



Financial results Q2 and H1 2017

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

1st of September, 2017, Warsaw

Agenda

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

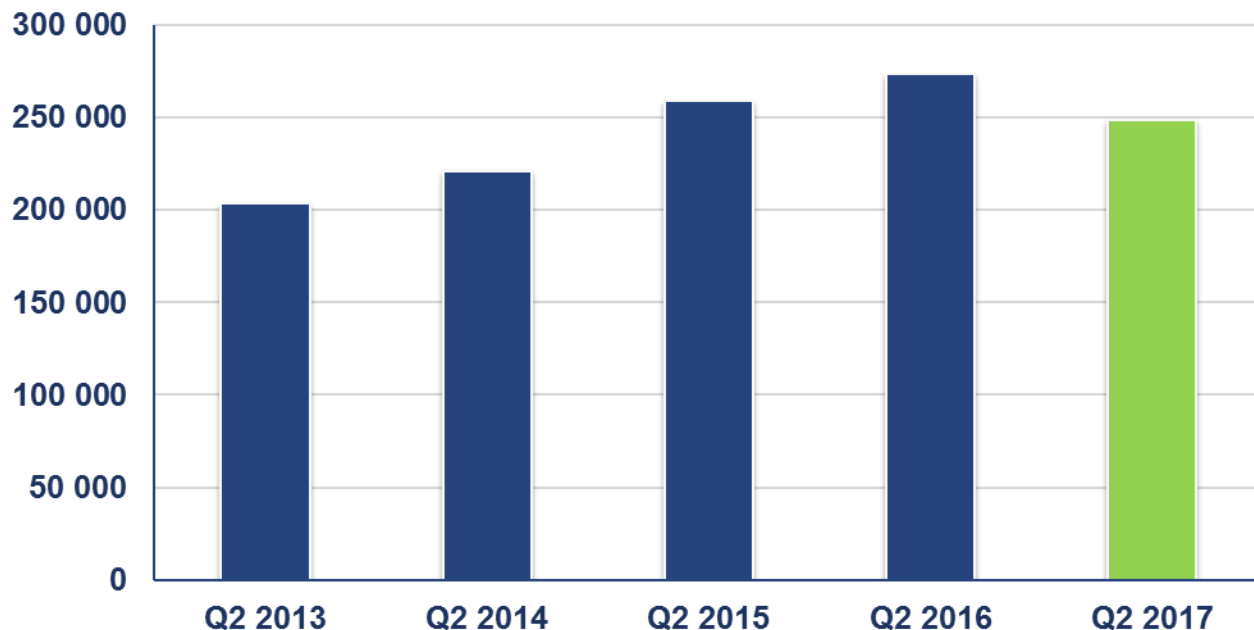
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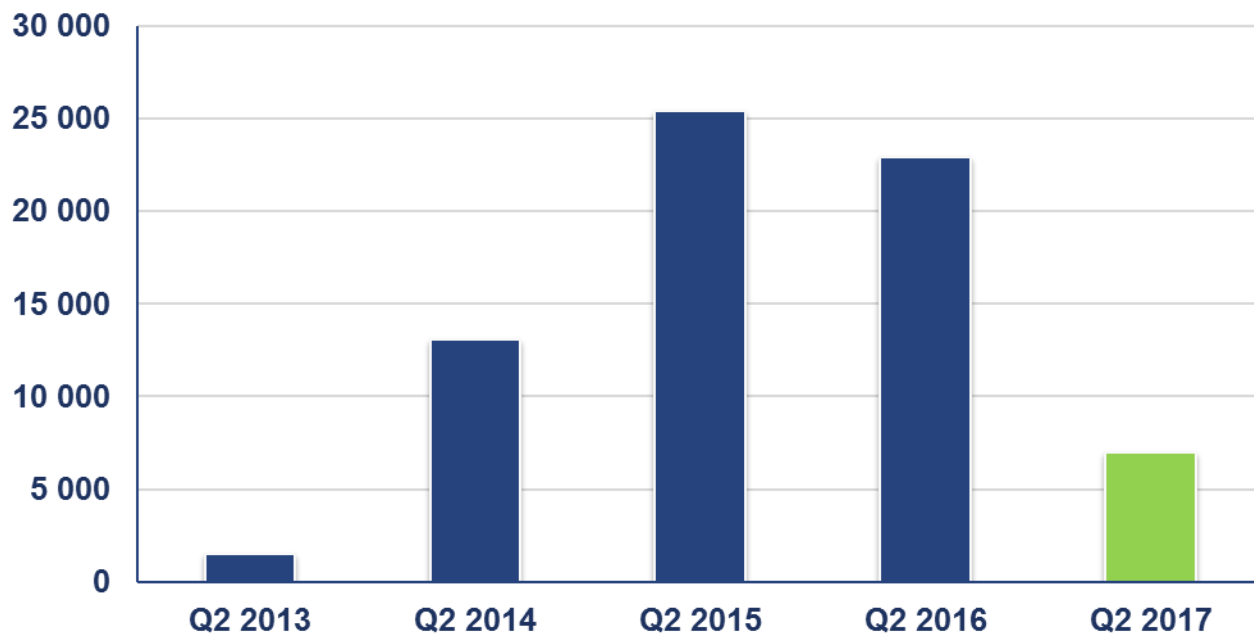
Consolidated Financial Results Q2 2017

Comarch Group	Q2 2017	Q2 2016
Revenue	248 829	273 269
Operating profit	6 983	22 943
Net profit attributable to the Company's shareholders	5 960	5 579

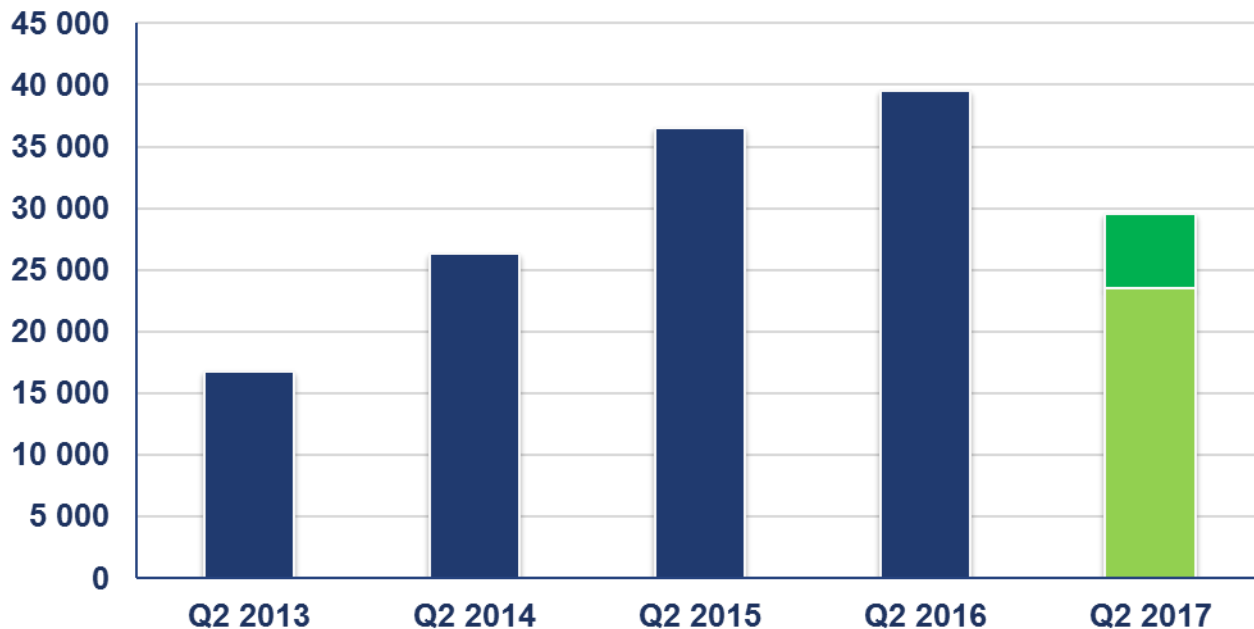
Sales Revenue Q2 2017 (Comarch Group)



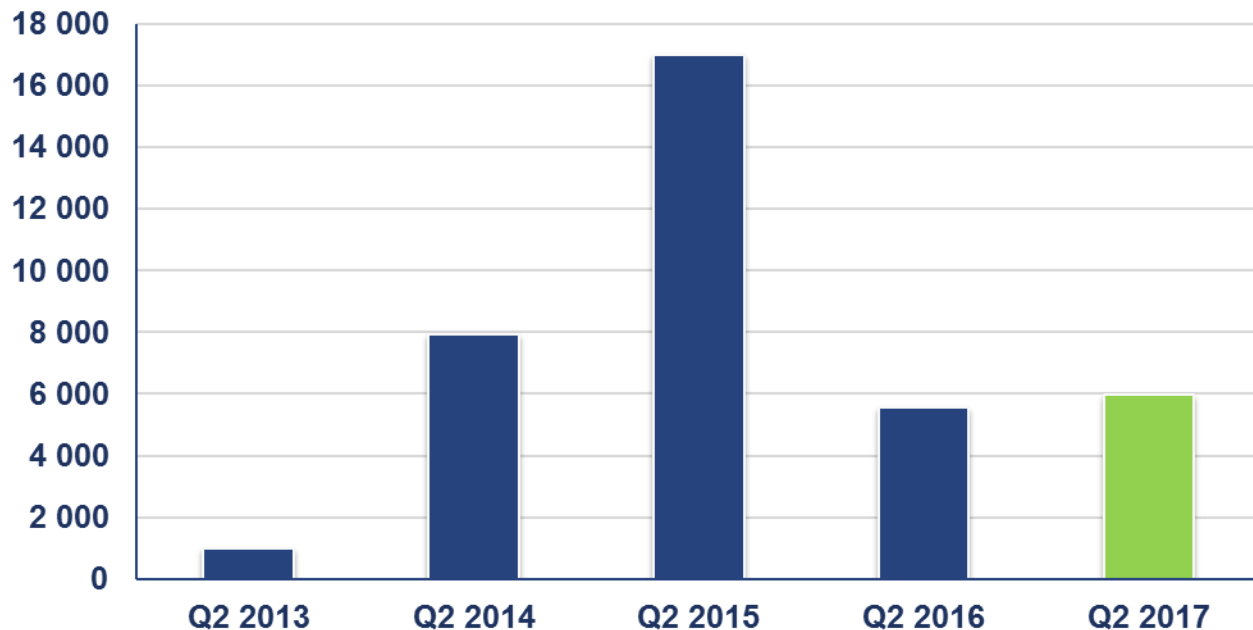
Operating Profit Q2 2017 (Comarch Group)



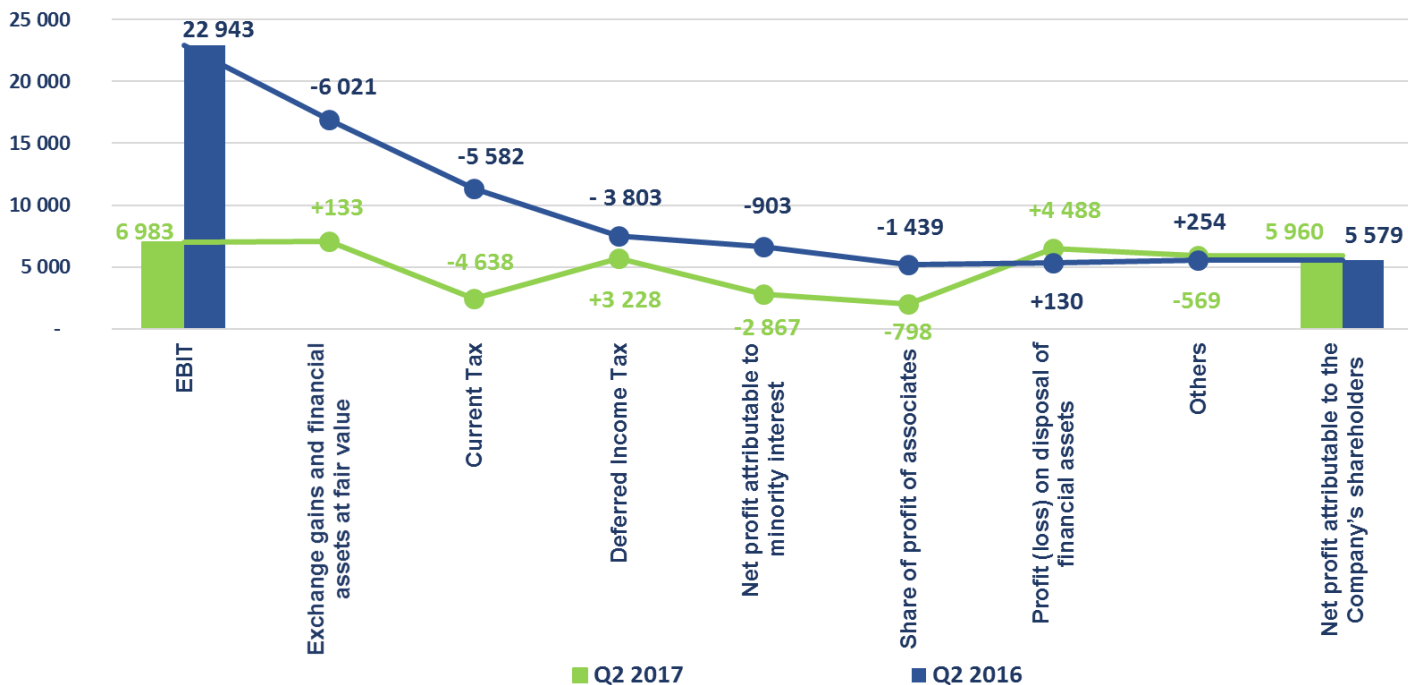
EBITDA Q2 2017 (Comarch Group)



Net profit Q2 2017 (Comarch Group)



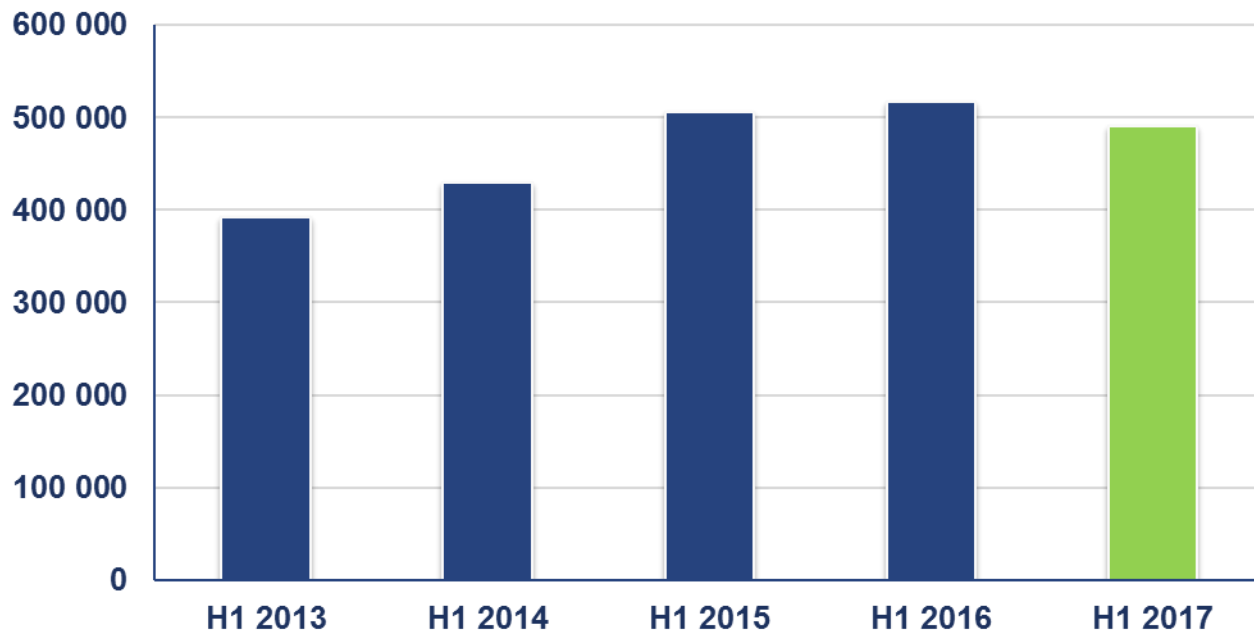
EBIT vs. Net Profit Q2 2017 (Comarch Group)



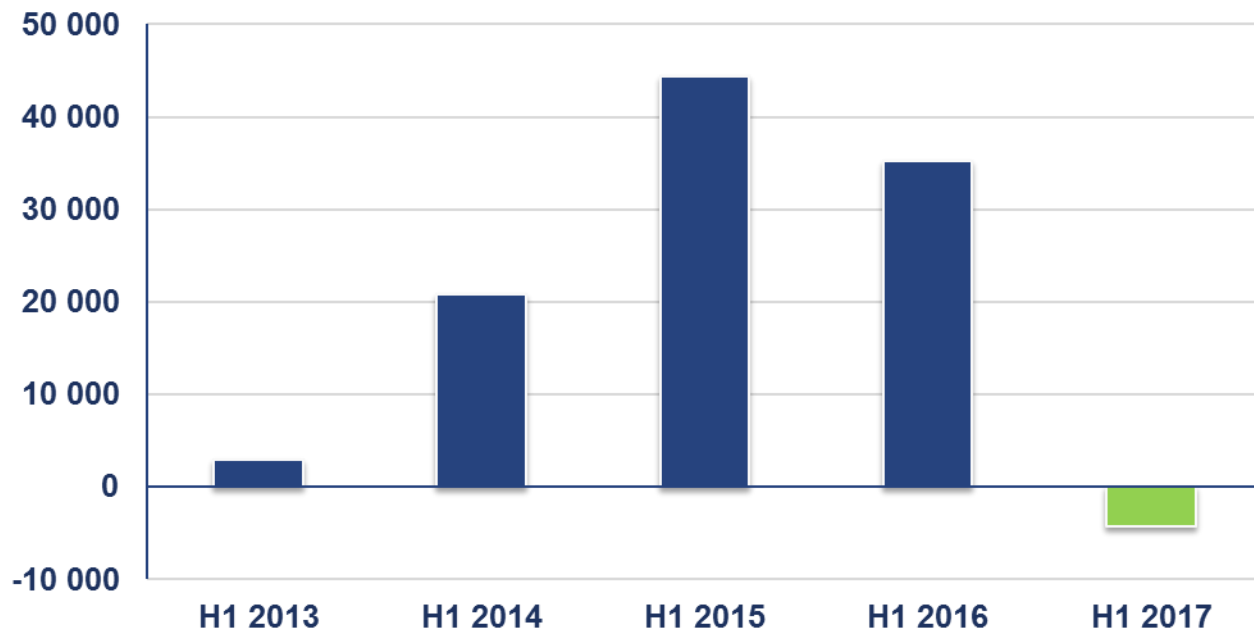
Consolidated Financial Results H1 2017

Comarch Group	H1 2017	H1 2016
Revenue	491 065	516 425
Operating profit	-4 302	35 209
Net profit attributable to the Company's shareholders	10 779	12 756

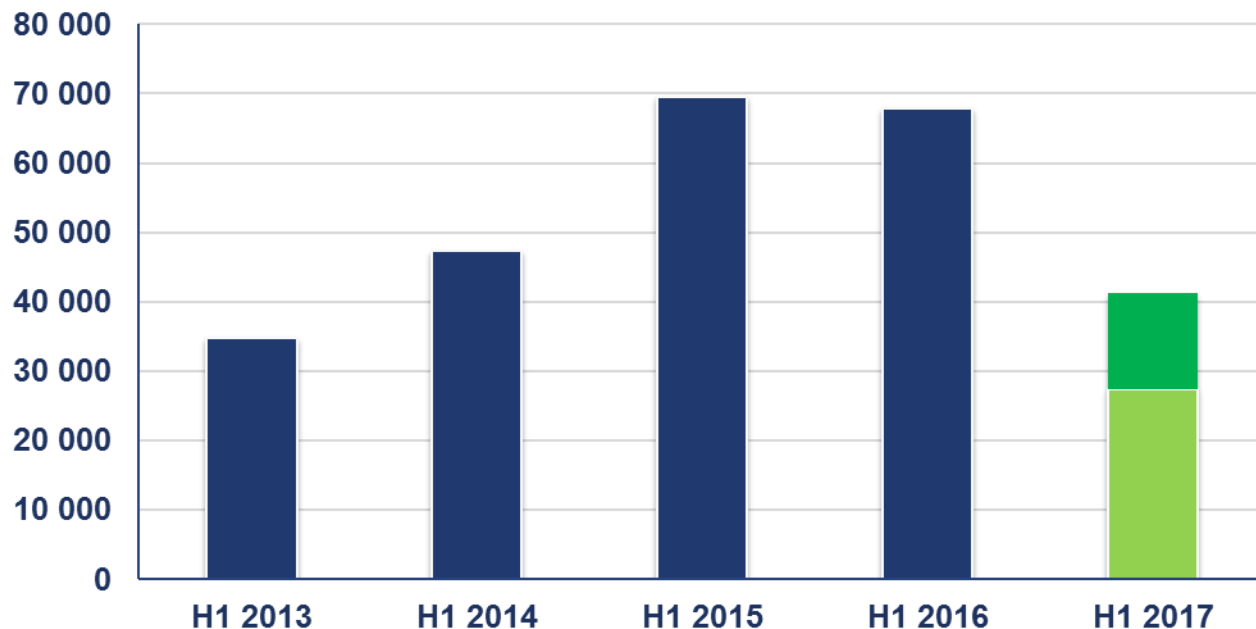
Sales Revenue H1 2017 (Comarch Group)



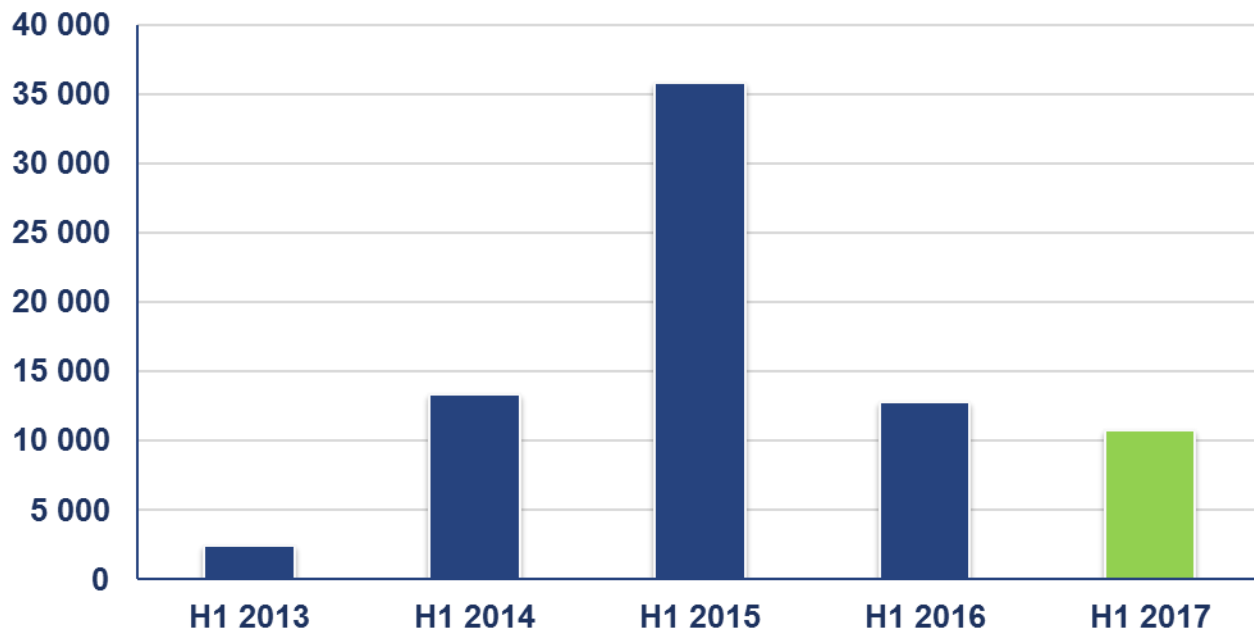
Operating Profit H1 2017 (Comarch Group)



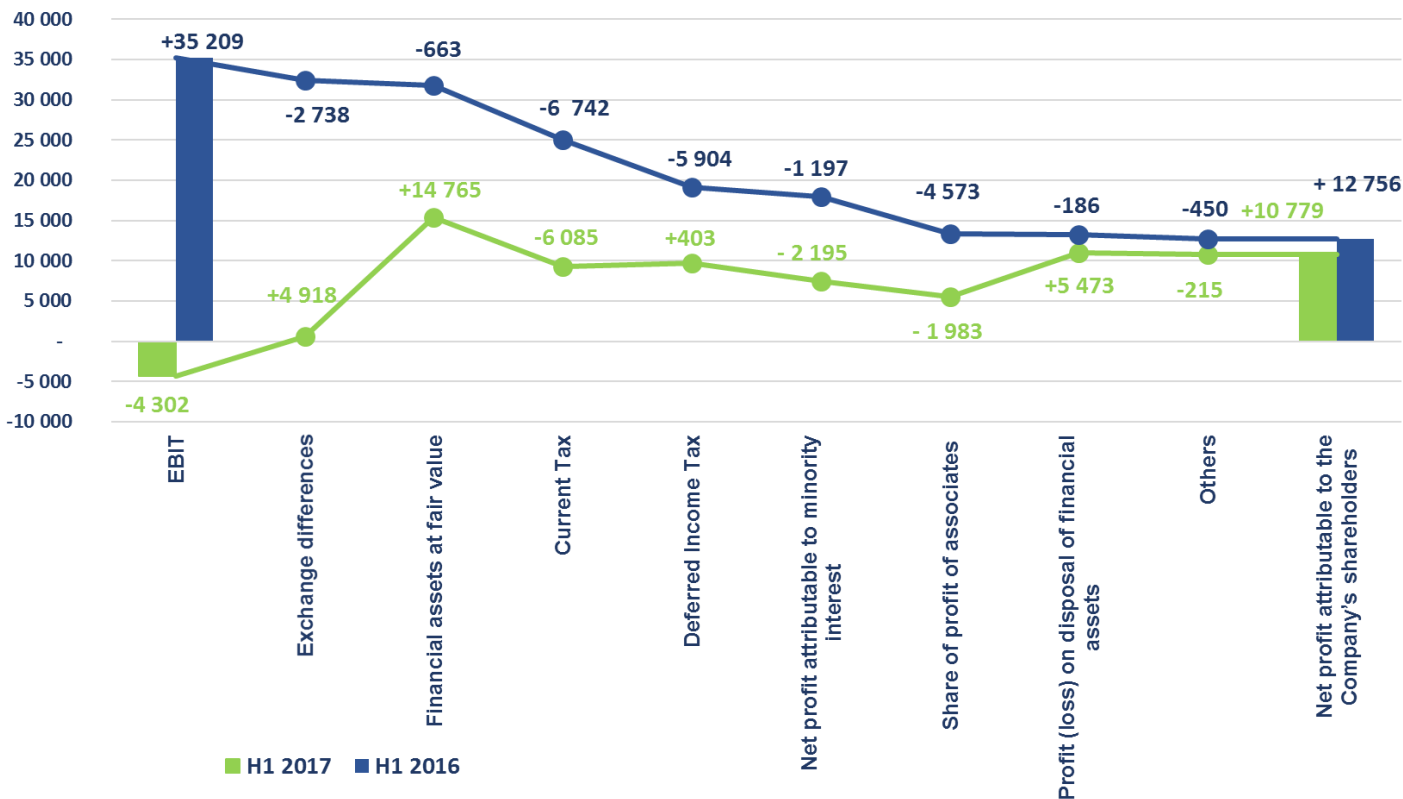
EBITDA H1 2017 (Comarch Group)



Net profit H1 2017 (Comarch Group)



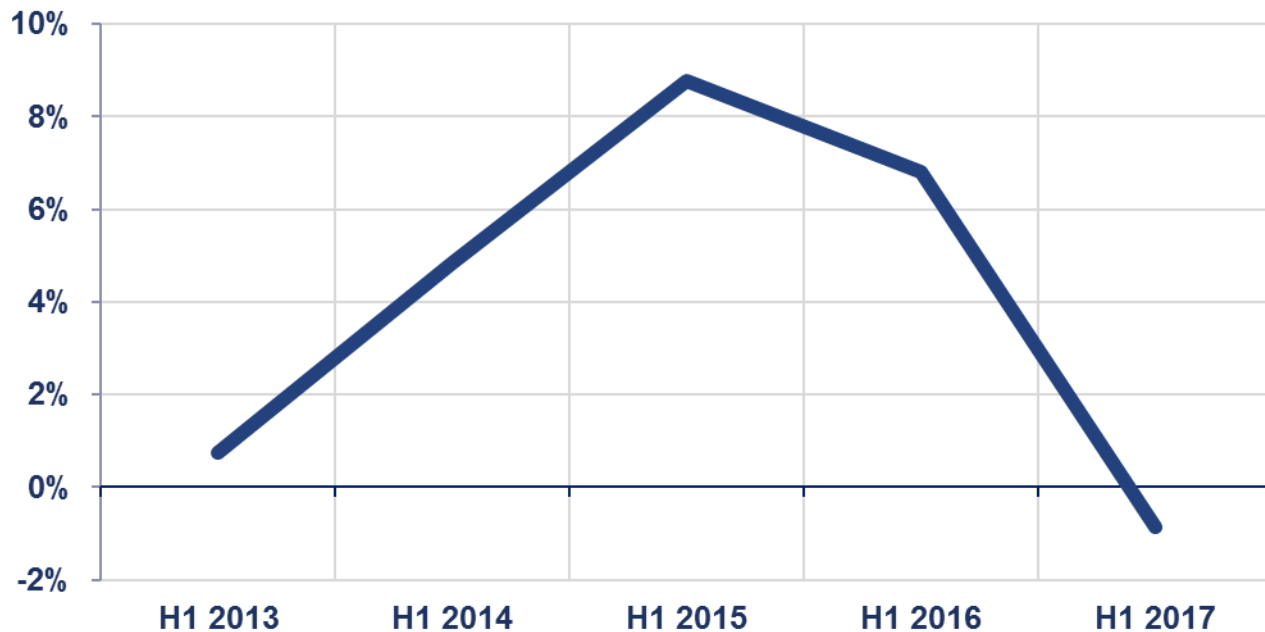
EBIT vs. Net Profit H1 2017 (Comarch Group)



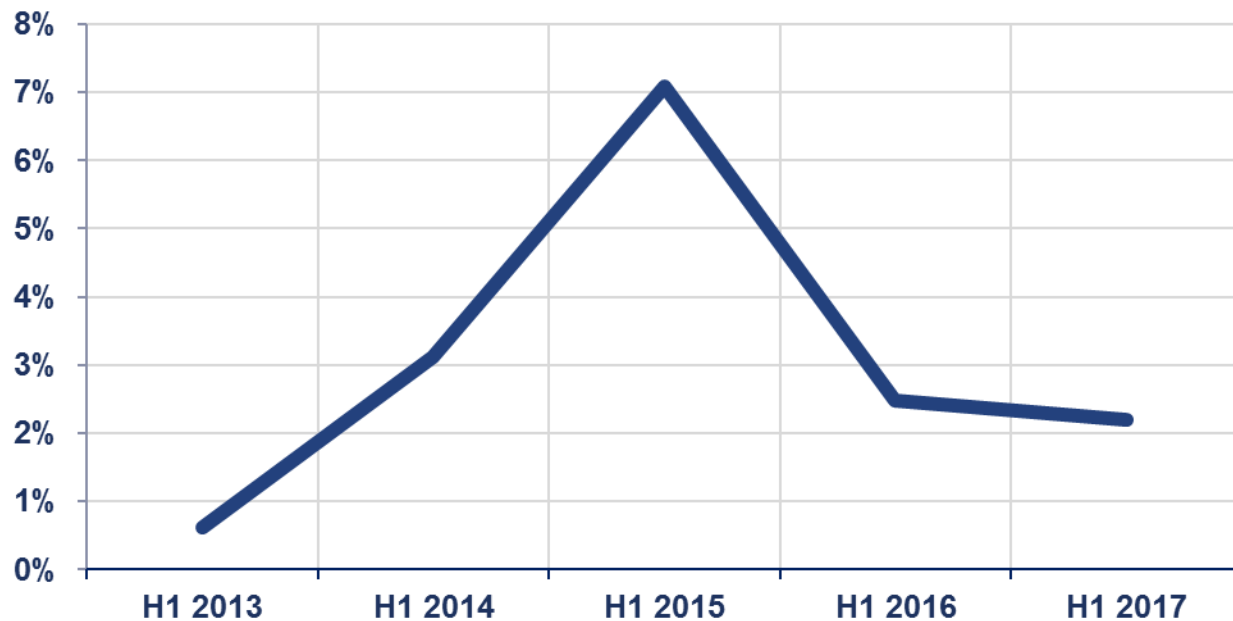
In PLN thou.

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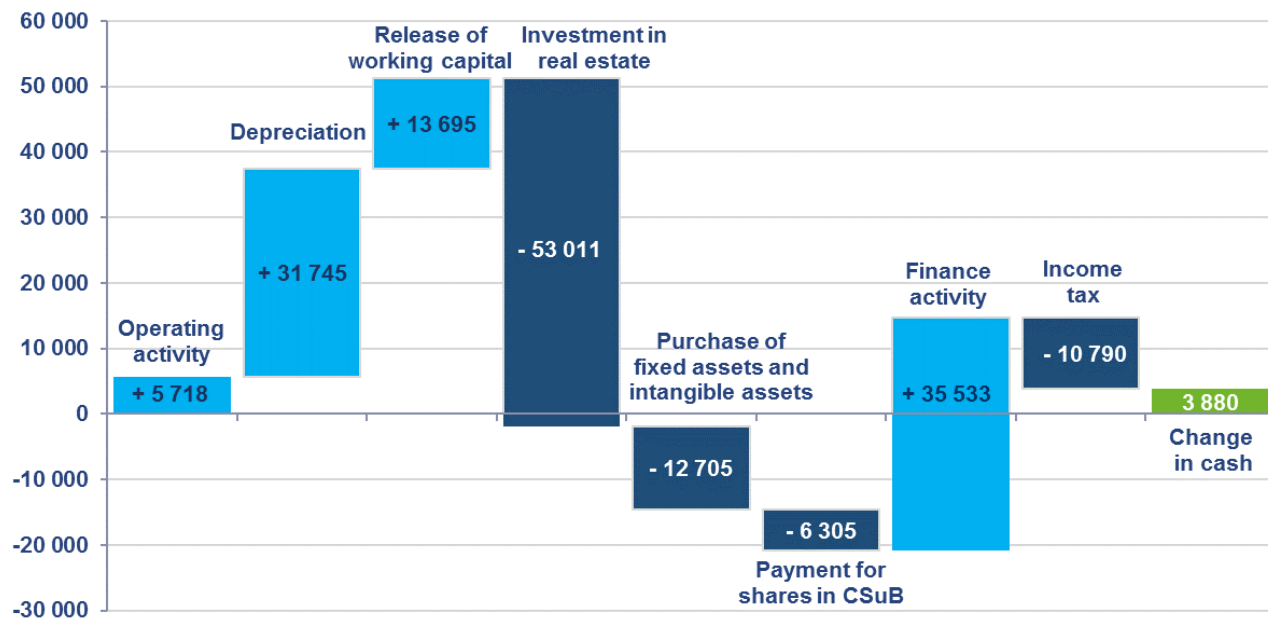
EBIT Margin H1 2017 (Comarch Group)



Net Margin H1 2017 (Comarch Group)



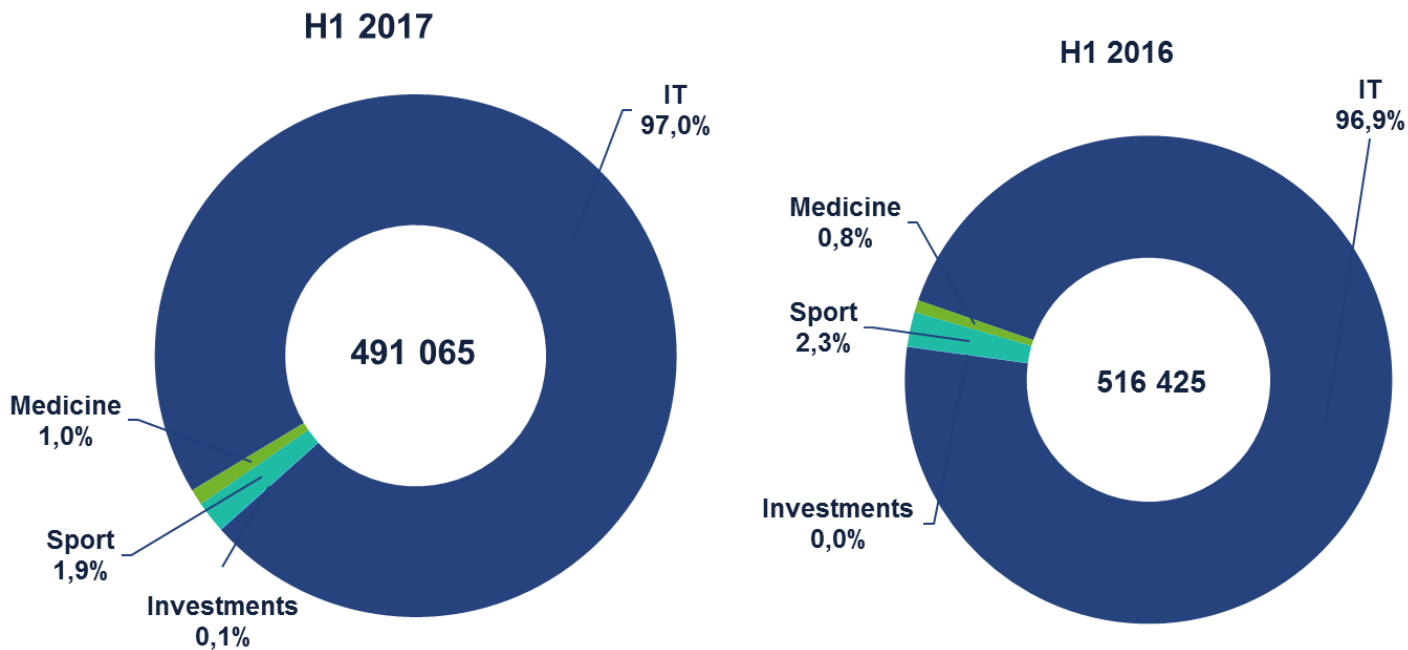
Cash Flow H1 2017 (Comarch Group)



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Market Sales Structure H1 2017

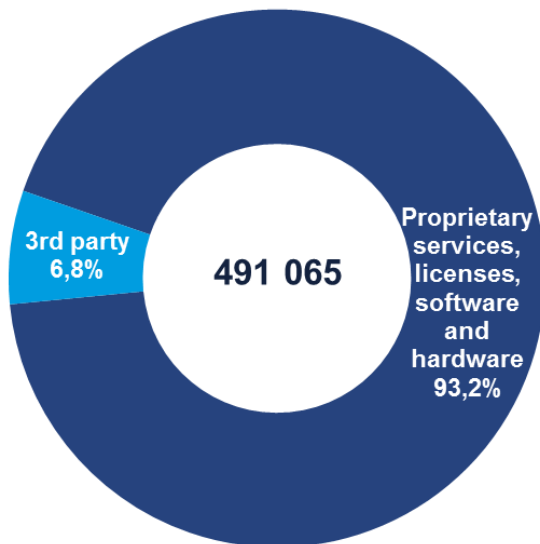


In PLN thou.

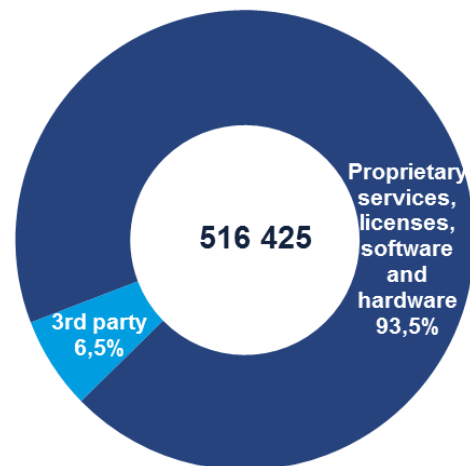
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Products Sales Structure H1 2017

H1 2017

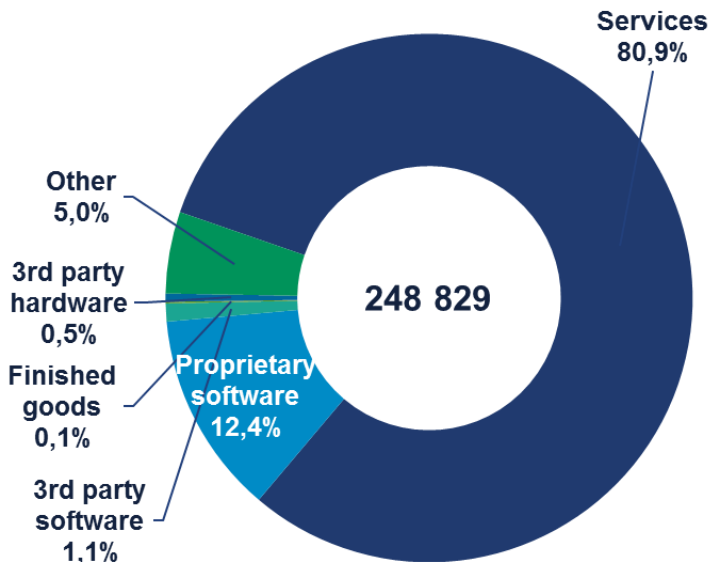


H1 2016

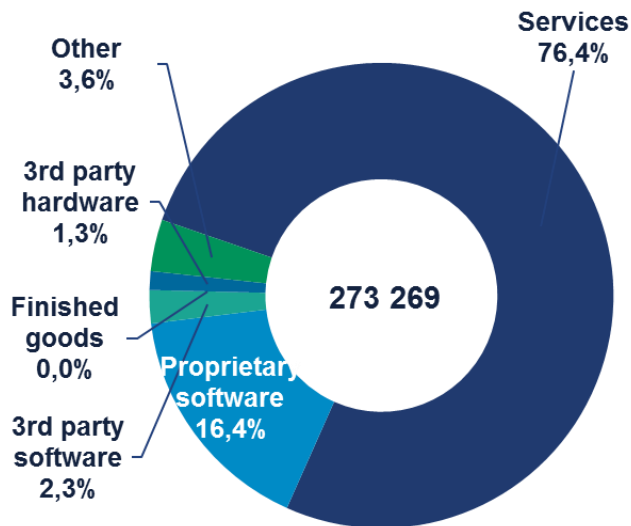


Products Sales Structure Q2 2017

Q2 2017

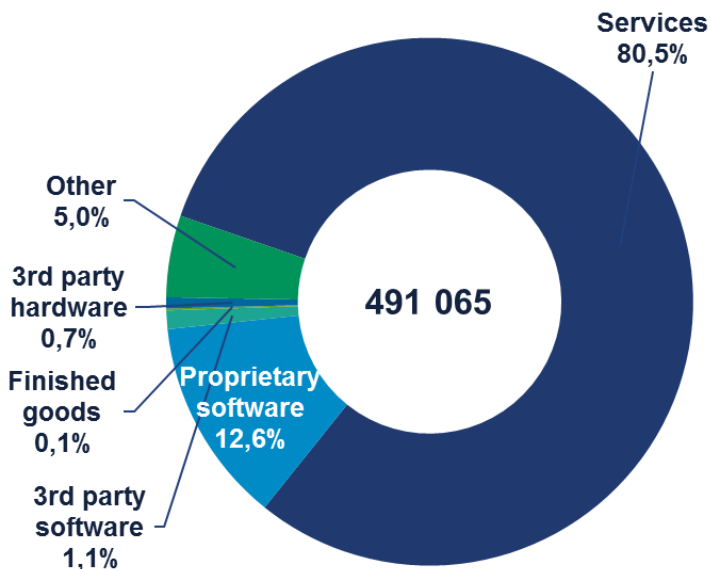


Q2 2016

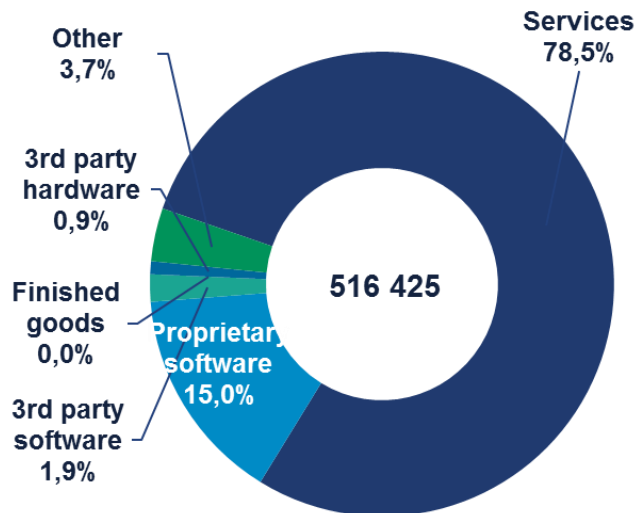


Products Sales Structure H1 2017

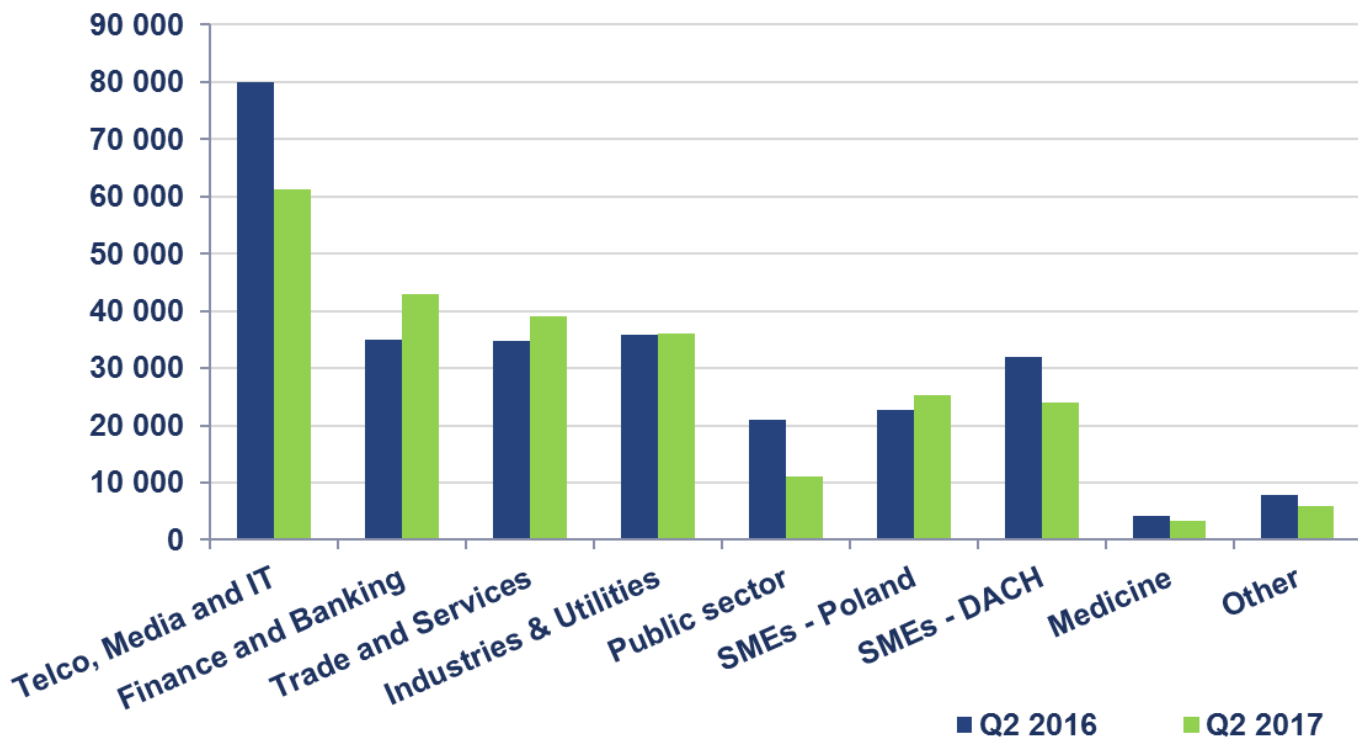
H1 2017



H1 2016



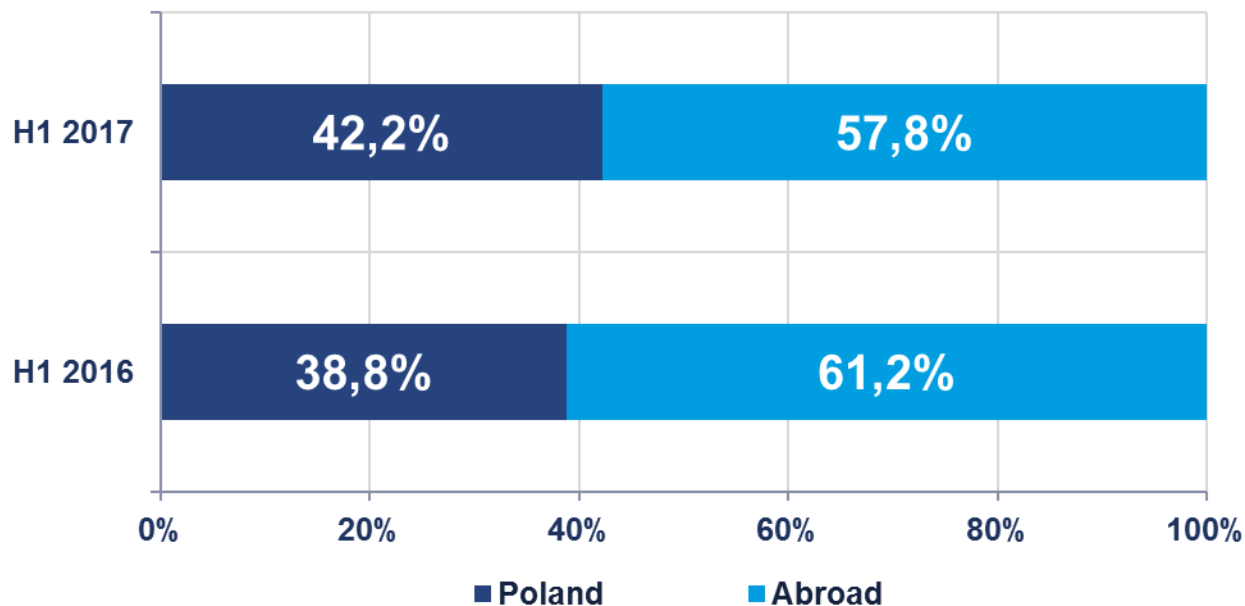
Market Sales Structure Q2 2017



In PLN thou.

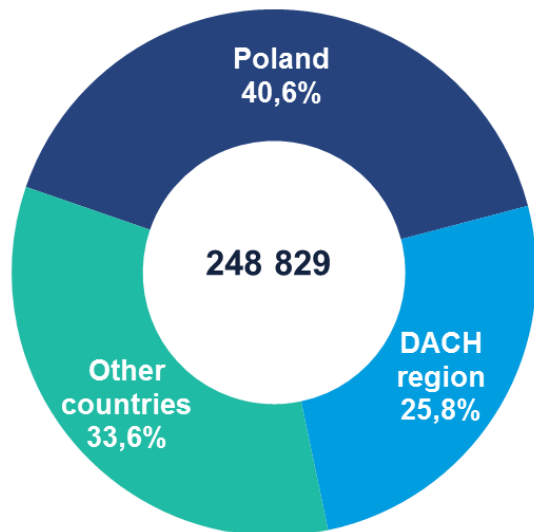
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Geographical Sales Structure H1 2017

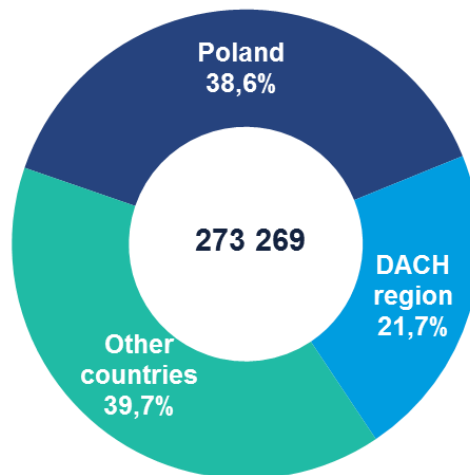


Geographical Sales Structure Q2 2017

Q2 2017

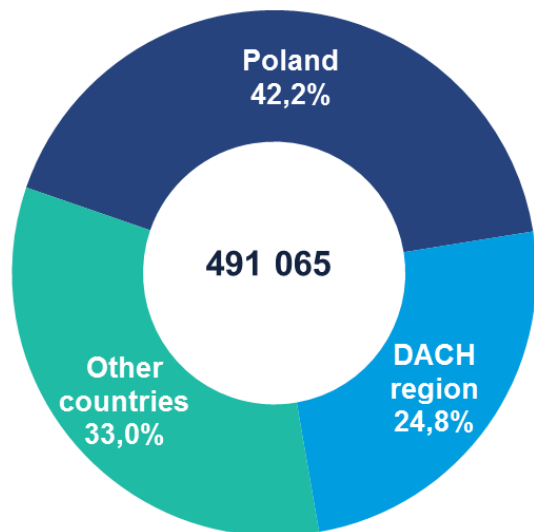


Q2 2016

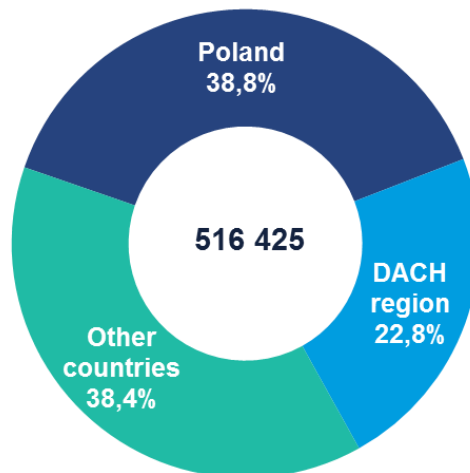


Geographical Sales Structure H1 2017

H1 2017



H1 2016

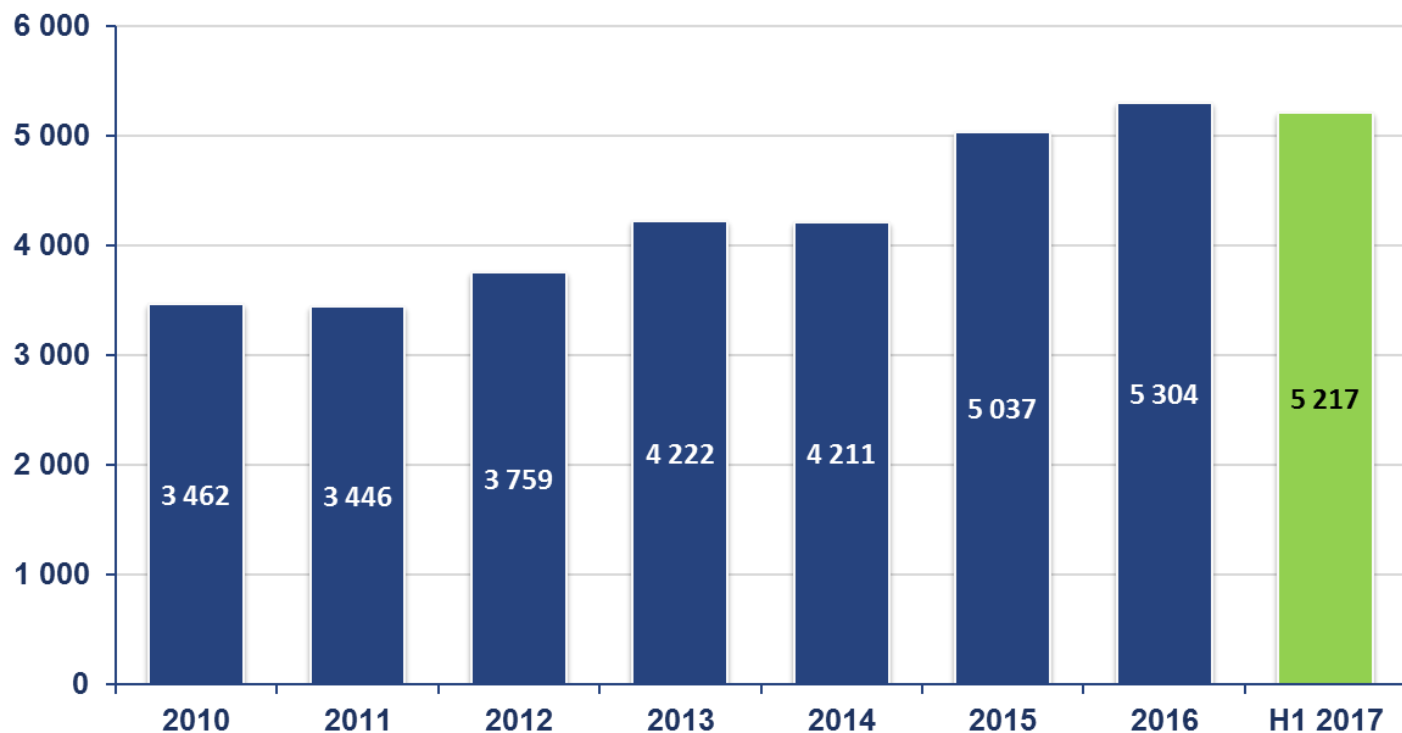


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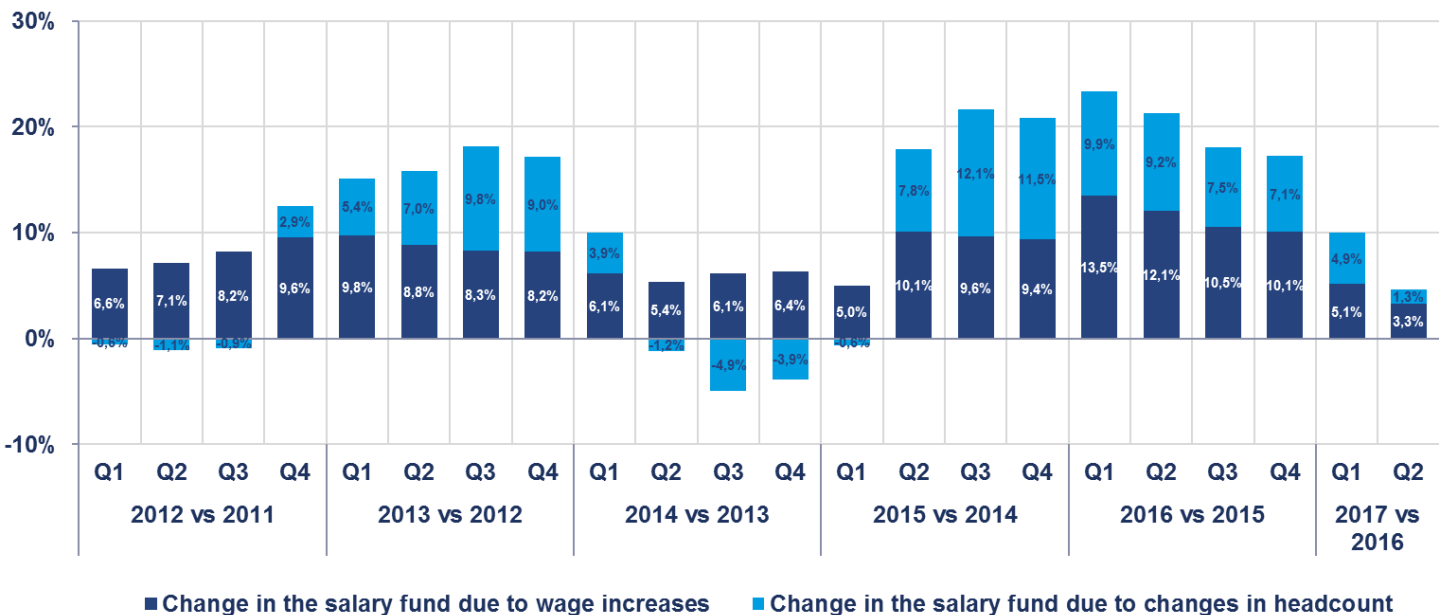
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Employment in Comarch Group

(excluding employees in MKS Cracovia SSA)



Change in Salary Fund in Comarch Group



Employment

- The number of employees in H1 2017 decreased by 87 persons
- The fund of basic salaries in the reporting period was 8,9% higher than in H1 2016
- In Q3 2017 we are going to carry out a summer program of internship for students, that is why the slight increase in the number of employees is possible

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R&D Projects in H1 2017

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

Investments in Infrastructure in H1 2017

- Use of office building in Łódź
- Use of IoT Lab production hall in SSE6 building
- Ongoing construction of CDC Lille, planned completion in Q4 2017
- Ongoing construction of office building SSE7 in Krakow, planned completion in Q4 2017
- CAPEX planned in 2017 > PLN 100 million

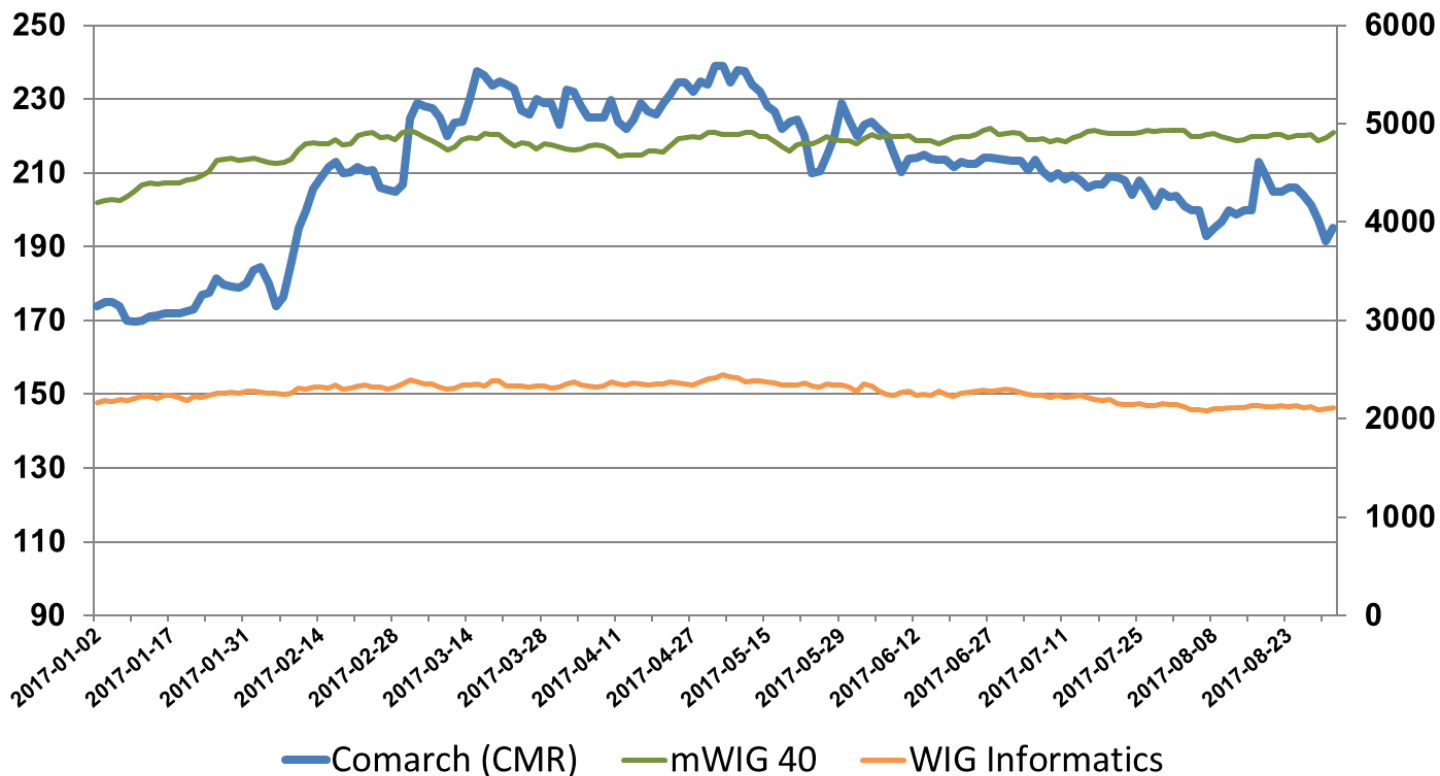
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Summary of H1 2017

- Operating profitability decreased compared to H1 2016 as a result of operating costs along with the sales at the lower level, as well as a result of exchange differences in Q1 2017
- An increase of 3.3% in sales in the Polish market and a decrease of 10.1% in the foreign markets
- A decrease in sales to customers in the telecommunication sector (-24.8%), a significant increase in sales to the Finance and Banking sector (+35.0%), stable growth of sales of ERP in Poland and loyalty solutions, continuous slowdown in the Public and Medicine sector
- A substantial increase in salary costs compared to H1 2016, stabilization of employment compared to the end of 2016
- A significant impact of other operating income in Q2 2017
- Continuous investment in new IT products and development of infrastructure
- Acquisition of Geopolis and supplementing of Comarch Group's products with GIS solutions
- Dividend paid for 2016 in the amount of PLN 1.5

Comarch Stock Price on WSE (1.01.2017 - 31.08.2017)



Thank you for attention!