



Financial results Q1-Q3 2016

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

15th of November, 2016, Krakow

COMARCH

Agenda

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

Agenda

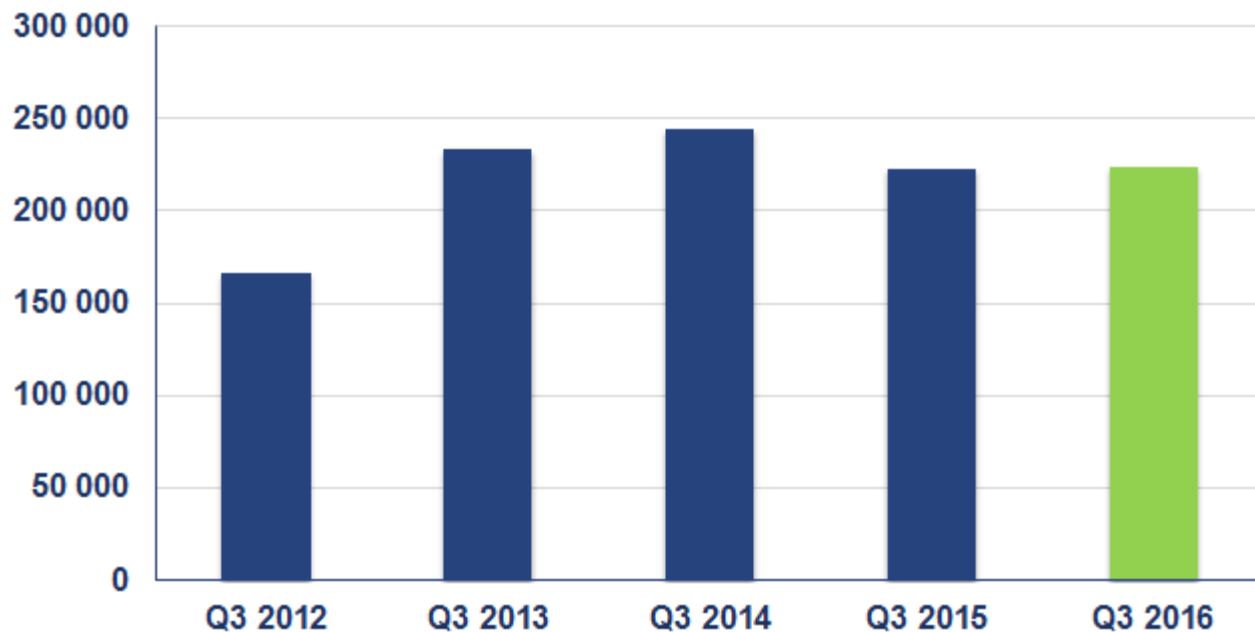
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Consolidated Financial Results Q3 2016

Comarch Group	Q3 2016	Q3 2015
Revenue	223 965	223 415
Operating profit	10 486	4 465
Net profit attributable to the Company's shareholders	8 281	402

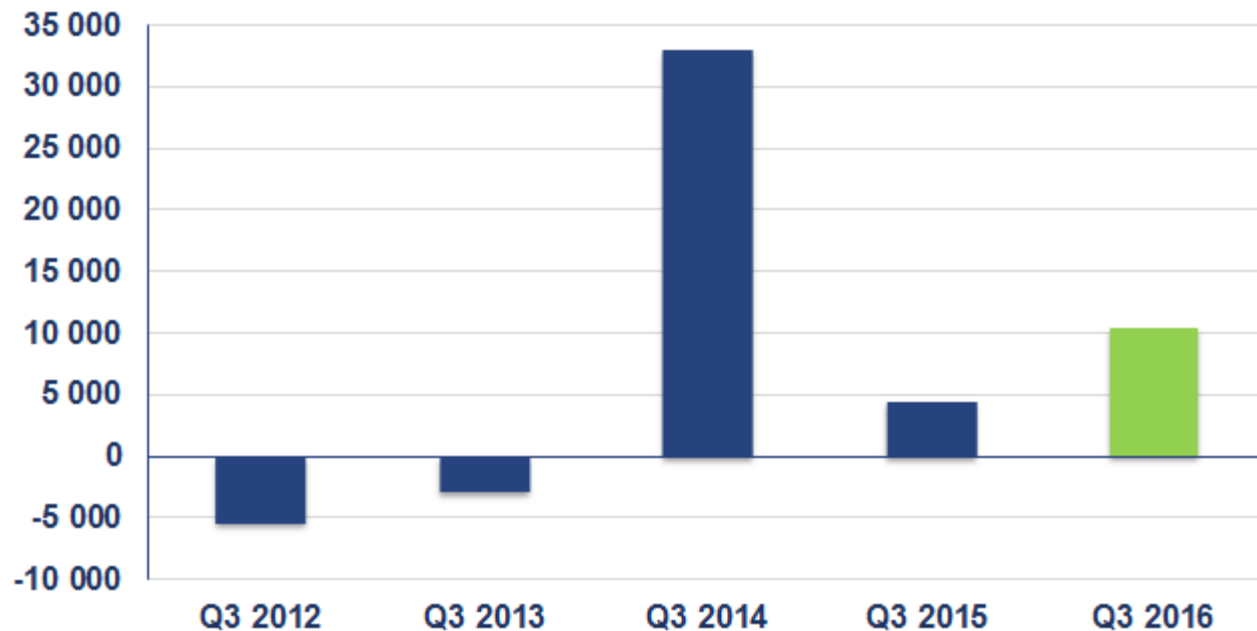
in PLN thou.

Sales Revenue Q3 2016



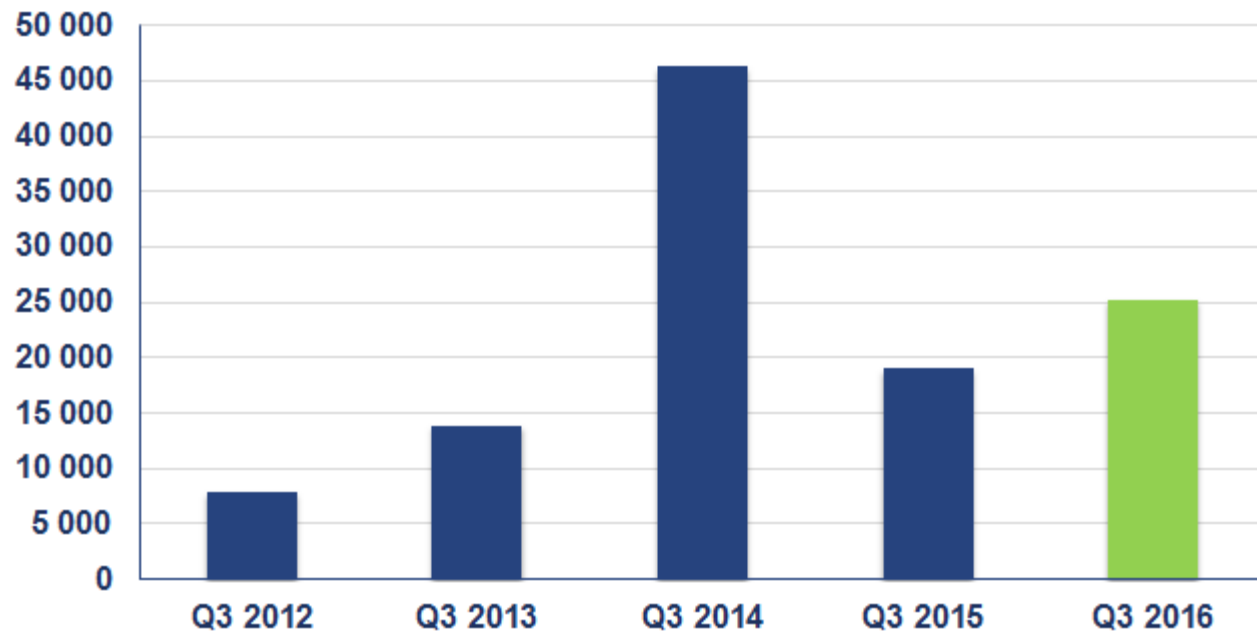
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Operating Profit Q3 2016



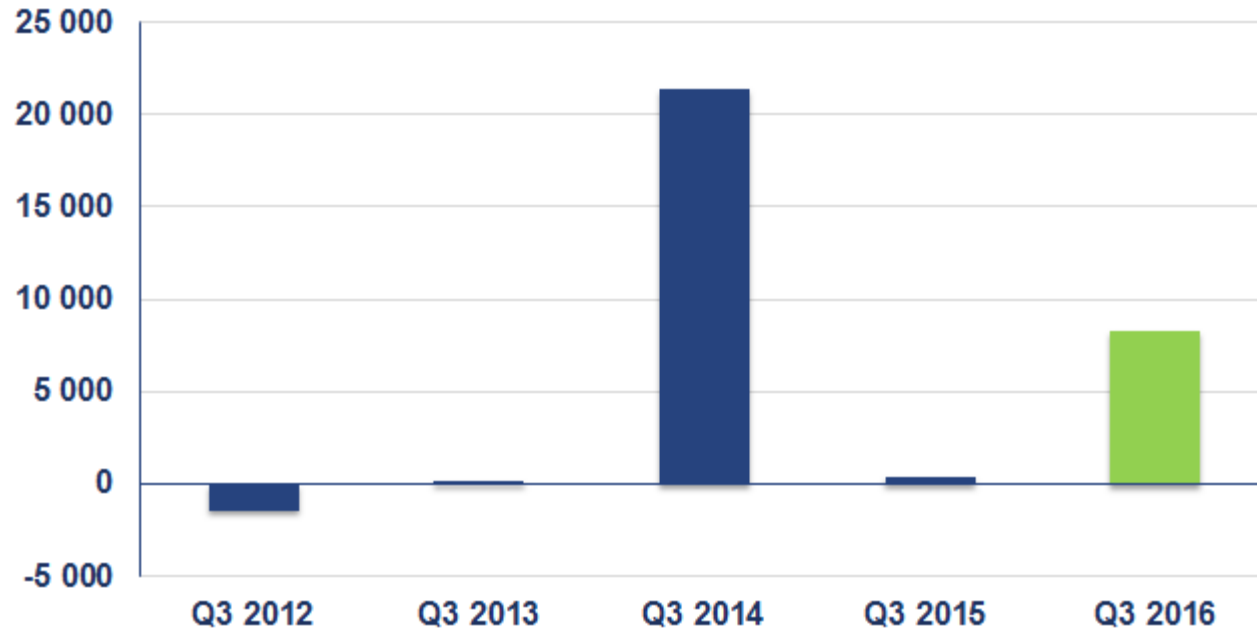
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EBITDA Q3 2016



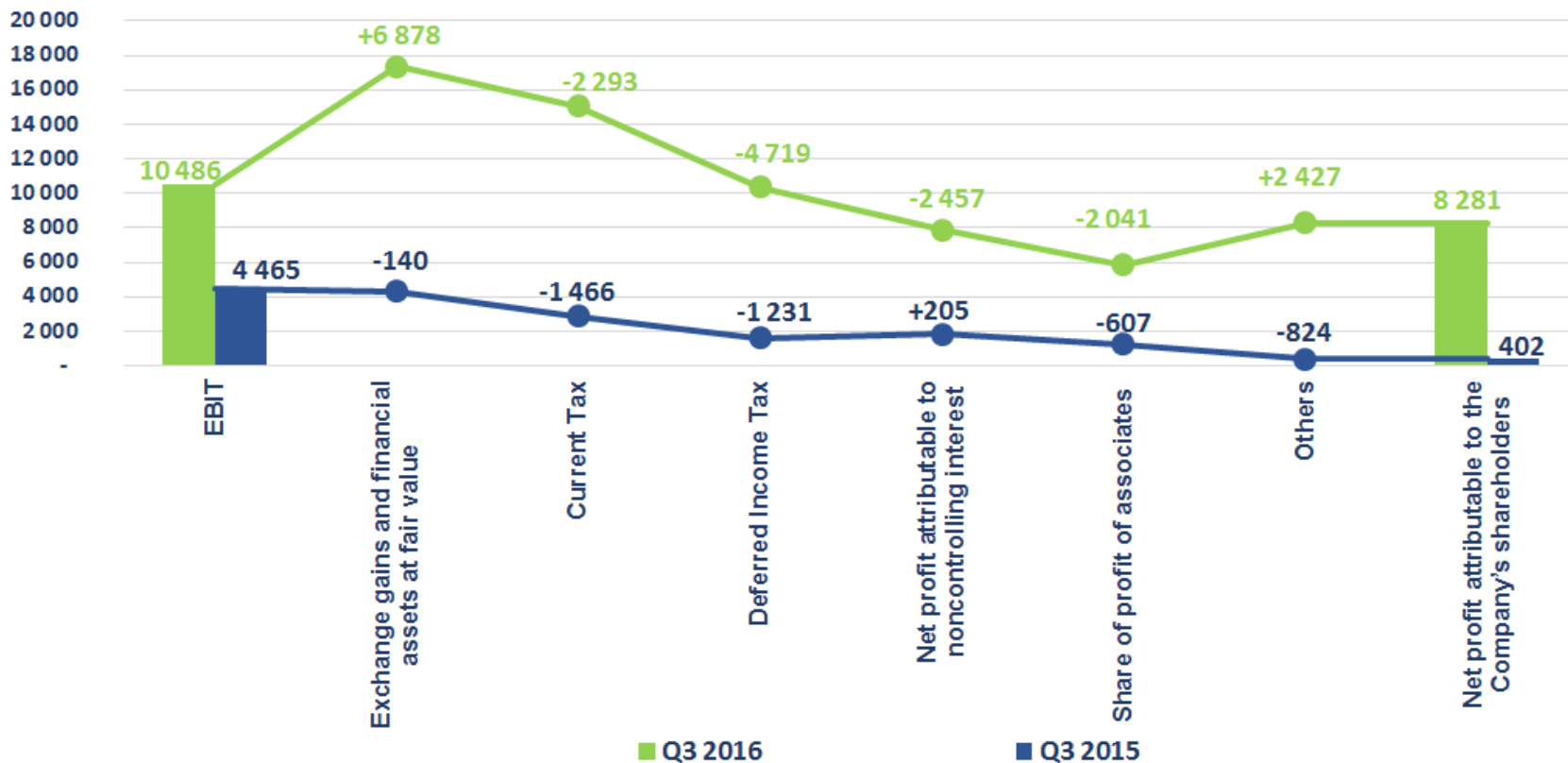
in PLN thou.

Net Profit Q3 2016



in PLN thou.

EBIT vs. Net Profit of the Comarch Group in Q3 2016

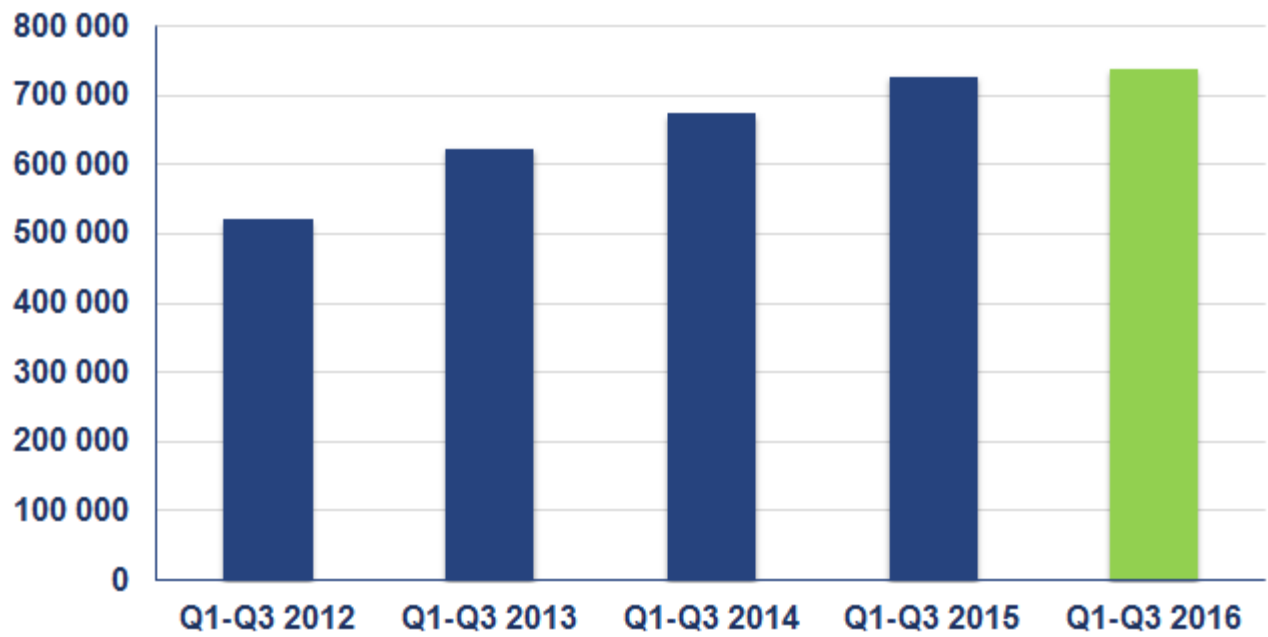


Consolidated Financial Results Q1-Q3 2016

Comarch Group	Q1-Q3 2016	Q1-Q3 2015
Revenue	740 390	728 856
Operating profit	45 695	48 805
Net profit attributable to the Company's shareholders	21 037	36 184

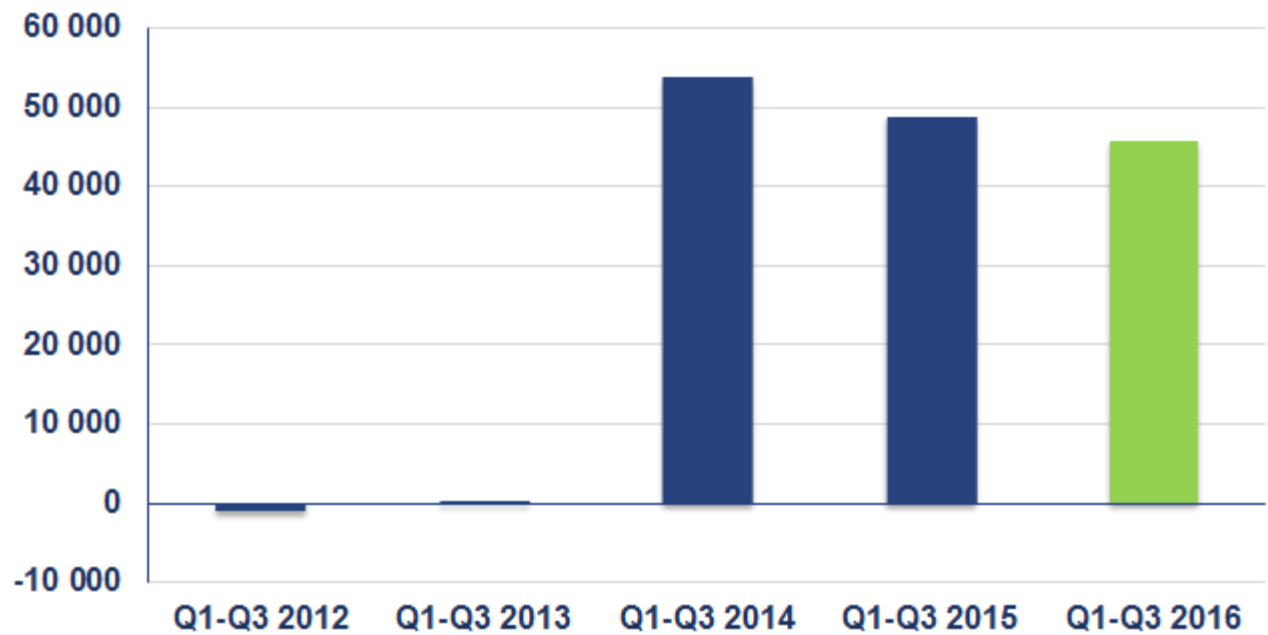
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Sales Revenue Q1-Q3 2016



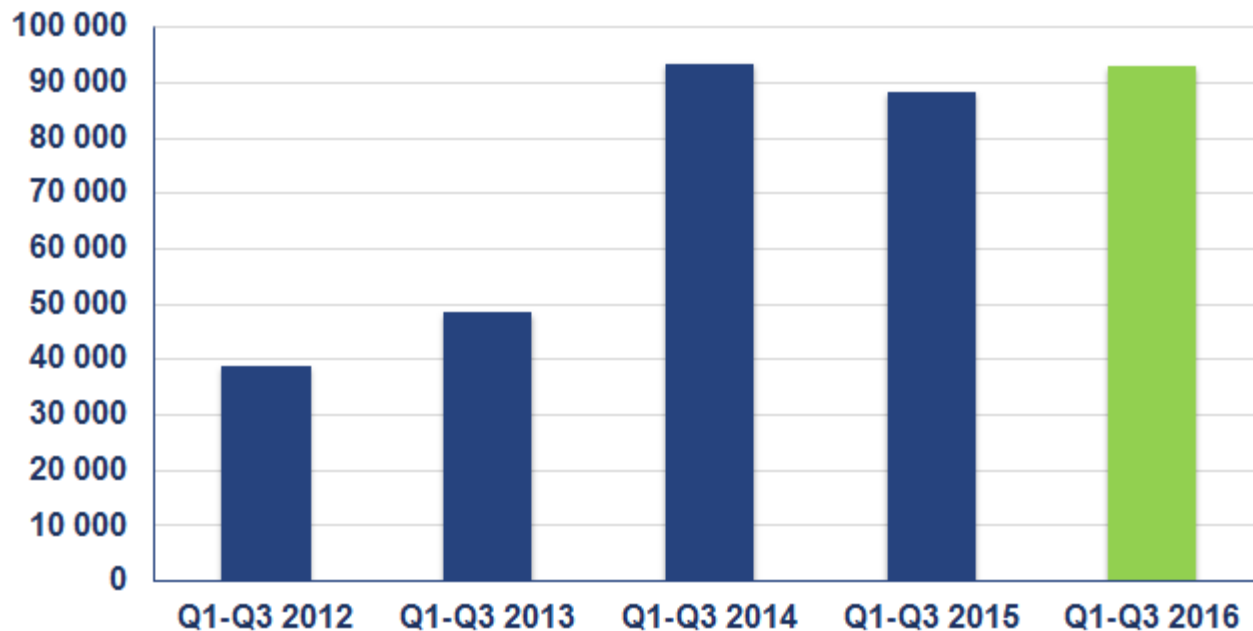
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Operating Profit Q1-Q3 2016



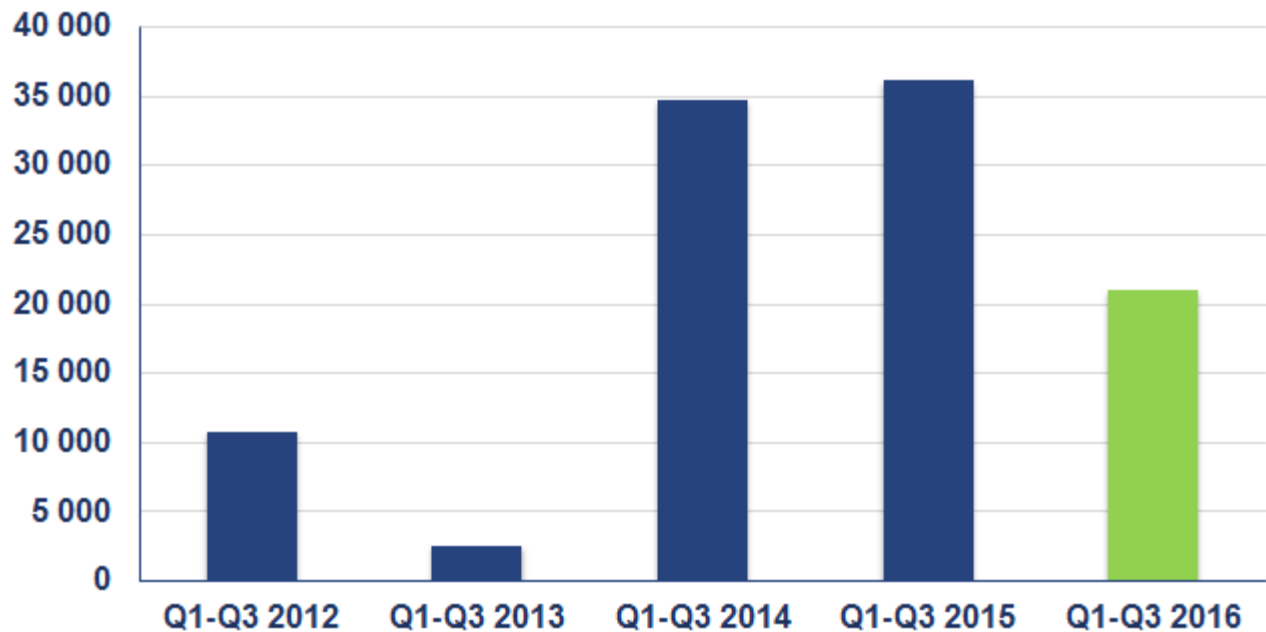
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EBITDA Q1-Q3 2016



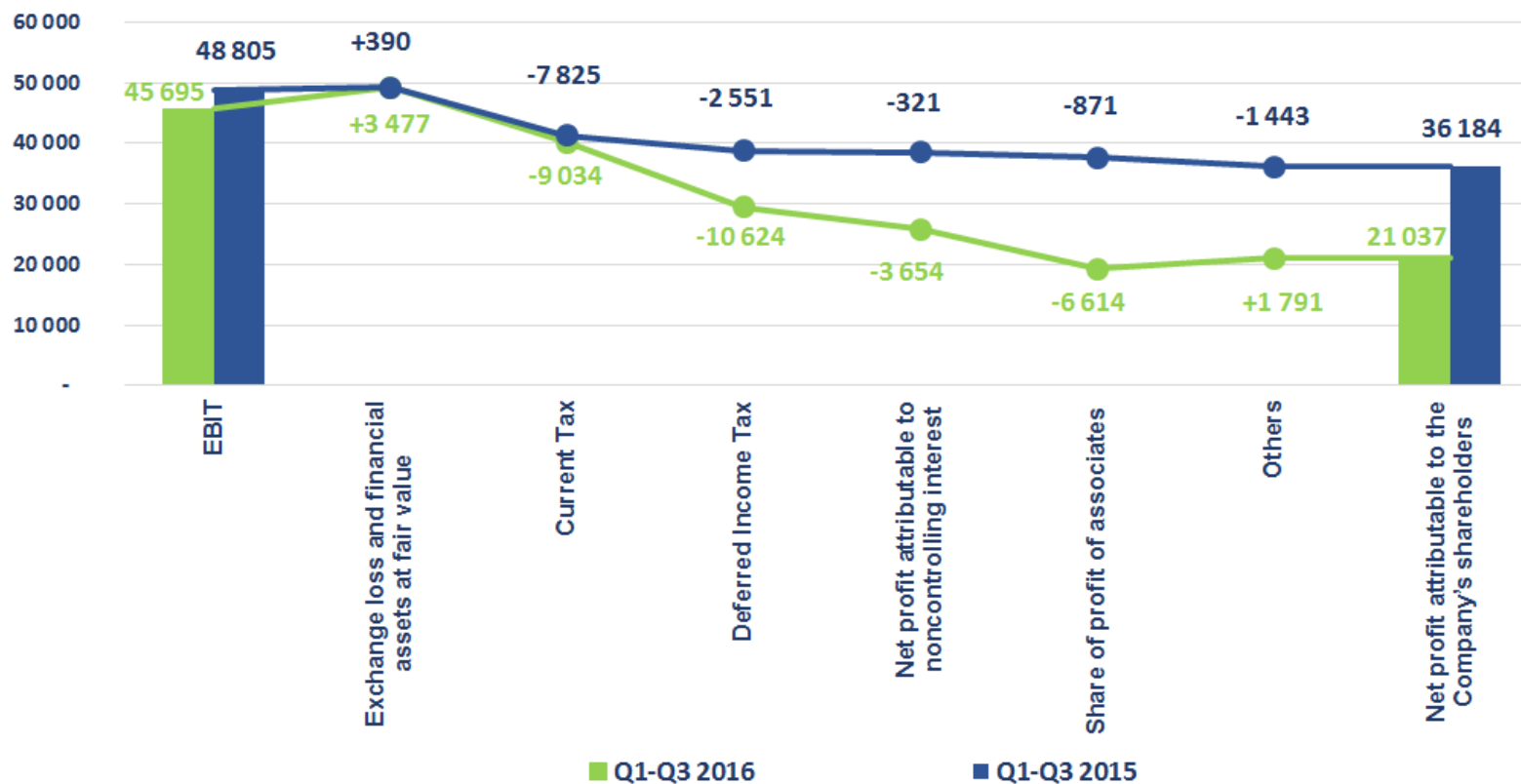
in PLN thou.

Net Profit Q1-Q3 2016

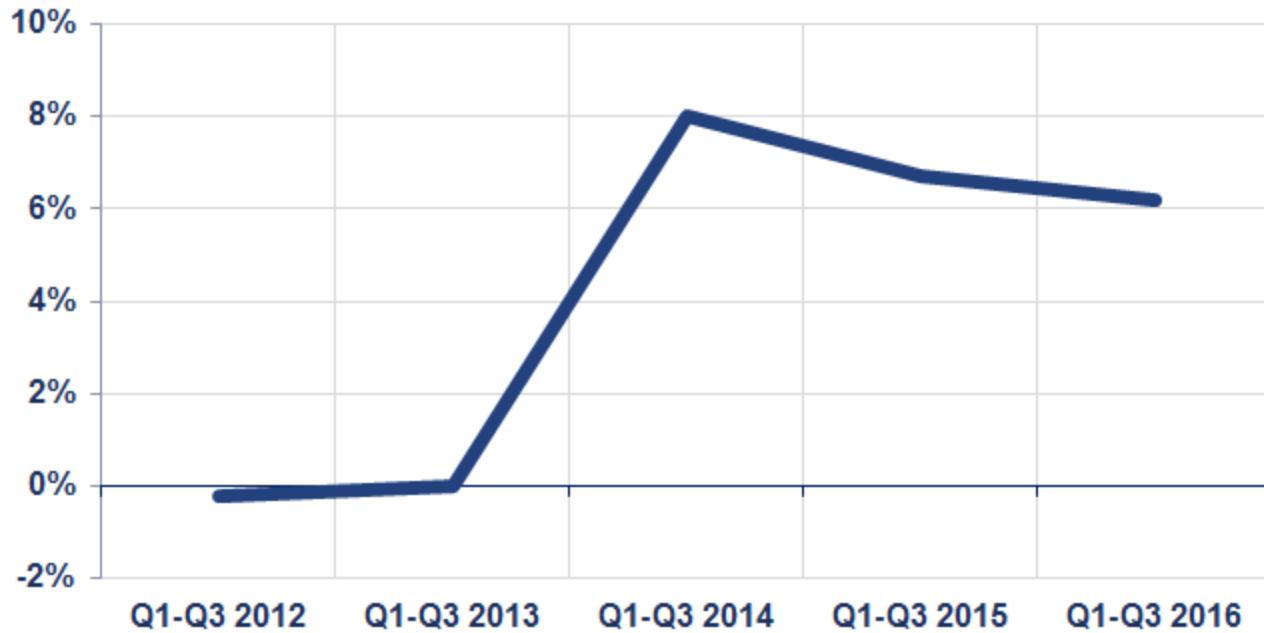


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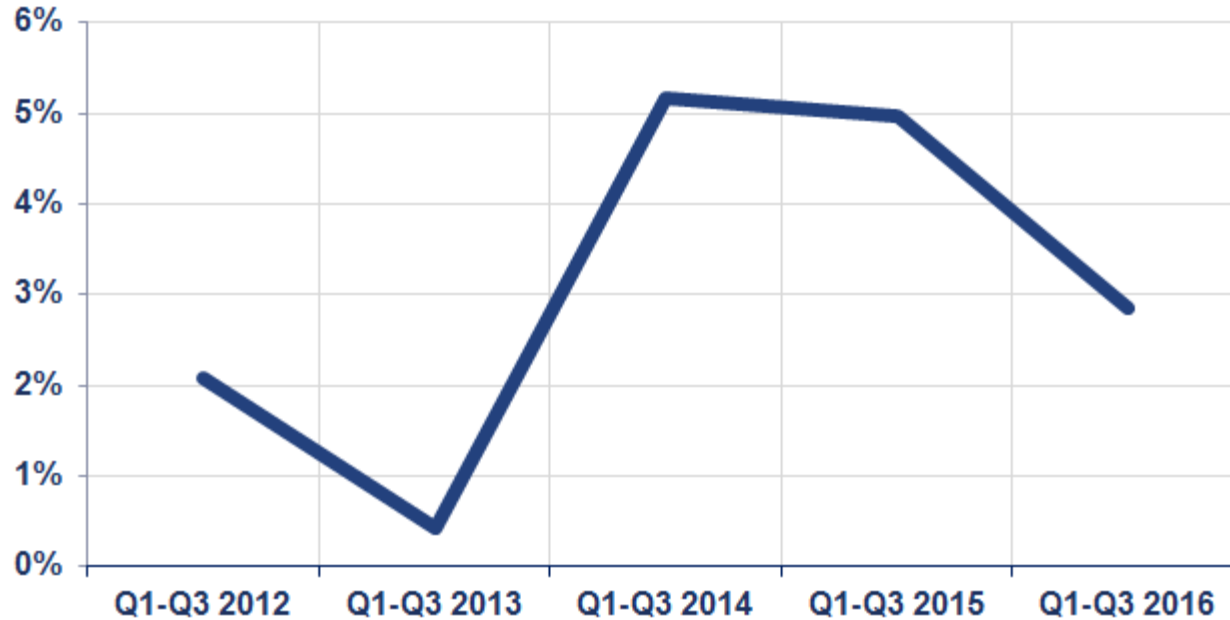
EBIT vs. Net Profit of the Comarch Group in Q1-Q3 2016



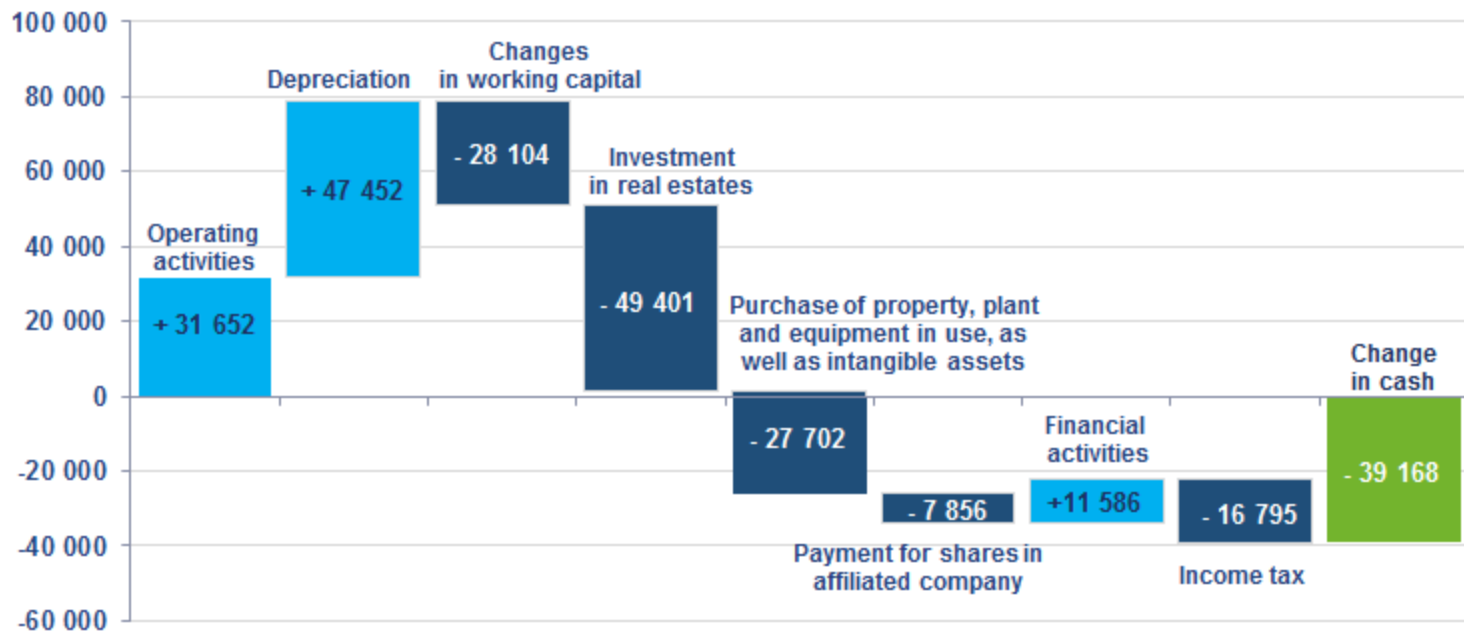
EBIT Margin Q1-Q3 2016



Net Margin Q1-Q3 2016



Cash Flow Q1-Q3 2016

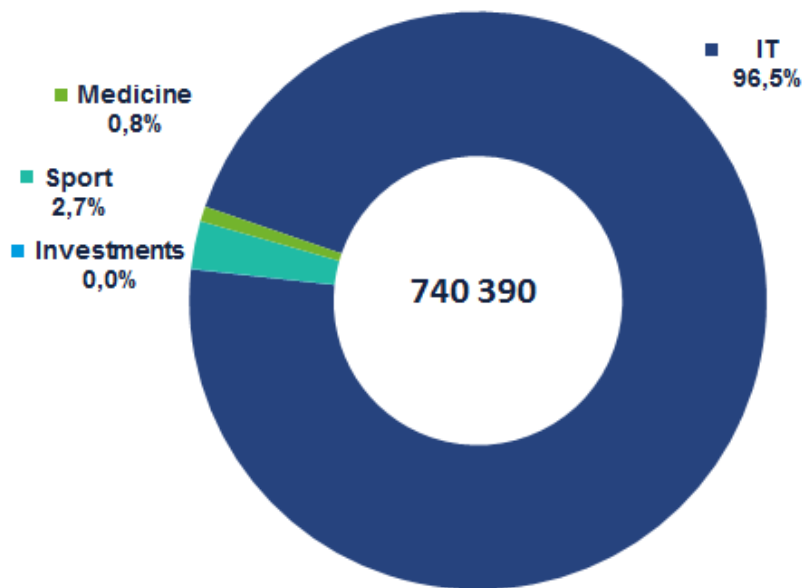


Agenda

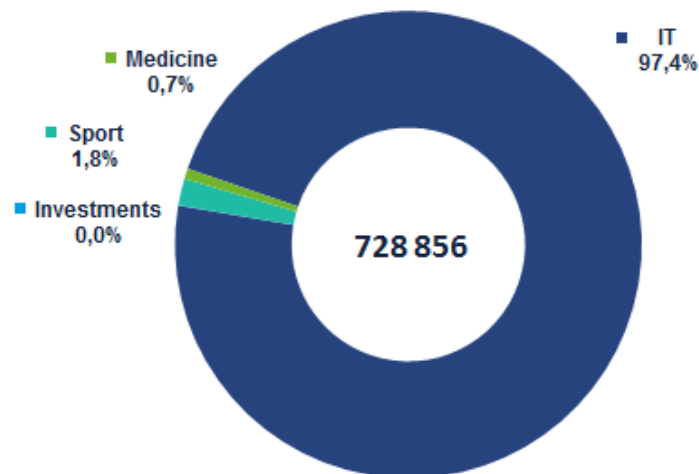
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Market Sales Structure Q1-Q3 2016

Q1-Q3 2016

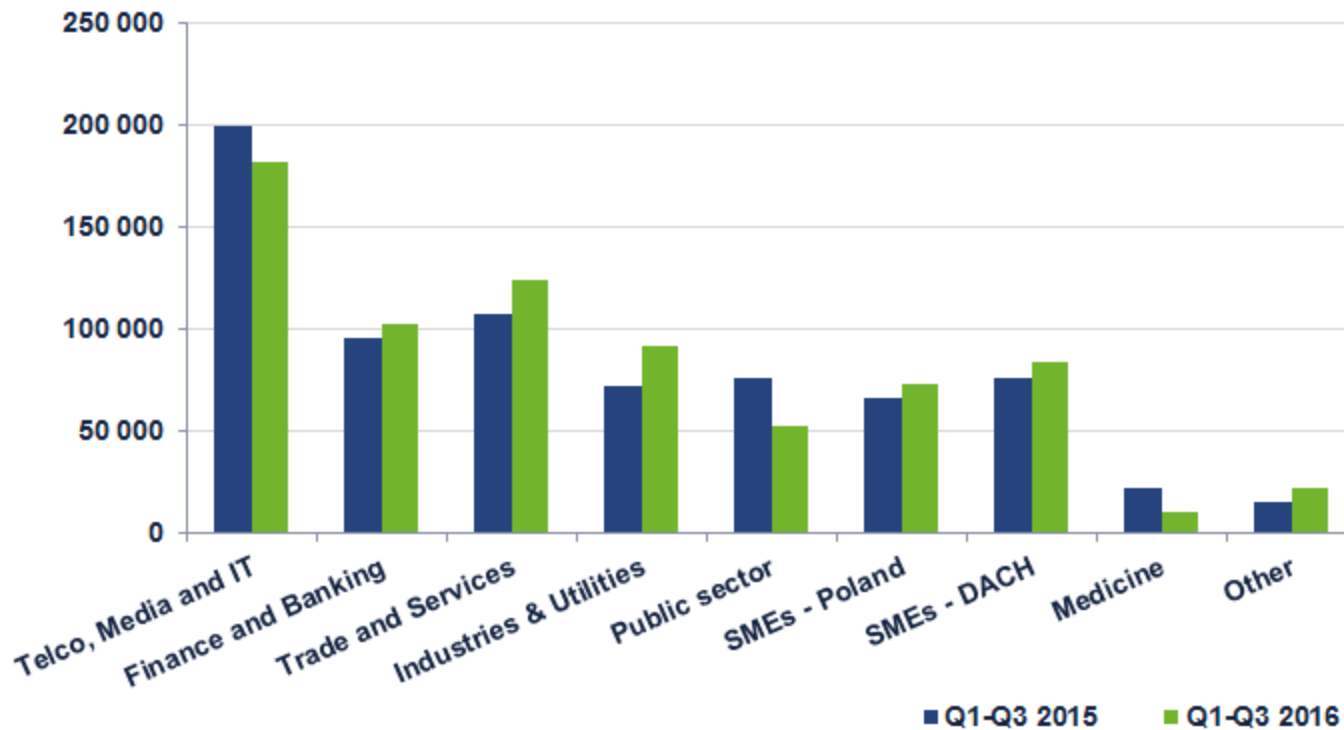


Q1-Q3 2015

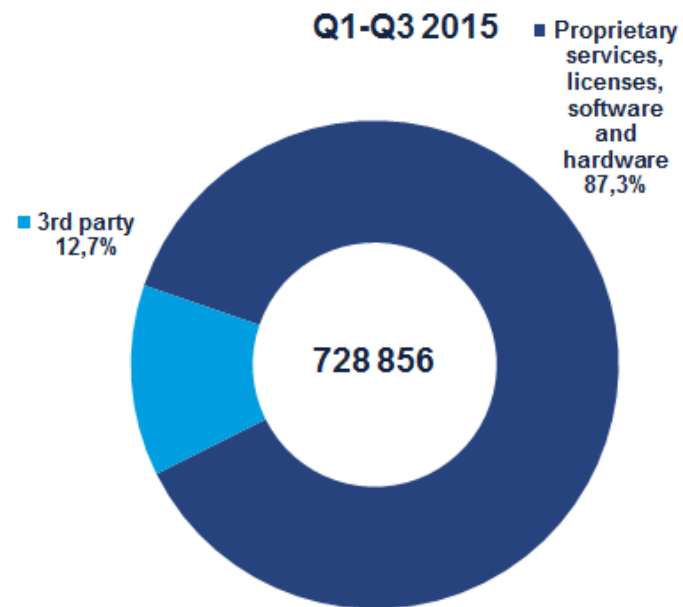
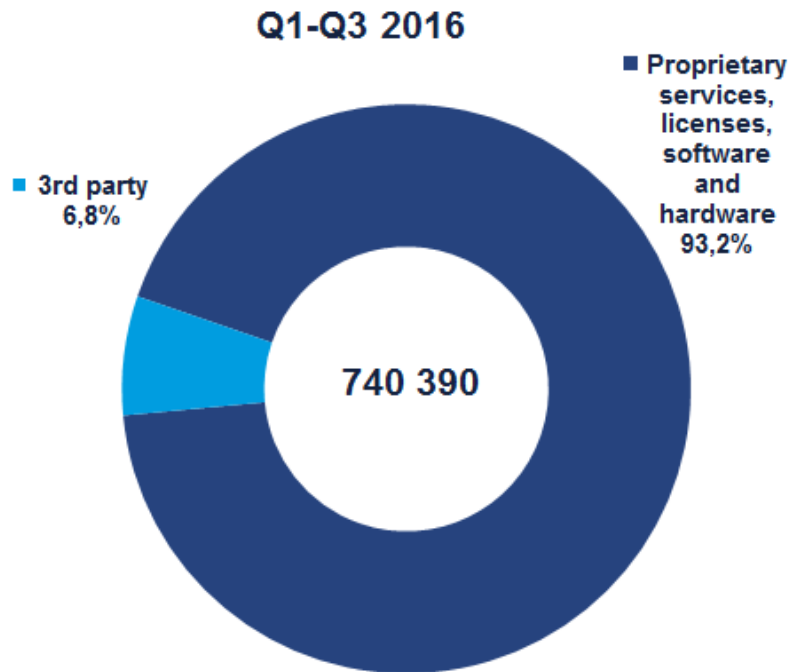


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Market Sales Structure Q1-Q3 2016

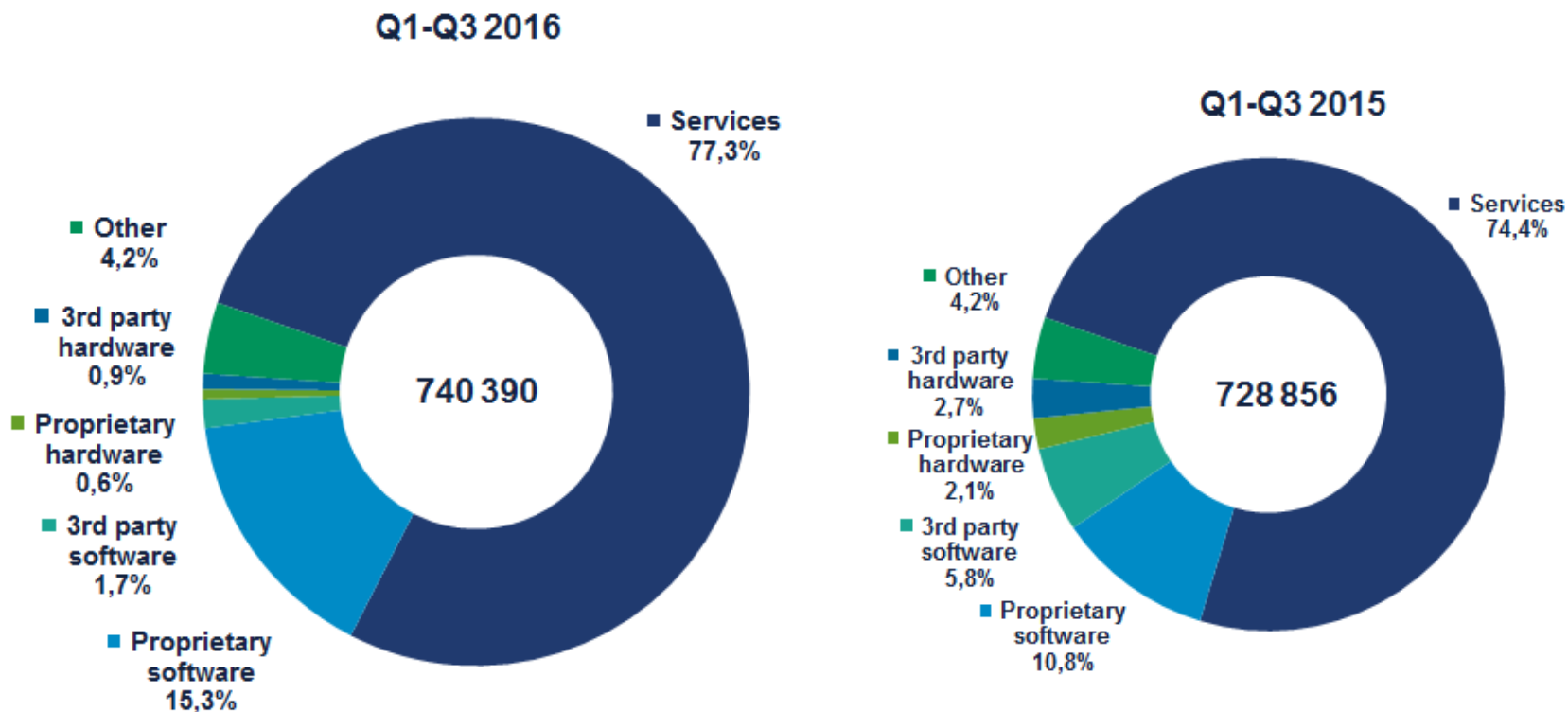


Products Sales Structure Q1-Q3 2016



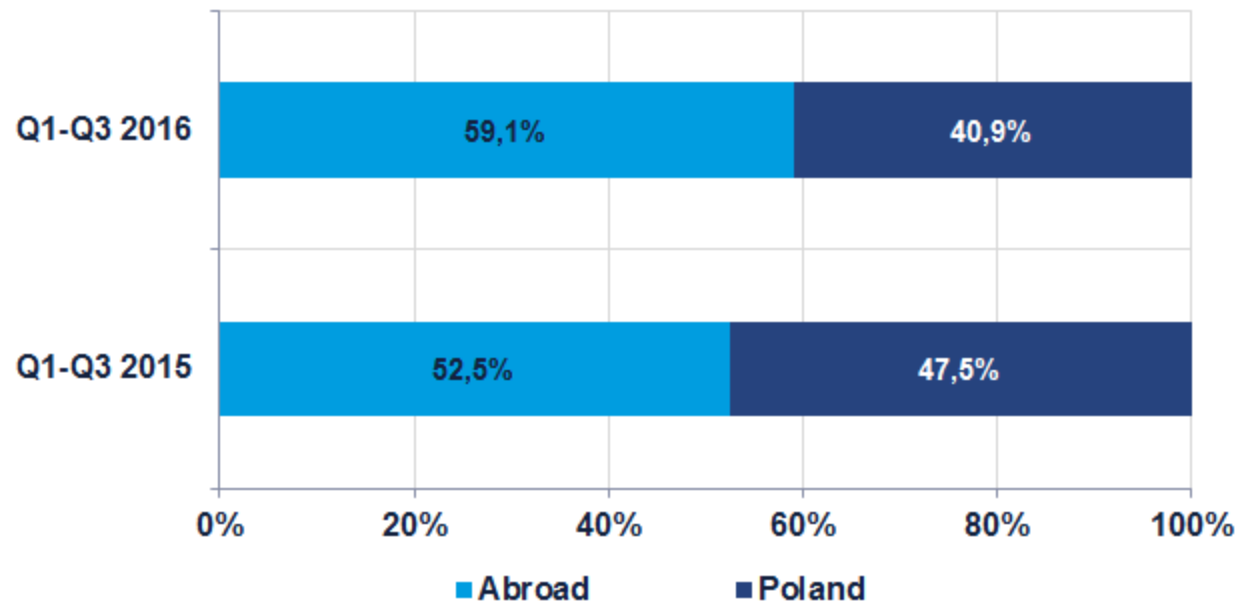
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Products Sales Structure Q1-Q3 2016



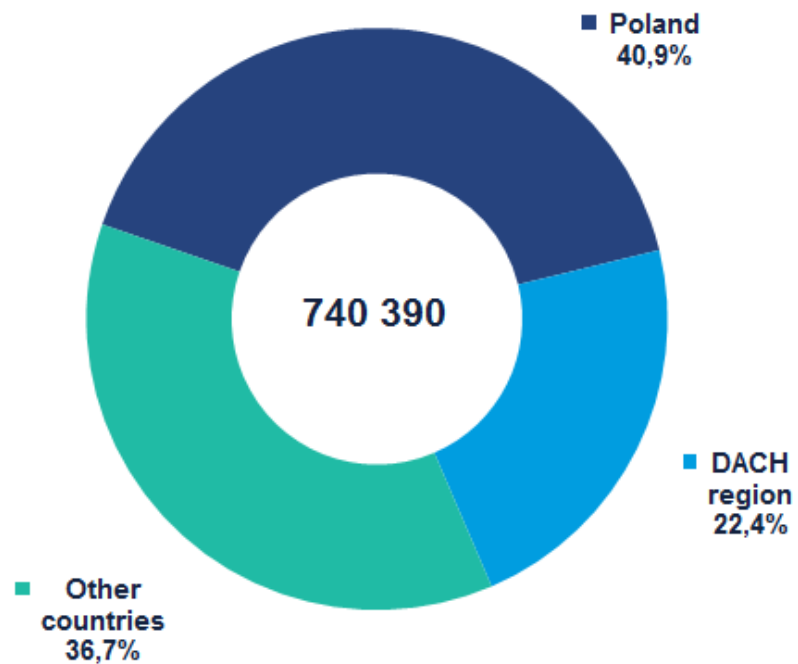
in PLN thou.

Geographical Sales Structure Q1-Q3 2016

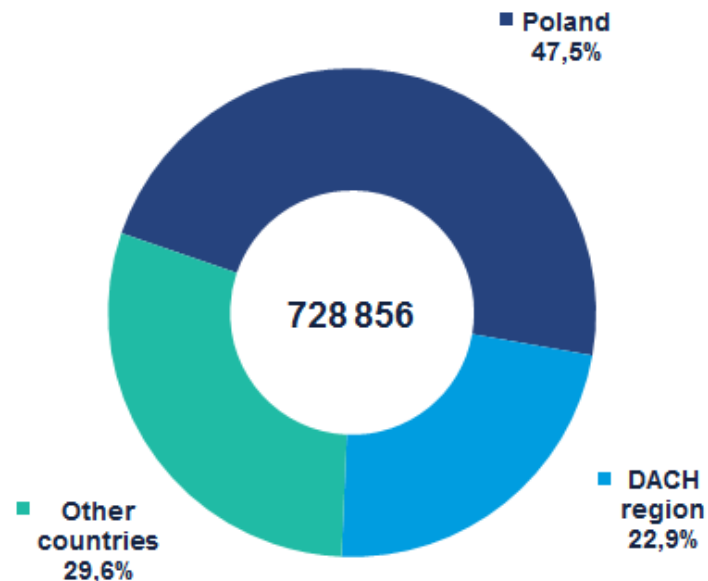


Geographical Sales Structure Q1-Q3 2016

Q1-Q3 2016



Q1-Q3 2015



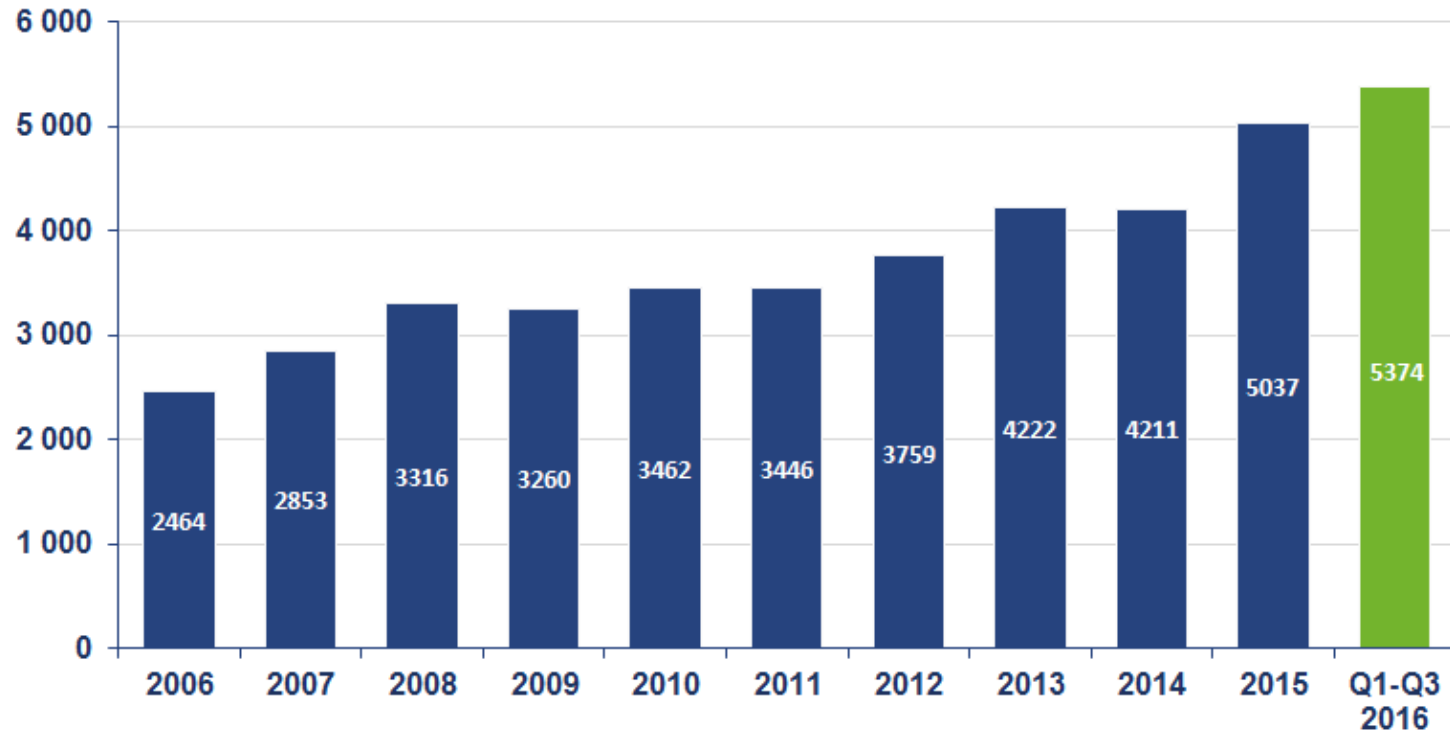
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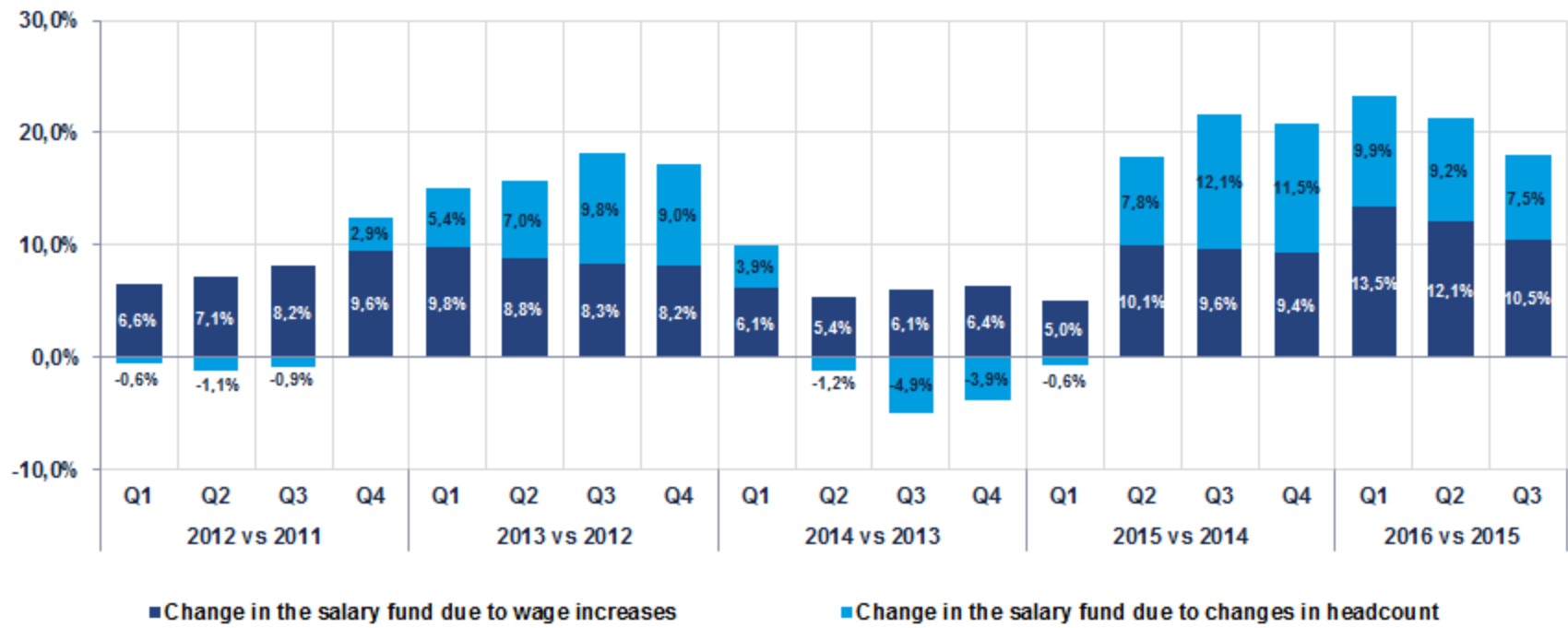
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Employment in Comarch Group

(excluding employees in MKS Cracovia SSA)



Change in Salary Fund in Comarch Group



Employment

- The number of employees in Q1-Q3 increased by 337 persons, mainly as a result of the completion of summer student internship program
- In Q4 we plan to stabilise the employment at the current level
- The basic payroll fund in the reporting period was higher by 19% than in the first three quarters of 2015

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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

- Investment in an office building in Lodz, completion in Q4 2016 – acceptance works are in progress
- The adaptation of the IoT production hall in studio S1 SSE6 was completed in November, fitting-out of the IoT production hall is in progress
- 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 110 million

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Summary of Q1-Q3 2016

- An increase in sales on foreign markets by 14.4% and a decrease in the domestic market by 12.5%
- A significant slowdown in the Public sector (-30.7%) and in the sector of Medicine (-52.8%). A high increase in revenue in the Industry & Utilities sector as well as in the Trade and Services sector, 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 Q1-Q3 2015
- Employment level increased by 6.7% compared to 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

