

**COMARCH**

# **Financial Results Q1 2021**

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

**24th of May 2021, Krakow**



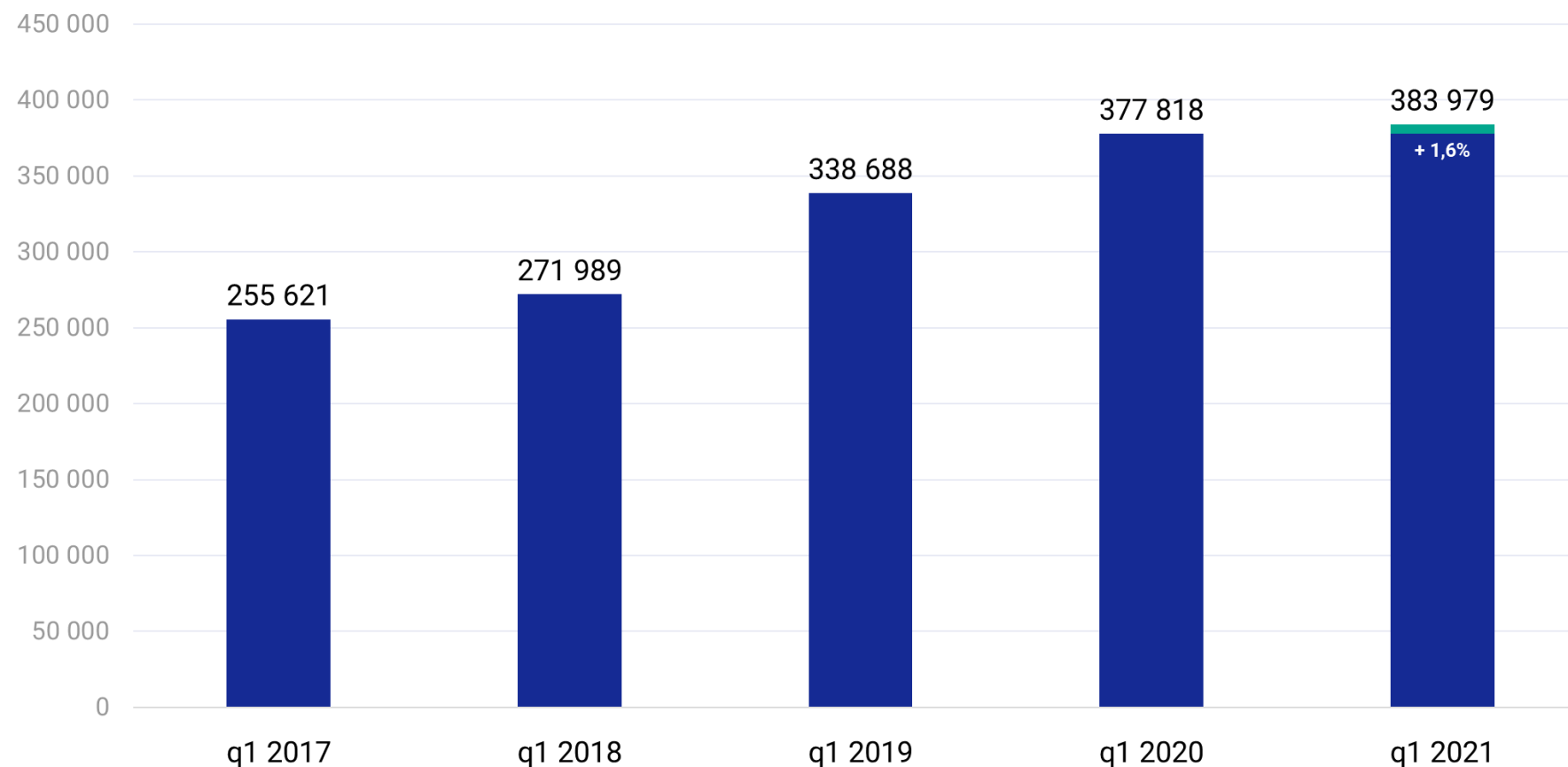
# Agenda

- 1 — Revenue
- 2 — Financial Results in Q1 2021
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# Agenda

- 1 — Revenue
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# Revenue Q1 2021

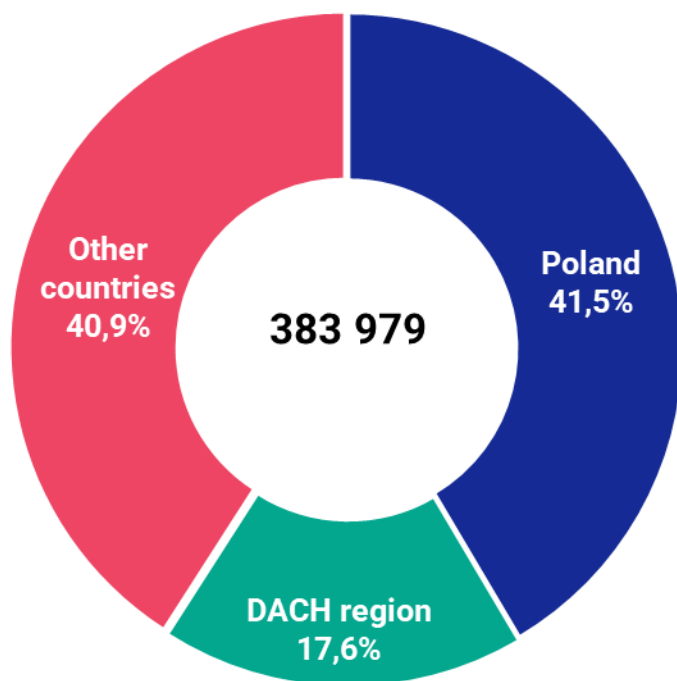


in PLN thousand

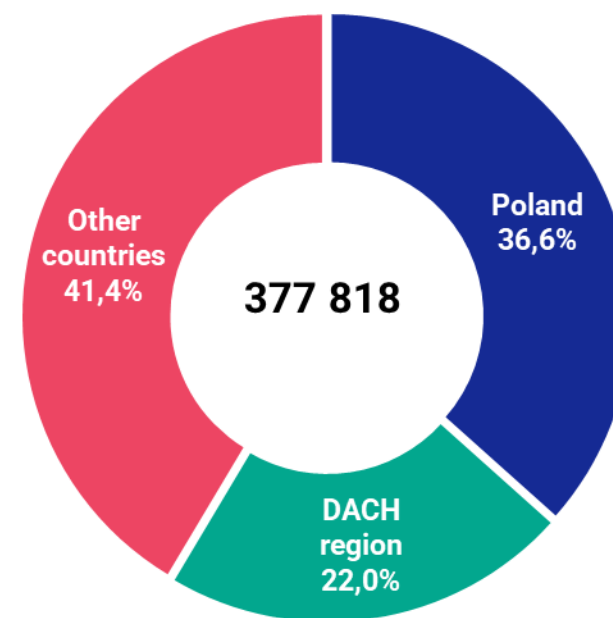
Since 2019, the data includes transformations resulting from IFRS 16. The data for 2017 - 2018 have not been transformed in accordance with IFRS 16.

# Geographical Sales Structure Q1 2021

Q1 2021

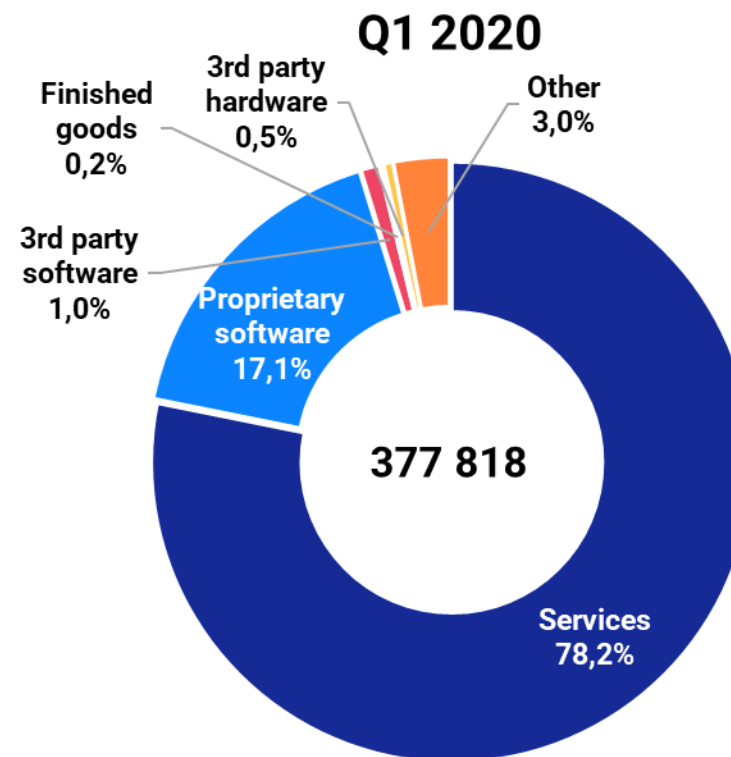
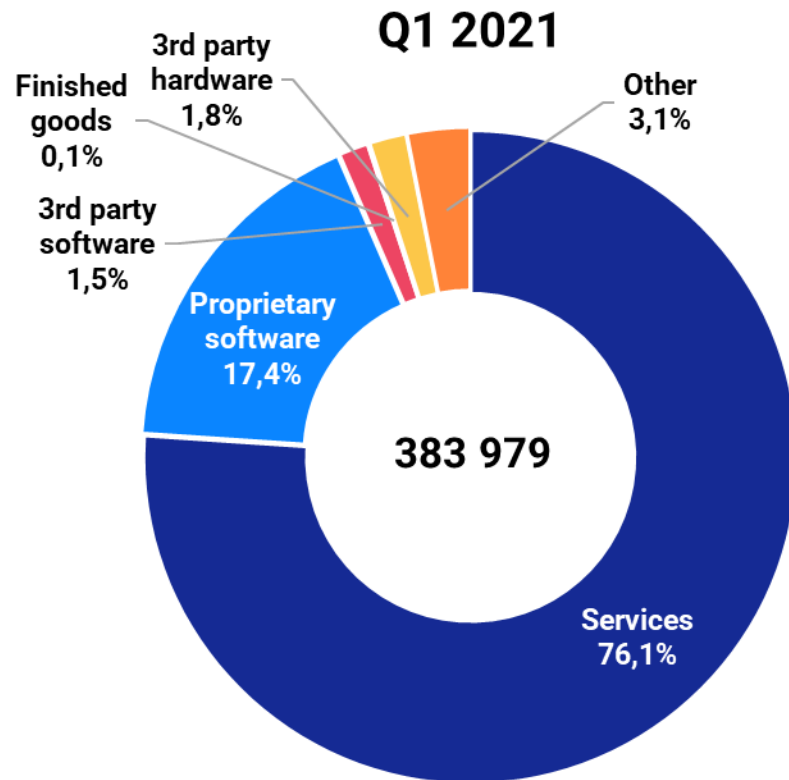


Q1 2020



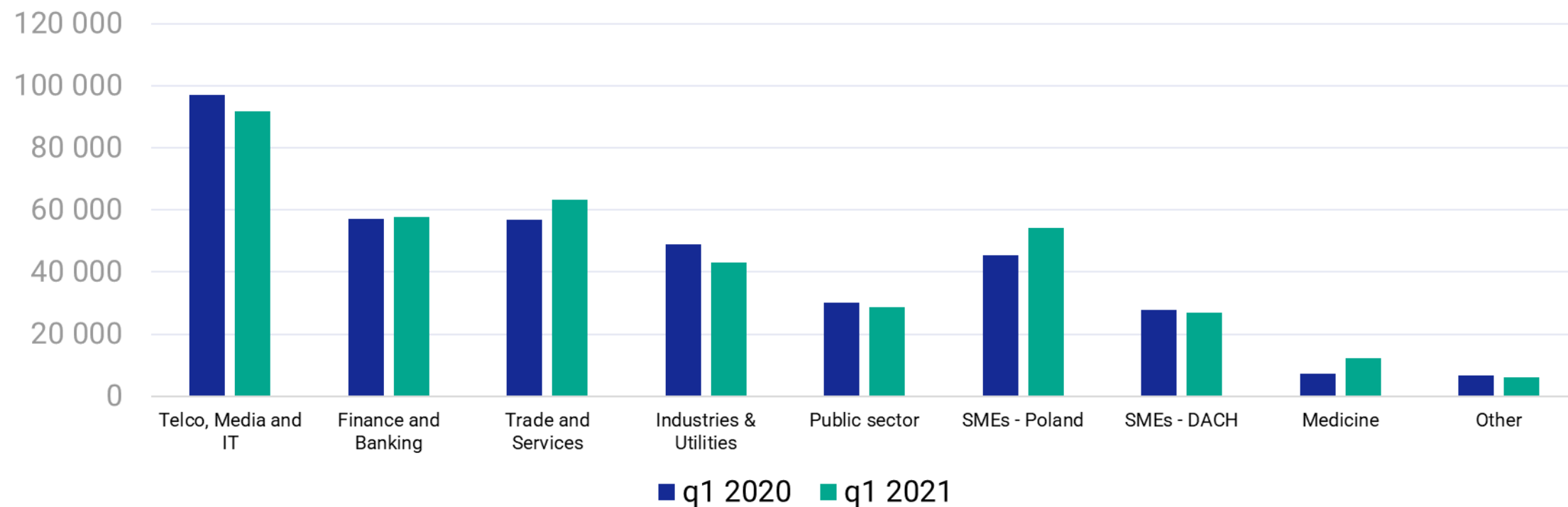
*in PLN thousand*

# Products Sales Structure Q1 2021



*in PLN thousand*

# Market Sales Structure Q1 2021



*in PLN thousand*

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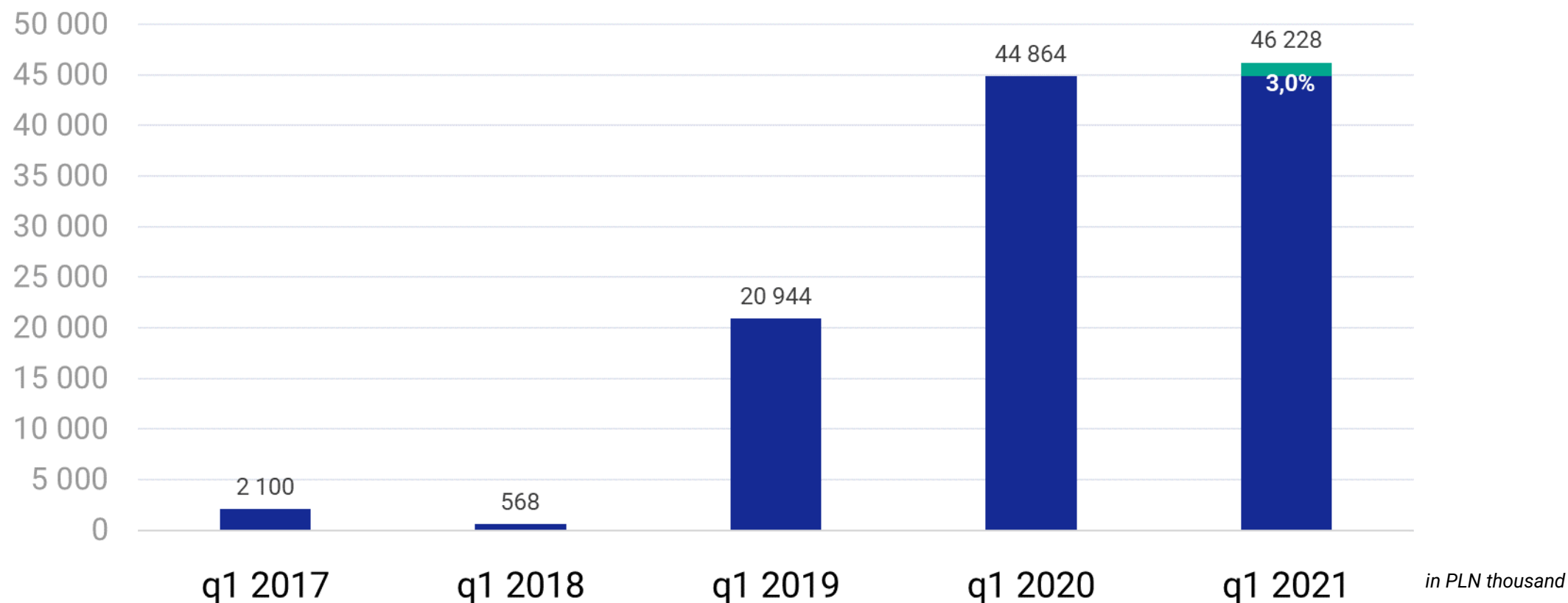
Comarch S.A. Share Price Performance

# Consolidated Financial Results Q1 2021

Comarch Group	Q1 2021	Q1 2020
Revenue	383 979	377 818
Operating profit	46 228	44 864
Net profit attributable to the Company's shareholders	26 078	14 175

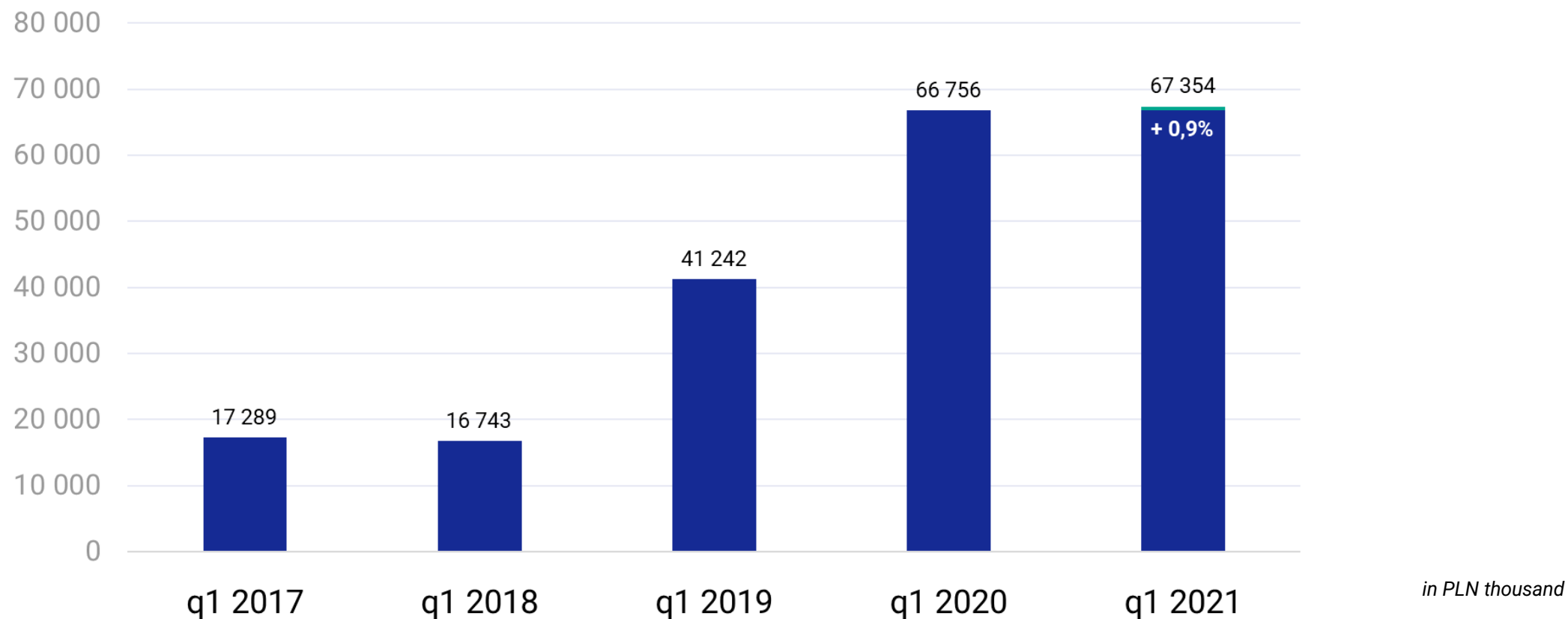
*in PLN thousand*

# Comarch Group EBIT Q1 2021



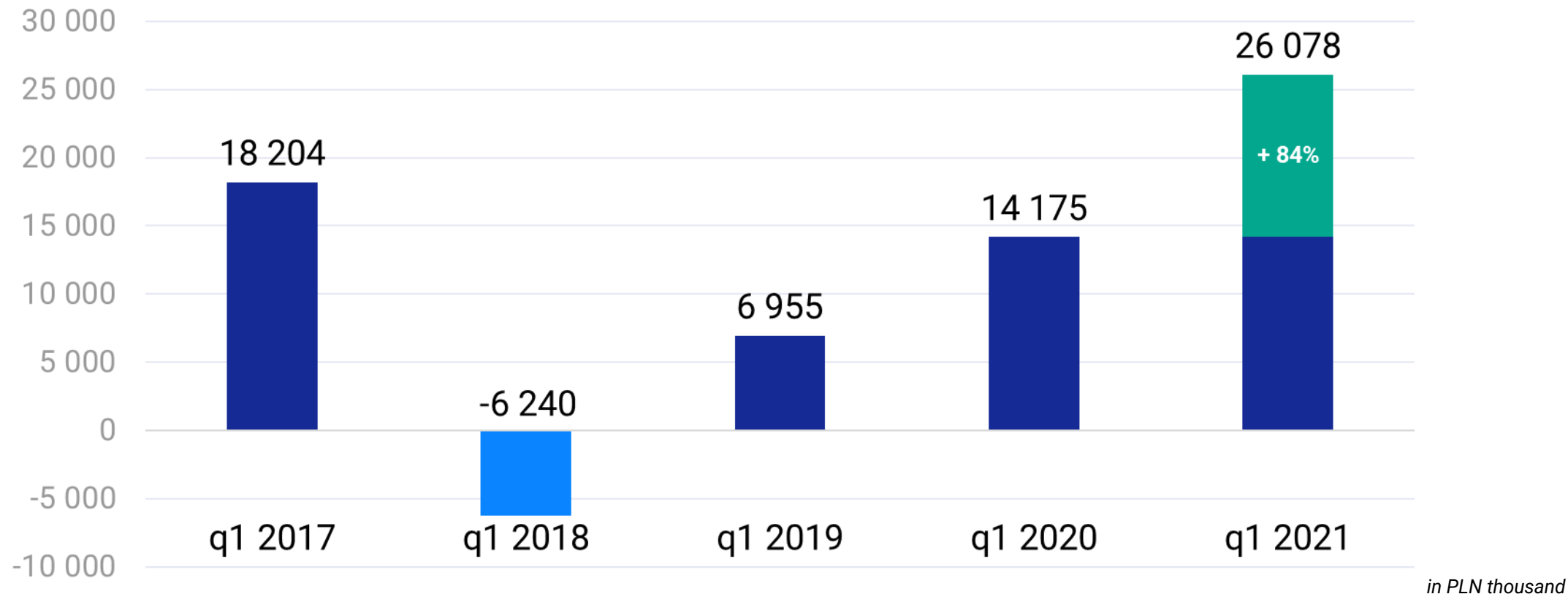
Since 2017, the data includes transformations resulting from IFRS 15. Since 2019, the data includes transformations resulting from IFRS 16. The data for 2017 - 2018 have not been transformed in accordance with IFRS 16.

# Comarch Group EBITDA Q1 2021



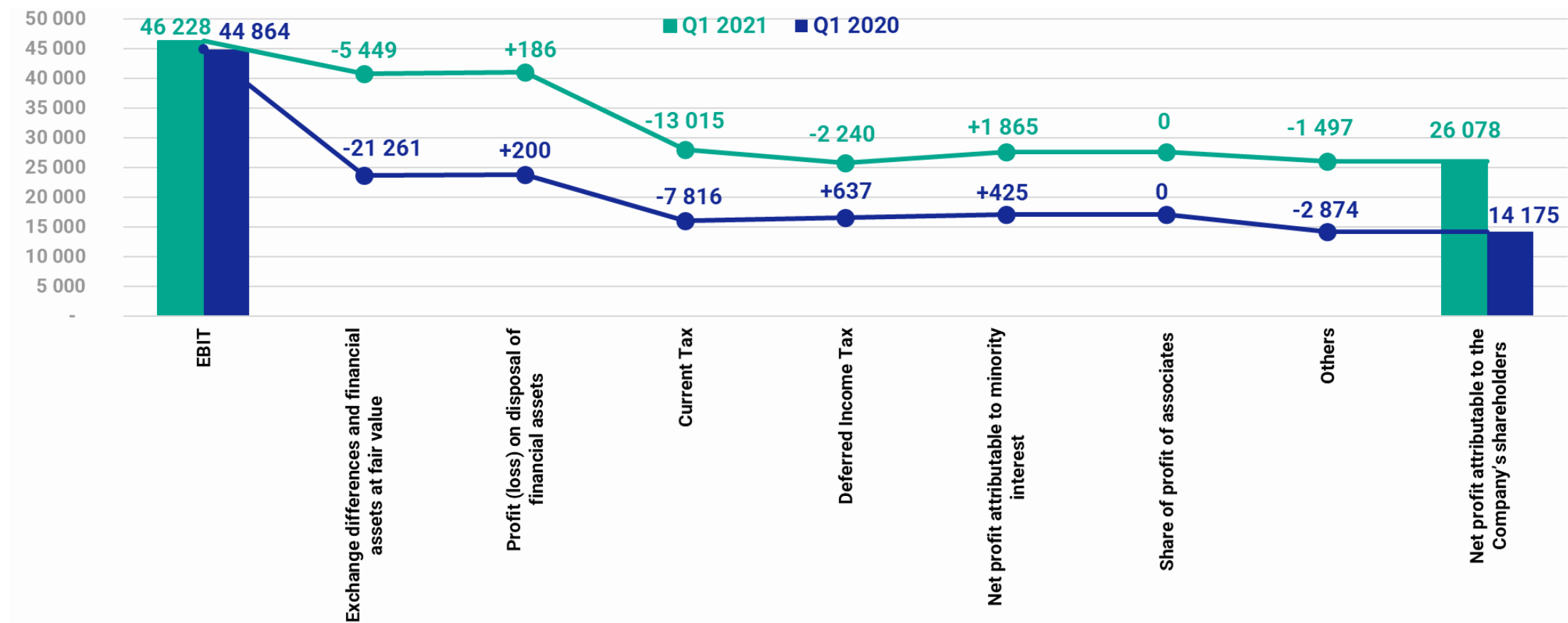
Since 2019, the data includes transformations resulting from IFRS 16. The data for 2017 - 2018 have not been transformed in accordance with IFRS 16.

# Net Profit Attributable to the Company's Shareholders Q1 2021



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

# EBIT vs. Net Profit Q1 2021



in PLN thousand

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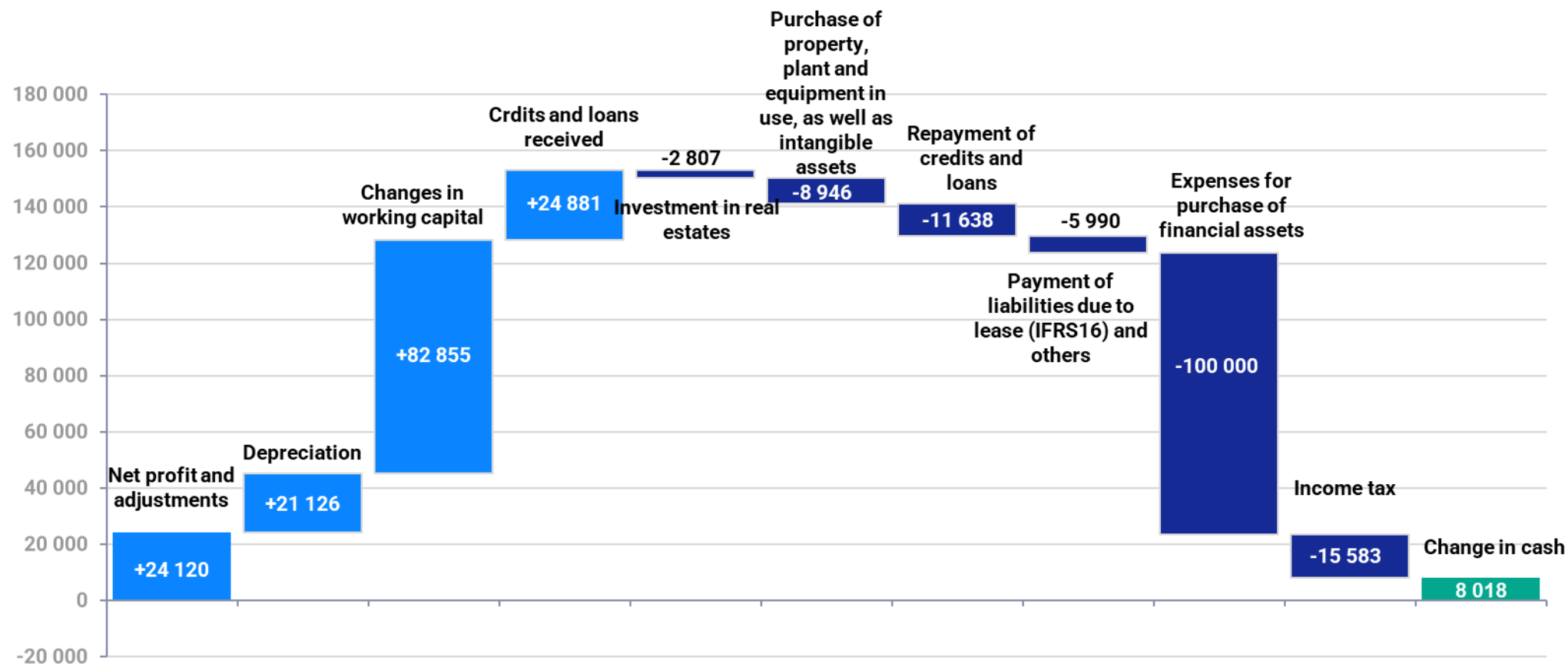
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Comarch S.A. Share Price Performance

# Cash Flow Q1 2021



*in PLN thousand*

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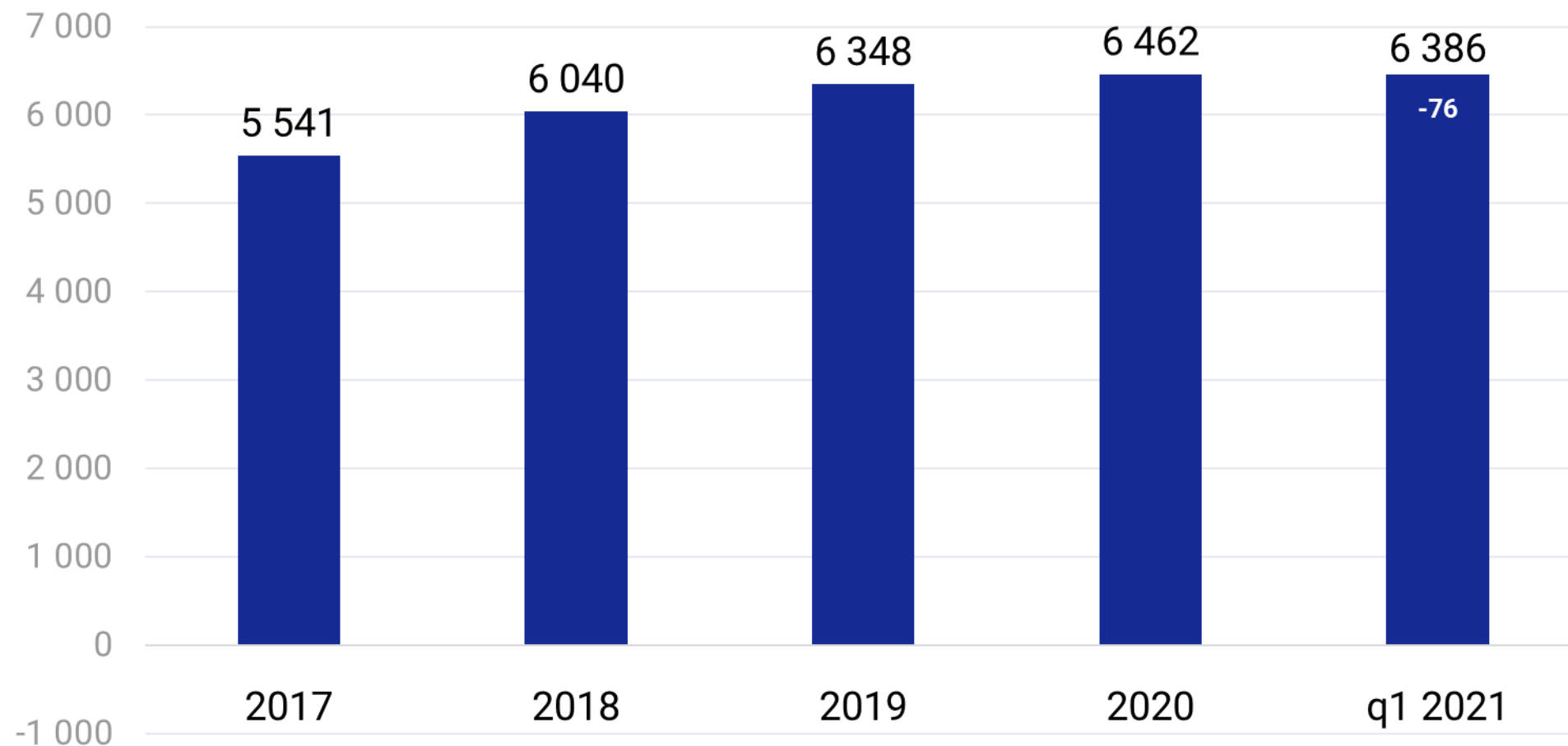
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Comarch S.A. Share Price Performance

# Comarch Group Human Resources



# Human Resources

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- As at 31<sup>st</sup> of March, 2021, Comarch Group hired 6,386 persons, that is 76 less than as at the 31<sup>st</sup> of December, 2020.
- The fund of basic salaries in the reporting period was 4.4% higher than in 2020.

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Comarch S.A. Share Price Performance

# Investment

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

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Comarch S.A. Share Price Performance

# Summary Q1 2021

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- In the first quarter of 2021, the Comarch Group recorded sales revenue at a similar level to those achieved in Q1 2020 (PLN 383,979 thousand, i.e. 1.6% more compared to the previous year). Revenue grew slightly faster than operating costs - as a result, operating profitability reached +12.0% and net profitability 6.8%
- Revenue and financial results of Q1 2021 were significantly less influenced by the volatility of exchange rates and exchange rate differences on receivables than in Q1 2020 (in Q1 2021 + PLN 5,731 thousand, while in Q1 2020 + PLN 18,655 thousand).
- Revenue from domestic sales increased by 15.2% thanks to the development of sales to the medical sector and small and medium-sized enterprises. Revenue from foreign sales decreased by 6.2% mainly due to the lower impact of foreign exchange differences on receivables than in Q1 2020.
- In July 2021, the Company will pay a dividend for 2020 in the amount of PLN 3 per share.

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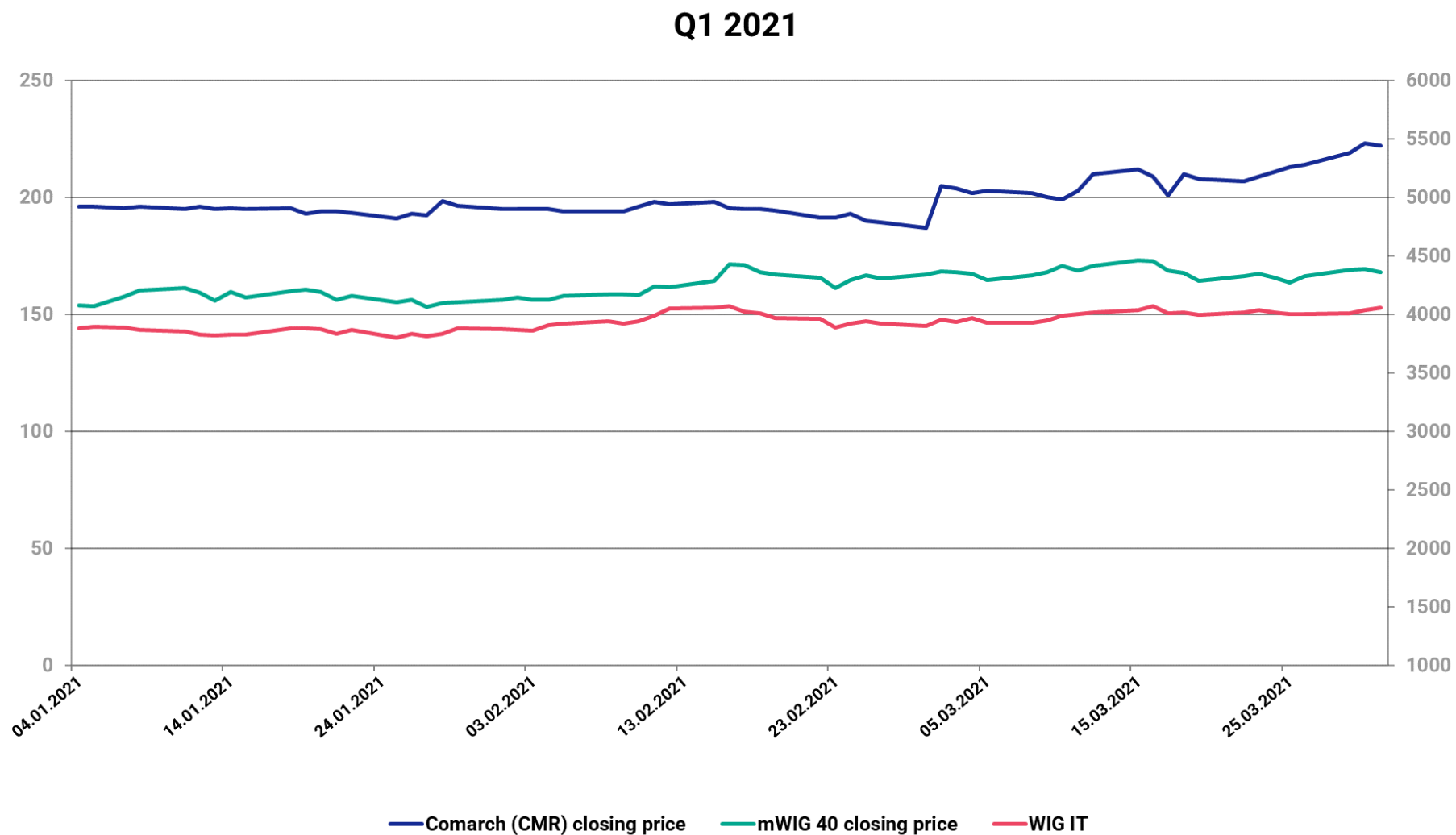
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Comarch S.A. Share Price Performance

# Comarch S.A. Share Price Performance 1.01.2021 – 31.03.2021



**COMARCH**

**Thank you!**

