



## Financial results Q1 2018

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

22nd of May, 2018, Krakow

# Agenda

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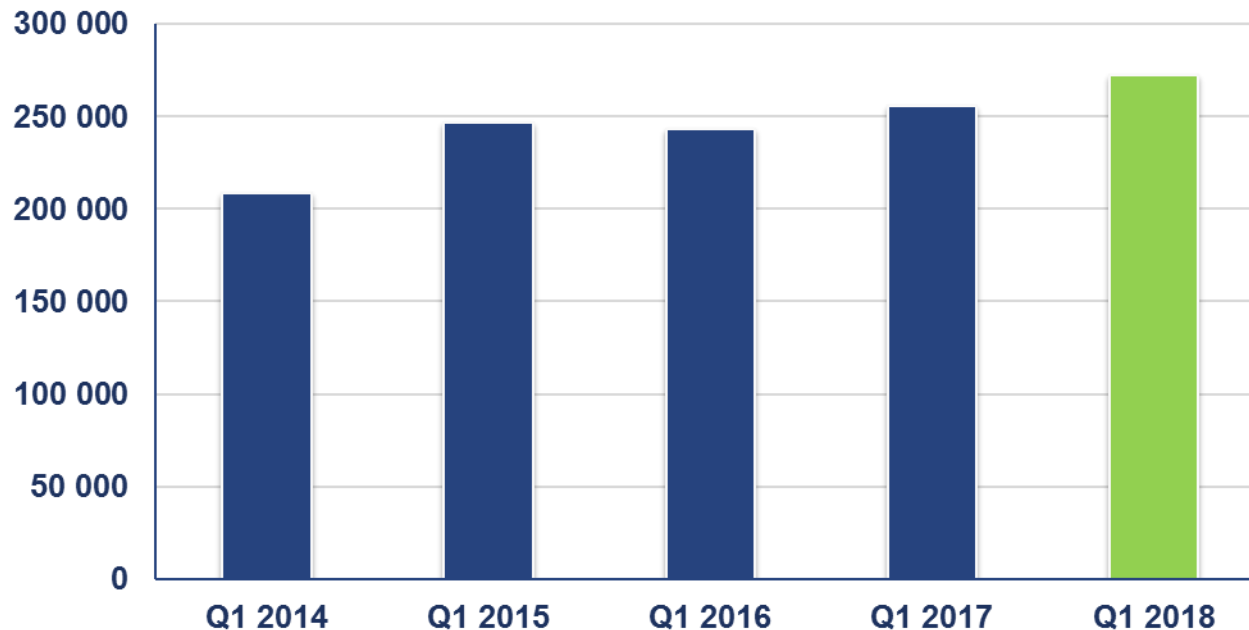
- **Financial Results**
- **Sales Structure**
- **Human Resources**
- **Investments**
- **Summary**

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## Sales Revenue Q1 2018 (Comarch Group)



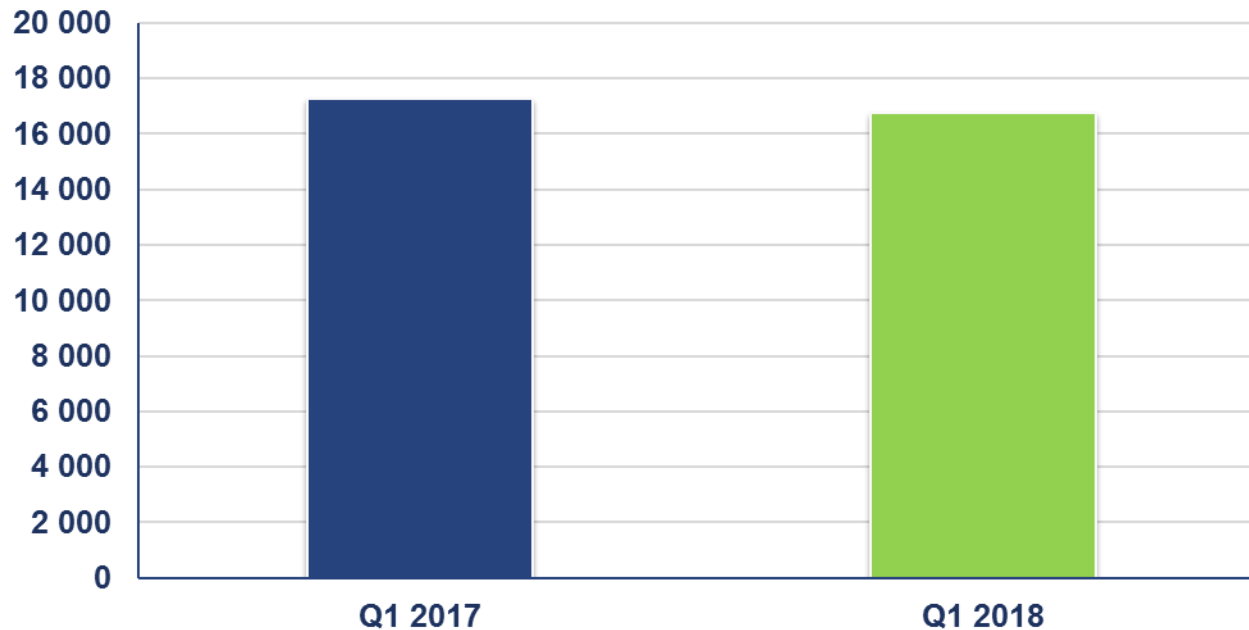
*In PLN thou.*

**COMARCH**

## Consolidated Financial Results Q1 2018

Comarch Group	Q1 2018	Q1 2017
Revenue	271 989	255 621
Operating profit	568	2 100
Net profit attributable to the Company's shareholders	-6 240	18 204

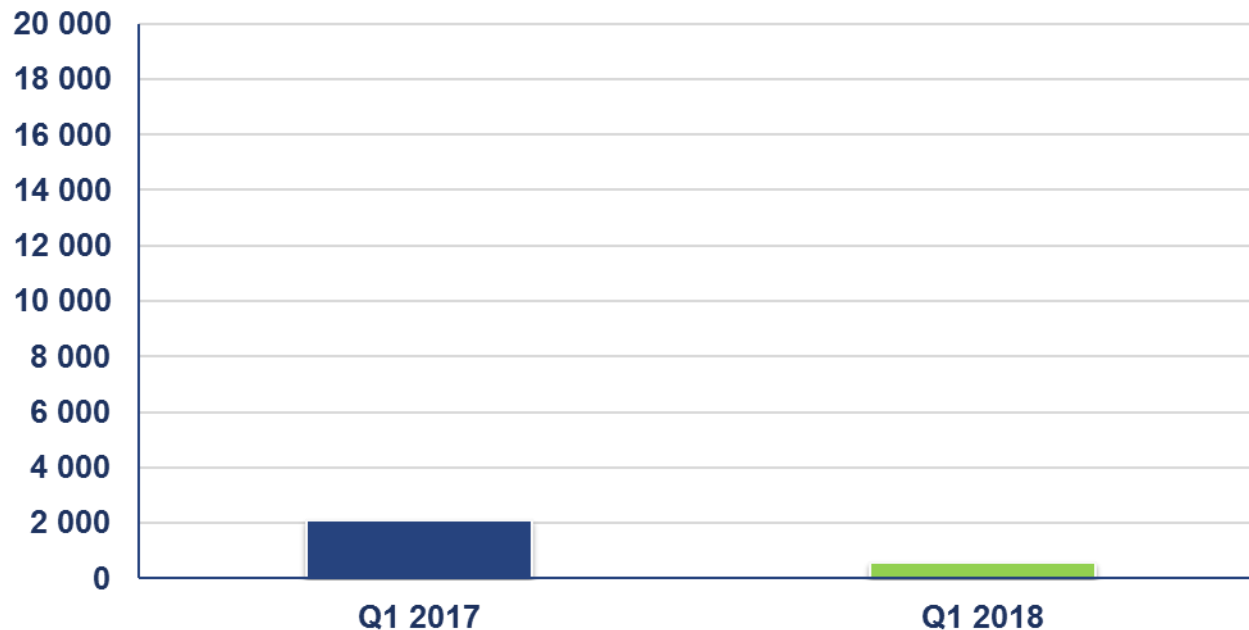
## EBITDA Q1 2018 (Comarch Group)



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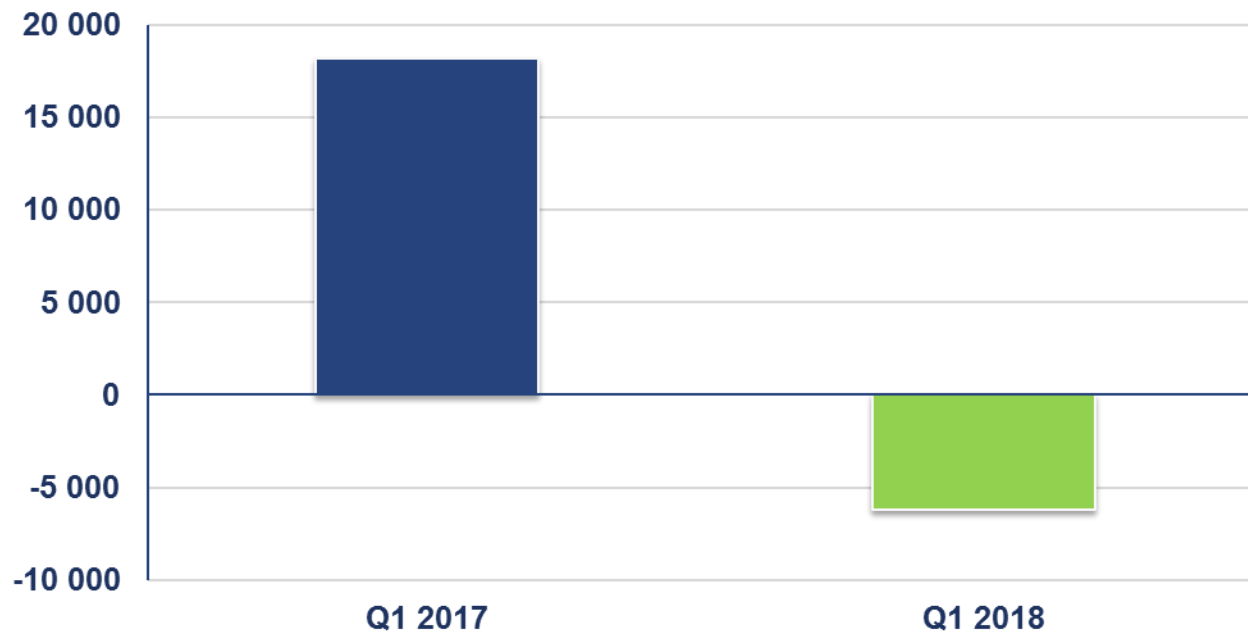
## Operating Profit Q1 2018 (Comarch Group)



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## Net Profit Q1 2018 (Comarch Group)



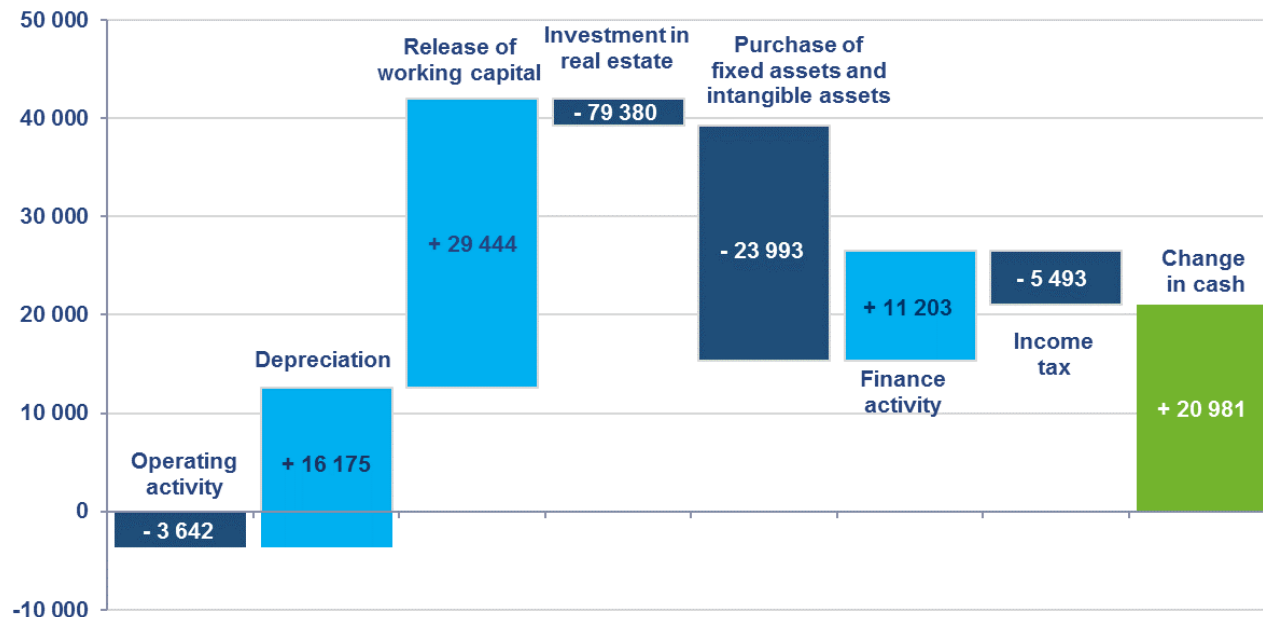
*In PLN thou.*



# The Total Effect of Exchange Rate Differences on the Financial Results

Comarch Group	Q1 2018	Q1 2017
Impact on the operating activities	-0.8 mln PLN	-7.8 mln PLN
Impact on the financing activities	-2.1 mln PLN	+20.5 mln PLN

# Cash Flow Q1 2018 (Comarch Group)



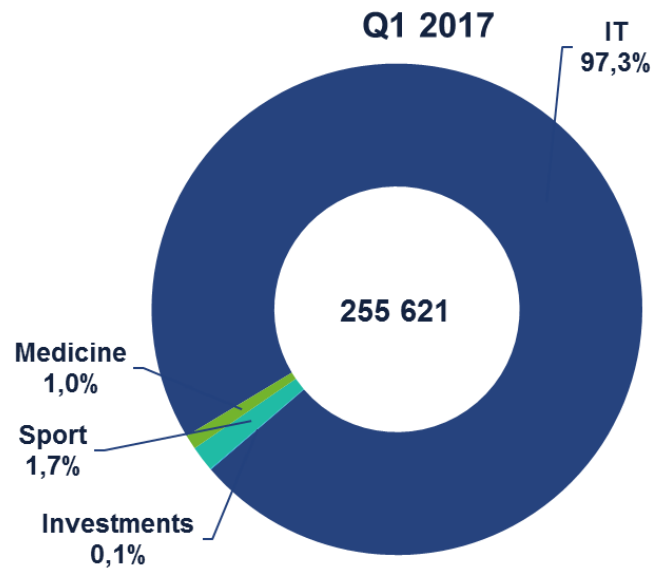
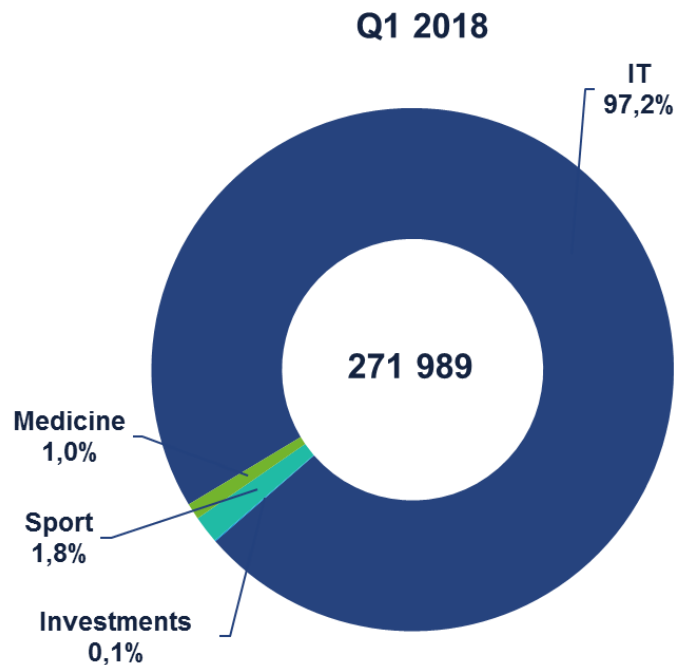
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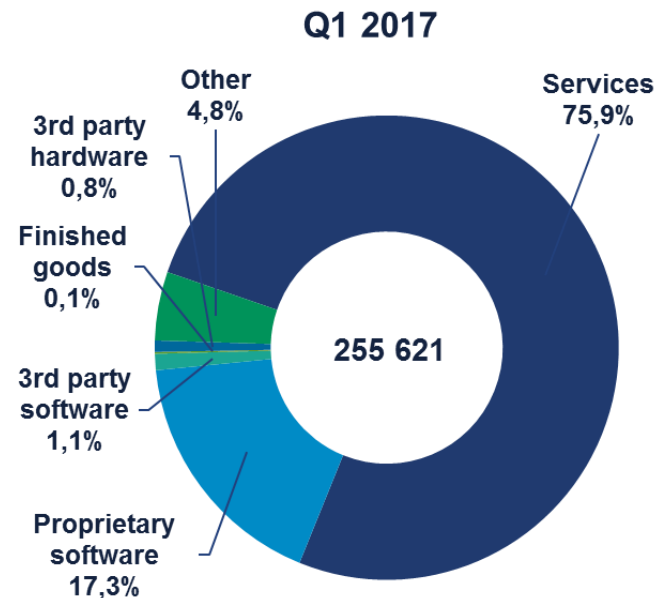
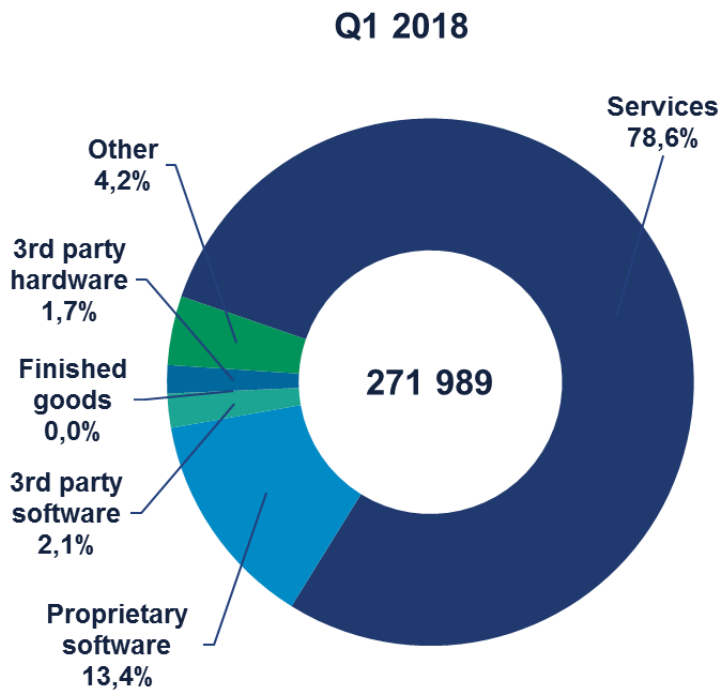
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# Market Sales Structure Q1 2018



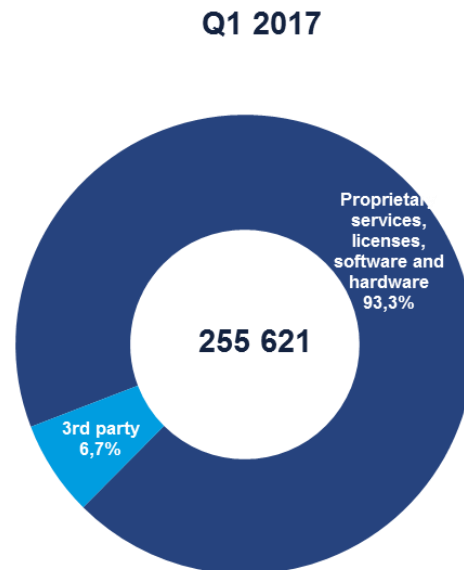
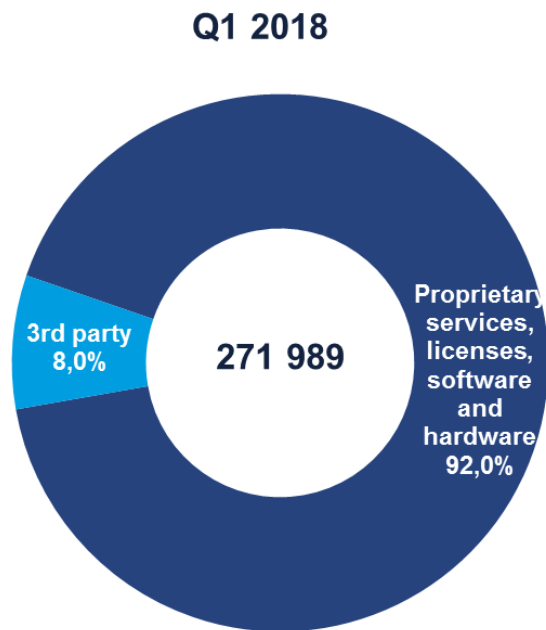
*In PLN thou.*

# Products Sales Structure Q1 2018



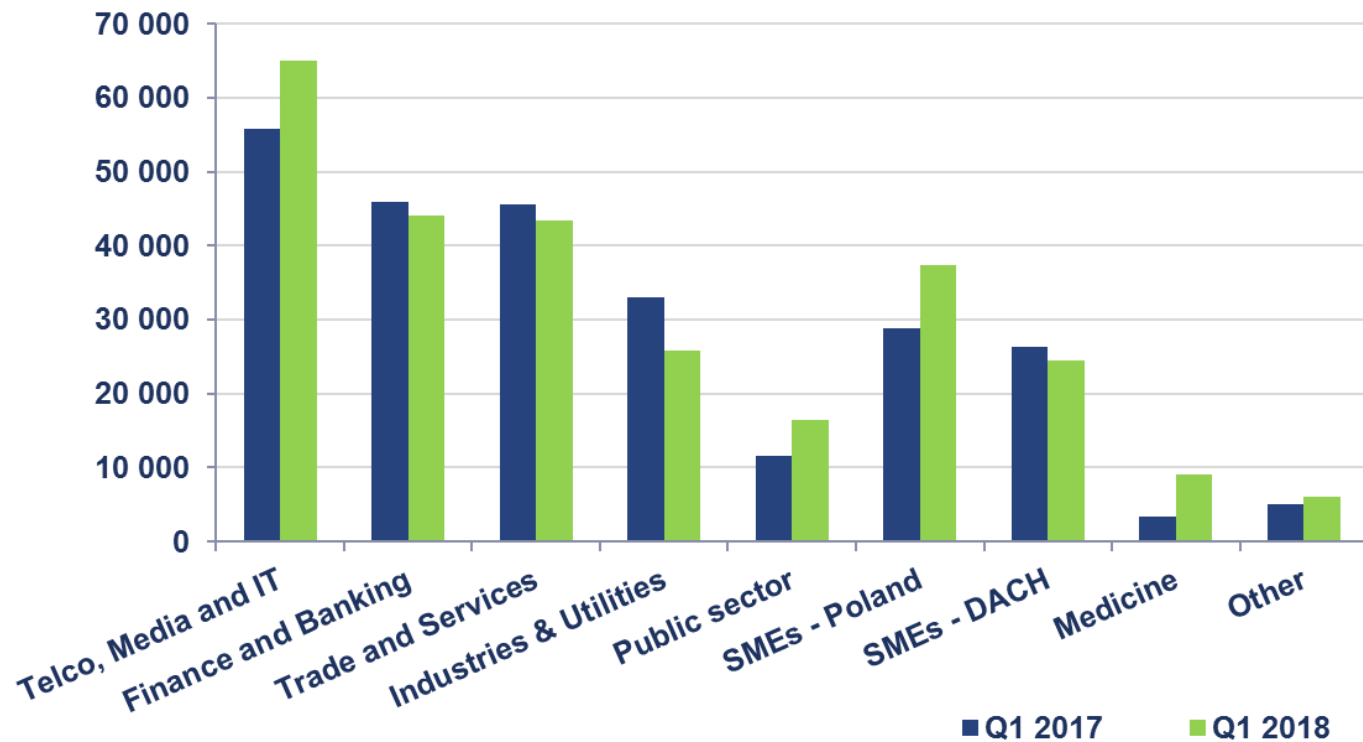
*In PLN thou.*

# Products Sales Structure Q1 2018



*In PLN thou.*

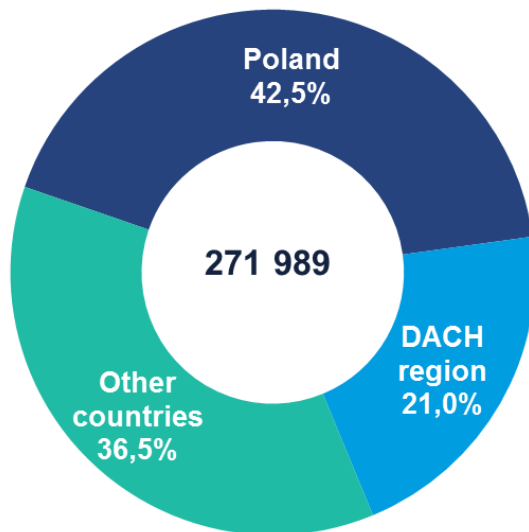
# Market Sales Structure Q1 2018



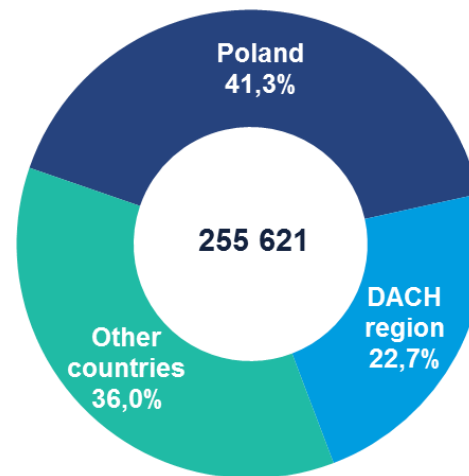
*In PLN thou.*

# Geographical Sales Structure Q1 2018

Q1 2018

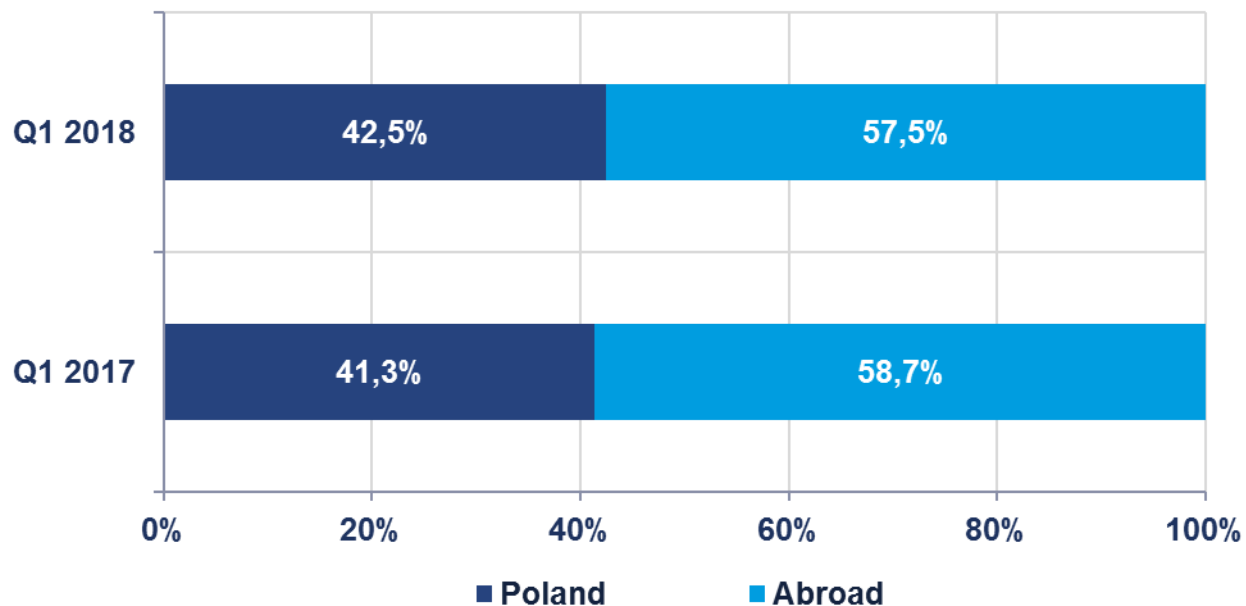


Q1 2017





## Geographical Sales Structure Q1 2018

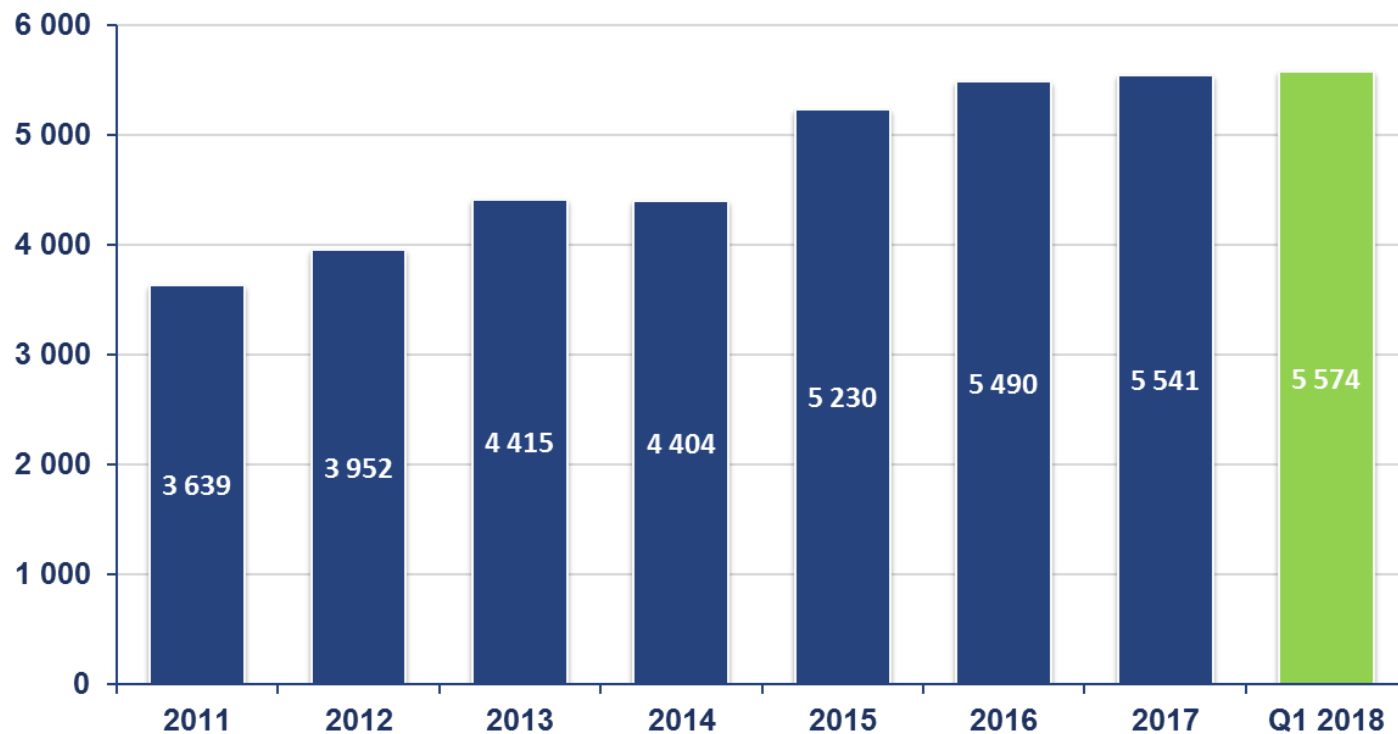


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# Employment in Comarch Group



# Employment

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- The number of employees in Q1 2018 increased by 33 persons
- The fund of basic salaries in the reporting period was 6% higher than in Q1 2017

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# Investments in Infrastructure in Q1 2018

- Constant development of IT products
- Completion of SSE7, the office building in Krakow and Comarch Data Center in Lille



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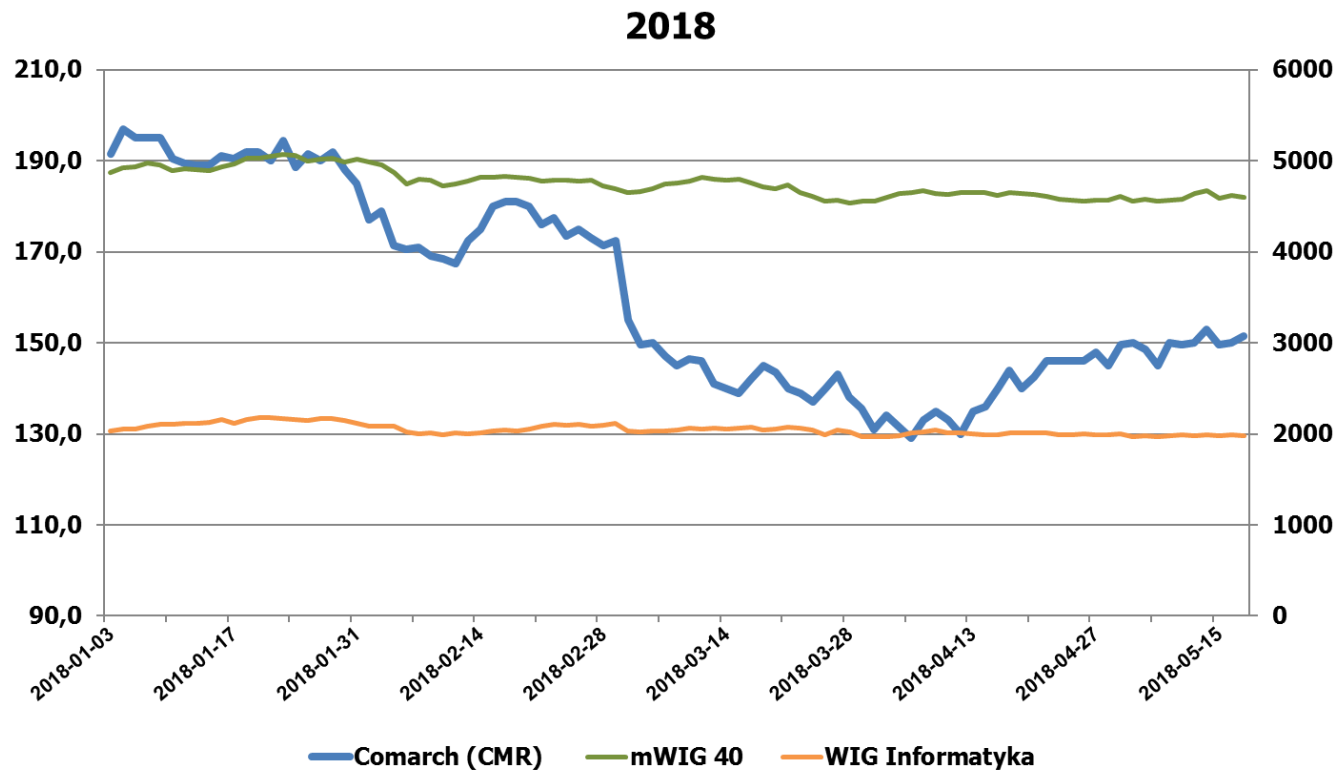
# Summary of Q1 2018

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- Increase of sales, both in Poland (of +9.6% compared to Q1 2017) and on international markets (of +4.1%) as a result of high sales of IT services
- Booming ERP business in Poland (+29.8% !), dynamic growth of sales to customers in the TMT sector (+16.5%)
- Recovery of sales to the public sector in Poland (+42.4%) and to the medical sector (+170.4%), currently Comarch implements several high-value contracts (ZUS KSI, ReCourt)
- Completion of large-scale infrastructure investment, continued investment in new IT products
- Significantly lower influence of exchange differences on operating and net profits compared to Q1 2017



# Comarch Stock Price on WSE (1.01.2018 - 17.05.2018)



**Thank you for attention!**

