

COMARCH

Financial Results H1 2021

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

2nd of September, 2021, Krakow



Agenda

- 1 — Revenue
- 2 — Financial Results in Q2 and H1 2021
- 3 — Cash Flow
- 4 — Human Resources
- 5 — Investment
- 6 — Summary
- 7 — Comarch S.A. Share Price Performance

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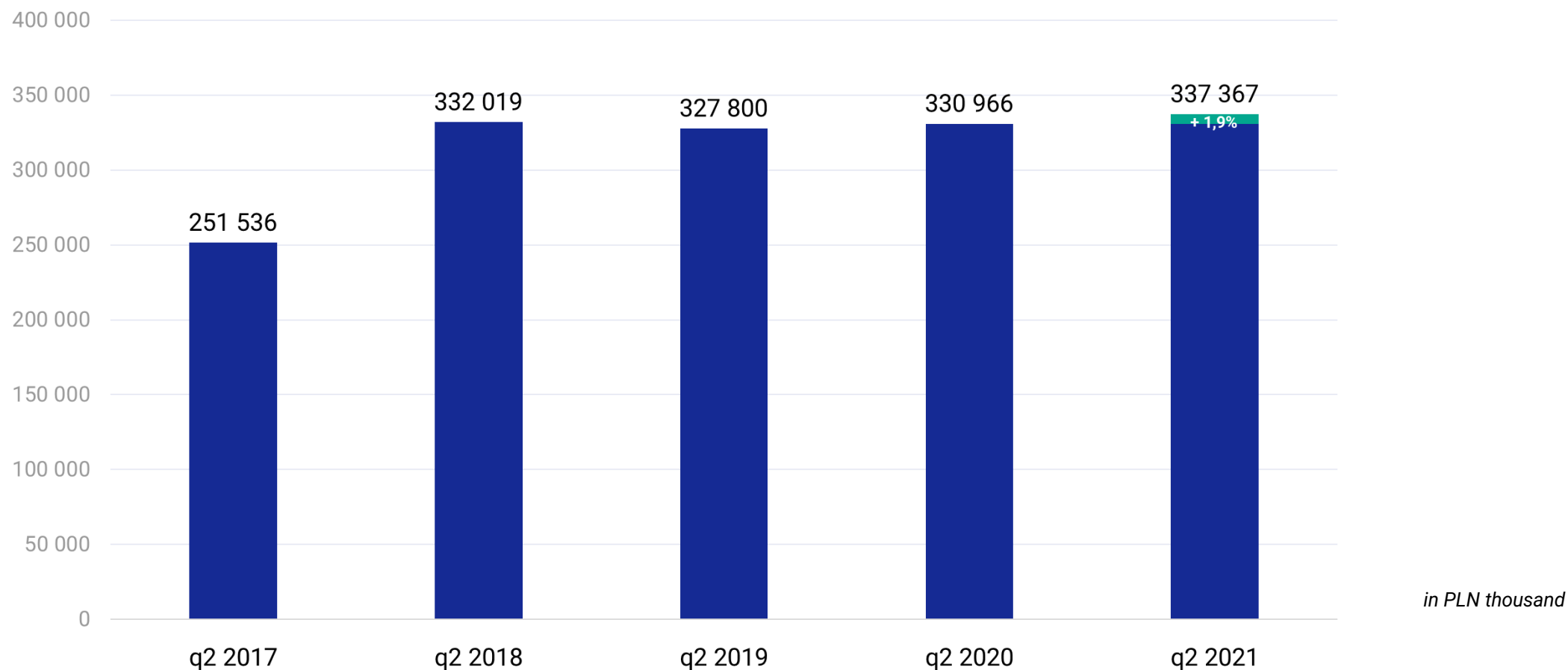
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Comarch S.A. Share Price Performance

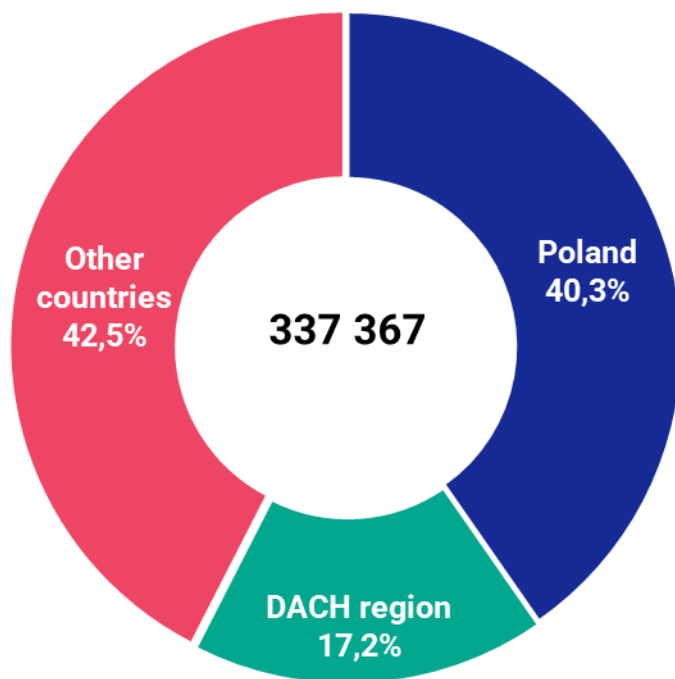
Revenue Q2 2021



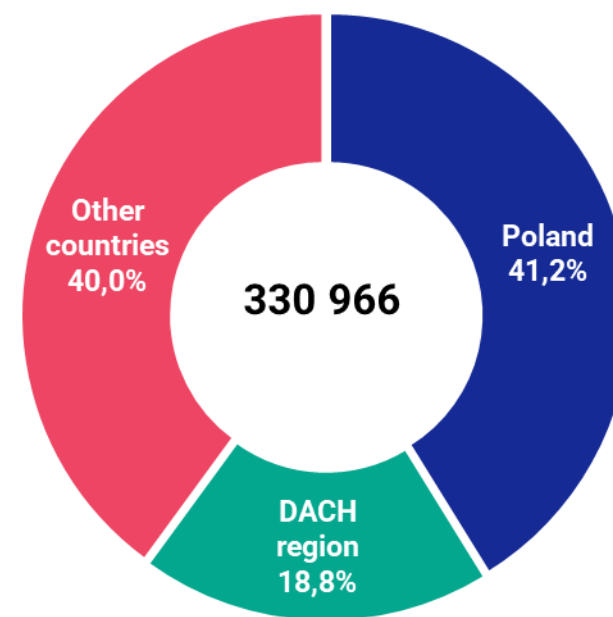
Since 2019, the data includes transformations resulting from IFRS 16. The data for 2017 - 2018 have not been transformed in accordance with IFRS 16.

Geographical Sales Structure Q2 2021

Q2 2021

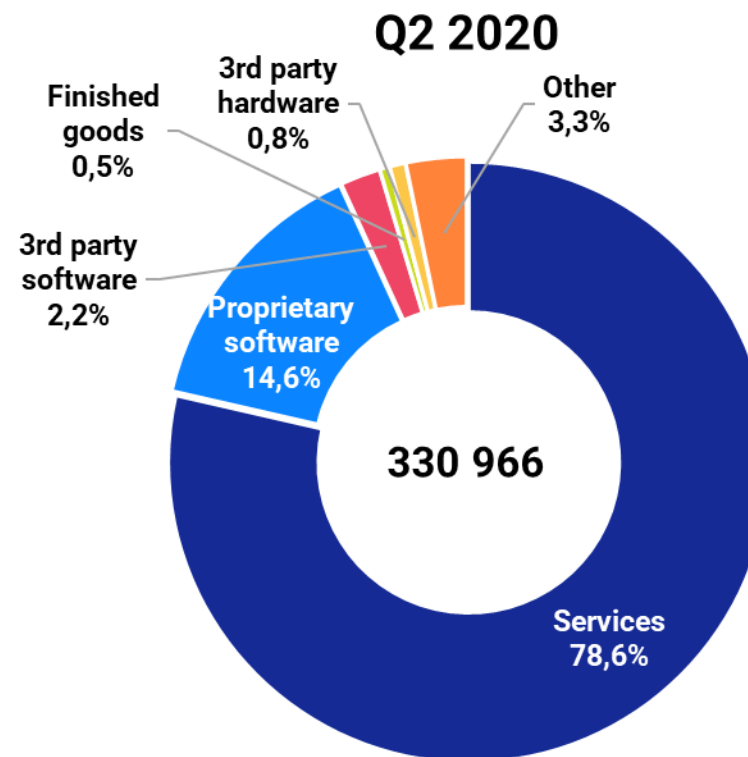
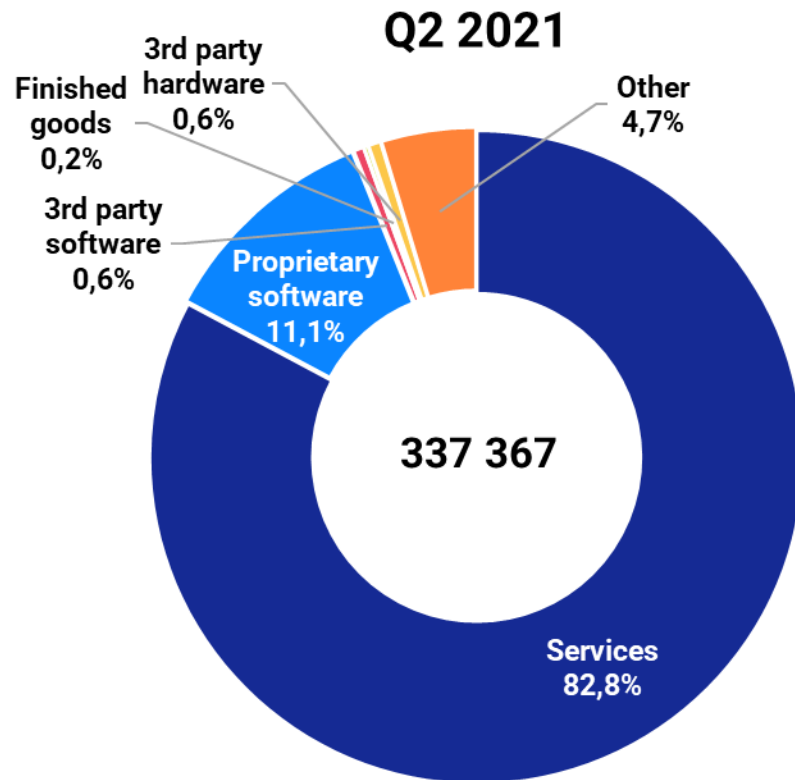


Q2 2020



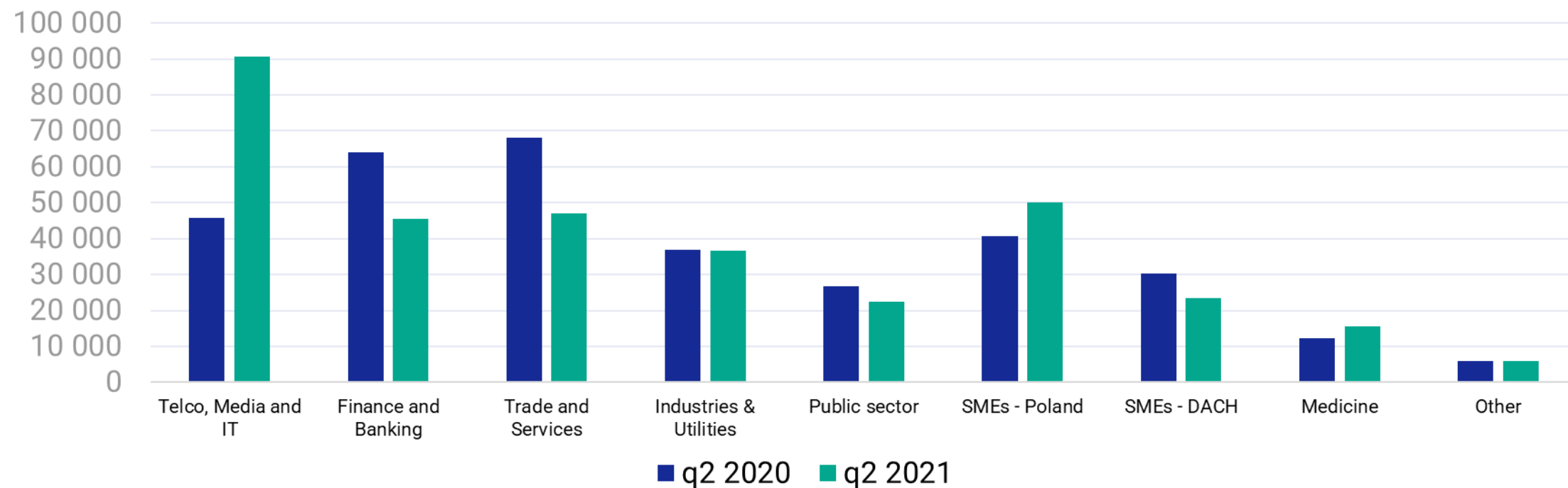
in PLN thousand

Products Sales Structure Q2 2021



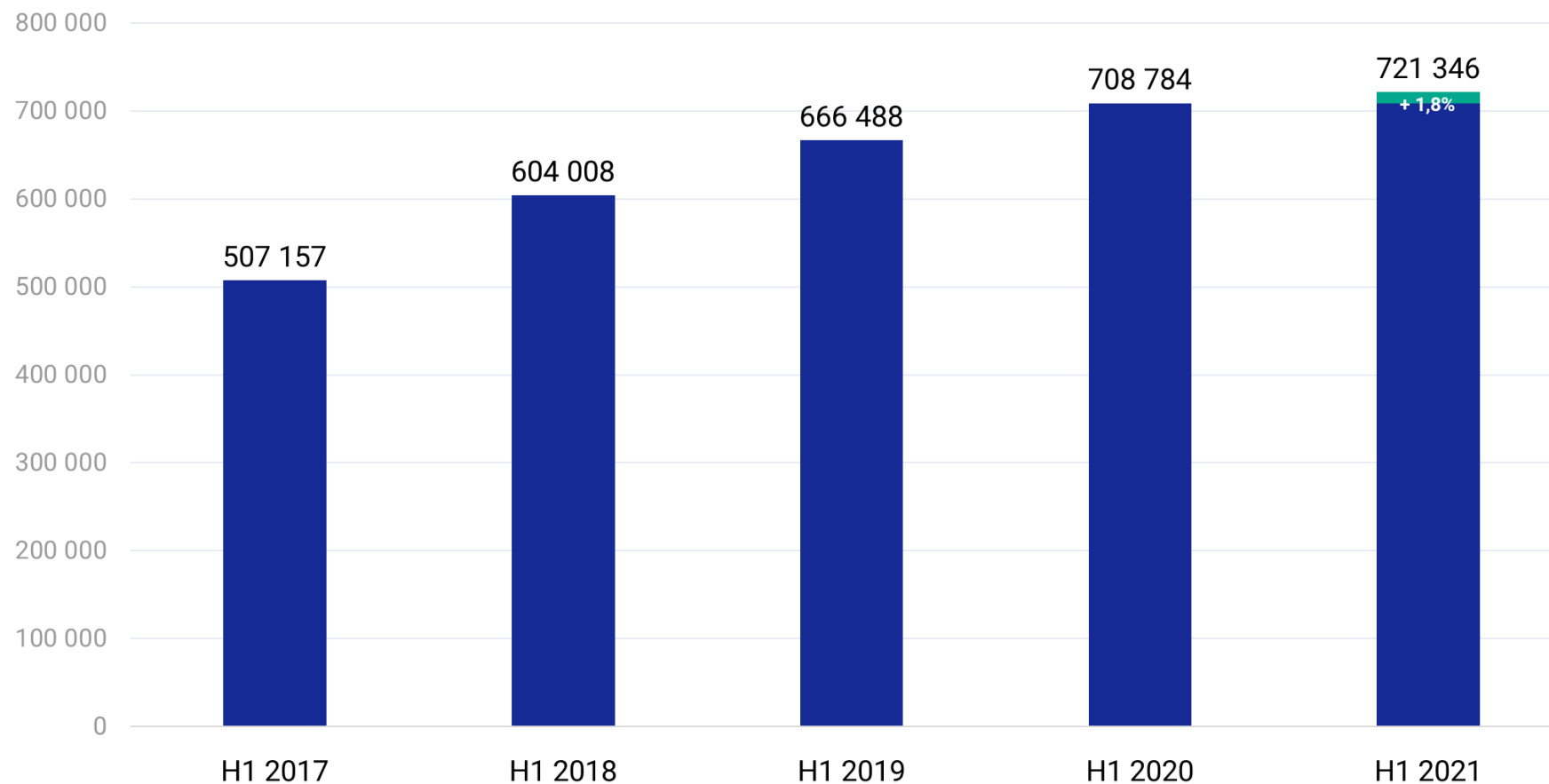
in PLN thousand

Market Sales Structure Q2 2021



in PLN thousand

Revenue H1 2021

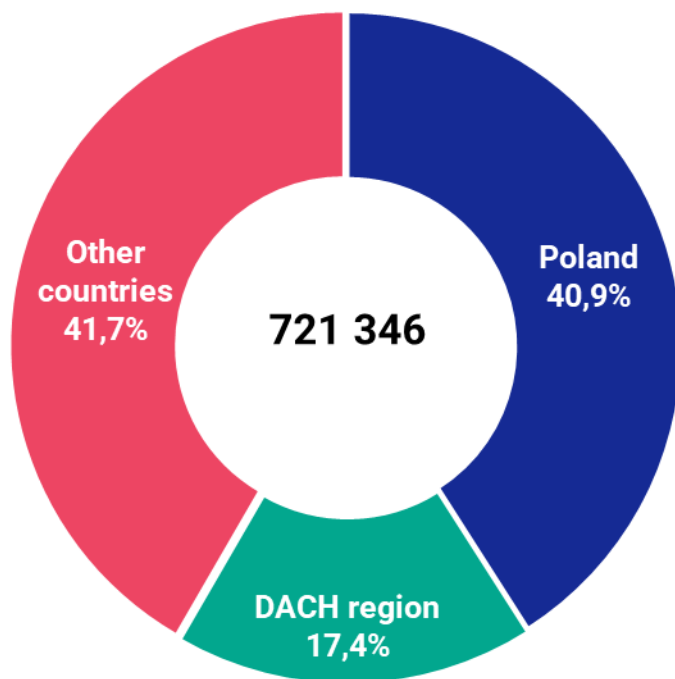


in PLN thousand

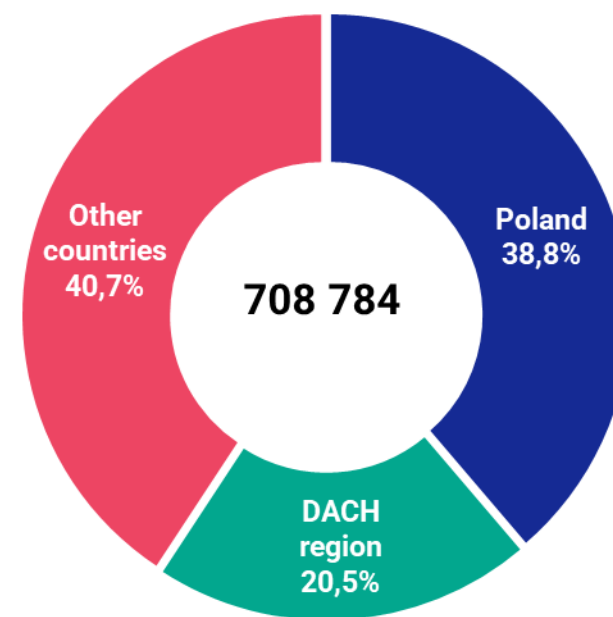
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Geographical Sales Structure H1 2021

H1 2021

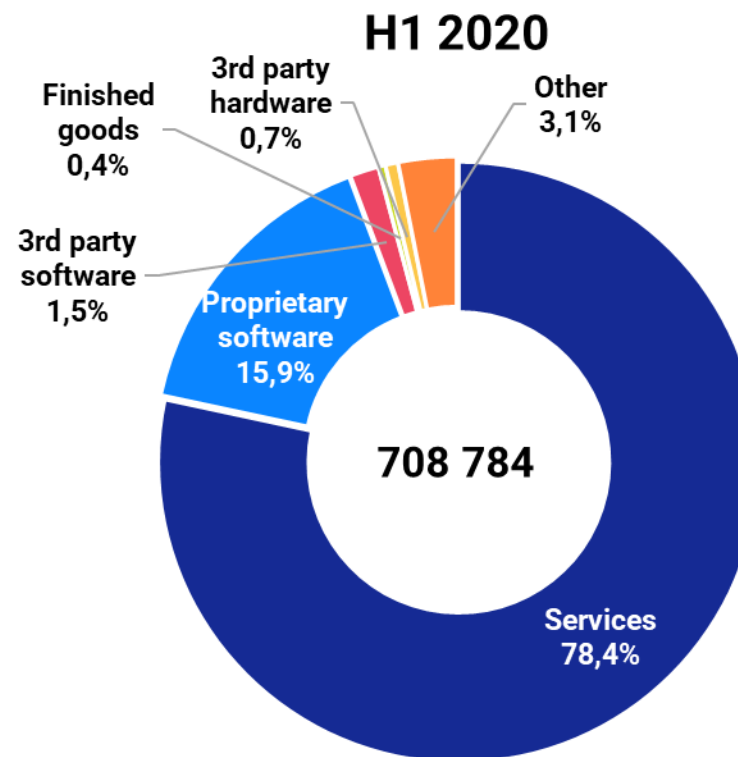
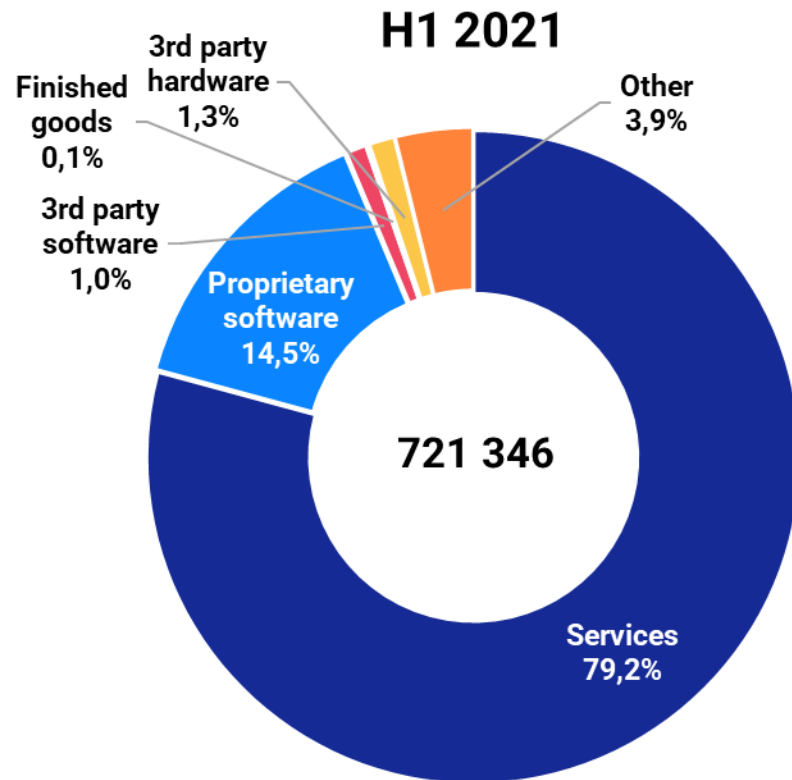


H1 2020



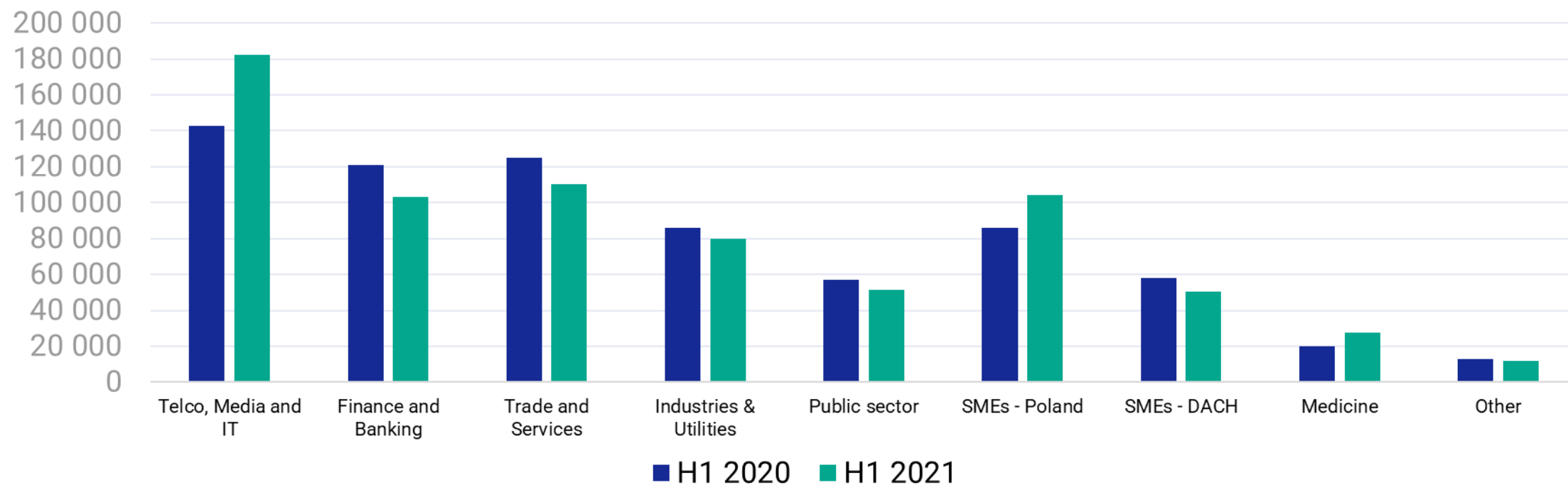
in PLN thousand

Products Sales Structure H1 2021



in PLN thousand

Market Sales Structure H1 2021



in PLN thousand

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Comarch S.A. Share Price Performance

Consolidated Financial Results Q2 2021

Comarch Group	Q2 2021	Q2 2020
Revenue	337 367	330 966
Operating profit	18 619	26 919
Net profit attributable to the Company's shareholders	28 505	20 344

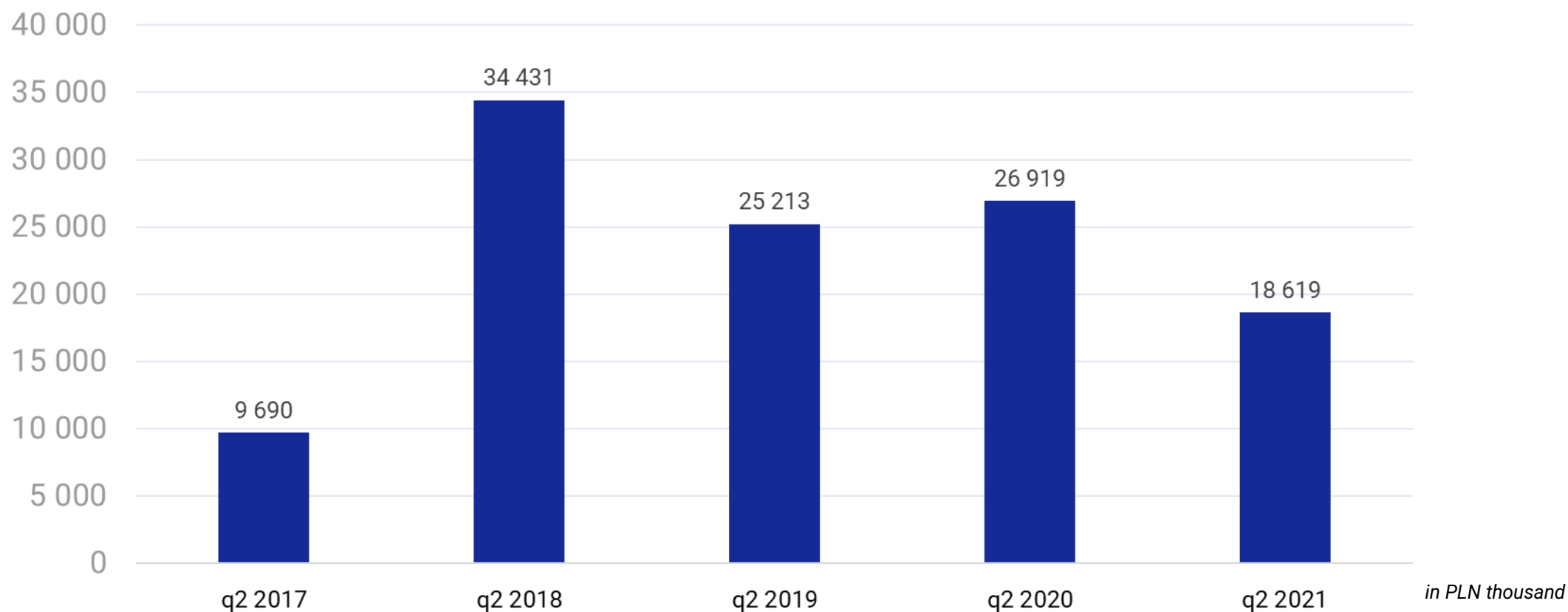
in PLN thousand

Impact of Exchange Rates on the Results of Q2 2021

Exchange Differences	Q2 2021	Q2 2020
Balance sheet valuation of receivables	-9 983	-7 312
Balance sheet valuation of liabilities	4 046	-523
Balance sheet valuation of financial instruments	18 799	11 866

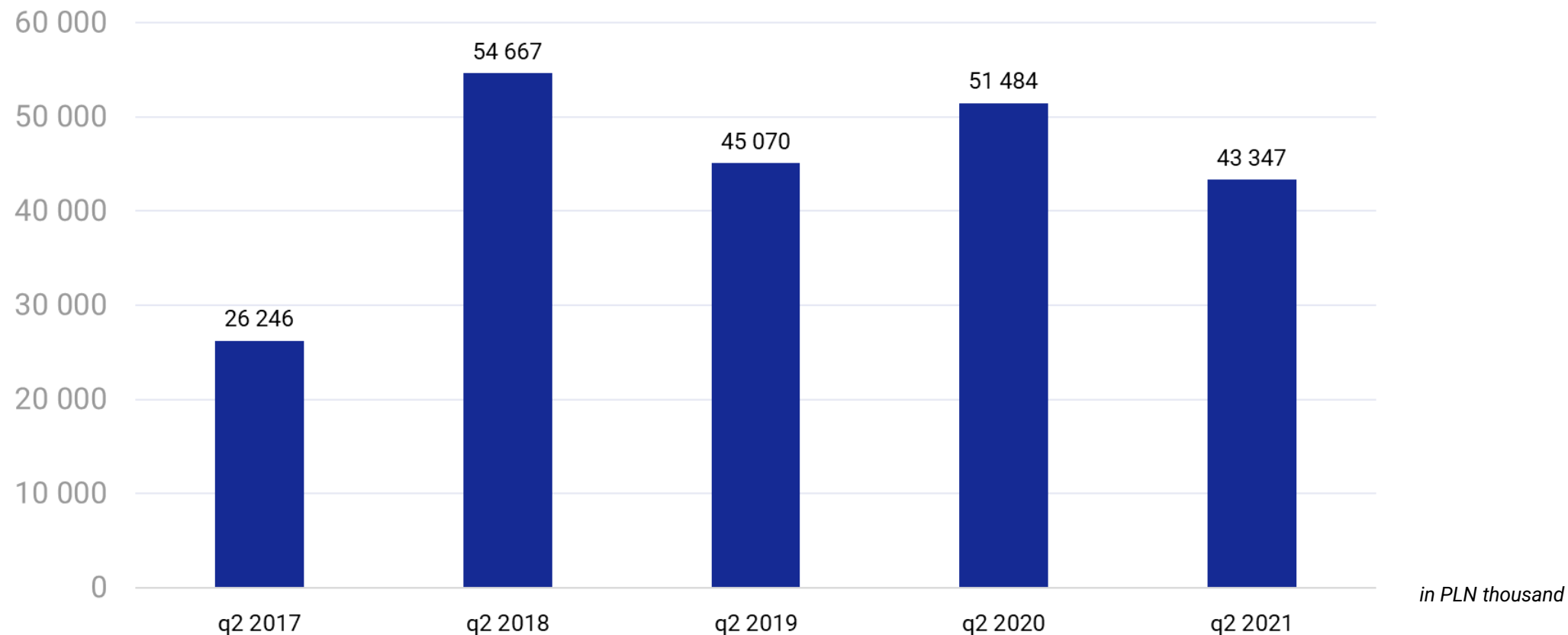
in PLN thousand

Comarch Group EBIT Q2 2021



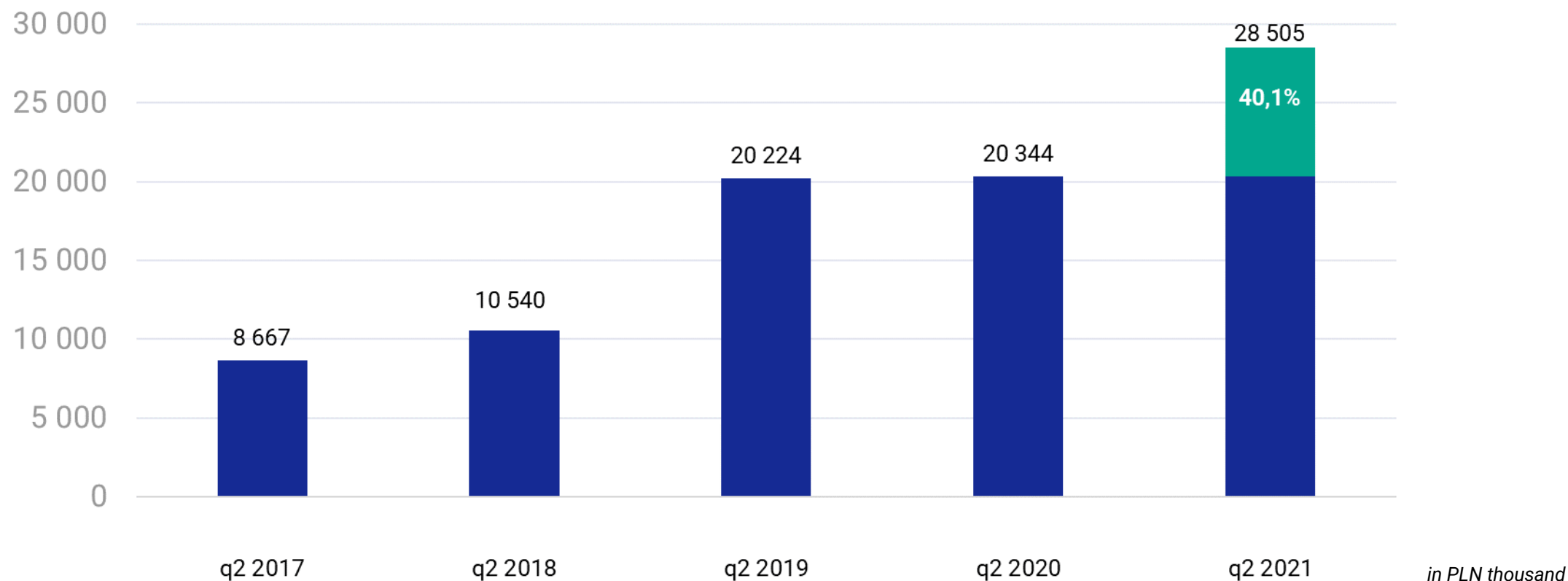
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Comarch Group EBITDA Q2 2021



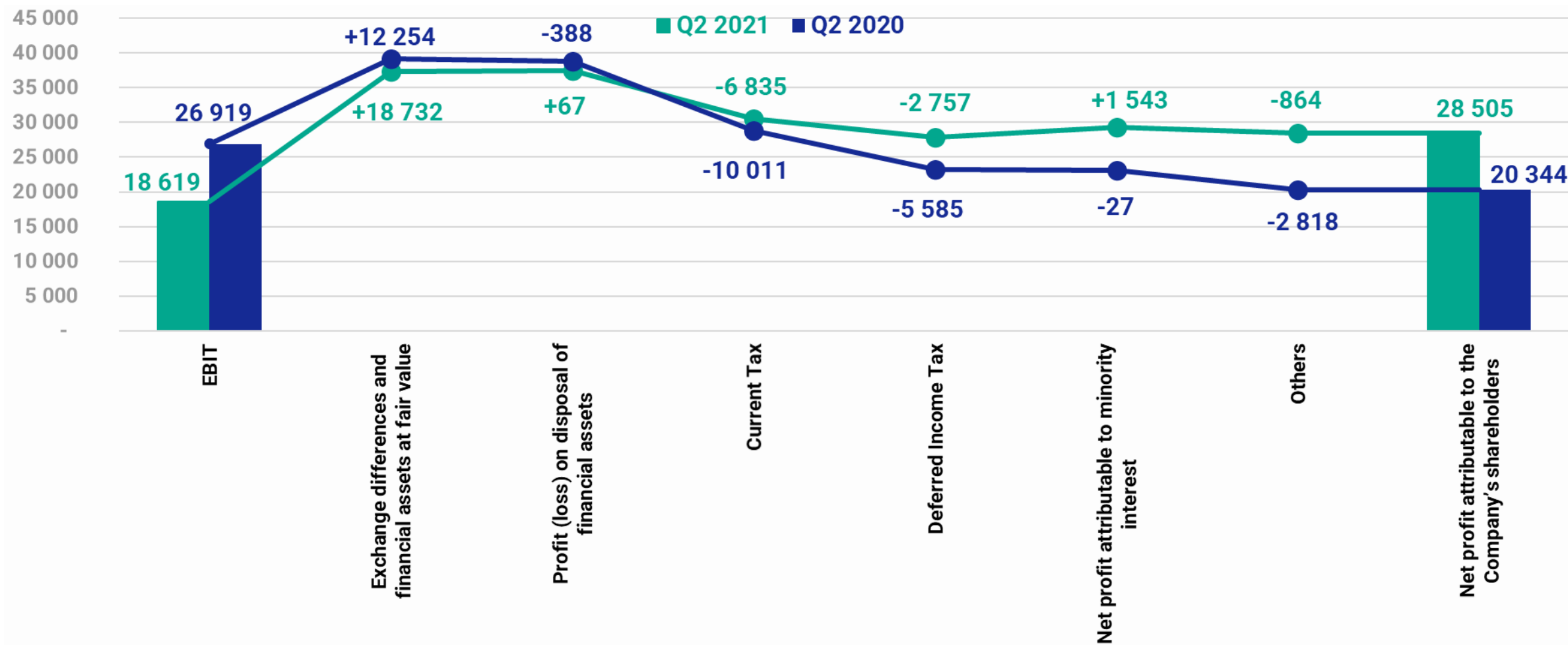
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Net Profit Attributable to the Company's Shareholders Q2 2021



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EBIT vs. Net Profit Q2 2021



in PLN thousand

Consolidated Financial Results H1 2021

Comarch Group	H1 2021	H1 2020
Revenue	721 346	708 784
Operating profit	64 847	71 783
Net profit attributable to the Company's shareholders	54 583	34 519

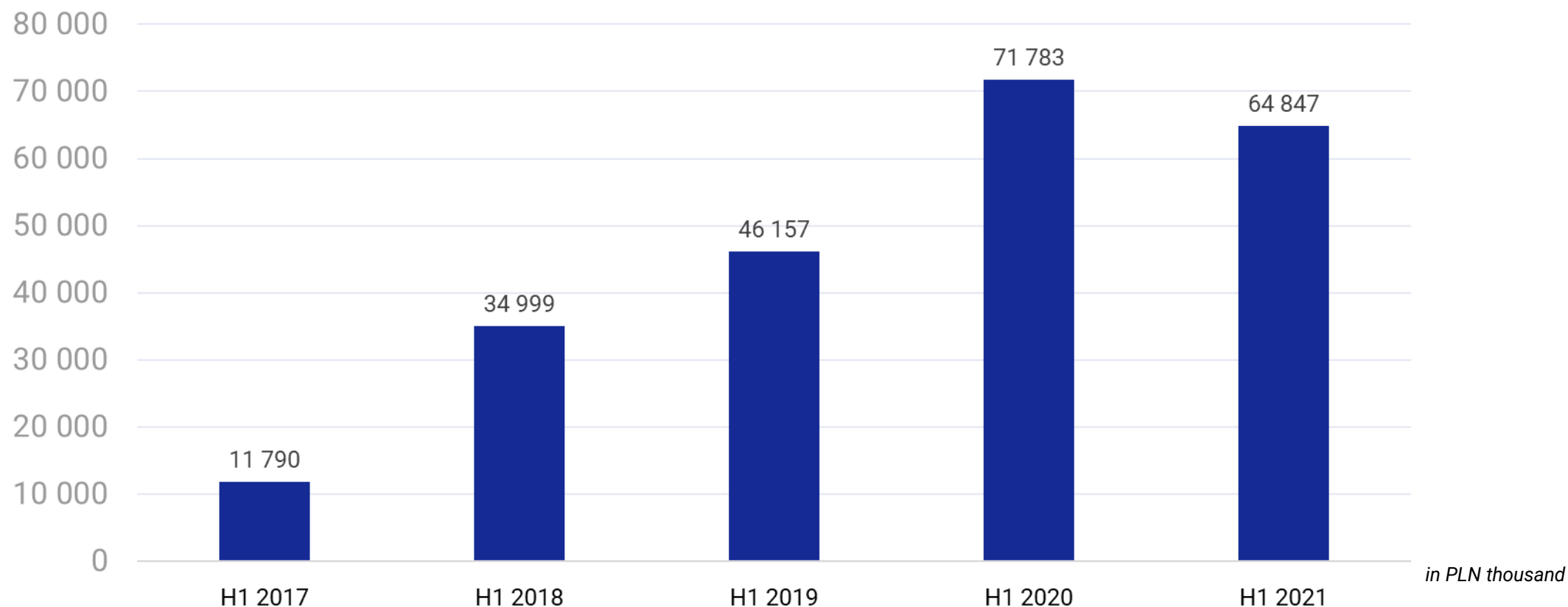
in PLN thousand

Impact of Exchange Rates on the Results of H1 2021

Exchange Differences	H1 2021	H1 2020
Balance sheet valuation of receivables	-4 252	11 343
Balance sheet valuation of liabilities	2 979	-16 234
Balance sheet valuation of financial instruments	13 536	-9 195

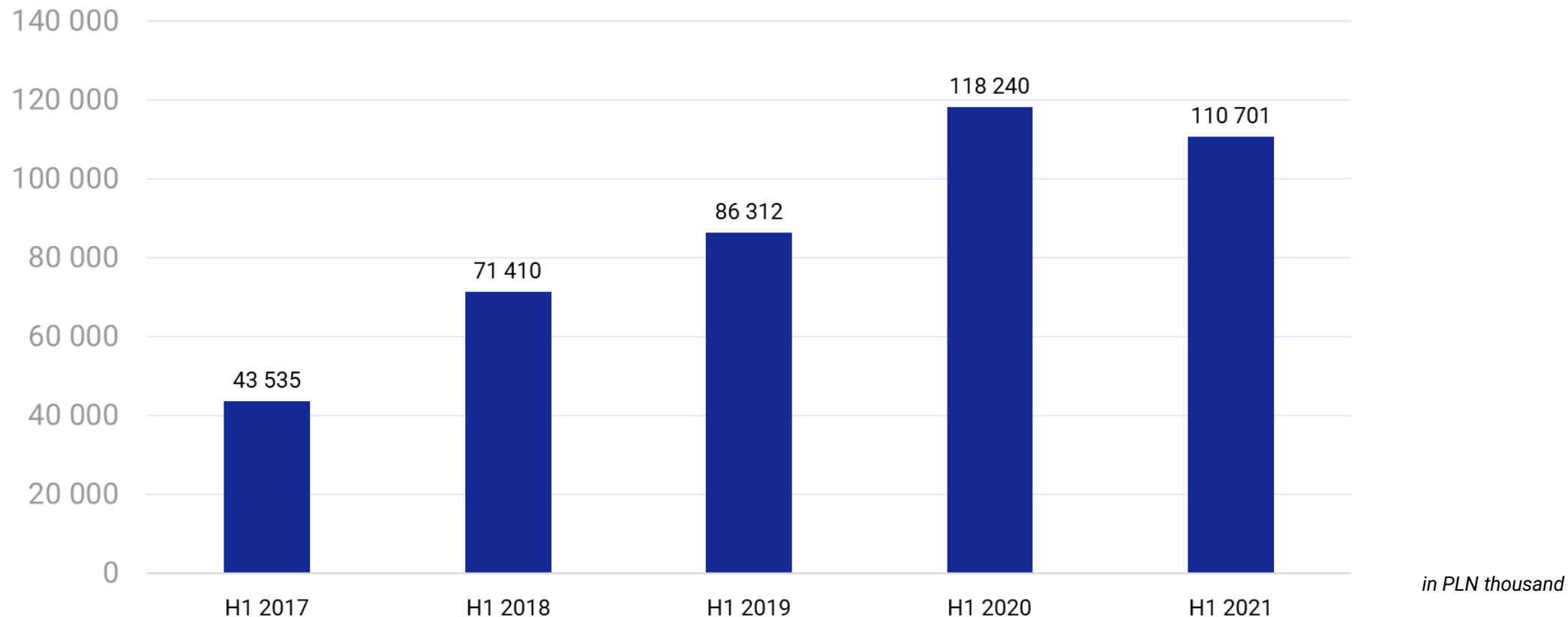
in PLN thousand

Comarch Group EBIT H1 2021



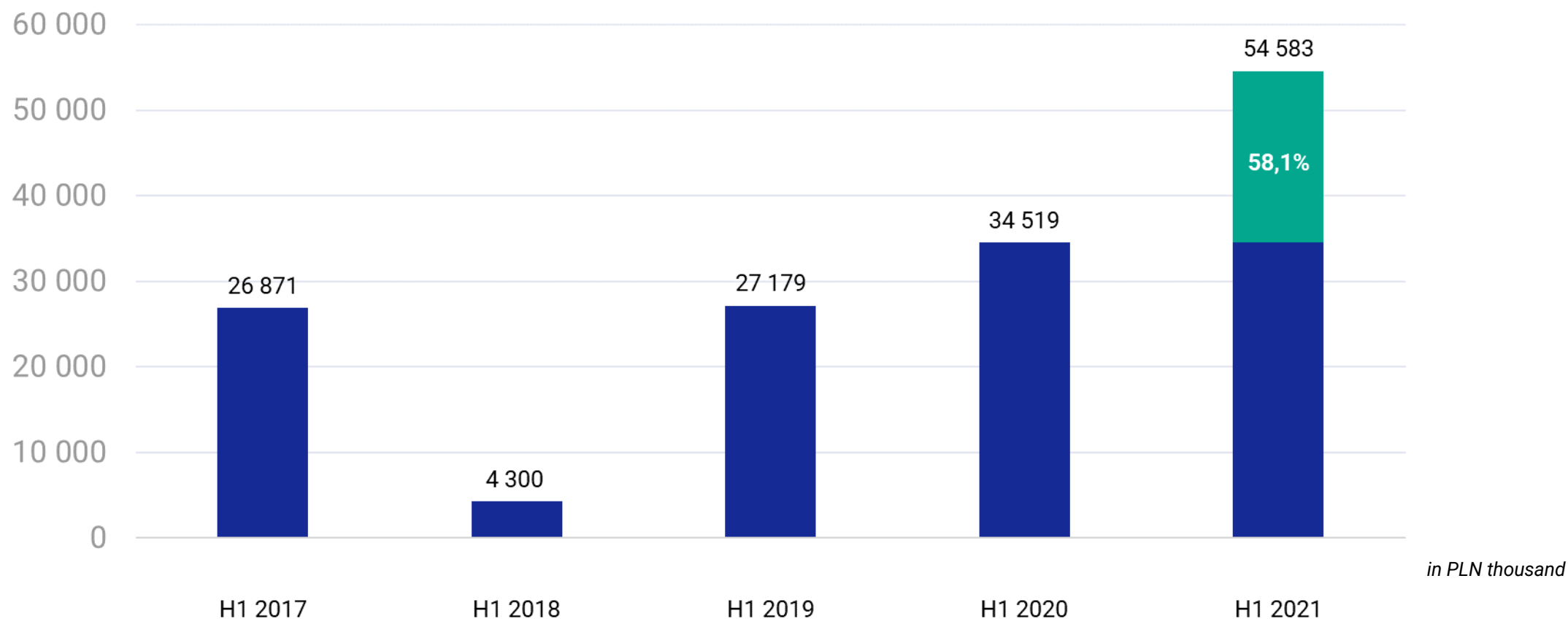
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Comarch Group EBITDA H1 2021



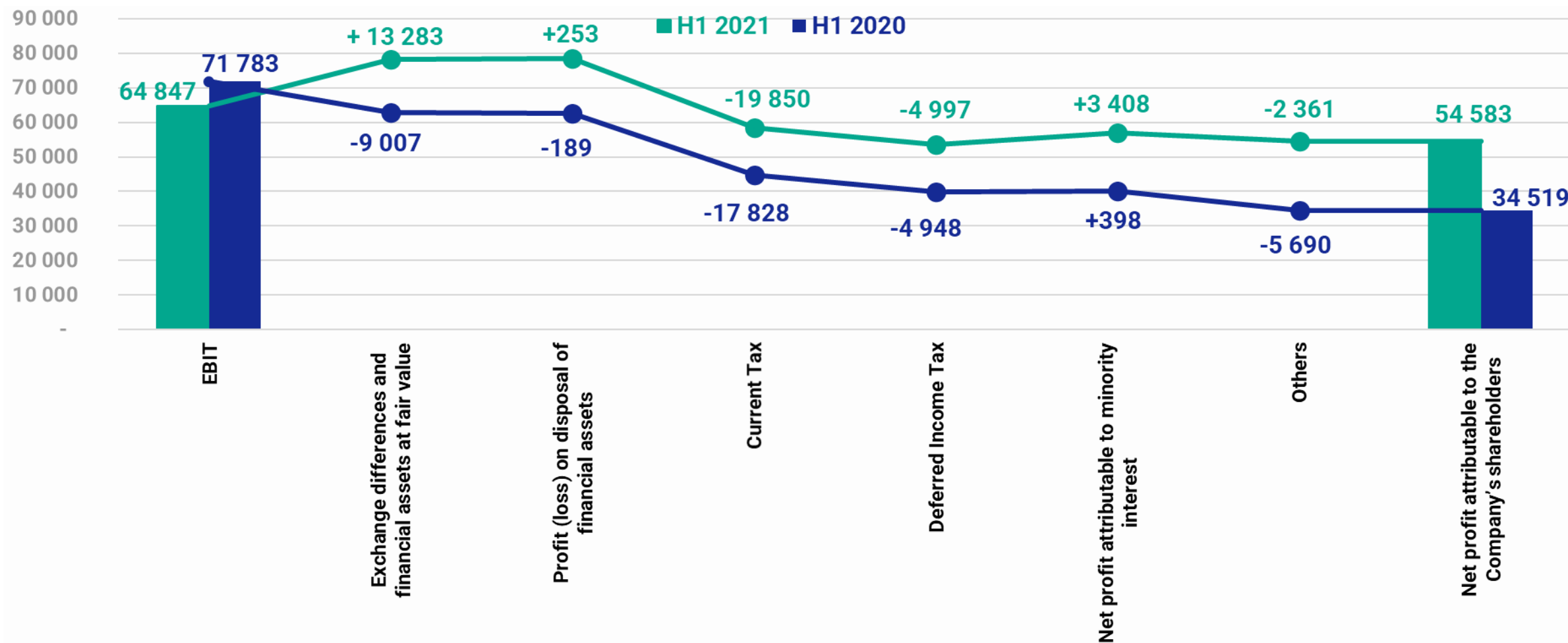
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Net Profit Attributable to the Company's Shareholders H1 2021



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EBIT vs. Net Profit H1 2021

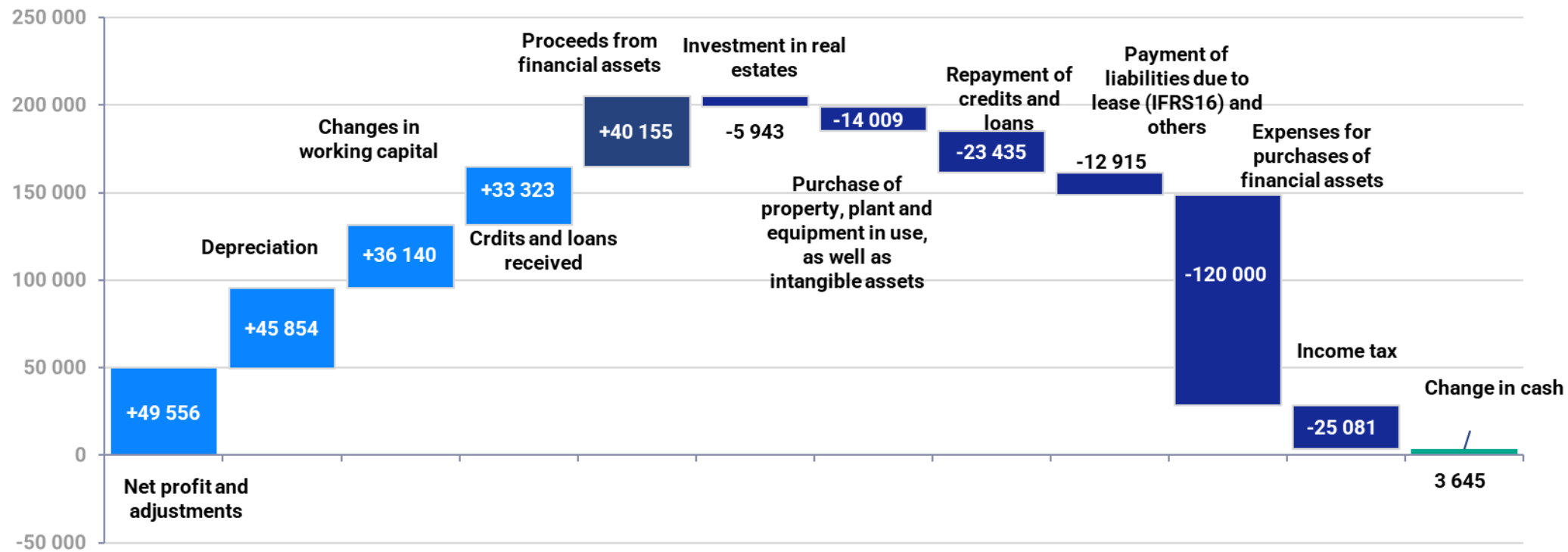


in PLN thousand

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Cash Flow H1 2021



in PLN thousand

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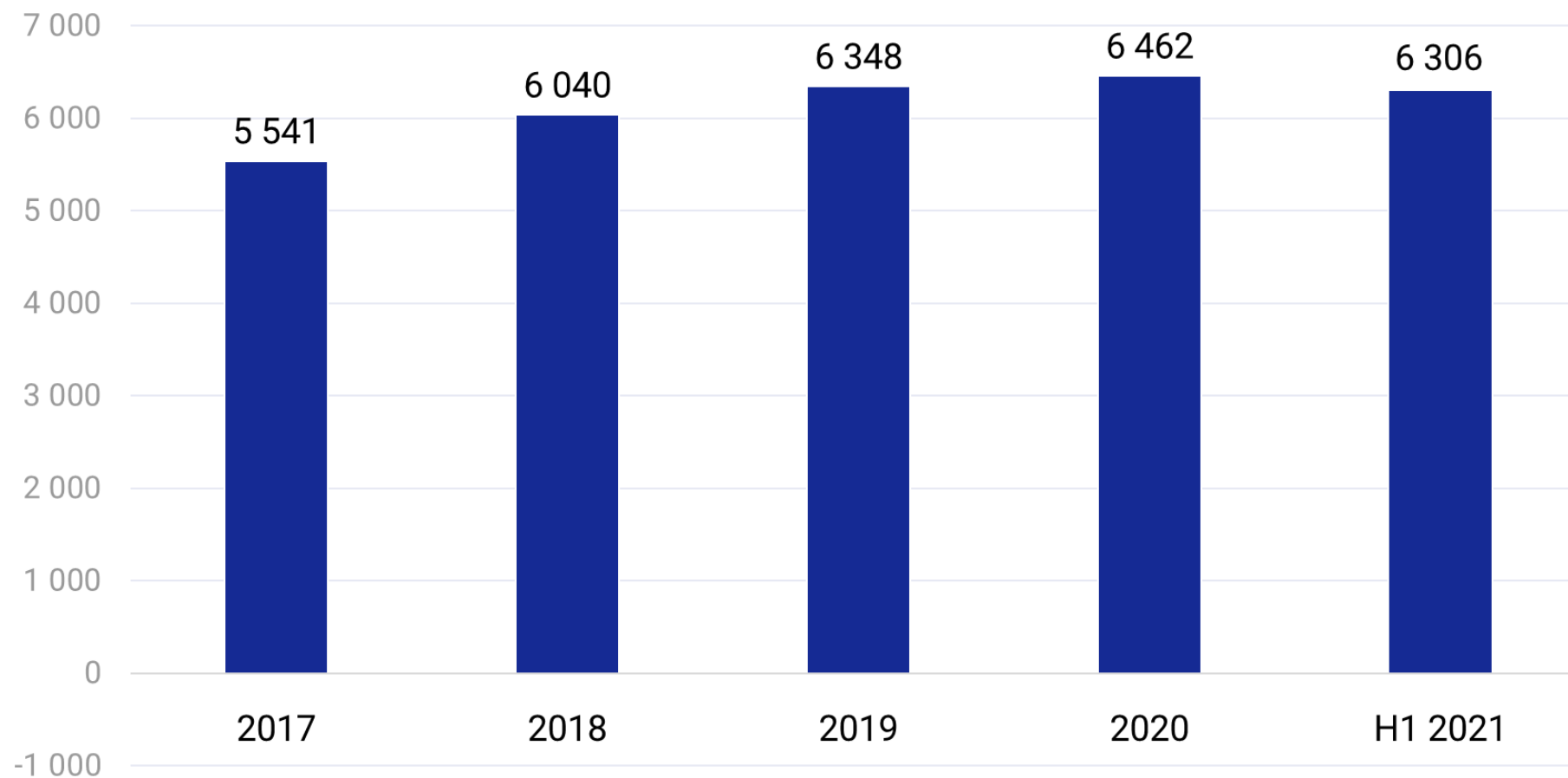
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Comarch S.A. Share Price Performance

Comarch Group Human Resources



Human Resources

- As at 30th of June, 2021, Comarch Group hired 6,306 persons, that is 156 less than as at the 31st of December, 2020, but 37 more than as at the 30th of June, 2020.
- The wage fund in the reporting period was 6.9% higher than in the first half of 2020.

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Comarch S.A. Share Price Performance

Investment

- In H1 2021 Comarch Group continued development works within IT solutions, as well as new business projects in the area of Comarch Cloud and e-commerce.
- In Q2 2021 Comarch Inc. started investment in Comarch Data Center in USA.
- In Q1 2021 MKS Cracovia Training Centre in Rączna was open.
- Comarch S.A. conducts market review of potential acquisitions.

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Comarch S.A. Share Price Performance

Summary H1 2021

- In the first half of 2021, the Comarch Group's sales revenues were higher by PLN 12,562 thousand, i.e. by 1.8% compared to the first half of the previous year. EBIT margin was + 9.0%, and net profitability was + 7.6%.
- The net financial result in H1 2021 was significantly and positively influenced by exchange differences as well as the valuation and the result on the realization of instruments.
- Revenue from domestic sales increased by 7.5%, thanks to the development of sales to the medical sector and small and medium-sized enterprises. On foreign markets, sales to the telecommunications sector showed high dynamics (+ 27.6%).
- In July 2021, the company paid a dividend for 2020 in the amount of PLN 3 per share.

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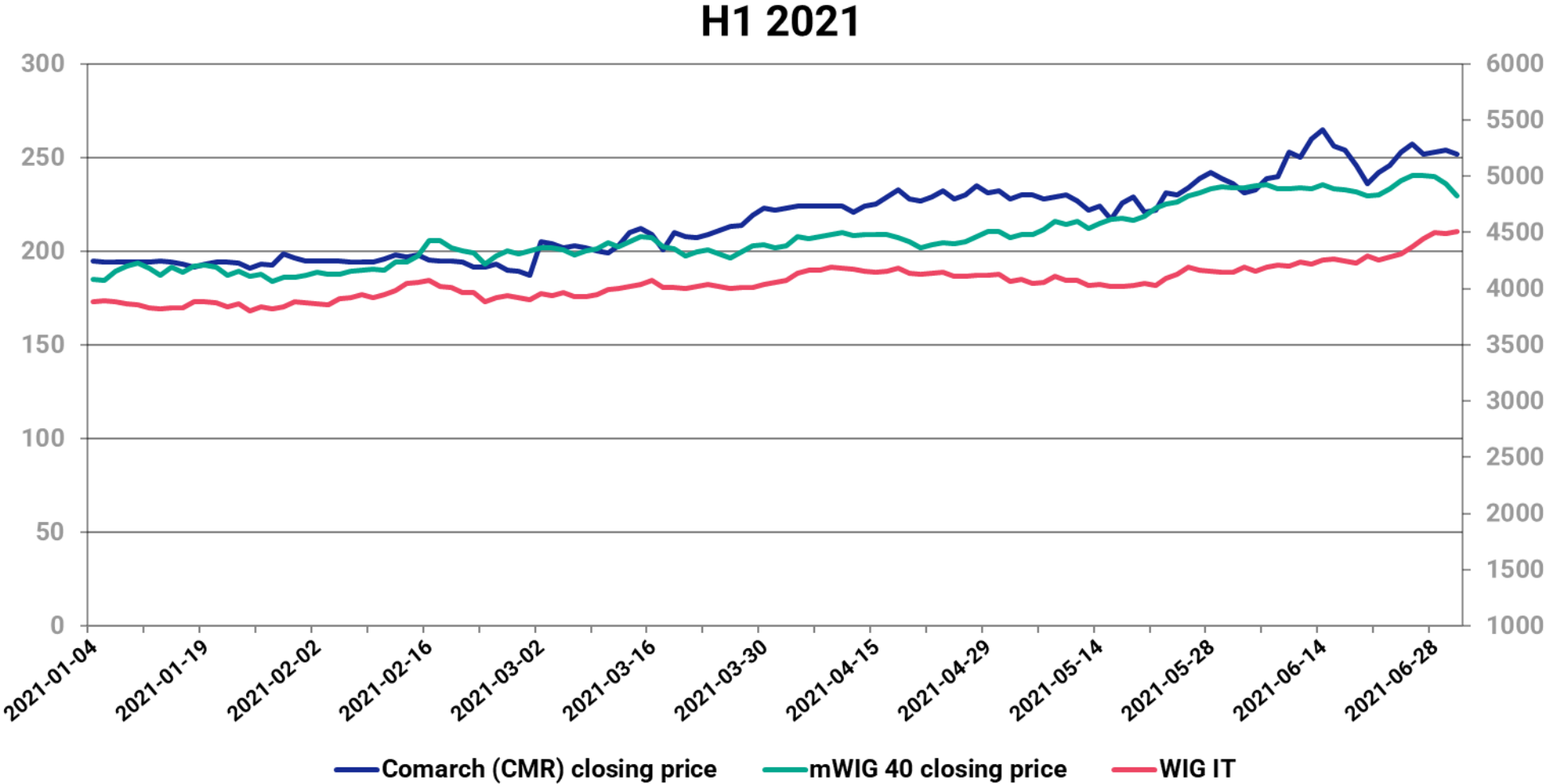
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Comarch S.A. Share Price Performance

Comarch S.A. Share Price Performance 1.01.2021 – 30.06.2021



COMARCH

Thank you!

