

COMARCH

Financial Results Q1 2023

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

23rd May 2023, Kraków



Agenda

1

Revenue

2

Financial Results in Q1 2023

3

Cash Flow

4

Human Resources

5

Investment

6

Summary and Current Situation

7

Comarch S.A. Share Price and Stock Index Performance

Agenda

1

Revenue

2

Financial Results in Q1 2023

3

Cash Flow

4

Human Resources

5

Investment

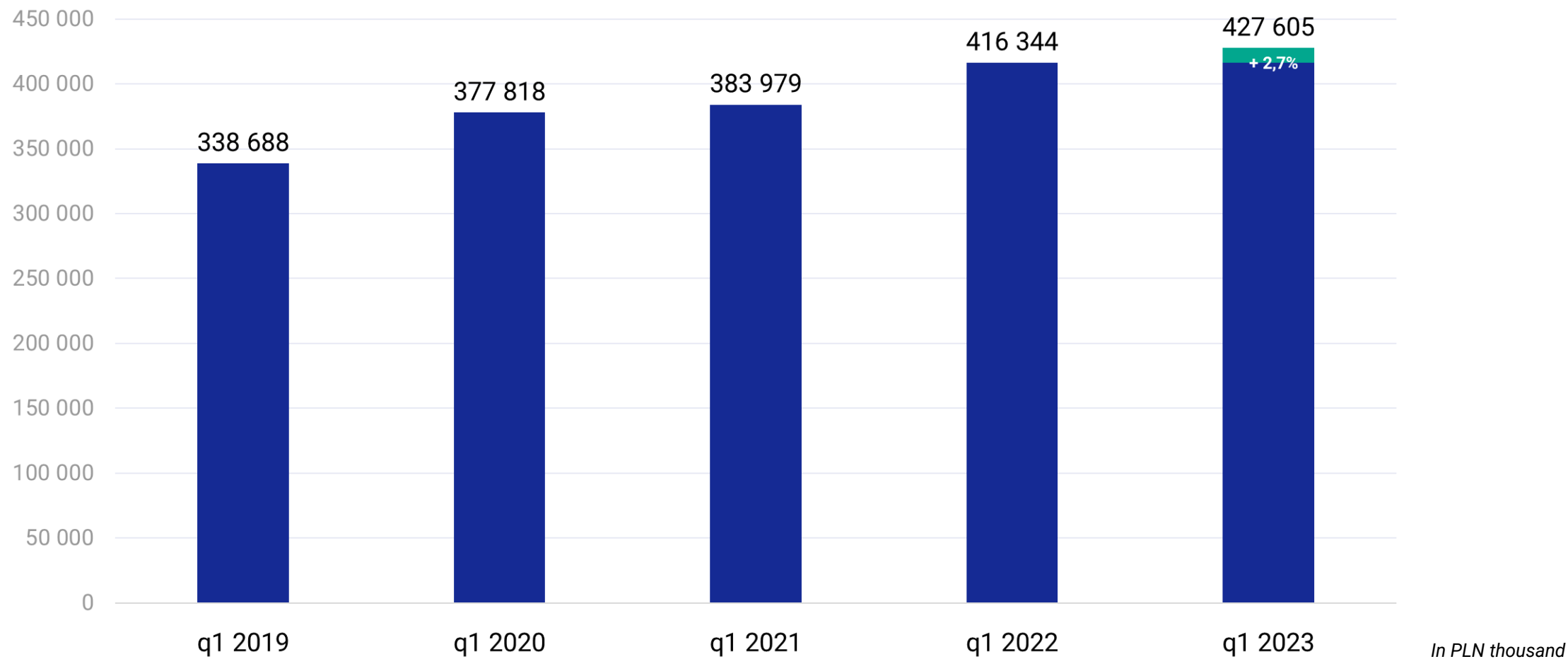
6

Summary and Current Situation

7

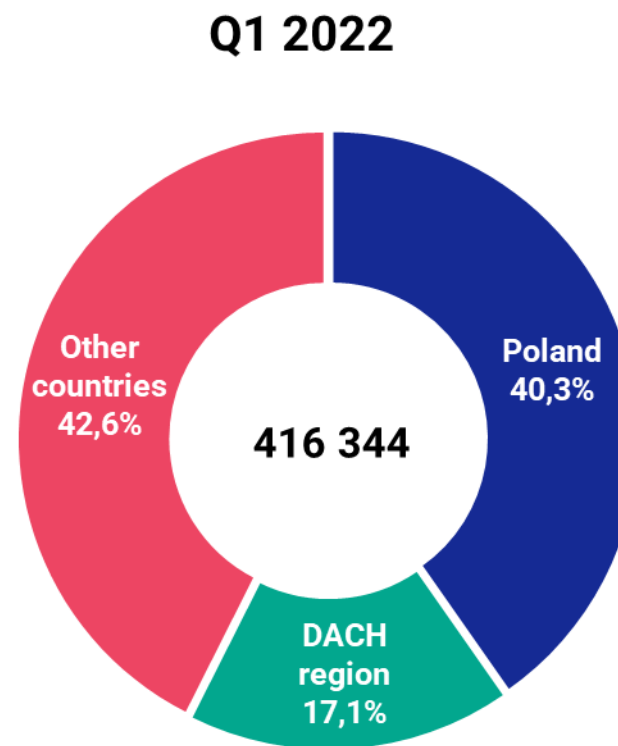
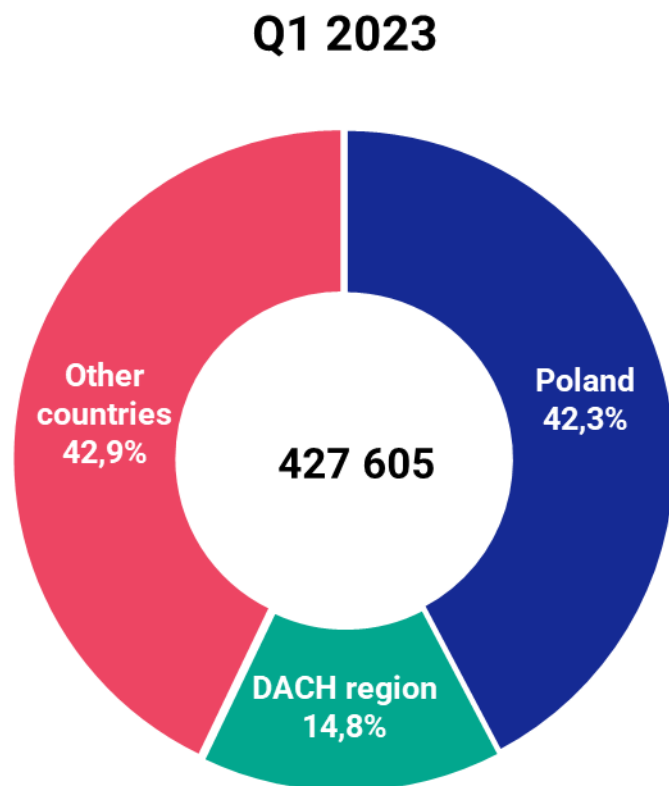
Comarch S.A. Share Price and Stock Index Performance

Revenue Q1 2023



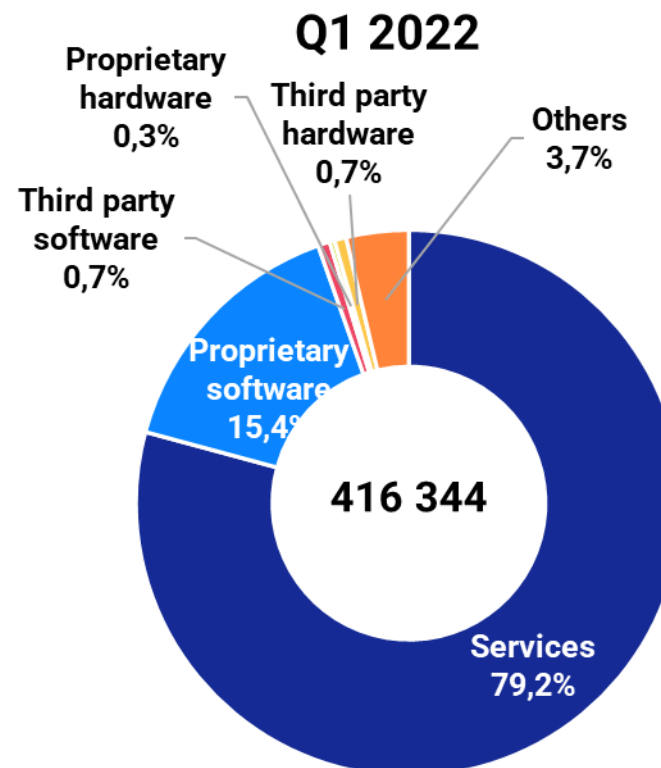
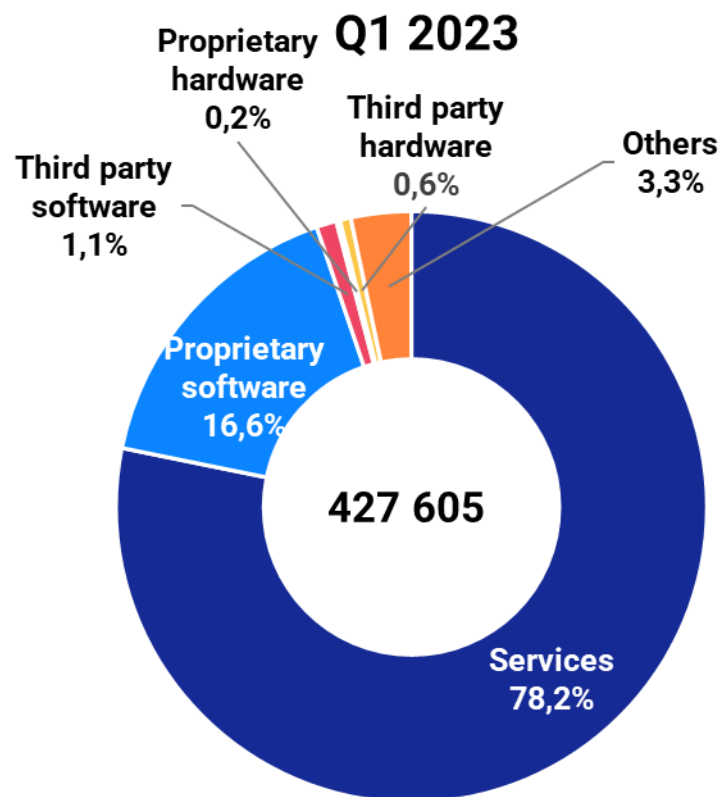
Since 2019, the data includes transformations resulting from IFRS 16.

Geographical Sales Structure Q1 2023



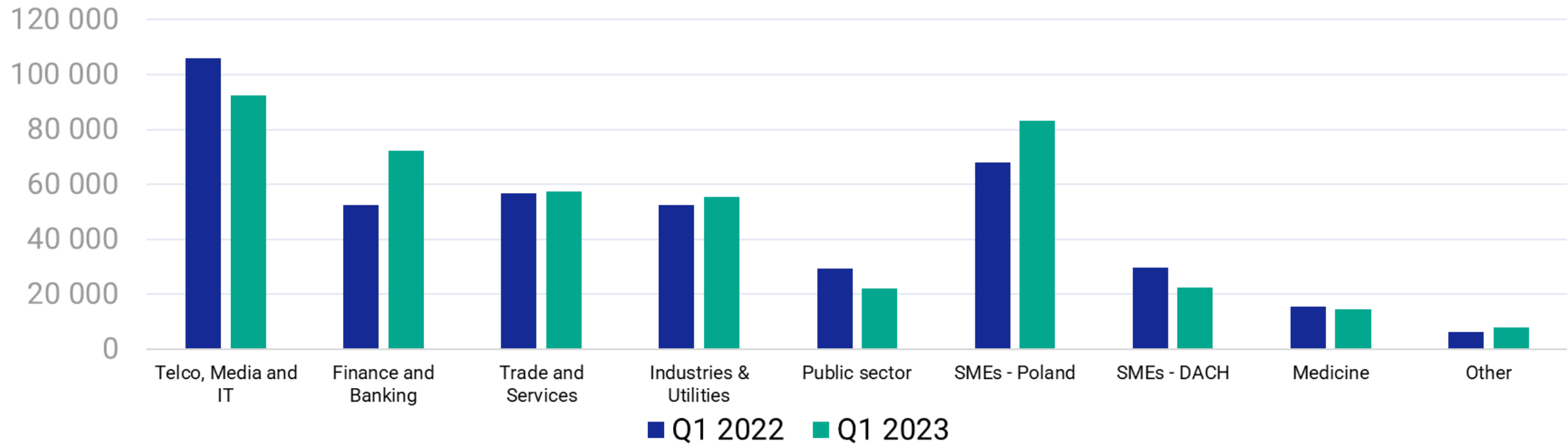
In PLN thousand

Products Sales Structure Q1 2023



In PLN thousand

Market Sales Structure Q1 2023



In PLN thousand

Agenda

1

Revenue

2

Financial Results in Q1 2023

3

Cash Flow

4

Human Resources

5

Investment

6

Summary and Current Situation

7

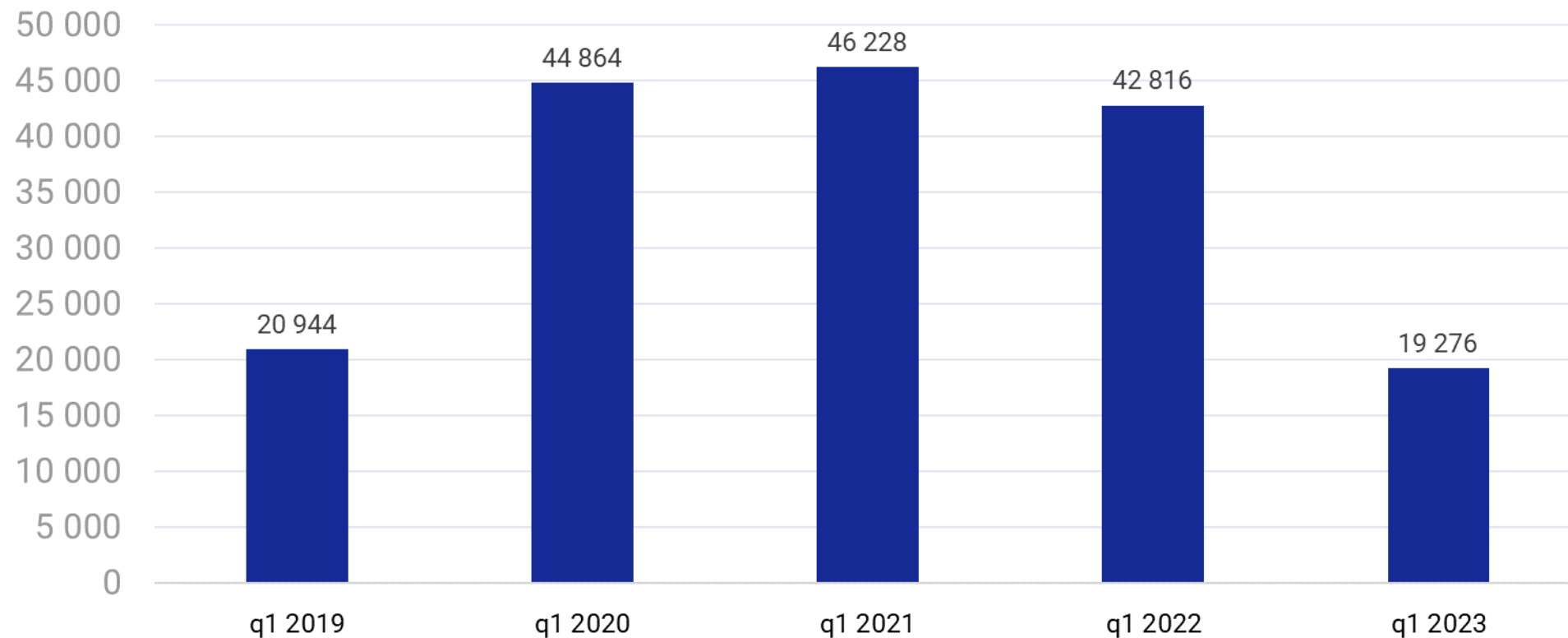
Comarch S.A. Share Price and Stock Index Performance

Consolidated Financial Results Q1 2023

Comarch Group	Q1 2023	Q1 2022
Revenue	427 605	416 344
Operating profit	19 276	42 816
Net profit attributable to the Company's shareholders	23 056	32 439

In PLN thousand

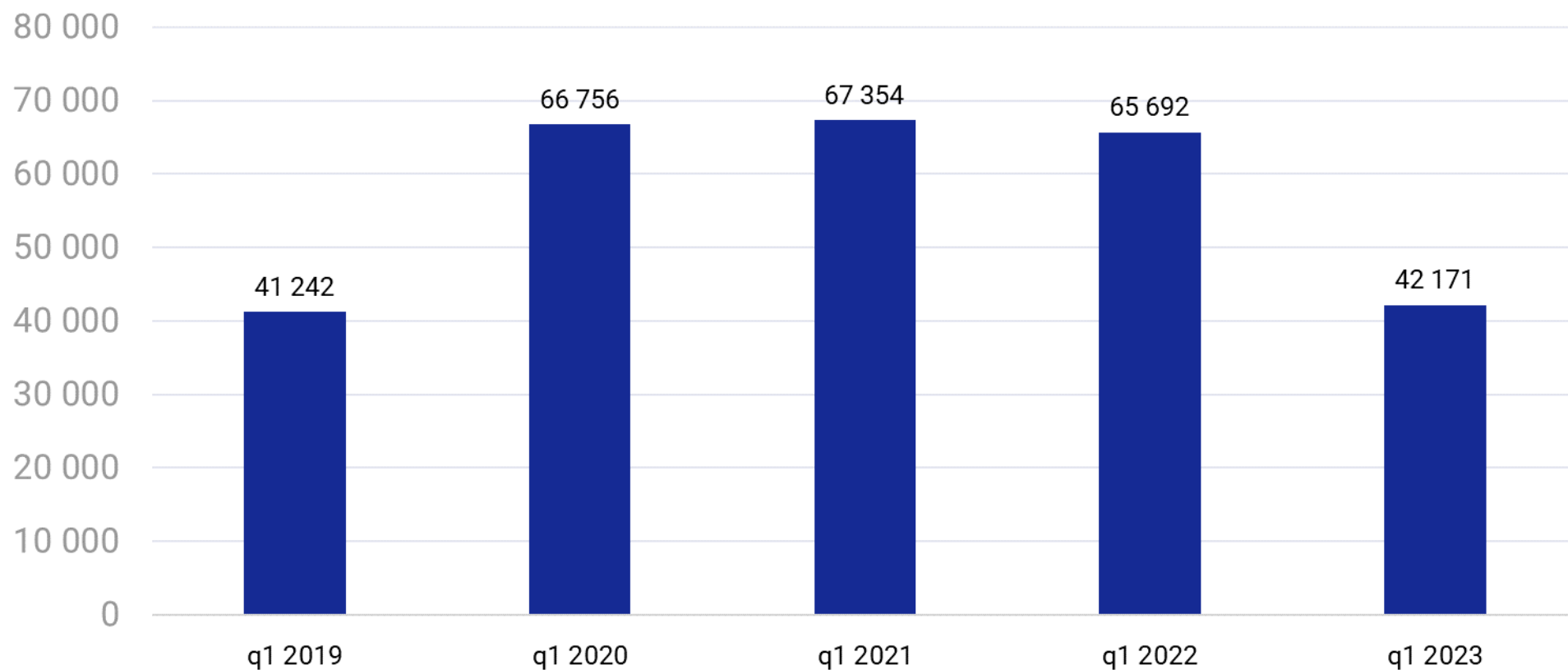
Comarch Group EBIT Q1 2023



In PLN thousand

Since 2019, the data includes transformations resulting from IFRS 16.

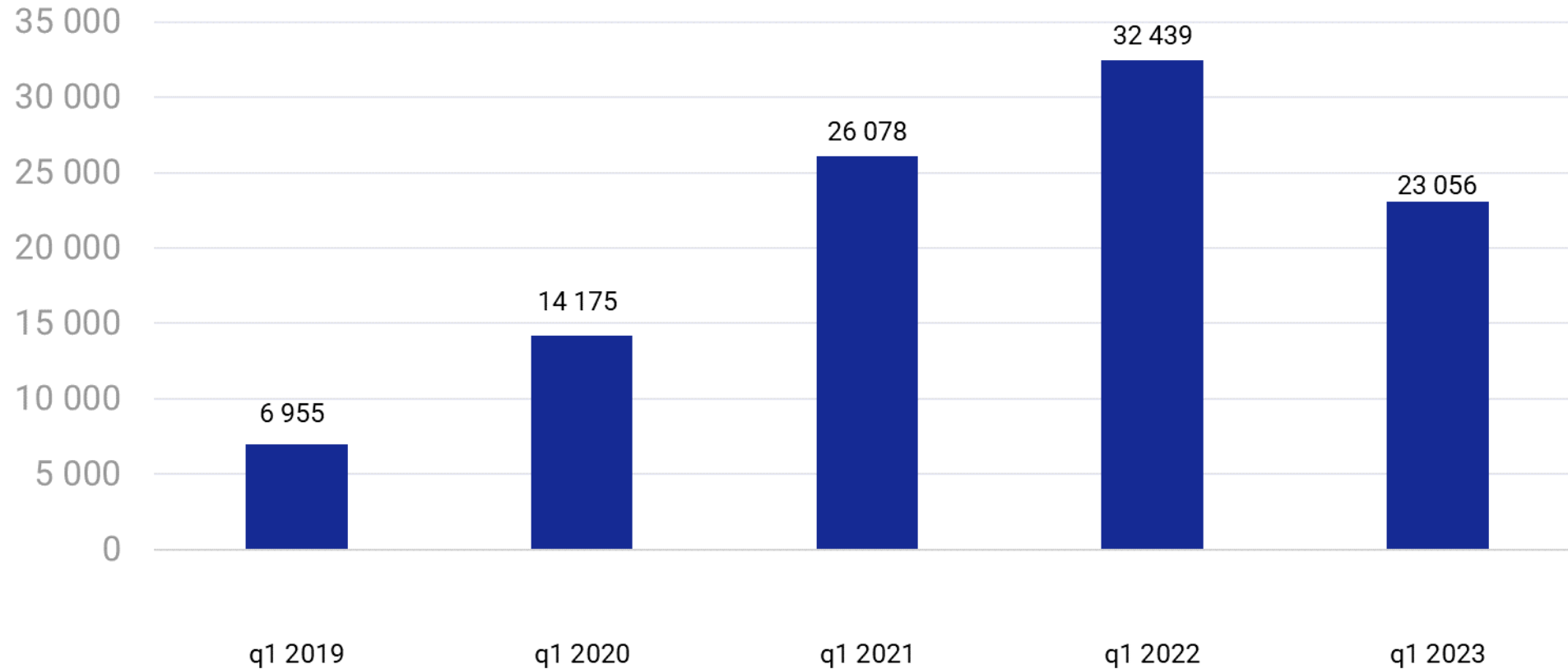
Comarch Group EBITDA Q1 2023



In PLN thousand

Since 2019, the data includes transformations resulting from IFRS 16.

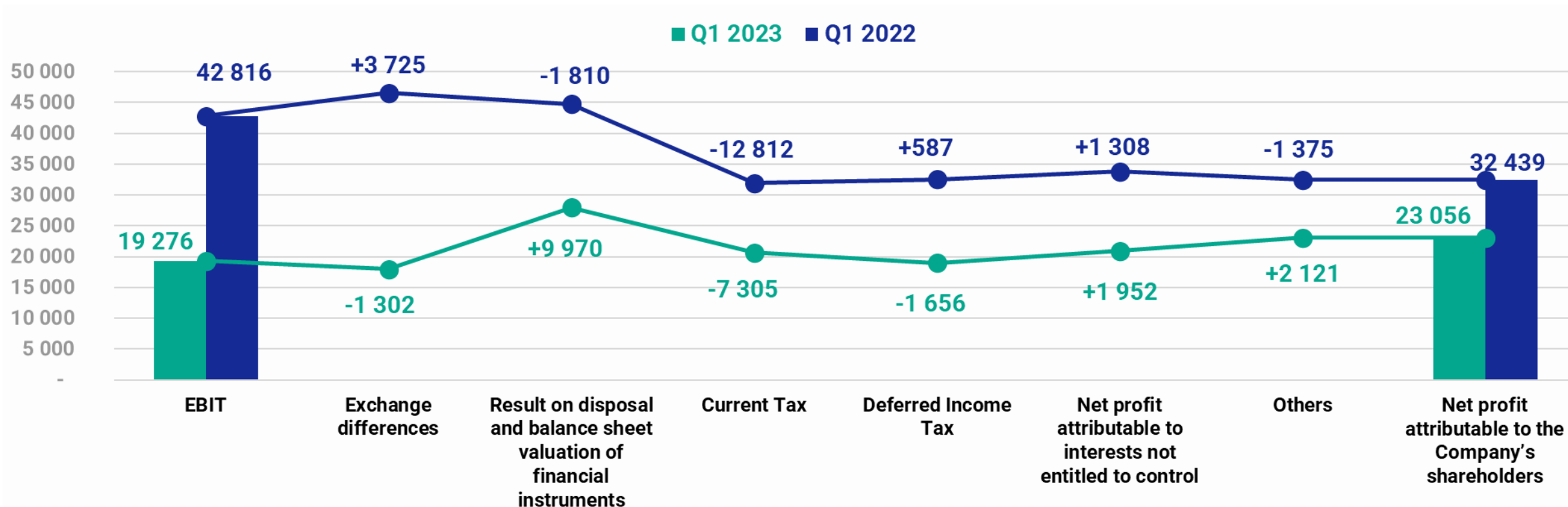
Net Profit Attributable to the Company's Shareholders Q1 2023



In PLN thousand

Since 2019, the data includes transformations resulting from IFRS 16.

EBIT vs. Net Profit Q1 2023



In PLN thousand

Agenda

1

Revenue

2

Financial Results in Q1 2023

3

Cash Flow

4

Human Resources

5

Investment

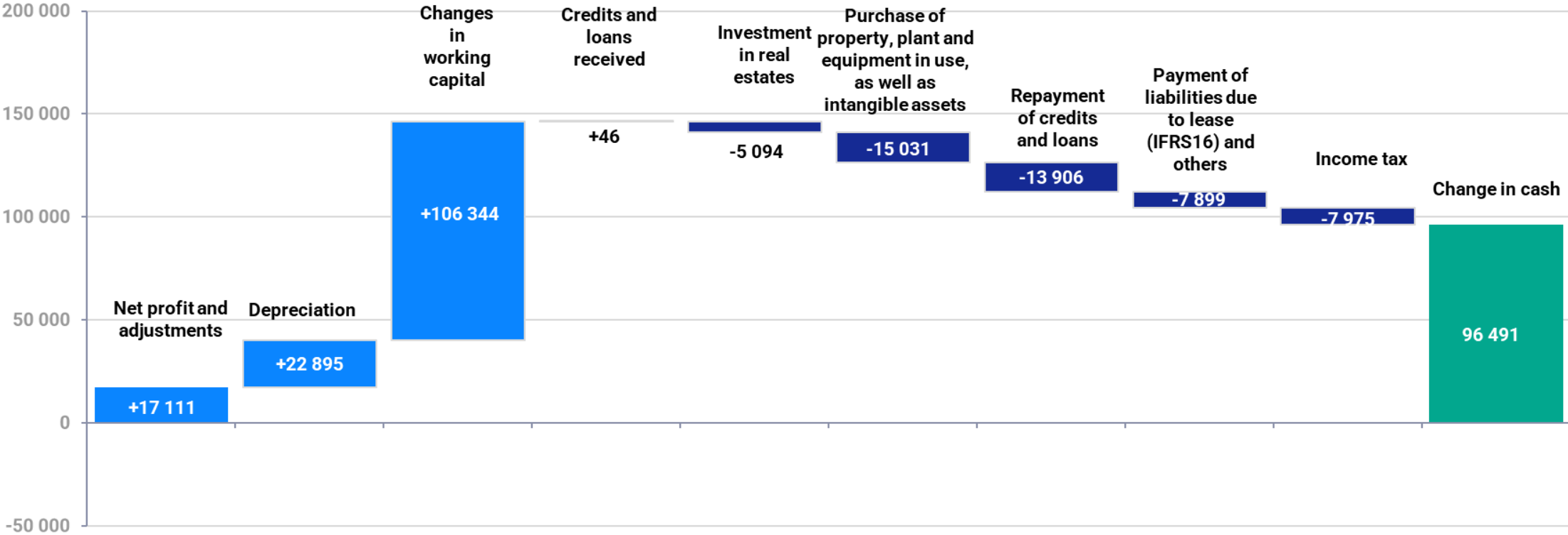
6

Summary and Current Situation

7

Comarch S.A. Share Price and Stock Index Performance

Cash Flow Q1 2023



In PLN thousand

Agenda

1

Revenue

2

Financial Results in Q1 2023

3

Cash Flow

4

Human Resources

5

Investment

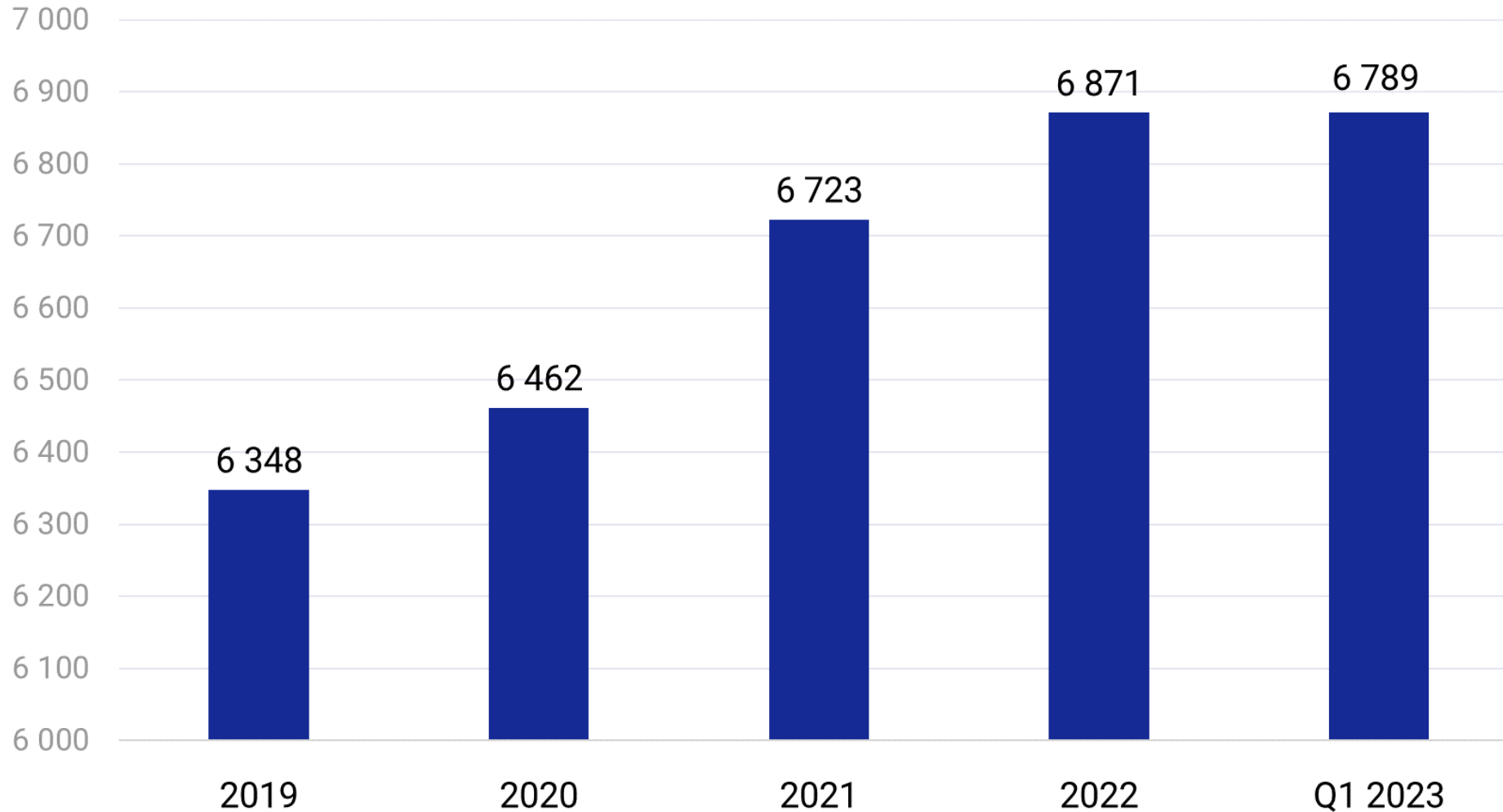
6

Summary and Current Situation

7

Comarch S.A. Share Price and Stock Index Performance

Comarch Group Human Resources



Human Resources

- As at the 31st of March, 2023, the Comarch Group hired 6,781 persons, i.e. 82 persons less than as at the 31st of December, 2022.
- The basic wage fund in the Comarch Group in Q1 2023 increased by 14.5% compared to Q1 2022.

Agenda

1

Revenue

2

Financial Results in Q1 2023

3

Cash Flow

4

Human Resources

5

Investment

6

Summary and Current Situation

7

Comarch S.A. Share Price and Stock Index Performance

Investment

- In Q1 2023, Comarch Group has continued development works within IT solutions, new business projects in the area of ERP, e-commerce telemedicine and fintech.
- At the end of Q2 2023, the e-commerce portal Wszystko.pl will be launched, also the financial services portal Apfino is developing dynamically.
- The construction of Comarch Data Center in the USA has been completed. In May 2023, the facility will be put into operation, which will improve the diversification of Comarch's infrastructure and will allow you to benefit from lower energy prices than in Europe.

Agenda

1

Revenue

2

Financial Results in Q1 2023

3

Cash Flow

4

Human Resources

5

Investment

6

Summary and Current Situation

7

Comarch S.A. Share Price and Stock Index Performance

Q1 2023 Summary

- The Comarch Group observes a decrease in demand dynamics in the IT industry,
- Sales revenue in Q1 2023 increased by 2.7%, i.e. slower than operating costs,
- An increase in domestic sales by PLN 13.1 million, i.e. 7.8%, was the result of an increase in sales of ERP solutions to customers from the SME-Poland sector, with reduced sales to the public sector,
- The decrease in revenues from foreign sales by PLN 1.8 million, i.e. by 0.7%, was mainly the result of a decrease in sales to customers from the telecommunications sector and ERP solutions in the DACH region, which was covered by growing sales of solutions for the financial and banking, industrial and service,
- Revenue from sales of proprietary software increased by PLN 6.7 million, i.e. 10.4%, sales of services increased by PLN 4.9 million, i.e. 1.5%,
- As a result of the undertaken restructuring activities, the increase in operating costs slowed down compared to 2022, but it still remains higher than the increase in revenues - in Q1 2023, the basic wage fund in the Comarch Group increased by 14.5% compared to Q1 2022, much higher costs of electricity and external services,
- The order backlog for 2023 is now 7% higher than a year ago at the same time,
- Geopolitical and macroeconomic factors (inflation, foreign exchange rates, % rates, energy prices) as well as rapidly growing labor costs and public levies have a large impact on the company's operations in 2023.

Agenda

1

Revenue

2

Financial Results in Q1 2023

3

Cash Flow

4

Human Resources

5

Investment

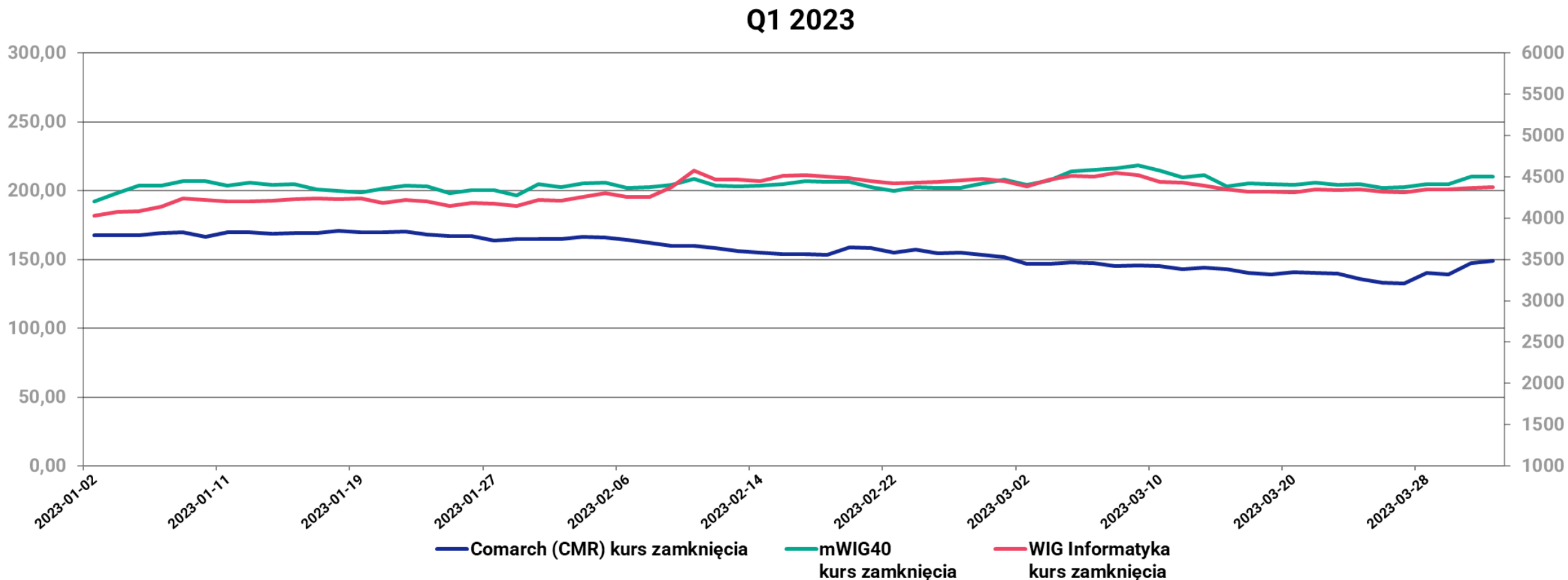
6

Summary and Current Situation

7

Comarch S.A. Share Price and Stock Index Performance

Comarch Stock Price and Stock Index Performance on WSE 1.01 – 31.03.2023



COMARCH

Thank you!

