



Financial Results Q4 and Q1-Q4 2019

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

3rd of March, 2020, Krakow

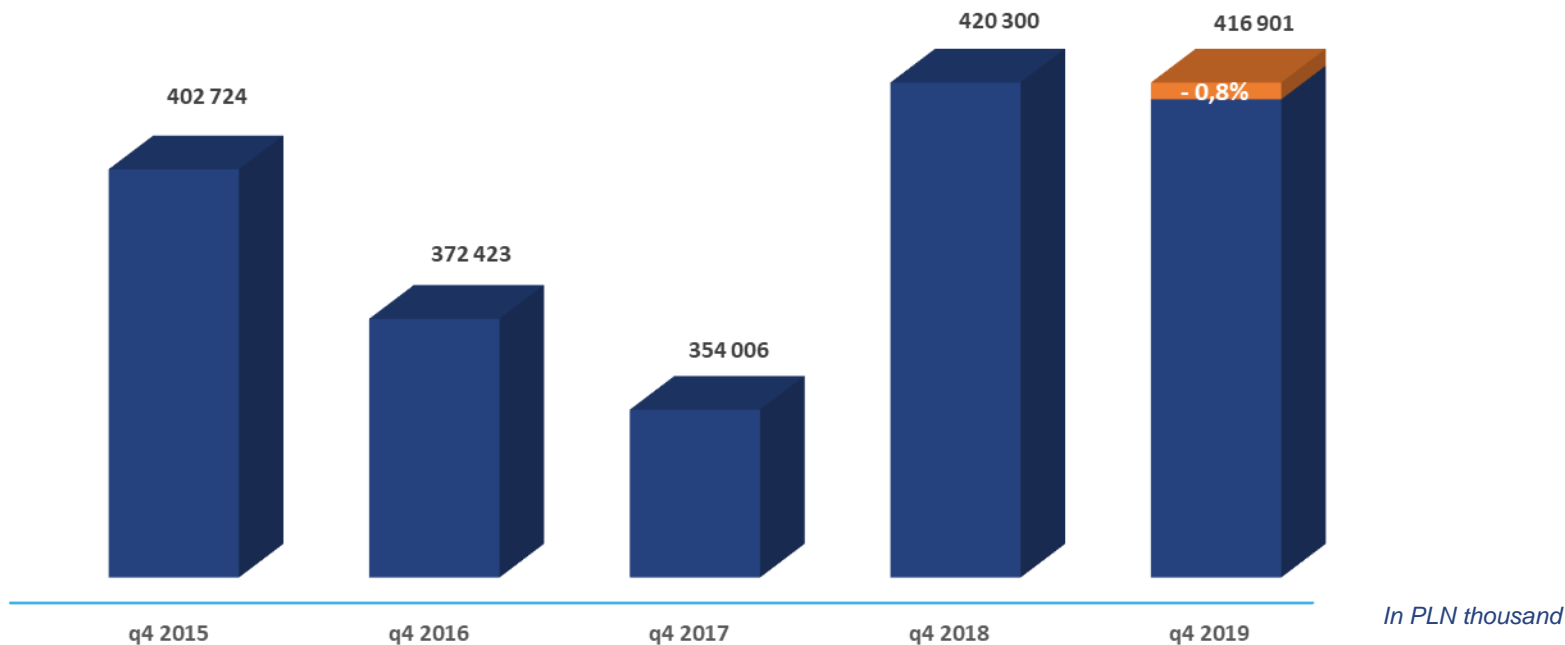
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- **Financial Results Q4 2019**
- **Financial Results 2019**
- **Cash Flow**
- **Human Resources**
- **Investments**
- **Summary**

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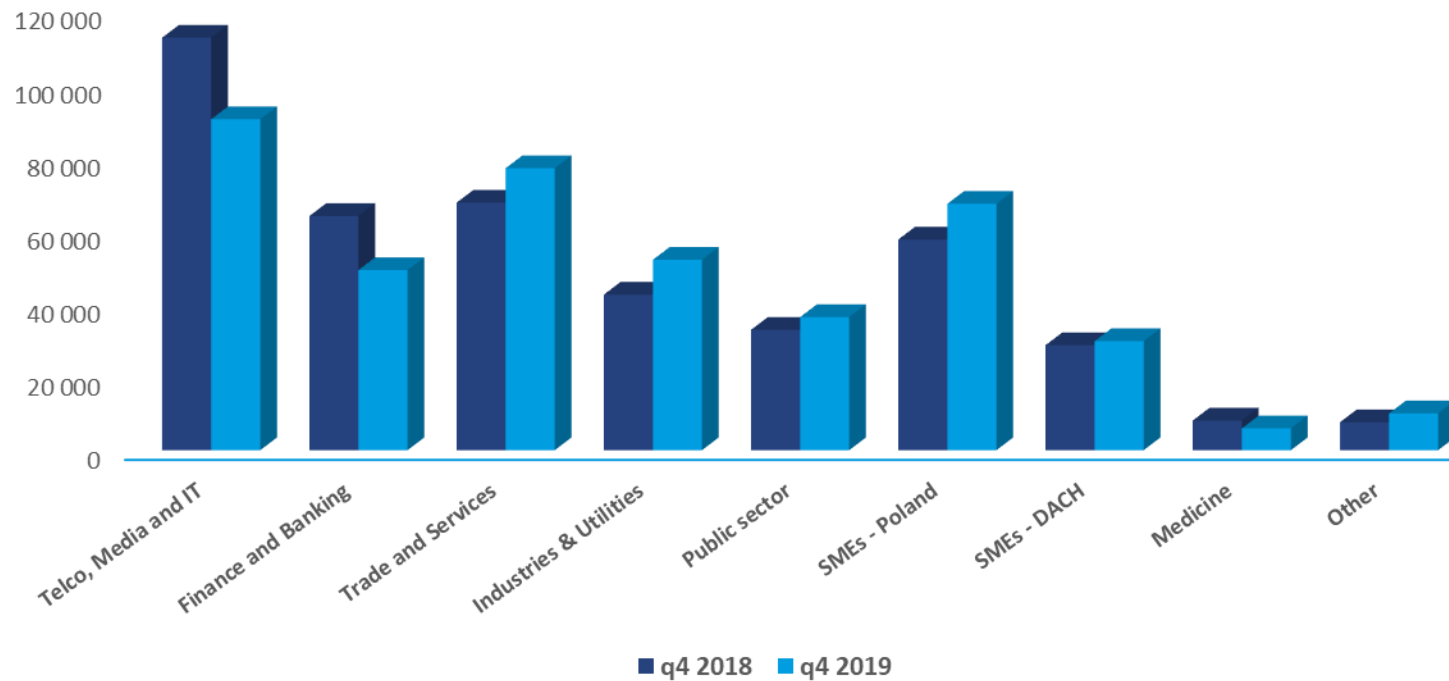
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Sales Revenue Q4 2019 (Comarch Group)



Since 2017, the annual data includes transformations resulting from IFRS 15. The data for 2015-2016 have not been transformed in accordance with IFRS 15. Data for 2019 includes transformations resulting from IFRS 16. The data for 2015 - 2018 have not been transformed in accordance with IFRS 16.

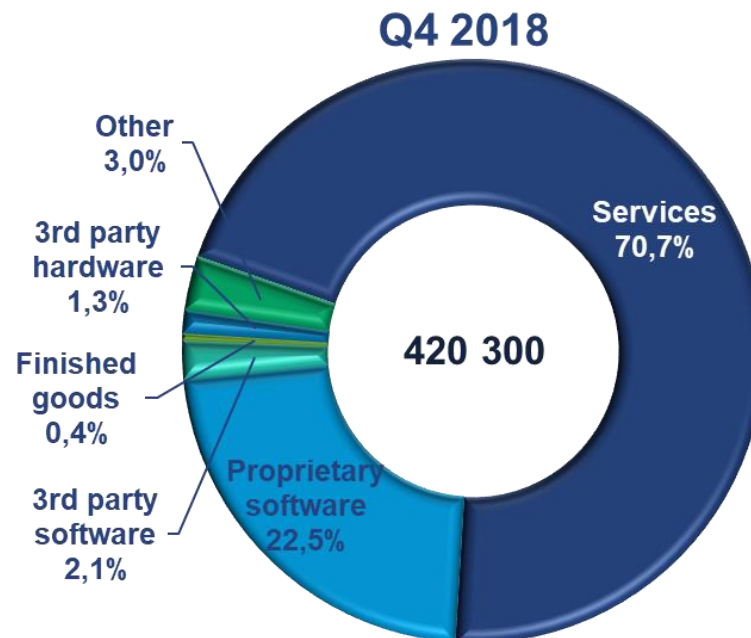
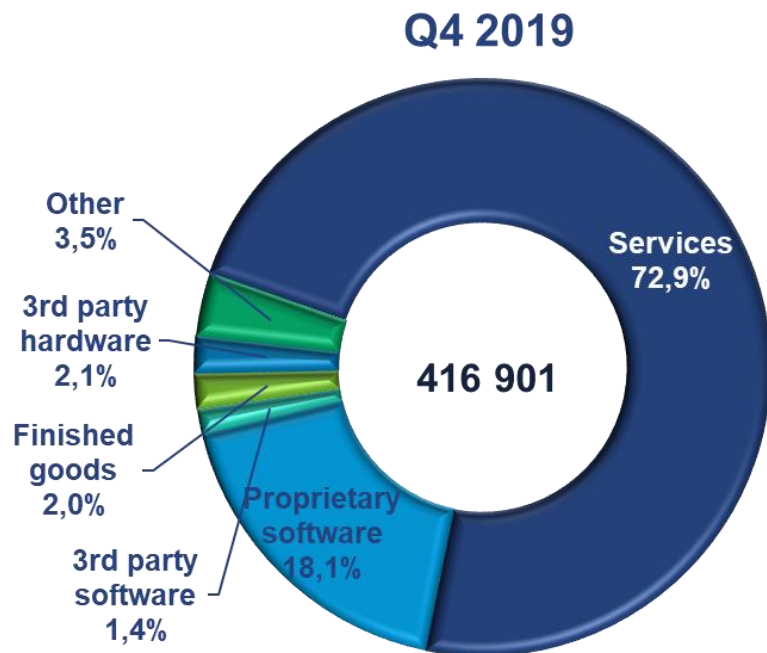
Market Sales Structure Q4 2019



In PLN thousand

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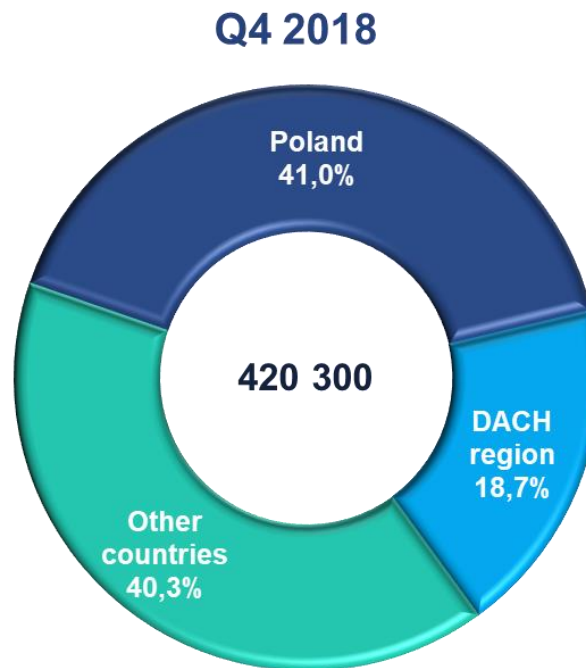
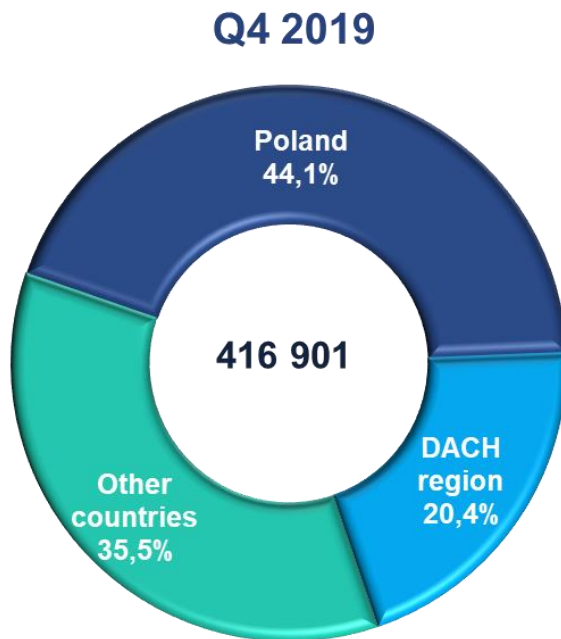
Products Sales Structure Q4 2019



In PLN thousand

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Geographical Sales Structure Q4 2019



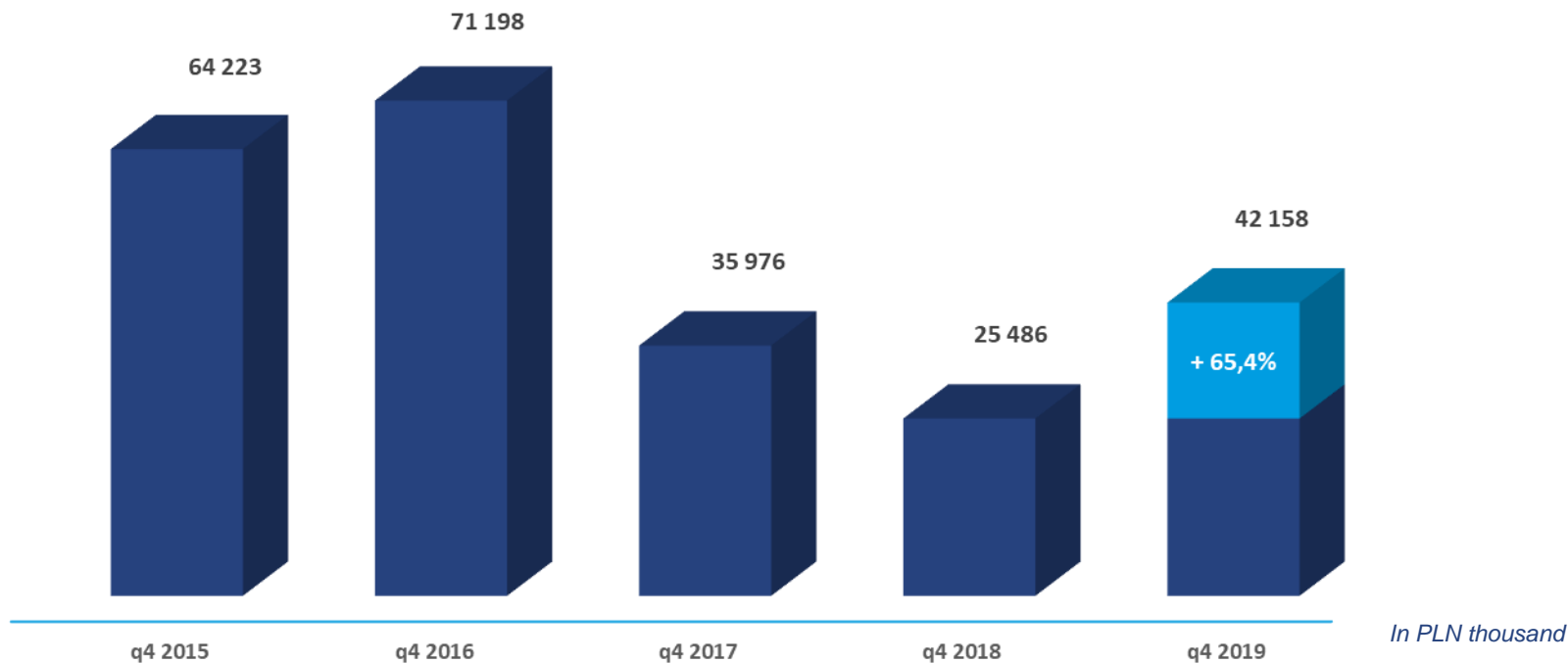
In PLN thousand
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Consolidated Financial Results Q4 2019

Comarch Group	Q4 2019	Q4 2018
Revenue	416 901	420 300
Operating profit	42 158	25 486
Net profit attributable to the Company's shareholders	45 913	8 154

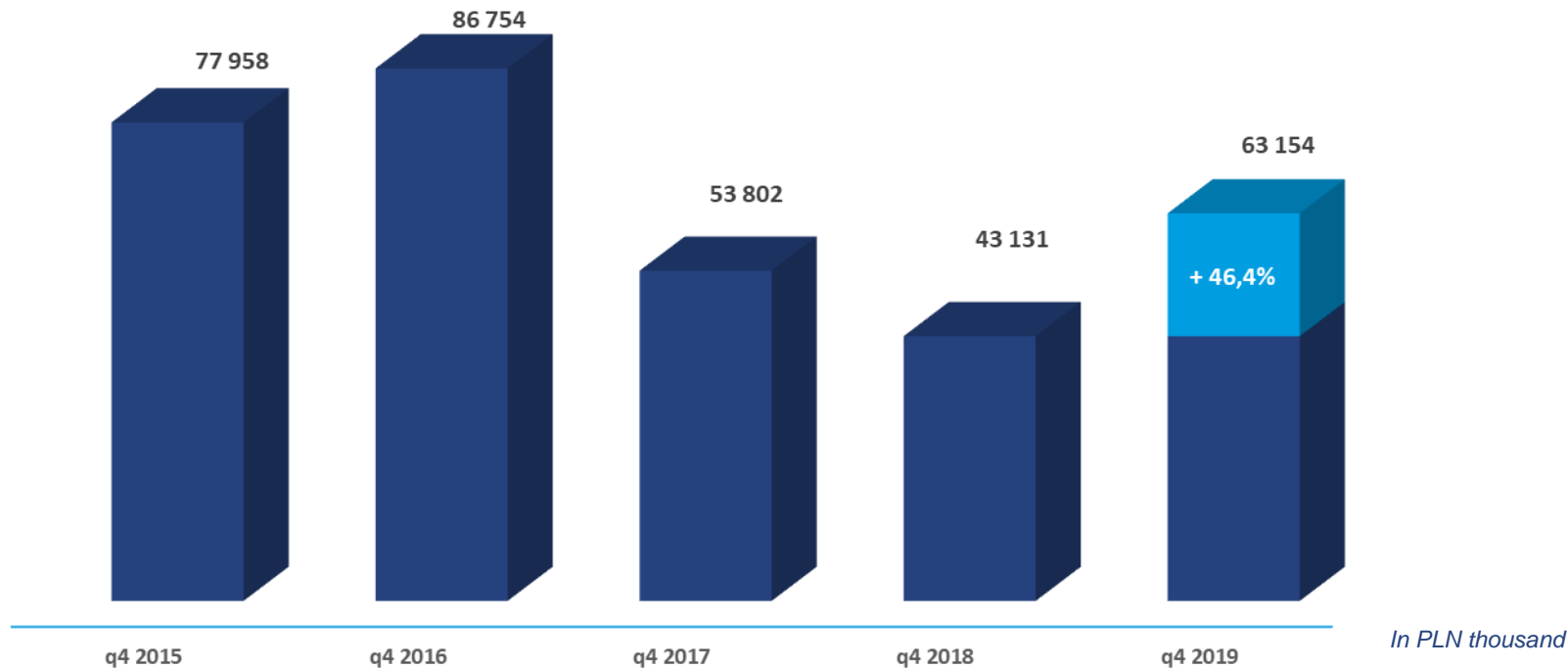
In PLN thousand

Operating Profit Q4 2019 (Comarch Group)



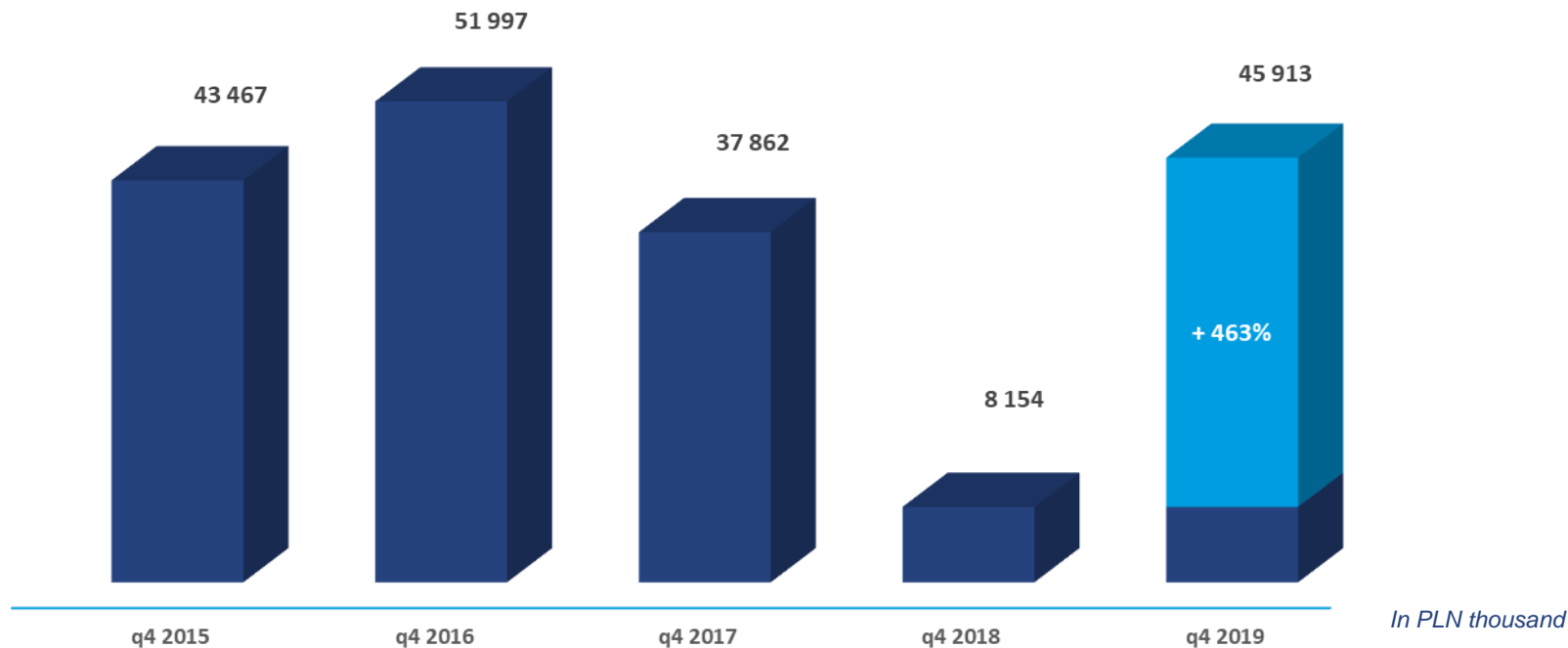
Since 2017, the annual data includes transformations resulting from IFRS 15. The data for 2015-2016 have not been transformed in accordance with IFRS 15. Data for 2019 includes transformations resulting from IFRS 16. The data for 2015 - 2018 have not been transformed in accordance with IFRS 16.

EBITDA Q4 2019 (Comarch Group)



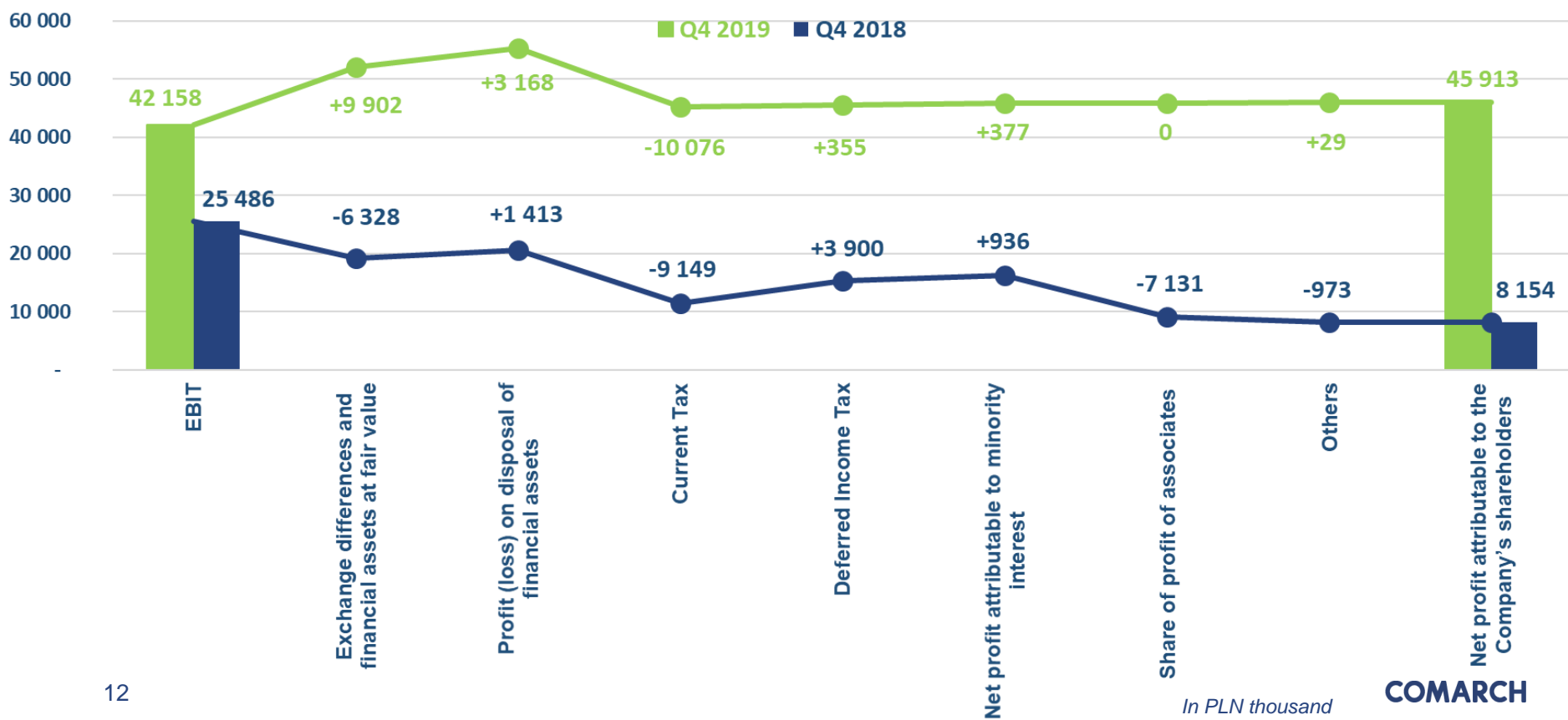
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Net profit attributable to the Company's shareholders Q4 2019



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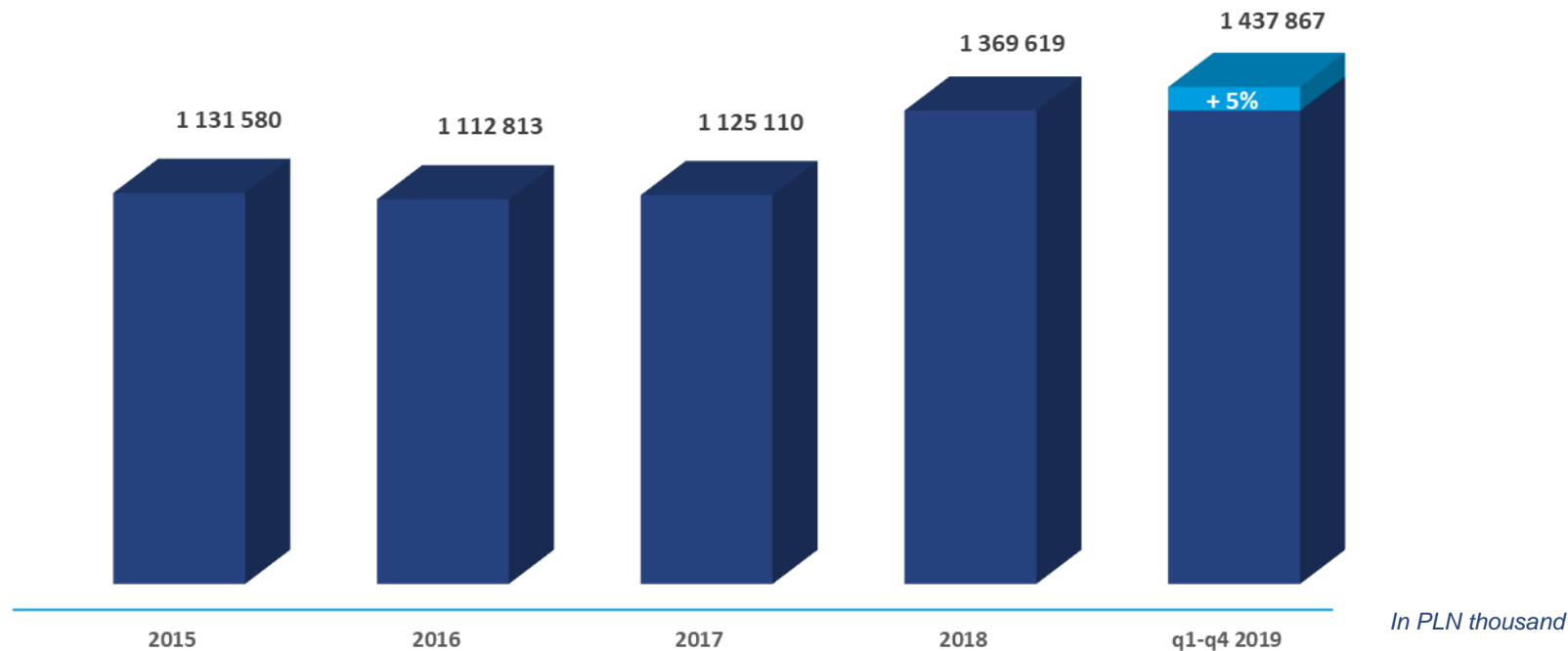
EBIT vs. Net Profit Q4 2019 (Comarch Group)



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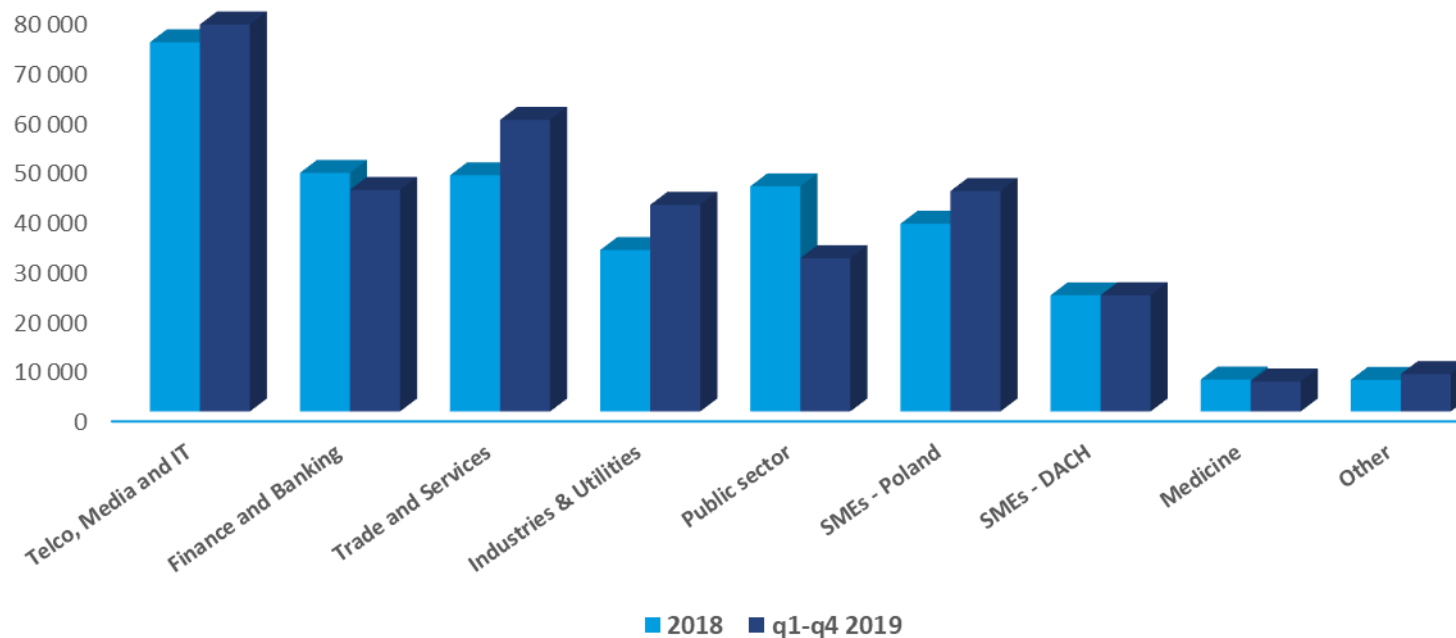
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Sales Revenue Q1-Q4 2019 (Comarch Group)



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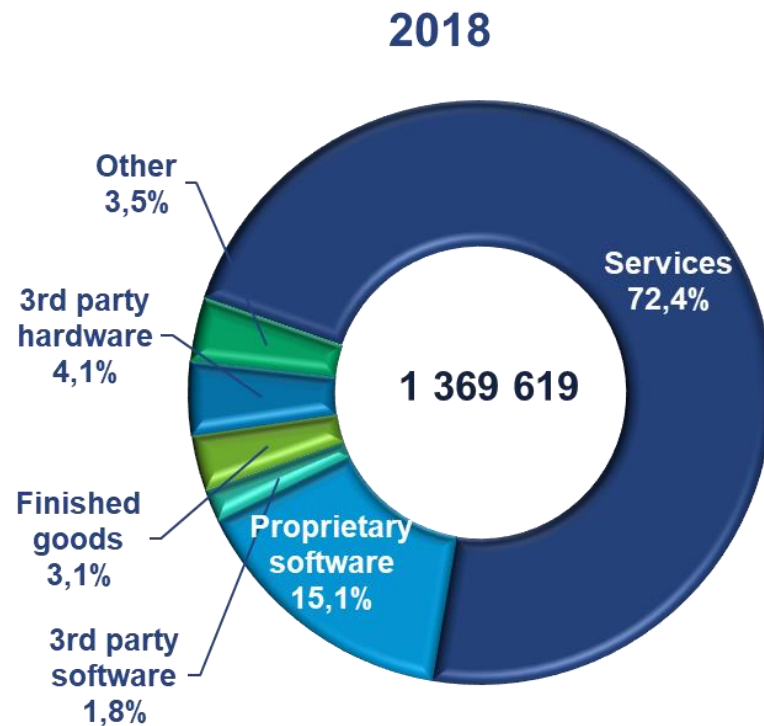
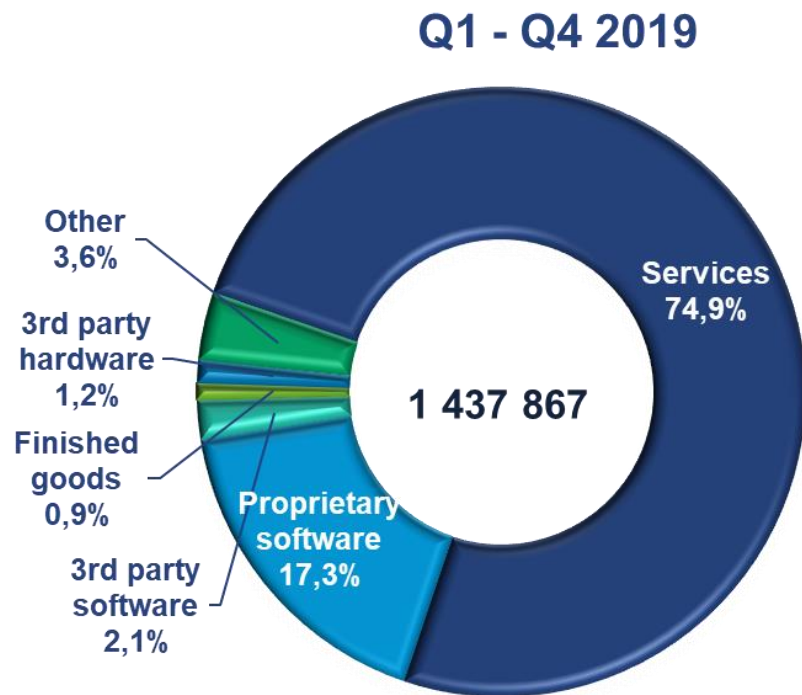
Market Sales Structure Q1-Q4 2019



In PLN thousand

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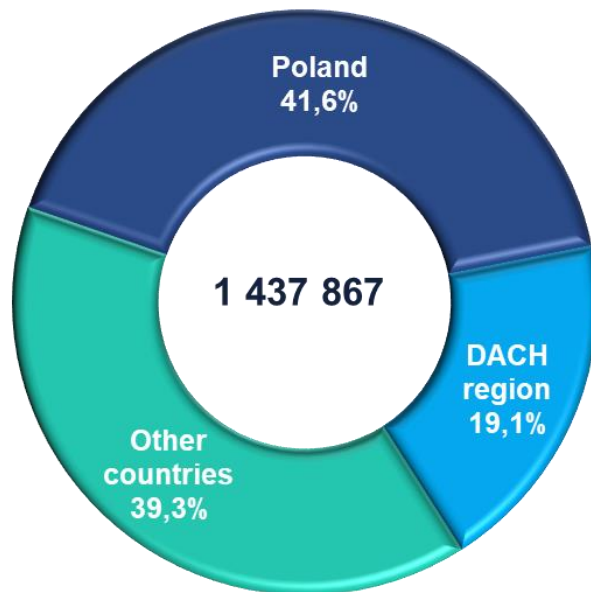
Products Sales Structure Q1-Q4 2019



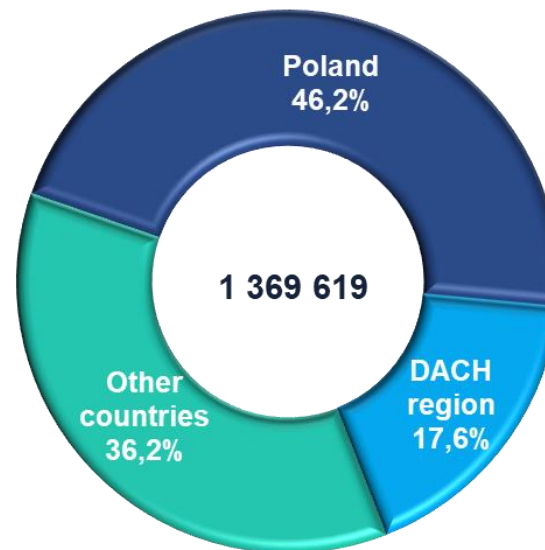
In PLN thousand
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Geographical Sales Structure Q1-Q4 2019

Q1 - Q4 2019



2018



In PLN thousand

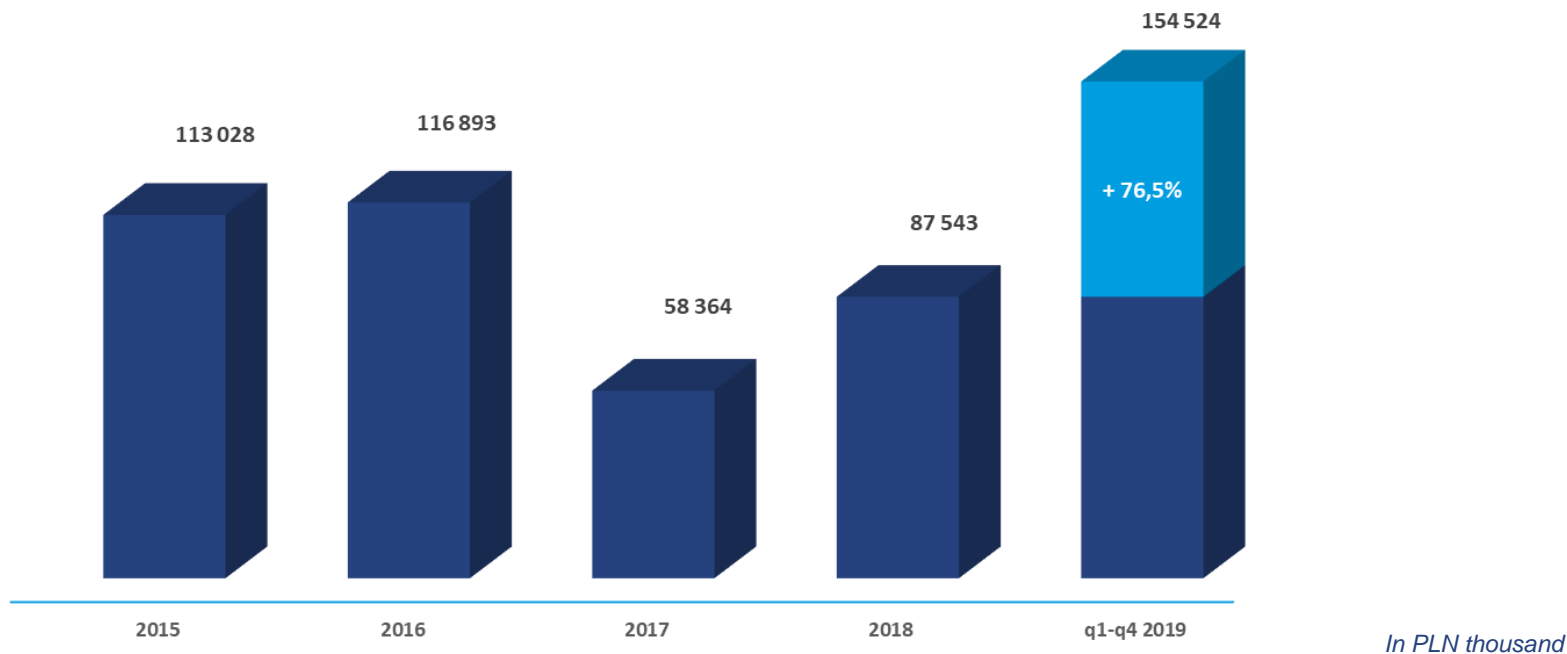
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Consolidated Financial Results Q1-Q4 2019

Comarch Group	Q1-Q4 2019	2018
Revenue	1 437 867	1 369 619
Operating profit	154 524	87 543
Net profit attributable to the Company's shareholders	115 592	30 616

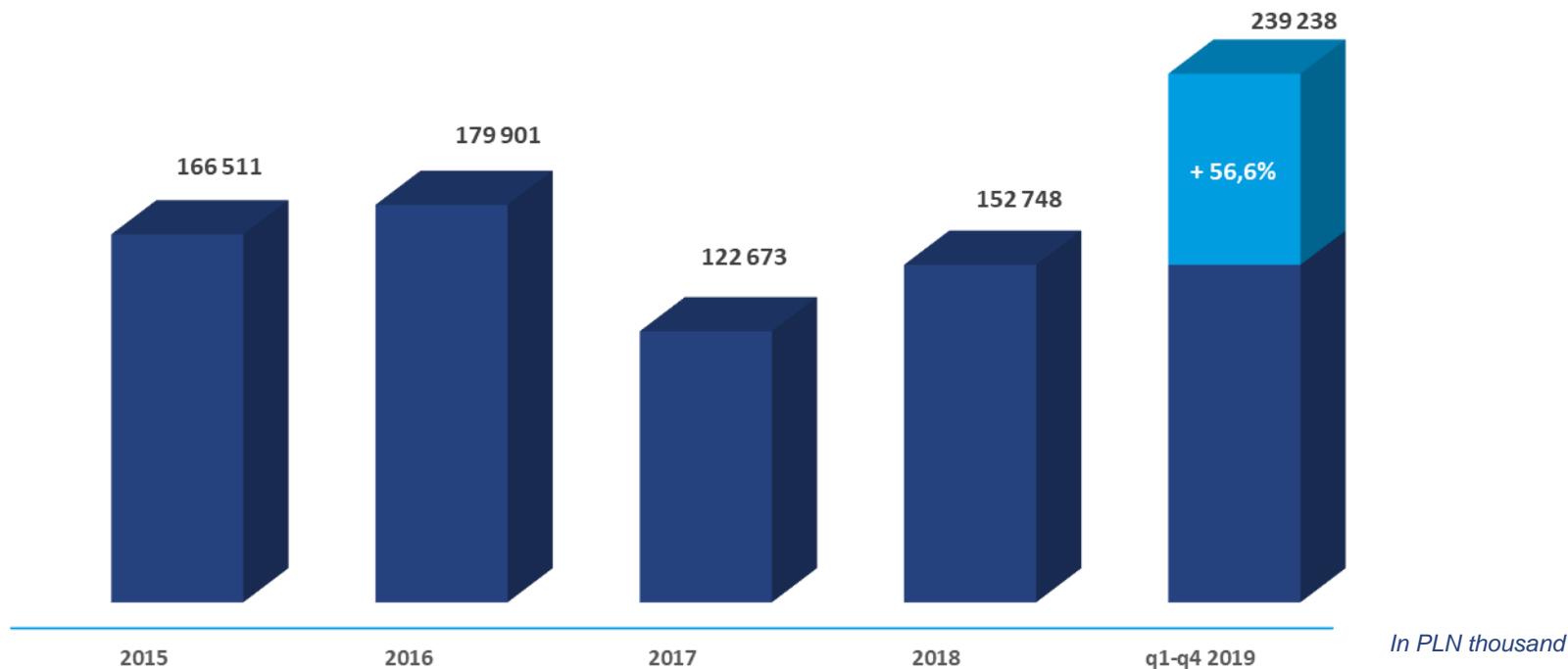
In PLN thousand

Operating Profit Q1-Q4 2019 (Comarch Group)



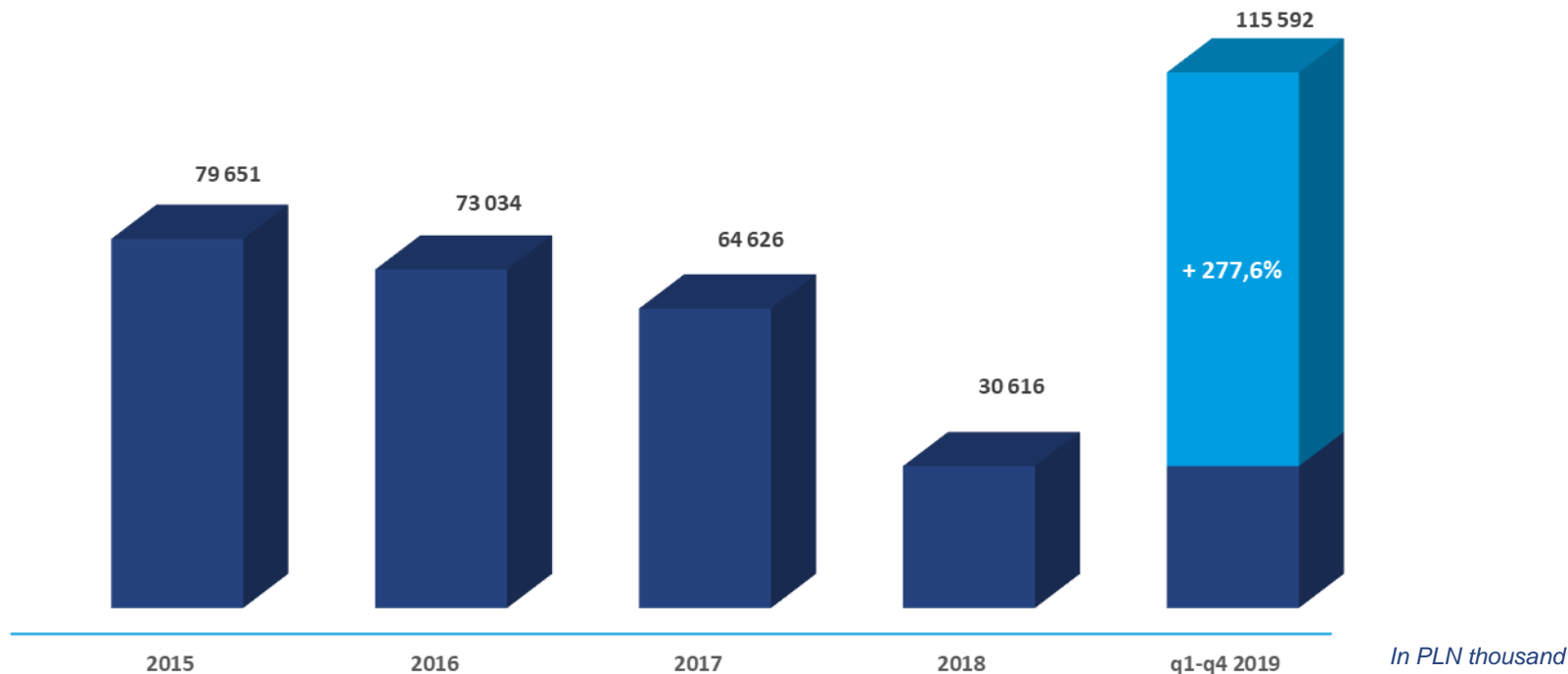
Since 2017, the annual data includes transformations resulting from IFRS 15. The data for 2015-2016 have not been transformed in accordance with IFRS 15. Data for 2019 includes transformations resulting from IFRS 16. The data for 2015 - 2018 have not been transformed in accordance with IFRS 16.

EBITDA Q1-Q4 2019 (Comarch Group)



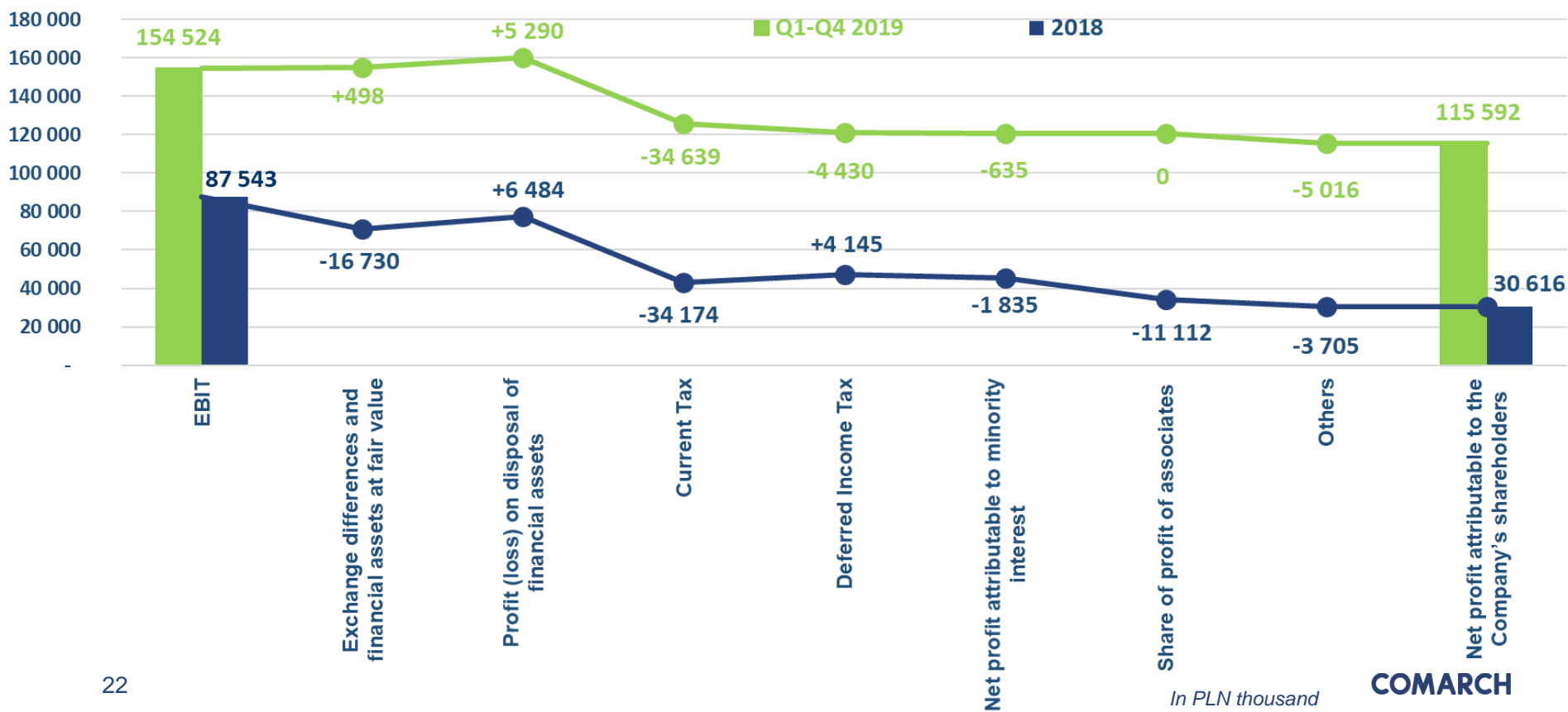
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Net profit attributable to the Company's shareholders Q1-Q4 2019



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EBIT vs. Net Profit Q1-Q4 2019 (Comarch Group)



Influence of IFRS 16 in H1 2019

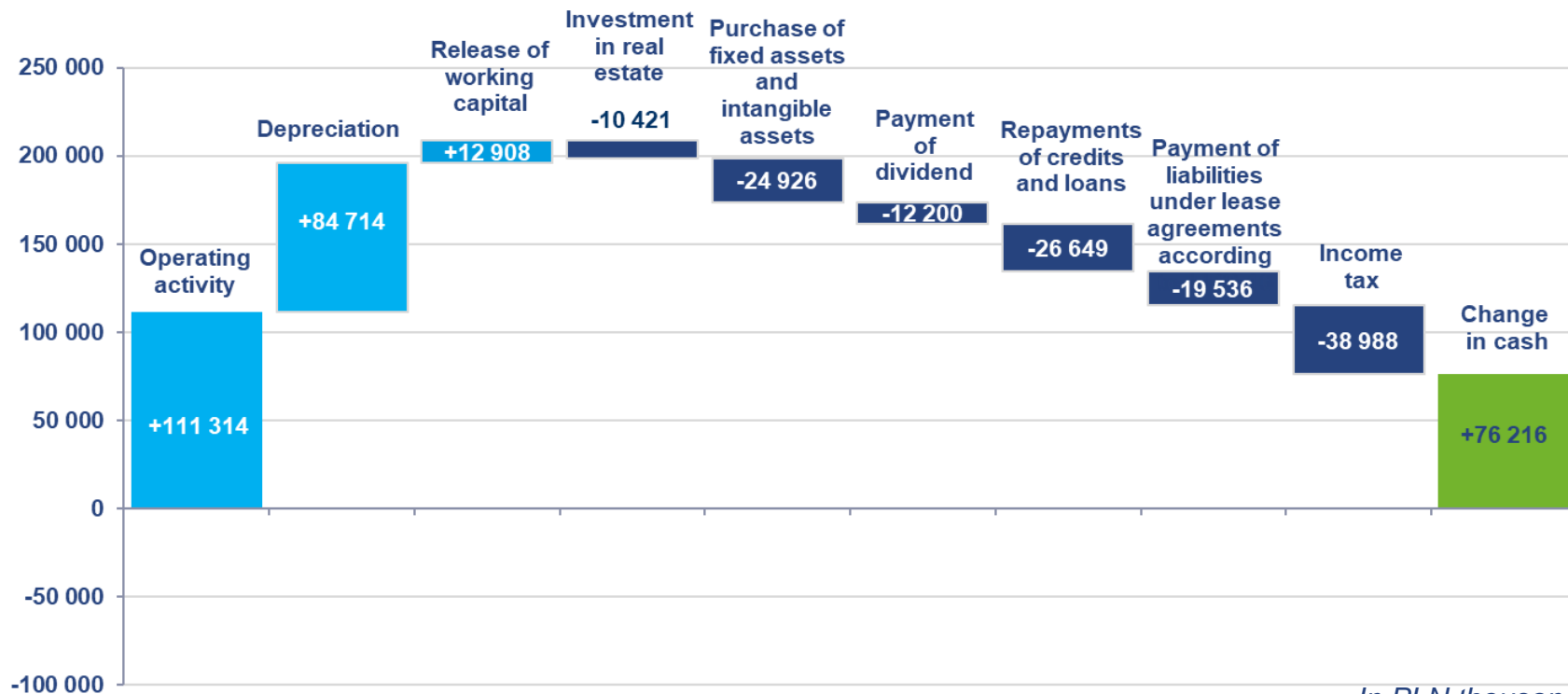
Comarch Group	At 31 December 2019 – published data	At 31 December 2019 – without IFRS 16	Effect of IFRS 16
Asset due to the right of use	73 636	-	73 636
Lease Liabilities	74 731	-	74 731
Depreciation of the right to use Q1-Q4 2019	18 629	-	18 629

In PLN thousand

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Cash flow Q1-Q4 2019



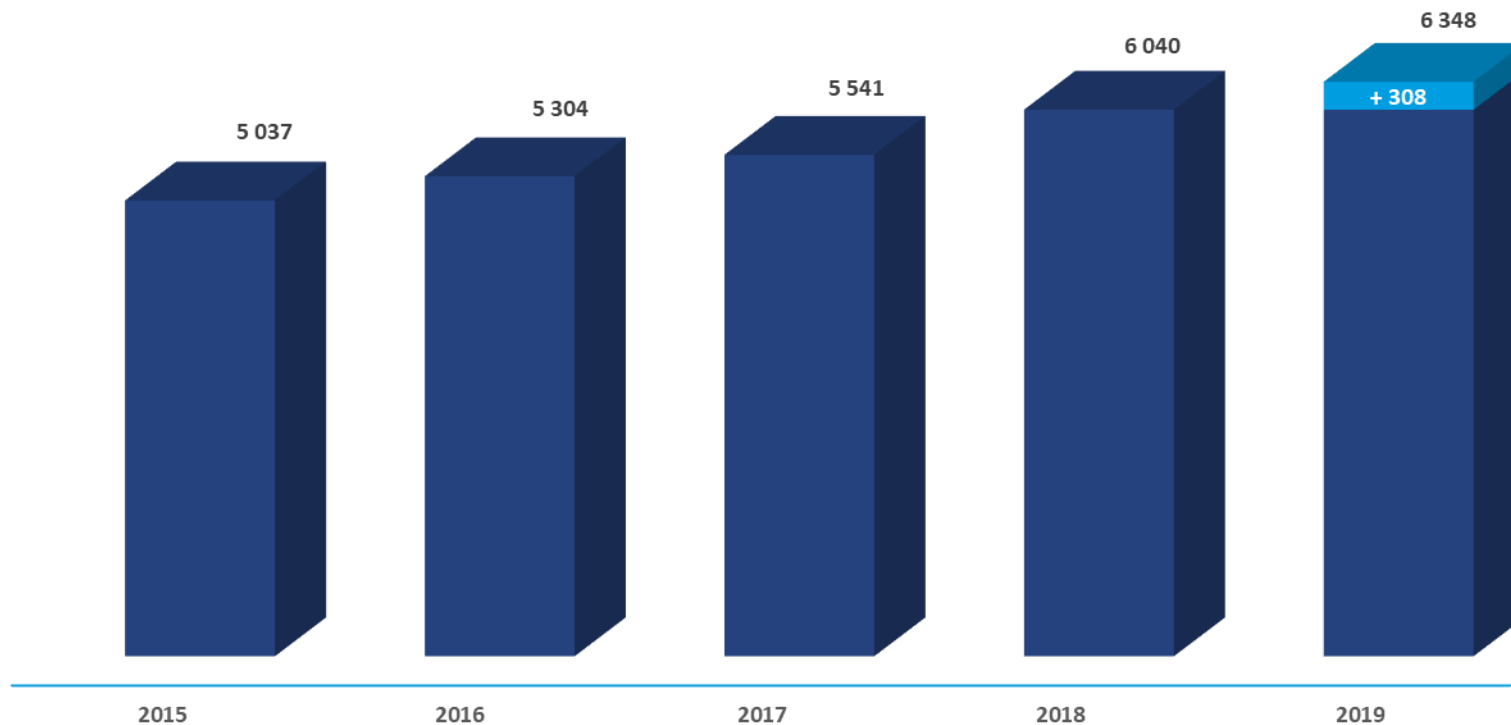
In PLN thousand

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Employment in Comarch Group



Employment

- As at the 31st of December, 2019, the Comarch Group hired 6,348 persons, i.e. 308 persons more than as at the 31st of December, 2018
- The fund of basic salaries in the reporting period was 12,9% higher than in Q1-Q4 2018

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Investments

- In Q1-Q4 2019, Comarch Group has continued development works within IT solutions, as well as invested in development of own IT technologies, especially in the area of Comarch Cloud. In 2020, innovative solutions in this area will debut on the market.
- In 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
- The Comarch Group is negotiating the acquisition of the IT company from France, operating in the area of e-Health

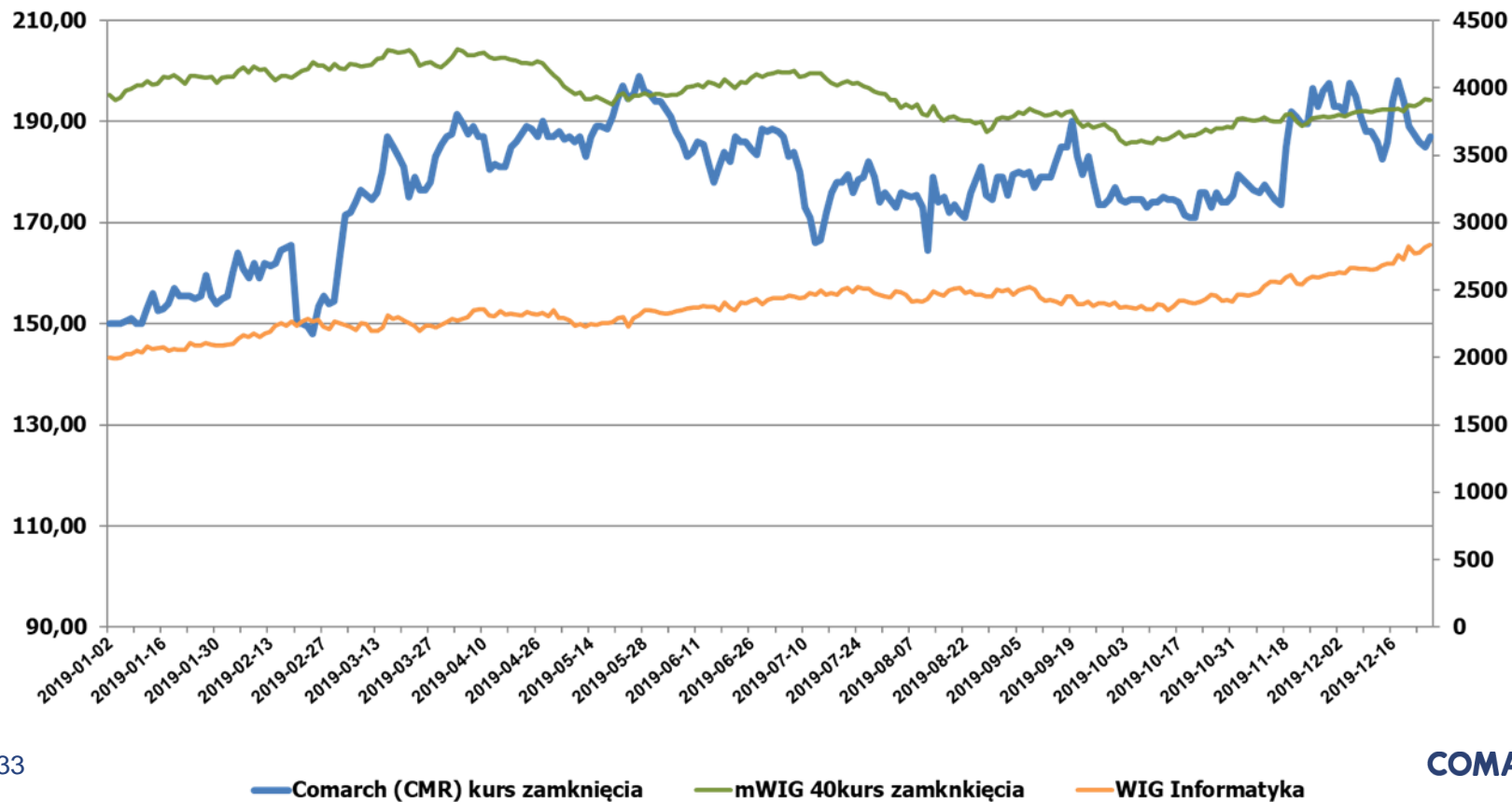
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Summary Q1-Q4 2019

- Sales revenue increased by PLN 68.2 million, i.e. 5%
- Sales revenue increased much faster than operating costs - as a result, operating profitability increased to +10.7% and net profitability to +8.0%
- Revenue from export sales increased by 13.9%, thanks to higher sales of IT solutions to the customers from the TMT sector, Industries&Utilities sector and the Trade and Services sector in Europe and Asia
- Revenues from domestic sales decreased by PLN 34.2 million, i.e. 5.4%, as a result of the lack of supplies of finished goods to one of the public institutions, which occurred in 2018
- The financial results in 2019 were significantly affected by the dissolving of the ZUS KSI provision, as well as dissolving and creating write-offs for bad debts
- Exchange rates had a greater impact on Q4 2019 results, but their impact was insignificant throughout the year
- 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-Q4 2019 by PLN 18.6 million

Comarch Stock Price on WSE (1.01.2019 – 31.12.2019)



Thank you for attention!

