



Financial results Q1-Q4 2016

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

3rd of March, 2017, Warsaw

Agenda

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

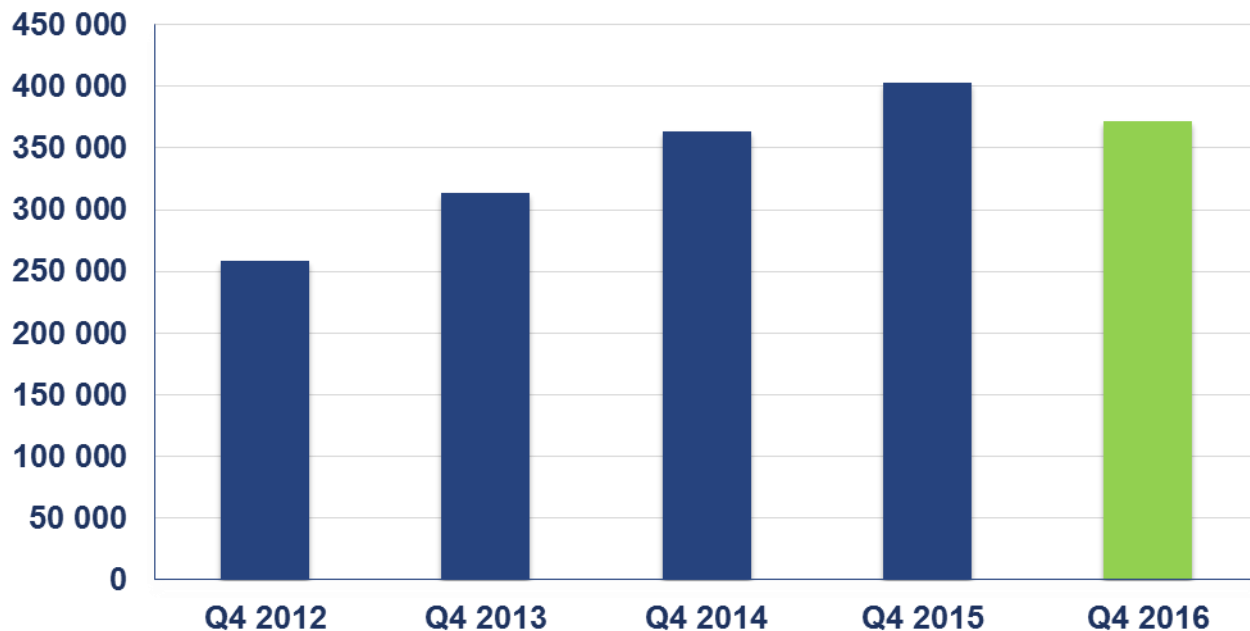
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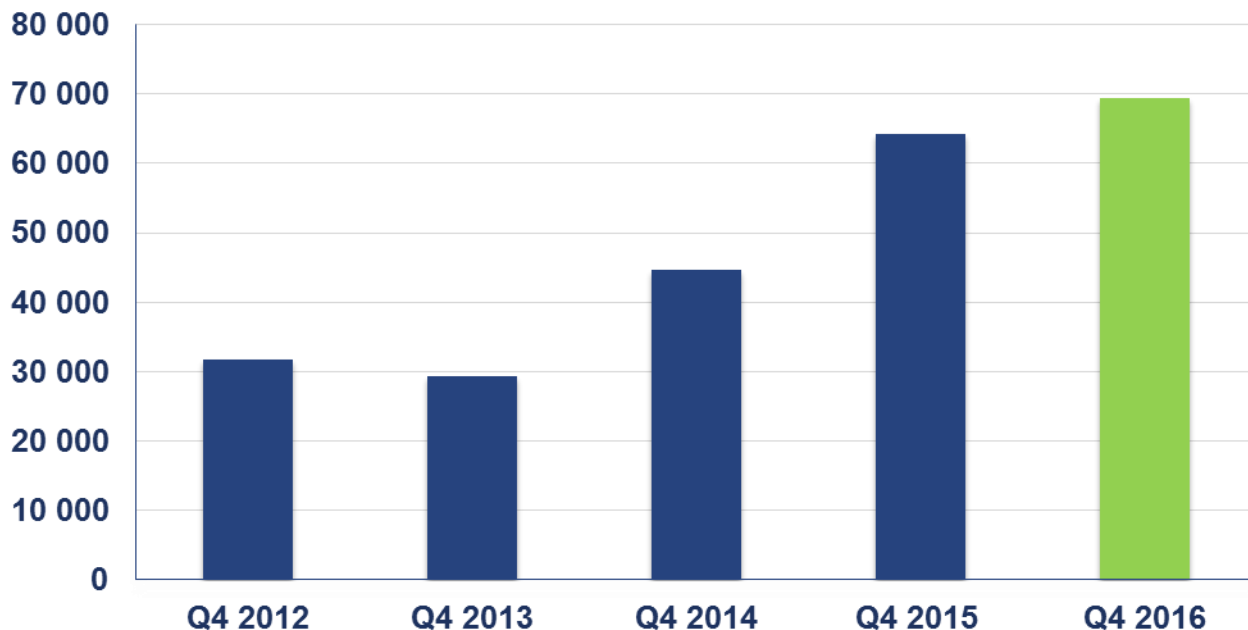
Consolidated Financial Results Q4 2016

Comarch Group	Q4 2016	Q4 2015
Revenue	372 102	402 724
Operating profit	69 391	64 223
Net profit attributable to the Company's shareholders	51 275	43 467

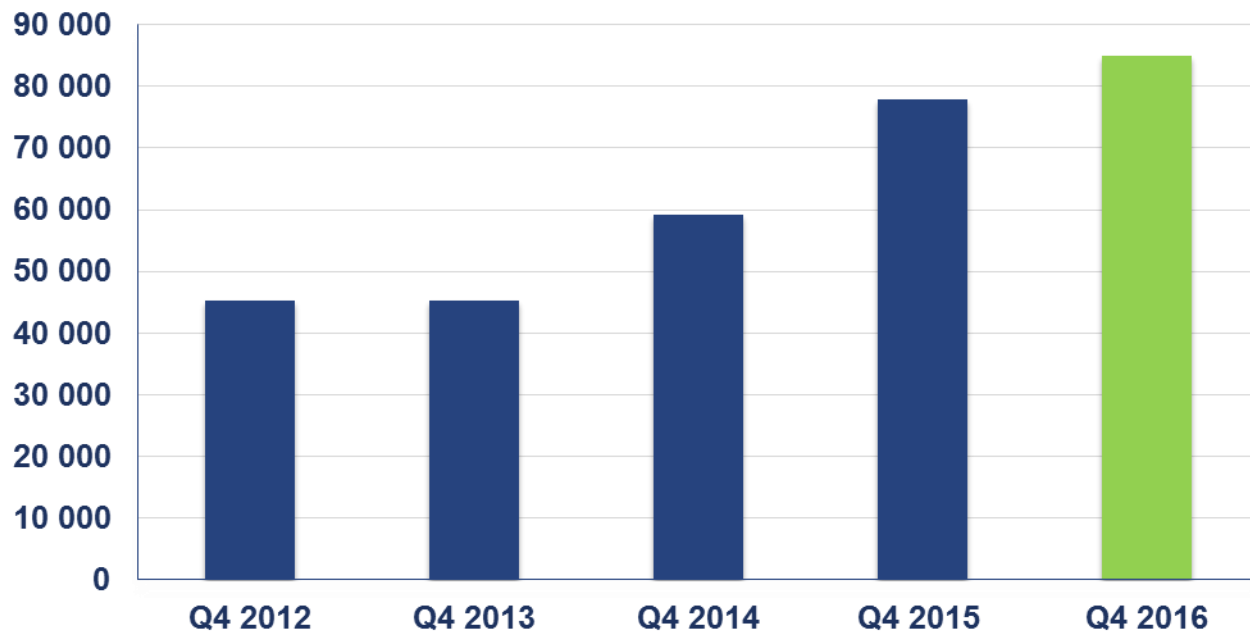
Sales Revenue Q4 2016 (Comarch Group)



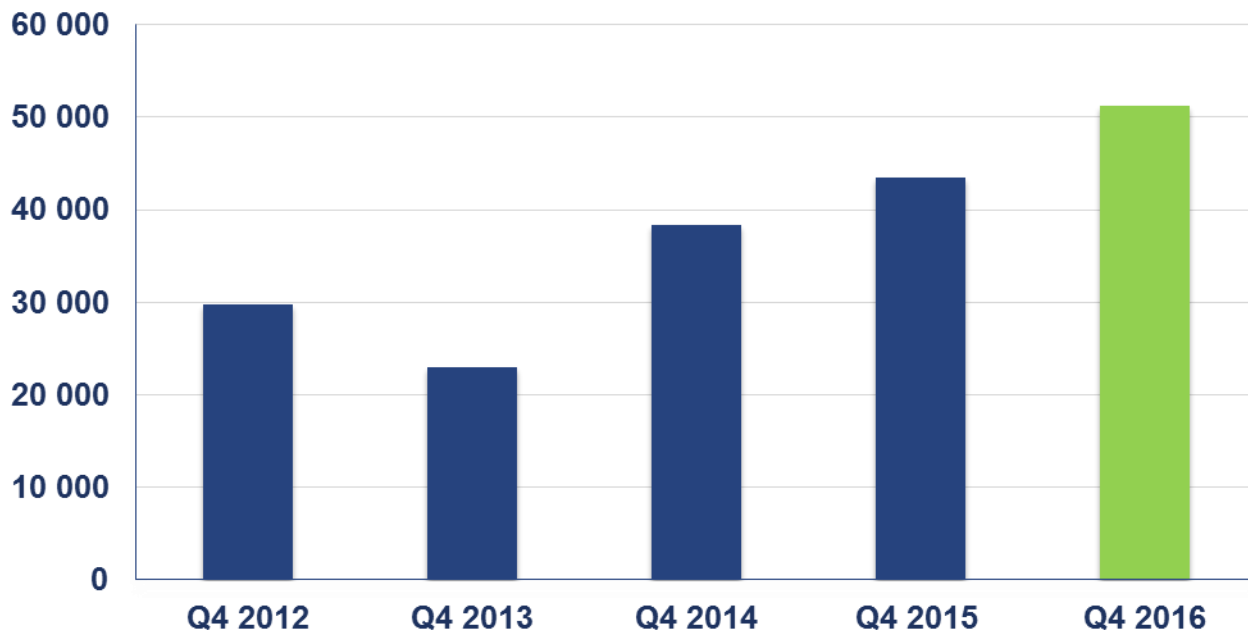
Operating Profit Q4 2016 (Comarch Group)



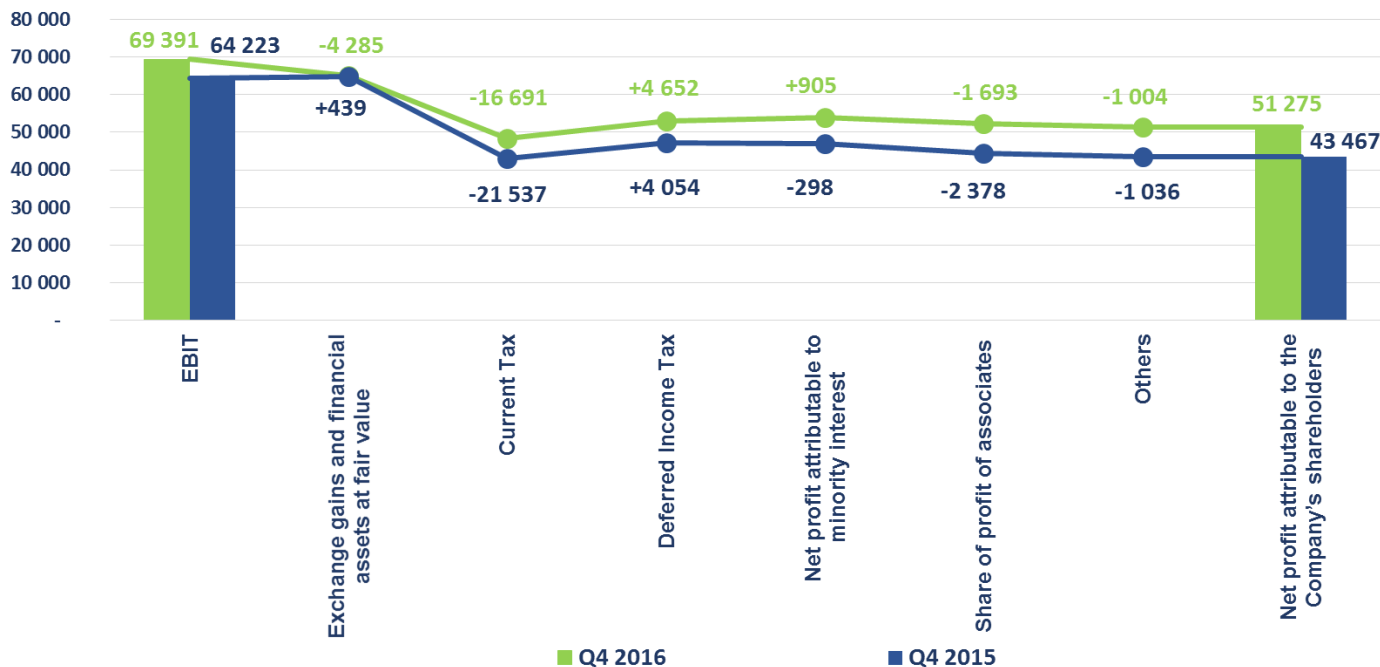
EBITDA Q4 2016 (Comarch Group)



Net profit Q4 2016 (Comarch Group)



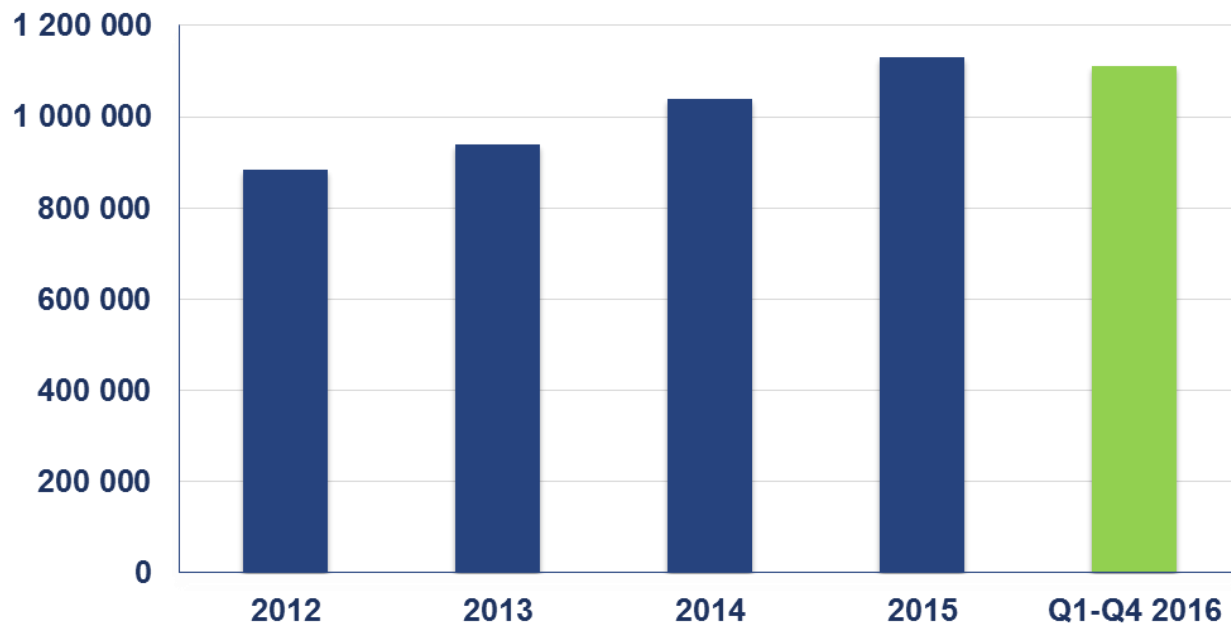
EBIT vs. Net Profit Q4 2016 (Comarch Group)



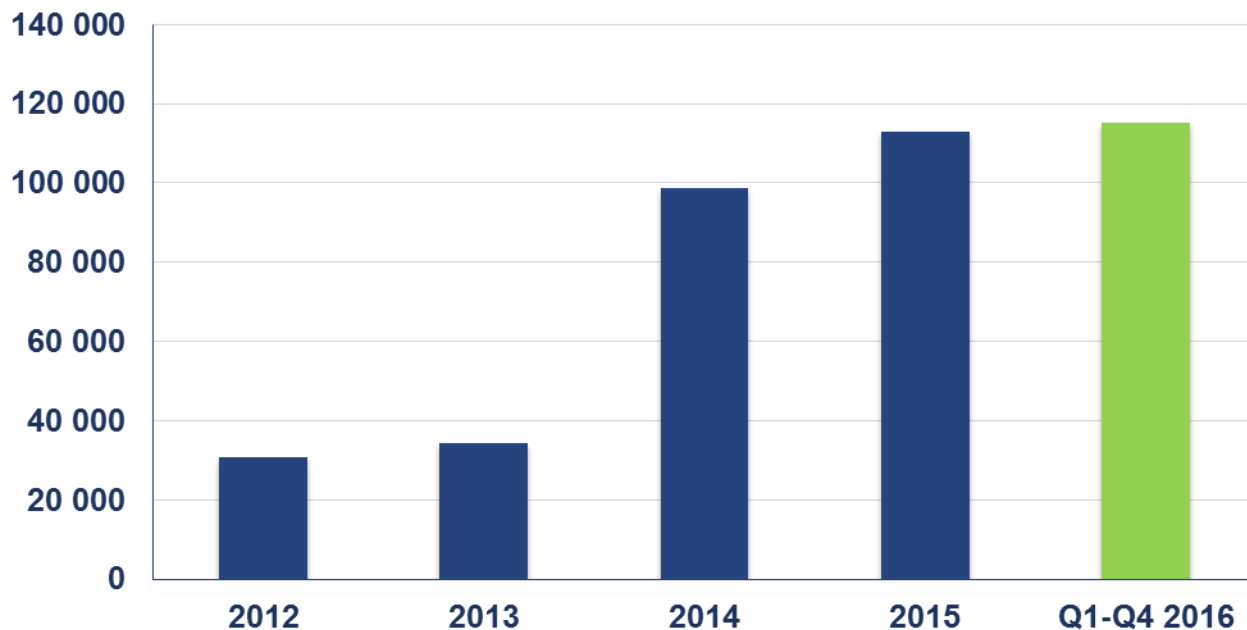
Consolidated Financial Results Q1-Q4 2016

Comarch Group	Q1-Q4 2016	2015
Revenue	1 112 492	1 131 580
Operating profit	115 086	113 028
Net profit attributable to the Company's shareholders	72 312	79 651

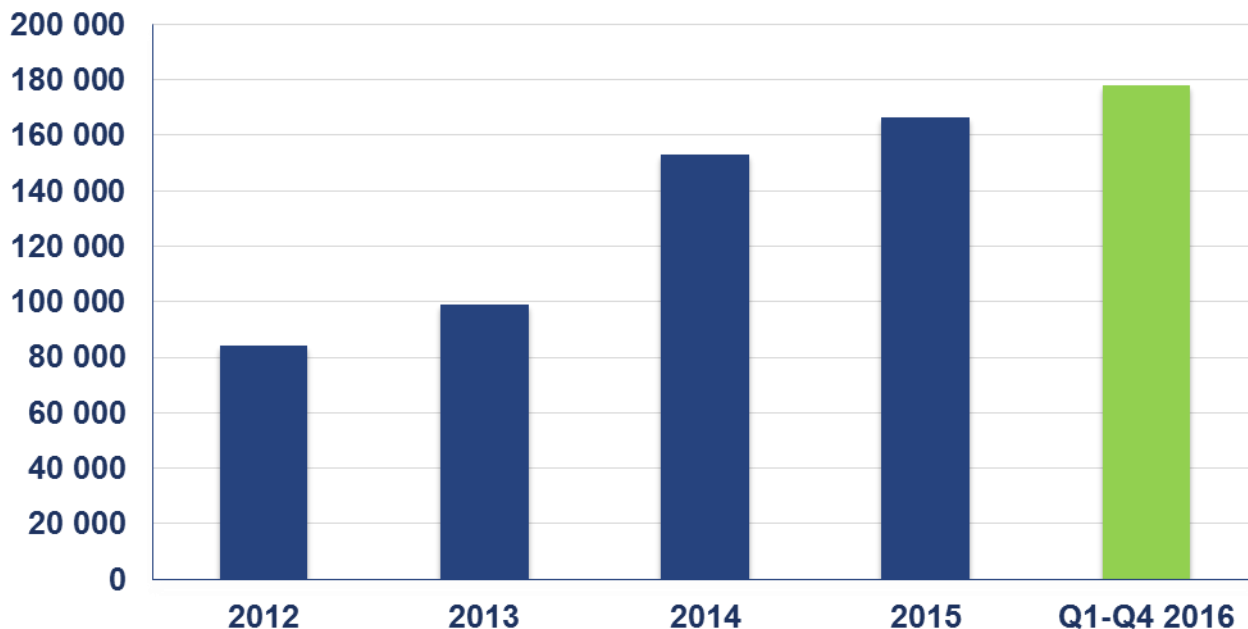
Sales Revenue Q1-Q4 2016 (Comarch Group)



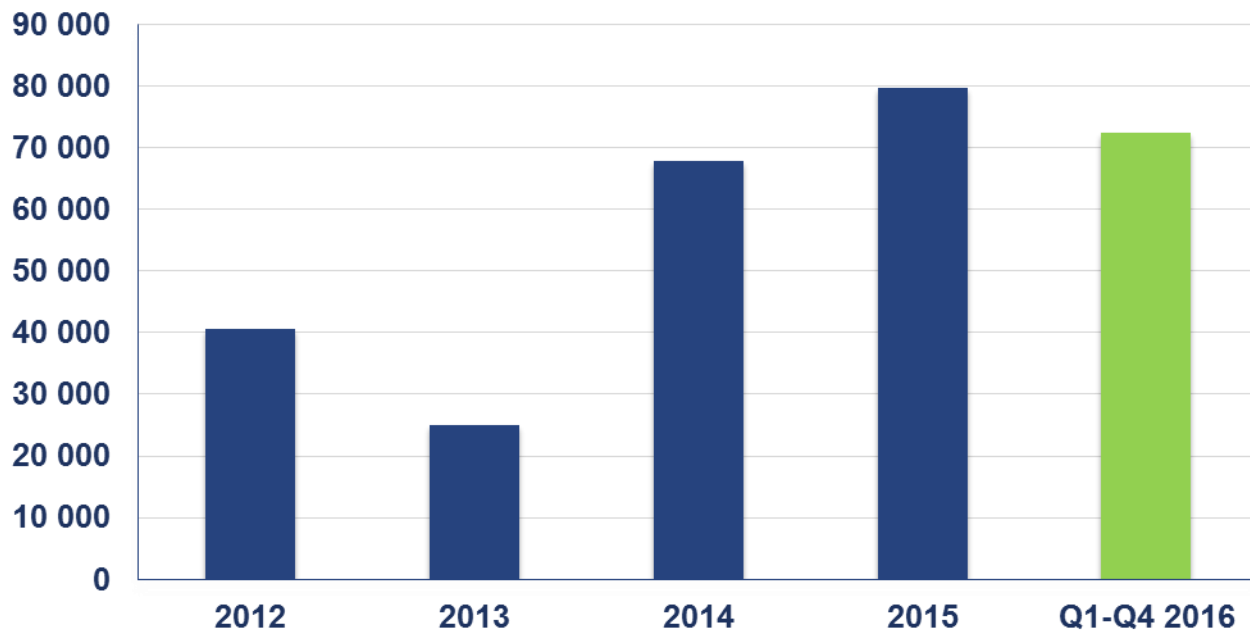
Operating Profit Q1-Q4 2016 (Comarch Group)



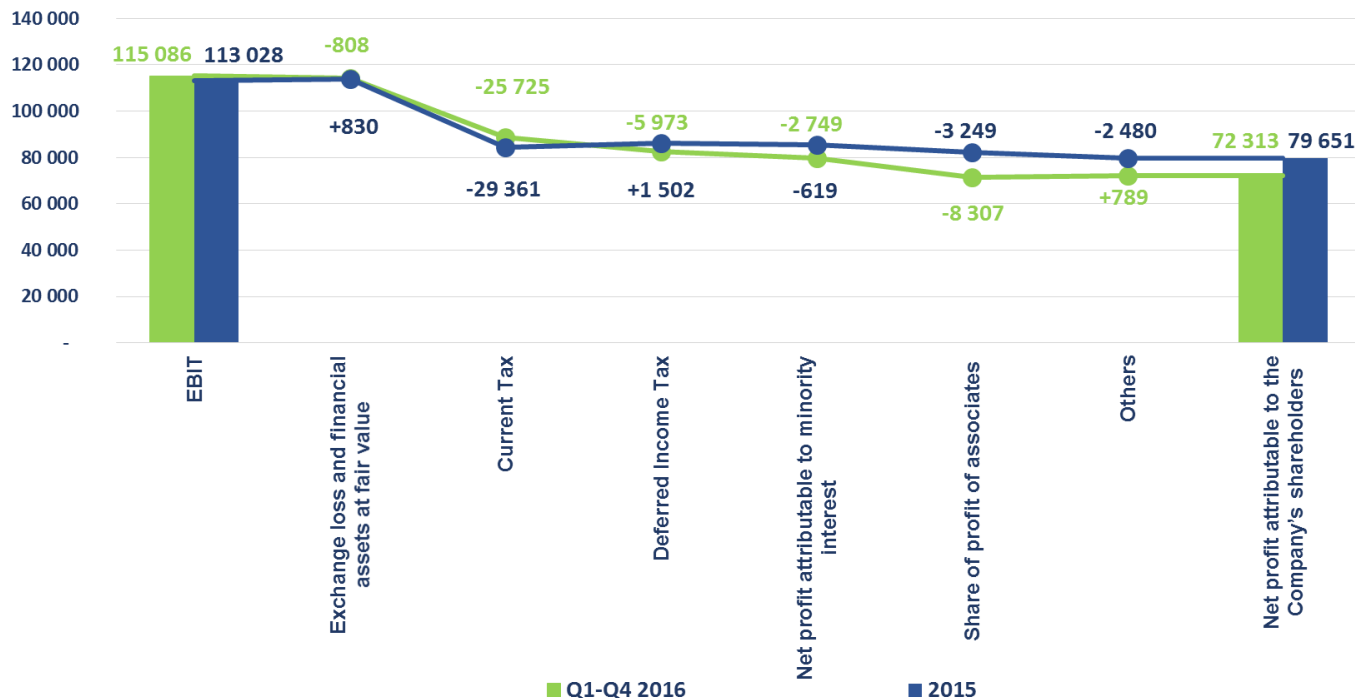
EBITDA Q1-Q4 2016 (Comarch Group)



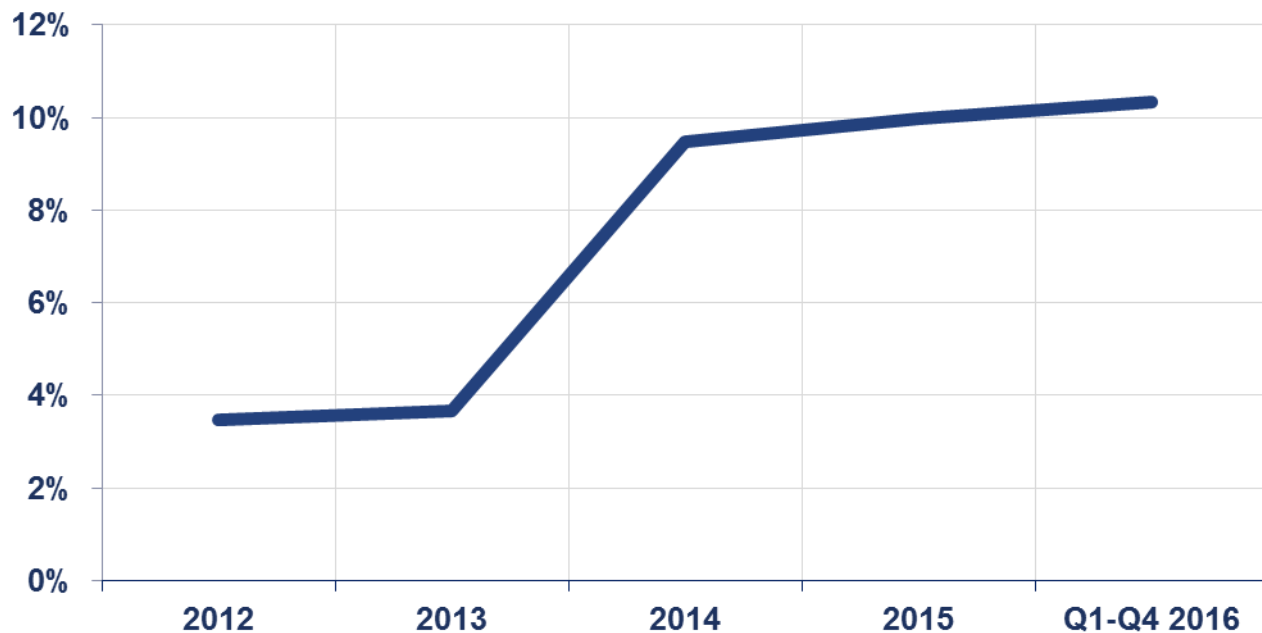
Net Profit Q1-Q4 2016 (Comarch Group)



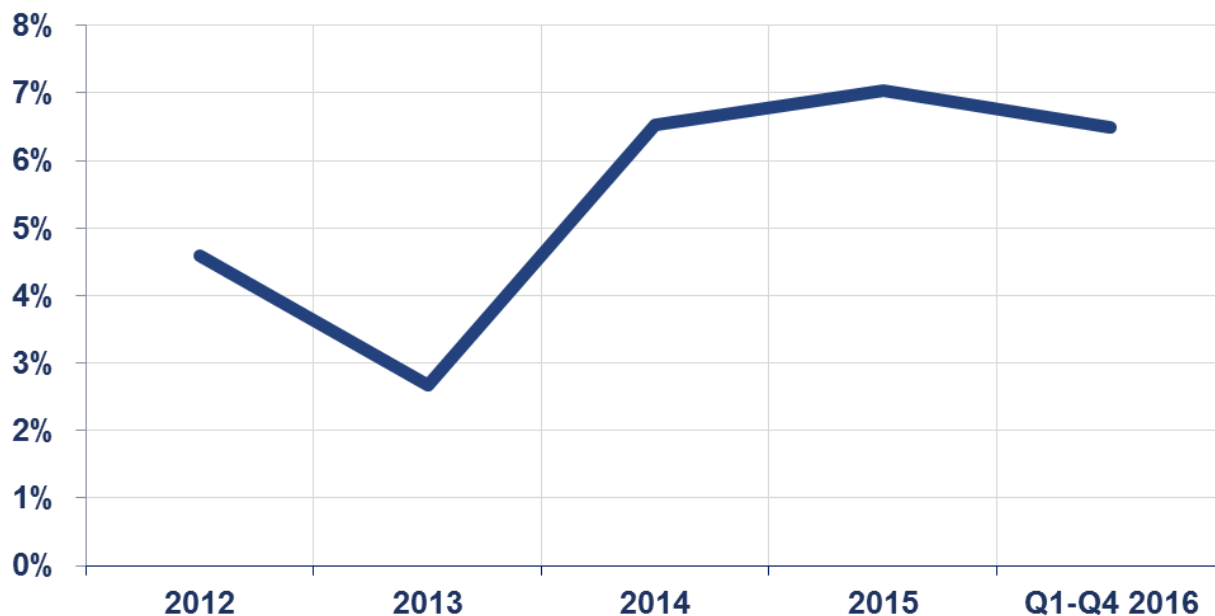
EBIT vs. Net Profit Q1-Q4 2016 (Comarch Group)



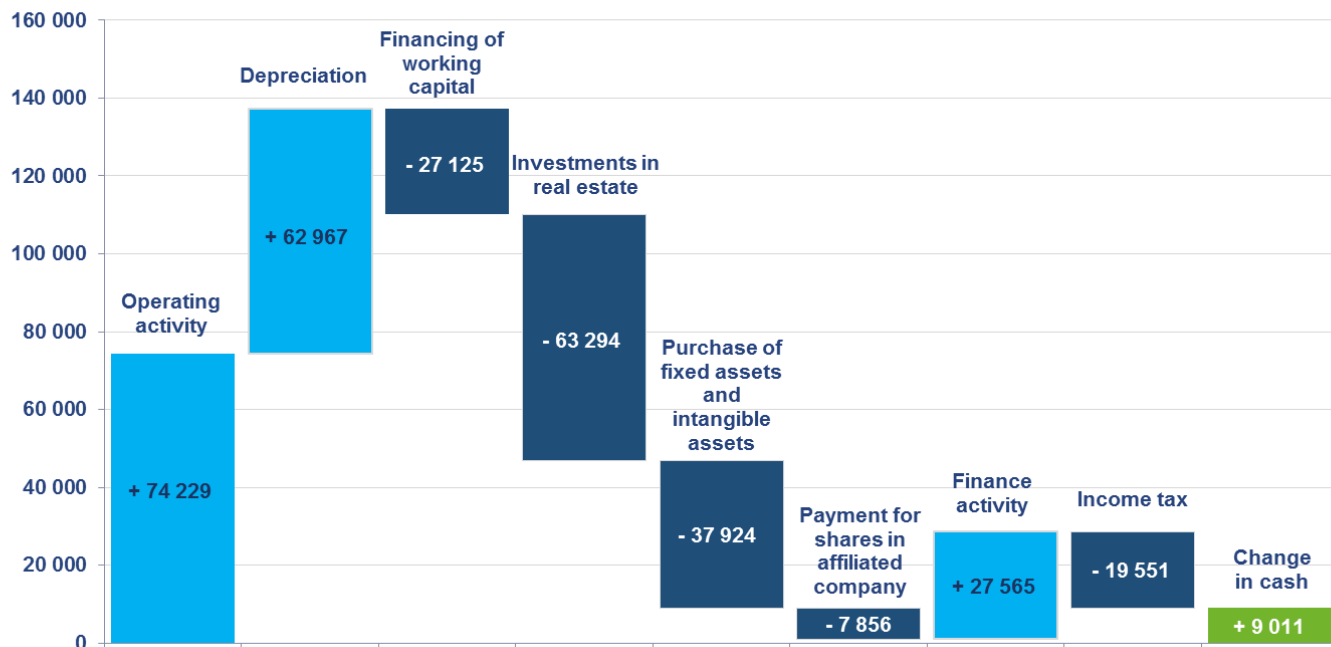
EBIT Margin Q1-Q4 2016 (Comarch Group)



Net Margin Q1-Q4 2016 (Comarch Group)



Cash Flow Q1-Q4 2016 (Comarch Group)



In PLN thou.

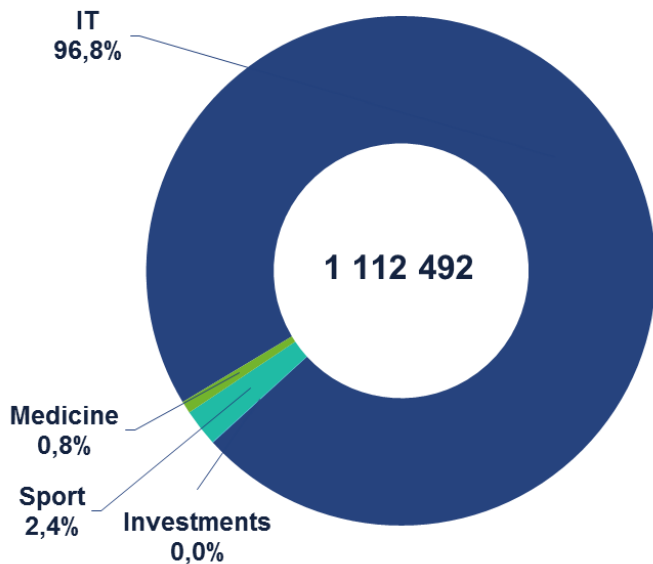
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Agenda

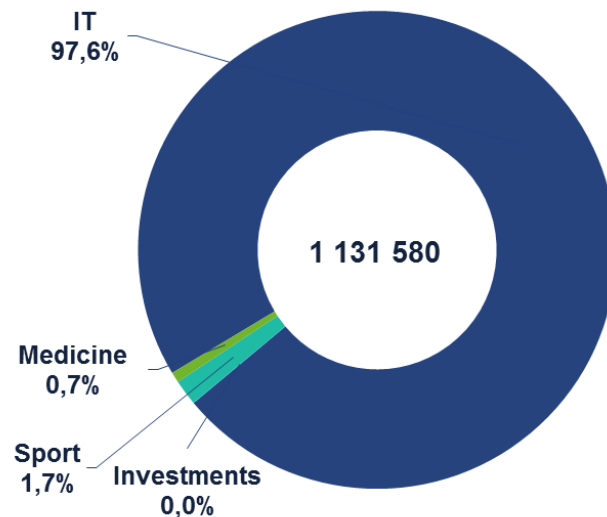
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Market Sales Structure Q1-Q4 2016

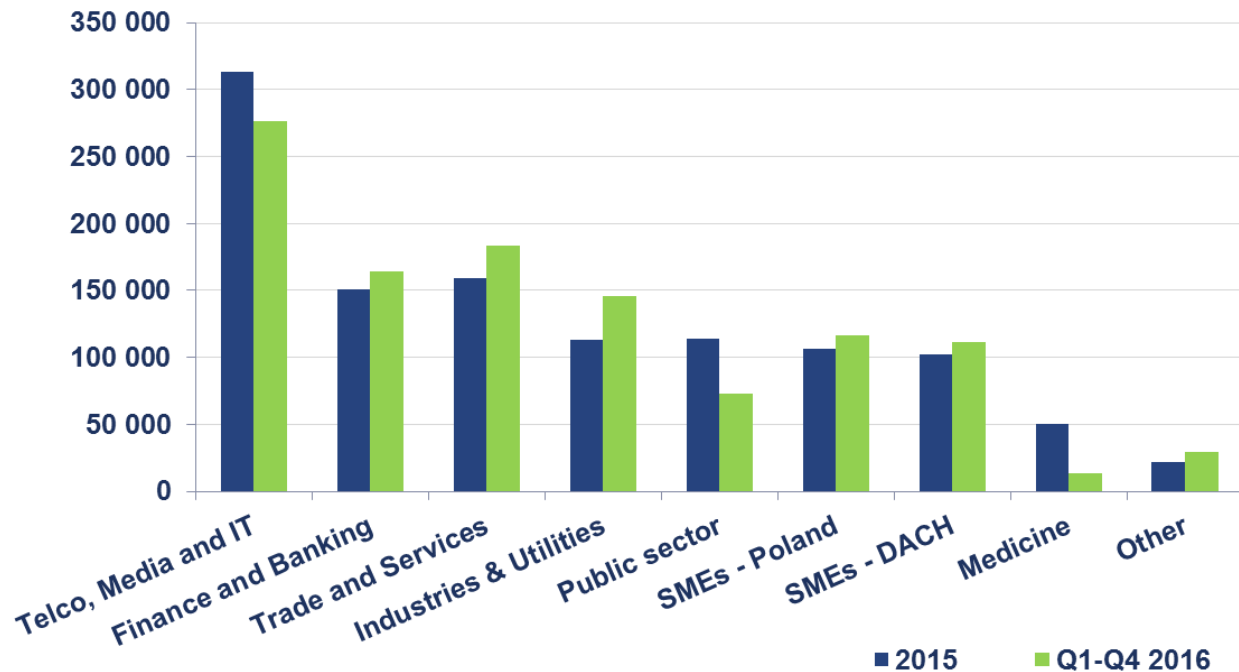
Q1-Q4 2016



2015



Market Sales Structure Q1-Q4 2016

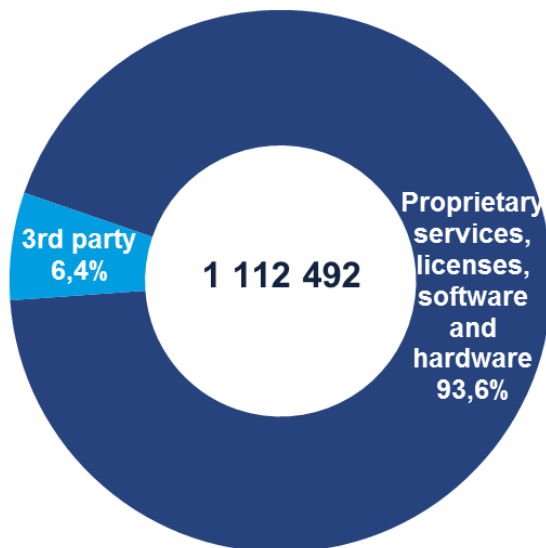


In PLN thou.

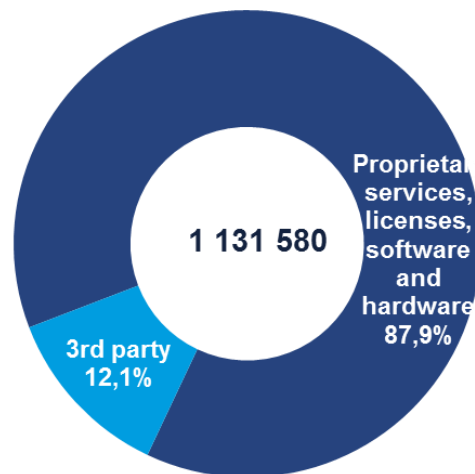
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Products Sales Structure Q1-Q4 2016

Q1-Q4 2016

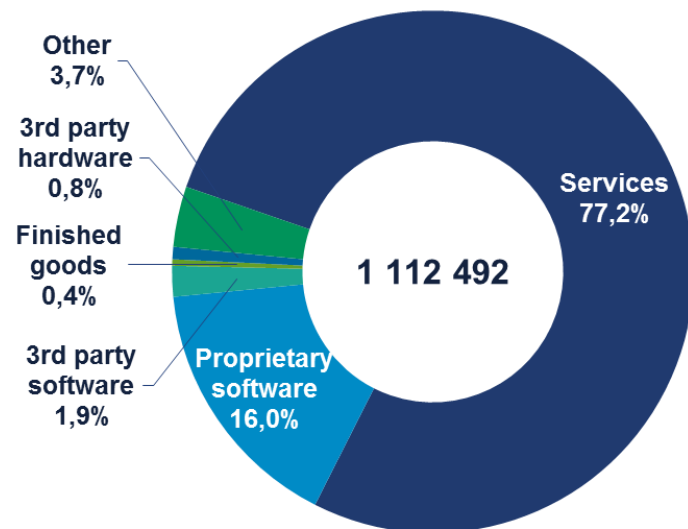


2015

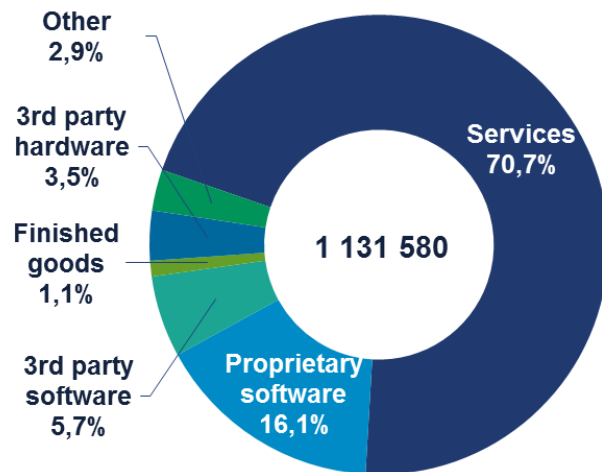


Products Sales Structure Q1-Q4 2016

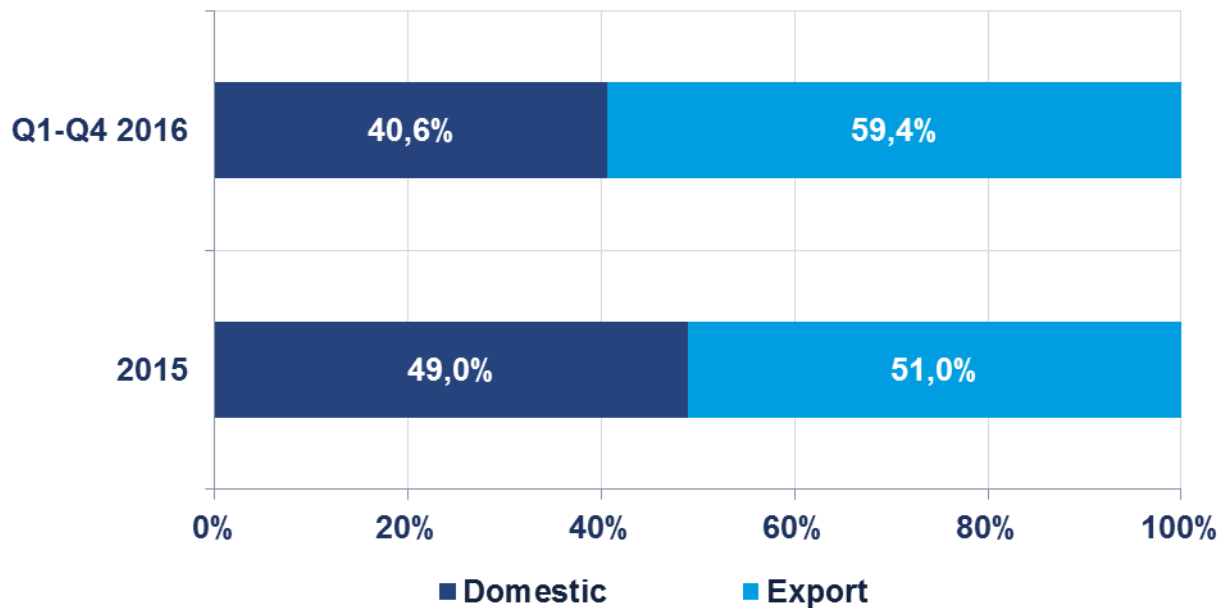
Q1-Q4 2016



2015

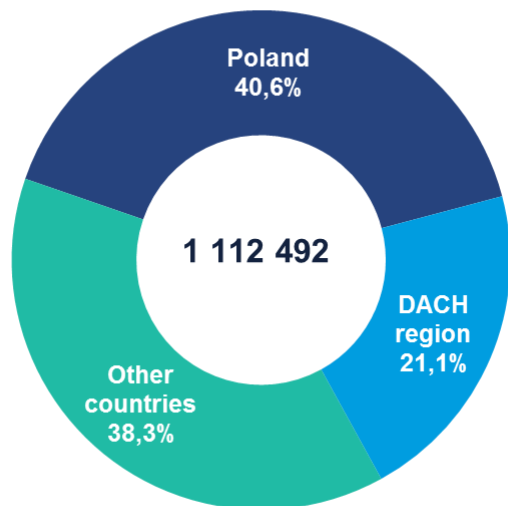


Geographical Sales Structure Q1-Q4 2016

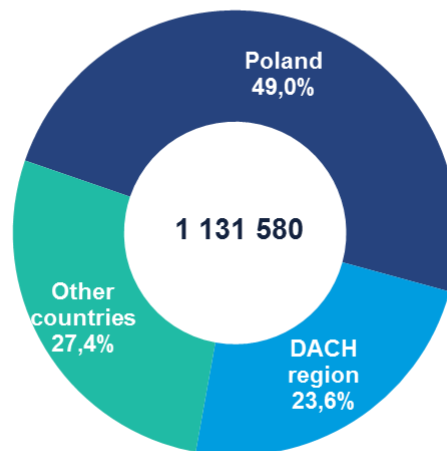


Geographical Sales Structure Q1-Q4 2016

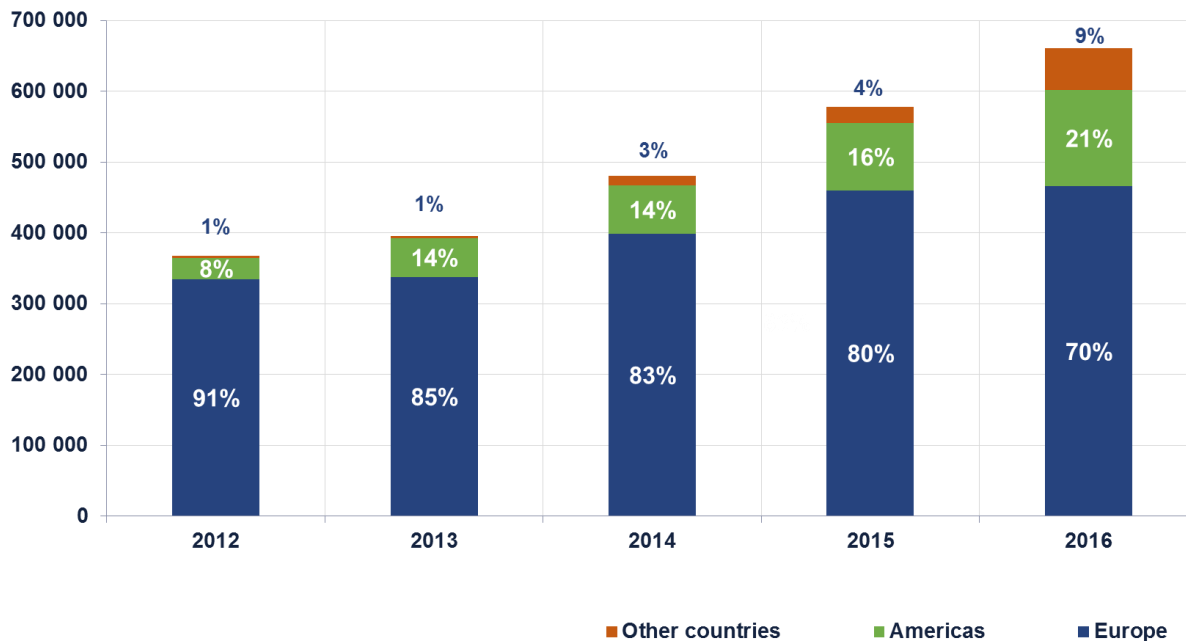
Q1-Q4 2016



2015



Development of foreign business 2012-2016

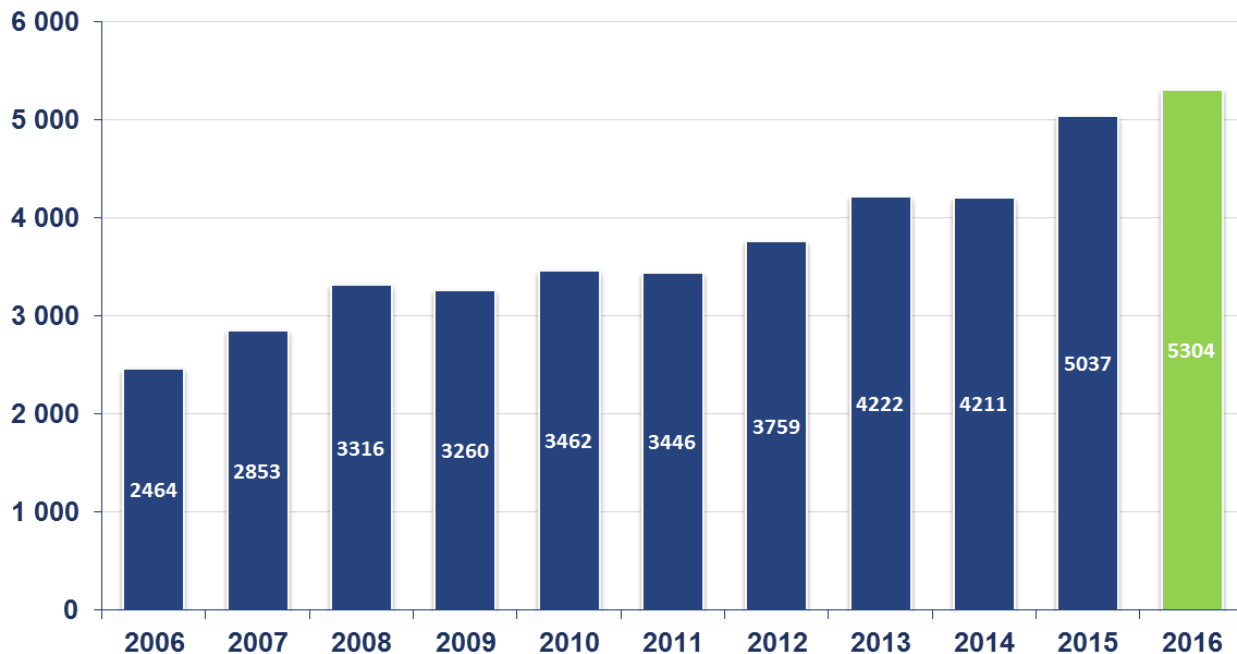


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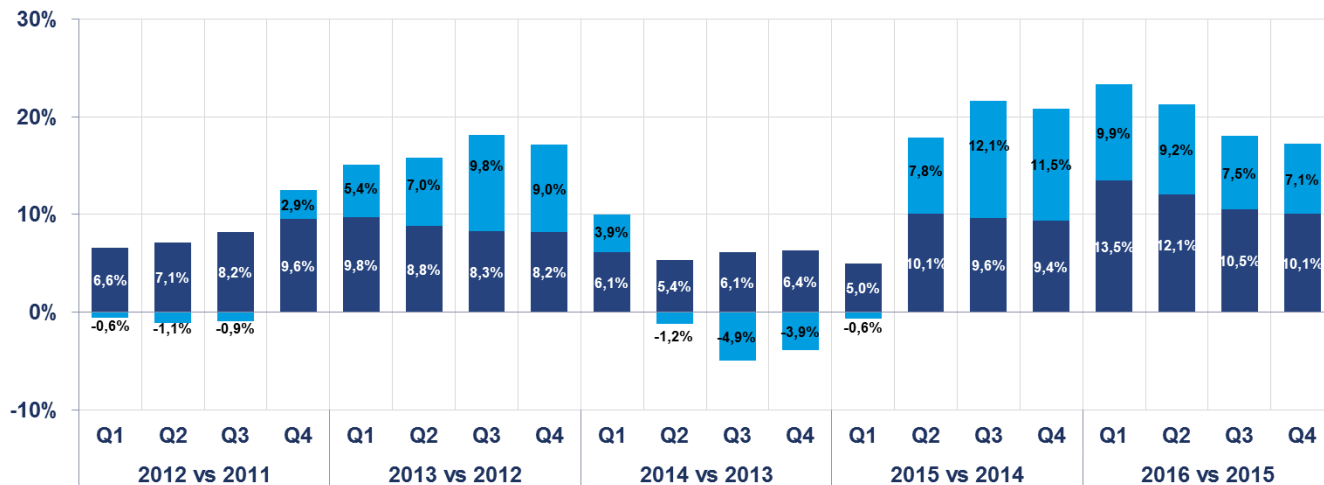
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Employment in Comarch Group

(excluding employees in MKS Cracovia SSA)



Change in Salary Fund in Comarch Group



■ Change in the salary fund due to wage increases ■ Change in the salary fund due to changes in headcount

Employment

- The number of employees in 2016 increased by 267 persons, mainly as a result of the completion of summer student internship program
- The fund of basic salaries in the reporting period was over 18% higher than in 2015
- In H1 2017 we plan to stabilize the employment rate at current level

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R&D Projects in 2016

- e-Health, among others, Telemedicine, City of Health
- Smart City & Smart Airport
- Internet of Things
- Security & Defence
- Constant development of existing products
- R&D Expenditures in 2016 > PLN 150 million

Investments in Infrastructure 2016

- Completion of construction of office building in Łódź
- Completion of adapting of IoT Lab production hall in SSE6 building and equipping it with technical devices
- Construction of CDC Lille, planned completion in Q3 2017
- Construction of office building SSE7 in Krakow, planned completion in Q4 2017
- CAPEX in 2016 > PLN 100 million

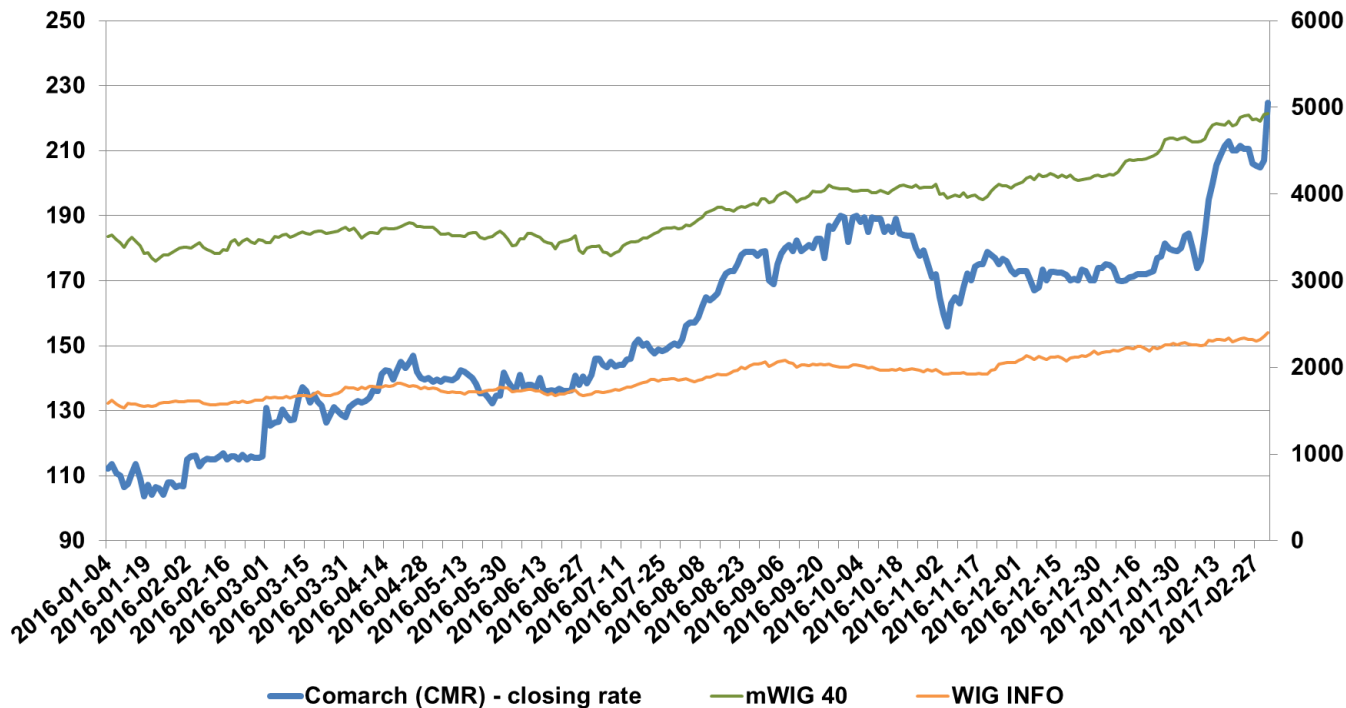
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Summary of Q1-Q4 2016

- We maintained satisfactory profitability of the core business despite the steady increase in operating costs and the difficult situation in some business areas
- The increase in sales in foreign markets by 14.4% and a decrease in the domestic market by 18.5%
- A significant slowdown in the Public sector (-36.2%) and in the sector of Medicine (-73.6%). 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 2015, increase of employment rate by 5.3% in comparison to the end of 2015
- Further expansion into new markets (LATAM, Asia, Europe)
- A significant investment efforts related to the development of new IT products and infrastructure

Comarch Stock Price on WSE (1.01.2016 - 2.03.2017)



Thank you for attention!

