



Financial Results Q3 and Q1-Q3 2019

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

18th of November, 2019, Krakow

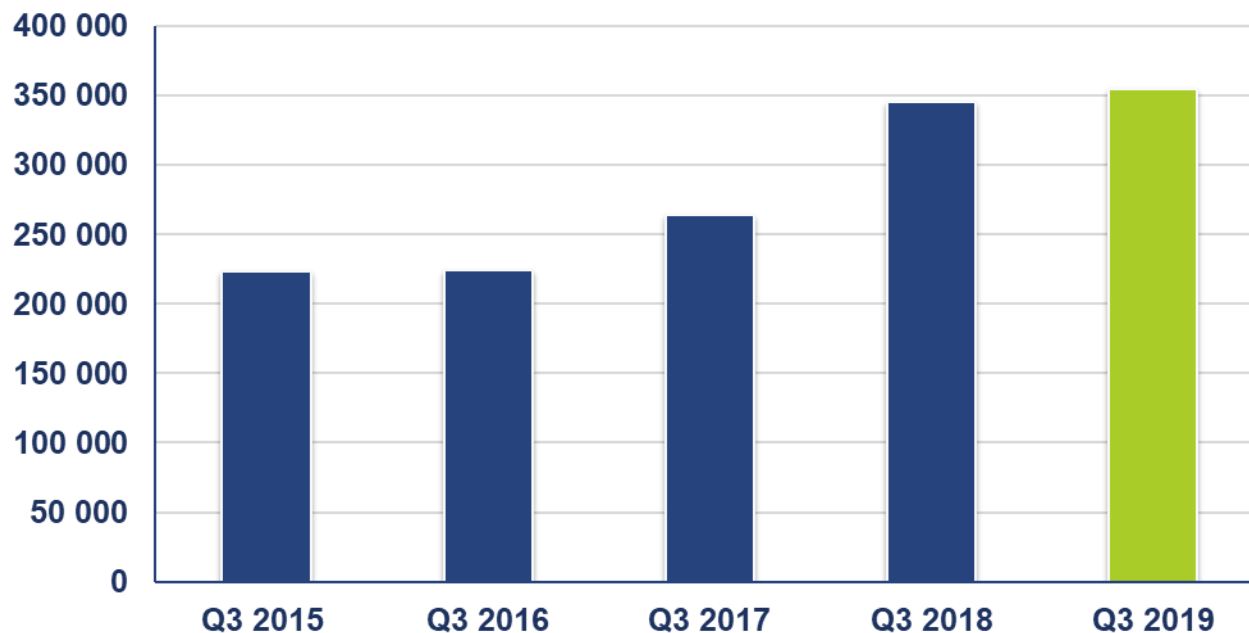
Agenda

- **Financial Results Q1-Q3 2019**
- **Cash Flow**
- **Human Resources**
- **Investments**
- **Summary**

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- **Financial Results Q1-Q3 2019**
- Cash Flow
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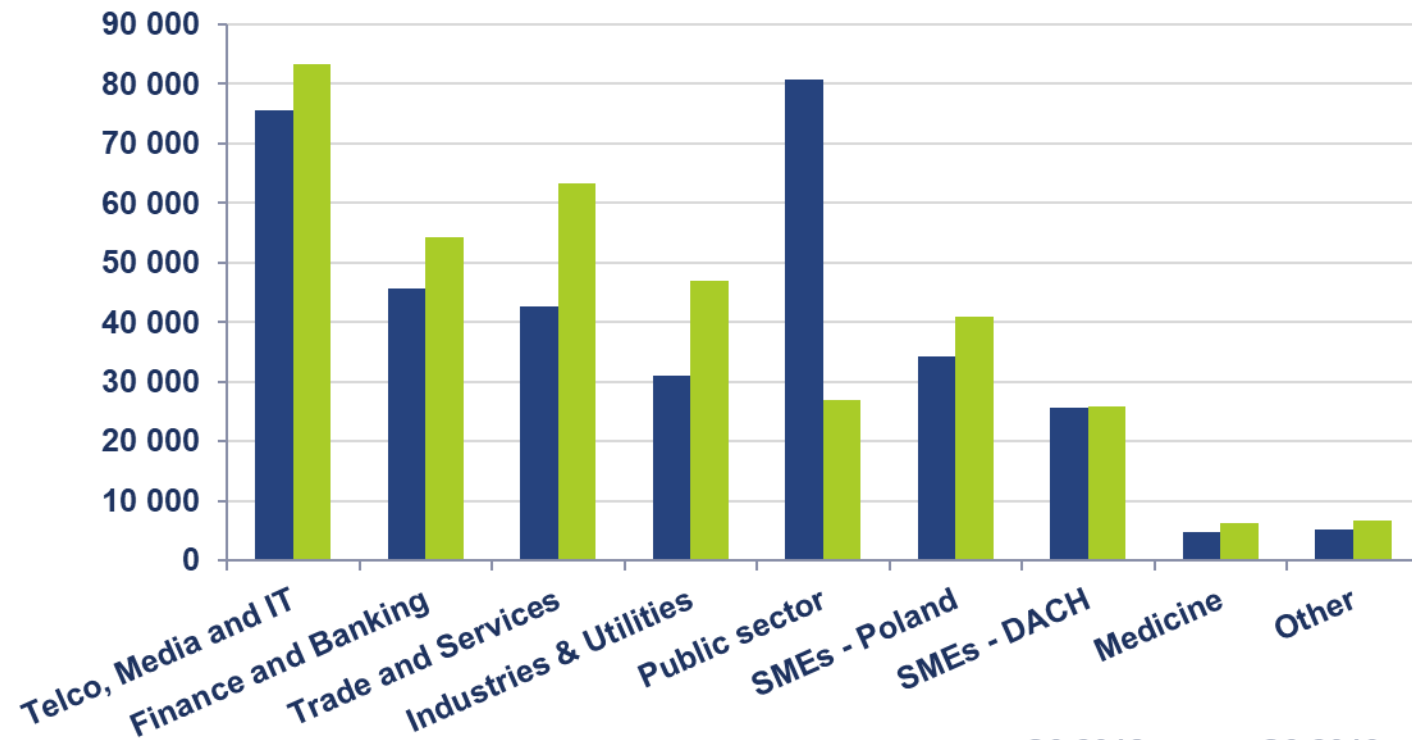
Sales Revenue Q3 2019 (Comarch Group)



In PLN thousand

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

Market Sales Structure Q3 2019



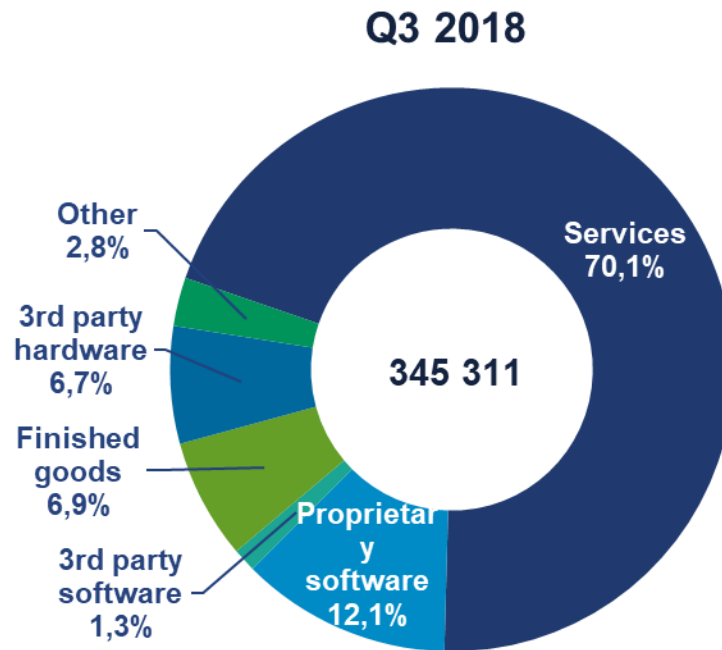
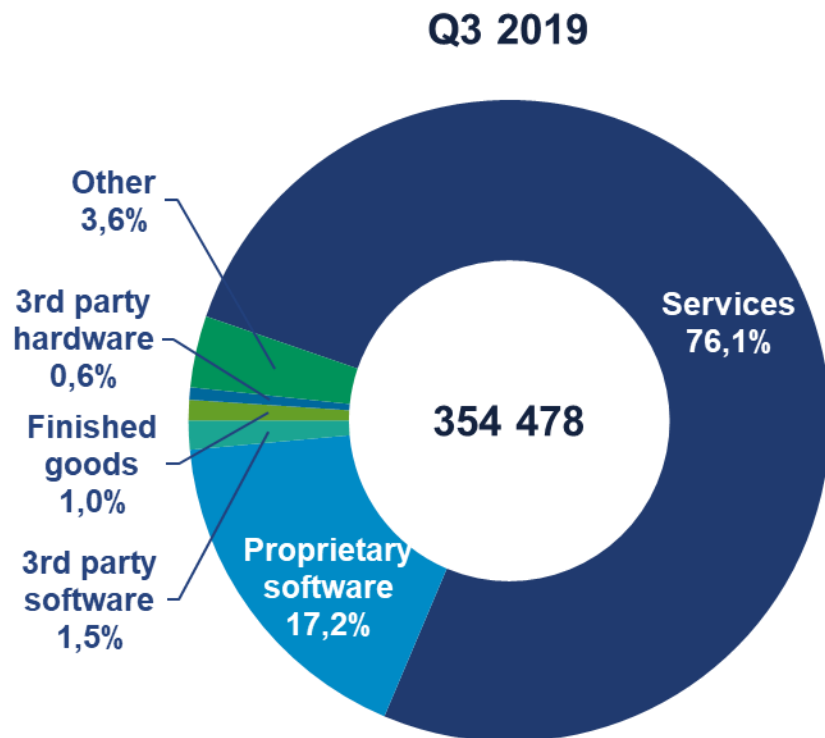
■ Q3 2018

■ Q3 2019

In PLN thousand

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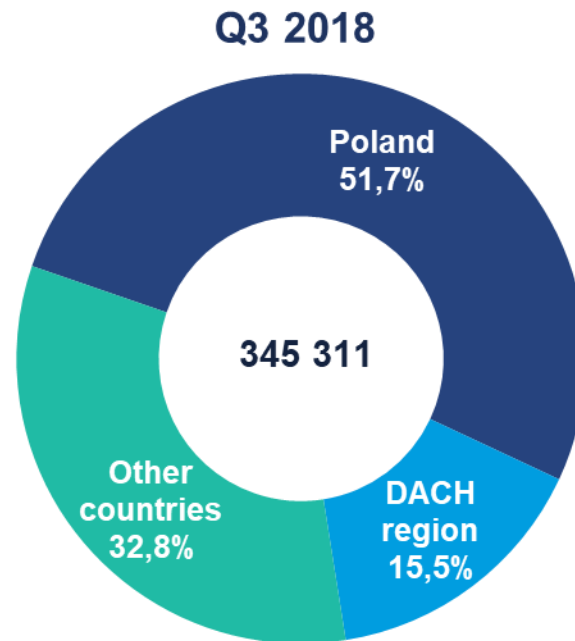
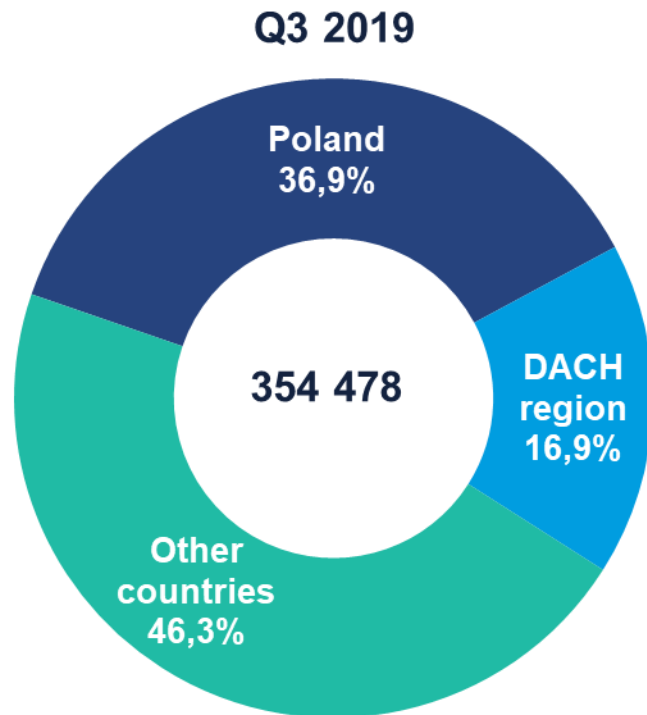
Products Sales Structure Q3 2019



In PLN thousand

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Geographical Sales Structure Q3 2019



In PLN thousand

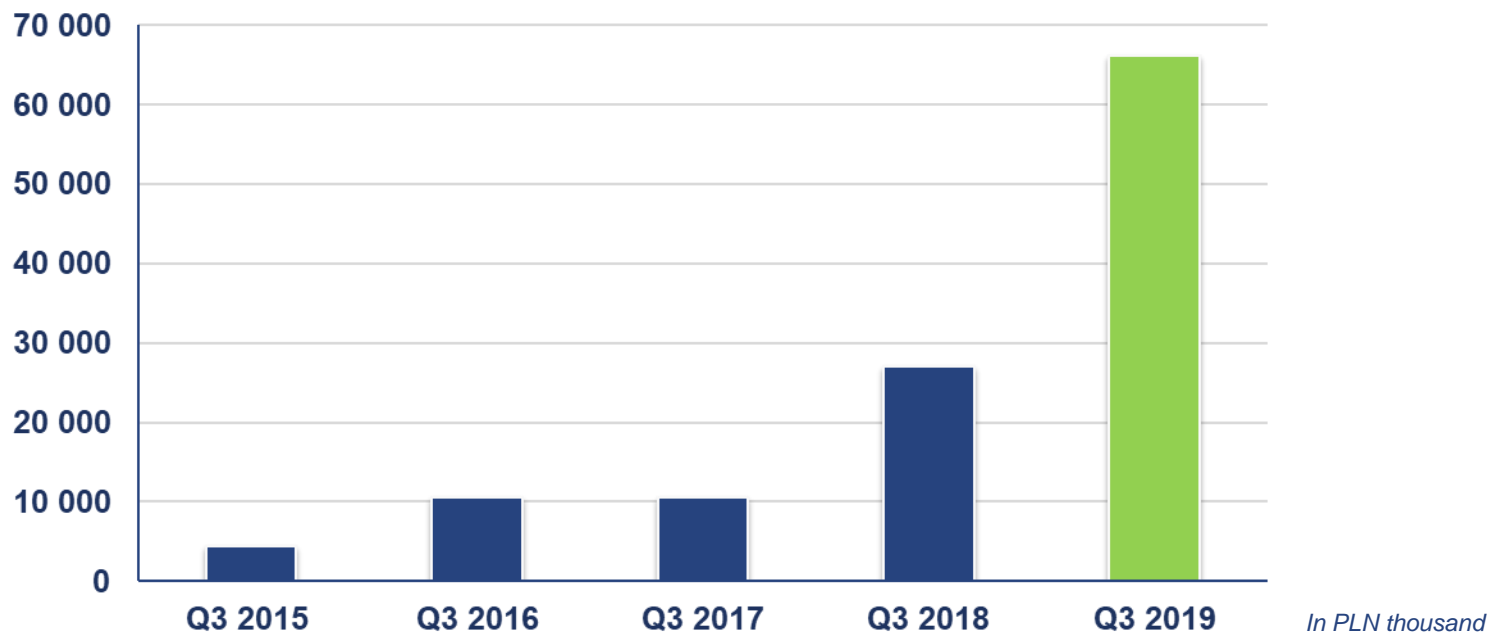
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Consolidated Financial Results Q3 2019

Comarch Group	Q3 2019	Q3 2018
Revenue	354,478	345,311
Operating profit	66,209	27,058
Net profit attributable to the Company's shareholders	42,500	18,162

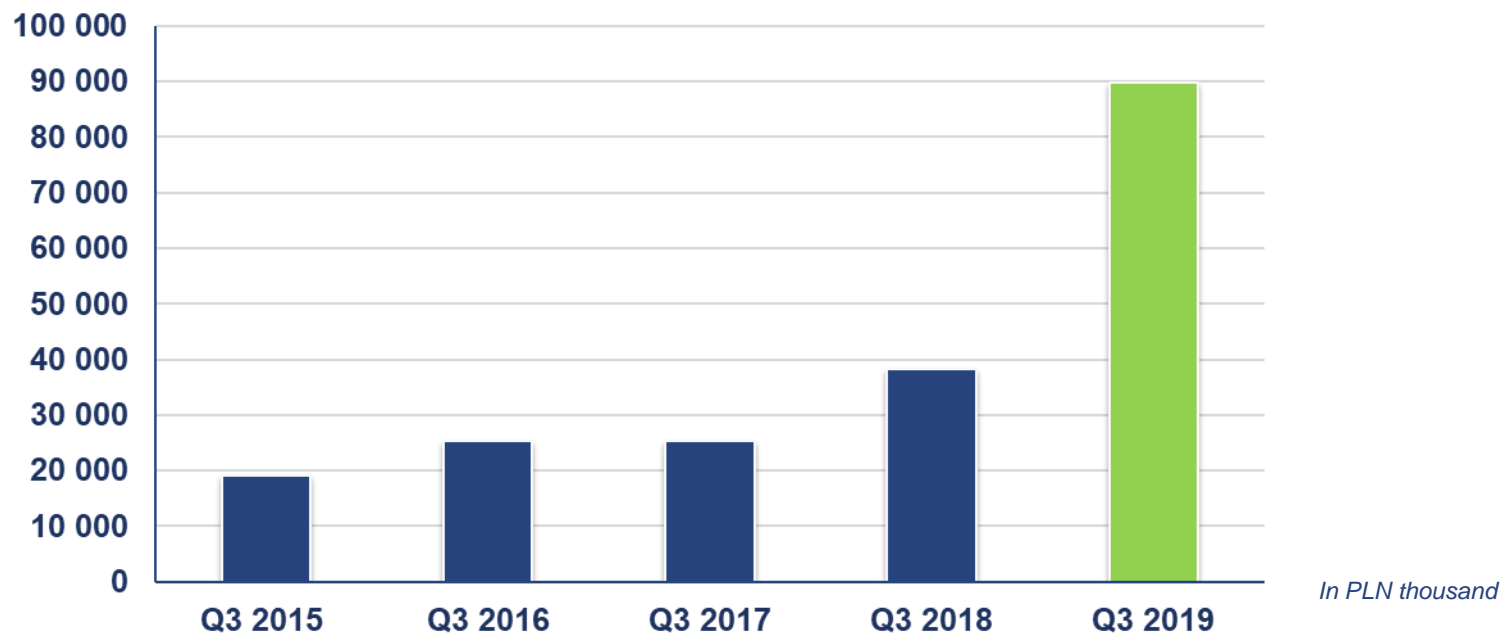
In PLN thousand

Operating Profit Q3 2019 (Comarch Group)



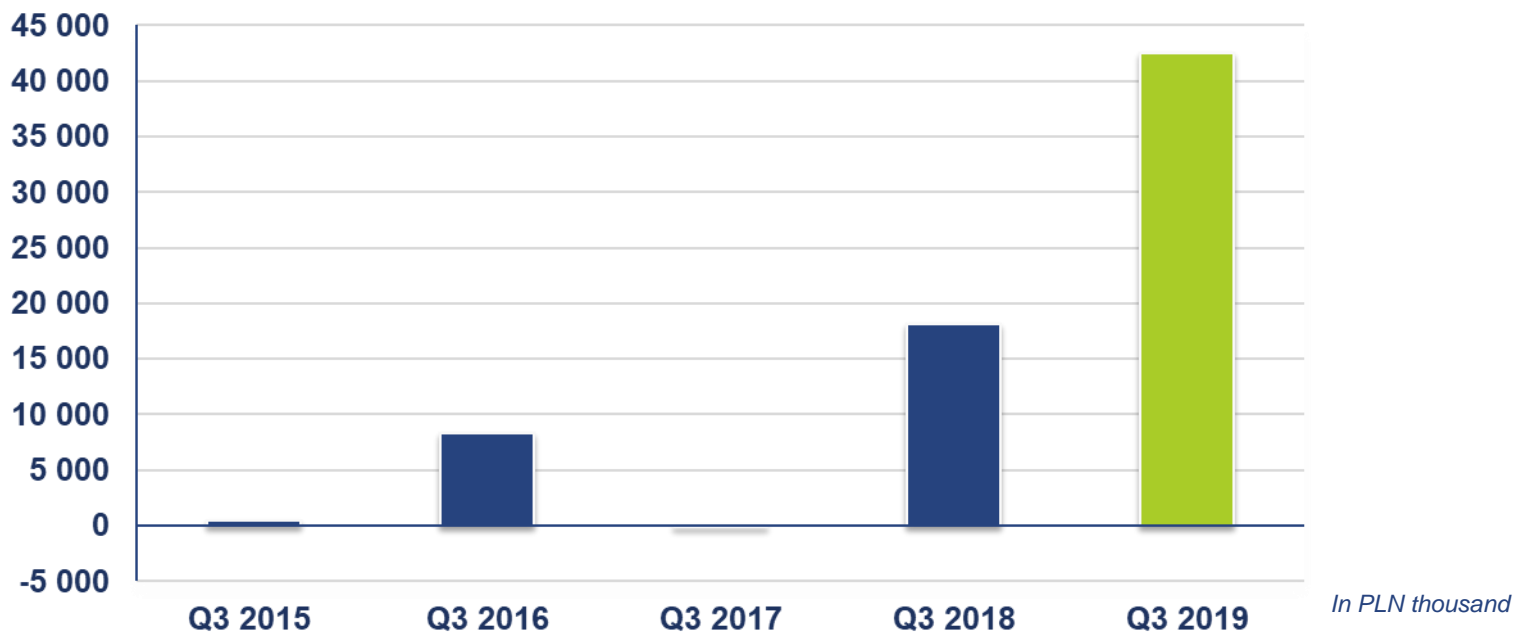
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EBITDA Q3 2019 (Comarch Group)



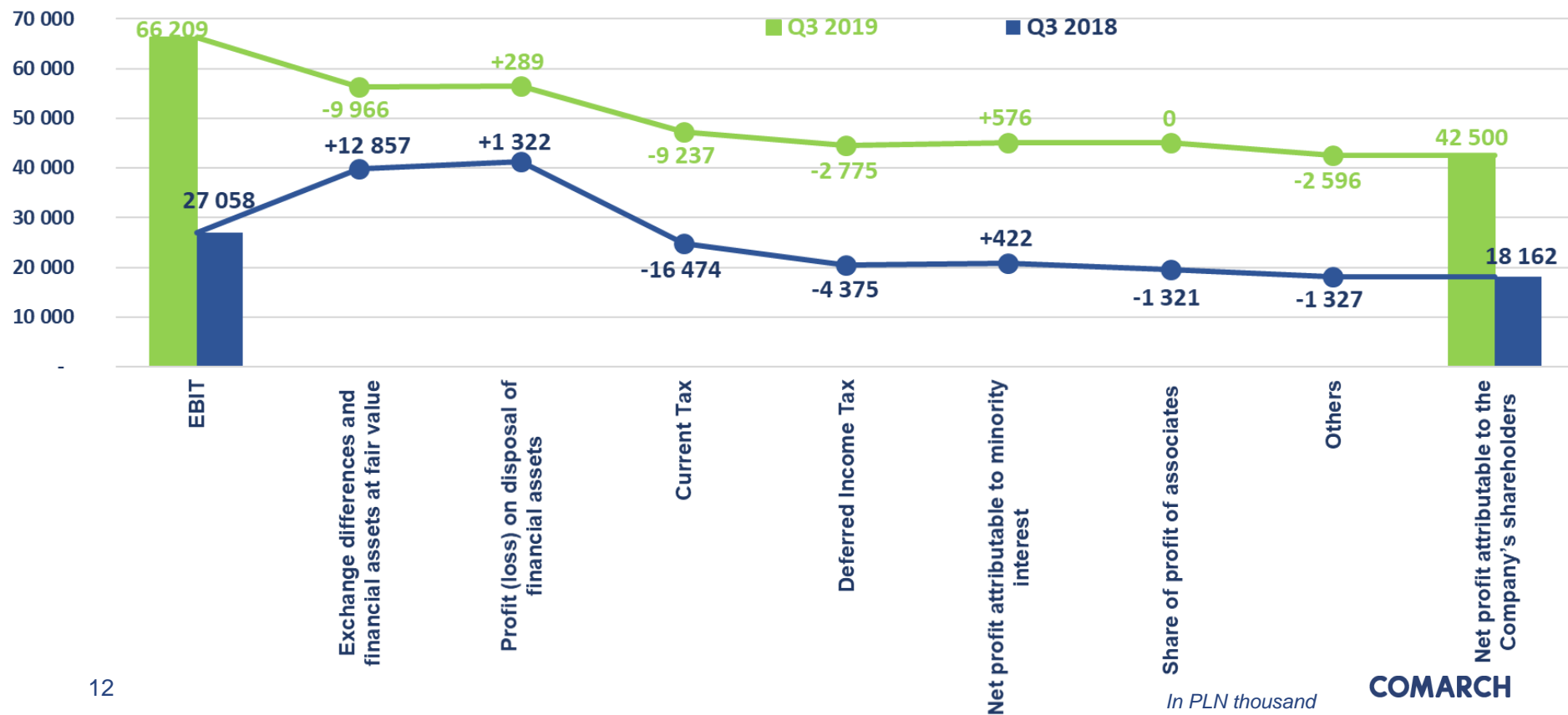
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Net profit attributable to the Company's shareholders Q3 2019

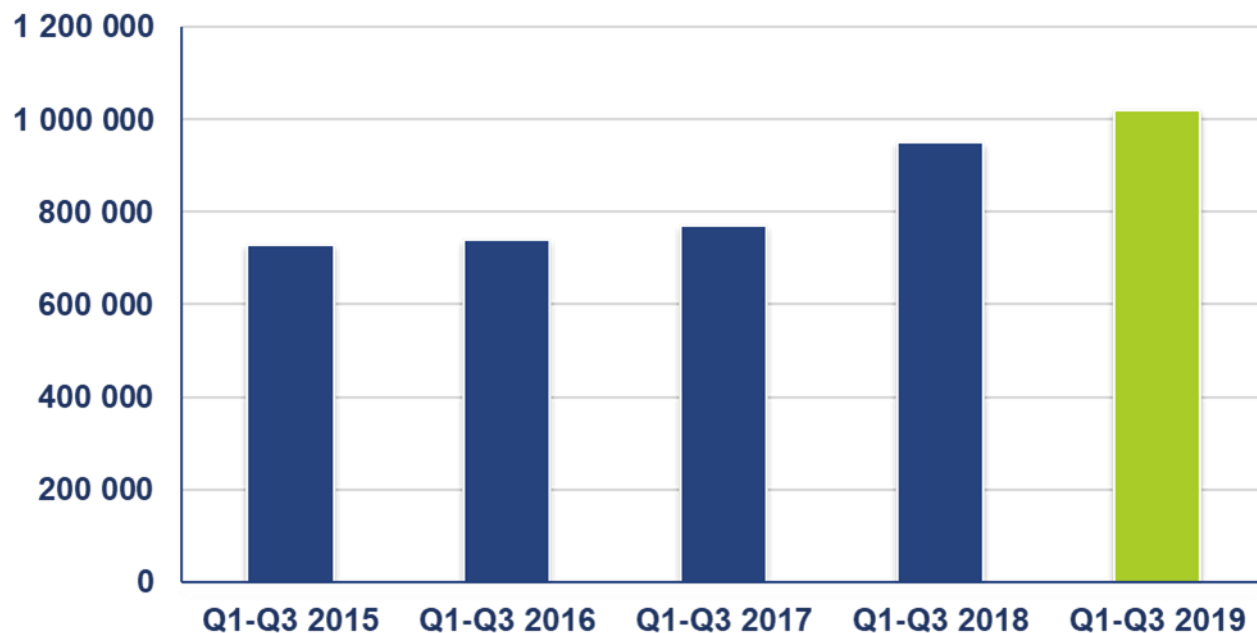


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EBIT vs. Net Profit Q3 2019 (Comarch Group)



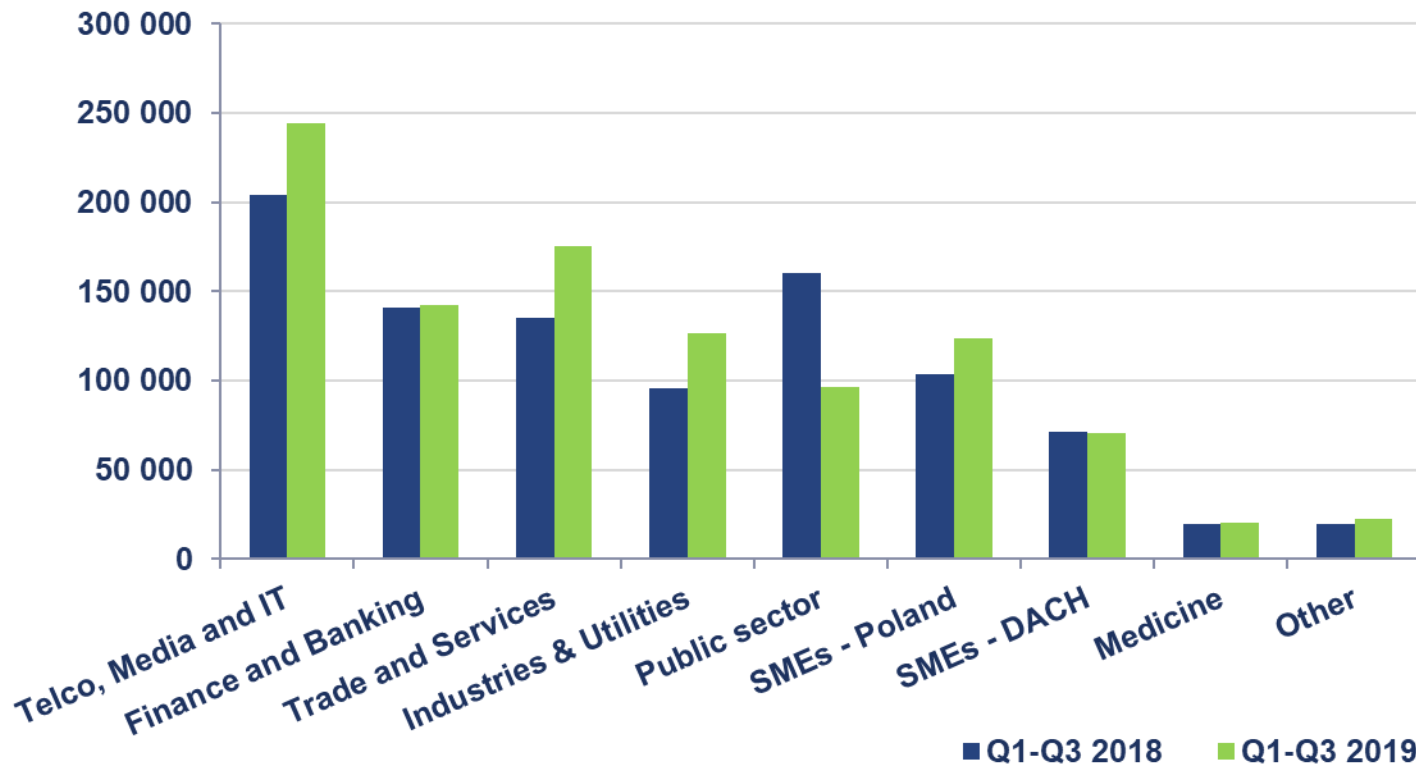
Sales Revenue Q1-Q3 2019 (Comarch Group)



In PLN thousand

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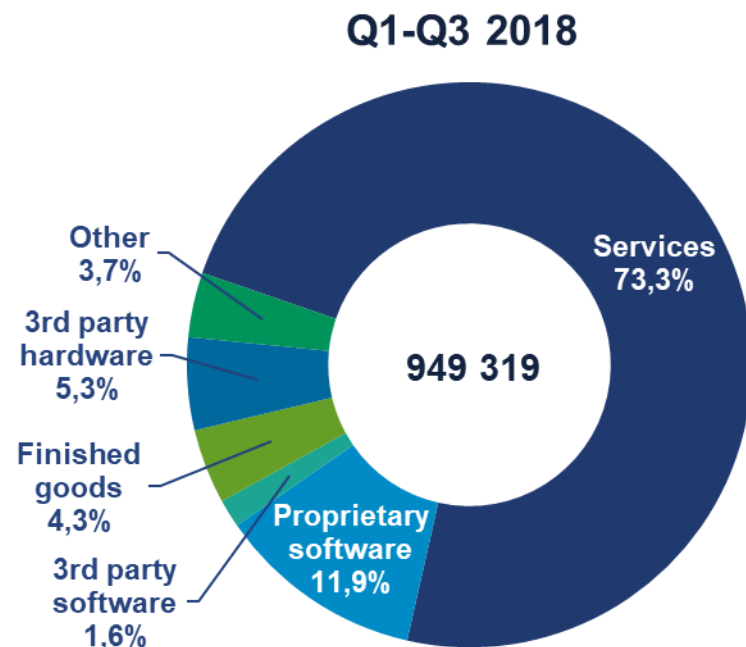
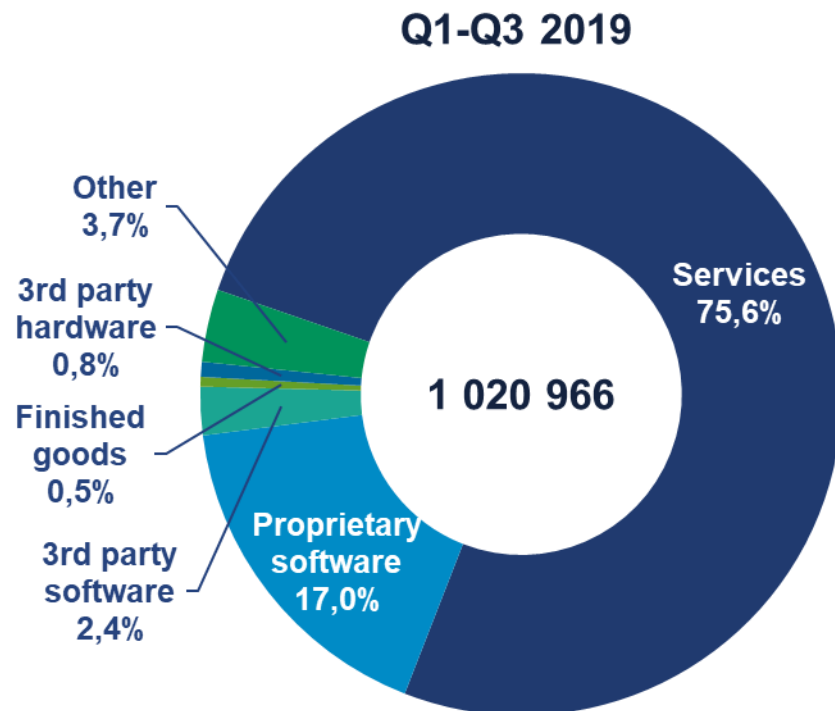
Market Sales Structure Q1-Q3 2019



In PLN thousand

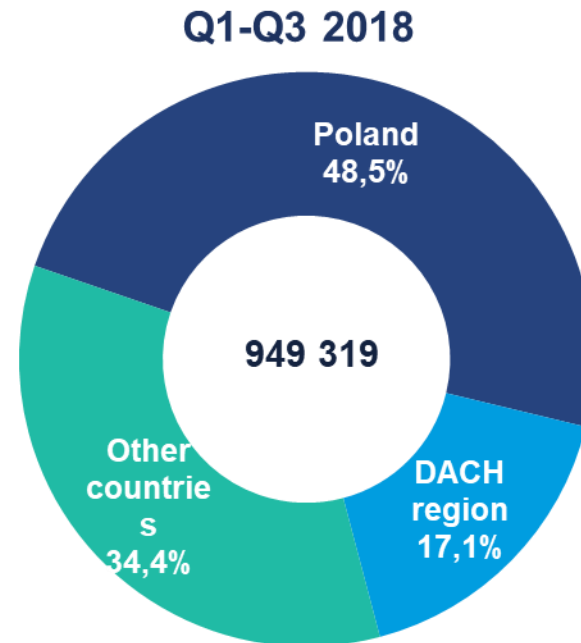
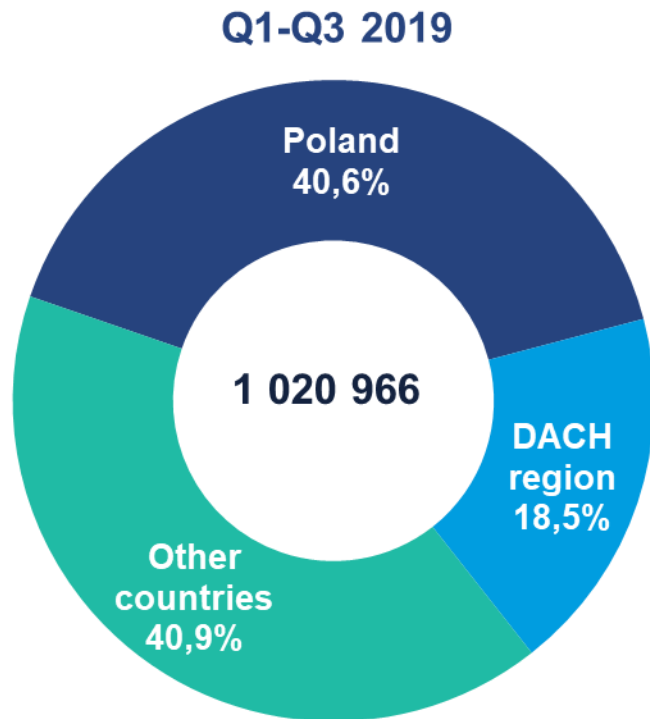
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Products Sales Structure Q1-Q3 2019



In PLN thousand
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Geographical Sales Structure Q1-Q3 2019



In PLN thousand

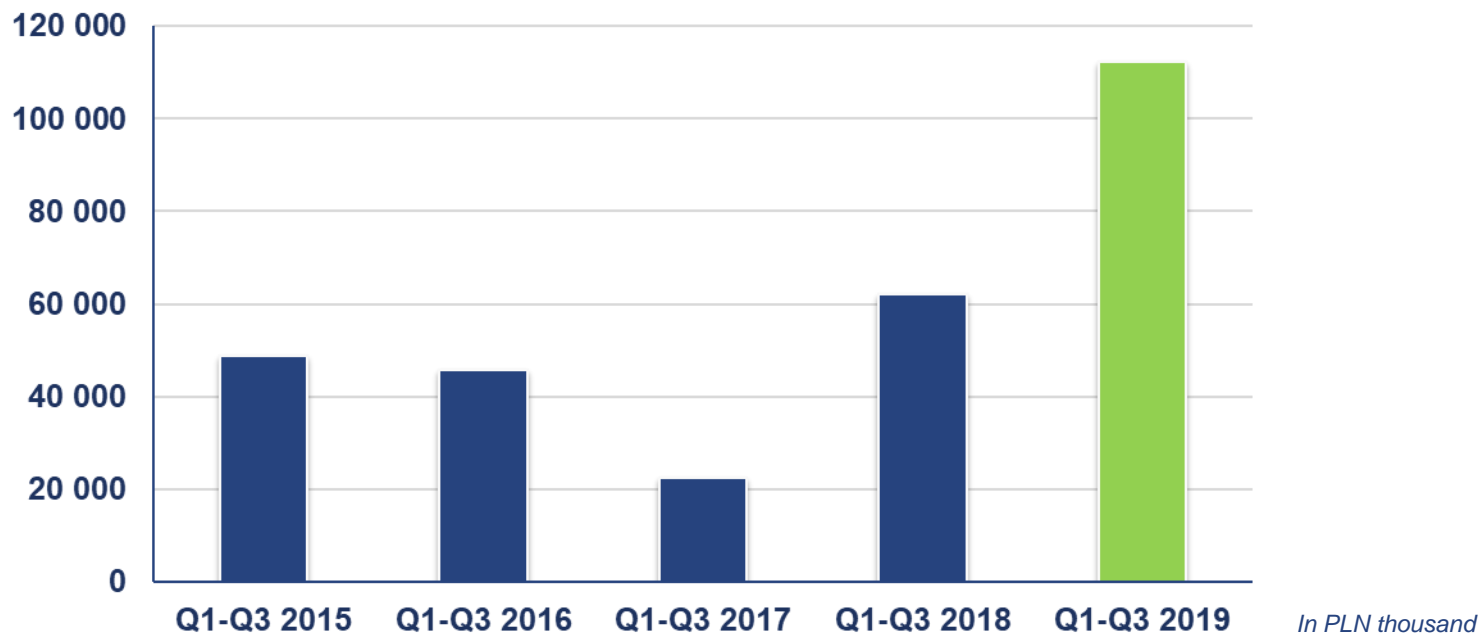
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Consolidated Financial Results Q1-Q3 2019

Comarch Group	Q1-Q3 2019	Q1-Q3 2018
Revenue	1,020,966	949,319
Operating profit	112,366	62,057
Net profit attributable to the Company's shareholders	69,679	22,462

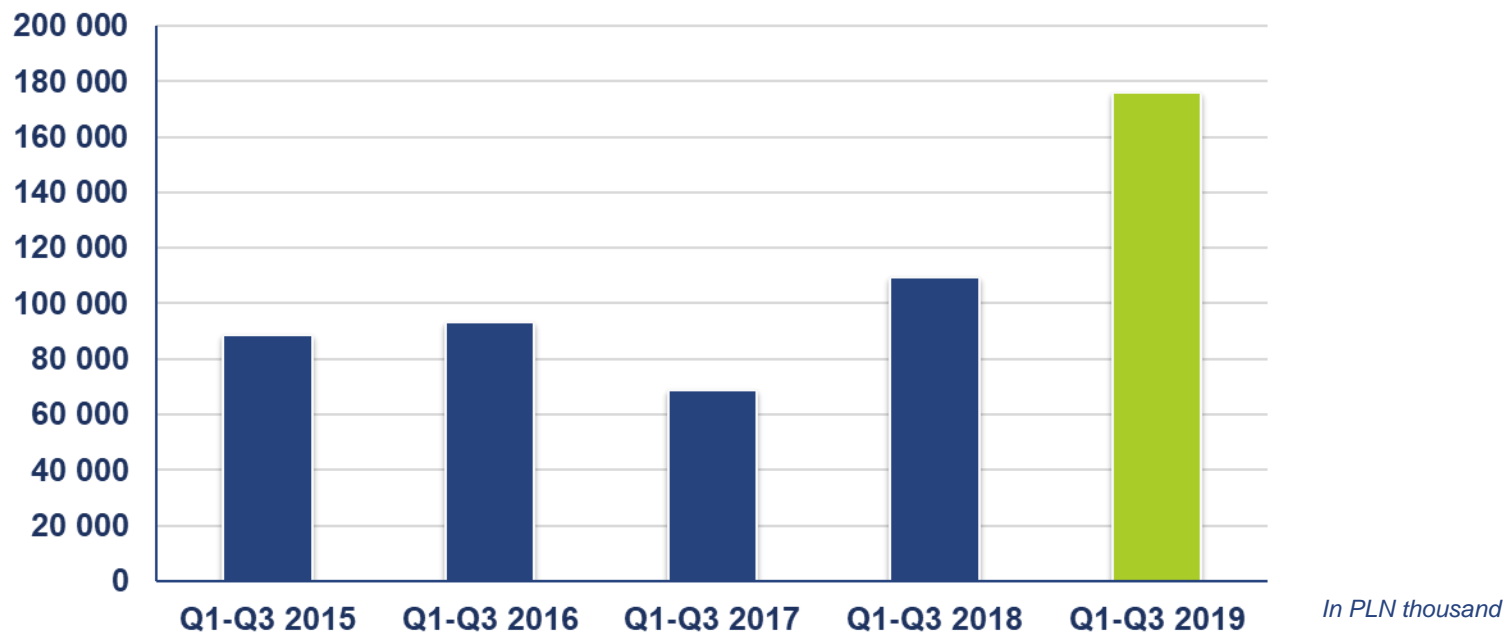
In PLN thousand

Operating Profit Q1-Q3 2019 (Comarch Group)



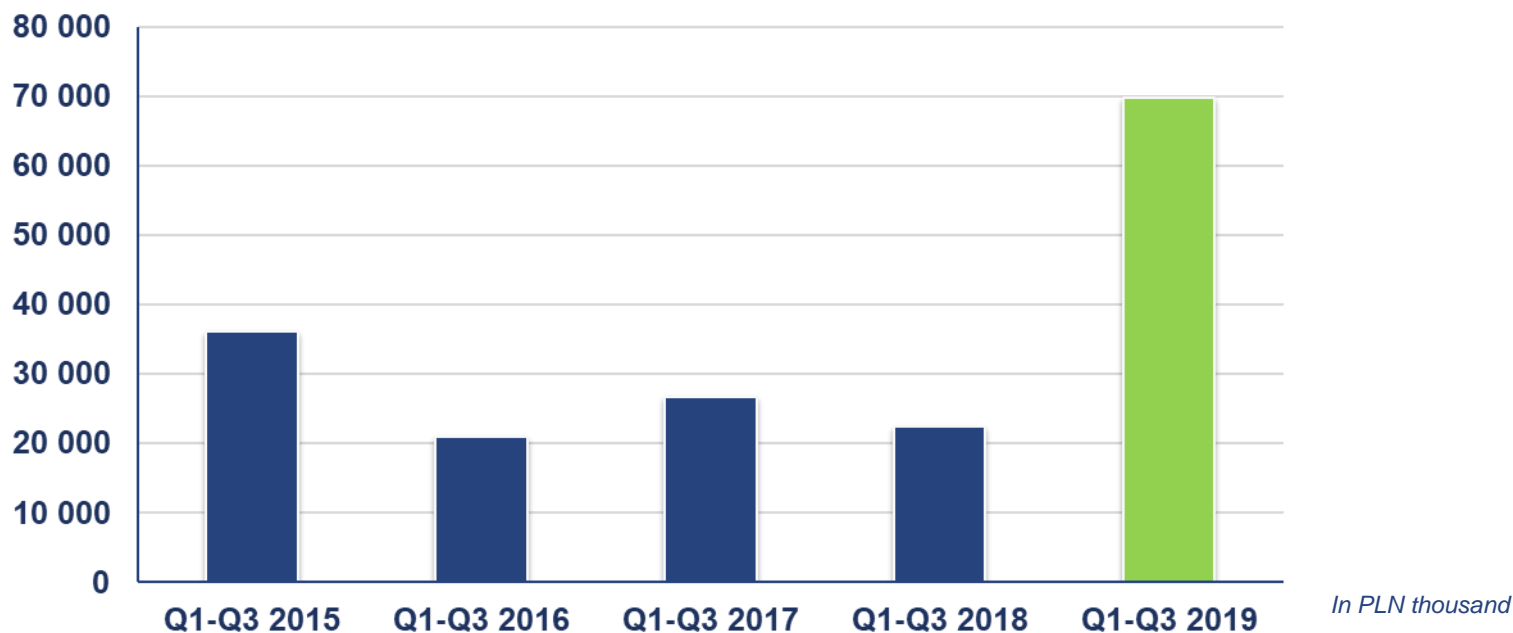
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EBITDA Q1-Q3 2019 (Comarch Group)



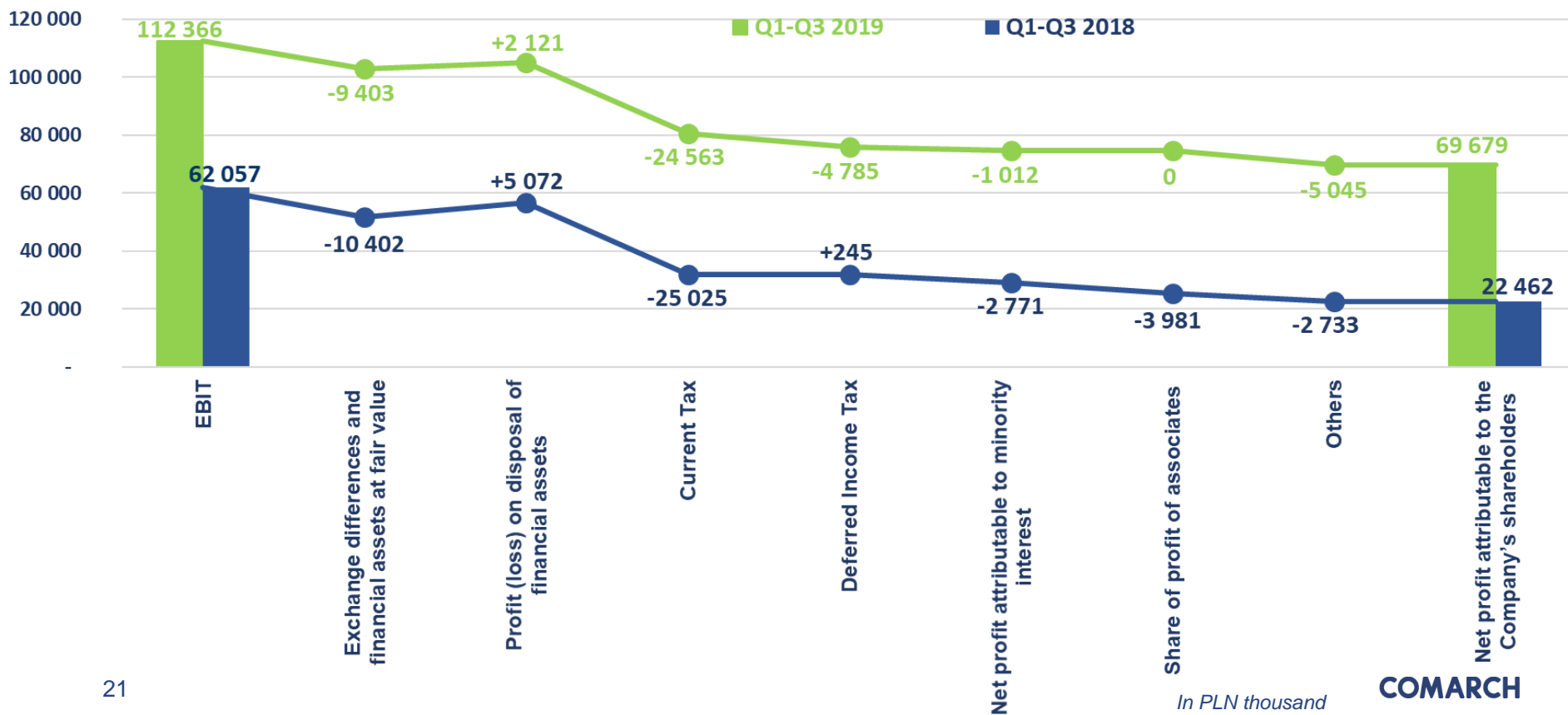
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Net profit attributable to the Company's shareholders Q1-Q3 2019



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EBIT vs. Net Profit Q1-Q3 2019 (Comarch Group)



Influence of IFRS 16 in H1 2019

Comarch Group	At 30 September 2019 – published data	At 30 September 2019 – without IFRS 16	Effect of IFRS 16
Asset due to the right of use	68,953	-	68,953
Lease Liabilities	70,585	-	70,585
Depreciation of the right to use Q1-Q3 2019	13,846	-	13,846

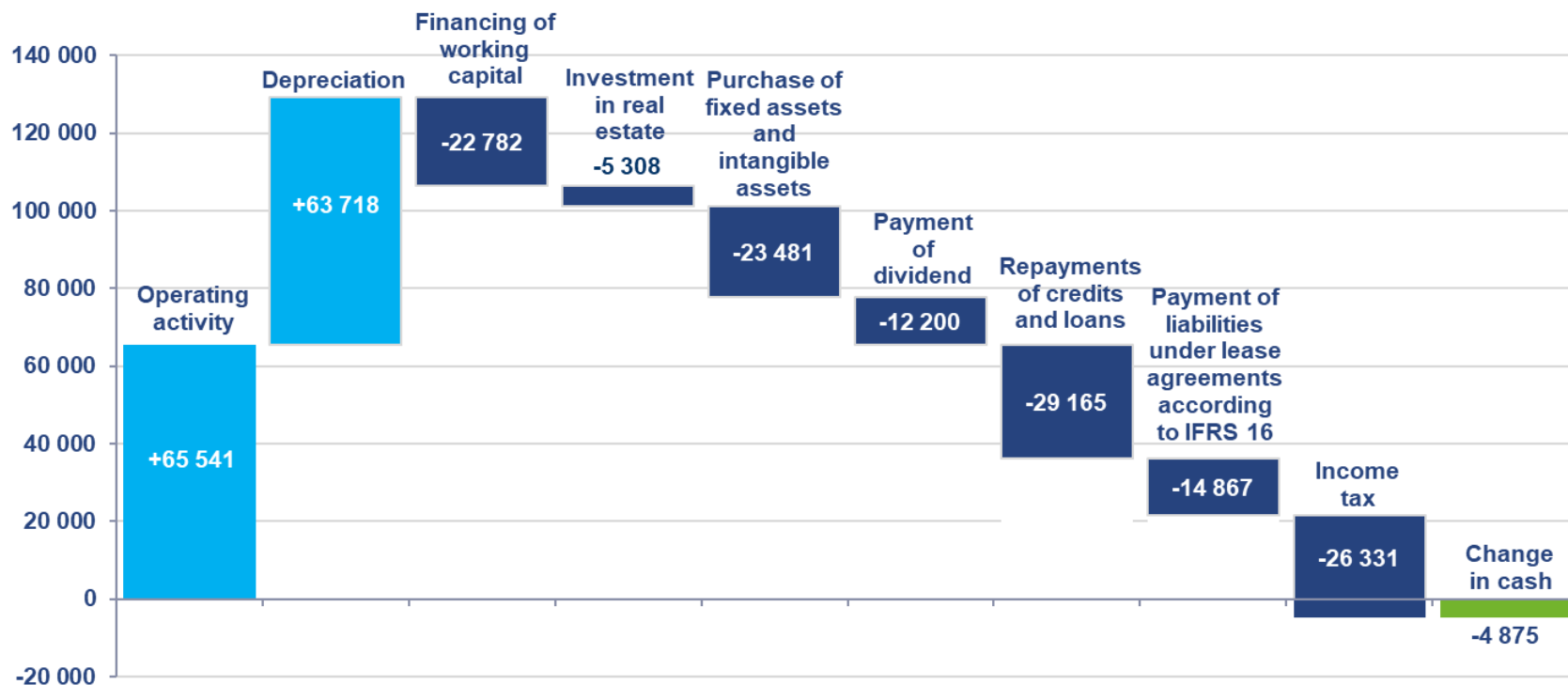
In PLN thousand

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Cash flow Q1-Q3 2019



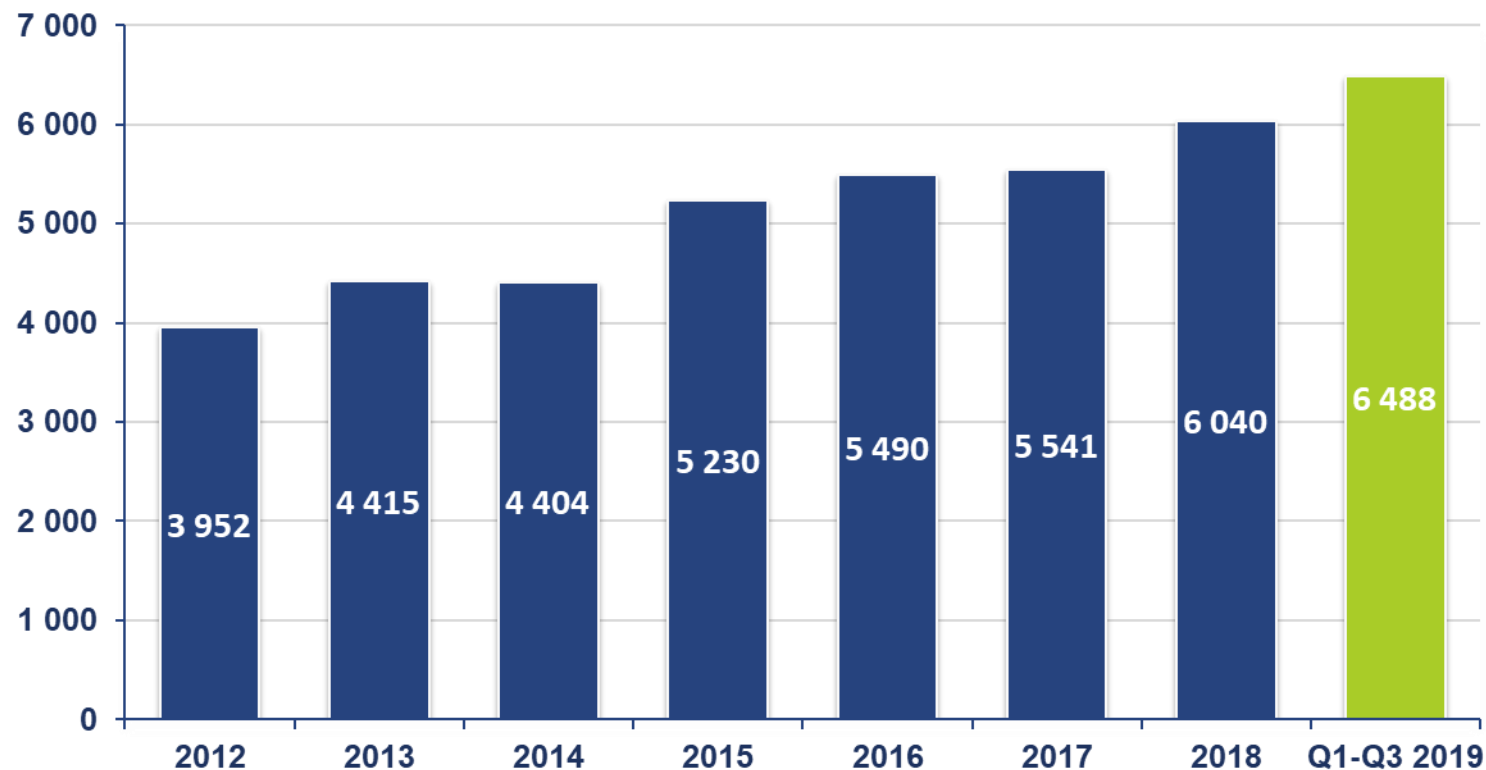
In PLN thousand

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Employment in Comarch Group



Employment

- As at the 30th of September, 2019, the Comarch Group hired 6,488 persons, i.e. 448 persons more than as at the 31st of December, 2018
- The fund of basic salaries in the reporting period was 13,6% higher than in Q1-Q3 2018

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Investments

- In Q1-Q3 2019, Comarch Group has continued development works within IT solutions, as well as invested in development of own IT technologies
- In Q3 2019, the Group started an investment - MKS Cracovia Training Center in Rączna
- Group conducts preparatory works related to investment in Comarch Data Center in United States

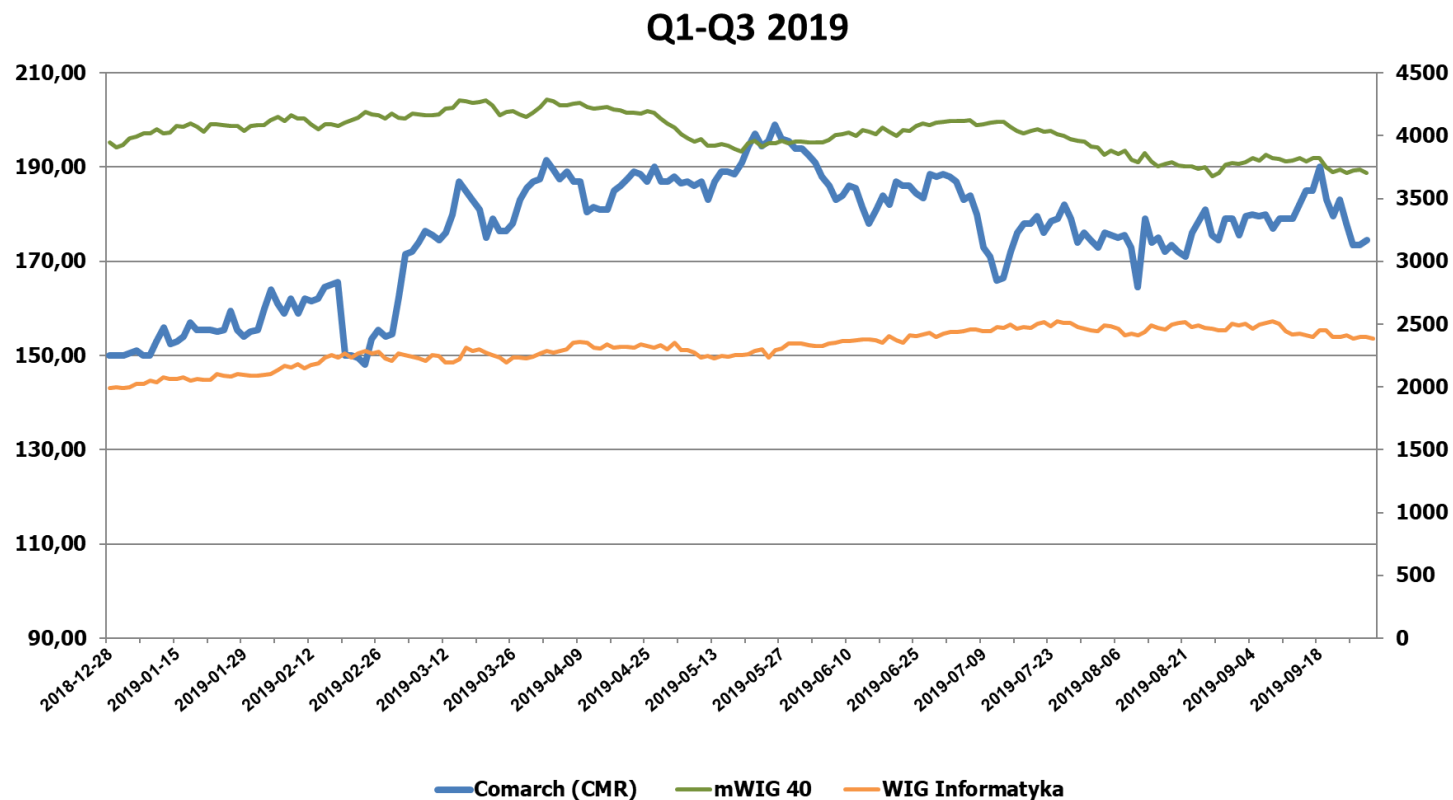
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Summary Q1-Q3 2019

- Sales revenue increased by PLN 71.6 million, i.e. 7.5%, and their value in the three quarters for the first time in the history of the Group exceeded PLN 1 billion
- Sales revenue increased much faster than operating costs - as a result, operating profitability increased to +11.0% and net profitability to +6.8%
- Revenue from export sales increased by 24.0%, thanks to higher sales of IT solutions to the customers from the TMT sector and the Trade and Services sector in Europe and Asia
- Revenues from domestic sales decreased by PLN 45.7 million, i.e. 9.9%, as a result of the lack of supplies of finished goods to one of the public institutions, which occurred in Q2 and Q3 2018
- The financial results in Q3 2019 were significantly affected by the dissolving of the ZUS KSI provision, as well as exchange rates
- Application of the IFRS 16 accounting standard for the first time, which caused that the value of depreciation, and thus the value of EBITDA increased in Q1-Q3 2019 by PLN 13,8 million

Comarch Stock Price on WSE (1.01.2019 – 30.09.2019)



Thank you for attention!

