

FINANCIAL SUPERVISION AUTHORITY**ANNUAL REPORT RR 2022**

(pursuant to &60 sec.1, pt.3 of the Regulation regarding current and periodical information)
(for issuers of securities managing production, construction, trade and services activities)

For financial year 2022 from 2022-01-01 to 2022-12-31
including financial statement compliant with Polish Accountancy Principles

Date of publication: 2023-04-28

COMARCH SA (full name of an issuer)	
COMARCH (abbreviated name of issuer)	INFORMATION TECHNOLOGY (sector according to WSE classification)
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UHY ECA Audyt Sp. z o.o. Sp.k.

(An auditor entitled to audit financial statements)

SELECTED FINANCIAL DATA	thousands of PLN		thousands of EURO	
	2022	2021	2022	2021
I. Net revenues from sales of products, goods and materials	1,210,626	1,067,448	258,224	233,195
II. Profit (loss) on operating activities	10,258	67,390	2,188	14,722
III. Gross profit (loss)	85,651	93,353	18,269	20,394
IV. Net profit (loss)	67,406	78,048	14,378	17,050
V. Cash flows from operating activities	47,495	109,285	10,131	23,874
VI. Cash flows from investing activities	3,919	-109,804	836	-23,988
VII. Cash flows from financing activities	7,453	-28,587	1,590	-6,245
VIII. Total net cash flows	58,867	-29,106	12,556	-6,358
IX. Total assets	1,656,791	1,516,075	353,268	329,625
X. Liabilities and provisions for liabilities	602,732	497,982	128,517	108,271
XI. Non-current liabilities	117,307	87,268	25,013	18,974
XII. Current liabilities	207,292	186,062	44,200	40,454
XIII. Equity	1,054,059	1,018,093	224,751	221,353
XIV. Share capital	8,133	8,133	1,734	1,768
XV. Number of shares	8,133,349	8,133,349	8,133,349	8,133,349
XVI. Earnings (losses) per single share (PLN/EUR)	8.29	9.60	1.77	2.10
XVII. Diluted earnings (losses) per single share (PLN/EUR)	8.29	9.60	1.77	2.10
XVIII. Book value per single share (PLN/EUR)	129.60	125.18	27.63	27.22
XIX. Diluted book value per single share (PLN/EUR)	129.60	125.18	27.63	27.22

XX. Dividend per one share (paid or declared)	4.00	3.00	0.85	0.66
<p>Euro exchange rates used for calculation of the selected financial data: Arithmetical average of NBP average exchange rates as of the end of each month for the period 01.01.2022 to 31.12.2022: 4.6883; Arithmetical average of NBP average exchange rates as of the end of each month for the period 01.01.2021 to 31.12.2021: 4.5775; The balance sheet items were presented based on NBP average exchange rates as of the end of the period: 31.12.2021: 4.6899; 31.12.2020: 4.5994.</p>				

ANNUAL REPORT INCLUDES:

File	Description
SzB_Comarch_2022.xhtml	Report of an Auditor authorized to audit Financial Statements- attachment no. 1a
SzB_Comarch_2022.xhtml.XAdES	Report of an Auditor authorized to audit Financial Statements- attachment no. 1b
RR 2022 Pismo Prezesa Zarządu.xhtml	Letter of the President of The Management Board- attachment no. 2a
RR 2022 Pismo Prezesa Zarządu.xhtml.XAdES	Letter of the President of The Management Board- attachment no. 2b
RR 2022 Sprawozdanie finansowe.xhtml	Financial Statement- attachment no. 3a
RR 2022 Sprawozdanie finansowe.xhtml.BES.XAdES.xades	Financial Statement- attachment no. 3b
RR 2022 Sprawozdanie Zarządu Comarch SA.xhtml	Report of the Management Board- attachment no. 4a
RR 2022 Sprawozdanie Zarządu Comarch SA.xhtml.BES.XAdES.xades	Report of the Management Board- attachment no. 4b
RR 2022 Oświadczenie Rady Nadzorczej w sprawie komitetu audytu.xhtml	Supervisory Board's statement regarding the Audit Committee - attachment no. 5
RR 2022 Ocena przez Radę Nadzorczą zgodności sprawozdania.xhtml	Assessment by the Supervisory Board of the compliance - attachment no. 6
RR 2022 Informacja Zarządu w sprawie wyboru firmy audytorskiej.xhtml	Information of the Management Board regarding the selection of the auditor- attachment no. 7a
RR 2022 Informacja Zarządu w sprawie wyboru firmy audytorskiej.xhtml.BES.XAdES.xades	Information of the Management Board regarding the selection of the auditor- attachment no. 7b
RR 2022 Oświadczenie Zarządu w sprawie rzetelności sporządzenia.xhtml	The Management Board's statement regarding the reliability of the financial statement- attachment no. 8a
RR 2022 Oświadczenie Zarządu w sprawie rzetelności sporządzenia.xhtml.BES.XAdES.xades	The Management Board's statement regarding the reliability of the financial statement- attachment no. 8b
RR 2022 Oświadczenie o stosowaniu ładu korporacyjnego.xhtml	Report regarding Corporate Governance Principles- attachment no. 9a
RR 2022 Oświadczenie o stosowaniu ładu korporacyjnego.xhtml.BES.XAdES.xades	Report regarding Corporate Governance Principles- attachment no. 9b
2022 Sprawozdanie na temat informacji niefinansowych.xhtml	2022 Non-financial Statement – attachment no. 10a
2022 Sprawozdanie na temat informacji niefinansowych.xhtml.BES.XAdES.xades	2022 Non-financial Statement – attachment no. 10b

COMARCH



Comarch Capital Group Consolidated Financial Statement and Comarch SA Financial Statement for period 01.01.2022-31.12.2022

Selected financial data

Krakow, the 28th of April, 2023

Comarch Group Consolidated Financial Statement for 12 month 2022

I. Consolidated Balance-Sheet

ASSETS	At 31 December 2022	At 31 December 2021
I. NON-CURRENT ASSETS	976,471	886,885
Property, plant and equipment	684,642	611,324
Right-of-use assets	85,296	86,501
Investment real estates	37,313	38,198
Goodwill	45,774	45,774
Other intangible assets	6,062	59,988
Non-current prepayments	5,942	1,026
Other assets at fair value	9,723	305
Other investments	1,249	210
Deferred income tax assets	30,452	35,964
Other receivables	7,018	7,595
II. CURRENT ASSETS	1,295,511	1,223,363
Inventories	85,947	91,877
Trade and other receivables	535,309	472,822
Current income tax receivables	6,792	2,241
Long-term contracts receivables	166,811	144,041
Available-for-sale financial assets	27	74,184
Other financial assets at fair value – derivative instruments	2,327	413
Cash and cash equivalents	498,298	437,785
TOTAL ASSETS	2,271,982	2,110,248

EQUITY AND LIABILITIES	At 31 December 2022	At 31 December 2021
I. EQUITY	1,279,690	1,197,362
Capital and reserves attributable to the company's equity holders	1,277,519	1,185,912
Share capital	8,133	8,133
Supplementary capital from the sales of shares above nominal value	84,446	84,446
Other capitals	58,595	58,595
Exchange differences	54,530	38,238
Retained earnings and net profit for the current period	1,071,815	996,500
Minority interest	2,171	11,450
II. LIABILITIES	992,292	912,886
Non-current liabilities	256,283	244,006
Credit and loans	127,475	104,564
Other financial liabilities	-	5,450
Other liabilities	436	550
Lease liability	70,227	71,415
Financial liabilities at fair value – derivative financial instruments	2,176	9,662
Provision for deferred income tax	52,720	49,960
Provisions for other liabilities and charges	3,249	2,405
Current liabilities	736,009	668,880
Trade and other payables	277,732	245,756
Current income tax liabilities	27,484	33,368
Long-term contracts liabilities	145,999	141,902
Credit and loans	44,732	40,443
Lease liability	21,099	21,023
Financial liabilities at fair value – derivative financial instruments	5,199	4,906
Other financial liabilities	-	-
Provisions for other liabilities and charges	213,764	181,482
TOTAL EQUITY AND LIABILITIES	2,271,982	2,110,248

II. Consolidated Income Statement

	12 months 2022	12 months 2021
Revenue	1,858,715	1,627,149
Costs of products, services, goods and materials sold	(1,369,559)	(1,148,303)
Gross profit	489,156	478,846
Other operating income	31,125	21,504
Sales and marketing costs	(193,296)	(152,545)
Administrative expenses	(143,044)	(129,887)
Other operating expenses	(3,335)	(30,691)
Operating profit	147,606	187,227
Finance revenue - net	5,761	(12,937)
Profit before income tax	153,367	174,290
Income tax expense	(54,795)	(58,308)
Net profit before income tax	98,572	115,982
Attributable to shareholders of the parent company	107,848	123,038
Net profit / (loss) attributable to interests not entitled to control	(9,276)	(7,056)
Earnings per share for profit attributable to the shareholders of the parent company during the period (expressed in PLN per share)		
– basic	13,26	15,13
– diluted	13,26	15,13

III. Total Income Consolidated Statement

	12 months 2022	12 months 2021
Net profit for the period	98,572	115,982
Other total income		
Exchange differences from recalculation of subsidiaries	16,289	8,583
Total other total income	16,289	8,583
Sum of total income for the period	114,861	124,565
Attributable to the parent company shareholders	124,140	131,623
Attributable to the interests not entitled to control	(9,279)	(7,058)

Other comprehensive income includes components that may be reclassified to profit or loss in later periods.

IV. Consolidated Statement of Changes in Shareholders' Equity

	Attributable to the shareholders of the parent company					Capitals attributable to interests not entitled to control	Total equity
	Share capital	Reserve capital from the sale of shares above their nominal value	Other capital	Exchange differences	Retained earnings and net profit for the current period		
Balance at 1 January 2021	8,133	84,446	58,595	29,653	899,212	18,508	1,098,547
Dividend paid	-	-	-	-	(25,750)	-	(25,750)
<i>Currency translation differences⁽¹⁾</i>	-	-	-	8,585	-	(2)	8,583
<i>Profit for the period⁽²⁾</i>	-	-	-	-	123,038	(7,056)	115,982
Total income recognised in equity ⁽¹⁺²⁾	-	-	-	8,585	123,038	(7,058)	124,565
Balance at 31 December 2021	8,133	84,446	58,595	38,238	996,500	11,450	1,197,362
Balance at 1 January 2022	8,133	84,446	58,595	38,238	996,500	11,450	1,197,362
Dividend paid	-	-	-	-	(32,533)	-	(32,533)
<i>Currency translation differences⁽¹⁾</i>	-	-	-	16,292	-	(3)	16,289
<i>Profit for the period⁽²⁾</i>	-	-	-	-	107,848	(9,276)	98,572
Total income recognised in equity ⁽¹⁺²⁾	-	-	-	16,292	107,848	(9,279)	114,861
Balance at 31 December 2022	8,133	84,446	58,595	54,530	1,071,815	2,171	1,279,690

V. Consolidated Cash Flow Statement

	12 months 2022	12 months 2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Net profit	98,572	115,982
Total adjustments	118,026	134,967
Depreciation*	93,796	92,099
Profit (loss) from foreign exchange differences	9,658	(6,845)
Interest and profit sharing (dividends)	3,748	2,207
Profit (loss) on investing activities	(21,534)	(2,370)
Change in inventories	5,961	(4,131)
Change in receivables	(101,758)	2,496
Change in liabilities and provisions excluding credits and loans	128,155	51,511
Net profit less total adjustments	216,598	250,949
Income tax paid	(52,568)	(53,502)
Net cash generated (used) in operating activities	164,030	197,447
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property, plant and equipment	(130,334)	(63,797)
Proceeds from sale of property, plant and equipment	15,944	1,172
Purchases of intangible assets	(24,191)	(5,617)
Proceeds from disposal of investment in real estate and intangible assets	1,799	1,044
Expenses for purchase of financial assets	(1,000)	(175,173)
Expenses for investment in real estates	(46)	(18)
Repayment of granted loans	450	2,188
Interest of granted loans	355	40
Proceeds from financial instruments	73,067	90,362
Expenses of financial instruments	(11,676)	(1,156)
Net cash generated (used) in investing activities	(75,632)	(150,955)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from credits and loans	81,915	33,320
Repayments of credits and loans	(58,603)	(45,080)
Interest on credit and loans	(2,248)	(2,315)
Dividends paid out and expenditures other than payments to owners due to distribution of profit	(32,533)	(25,750)
Payment of liabilities under finance lease agreements	(24,831)	(23,464)
Other financial proceeds	412	516
Net cash generated (used) in financing activities	(35,888)	(62,773)
Net change in cash, cash equivalents and bank overdrafts	52,510	(16,281)
Cash, cash equivalents and bank overdrafts at beginning of the period	437,782	448,021
Positive (negative) exchange differences in cash and bank overdrafts	7,895	6,042
Cash, cash equivalents and bank overdrafts at end of the period	498,187	437,782
including limited disposal	8,175	7,318

VI. Sales structure

Products Sales Structure

Products sales structure	2022	%	2021	%	2020	%
IT services	1,429,735	76.9	1,247,887	76.7	1,175,323	76.5
Proprietary software	308,971	16.6	264,588	16.3	259,952	16.9
Third-party software	13,367	0.7	15,705	1.0	18,219	1.2
Finished goods	21,160	1.1	14,997	0.9	13,104	0.8
Hardware	12,927	0.7	22,050	1.3	18,597	1.2
Others	72,555	4.0	61,922	3.8	51,558	3.4
Total	1,858,715	100.0	1,627,149	100.0	1,536,753	100.0

Market Sales Structure

Market sales structure	2022	%	2021	%	2020	%
Telecommunications, Media, IT	446,826	24.0	406,082	25.0	308,041	20.0
Finance and Banking	261,826	14.1	226,343	13.9	259,151	16.9
Trade and Services	256,362	13.8	245,813	15.1	231,684	15.1
Industry & Utilities	229,941	12.4	181,558	11.2	179,019	11.6
Public sector	159,979	8.6	133,821	8.2	154,541	10.1
Enterprises - Poland	294,033	15.8	239,459	14.7	206,169	13.4
Enterprises - DACH	109,161	5.9	104,034	6.4	122,146	7.9
Medicine	58,103	3.1	62,488	3.8	40,820	2.7
Others	42,484	2.3	27,551	1.7	35,182	2.3
Total	1,858,715	100.0	1,627,149	100.0	1,536,753	100.0

Geographical Sales Structure

Geographical sales structure	2022	%	2021	%	2020	%
Domestic (Poland)	780,805	42.0	686,900	42.2	637,943	41.5
Export	1,077,910	58.0	940,249	57.8	898,810	58.5
Total	1,858,715	100.0	1,627,149	100.0	1,536,753	100.0

	2022	%	2021	%	2020	%
Domestic (Poland)	780,805	42.0	686,900	42.2	637,943	41.5
DACH (Germany, Austria, Switzerland)	303,555	16.3	275,808	17.0	288,691	18.8
Other countries	774,355	41.7	664,441	40.8	610,119	39.7
Total	1,858,715	100.0	1,627,149	100.0	1,536,753	100.0

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COMARCH



Comarch S.A. Financial Statement for the 2022 for period 01.01.2022-31.12.2022

Selected financial data

Krakow, the 28th of April, 2023

Summary of Comarch S.A. Financial Statement for the 2022

I. Balance Sheet

		2022	2021
ASSETS			
I	NON-CURRENT ASSETS	854,553	785,423
1	Intangible assets	22,362	22,362
2	Property, plant and equipment	331,707	315,747
3	Non-current investments	462,601	438,952
3.1	Non-current financial assets	445,015	420,376
	a) in related parties	437,203	420,067
	b) in other entities in which the Company holds equity interests	-	-
	c) in other entities	7,814	309
3.2	Real estates	17,543	18,533
3.3	Other non-current investment	43	43
4	Non-current prepayments	10,577	8,362
4.1	Deferred income tax assets	4,731	7,414
4.2	Other accruals	5,846	948
II	CURRENT ASSETS	802,238	730,652
1	Inventories	71,595	64,108
2	Current receivables	519,297	442,759
2.1	from related parties	352,130	283,624
2.2	from other entities in which the Company holds equity interests	-	-
2.3	from other entities	167,167	159,135
3	Current investments	126,137	139,052
3.1	Current financial assets	126,137	139,052
	a) in related parties	1,220	755
	b) in other entities in which the Company holds equity interests	-	-
	c) in other entities	2,357	74,597
	- granted loans	3	-
	- other securities	28	74,184
	- other current financial assets	2,326	413
	d) cash and cash equivalents	122,560	63,700
4	Short-term prepayments	85,209	84,733
TOTAL ASSETS		1,656,791	1,516,075

EQUITY AND LIABILITIES

I	EQUITY CAPITAL	1,054,059	1,018,093
1	Share capital	8,133	8,133
2	Capital from merger settlement	-	-
3	Supplementary capital	864,501	818,985
4	Revaluation reserve	113,274	112,182
5	Other reserve capitals	745	745
6	Previous years' profit (loss)	-	-
7	Net profit (loss)	67,406	78,048
II	LIABILITIES AND PROVISIONS FOR LIABILITIES	602,732	497,982
1	Provisions for liabilities	206,183	169,207
1.1	Provisions due to deferred income tax	28,060	27,203
1.2	Other provisions	178,123	142,004
	a) current	175,453	140,099
	a) non-current	2,670	1,905
2	Non-current liabilities	117,307	87,268
2.1	to related parties	7,008	-
2.2	to other entities where the issuer holds interest in capital	-	-
2.3	to other entities	110,299	87,268
3	Current liabilities	207,292	186,062
3.1	to related parties	29,986	28,479
3.2	to other entities where the issuer holds interest in capital	350	350
3.3	to other entities	175,517	156,119
3.4	special funds	1 439	1,114
4	Accruals	71,950	55,445
4.1	Other accruals	71,950	55,445
	a) current	71,950	55,445
TOTAL EQUITY AND LIABILITIES		1,656,791	1,516,075

II. Income Statement

		2022	2021
I	Net revenue from sales of products, goods and materials, including:	1,210,626	1,067,448
	- revenue from related parties	475,311	405,776
1	Net revenue from sales of products	1,166,805	1,024,166
2	Net revenue from sales of goods and materials	43,821	43,282
II	Costs of products, goods and materials sold, including:	987,361	798,050
	- to related parties	46,987	35,238
1	Manufacturing cost of products sold	950,916	759,883
2	Value of products, goods and materials sold	36,445	38,167
III	Gross profit (loss) on sales	223,265	269,398
IV	Costs of sales	102,359	73,062
V	Administrative costs	82,896	81,136
VI	Profit (loss) on sales	38,010	115,200
VII	Other operating revenue	3,597	2,071
1	Profit on disposal of non-financial non-current assets	1,192	692
2	Other operating revenue	2,405	1,379
VIII	Other operating costs	31,349	49,881
1	Other operating costs	583	590
2	Profit (loss) on operating activities	30,766	49,291
IX	Profit (loss) on operating activities	10,258	67,390
X	Financial revenue	115,099	53,661
1	Dividends and share in profits	88,013	44,587
	- from related parties	88,013	44,587
2	Profit on disposal of investment	-	-
3	Interest, including:	2,841	968
	- from related parties	1,542	920
4	Other	24,245	8,106
XI	Finance costs	39,706	27,698
1	Interest, including:	2,578	2,068
	- to related parties	1,034	165
2	Loss on disposal of investments	11,548	882
3	Actualisation the value of financial asset	24,74	13,812
4	Other	706	10,936
XII	Gross profit (loss)	85,651	93,353
XIII	Income tax	18,245	15,305
a)	current	14,961	16,943
b)	deferred	3,284	(1 638)

XIV	Net profit (loss)	67,406	78,048
	Net profit (loss) (annualised)	67,406	78,048
	Weighted average number of shares	8,133,349	8,133,349
	Earnings (losses) per single share (PLN)	8,29	9,60
	Diluted weighted average number of shares	8,133,49	8,133,349
	Diluted earnings (losses) per single share (PLN)	8,29	9,60

III. Changes in Equity

		2022	2021
I	Opening balance of equity (BO)	1,018,093	949,438
I.a	Opening balance of equity after adjustments	1,018,093	949,438
1	Opening balance of share capital	8,133	8,133
1.1	Changes in share capital	-	-
	a) increases (due to)	-	-
	- shares issue	-	-
1.2	Closing balance of share capital	8,133	8,133
2	Opening balance of supplementary capital	818,985	763,377
2.1	Changes in supplementary capital	45,516	55,608
	a) increases (due to)	45,516	55,608
	- profit-sharing for the previous years	45,516	55,608
2.2	Closing balance of supplementary capital	864,501	818,985
3	Opening balance of revaluation reserve	112,182	97,175
	- changes in applied accounting principles	-	-
3.1	Changes in revaluation reserve	1,092	15,007
	a) increases (due to)	1,351	18,528
	- provision for deferred income tax due to certificates valuation	-	-
	- balance sheet valuation of investment certificates	1,351	18,528
	b) decreases (due to)	259	3,521
	- provision for deferred income tax due to certificates valuation	-	-
	- balance sheet valuation of investment certificates	259	3,521
3.2	Closing balance of revaluation reserve	113,274	112,182
4	Opening balance of capital from merger	-	-
4.1	Closing balance of capital from merger	-	-
5	Opening balance of other reserve capitals	745	745
5.1	Closing balance of other reserve capitals	745	745
6	Opening balance of the previous years' profit (loss)	78,048	80,008
6.1	Opening balance of the previous years' profit	78,048	80,008
	a) changes in accounting principles (policy)	-	-
	b) decreases (due to)	78,048	80,008
	- transferring the result for the previous years to supplementary capital	45,516	55,608
	- payment of dividends	32,532	24,400
6.2	Closing balance of the previous years' profit	-	-
7	Net result	67,406	78,048
	net profit	67,406	78,048
II	Closing balance of equity	1,054,059	1,018,093
III	Equity including proposed profit-sharing (loss coverage)	1,054,059	1,018,093

IV. Cash Flow Statement

		2022	2021
A	Cash flows from operating activities		
I	Net profit (loss)	67,406	78,048
II	Total adjustments	(19,911)	31,237
1	Depreciation	52,589	48,725
2	Exchange gains (losses)	7	440
3	Interest and shares in profits (dividends)	(87,585)	(43,378)
4	Profit (loss) on investing activities	20,566	13,622
5	Change in provisions	36,719	(15,640)
6	Change in inventories	(7,487)	(9,561)
7	Change in receivables	(69,816)	23,163
8	Change in current liabilities, excluding credits and loans	21,694	9,411
9	Change in prepayments and accruals	13,402	4,455
10	Other adjustments	-	-
III	Net cash used in operating activities (I+/-II)-indirect method	47,495	109,285
B	Cash flows from investing activities		
I	Inflows	180,085	137,121
1	Disposal of property, plant and equipment and intangible assets	1,914	1,191
2	From financial assets, including:	178,171	135,930
a)	in related parties	105,104	45,570
	-dividends and share in profits	88,013	44,587
	-repaid loans	15,962	321
	-repaid interest	1,129	662
b)	in other entities	73,067	90,360
	-other inflows from financial assets	73,067	90,360
II	Outflows	(176,166)	(246,925)
1	Purchase of property, plant and equipment and intangible assets	(101,216)	(41,387)
2	Expenses for investment in real estates	(46)	(18)
3	For financial assets, including:	(74,904)	(205,520)
a)	in related parties	(63,356)	(59,638)
	-purchase of financial assets	(53,013)	(39,755)
	-granted non-current loans	(10,343)	(19,883)
b)	in other entities	(11,548)	(145,882)
	-purchase of financial assets	(11,548)	(145,882)
III	Net cash flow investing activities (I-II)	3,919	(109,804)
C	Cash flow from financing activities		
I	Inflows	85,035	36,386

1	Loans and credits	84,623	36,084
2	Other financial inflows (subsidies received)	412	302
II	Outflows	(77,582)	-64,973
1	Expenses due to distribution of profit (other than payments to owners)	(32,532)	-24,400
2	Repayment of loans and credits	(43,445)	-38,699
3	Interest	(1,557)	-1,870
4	Granted loans	(48)	-4
III	Net cash (used in)/generated from financing activities (I-II)	7,453	-28,587
D	Total net cash flows (A.III+/-B.III+/-C.III)	58,867	-29,106
E	Balance sheet change in cash and cash equivalents, including:	58,838	-29,376
	-change in cash and cash equivalents due to exchange differences	(29)	-270
F	Cash and cash equivalents opening balance	63,700	93,076
G	Closing balance of cash and equivalents (F+/-E), including:	122,538	63,700
	-limited disposal	3,162	858

V. Sales Structure

Products Sales Structure

Products sales structure	2022	%	2021	%	2020	%
IT services	902,941	74.6	798,474	74.8	744,982	74.6
Proprietary software	266,731	22.0	229,144	21.5	215,287	21.5
Third-party software	12,704	1.0	11,052	1.0	15,422	1.5
Finished goods	6,824	0.6	6,003	0.6	3,723	0.4
Hardware	9,751	0.8	11,683	1.1	9,075	0.9
Others	11,675	1.0	11,092	1.0	10,912	1.1
Total	1,210,626	100.0	1,067,448	100.0	999,401	100.0

Market Sales Structure

Market sales structure	2022	%	2021	%	2020	%
Telecommunications, Media, IT	140,253	11.6	167,085	15.6	93,429	9.3
Finance and Banking	130,274	10.8	118,366	11.1	157,402	15.8
Trade and Services	61,045	5.0	50,106	4.7	64,923	6.5
Industry & Utilities	78,955	6.5	69,811	6.5	79,351	7.9
Public sector	11,593	1.0	14,836	1.4	23,858	2.4
Medicine	17,165	1.4	1,708	0.2	557	0.1
Small and Medium-Sized Enterprises	293,073	24.2	239,142	22.4	205,946	20.6
Others	856	0.1	705	.,1	420	0
Revenue from Subsidiaries	477,412	39.4	405,689	38.0	373,515	37.4
Total	1,210,626	100.0	1,067,448	10.,0	999,401	100

Geographical Sales Structure

Geographical sales structure	2022	%	2021	%	2020	%
Domestic (Poland)	592,928	49.0	533,665	50.0	512,173	51.2
Export	617,698	51.0	533,783	50.0	487,228	48.8
Total	1,210,626	100.0	1,067,448	100.0	999,401	100.0

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