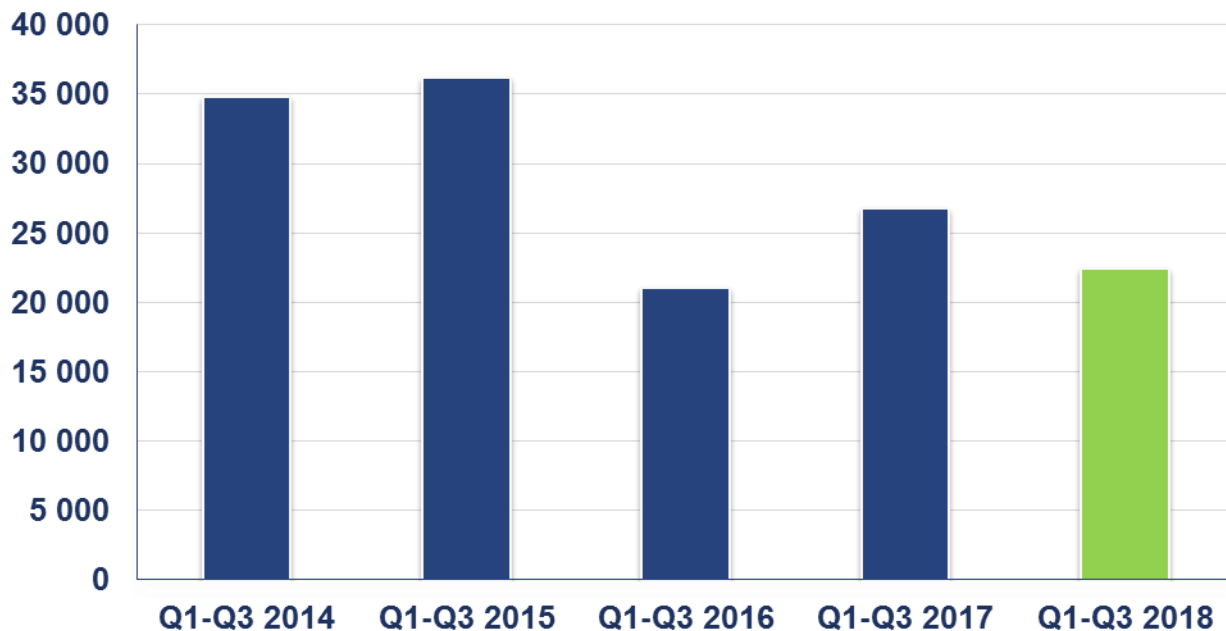


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Net profit Q1-Q3 2018 (Comarch Group)

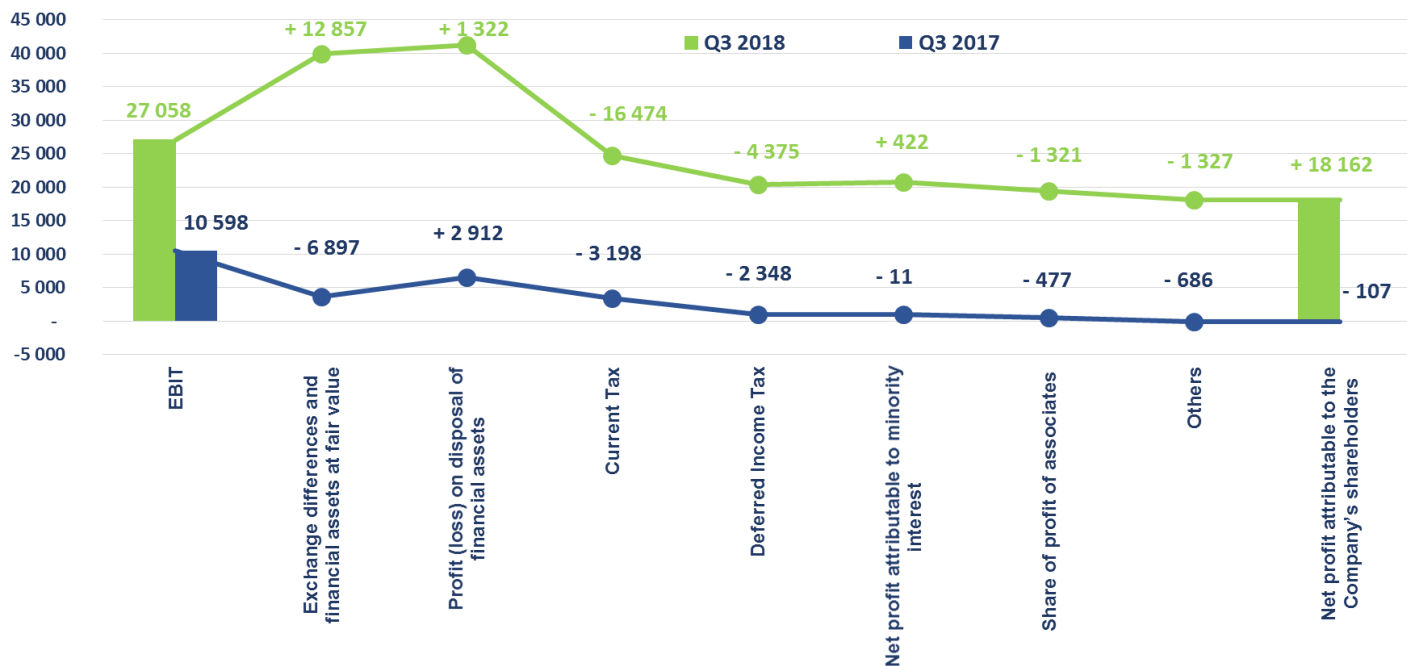


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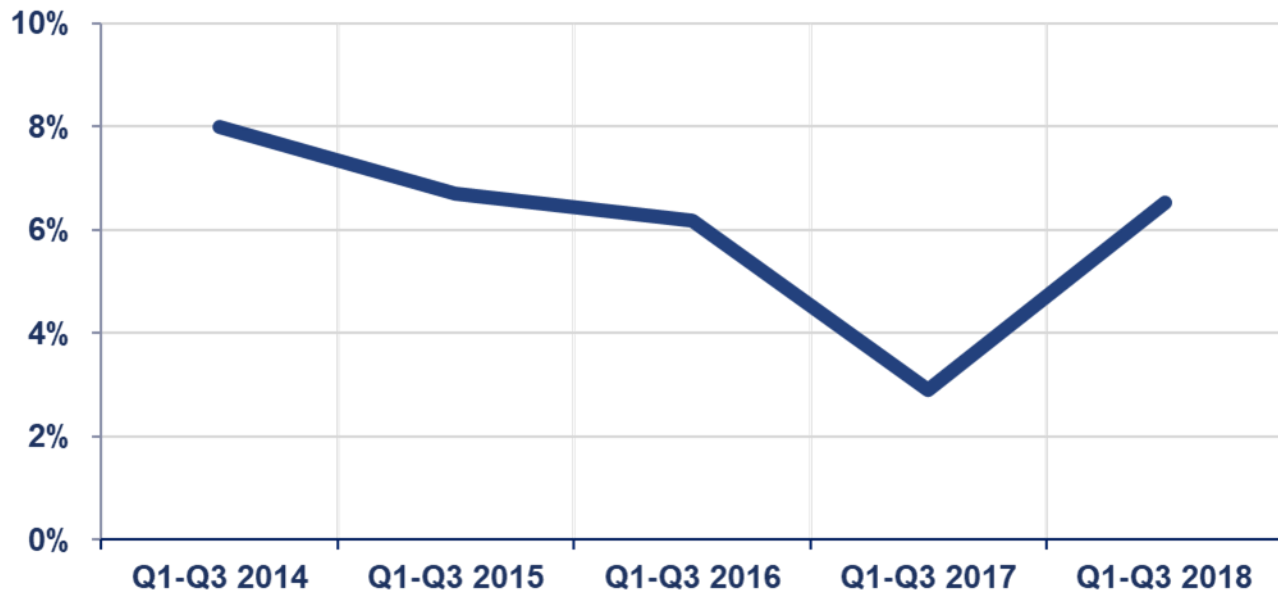
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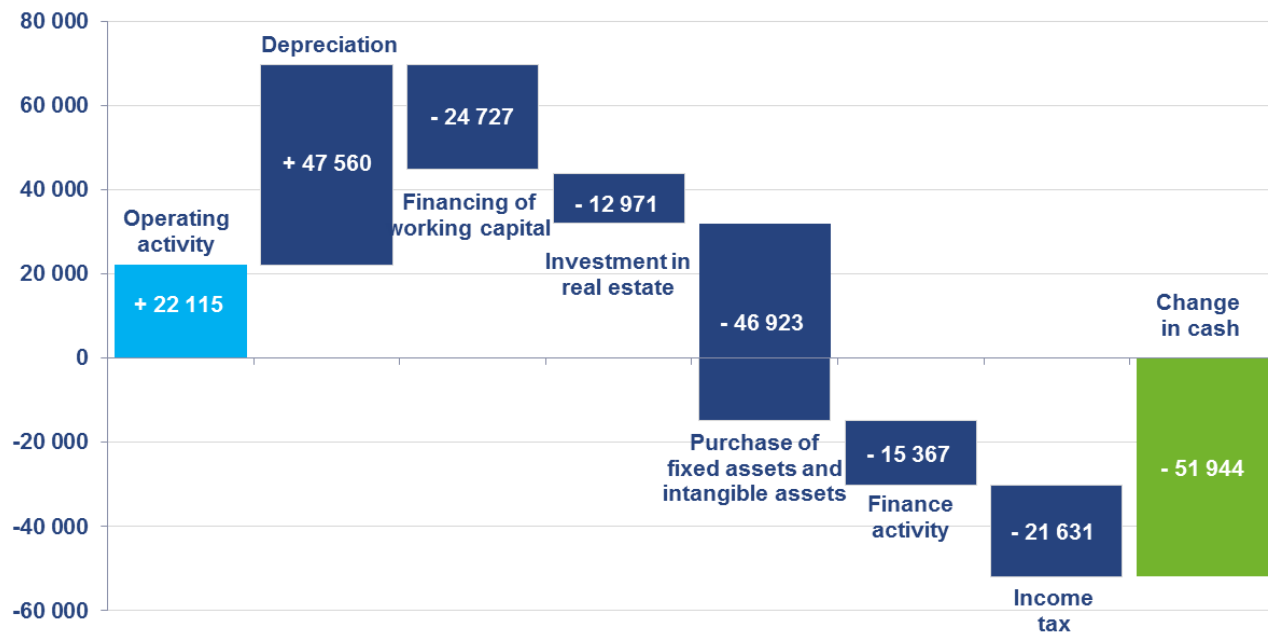
EBIT vs. Net Profit Q1-Q3 2018 (Comarch Group)



EBIT Margin Q1-Q3 2018 (Comarch Group)



Cash Flow Q1-Q3 2018 (Comarch Group)



In PLN thou.

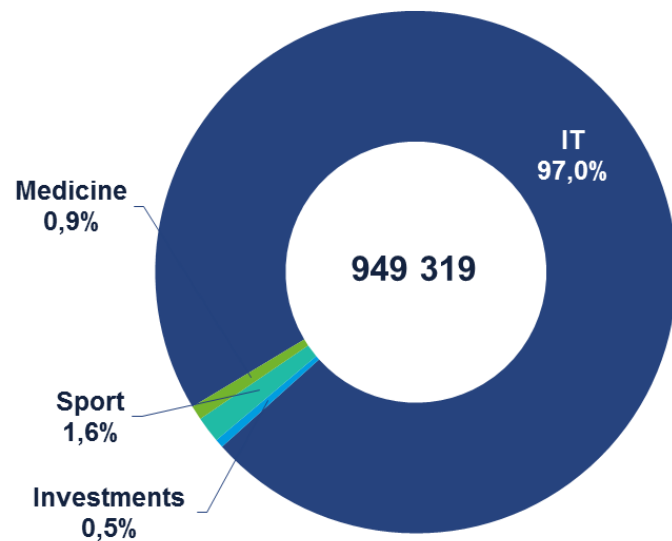
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Agenda

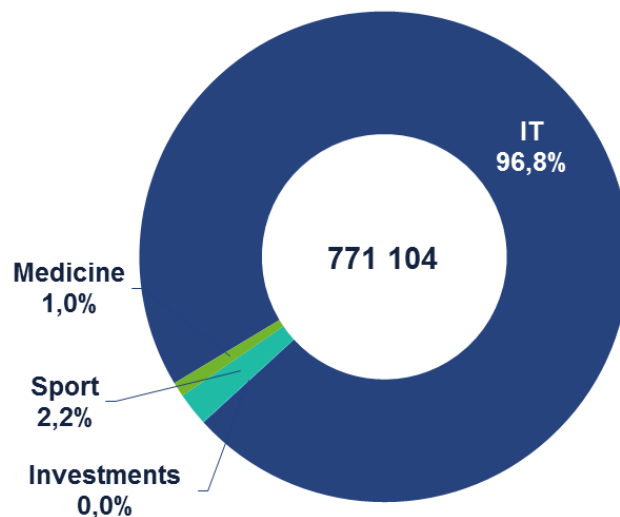
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Market Sales Structure Q1-Q3 2018

Q1-Q3 2018

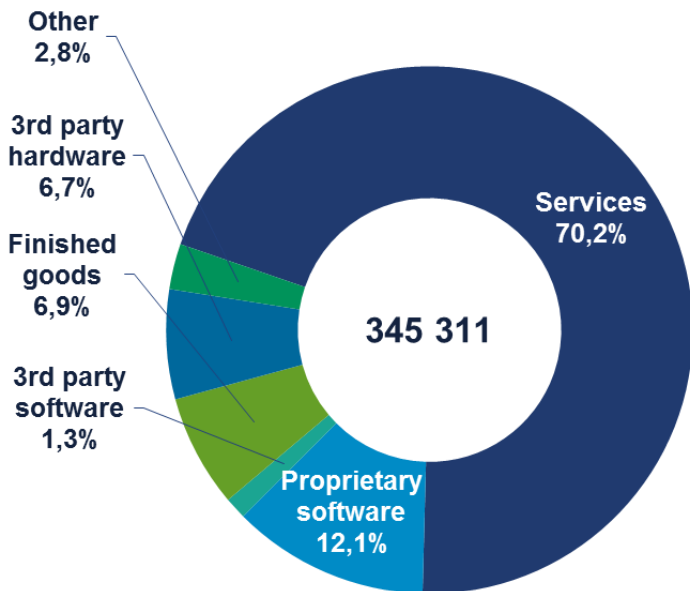


Q1-Q3 2017

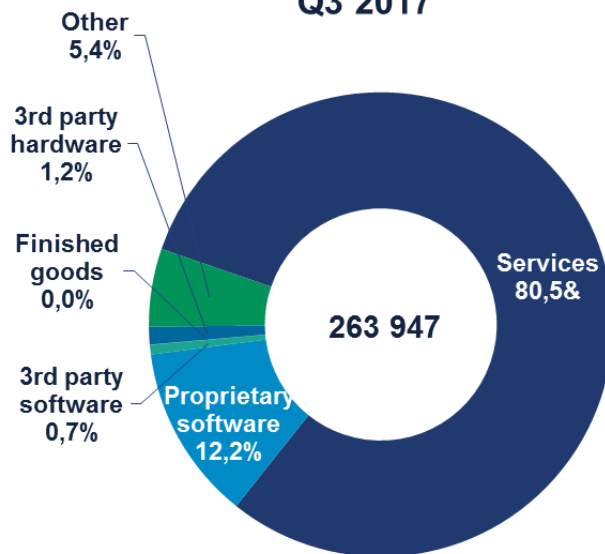


Products Sales Structure Q3 2018

Q3 2018

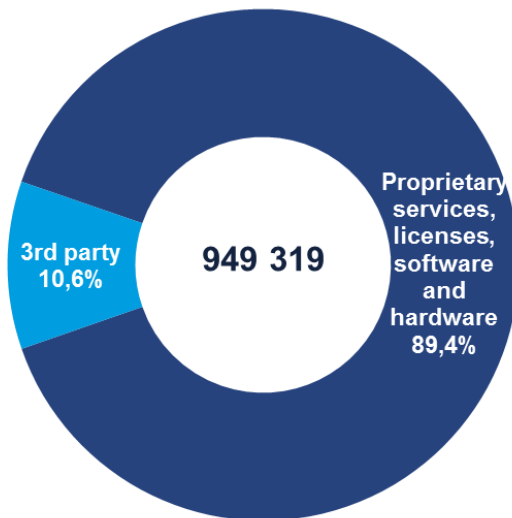


Q3 2017

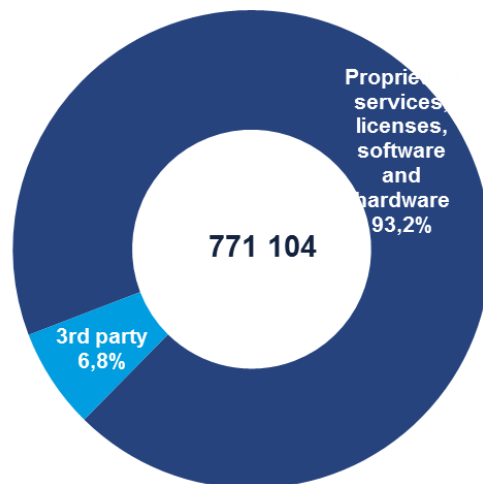


Products Sales Structure Q1-Q3 2018

Q1-Q3 2018

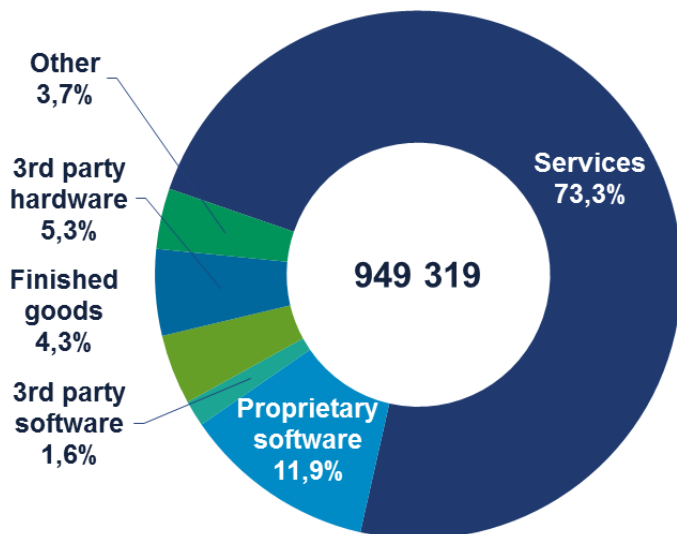


Q1-Q3 2017

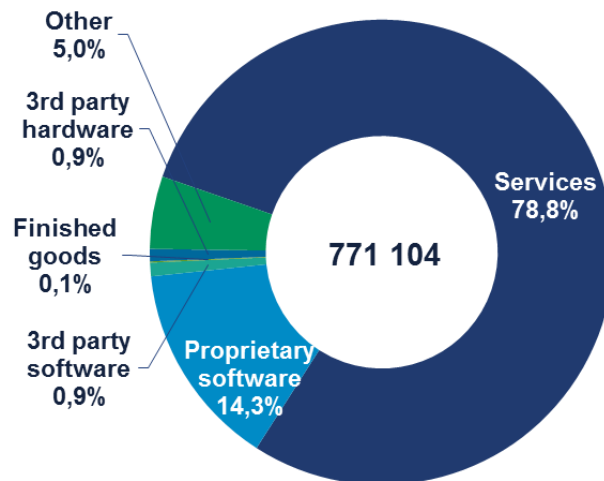


Products Sales Structure Q1-Q3 2018

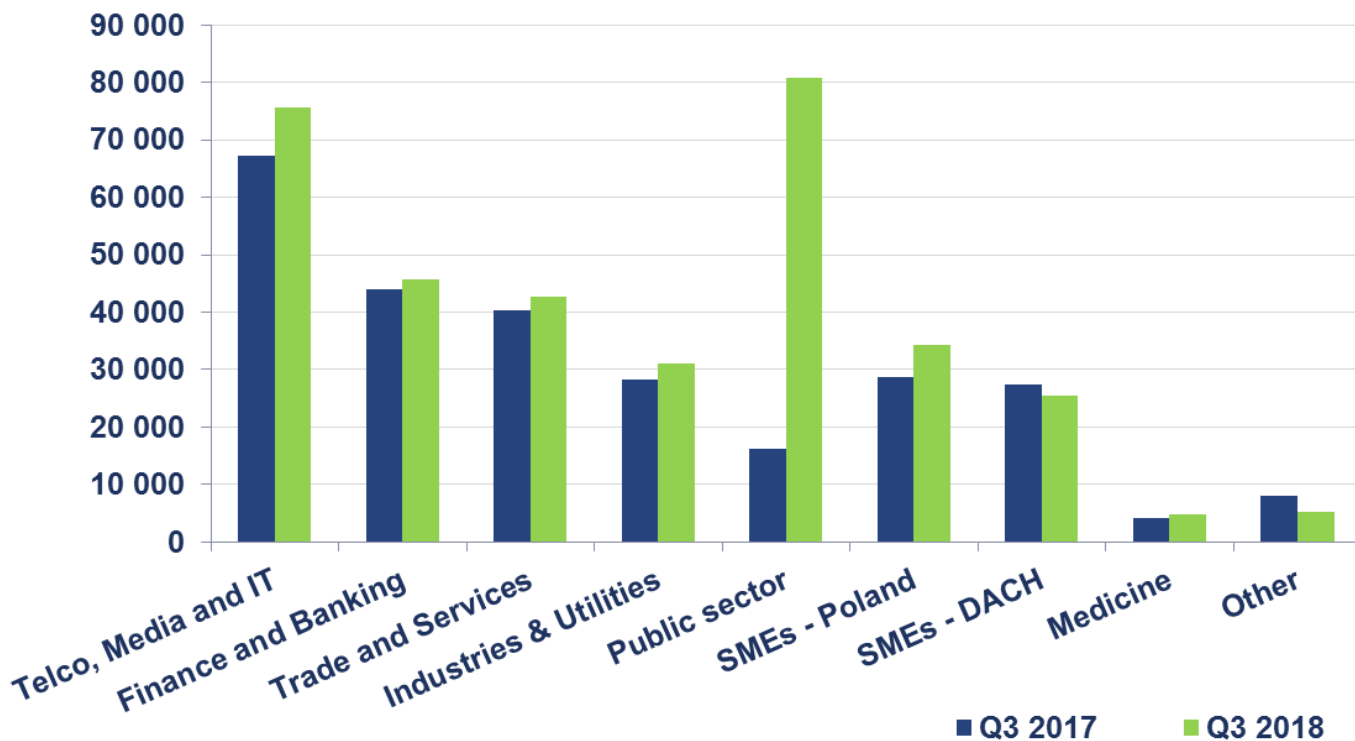
Q1-Q3 2018



Q1-Q3 2017



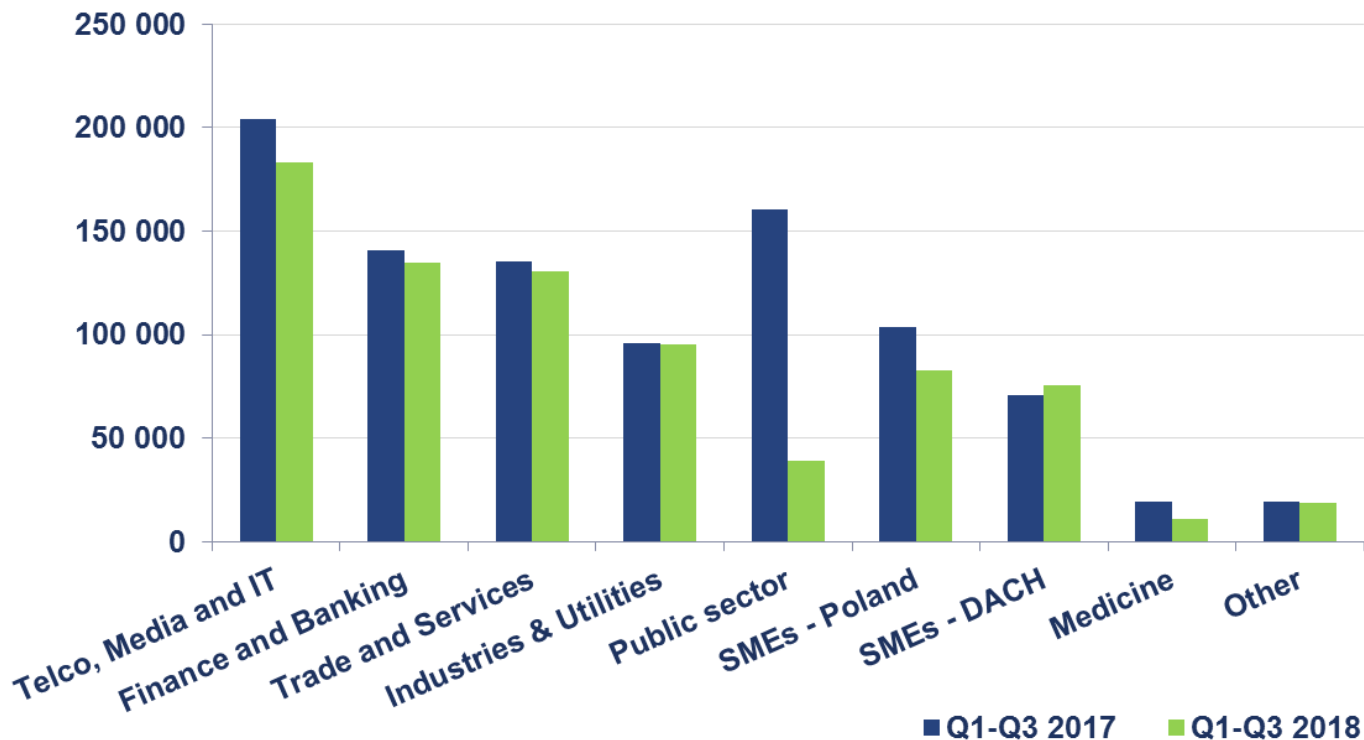
Market Sales Structure Q3 2018



In PLN thou.

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Market Sales Structure Q1-Q3 2018

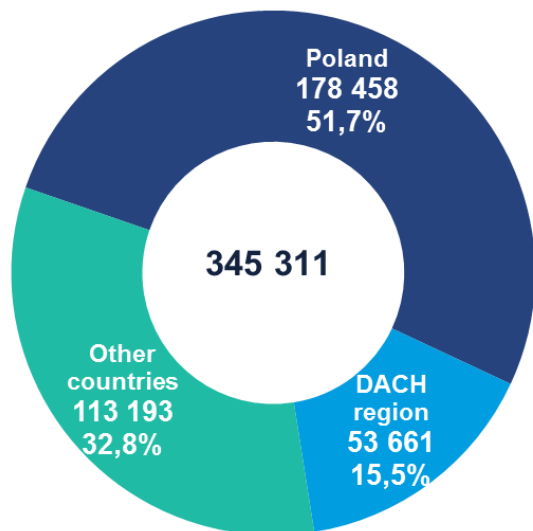


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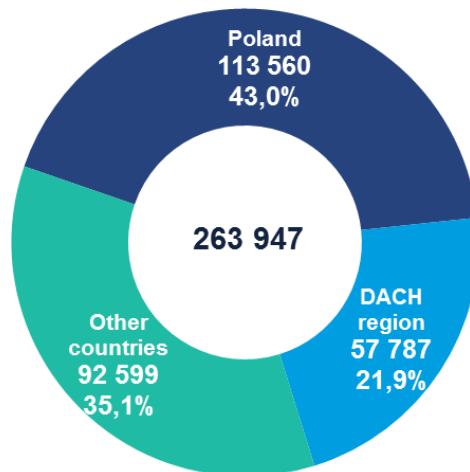
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Geographical Sales Structure Q3 2018

Q3 2018

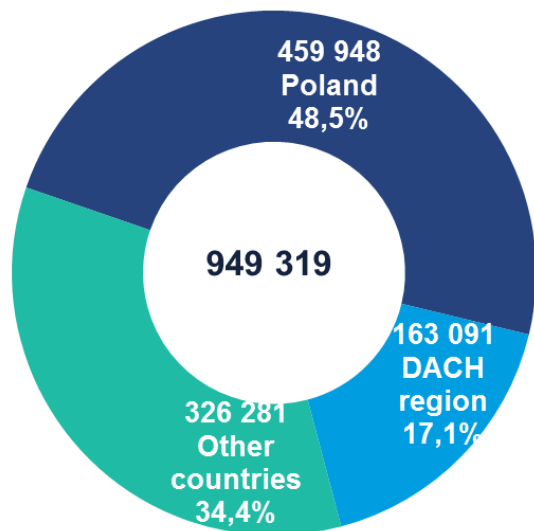


Q3 2017

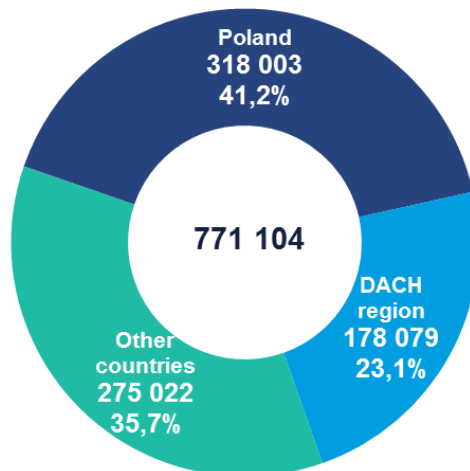


Geographical Sales Structure Q1-Q3 2017

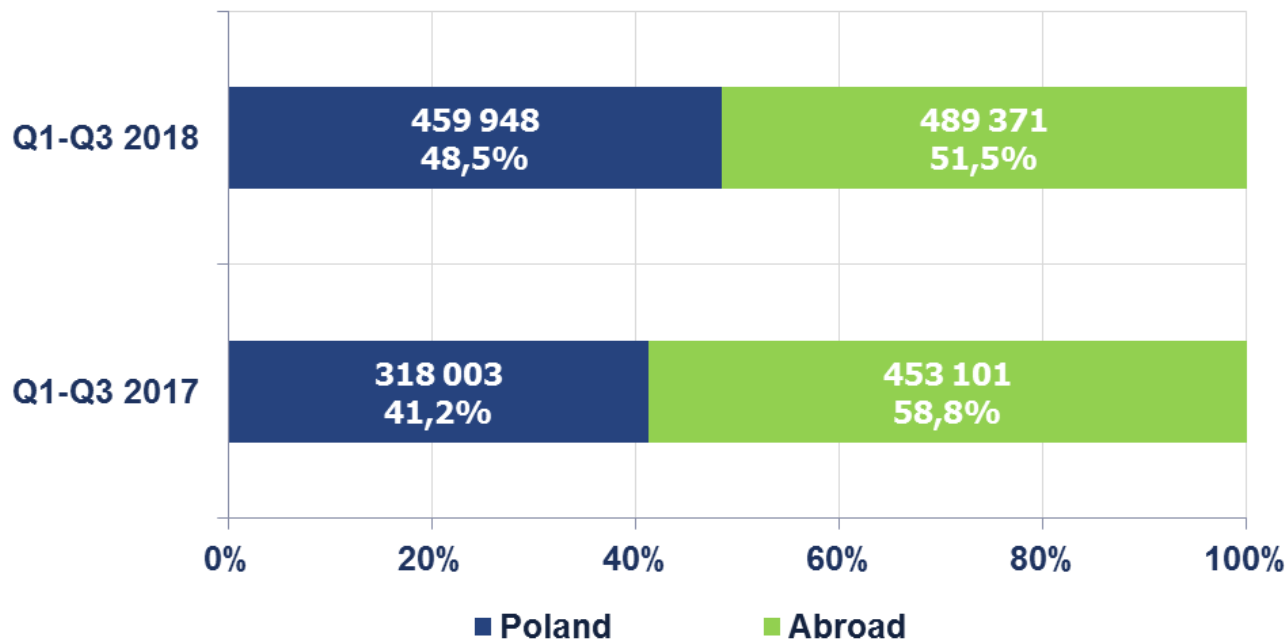
Q1-Q3 2018



Q1-Q3 2017



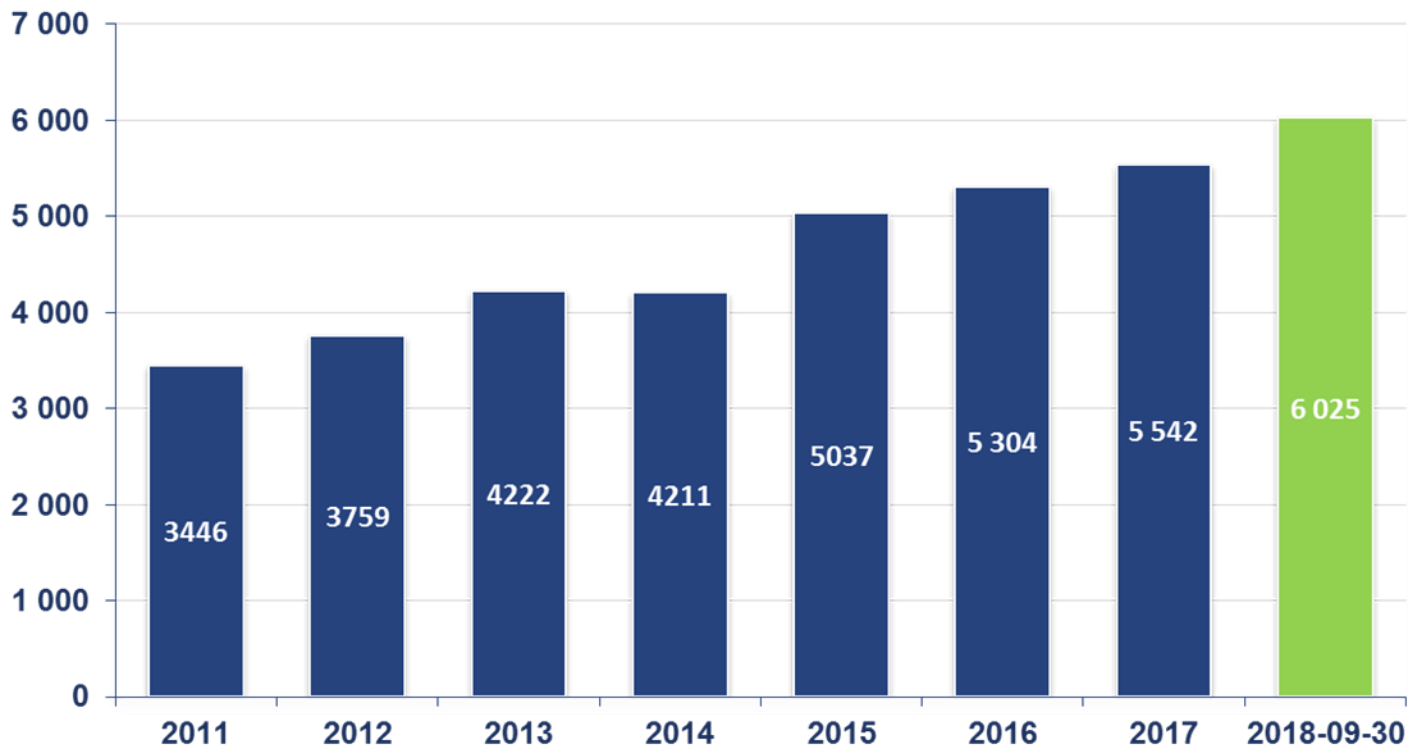
Geographical Sales Structure Q1-Q3 2018



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Employment in Comarch Group



Employment

- The number of employees in Q1-Q3 2018 increased by 483 persons
- The fund of basic salaries in the reporting period was 8,5% higher than in Q1-Q3 2017

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Investments in Infrastructure in Q1-Q3 2018

- Completion of the infrastructural investment program (office building SSE7 in Krakow, CDC Lille)
- Continuing investment in R&D
- Increased volume of investments related to the implementation of large IT projects

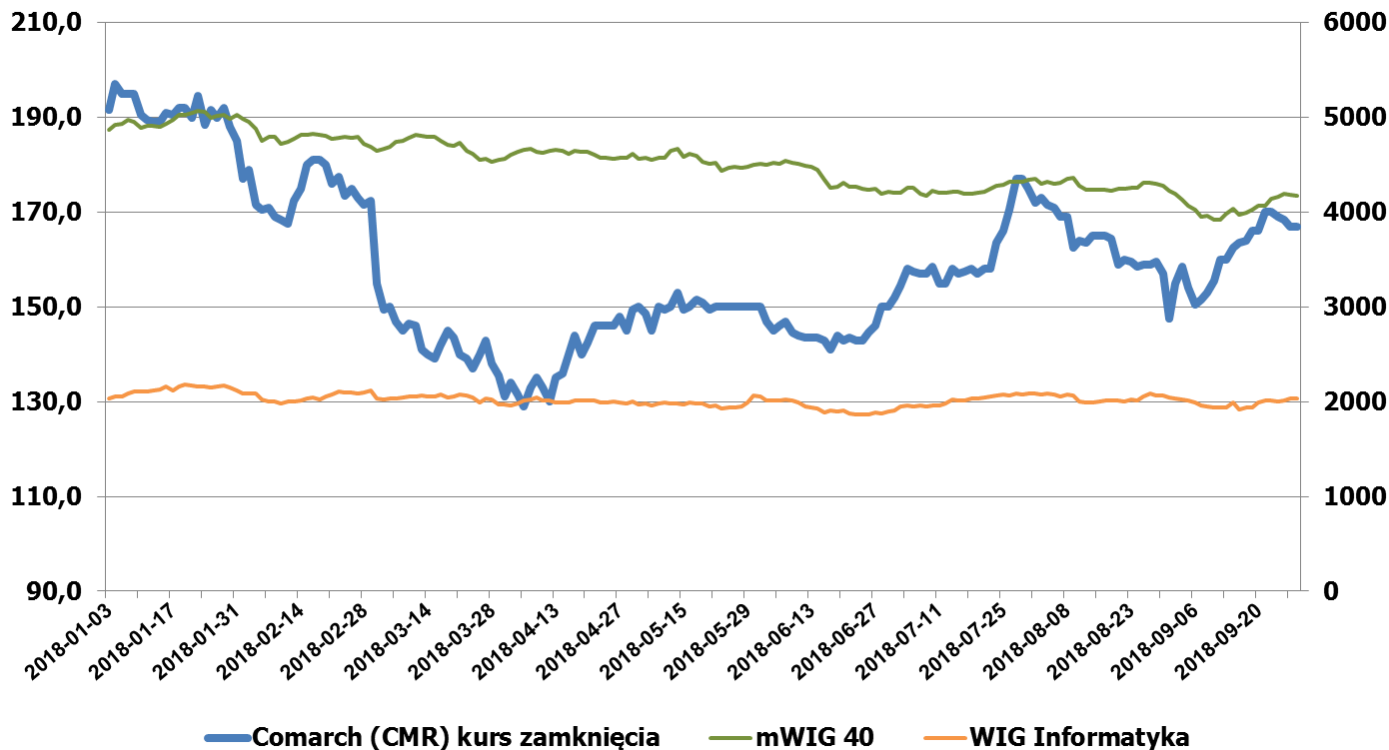
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Summary of Q1-Q3 2018

- Increase in sales revenues by 23.1%, thanks to the large sales of IT services and finished goods,
- Increase in both the country (+ 44.6%) and foreign markets (+ 8.0%),
- Another quarter of very good ERP business development in Poland (+ 24.8%), interesting projects in Telecommunications, e.g. on the Asia markets (+ 11.3%),
- Dynamic sales growth in the public (+ 308.1%) and medical (+ 78.8%) sectors, thanks to implementation of the new contracts with significant value (ReCourt , implementation of the IT solutions to the hospitals, ZUS KSI),
- Completion of a large infrastructure investment program, continuation of investments in new IT products
- Significant effect of exchange rates on the net result in Q1-Q3 2018.

Comarch Stock Price on WSE (1.01.2018 - 30.09.2018)



Thank you for attention!