



Financial results Q2 and H1 2018

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

4th of September, 2018, Warsaw

Agenda

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

Agenda

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

Consolidated Financial Results Q2 2018

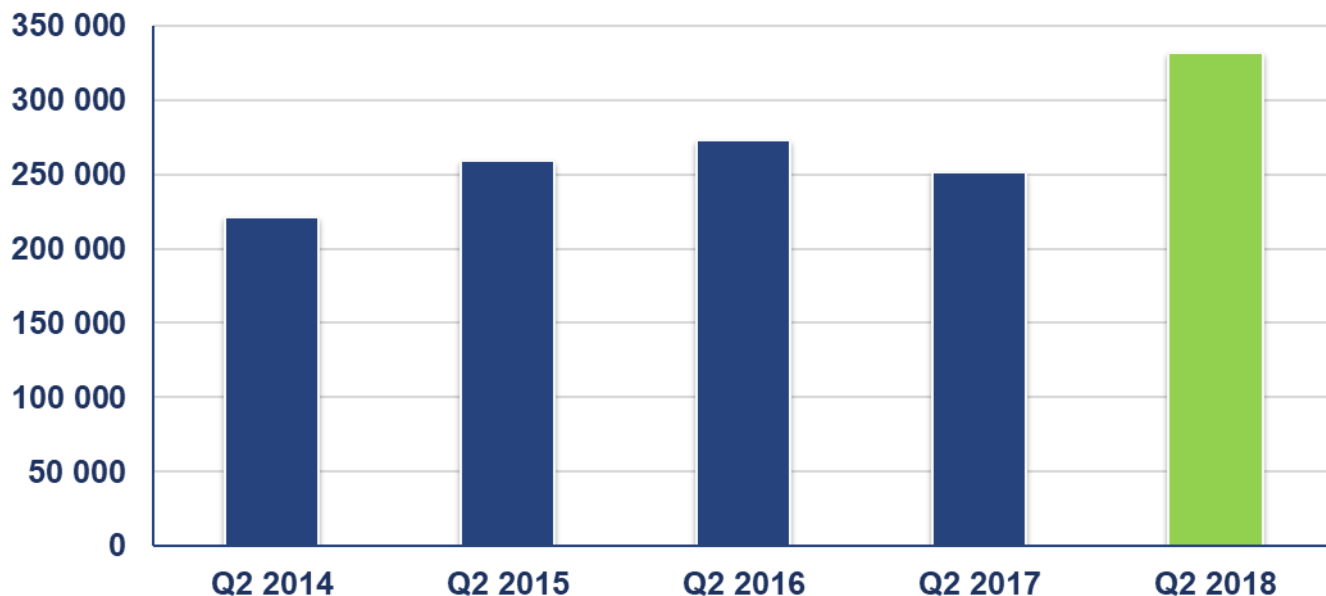
Comarch Group	Q2 2018	Q2 2017
Revenue	332 019	251 536
Operating profit	34 431	9 690
Net profit attributable to the Company's shareholders	10 540	8 667

In PLN thou.

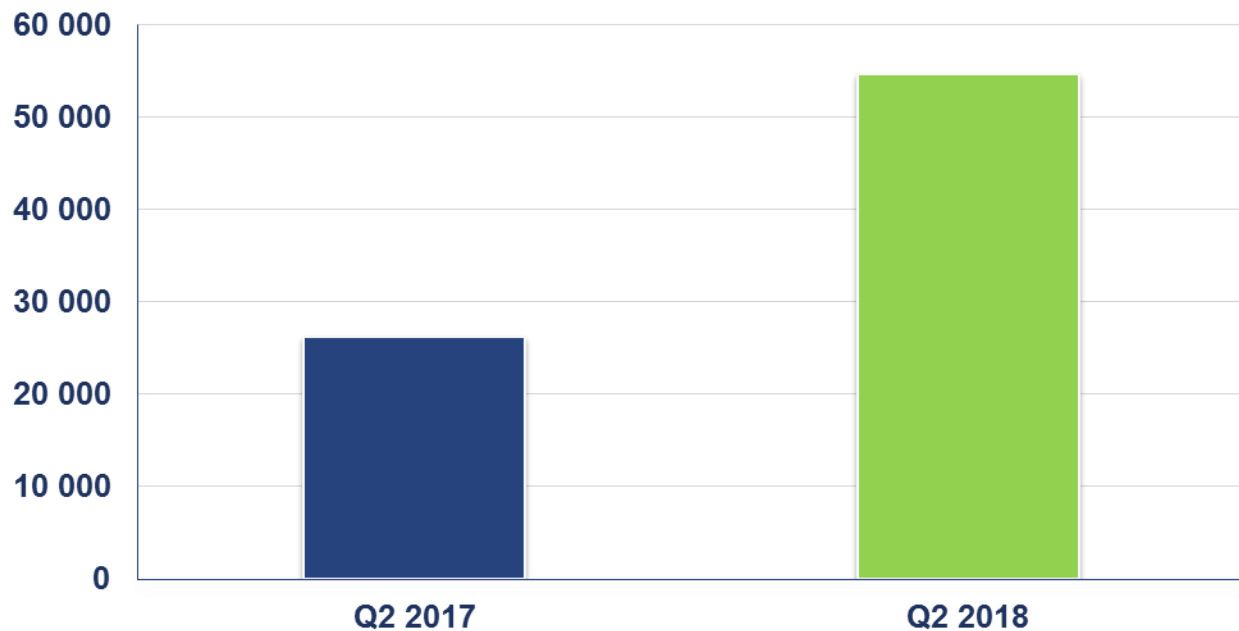
From 1 January 2018, the Group started using the principles resulting from IFRS 15 for sales revenues. For comparative purposes, the transformation was made in accordance with IFRS 15 data for the first and second quarter of 2017.

COMARCH

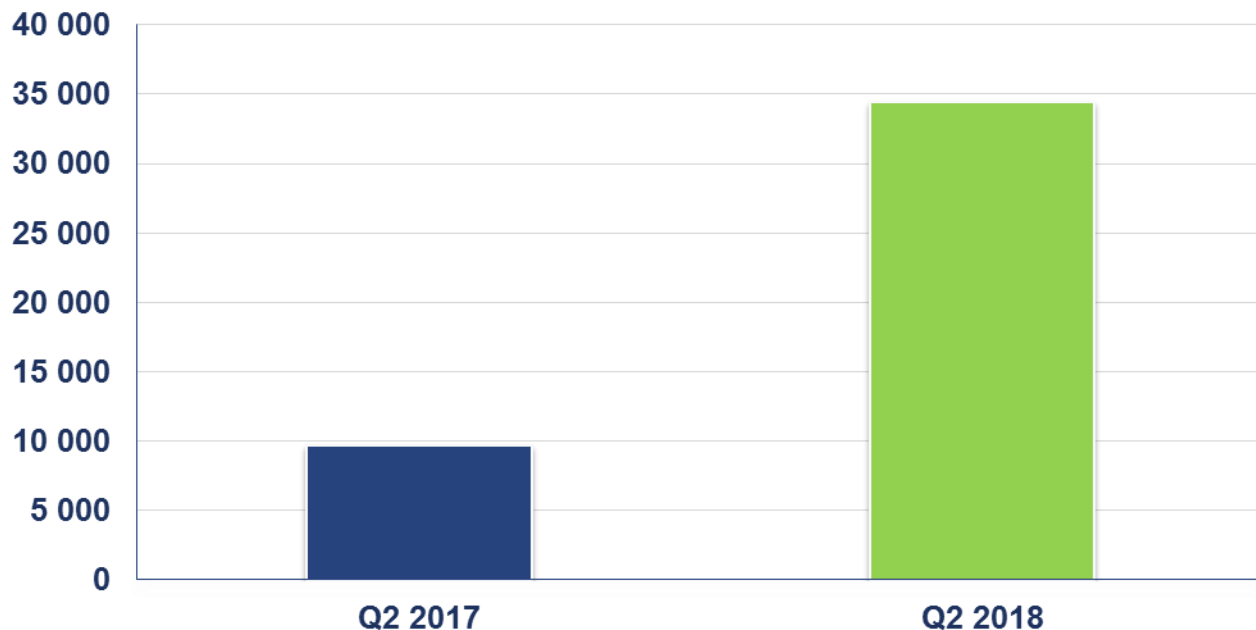
Sales Revenue Q2 2018 (Comarch Group)



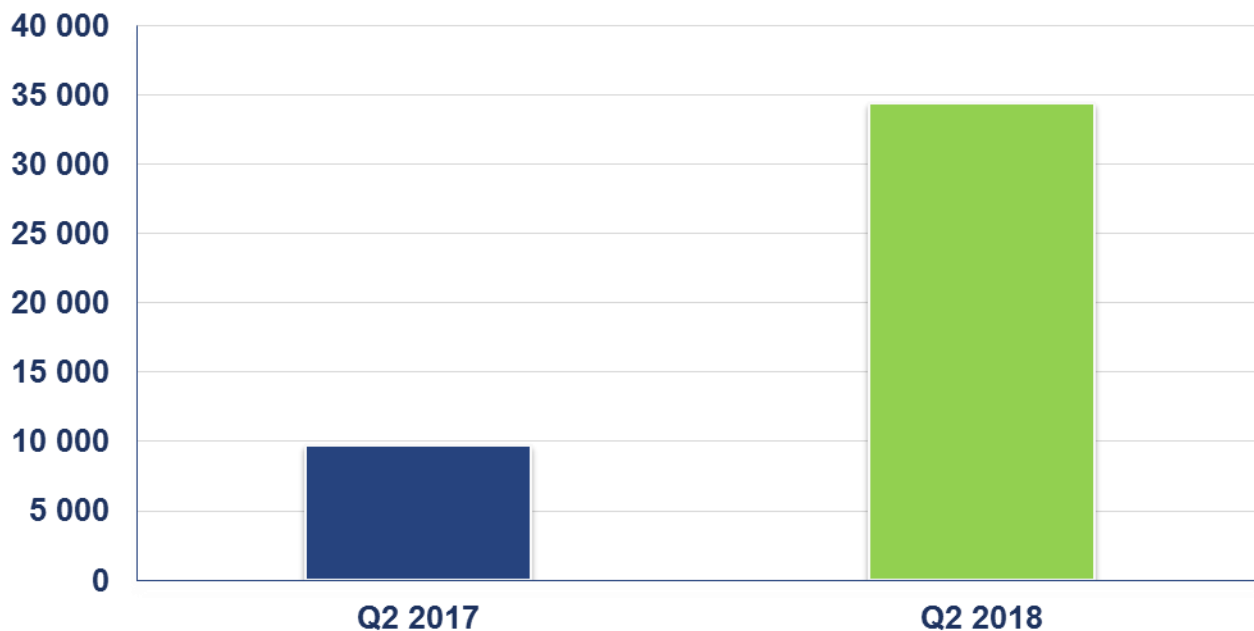
EBITDA Q2 2018 (Comarch Group)



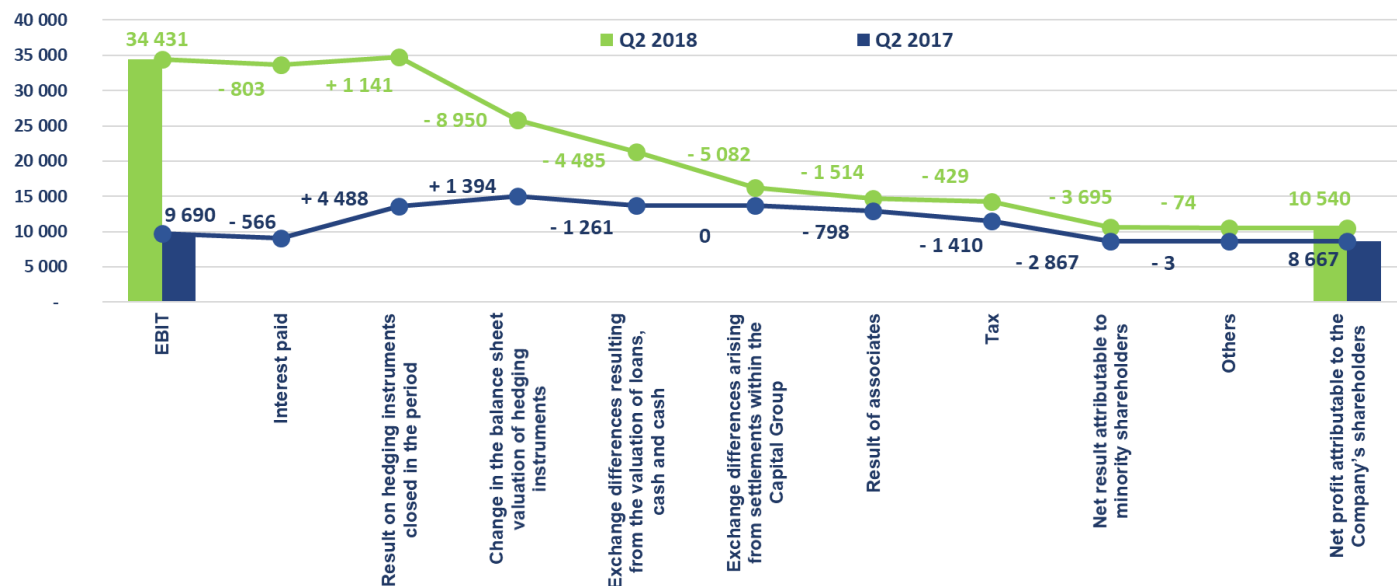
Operating Profit Q2 2018 (Comarch Group)



Net profit Q2 2018 (Comarch Group)



EBIT vs. Net Profit Q2 2018 (Comarch Group)



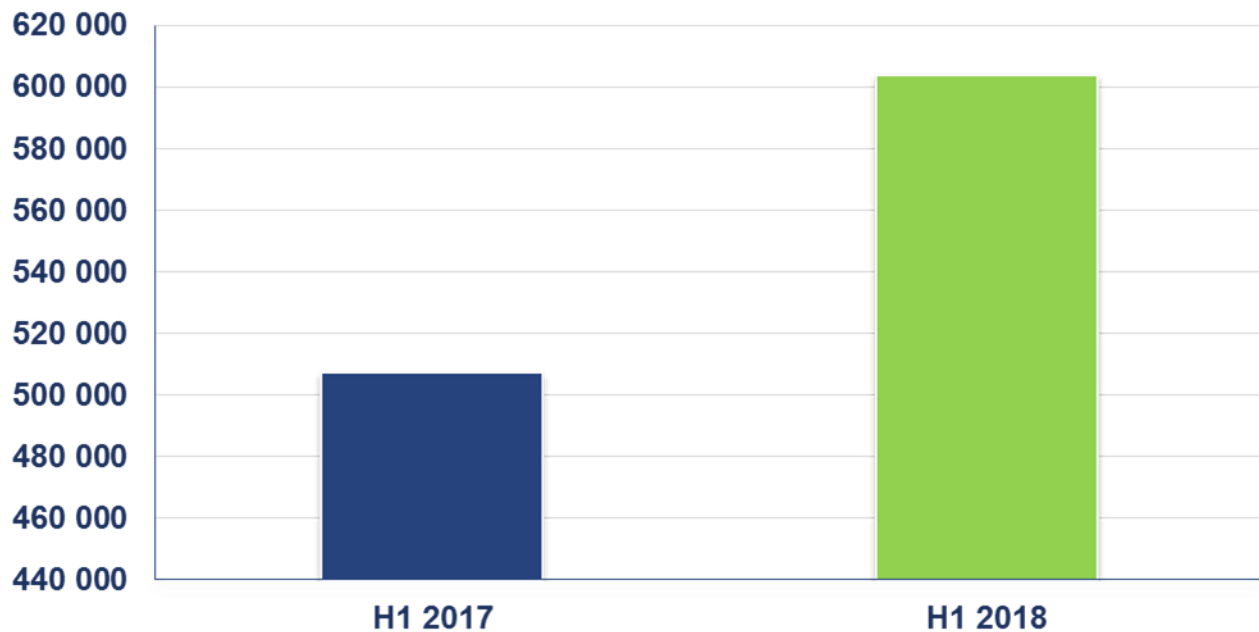
In PLN thou.

COMARCH

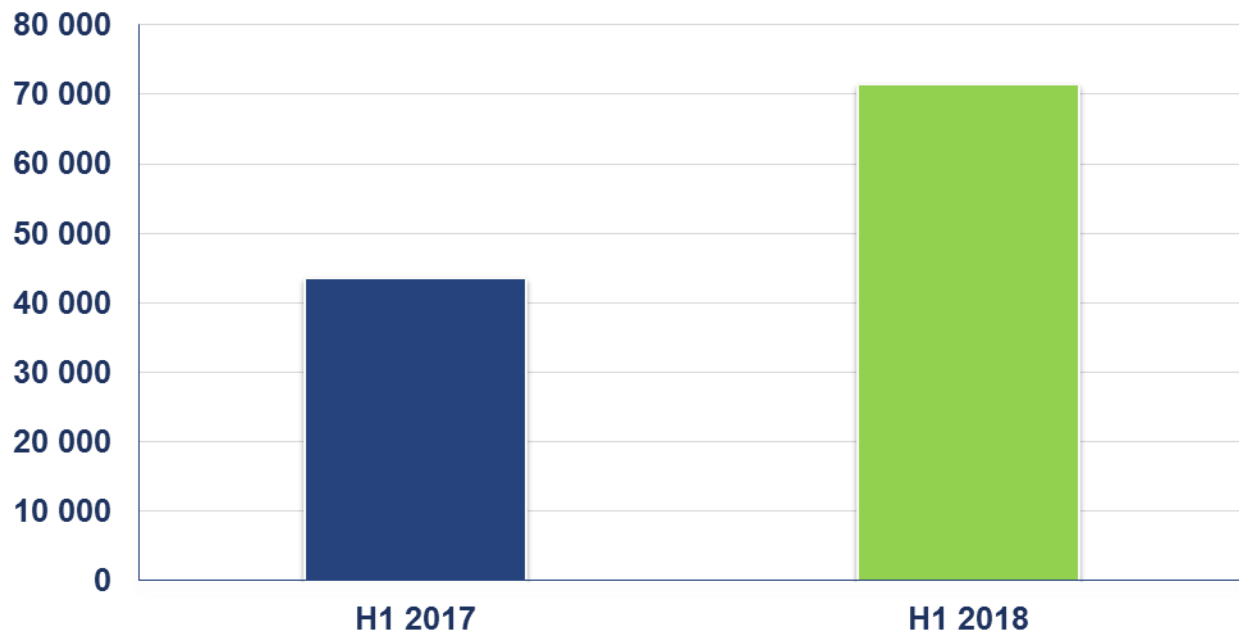
Consolidated Financial Results H1 2018

Comarch Group	H1 2018	H1 2017
Revenue	604 008	507 157
Operating profit	34 999	11 790
Net profit attributable to the Company's shareholders	4 300	26 871

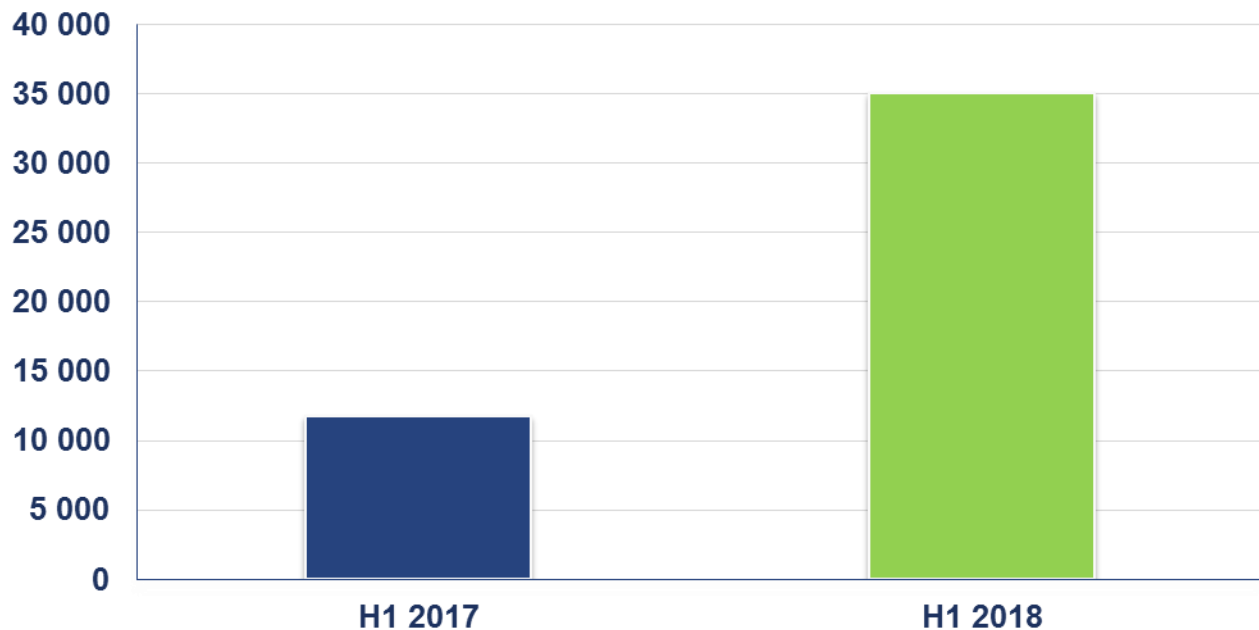
Sales Revenue H1 2018 (Comarch Group)



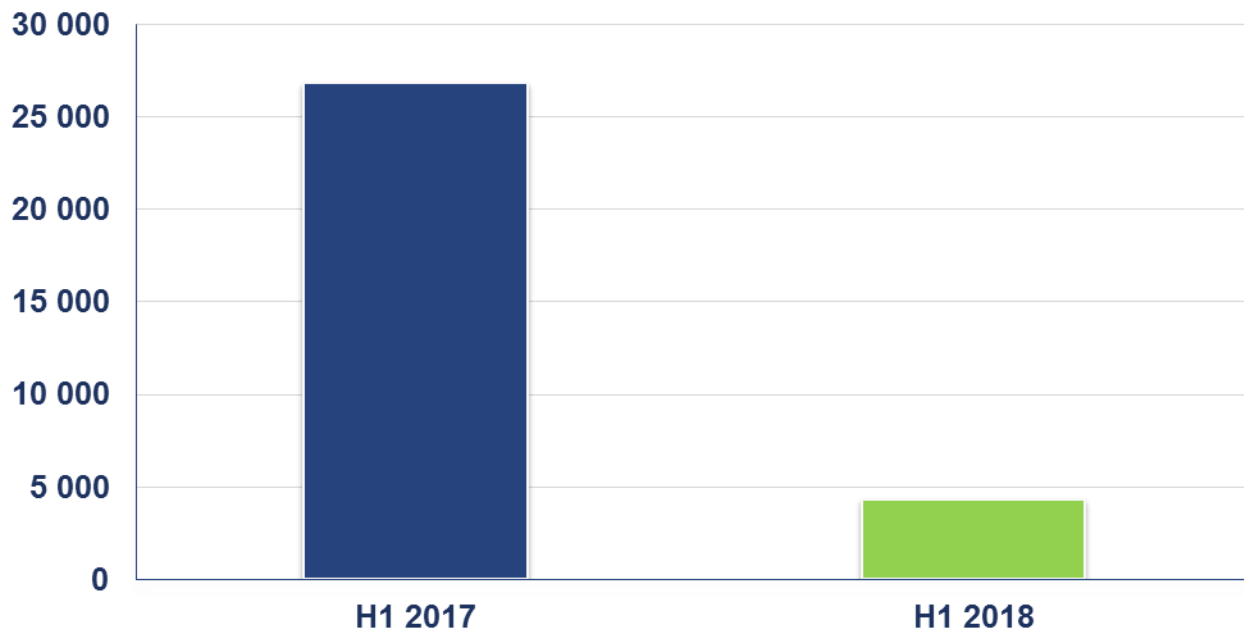
EBITDA H1 2018 (Comarch Group)



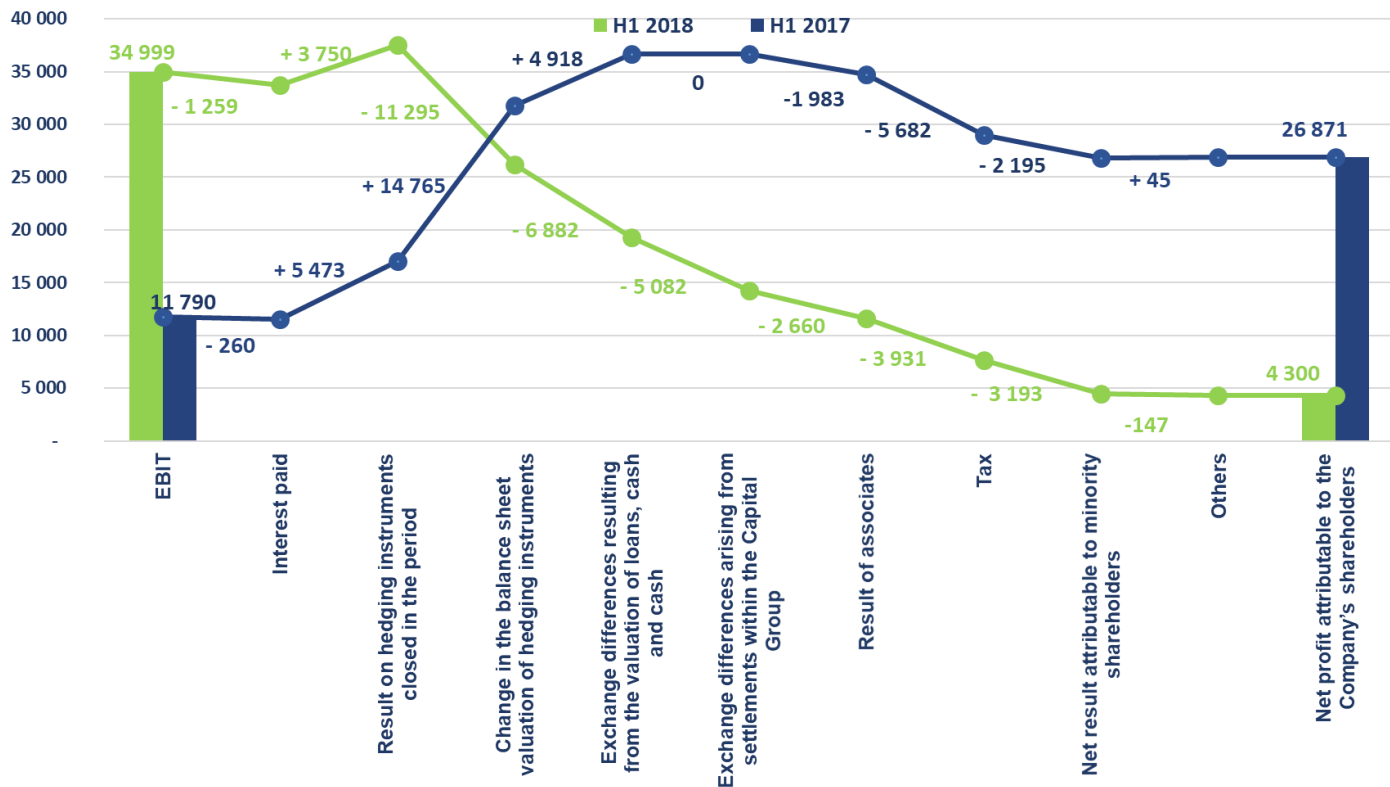
Operating Profit H1 2018 (Comarch Group)



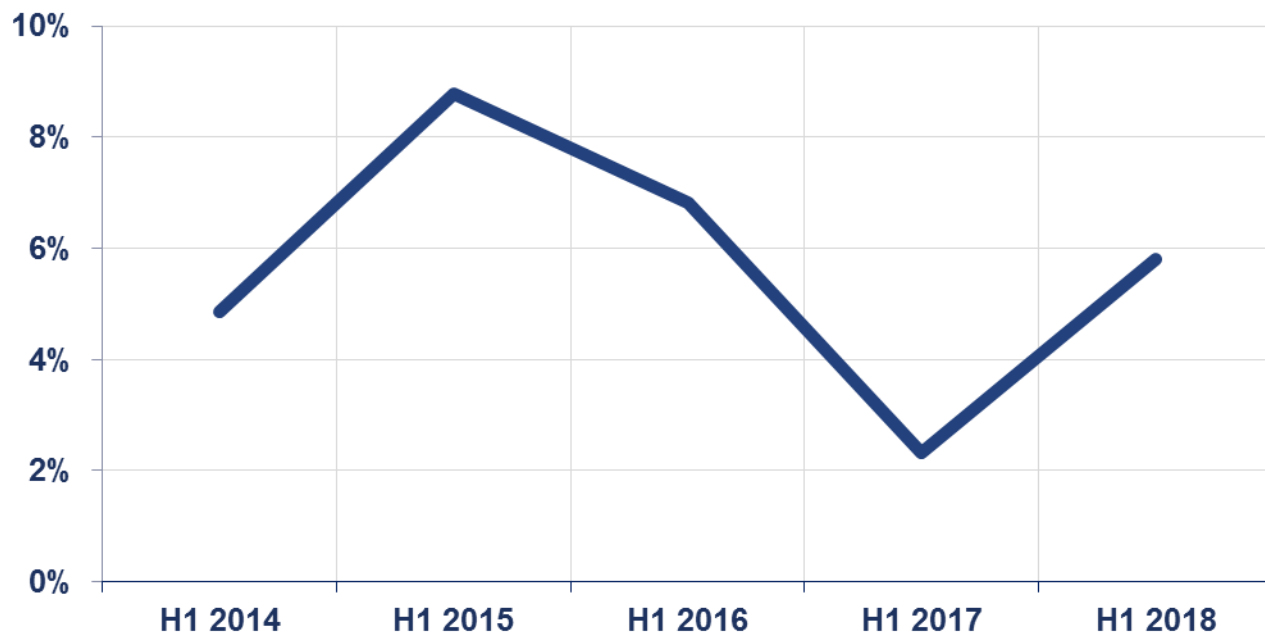
Net profit H1 2018 (Comarch Group)



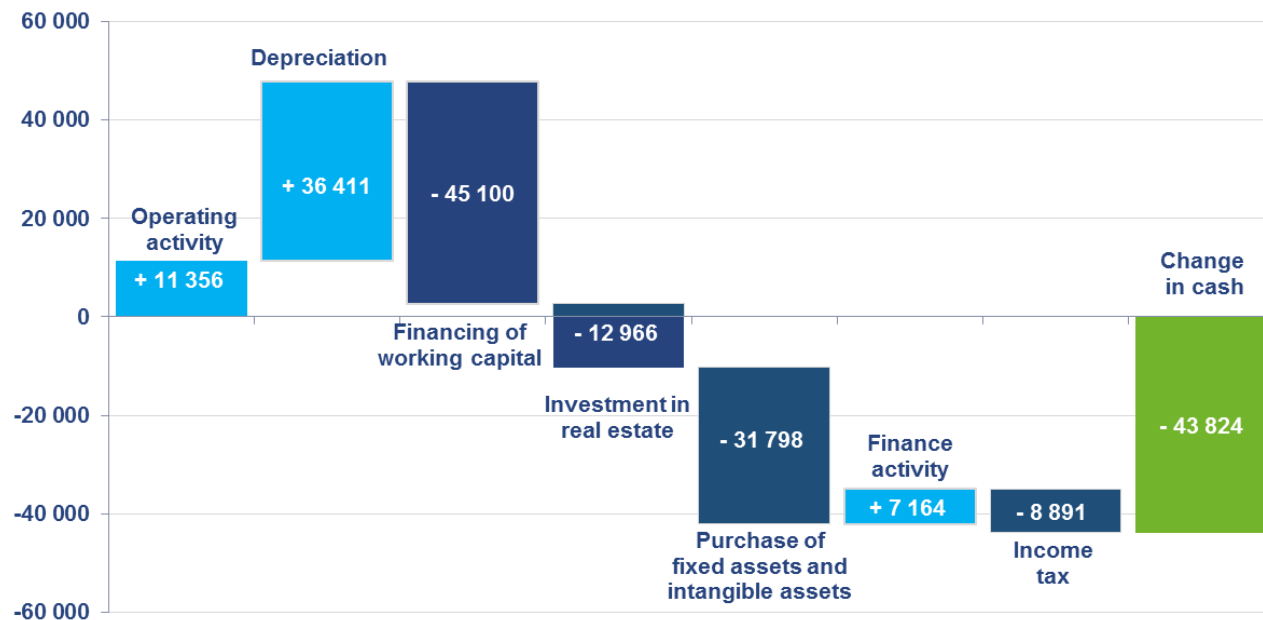
EBIT vs. Net Profit H1 2018 (Comarch Group)



EBIT Margin H1 2018 (Comarch Group)



Cash Flow H1 2018 (Comarch Group)

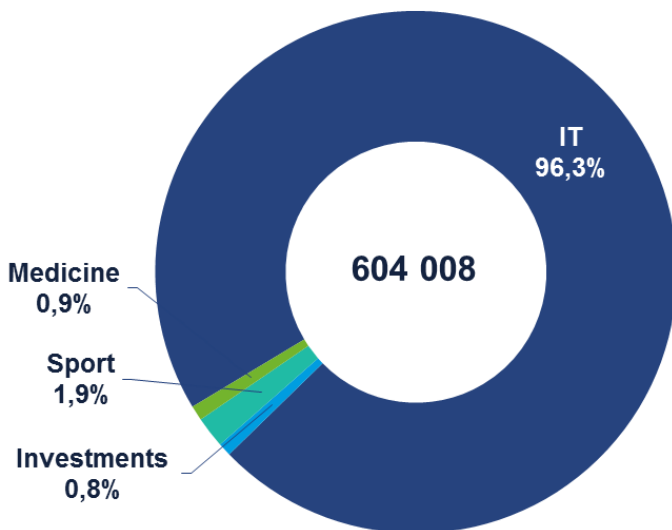


Agenda

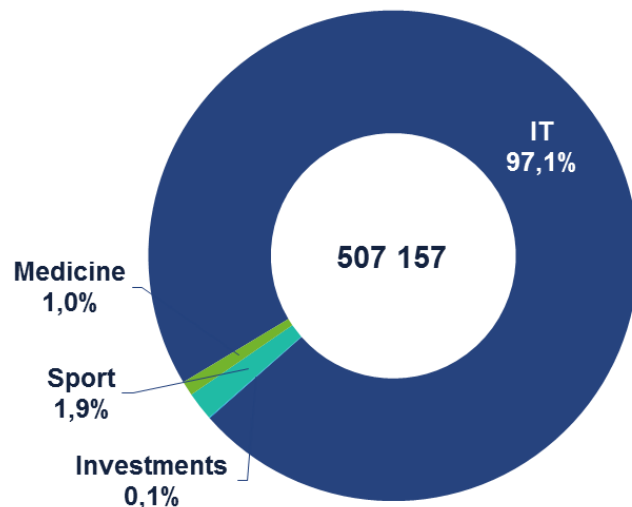
- Financial Results
- **Sales Structure**
- Human Resources
- Investments
- Summary

Market Sales Structure H1 2018

H1 2018

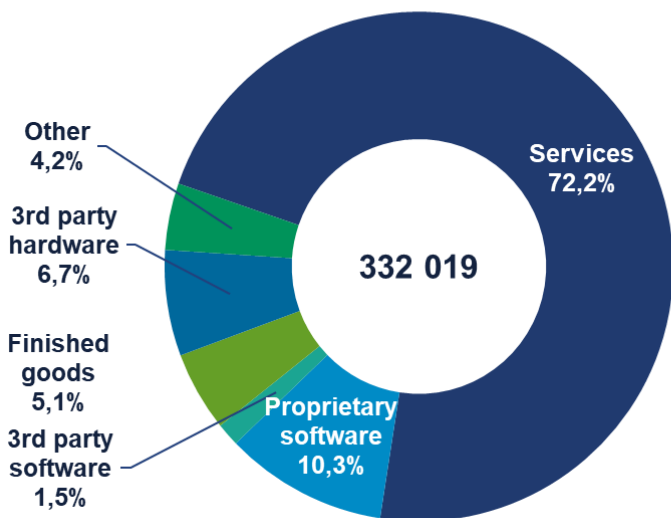


H1 2017

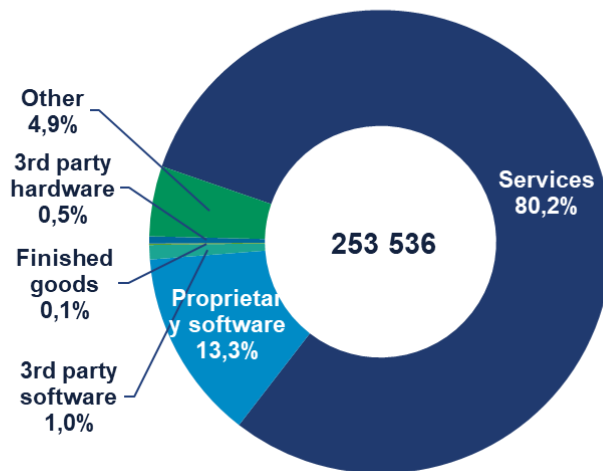


Products Sales Structure Q2 2018

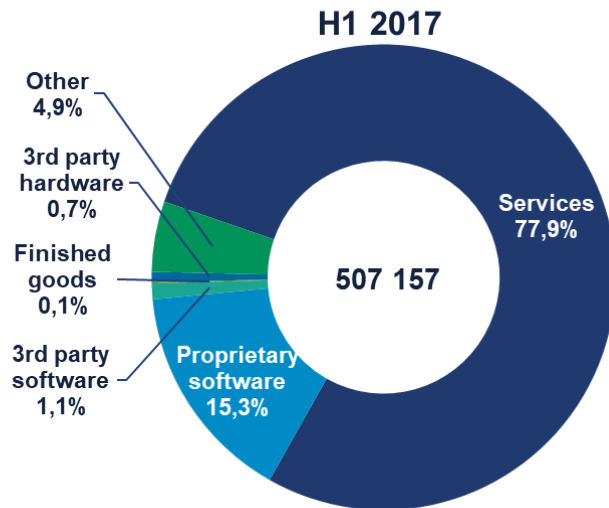
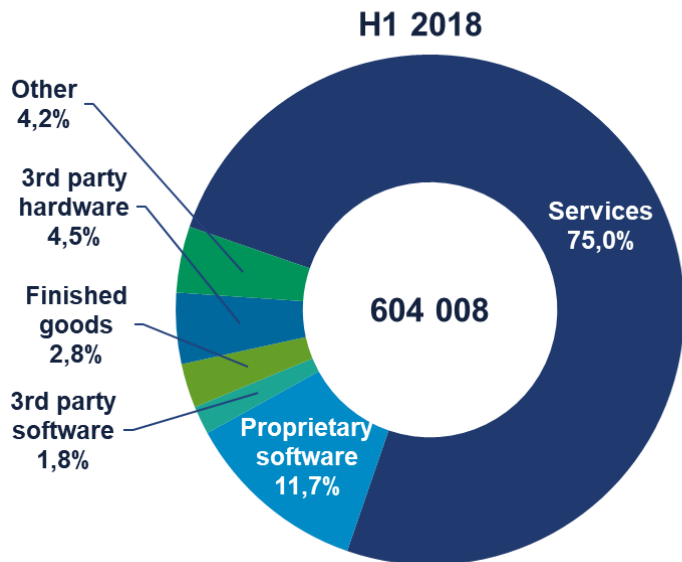
Q2 2018



Q2 2017

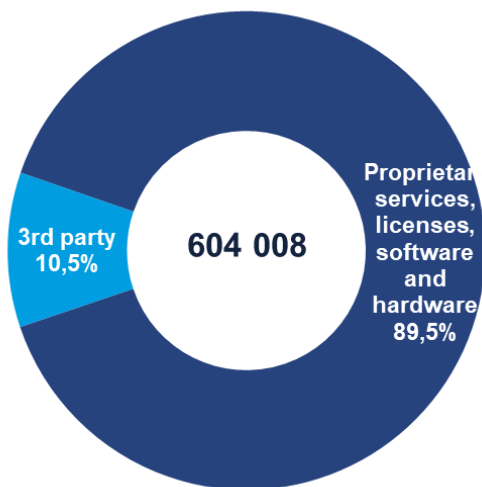


Products Sales Structure H1 2018

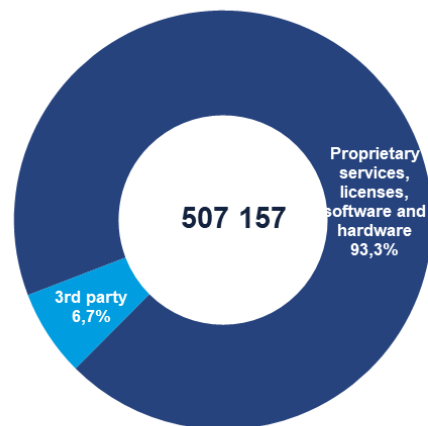


Products Sales Structure H1 2018

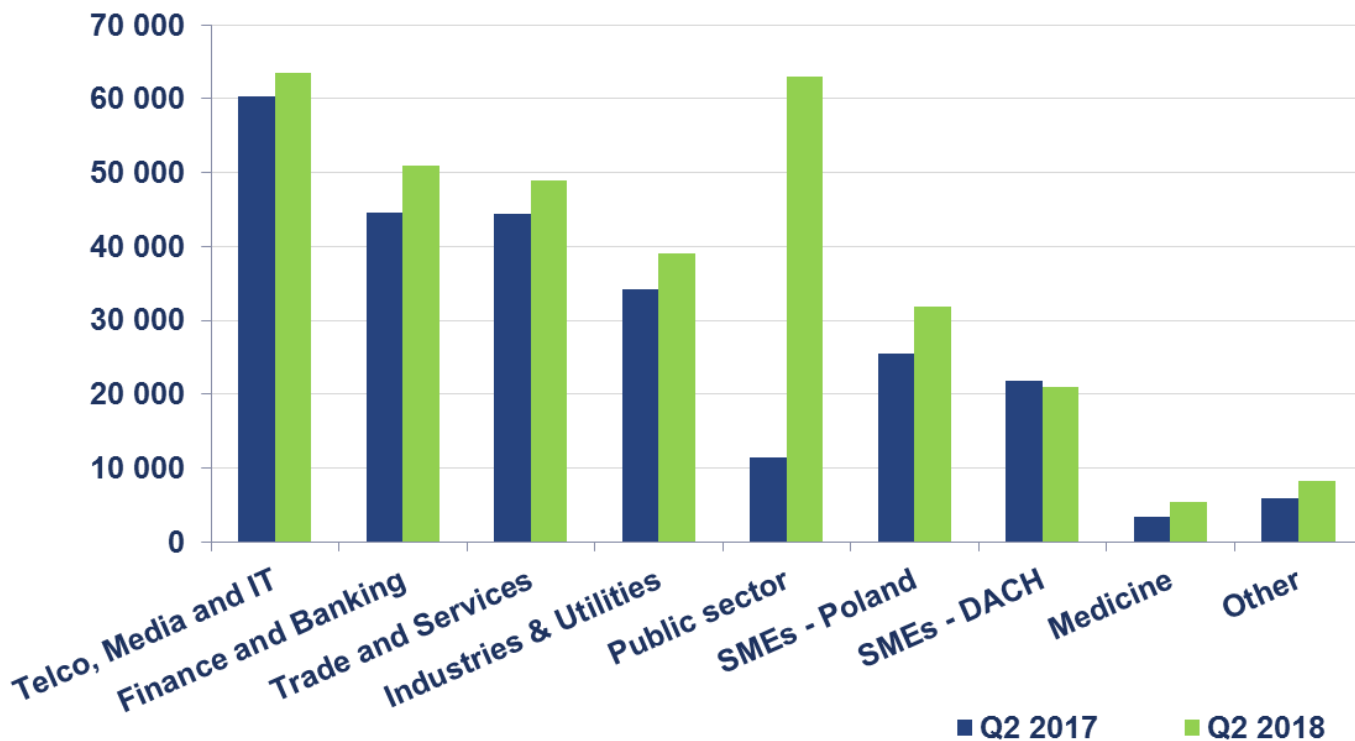
H1 2018



H1 2017



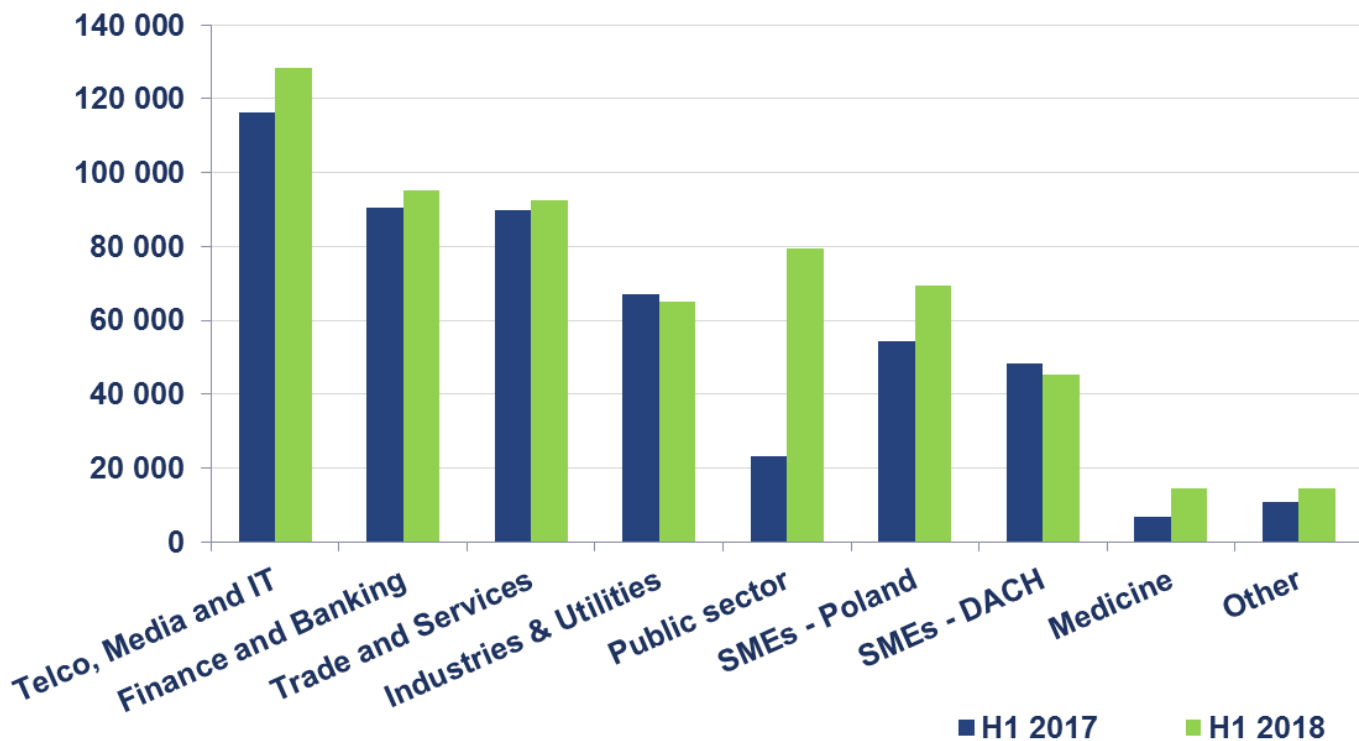
Market Sales Structure Q2 2018



In PLN thou.

COMARCH

Market Sales Structure H1 2018

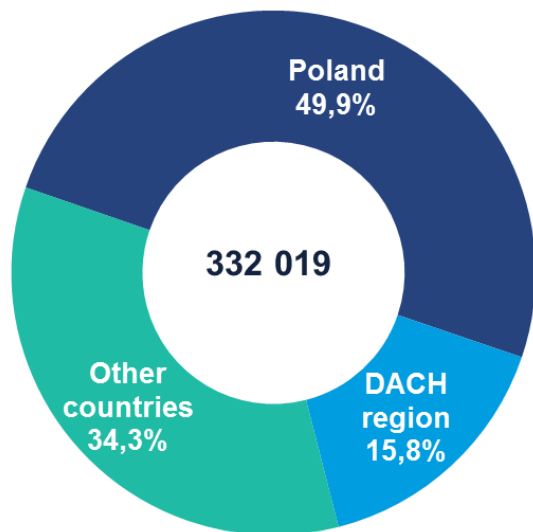


In PLN thou.

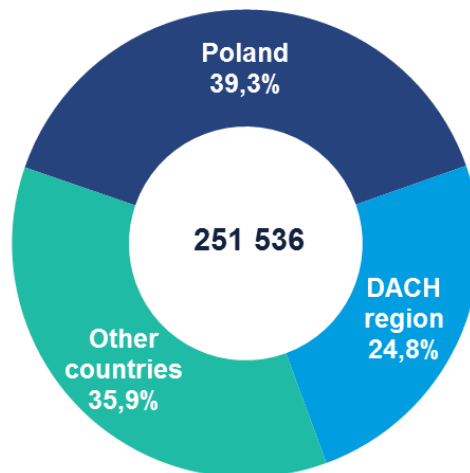
COMARCH

Geographical Sales Structure Q2 2018

Q2 2018

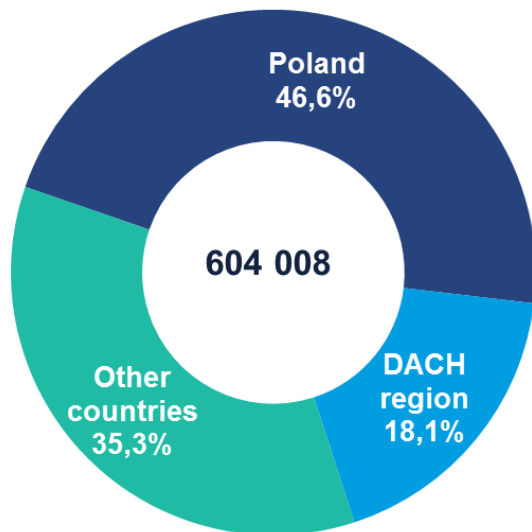


Q2 2017

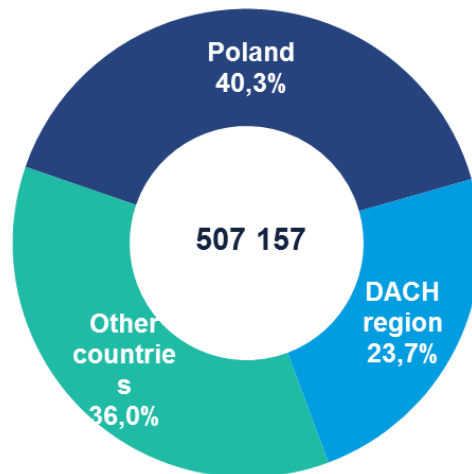


Geographical Sales Structure H1 2017

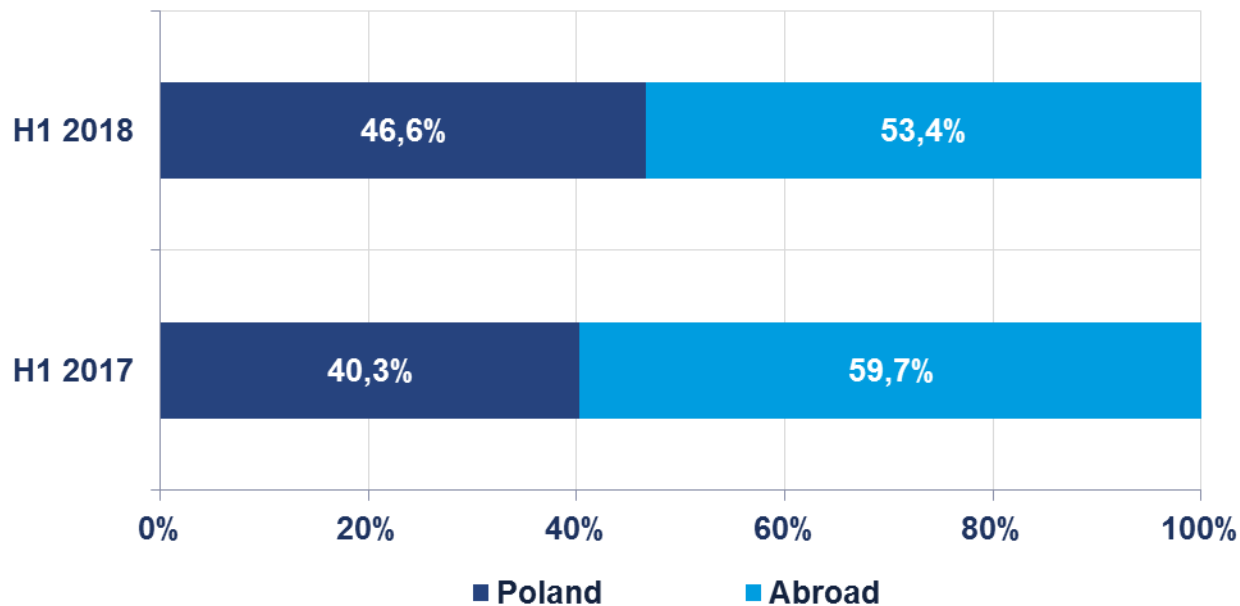
H1 2018



H1 2017



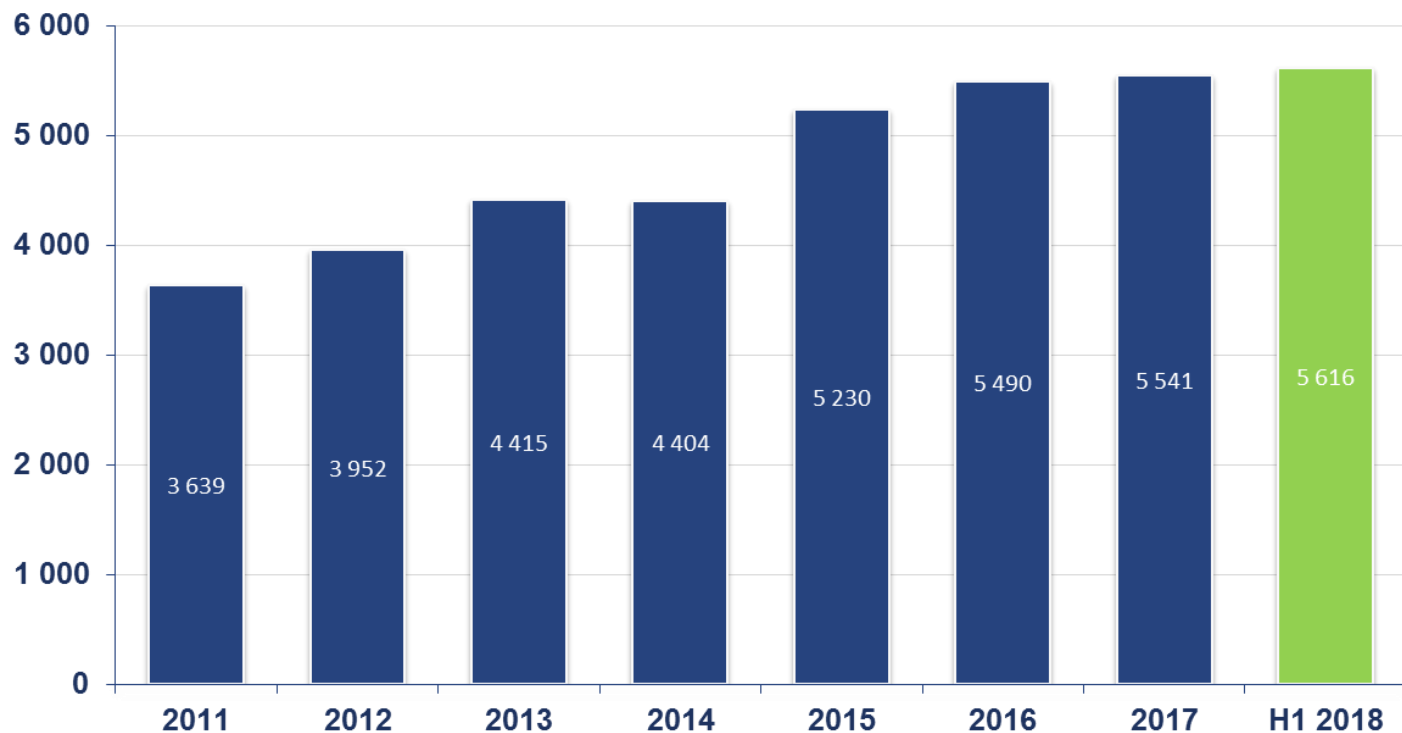
Geographical Sales Structure H1 2018



Agenda

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

Employment in Comarch Group



Employment

- The number of employees in H1 2018 increased by 75 persons
- The fund of basic salaries in the reporting period was 7% higher than in H1 2017

Agenda

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

Investments in Infrastructure in H1 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

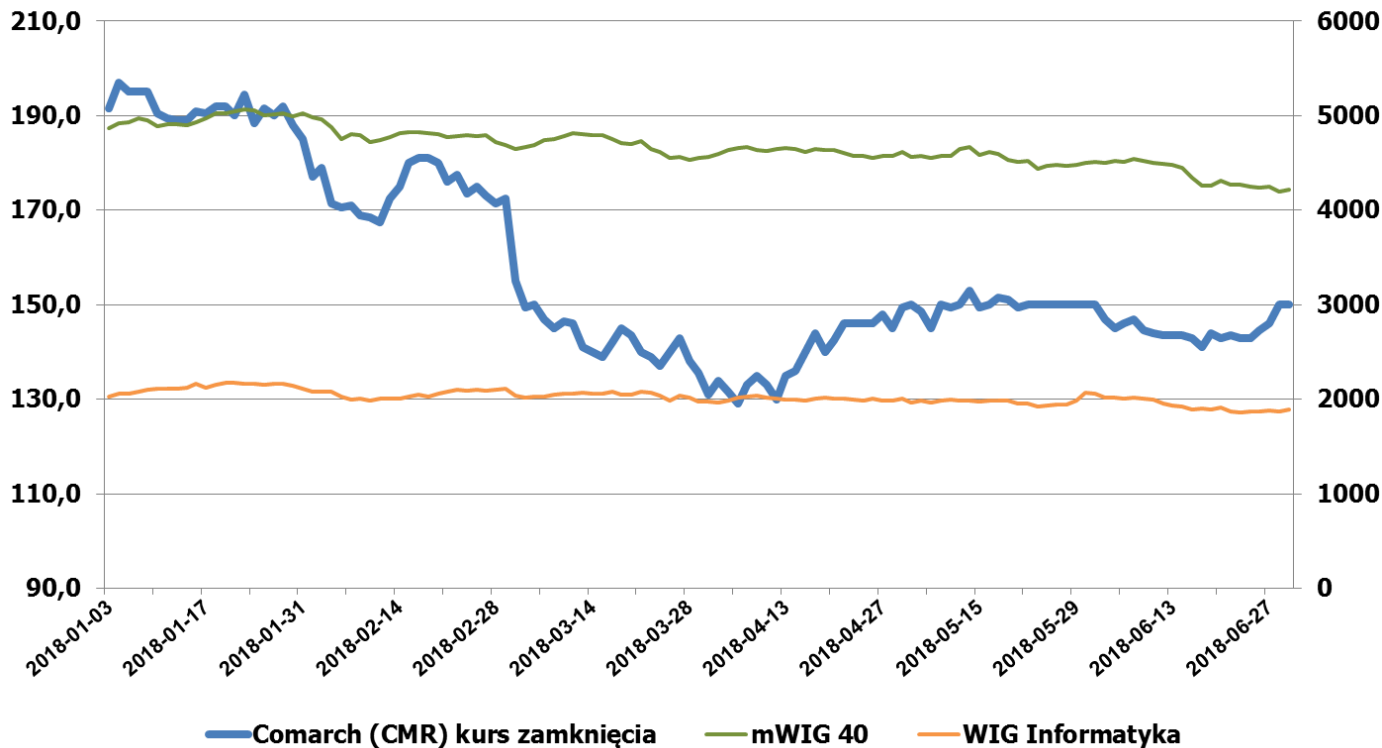
Agenda

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

Summary of H1 2018

- Increase in sales revenues by 19.1%, increase in both the country (+ 37.7%) and foreign markets (+ 6.5%), thanks to the large sales of IT services
- Dynamic sales growth in the public (+ 245.5%) and medical (+ 117.4%) sectors, we implement new contracts with significant value (ZUS KSI, ReCourt)
- Very good ERP business development in Poland (+ 27.6%), high dynamics in Telecommunications (+ 10.6%)
- Completion of a large infrastructure investment program, continuation of investments in new IT products
- Significant effect of exchange rates on the net result in H1 2018

Comarch Stock Price on WSE (1.01.2018 - 31.06.2018)



Thank you for attention!