



Financial results Q1 2016

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

17th of May, 2016, Krakow

COMARCH

Agenda

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

Agenda

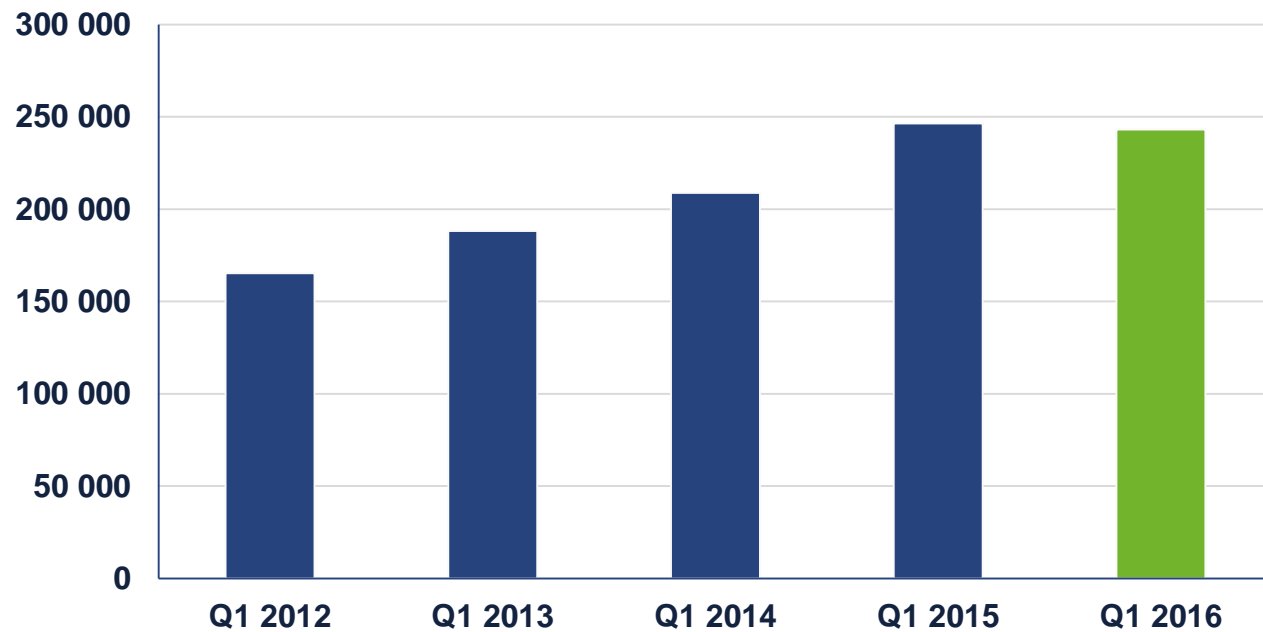
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Consolidated Financial Results Q1 2016

Comarch Group	Q1 2016	Q1 2015
Revenue	243 156	246 333
Operating profit	12 266	18 929
Net profit attributable to the Company's shareholders	7 177	18 771

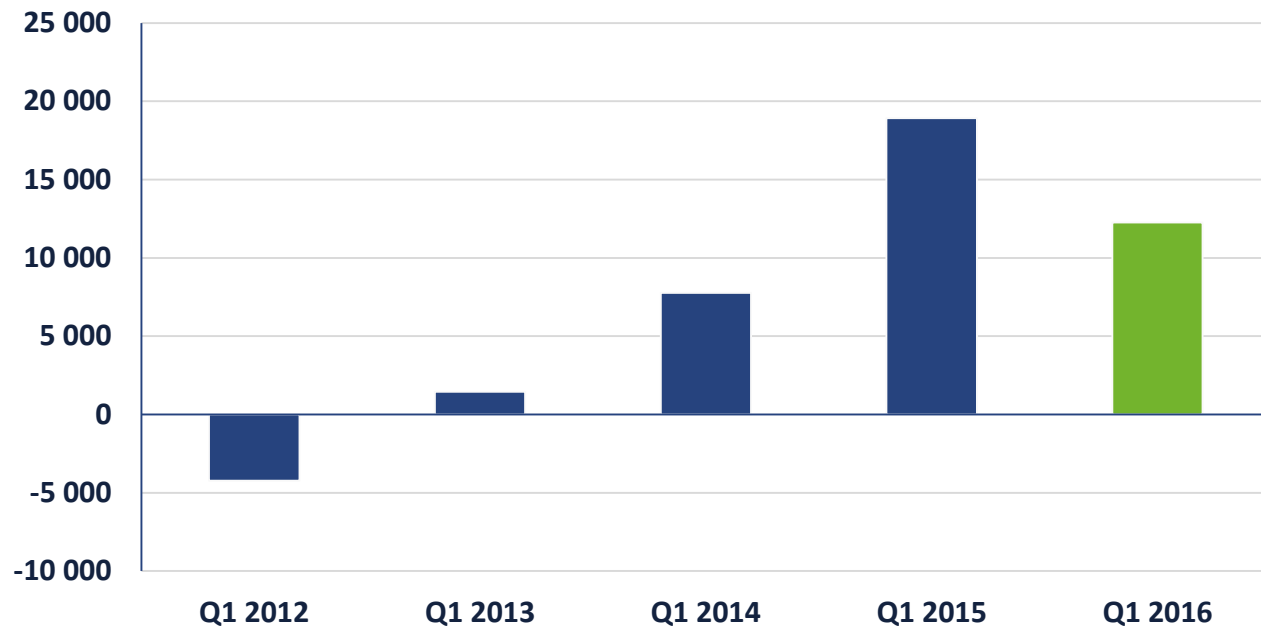
in PLN thou.

Sales Revenue Q1 2016



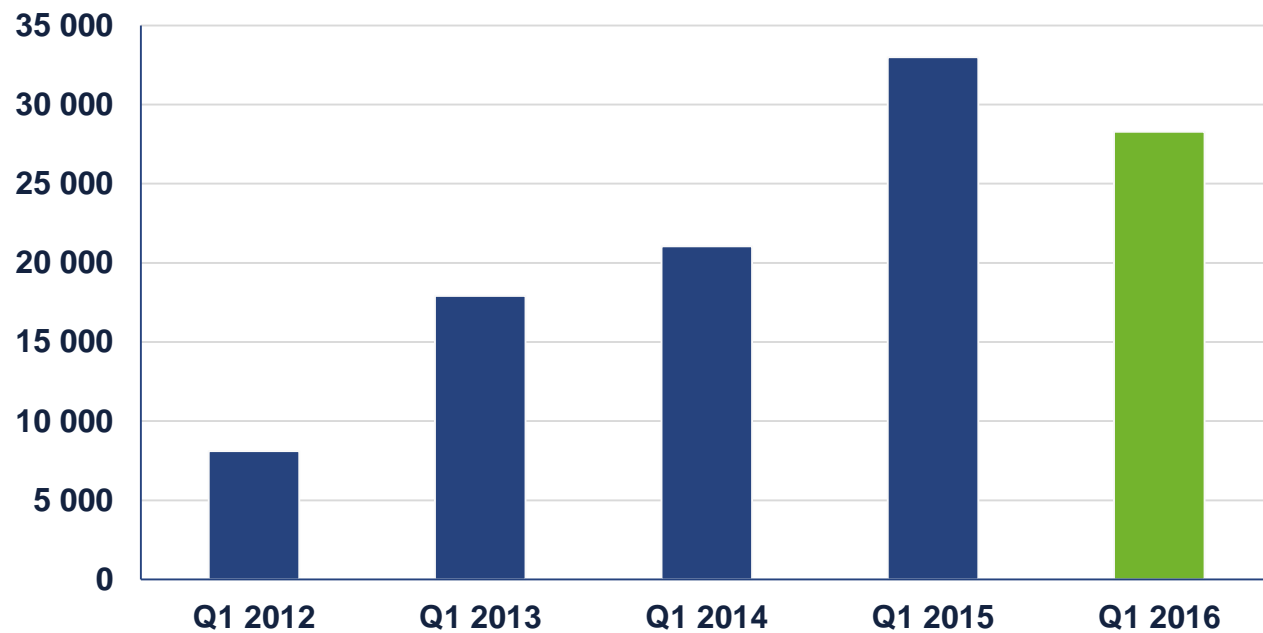
in PLN thou.

Operating Profit Q1 2016



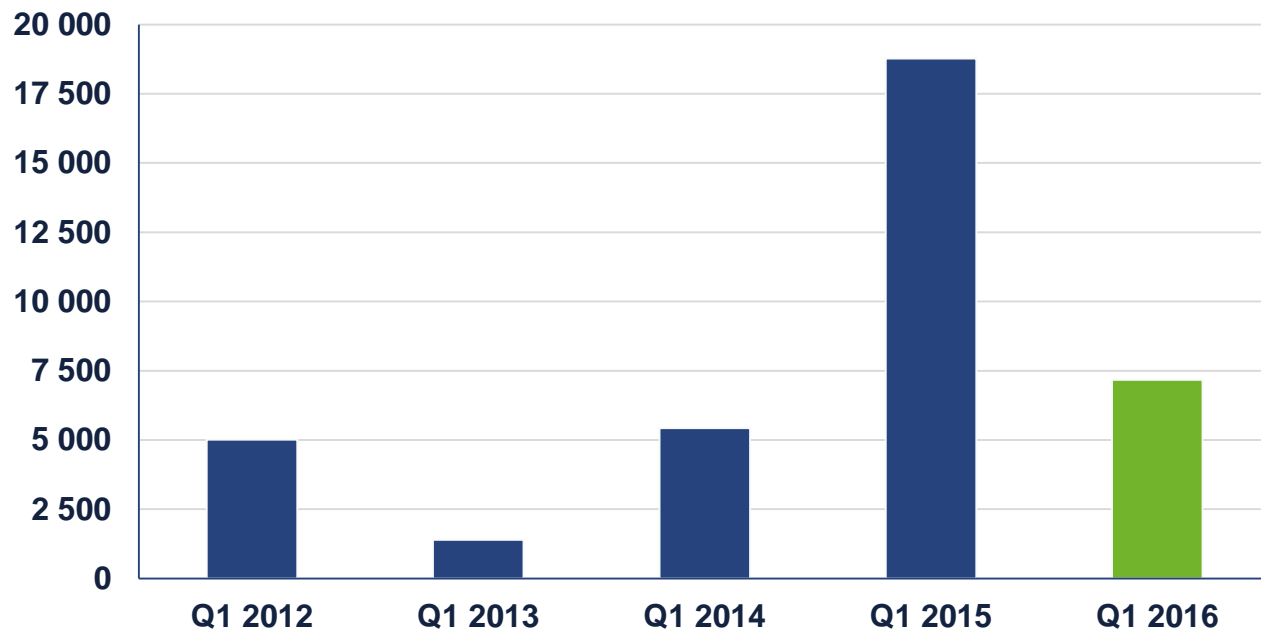
in PLN thou.

EBITDA Q1 2016



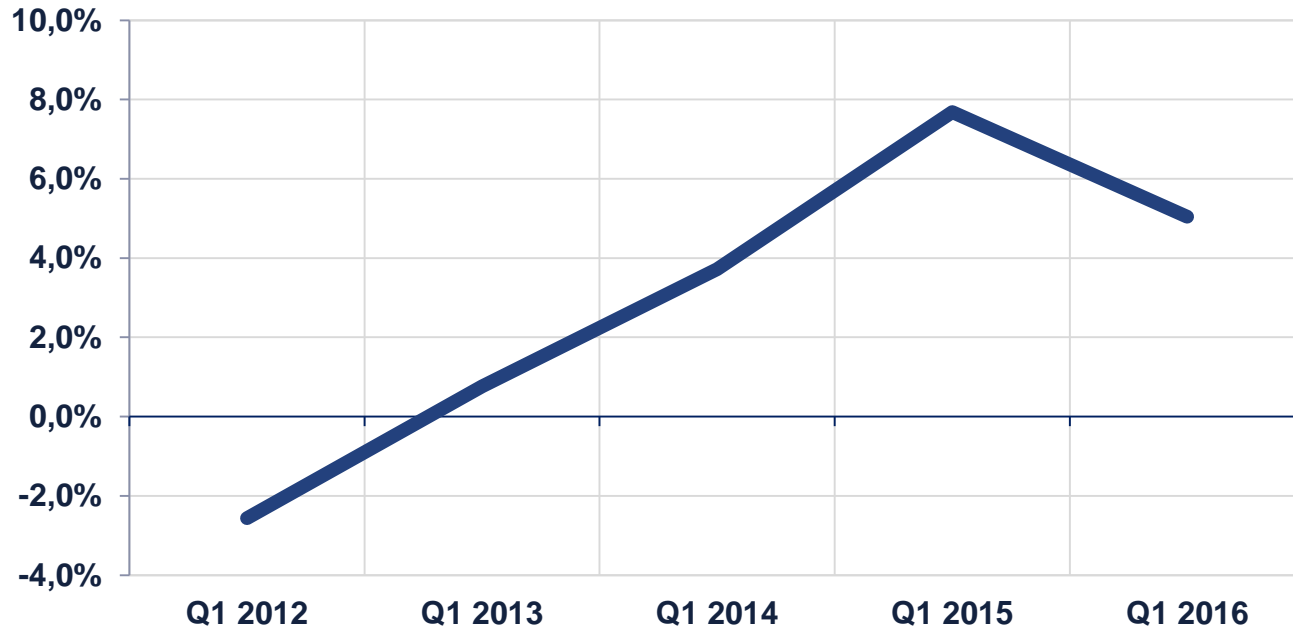
in PLN thou.

Net profit Q1 2016

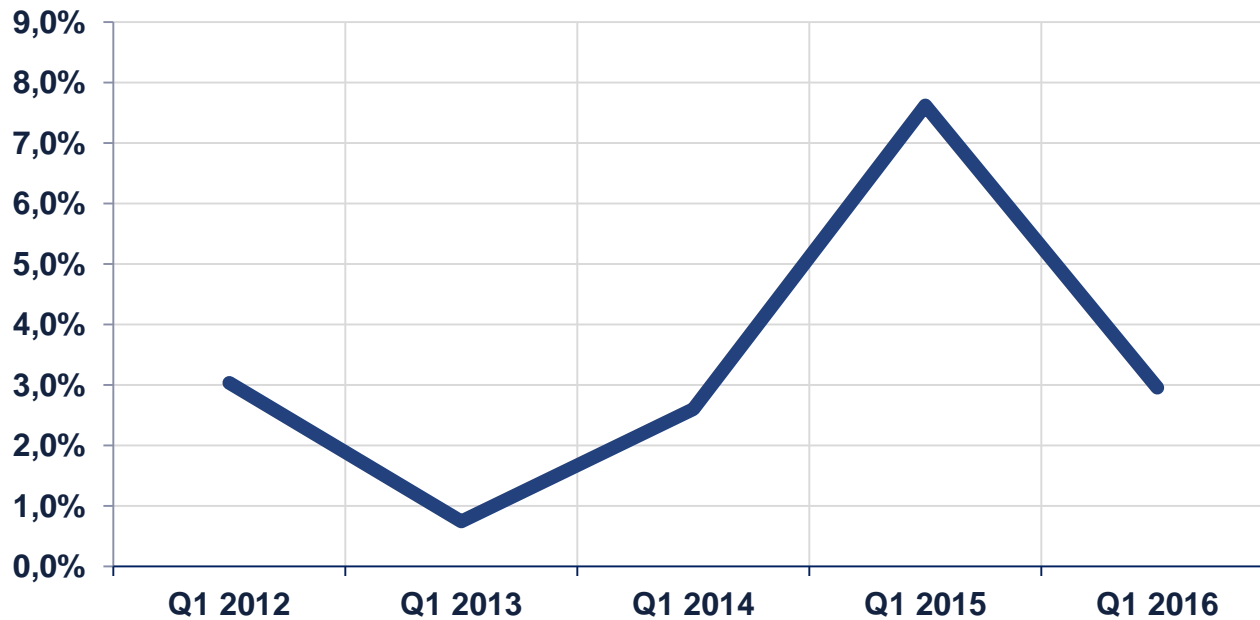


in PLN thou.

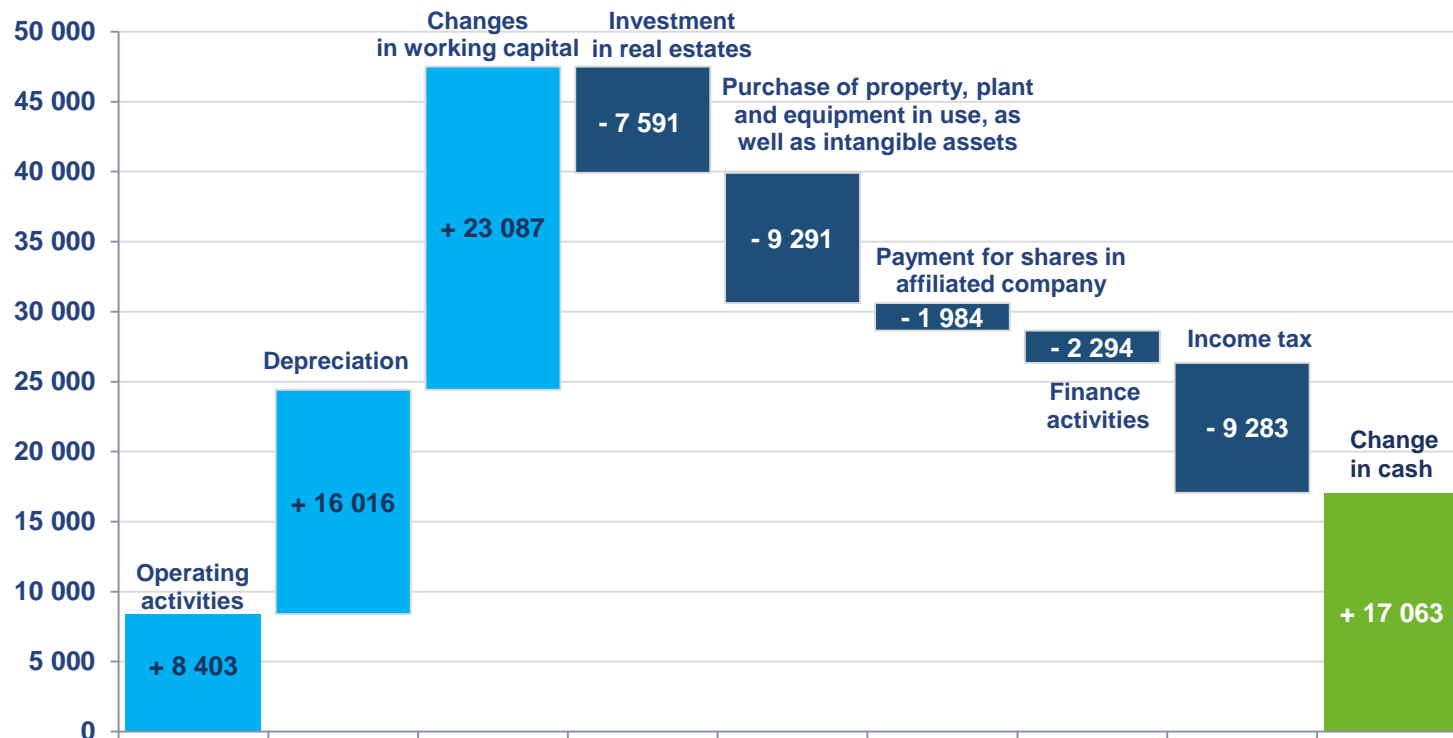
EBIT Margin Q1 2016



Net Margin Q1 2016



Cash Flow Q1 2016



in PLN thou.

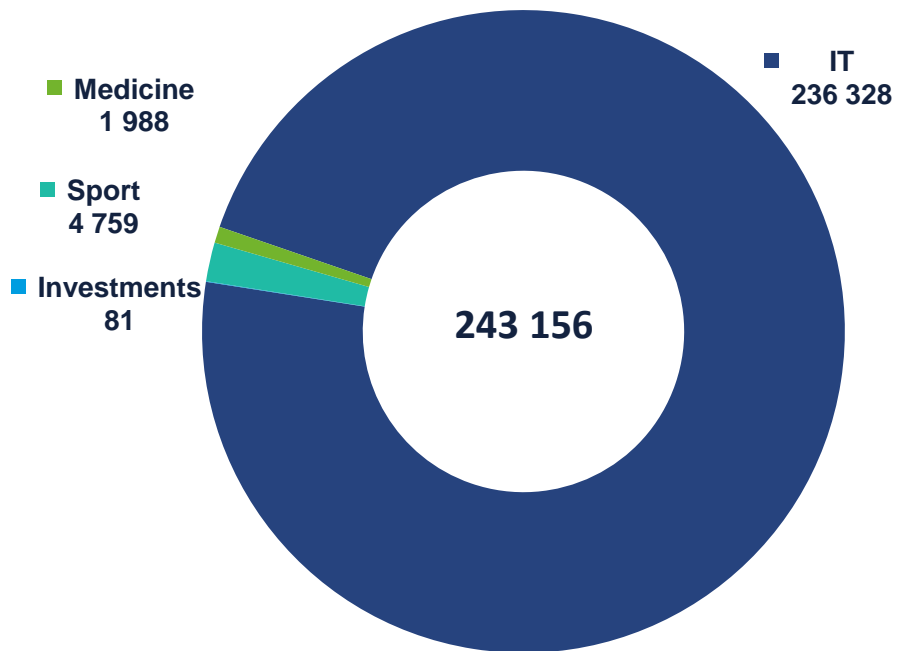
COMARCH

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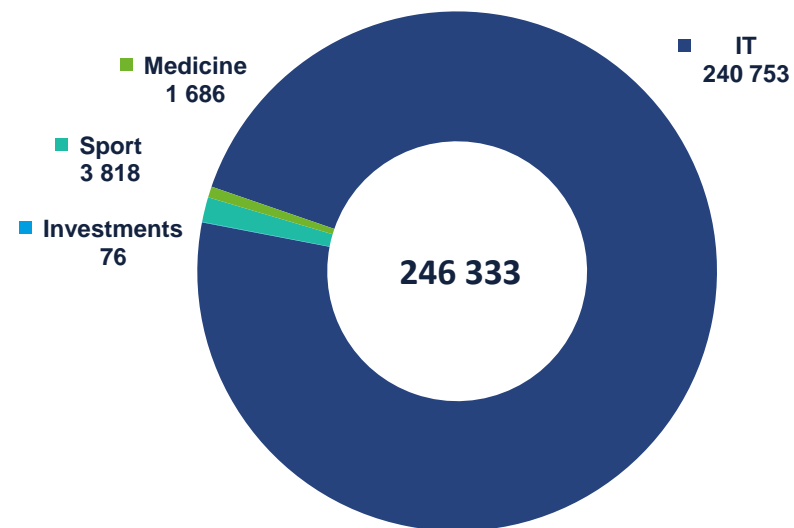
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Market Sales Structure Q1 2016

Q1 2016

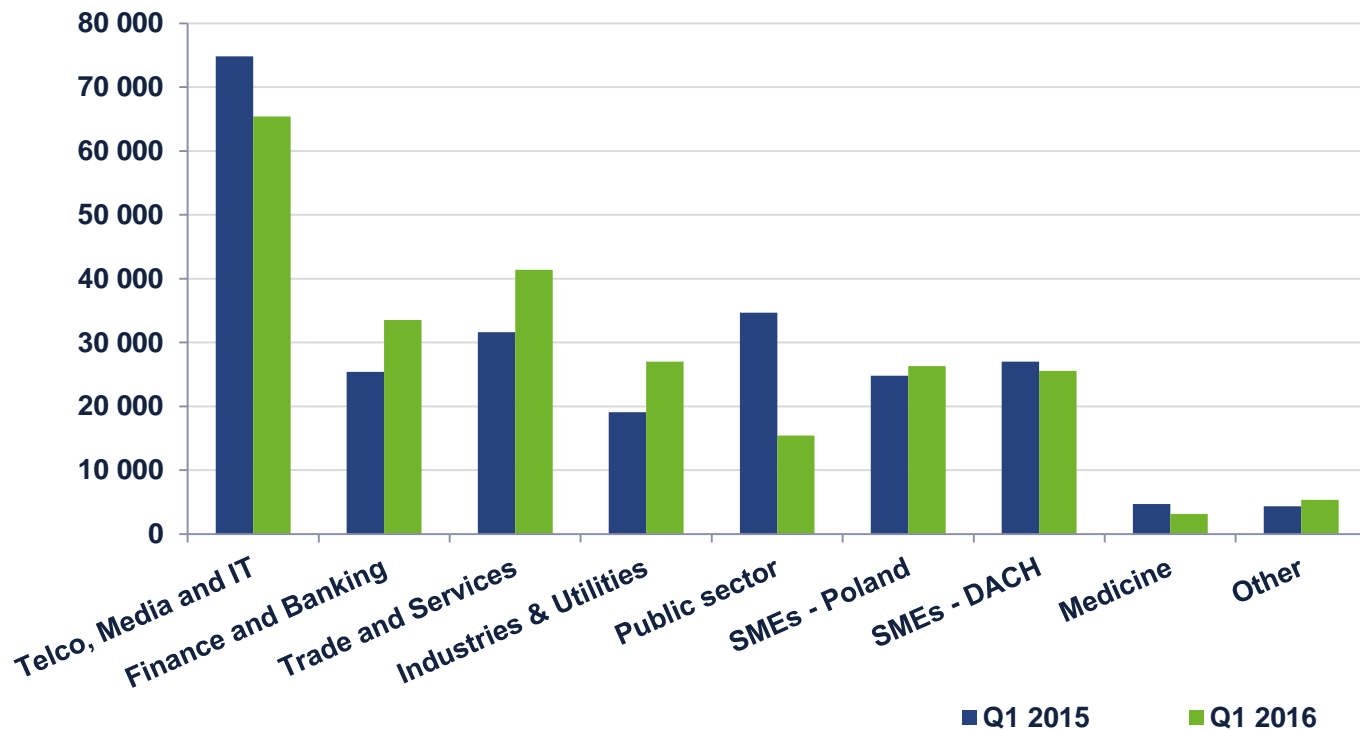


Q1 2015



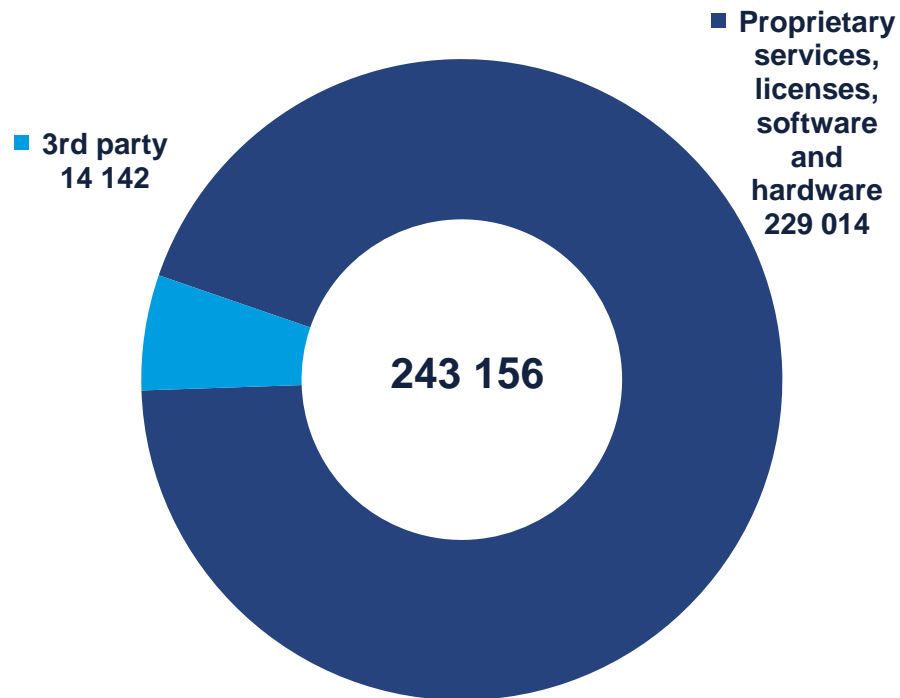
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Market Sales Structure Q1 2016

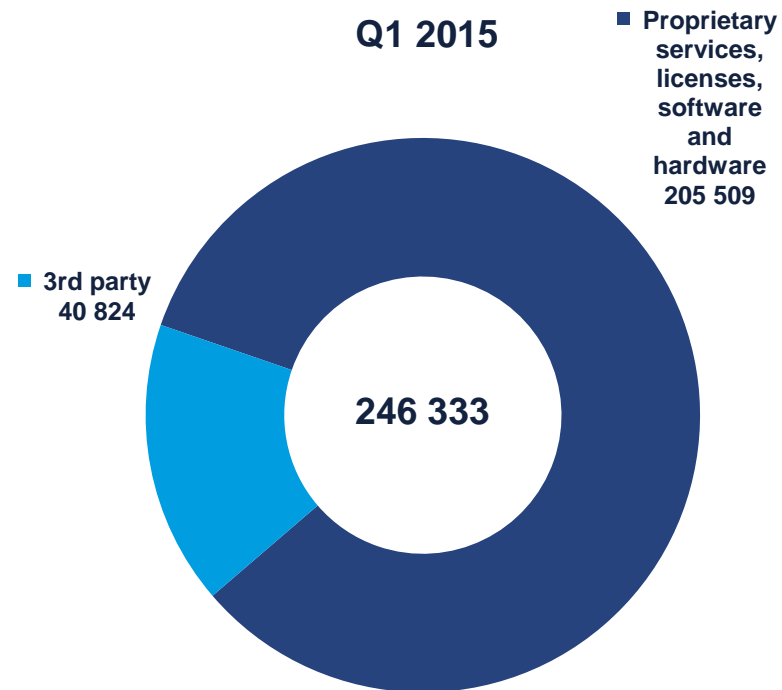


Products Sales Structure Q1 2016

Q1 2016



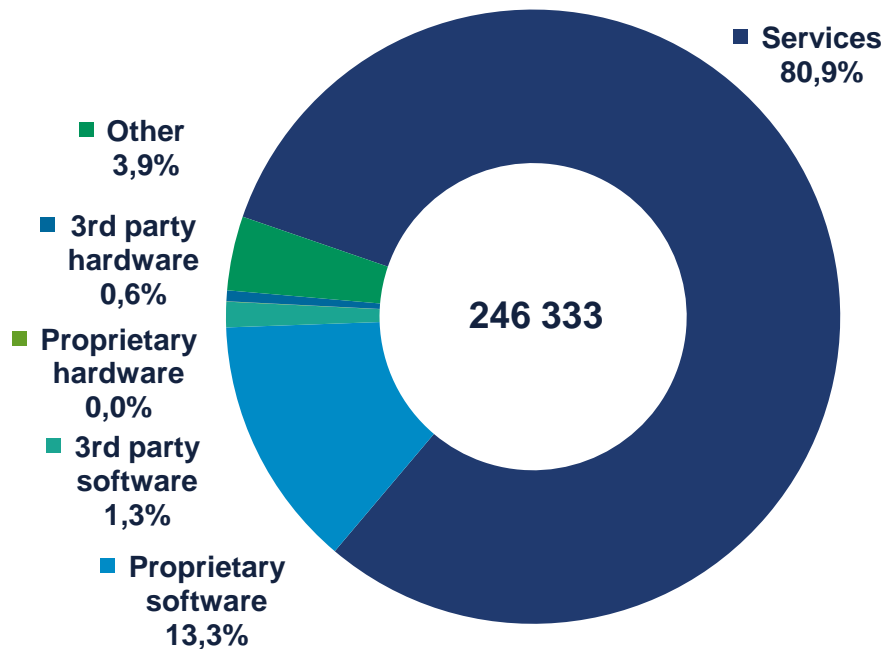
Q1 2015



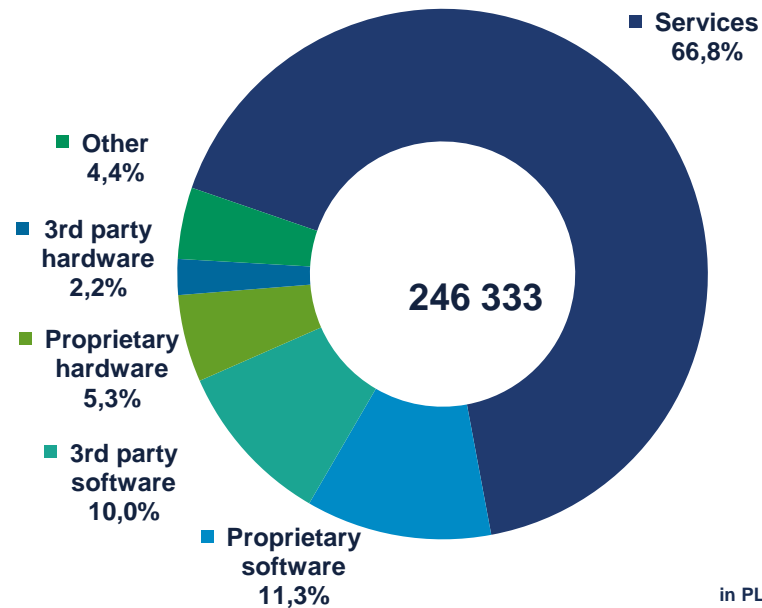
in PLN thou.

Products Sales Structure Q1 2016

Q1 2016



Q1 2015



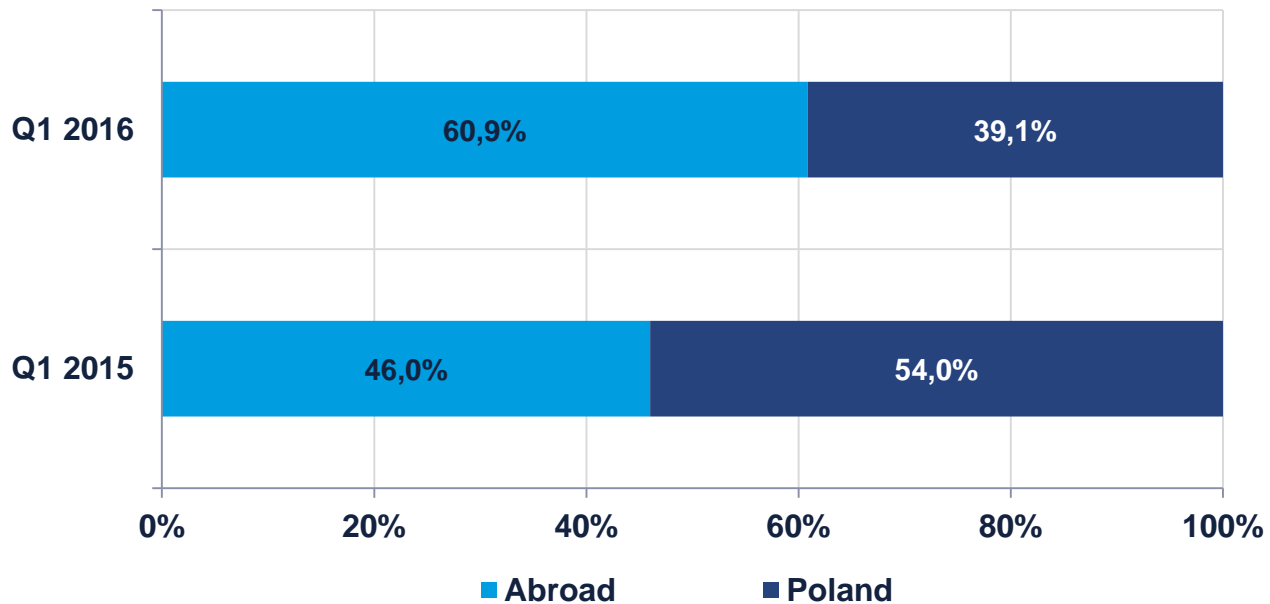
in PLN thou.

Products Sales Structure Q1 2016

Comarch Group	Q1 2016	%	Q1 2015	%
Services	196 699	80,9%	164 506	66,8%
Proprietary software	32 267	13,3%	27 897	11,3%
Third party software	3 256	1,3%	24 702	10,0%
Proprietary hardware	48	0,0%	13 106	5,3%
Third party hardware	1 383	0,6%	5 372	2,2%
Others	9 503	3,9%	10 750	4,4%
Total	243 156	100,0%	246 333	100,0%

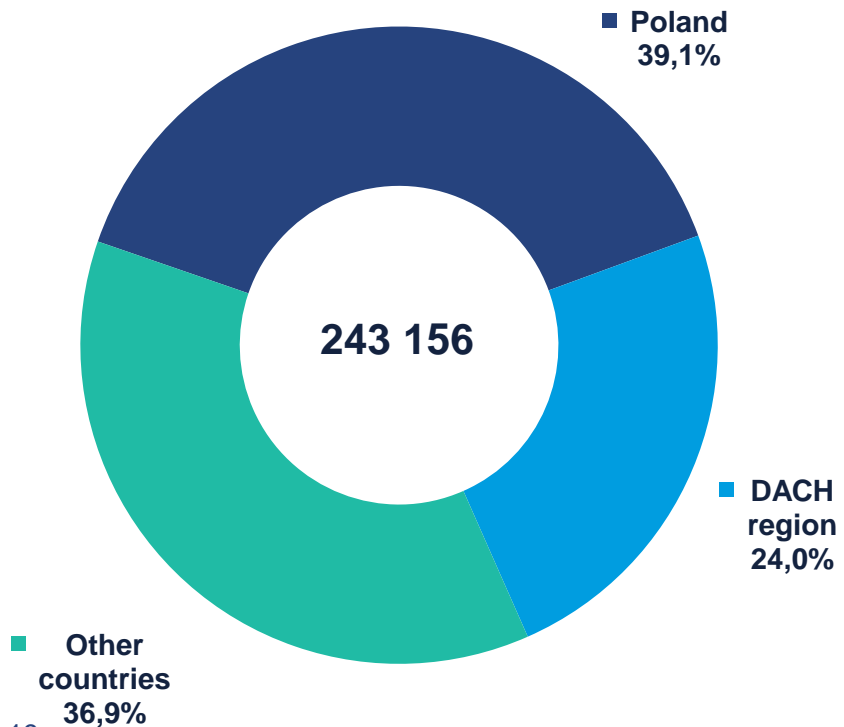
in PLN thou.

Geographical Sales Structure Q1 2016

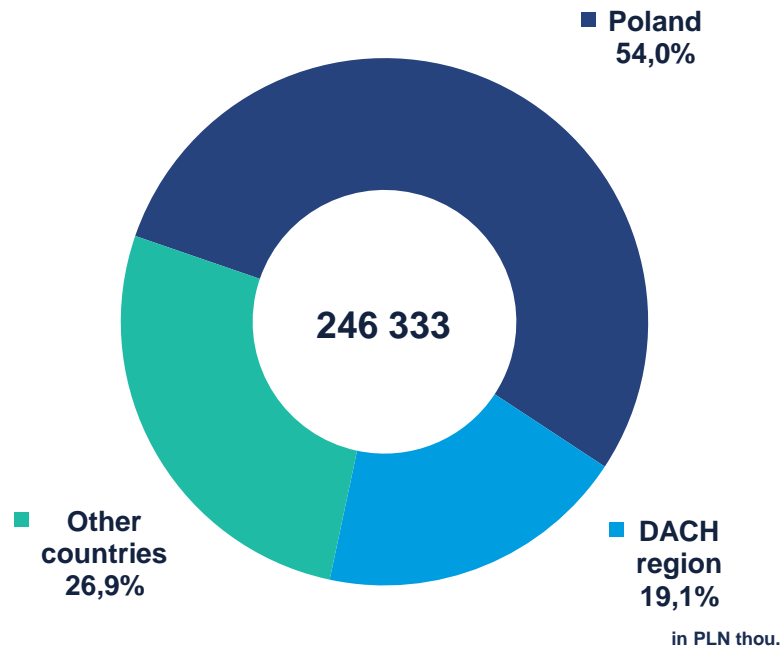


Geographical Sales Structure Q1 2016

Q1 2016



Q1 2015



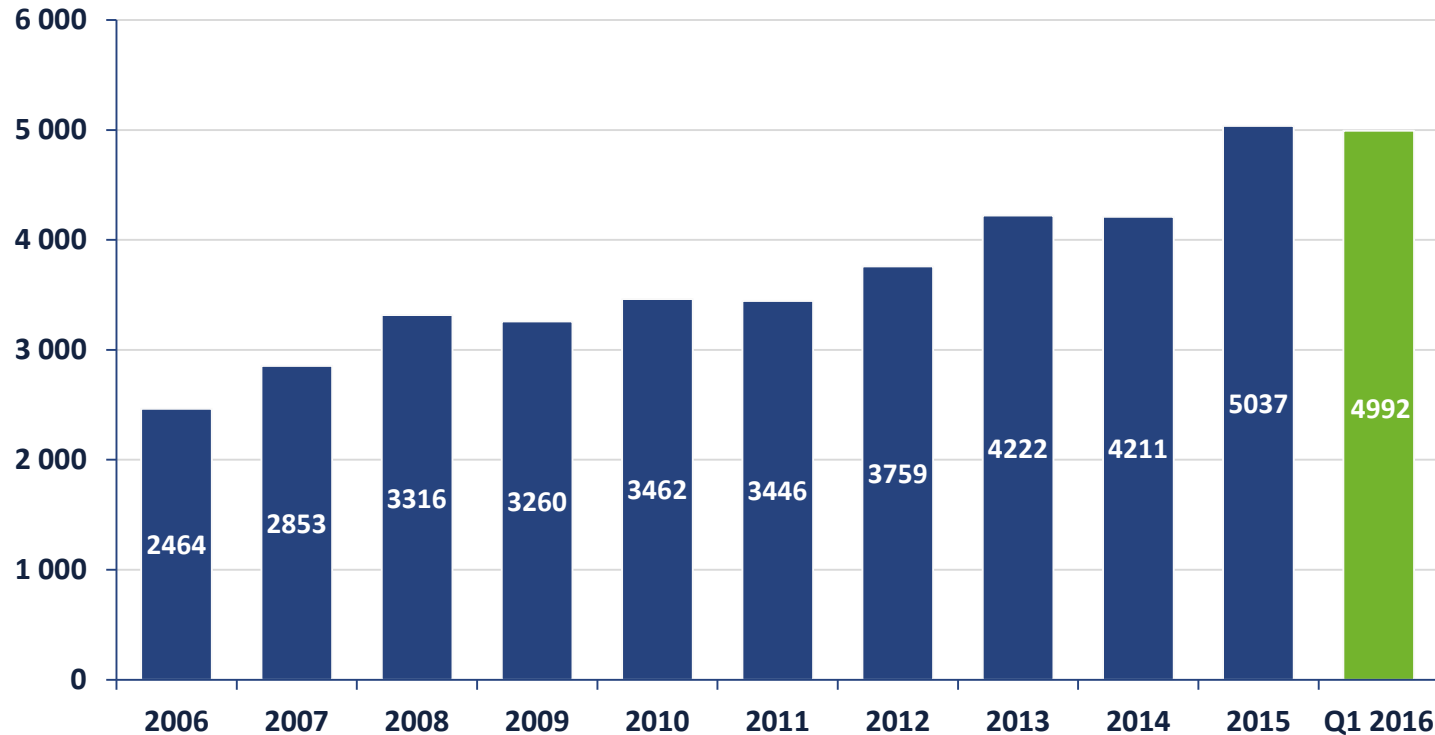
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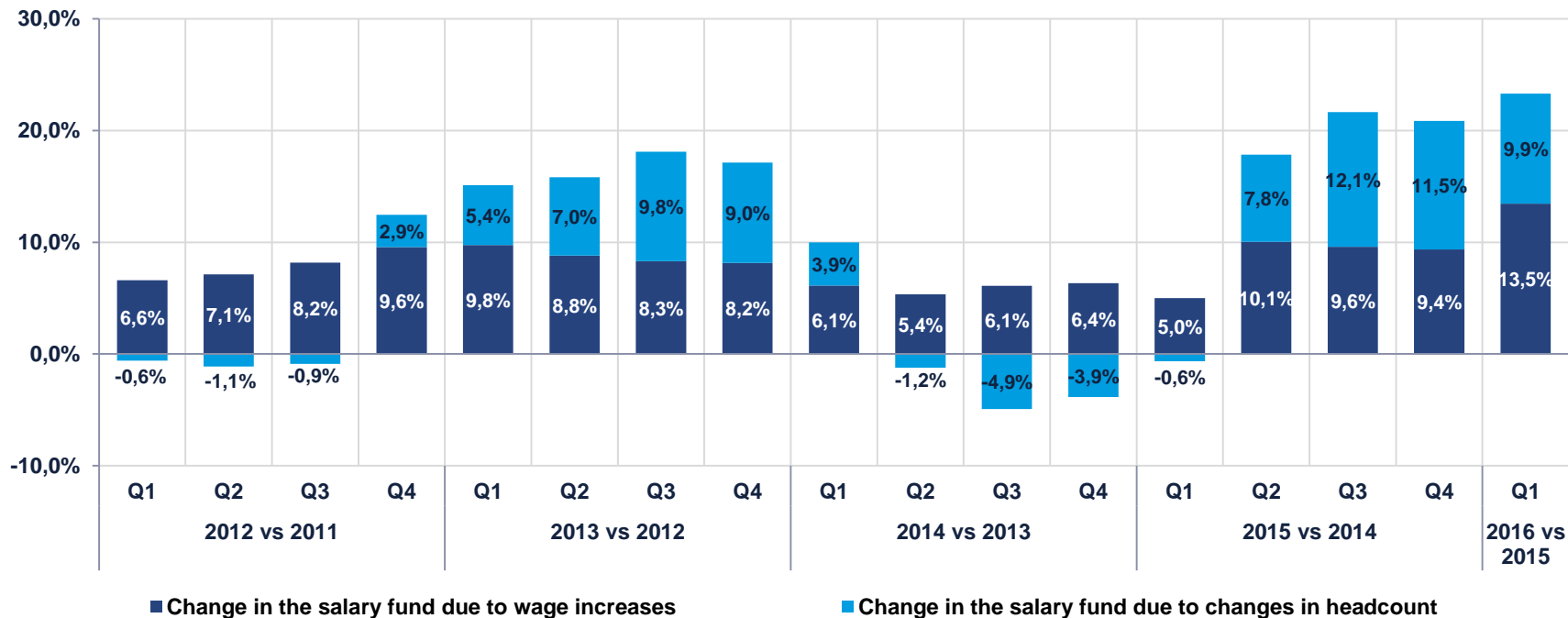
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Employment in Comarch Group

(excluding employees in MKS Cracovia SSA)



Change in Salary Fund in Comarch Group



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Infrastructure Investments in 2016

- Commencement of investment in an office building in Krakow (SEE 7)
- Commencement of investment in a CDC building in Lille
- Commencement of adaptation and fitting-out of the IoT production hall in studio S1 SSE6
- Continuation of investment in an office building in Lodz
- CAPEX in 2016 > PLN 100 million

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Summary of Q1 2016

- The increase in sales on foreign markets by 30.6% and a decrease in the domestic market by 28.4%.
- The significant slowdown in the Public sector (-55.5%) and in the sector of Medicine. The high increase in revenue in the Trade and Services sector as well as in the Finance and Banking sector and Industry & Utilities sector.
- The increase in sales of own services and proprietary software. The deep decrease in sales of 3rd party software and proprietary hardware.
- The substantial increase in operating costs (mainly owing to increase of wages and salaries), which contributed to decreasing in the profitability of the core business.
- The employment stabilisation at the level of the end of 2015.
- Further expansion into new markets (LATAM, Asia, Europe).
- A significant impact of exchange rates and associates on the Comarch Group's net profit.

Thank you for your attention

