
Financial Results Q1-Q3 2020

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

18th of November, 2020, Krakow

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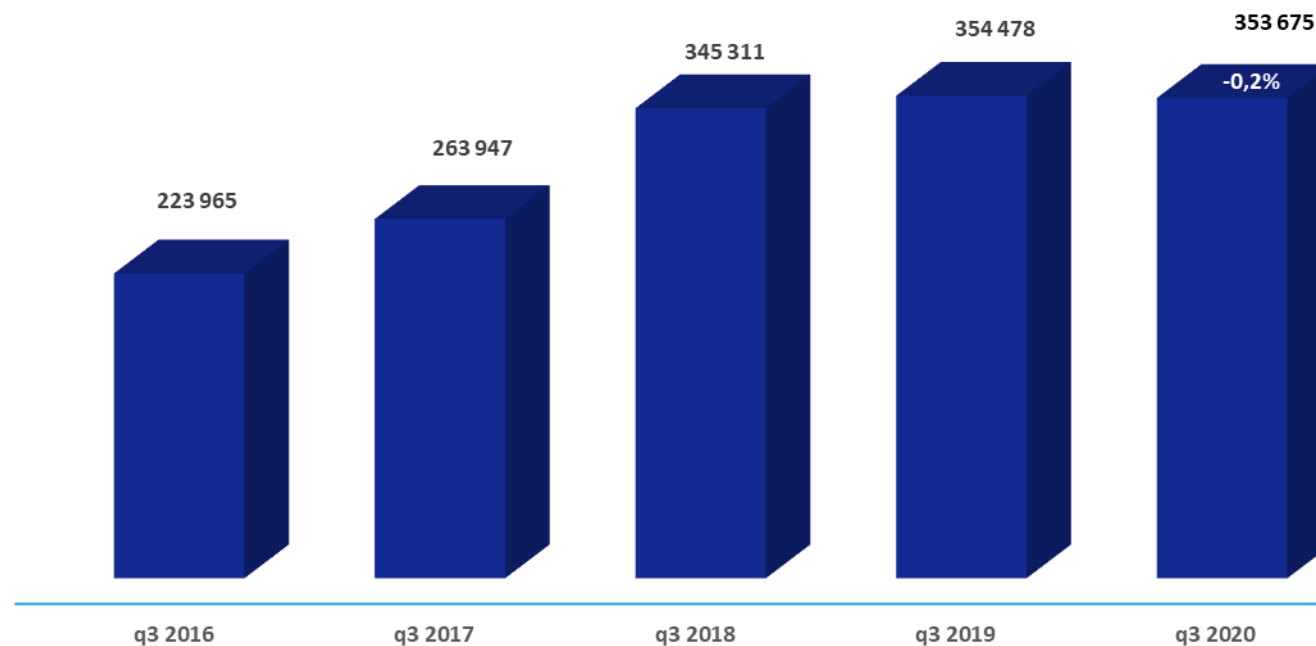
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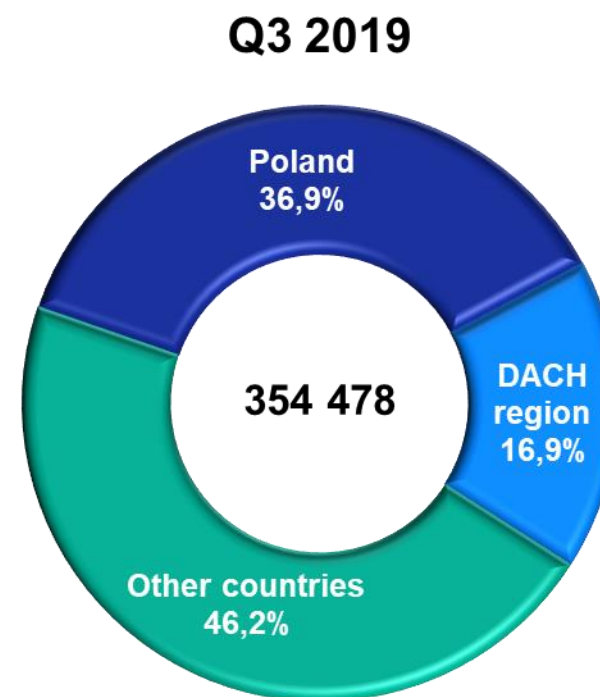
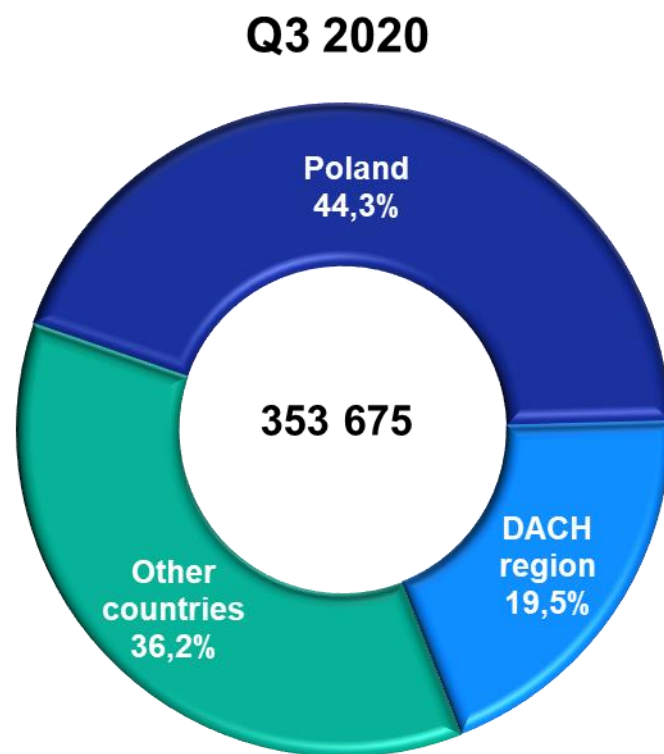
Revenue Q3 2020



In PLN thousand

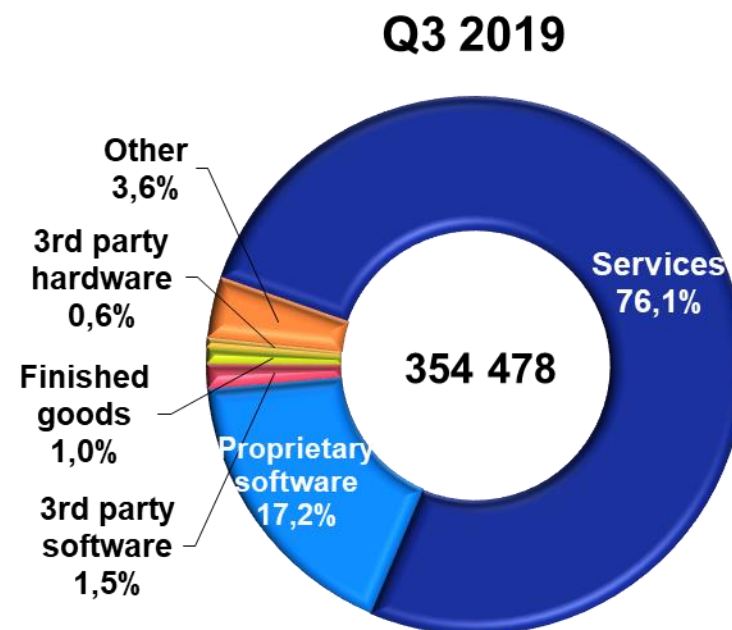
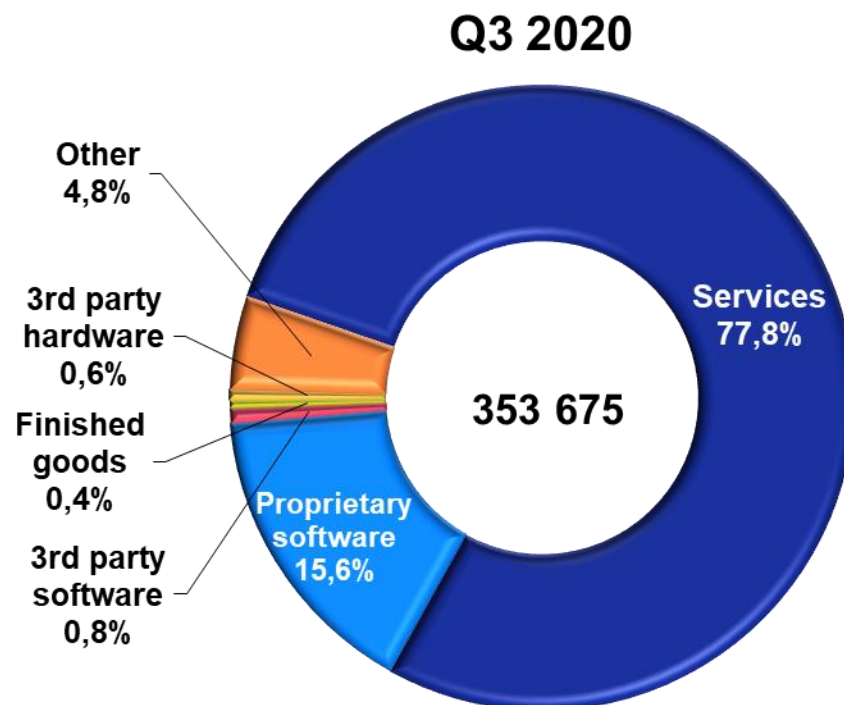
Since 2017, the data includes transformations resulting from IFRS 15. Since 2019, the data includes transformations resulting from IFRS 16. The data for 2015 - 2018 have not been transformed in accordance with IFRS 16.

Geographical Sales Structure Q3 2020



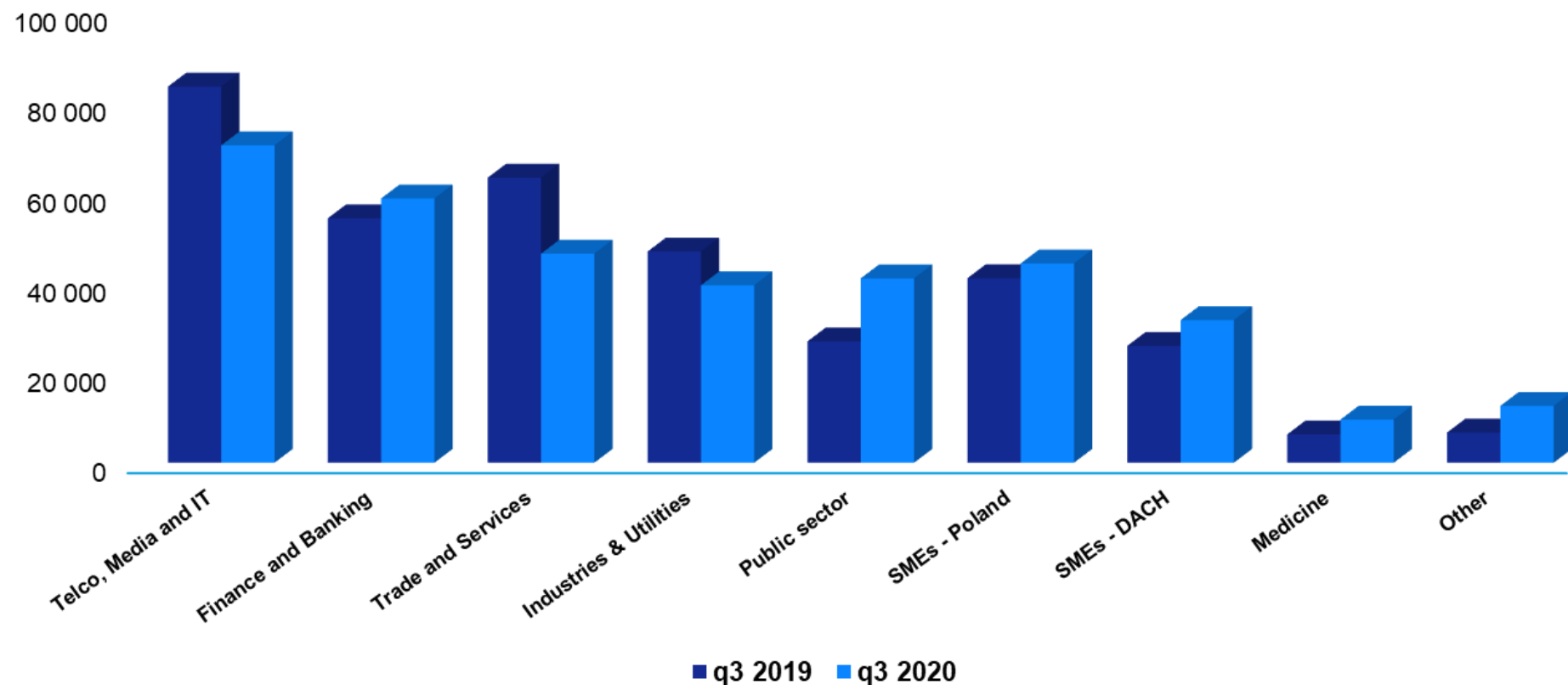
In PLN thousand

Products Sales Structure Q3 2020



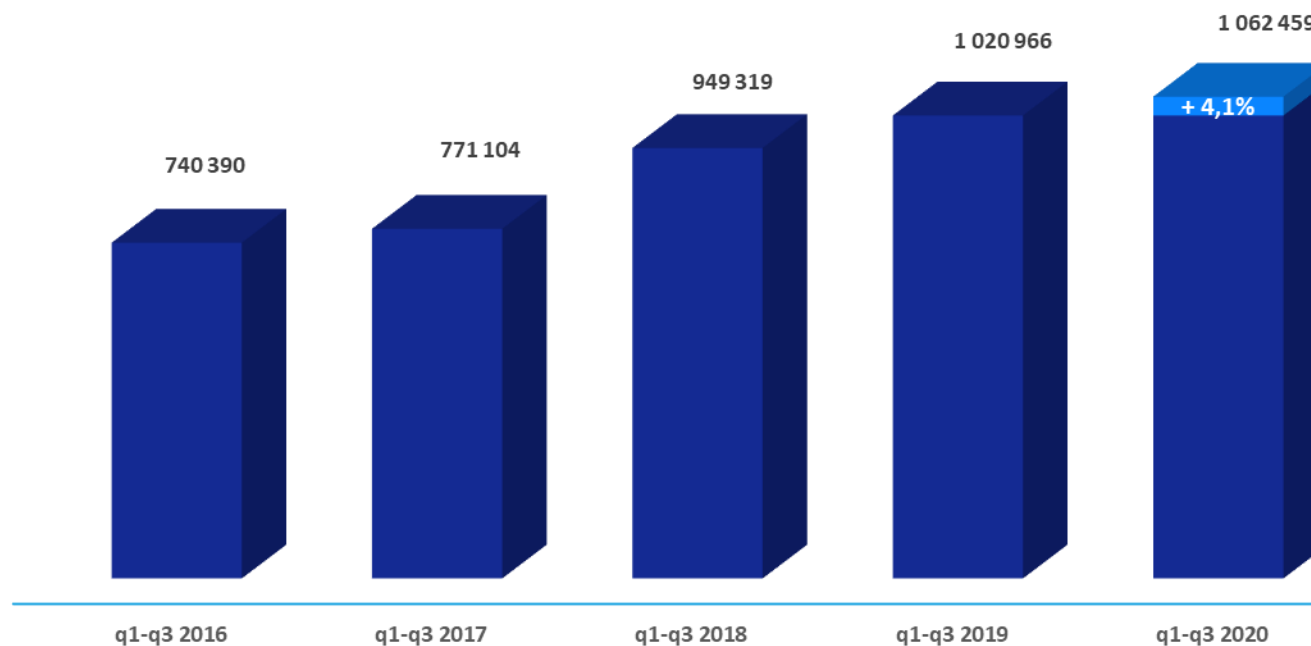
In PLN thousand

Market Sales Structure Q3 2020



In PLN thousand

Revenue Q1-Q3 2020

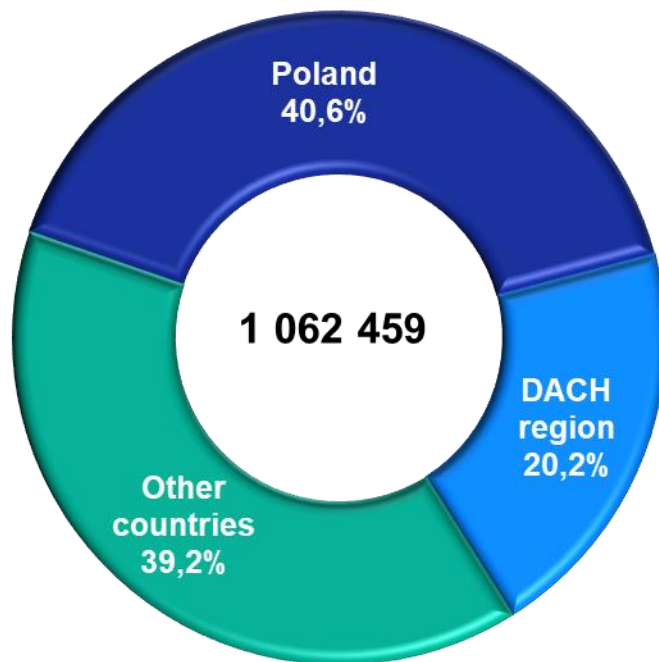


In PLN thousand

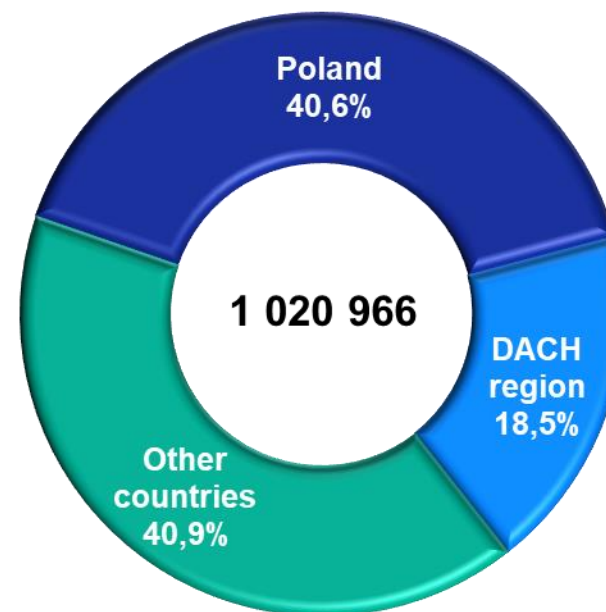
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Geographical Sales Structure Q1-Q3 2020

Q1-Q3 2020

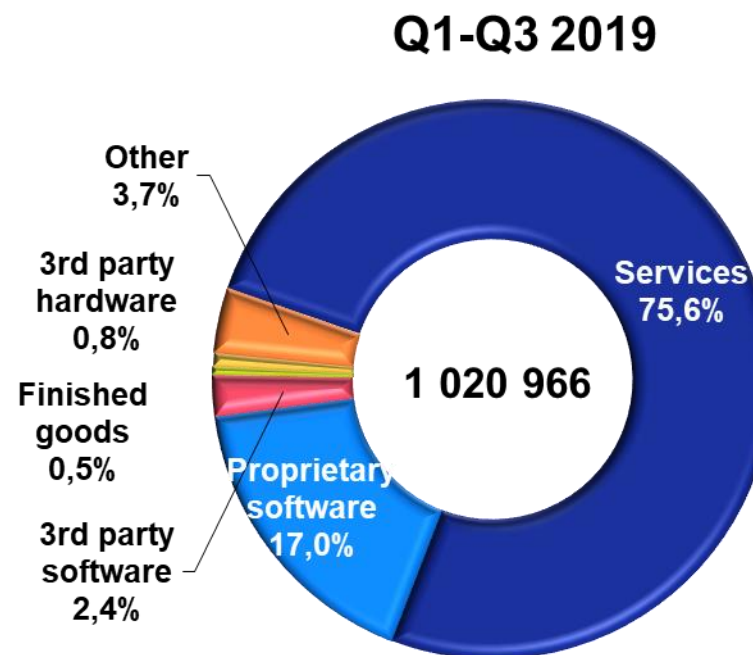
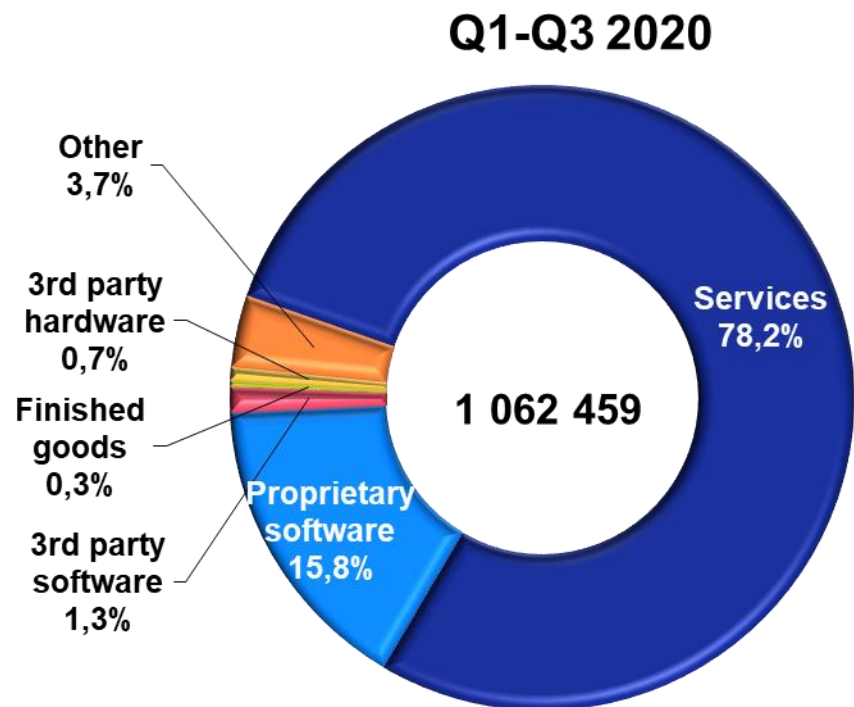


Q1-Q3 2019



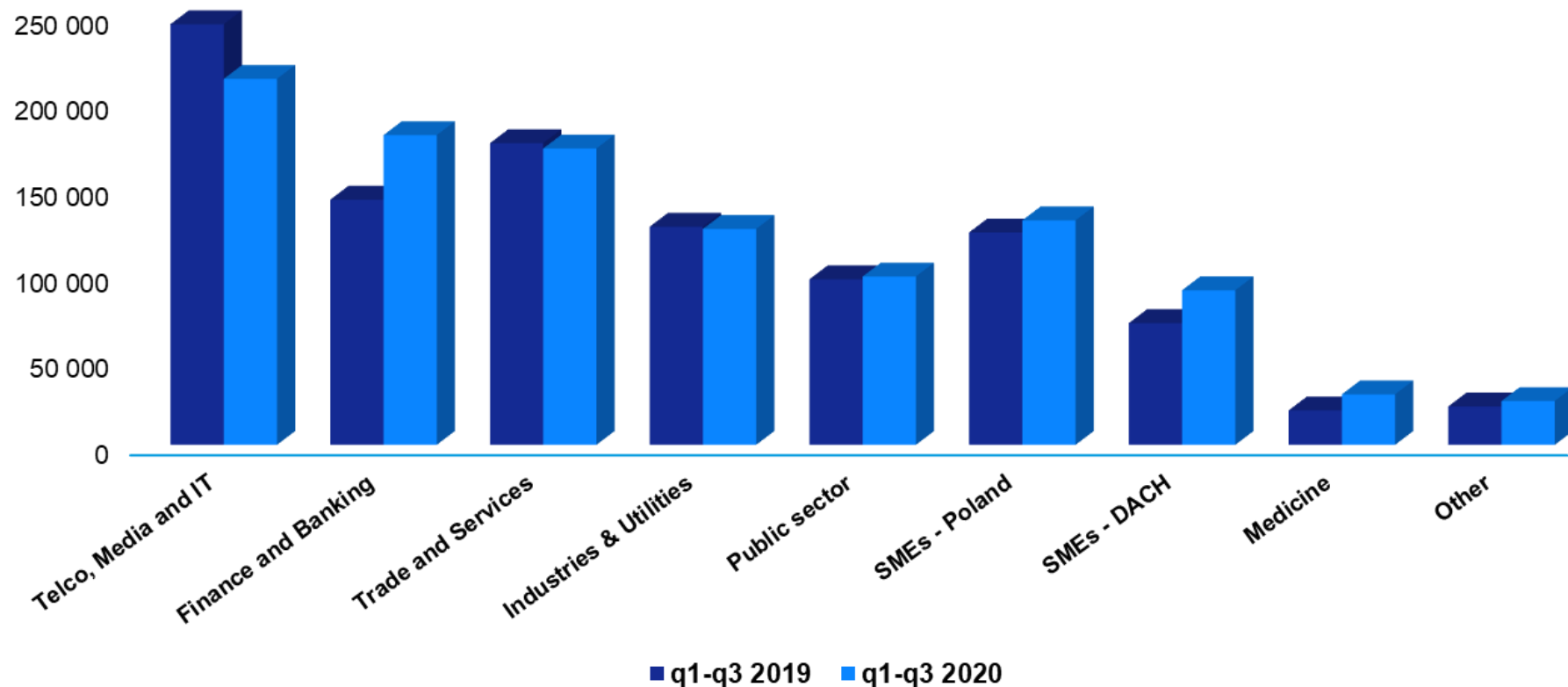
In PLN thousand

Products Sales Structure Q1-Q3 2020



In PLN thousand

Market Sales Structure Q1-Q3 2020



In PLN thousand

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Consolidated Financial Results Q3 2020

Comarch Group	Q3 2020	Q3 2019
Revenue	353 675	354 478
Operating profit	46 112	66 209
Net profit attributable to the Company's shareholders	32 456	42 500

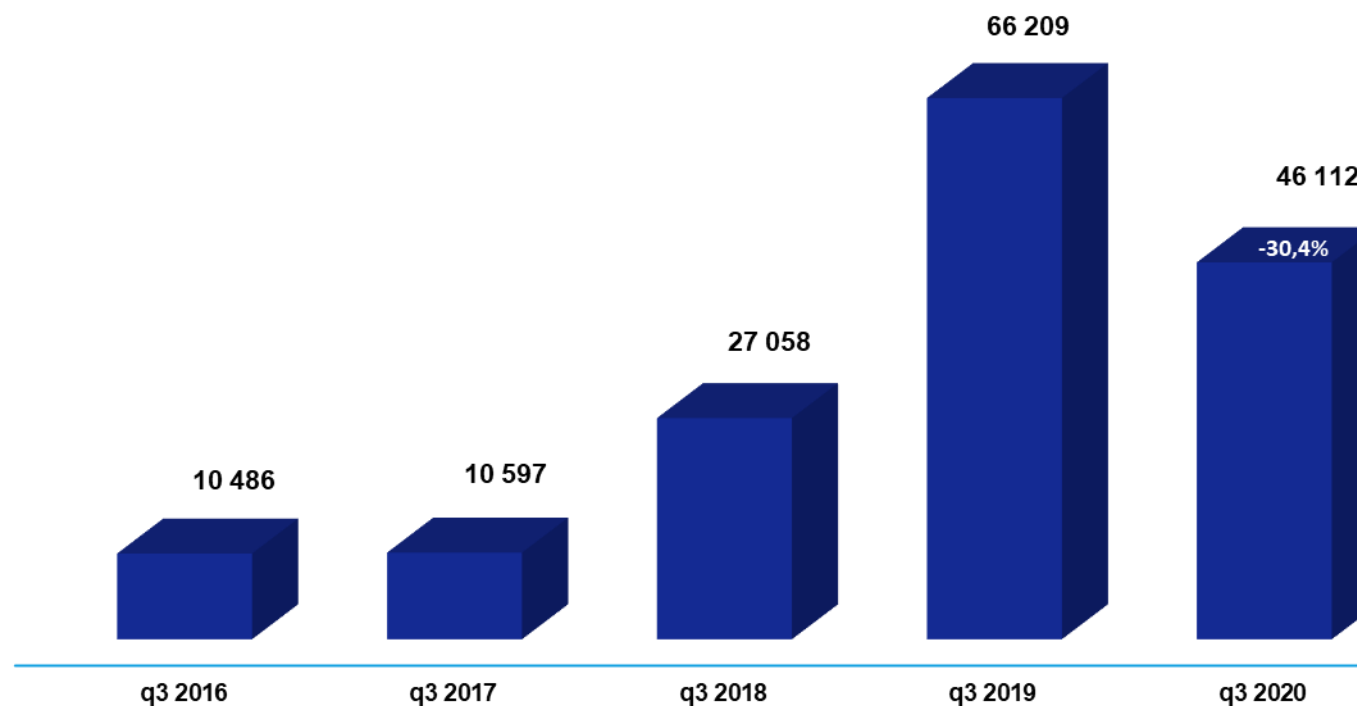
In PLN thousand

Impact of Changes in Currency Exchange Rates on Q3 2020 Financial Results

Exchange Differences	Q3 2020
Balance sheet valuation of receivables	-1 365
Balance sheet valuation of liabilities	-4 031
Balance sheet valuation of financial instruments	-5 270

In PLN thousand

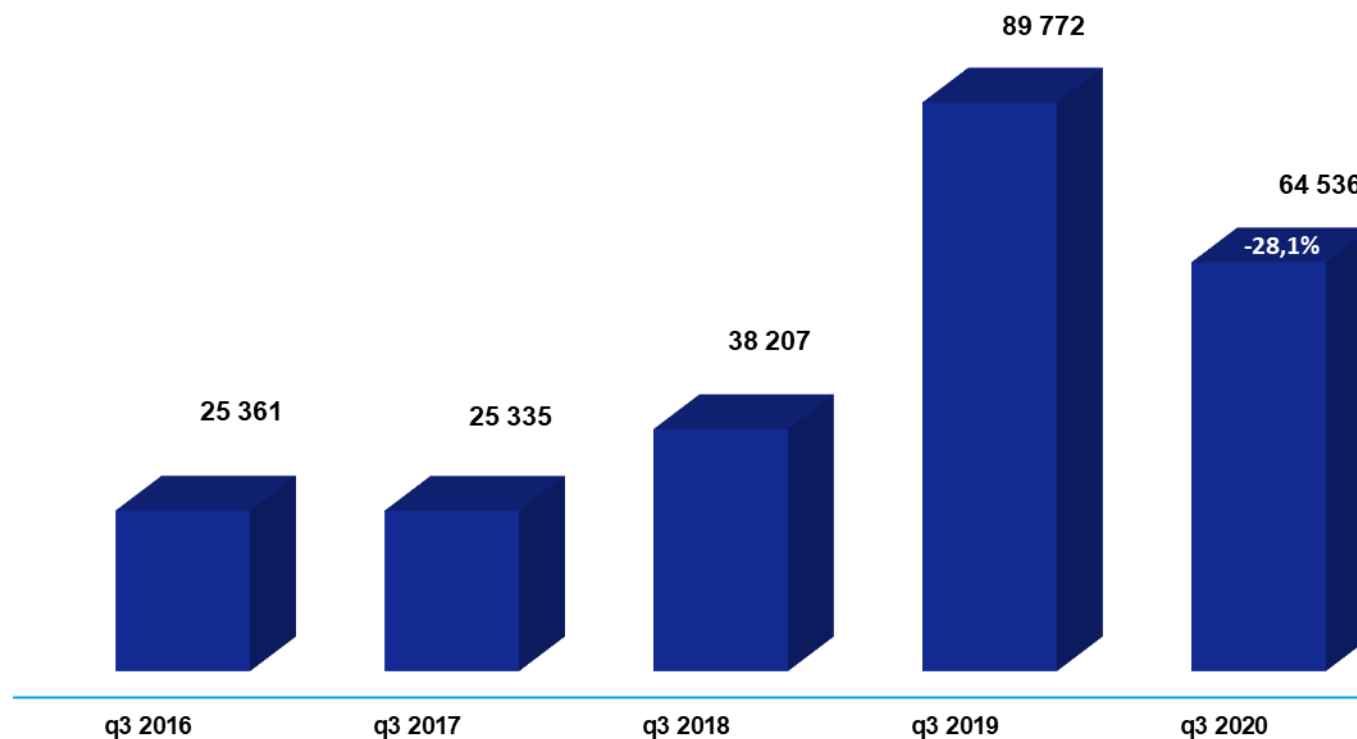
Comarch Group EBIT Q3 2020



In PLN thousand

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

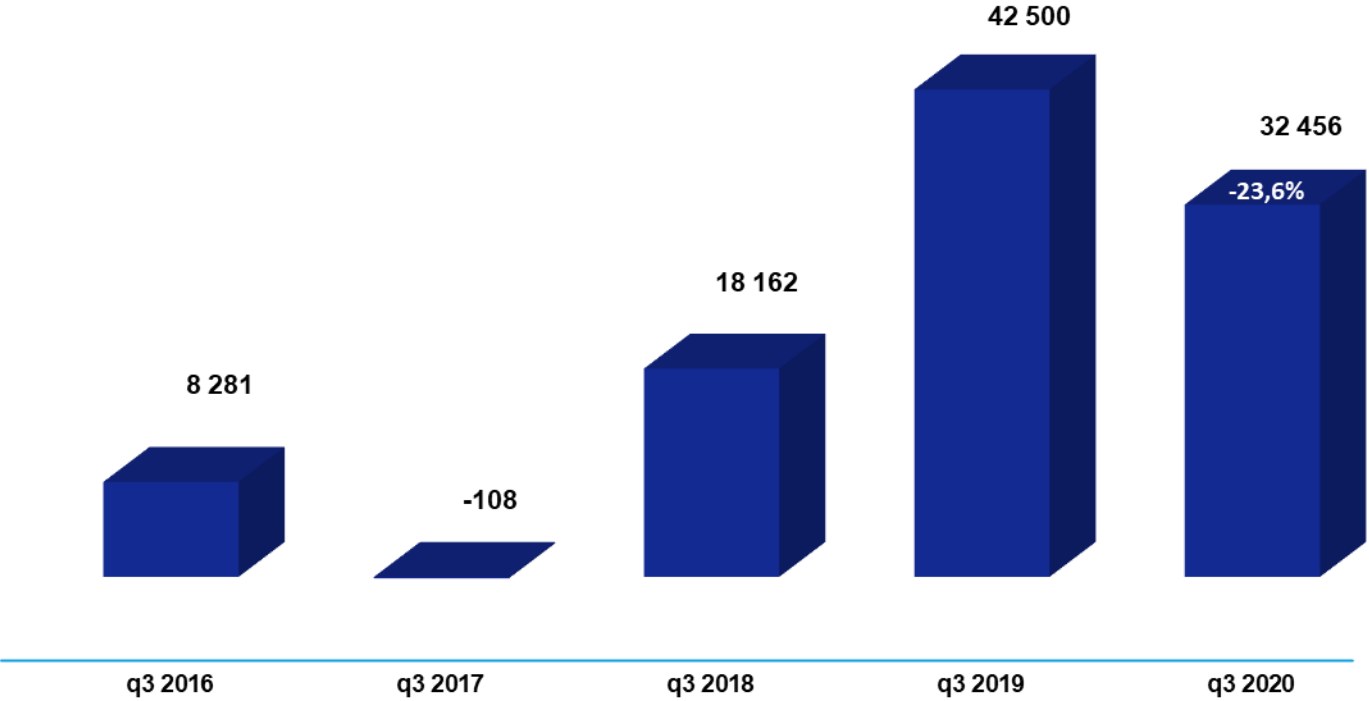
Comarch Group EBITDA Q3 2020



In PLN thousand

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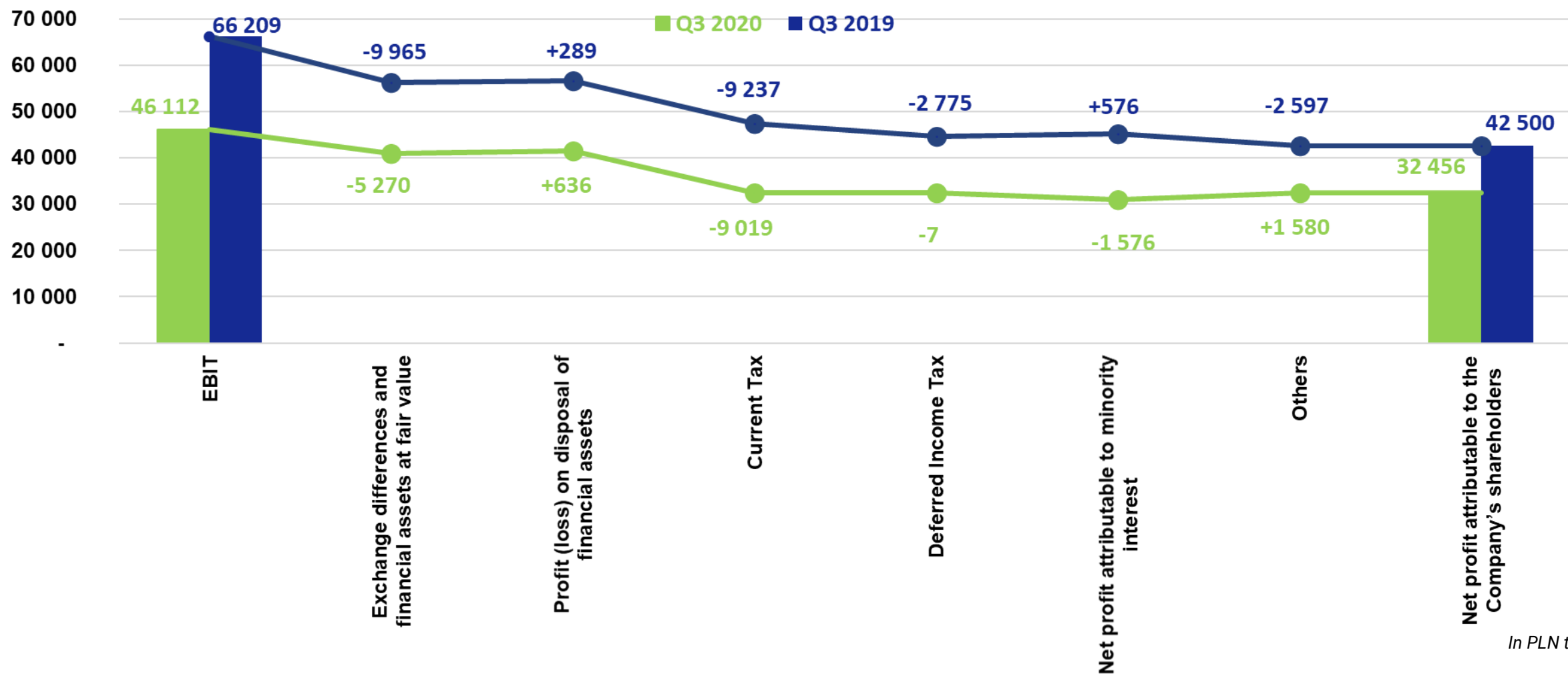
Net Profit Attributable to the Company's Shareholders Q3 2020



In PLN thousand

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

EBIT vs. Net Profit Q3 2020



Consolidated Financial Results Q1-Q3 2020

Comarch Group	Q1-Q3 2020	Q1-Q3 2019
Revenue	1 062 459	1 020 966
Operating profit	117 895	112 366
Net profit attributable to the Company's shareholders	66 975	69 679

In PLN thousand

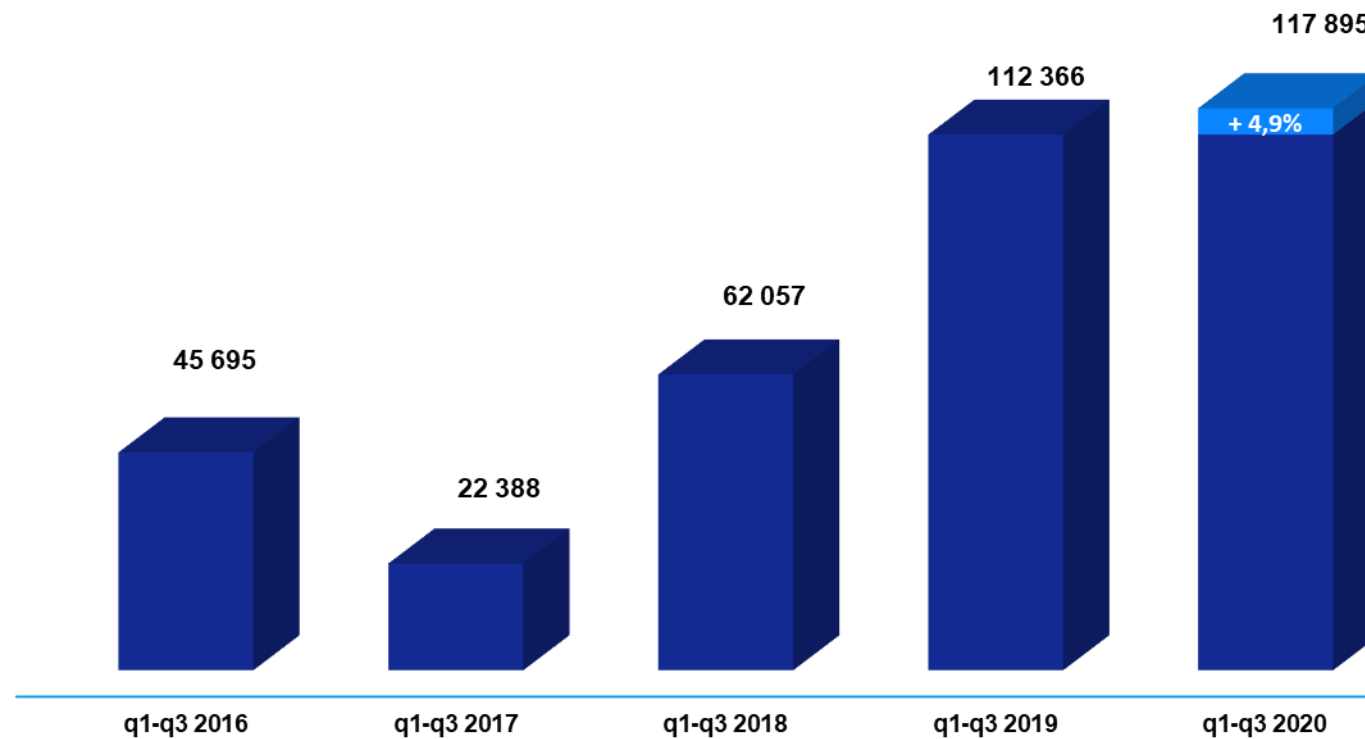
COMARCH

Impact of Changes in Currency Exchange Rates on Q1-Q3 2020 Financial Results

Exchange Differences	Q1-Q3 2020
Balance sheet valuation of receivables	9 978
Balance sheet valuation of liabilities	-20 265
Balance sheet valuation of financial instruments	-14 277

In PLN thousand

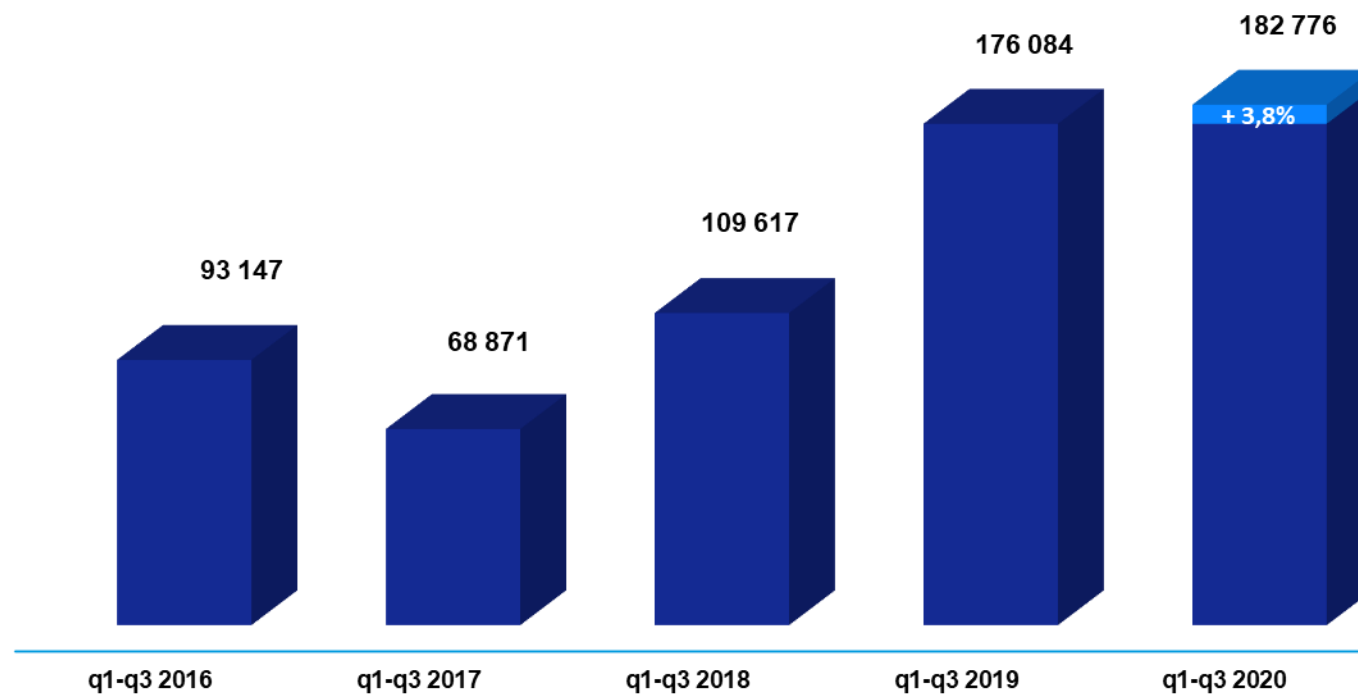
Comarch Group EBIT Q1-Q3 2020



In PLN thousand

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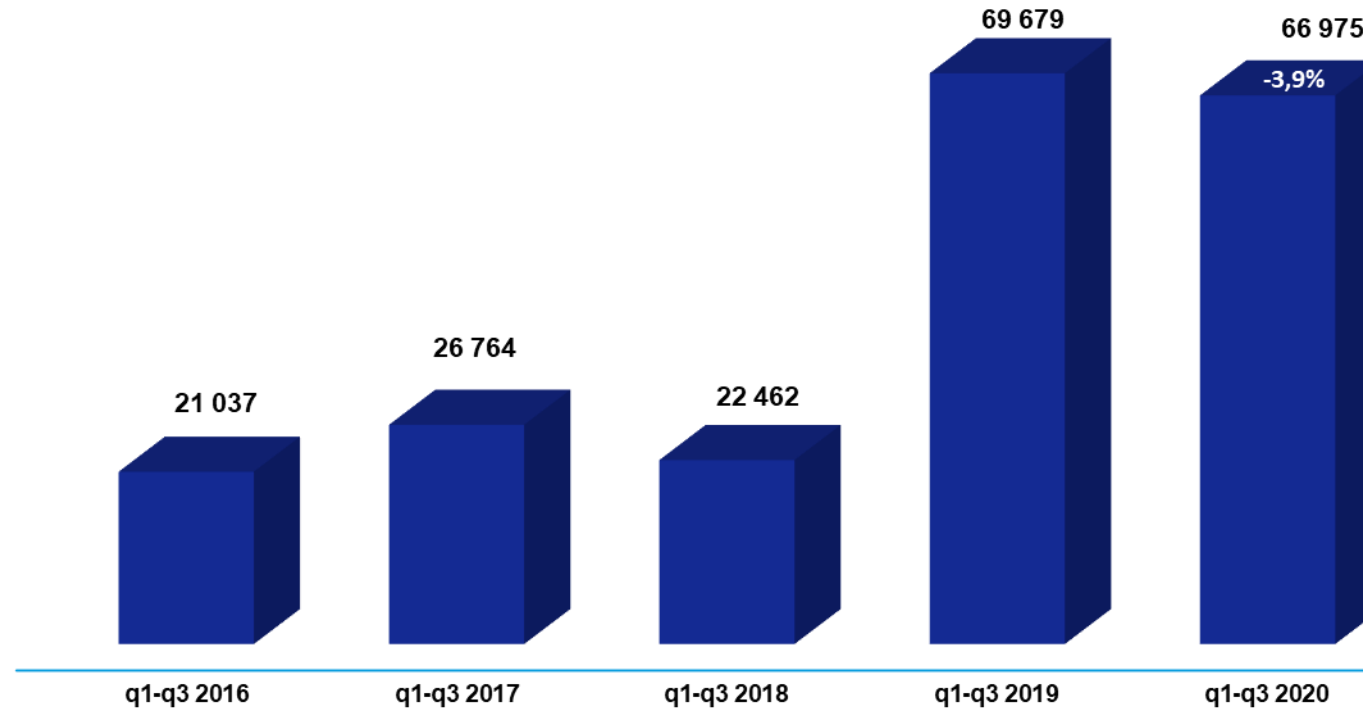
Comarch Group EBITDA Q1-Q3 2020



In PLN thousand

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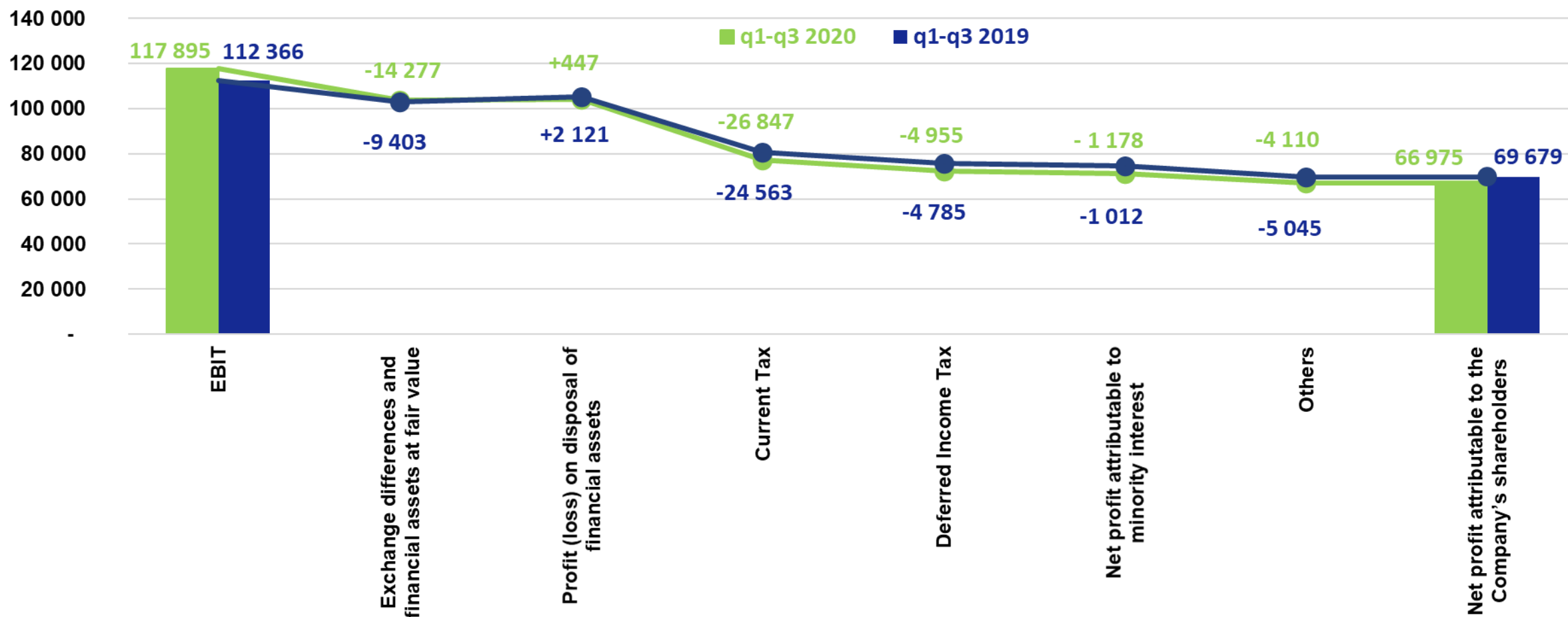
Net Profit Attributable to the Company's Shareholders Q1-Q3 2020



In PLN thousand

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EBIT vs. Net Profit Q1-Q3 2020



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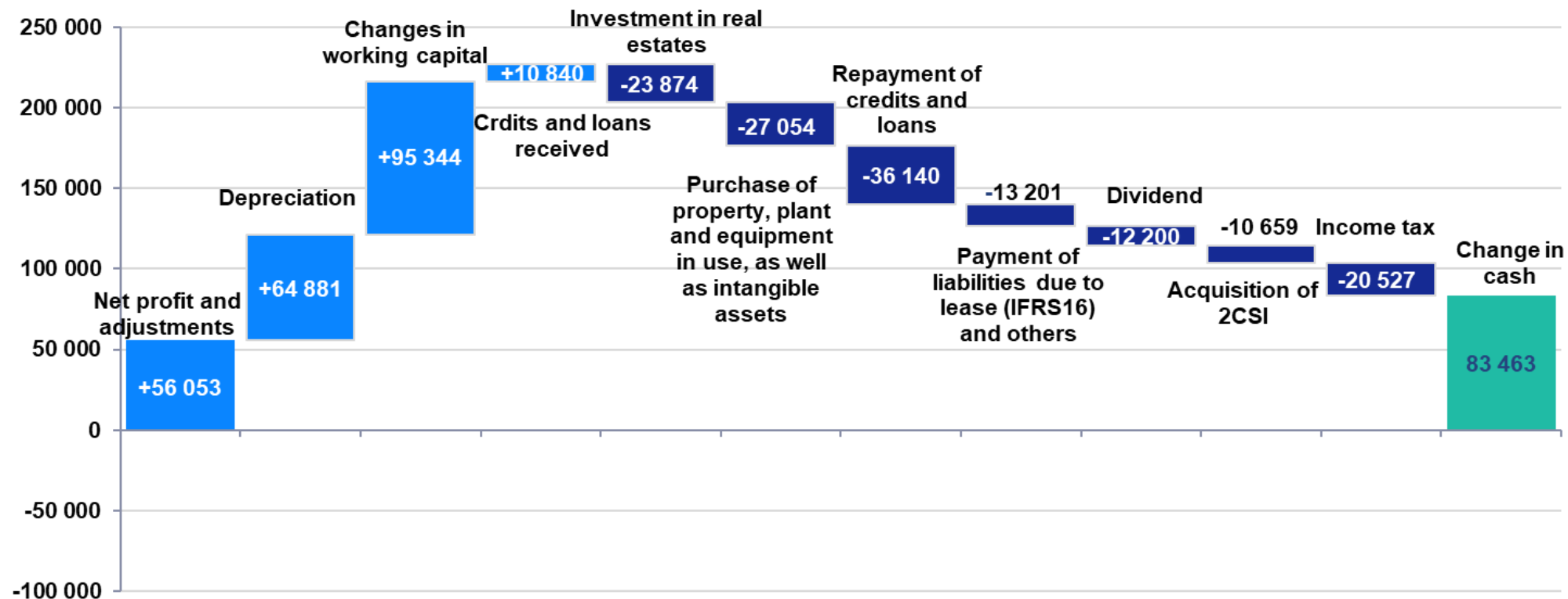
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Cash Flow Q1-Q3 2020



In PLN thousand

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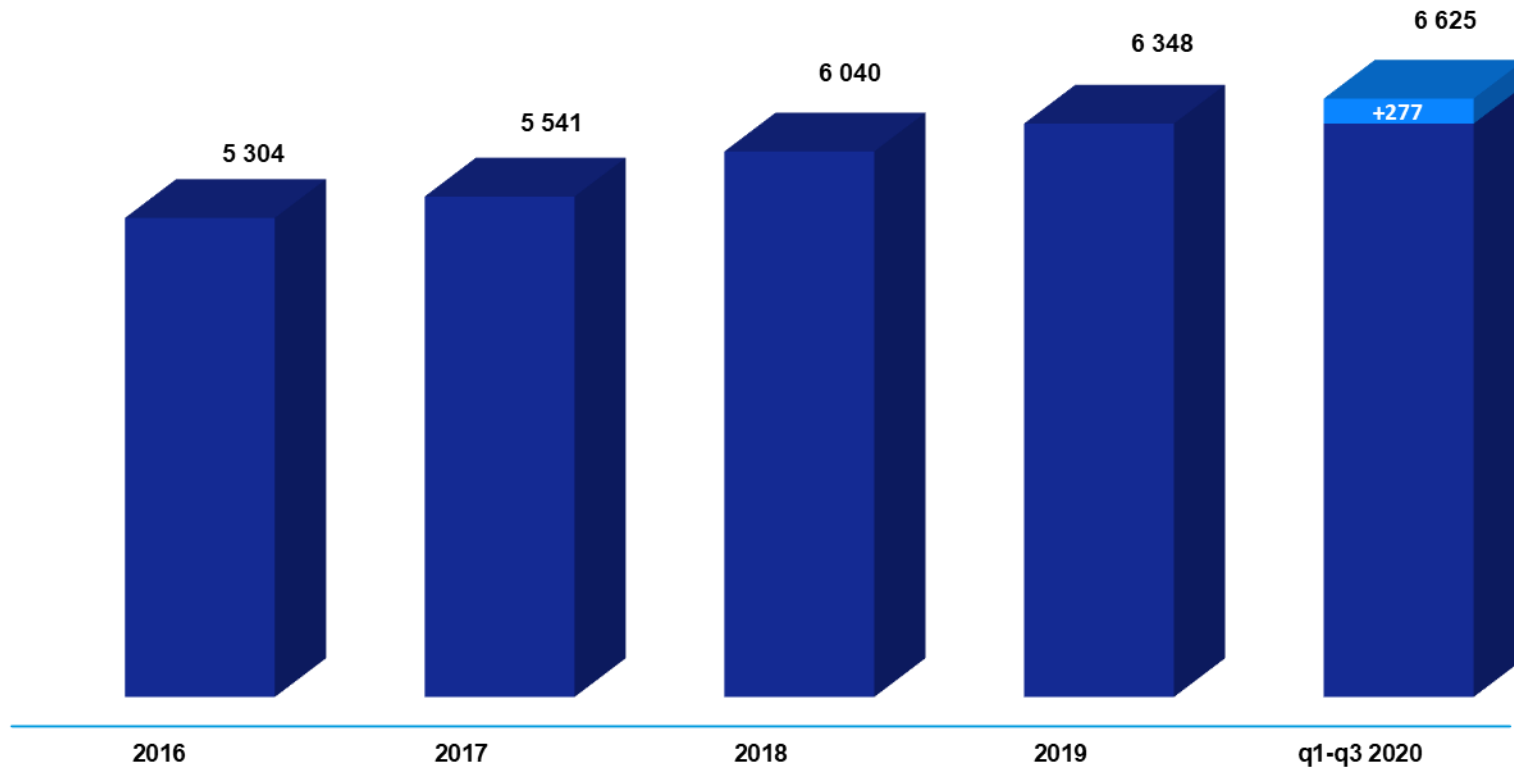
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COVID-19

Comarch Group Human Resources



Human Resources

- As at the 30th of September, 2020, the Comarch Group hired 6,625 persons, i.e. 277 persons more than as at the 31st of December, 2019
- The fund of basic salaries in the reporting period was 6.8% higher than in Q1-Q3 2019

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Investment

- In Q1-Q3 2020, 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 debuted on the market (i.a. Comarch Infraspaces Cloud)
- The Comarch Group in April 2020 acquired 2CSI, the IT company from France, operating in the area of e-Health. The value of the acquisition amounted to EUR 2.1 million
- Comarch Inc. purchased land in Phoenix in the USA and carries out design works related to the Comarch Data Center investment in the USA
- Group finishes the investment in MKS Cracovia Training Center

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Q1-Q3 2020 Summary

- In Q3 2020, Comarch recorded sales revenue at a similar level to those achieved in Q3 2019. The operating and net results in Q3 2020 were better than the year before, after eliminating the impact of the release of provisions for ZUS KSI in Q3 2019
- Sales revenue increased in the first three quarters of 2020 by PLN 41.5 million, i.e. by 4.1%. Revenue grew much faster than operating costs - as a result, operating profitability increased to + 11.1% and net profitability to + 6.3%
- Revenue from foreign sales increased by 4.0%, mainly due to the development of sales of banking and financial solutions, as well as ERP on European markets
- Revenue from domestic sales increased by PLN 17.2 million, i.e. by 4.2%, as a result of an increase in sales to the SME sector - Poland and the medicine sector
- The financial results during Q1-Q3 2020 were largely influenced by the volatility of exchange rates (PLN weakening in Q1 2020, PLN strengthening in Q2 2020, currency devaluation in South American countries)
- Business in Asia was gaining in importance, and the size of operations in South America decreased

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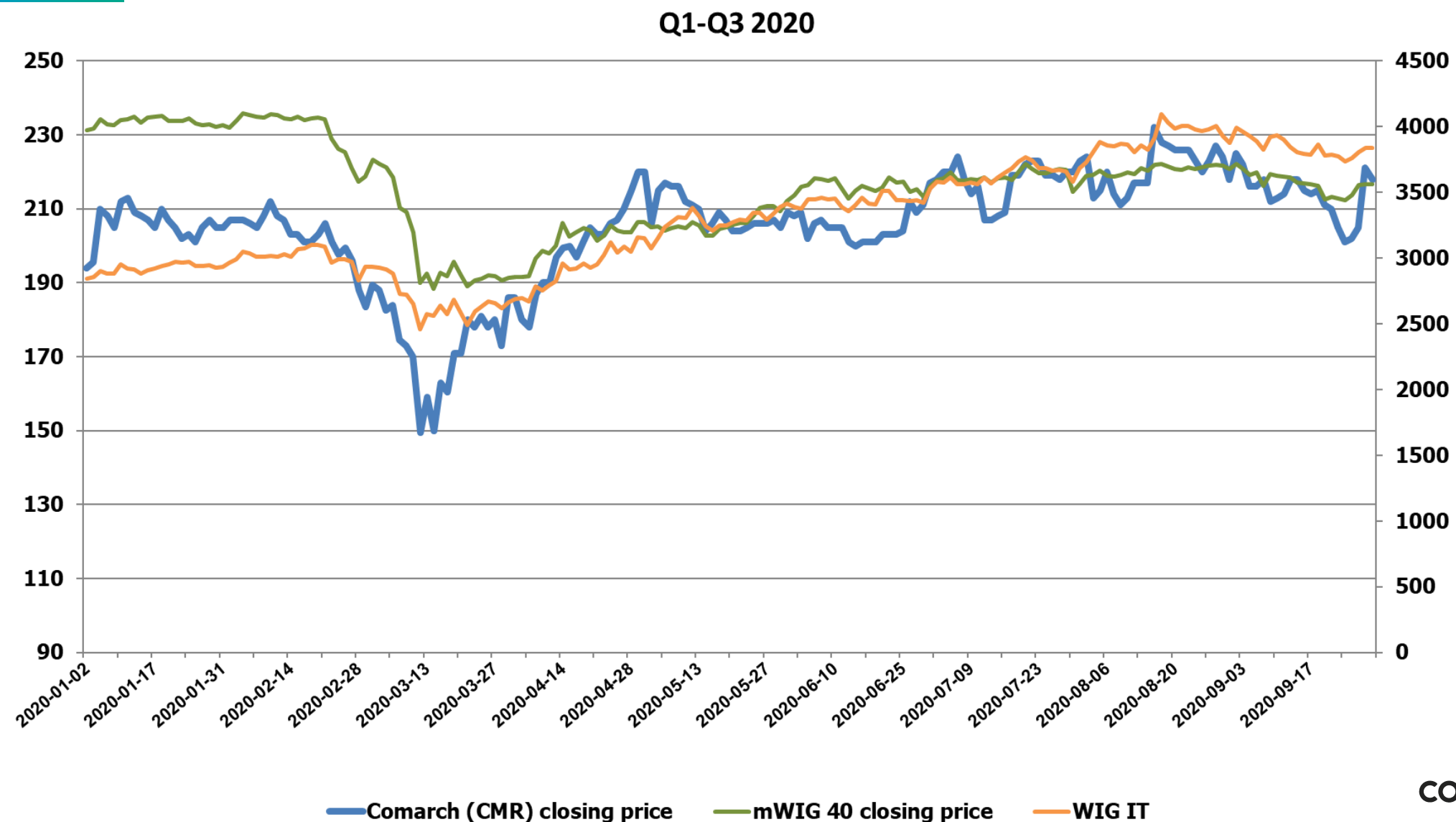
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COVID-19

Impact of Covid-19 on Comarch's Activities

- Some groups of Comarch customers have been heavily affected by restrictions related to combating the epidemic (airlines, travel agencies, retail trade) and have reduced IT expenditure, while in other areas we have observed an increased interest in Comarch solutions (telemedicine, telecommunications, cloud, e-invoicing)
- Due to very good financial results in previous periods and well diversified activities (in the scope of: industries, products, geography), the company's situation is stable
- The organization of work has changed significantly (reducing business travel, widespread remote work, implementation of GIS recommendations, conducting projects using remote communication methods), both in Comarch and on the client side. This contributed to a reduction in some costs by type in Q2 and Q3 2020

Comarch Stock Price on WSE (1.01.2020 – 30.09.2020)



Thank you!



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