



Financial results H1 2016

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

2nd of September, 2016, Wasaw

COMARCH

Agenda

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

Agenda

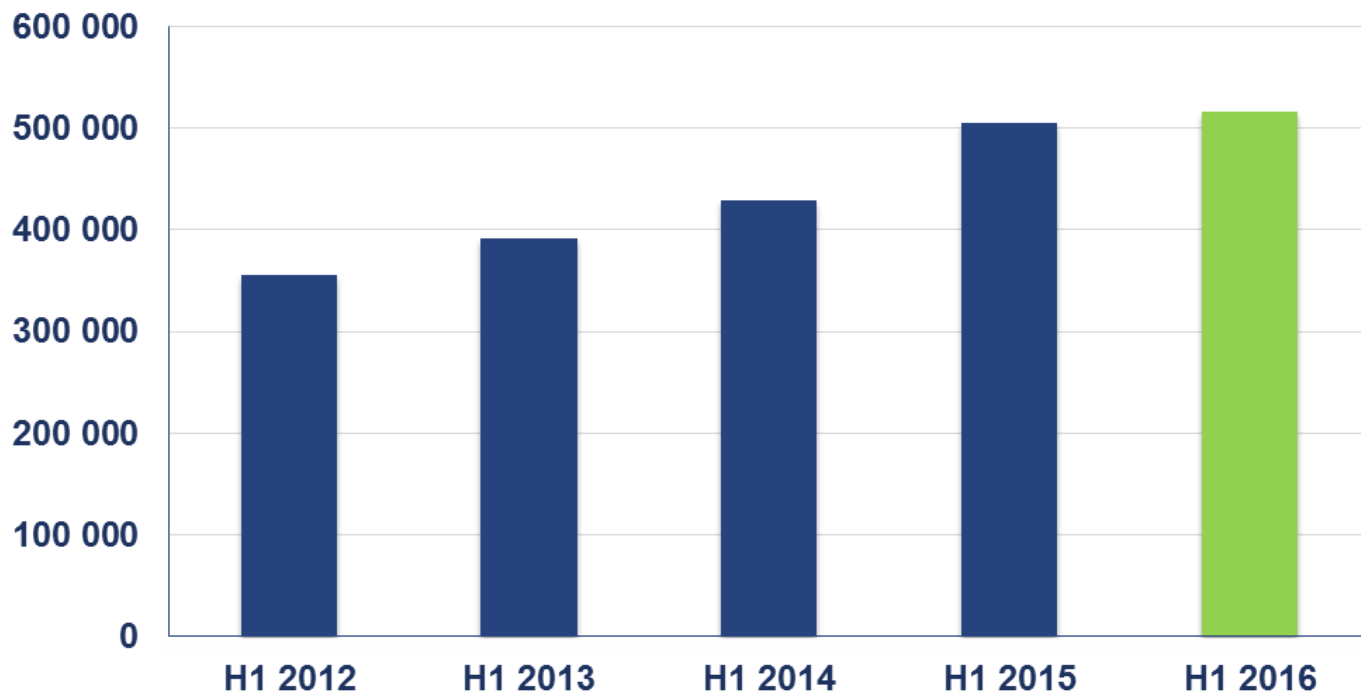
- **Financial Results**
- Sales Structure
- Human Resources
- Shareholder Structure
- Investments
- Summary

Consolidated Financial Results H1 2016

Comarch Group	H1 2016	H1 2015
Revenue	516 425	505 441
Operating profit	35 209	44 340
Net profit attributable to the Company's shareholders	12 756	35 782

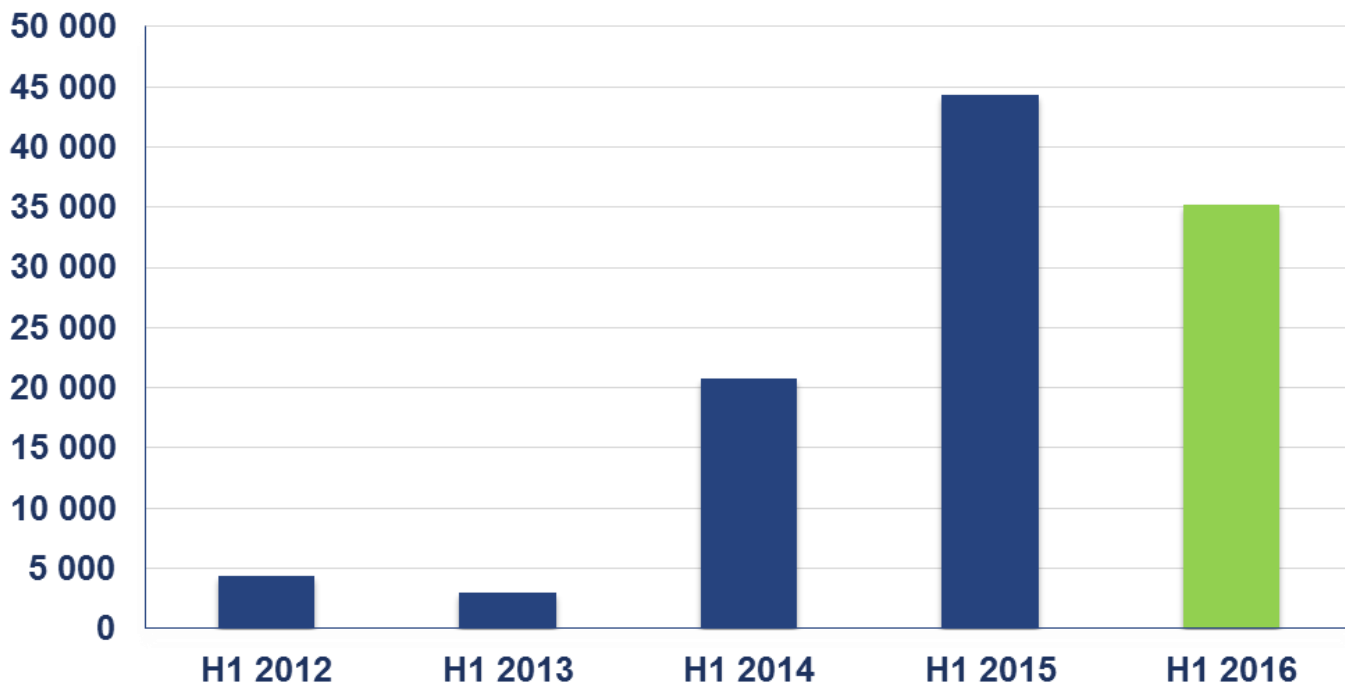
in PLN thou.

Sales Revenue H1 2016



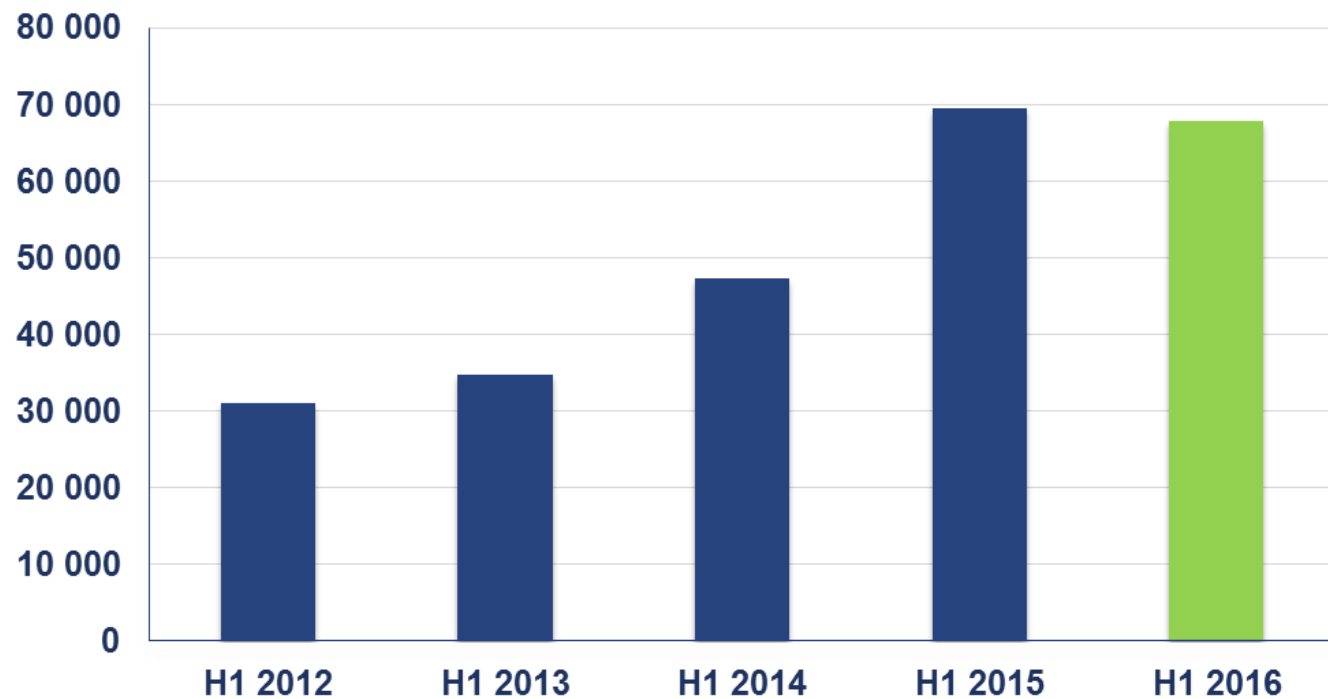
in PLN thou.

Operating Profit H1 2016



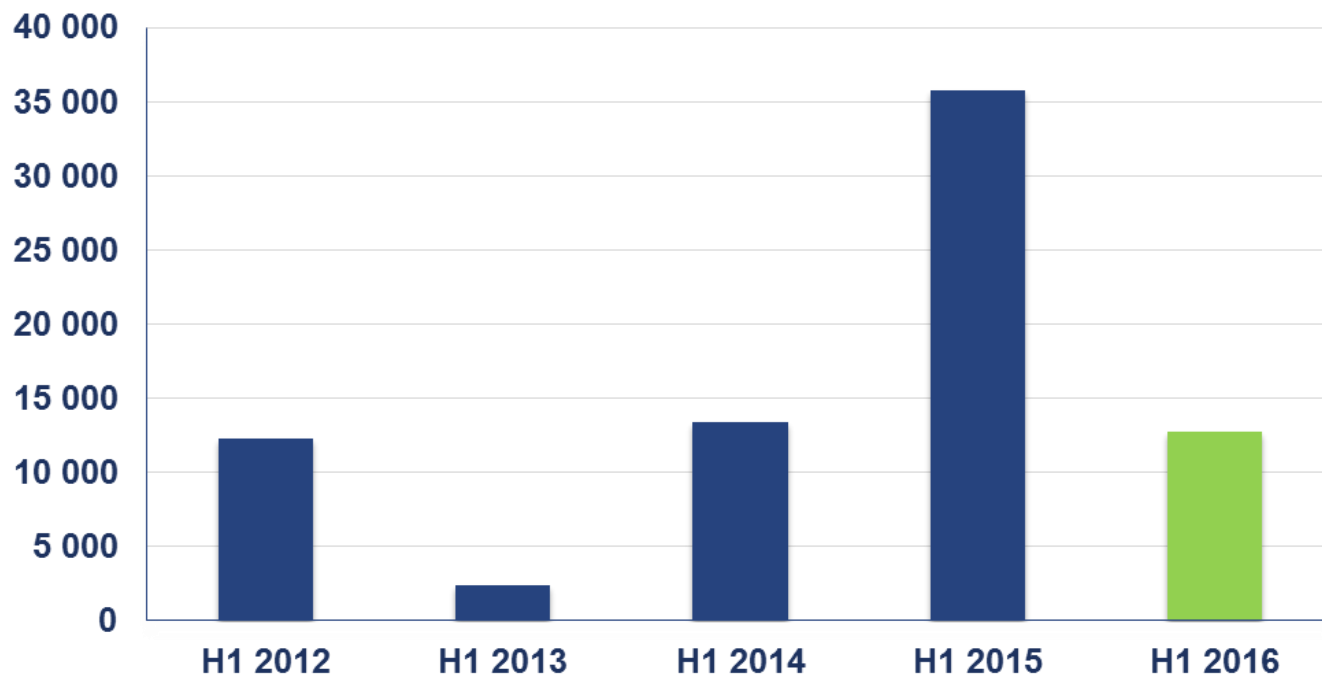
in PLN thou.

EBITDA H1 2016



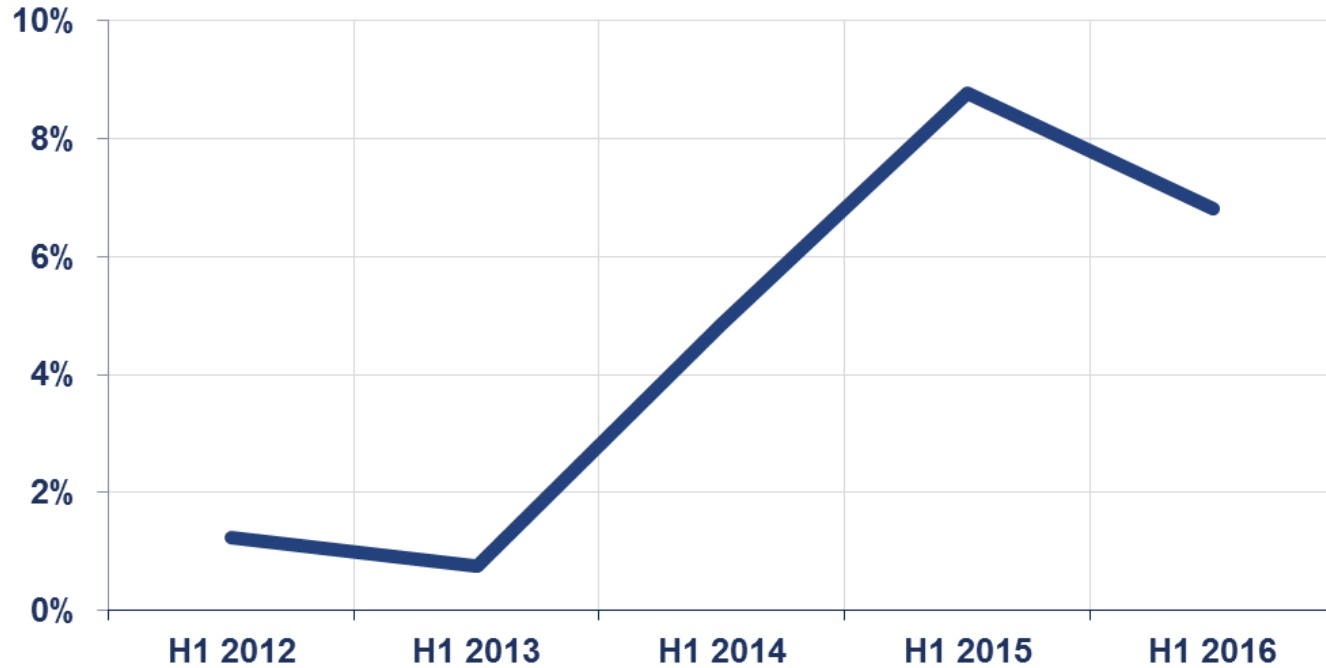
in PLN thou.

Net Profit H1 2016

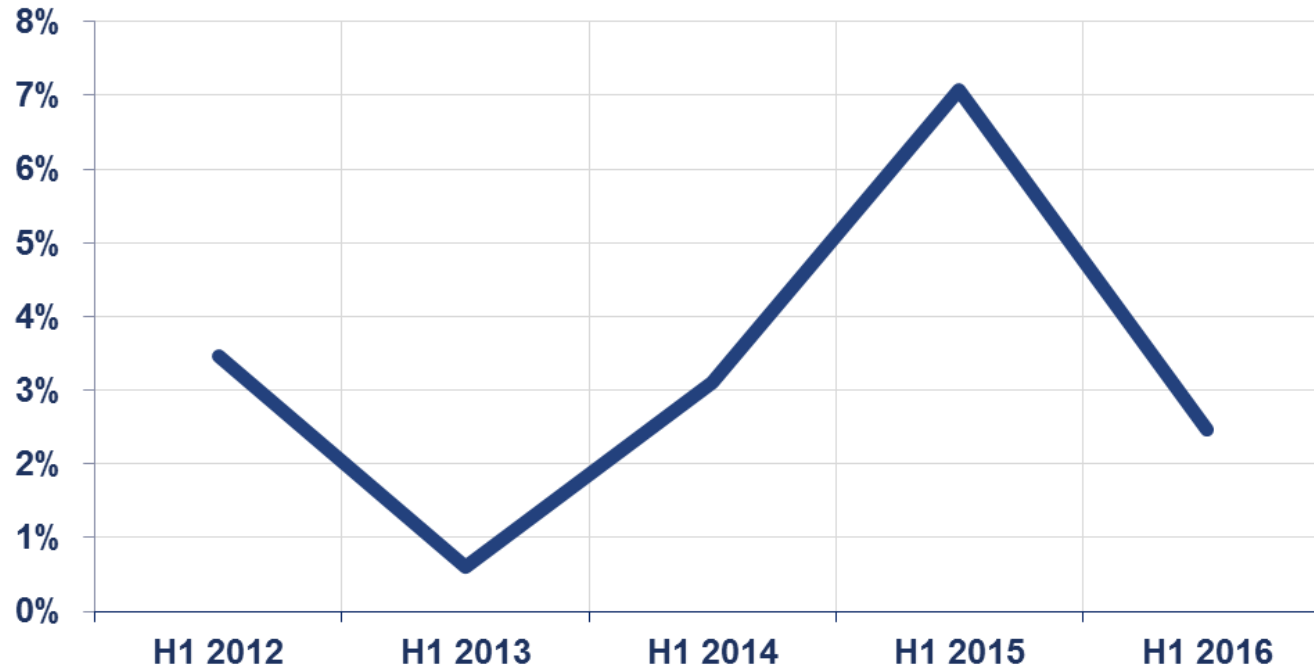


in PLN thou.

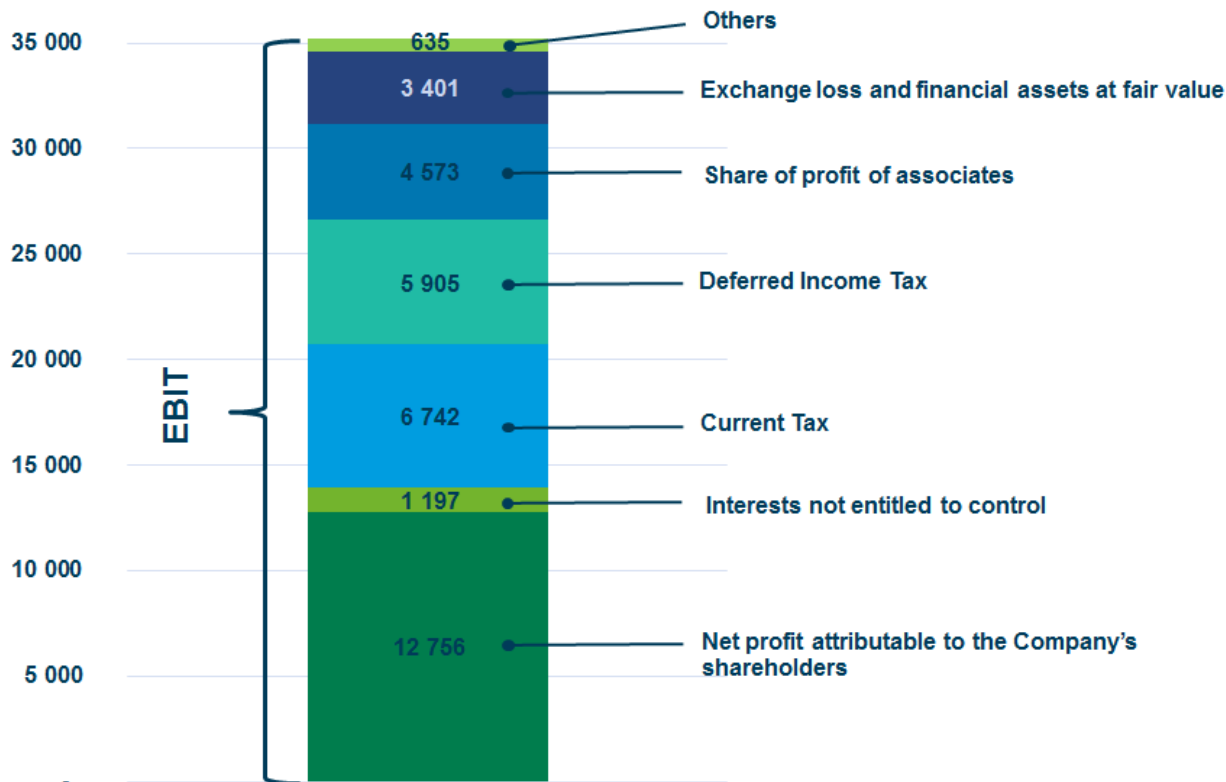
EBIT Margin H1 2016



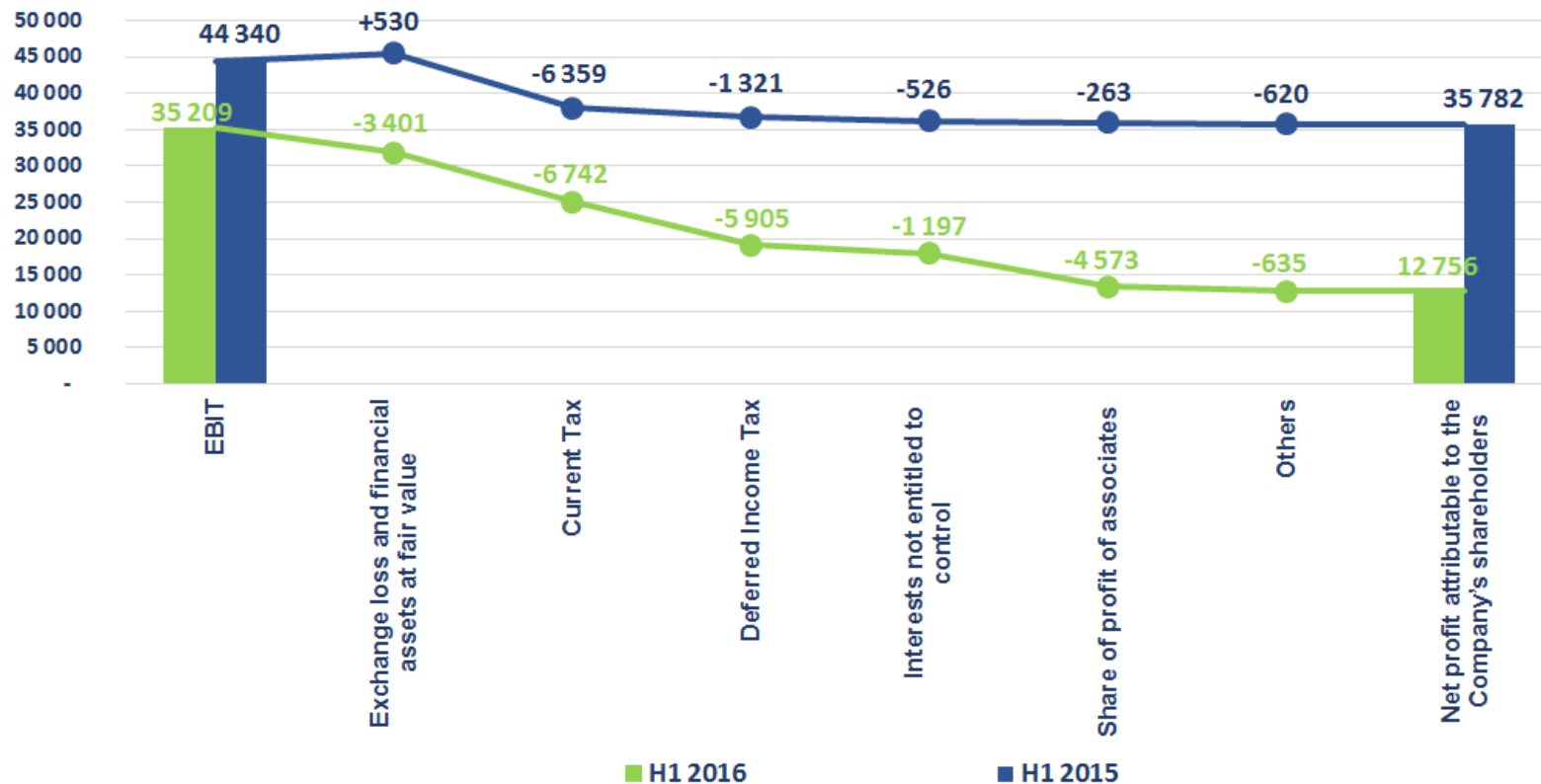
Net Margin H1 2016



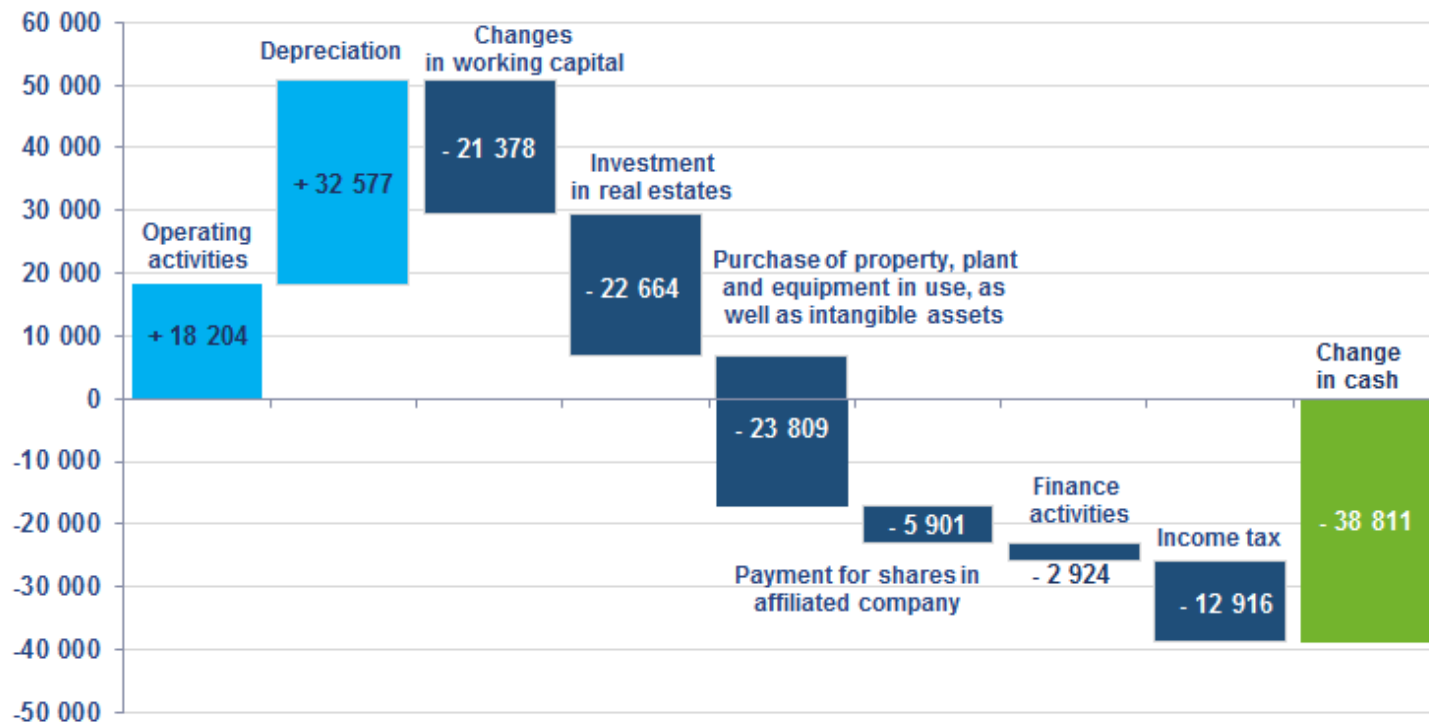
Analyses of the Comarch Group Net Profit H1 2016



EBIT vs. Net Profit of the Comarch Group



Cash Flow H1 2016

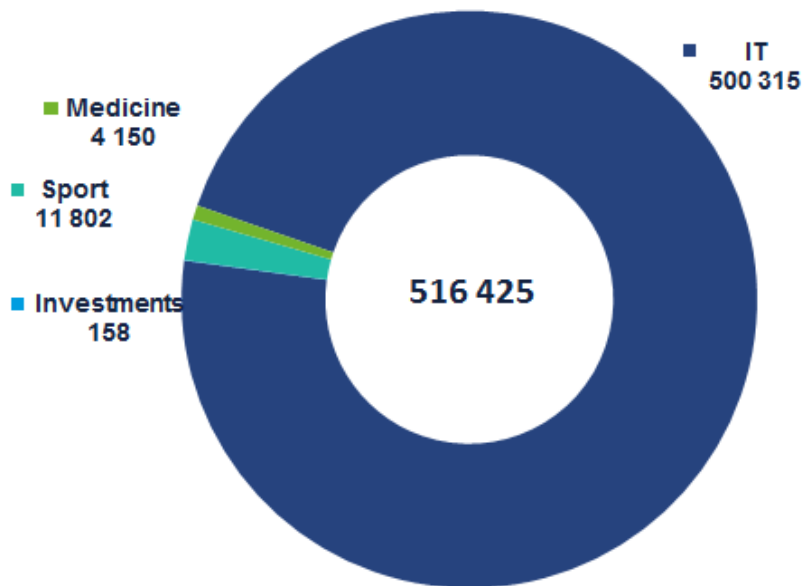


Agenda

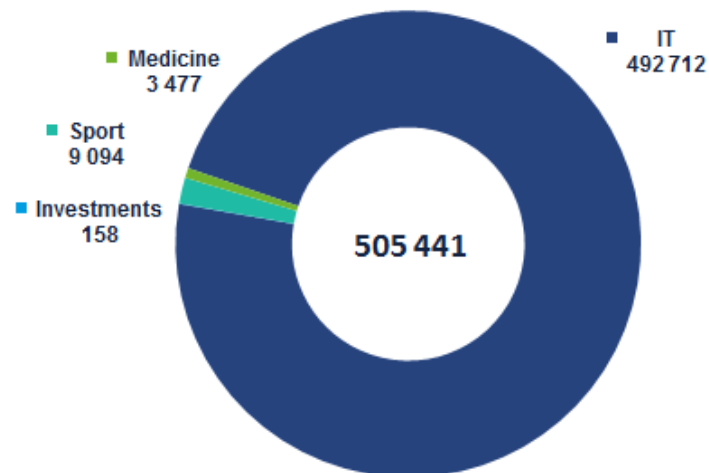
- Financial Results
- **Sales Structure**
- Human Resources
- Shareholder Structure
- Investments
- Summary

Market Sales Structure H1 2016

H1 2016

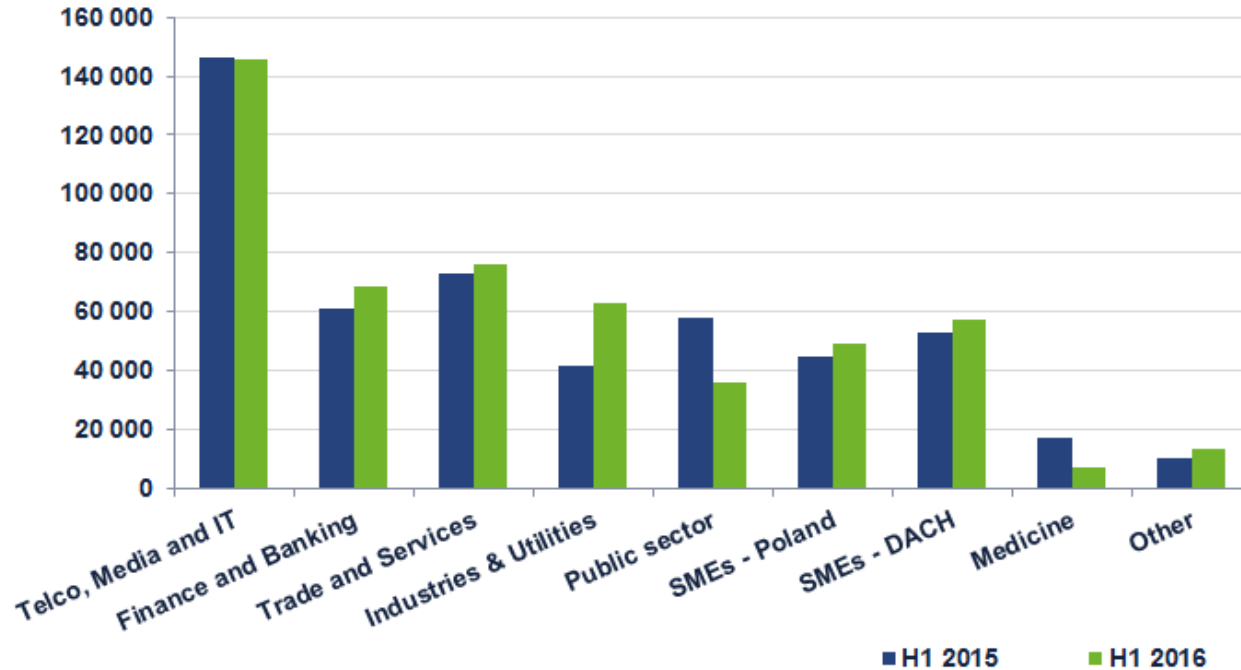


H1 2015

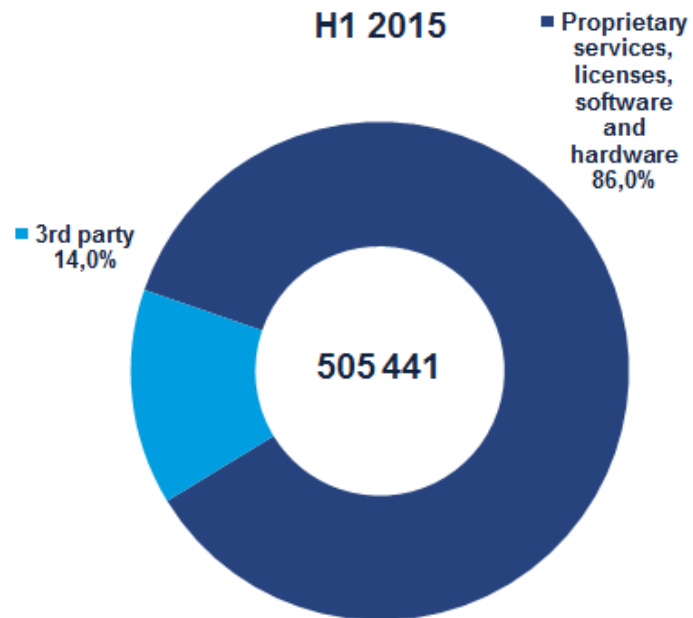
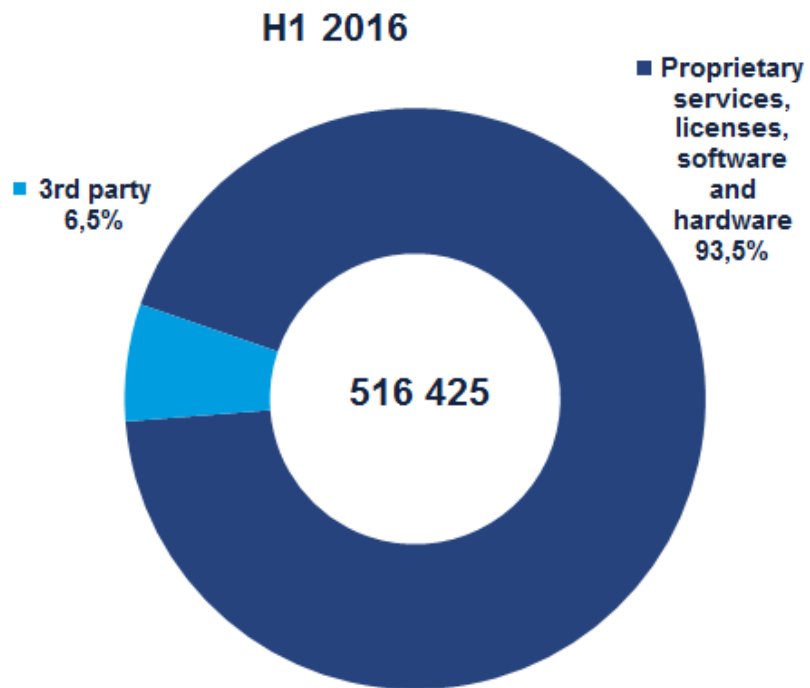


in PLN thou.

Market Sales Structure H1 2016

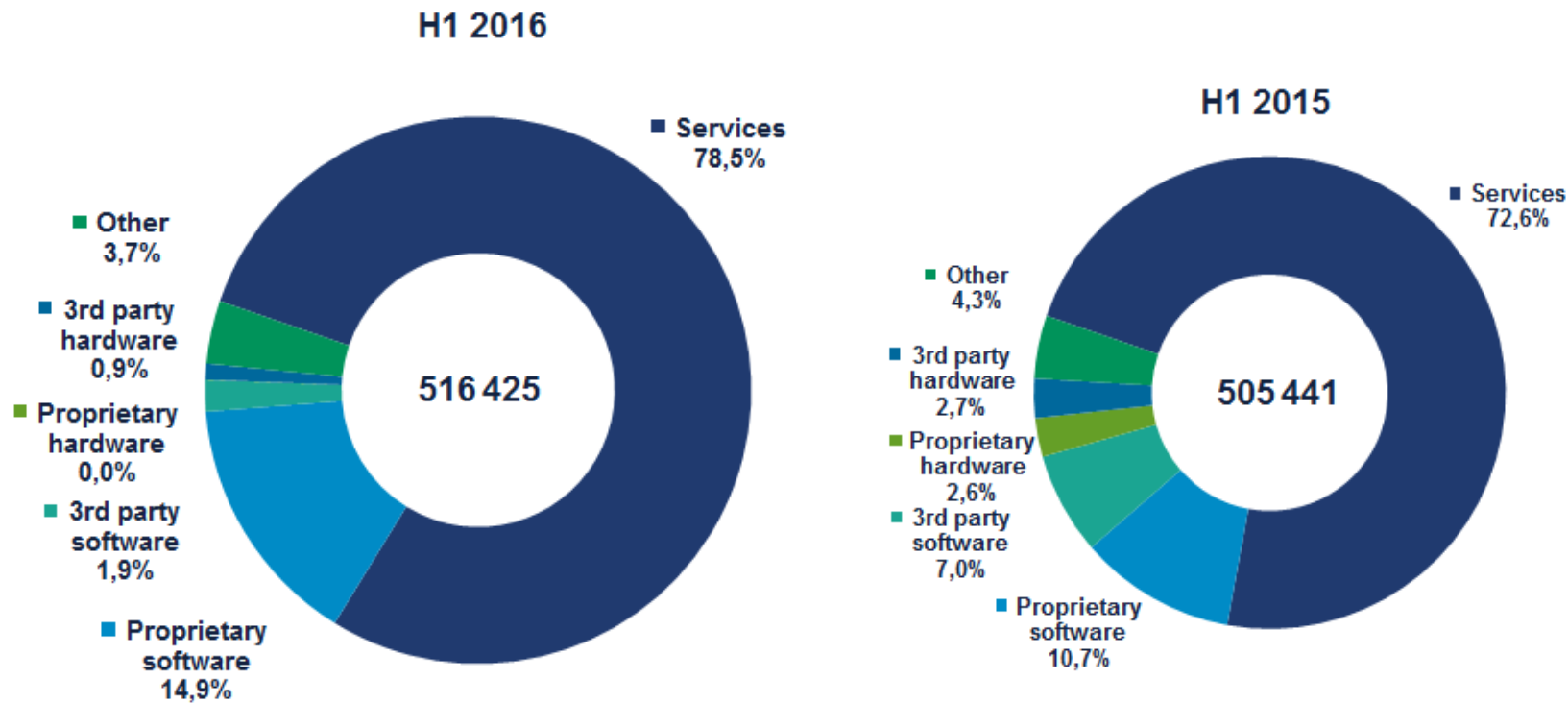


Products Sales Structure H1 2016



in PLN thou.

Products Sales Structure H1 2016



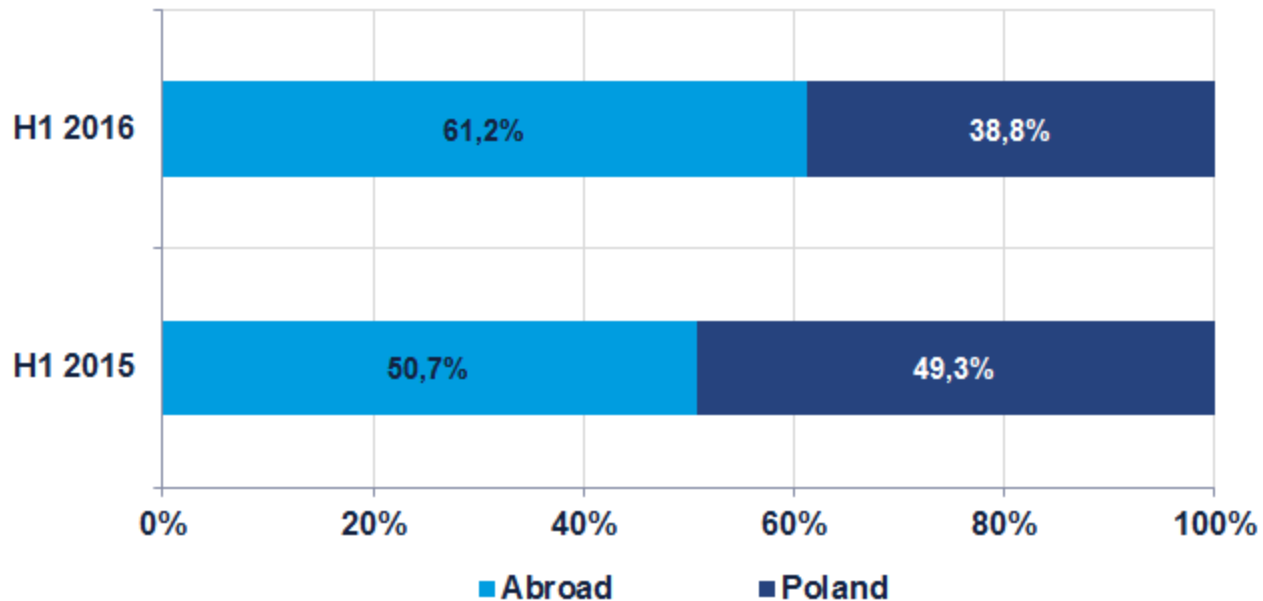
in PLN thou.

Products Sales Structure H1 2016

Comarch Group	H1 2016	%	H1 2015	%
Services	405 542	78,5%	367 042	72,6%
Proprietary software	77 170	15,0%	54 276	10,7%
Third party software	9 563	1,9%	35 365	7,0%
Proprietary hardware	72	0,0%	13 353	2,7%
Third party hardware	4 858	0,9%	13 590	2,7%
Others	19 220	3,7%	21 815	4,3%
Total	516 425	100,0%	505 441	100,0%

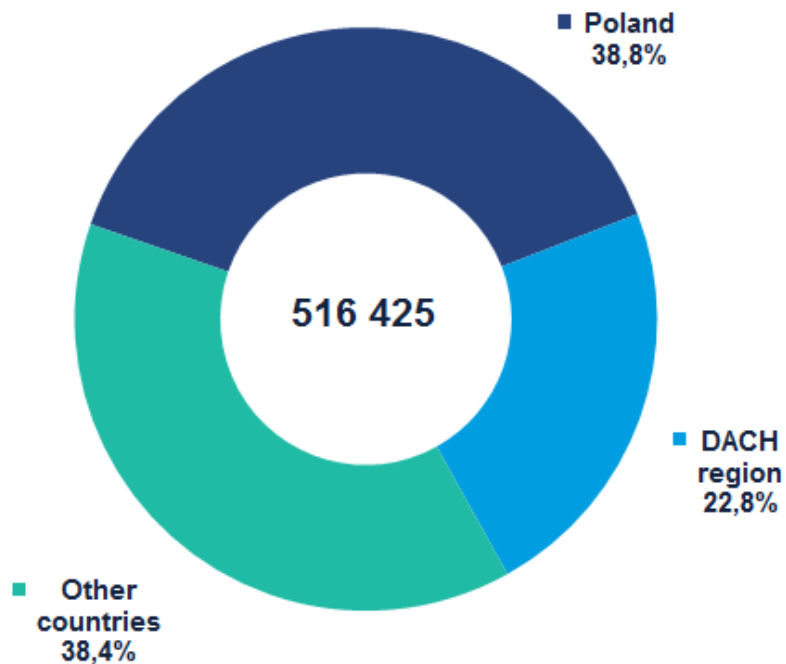
in PLN thou.

Geographical Sales Structure H1 2016

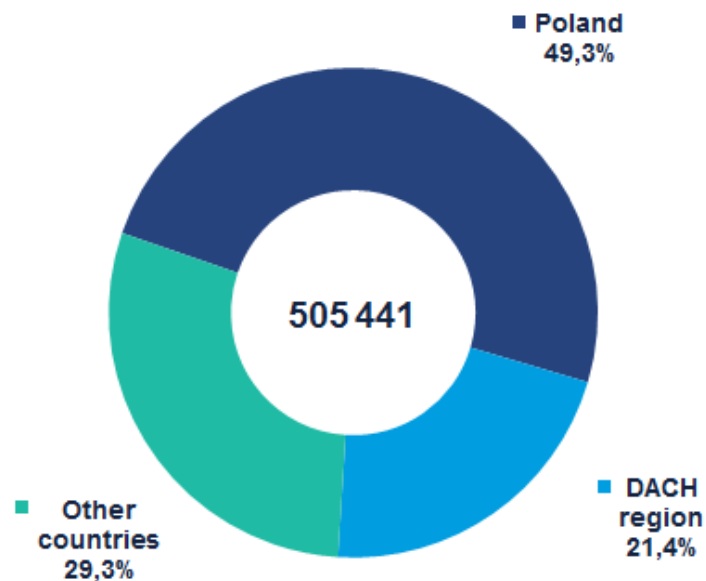


Geographical Sales Structure H1 2016

H1 2016



H1 2015



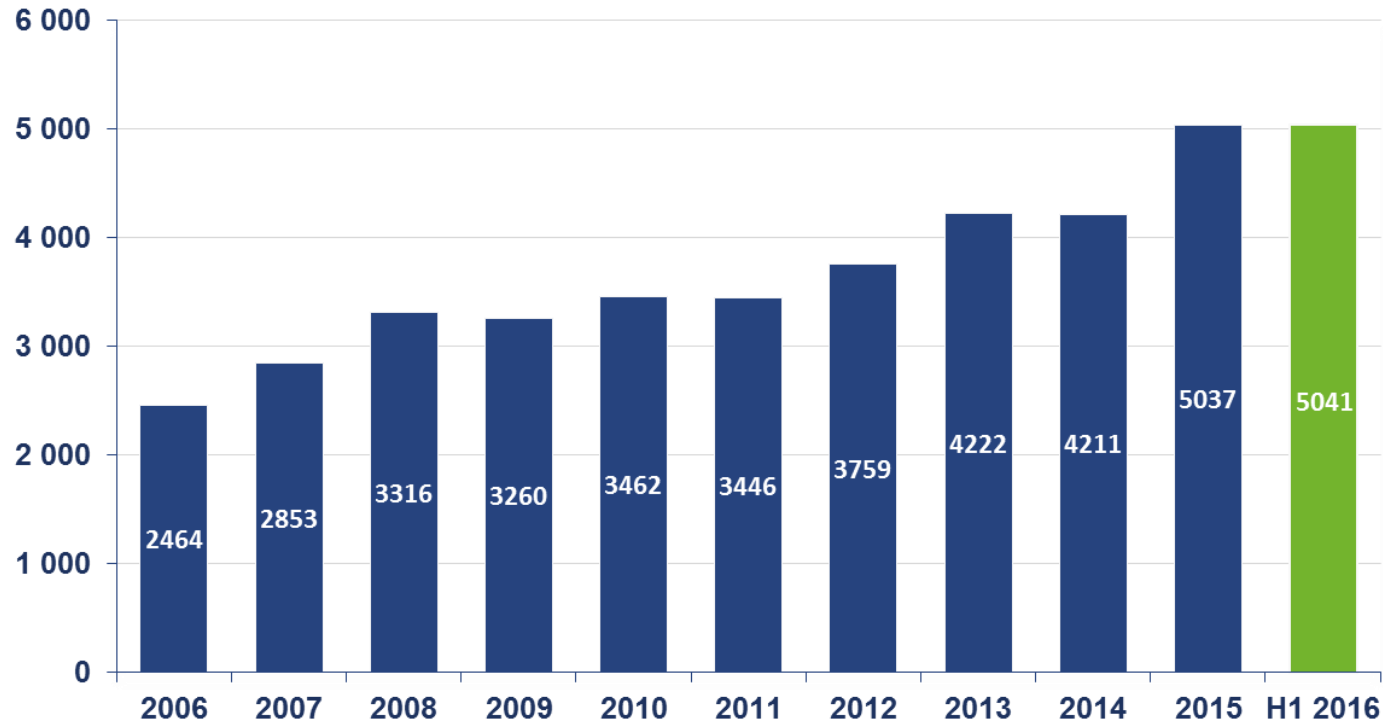
in PLN thou.

Agenda

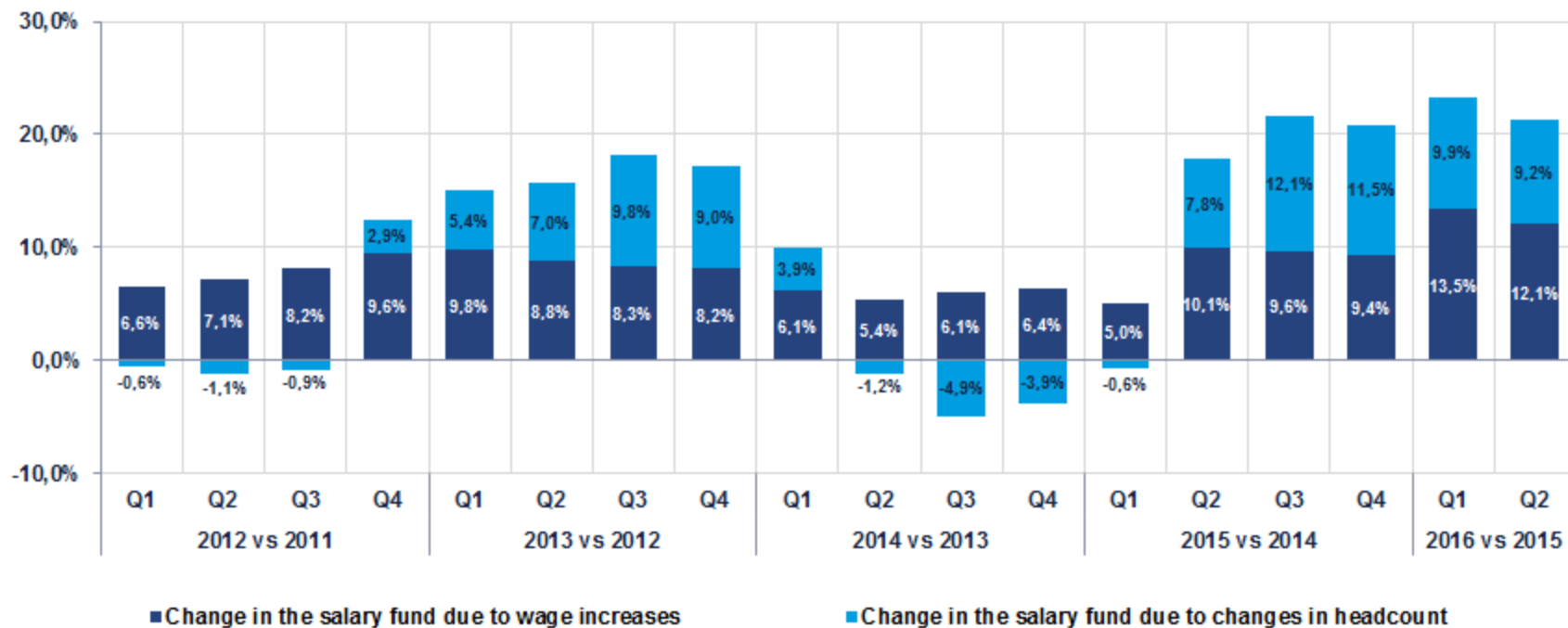
- Financial Results
- Sales Structure
- **Human Resources**
- Shareholder Structure
- Investments
- Summary

Employment in Comarch Group

(excluding employees in MKS Cracovia SSA)



Change in Salary Fund in Comarch Group

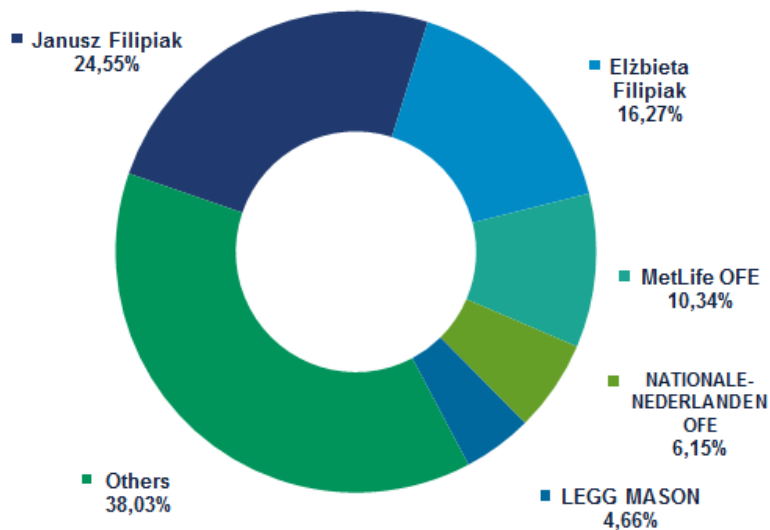


Agenda

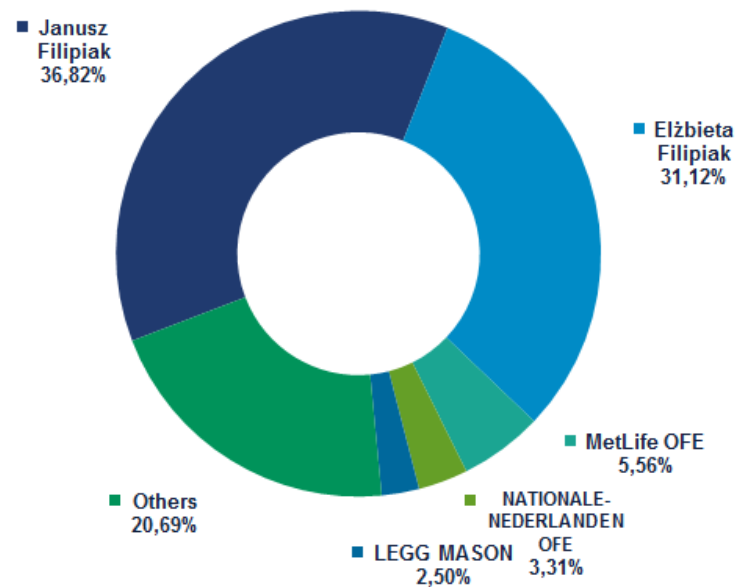
- Financial Results
- Sales Structure
- Human Resources
- **Shareholder Structure**
- Investments
- Summary

Comarch S.A. Shareholder Structure

Shareholding - Number of Shares



Shareholding - Number of Votes



Agenda

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

R&D Projects 2016

- e-Health, i.a. Telemedicine, Miasto Zdrowia
- Smart City
- Smart Airport
- Internet of Things
- Sustainable development of existing products

Infrastructure Investments in 2016

- Continuation of investment in an office building in Lodz, completion in Q4 2016
- Commencement of adaptation of the IoT production hall in studio S1 SSE6, completion in Q3 2016
- Fitting-out of the IoT production hall in studio S1 SSE6, completion in Q4 2016
- Commencement of investment in a CDC building in Lille, completion in Q2 2017
- Commencement of investment in an office building in Krakow (SEE 7), completion in Q4 2017
- CAPEX in 2016 > PLN 100 million

Agenda

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

Summary of H1 2016

- An increase in sales on foreign markets by 23.3% and a decrease in the domestic market by 19,5%
- A significant slowdown in the Public sector (-37.2%) and in the sector of Medicine (-58.4%). A high increase in revenue in the Industry & Utilities sector as well as in the Finance and Banking sector and Small and Medium-Sized Enterprises in Poland and DACH
- A significant increase in sales of own services and proprietary software. The deep decrease in sales of 3rd party software and proprietary hardware
- A substantial increase in salary costs in comparison to H1 2015
- An employment stabilisation at the level of the end of 2015
- Further expansion into new markets (LATAM, Asia, Europe)
- A significant investment efforts related to the development the new products and IT infrastructure

Thank you for your attention

