

COMARCH

Financial Results Q1-Q3 2021

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

The 18th of November, 2021, Krakow



Agenda

1

Revenue

2

Financial Results in Q3 and Q1-Q3 2021

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price Performance

Agenda

1

Revenue

2

Financial Results in Q3 2021

3

Cash Flow

4

Human Resources

5

Investment

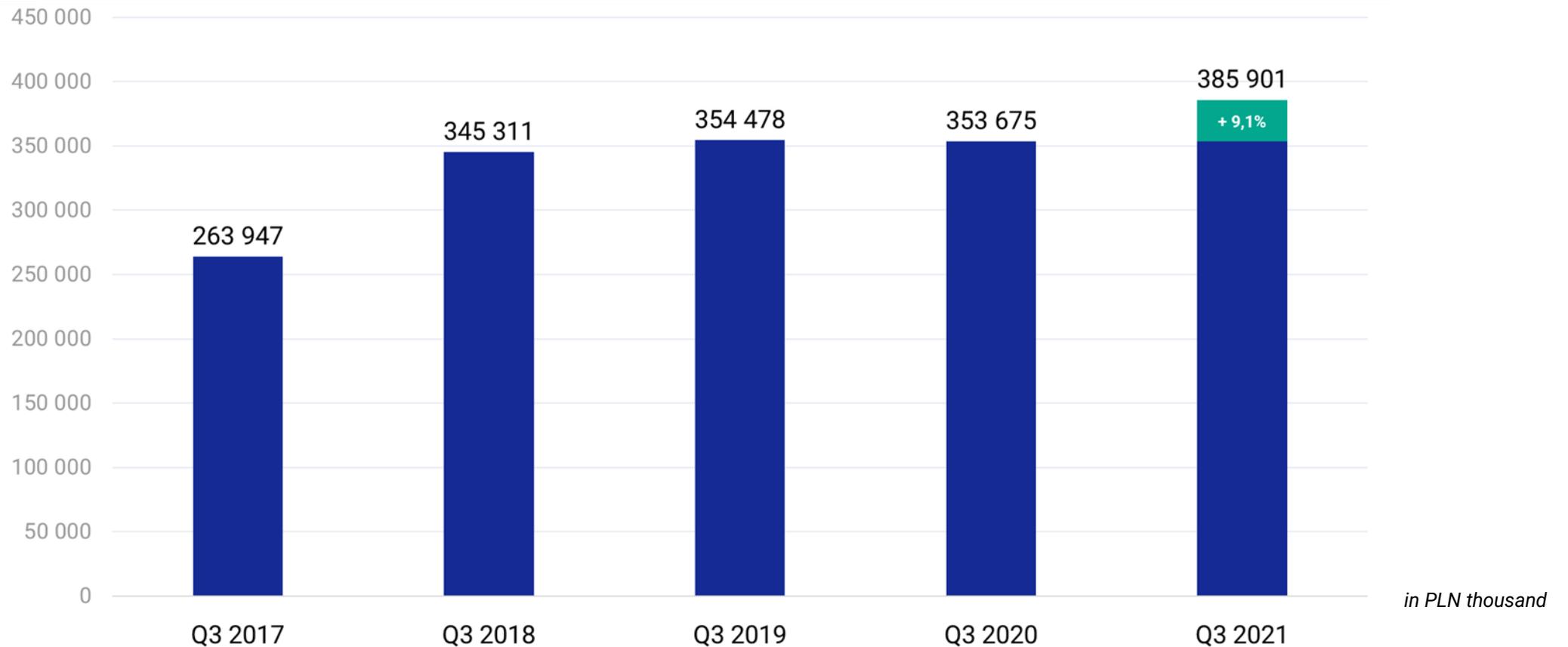
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Summary

7

Comarch S.A. Share Price Performance

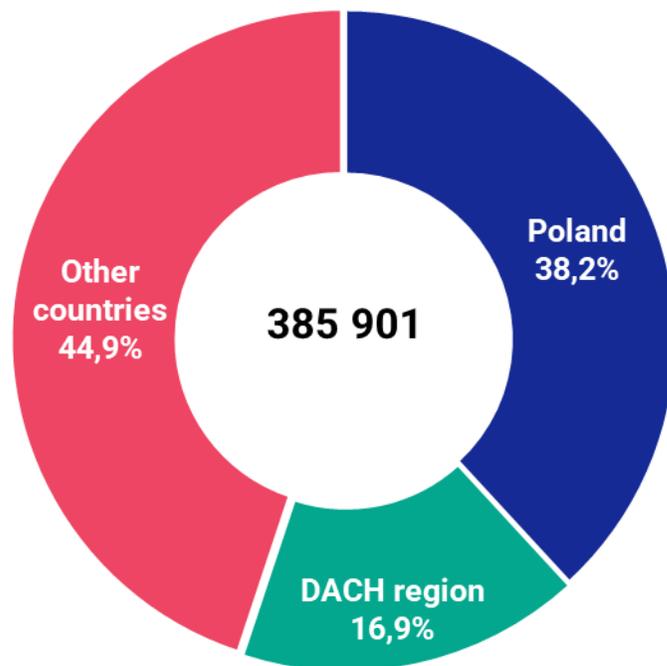
Revenue Q3 2021



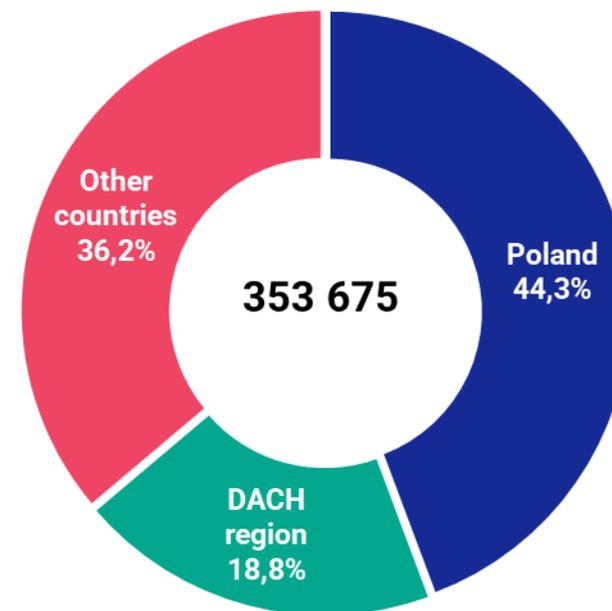
Since 2019, the data includes transformations resulting from IFRS 16. The data for 2017 - 2018 have not been transformed in accordance with IFRS 16.

Geographical Sales Structure Q3 2021

Q3 2021

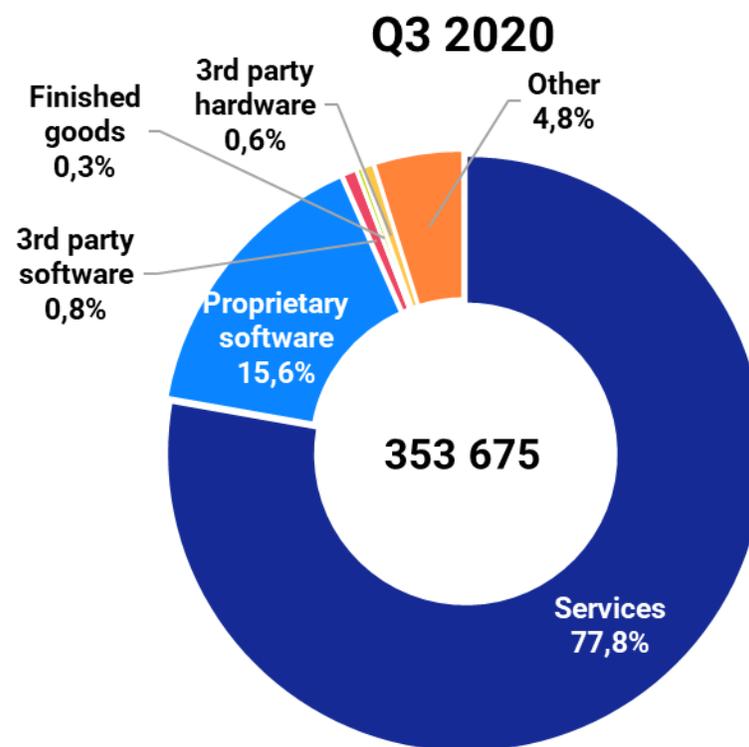
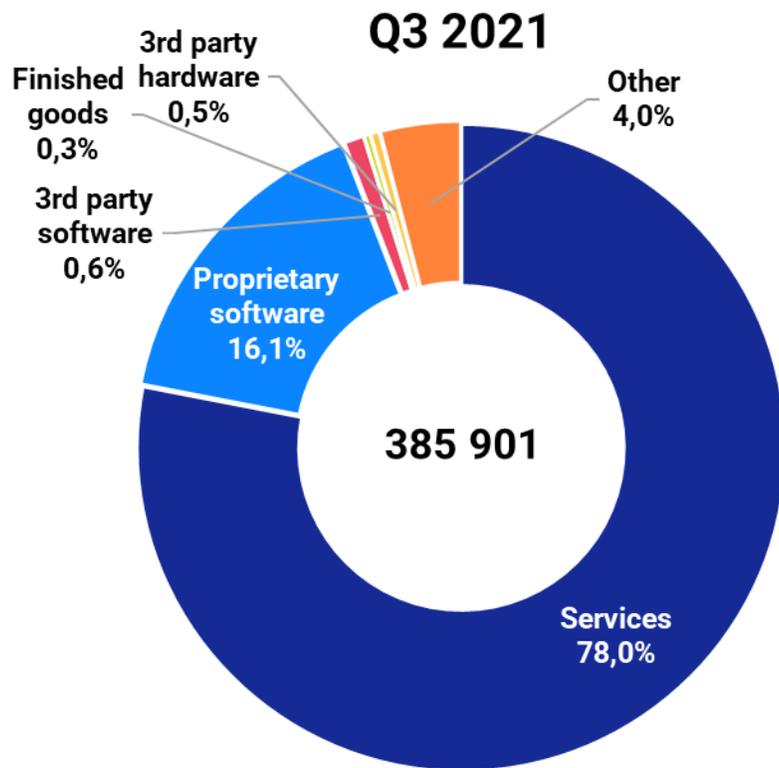


Q3 2020



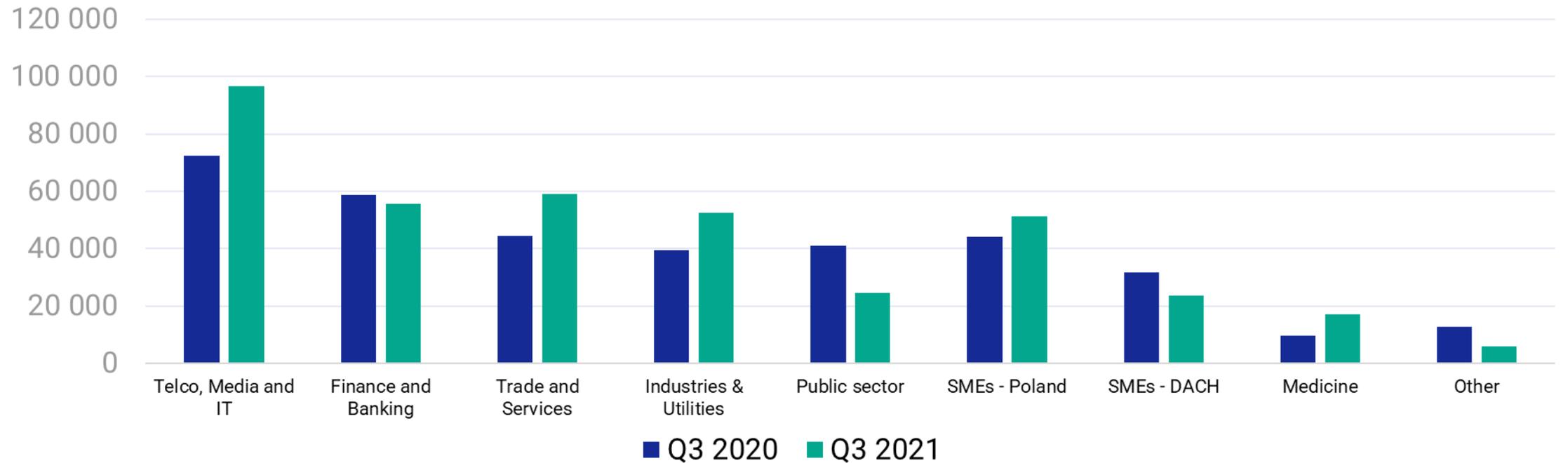
in PLN thousand

Products Sales Structure Q3 2021



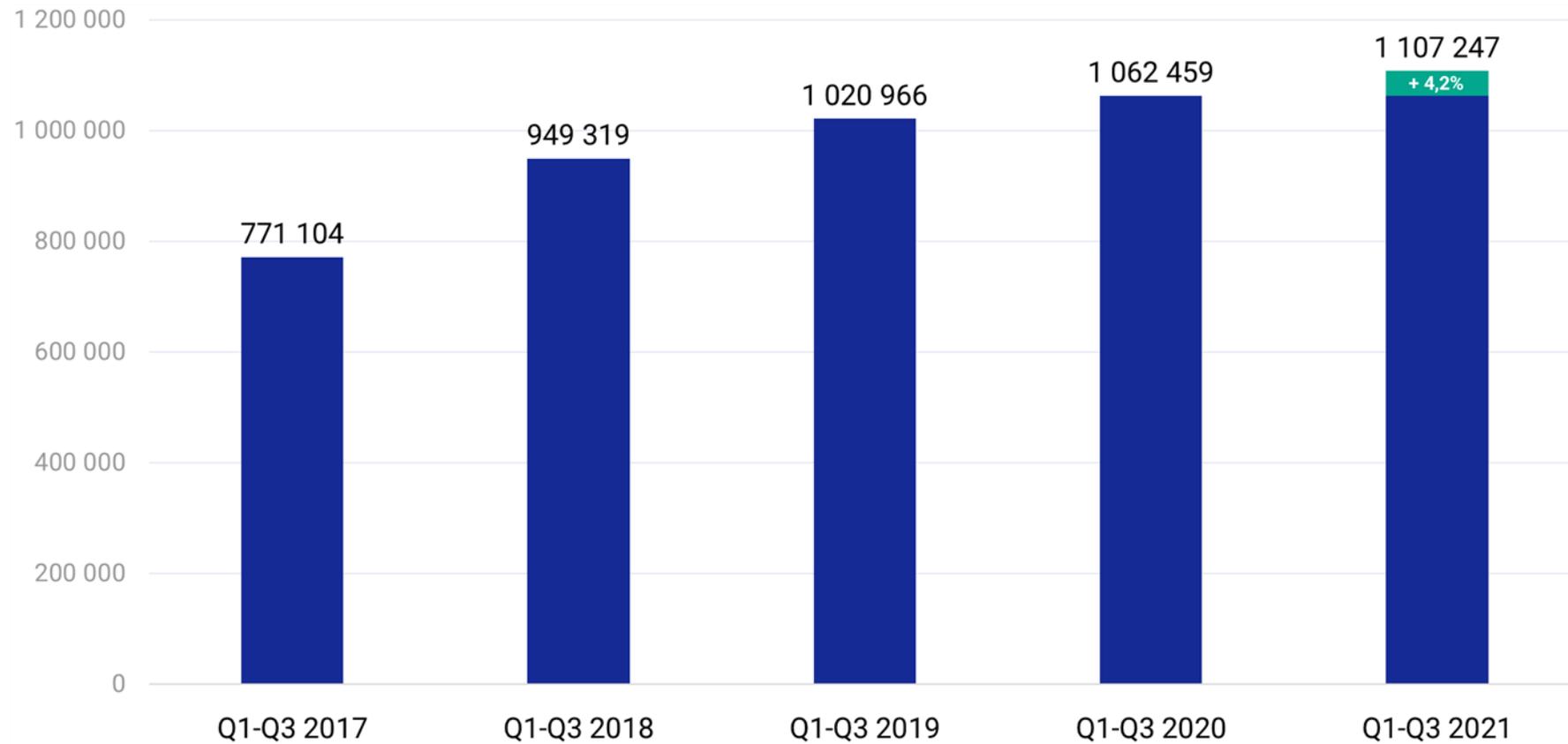
in PLN thousand

Market Sales Structure Q3 2021



in PLN thousand

Revenue Q1-Q3 2021

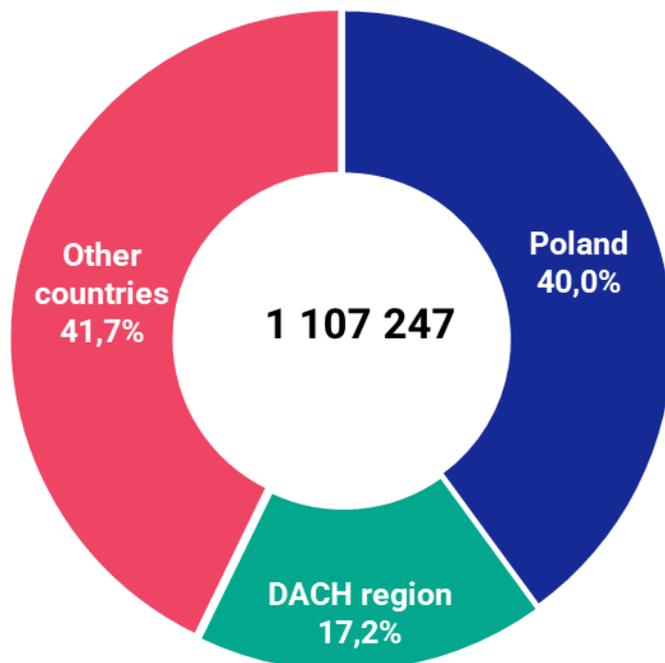


in PLN thousand

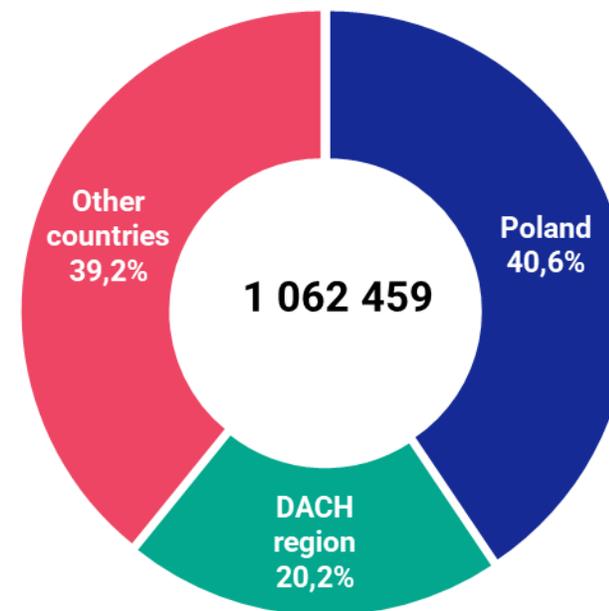
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Geographical Sales Structure Q1-Q3 2021

Q1-Q3 2021

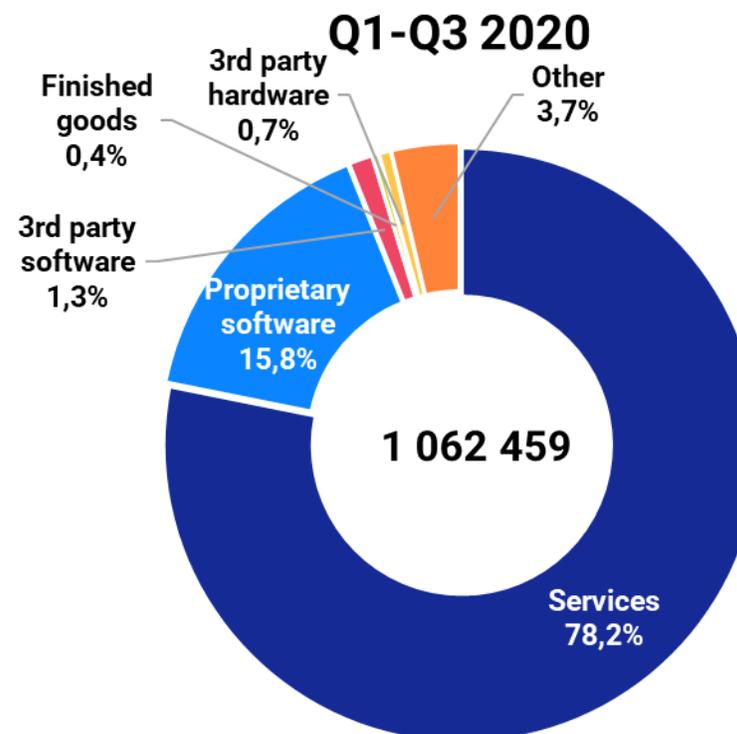
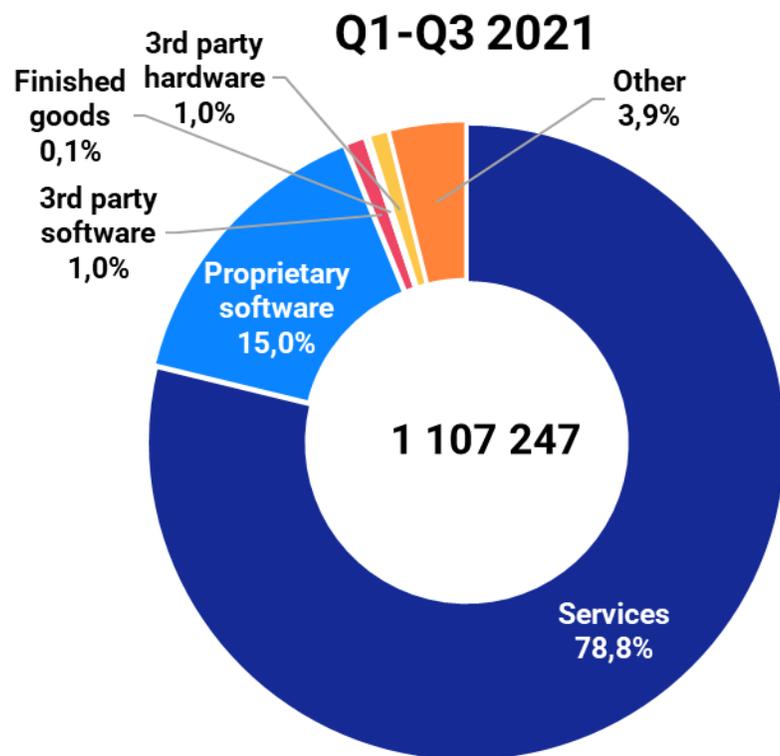


Q1-Q3 2020



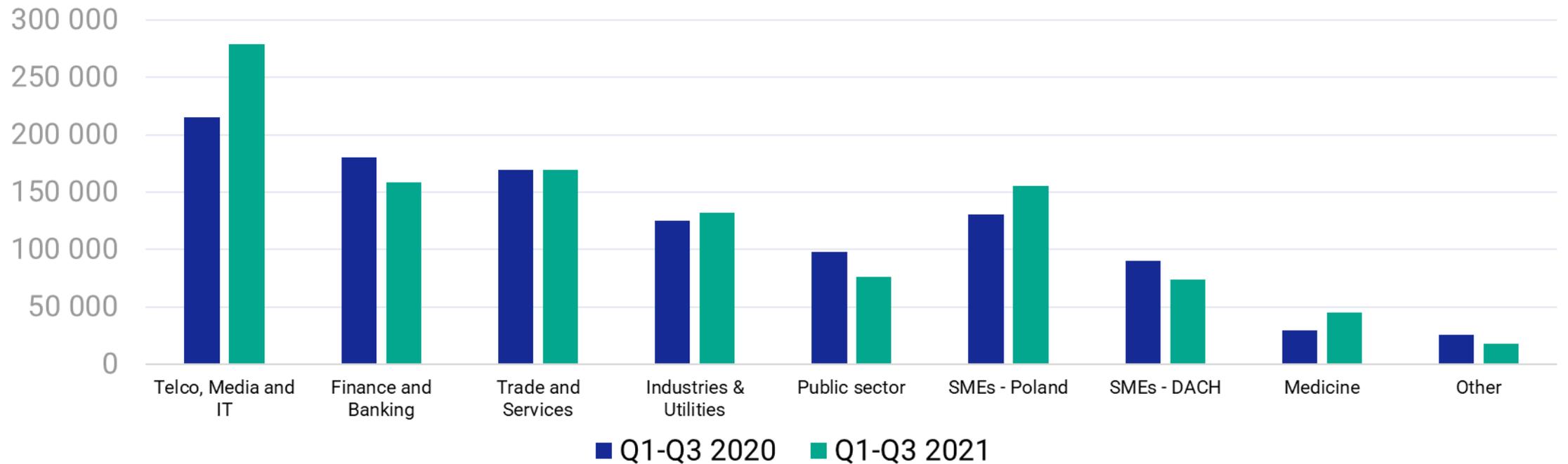
in PLN thousand

Products Sales Structure Q1-Q3 2021



in PLN thousand

Market Sales Structure Q1-Q3 2021



in PLN thousand

Agenda

1

Revenue

2

Financial Results Q3 and Q1-Q3 2021

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price Performance

Consolidated Financial Results Q3 2021

Comarch Group	Q3 2021	Q3 2020
Revenue	385 901	353 675
Operating profit	58 915	46 112
Net profit attributable to the Company's shareholders	30 299	32 456

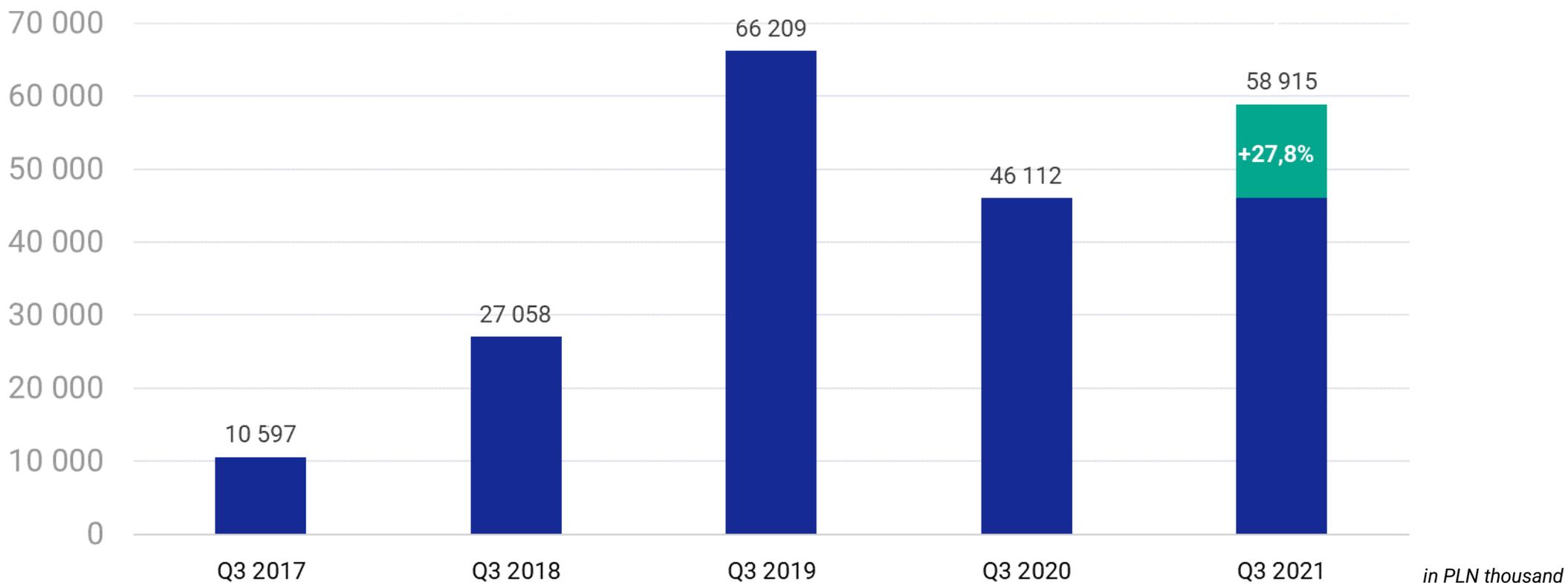
in PLN thousand

Impact of Exchange Rates on the Results of Q3 2021

Exchange Differences	Q3 2021	Q3 2020
Balance sheet valuation of receivables and trade liabilities	6 121	-5 396
Impact on the financing activities	-12 742	-4 634

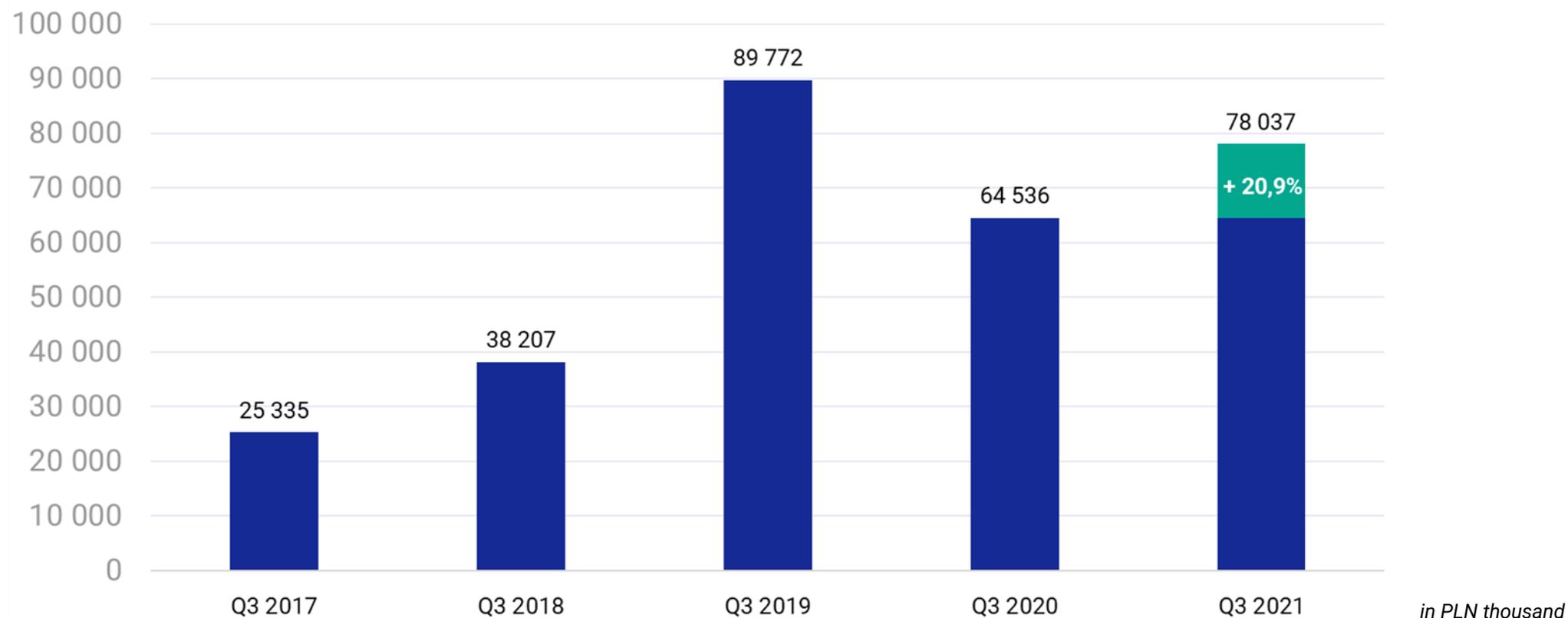
in PLN thousand

Comarch Group EBIT Q3 2021



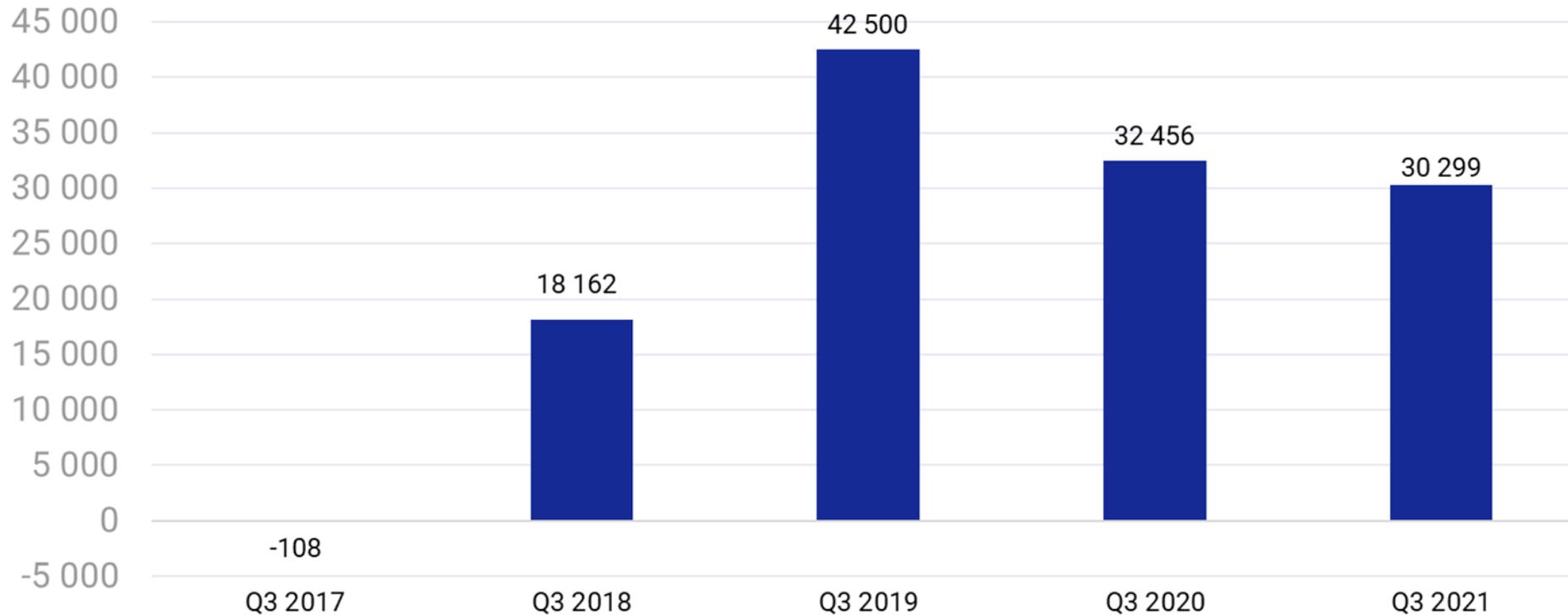
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Comarch Group EBITDA Q3 2021



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 Q3 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.

Consolidated Financial Results Q1-Q3 2021

Comarch Group	Q1-Q3 2021	Q1-Q3 2020
Revenue	1 107 247	1 062 459
Operating profit	123 762	117 895
Net profit attributable to the Company's shareholders	84 882	66 975

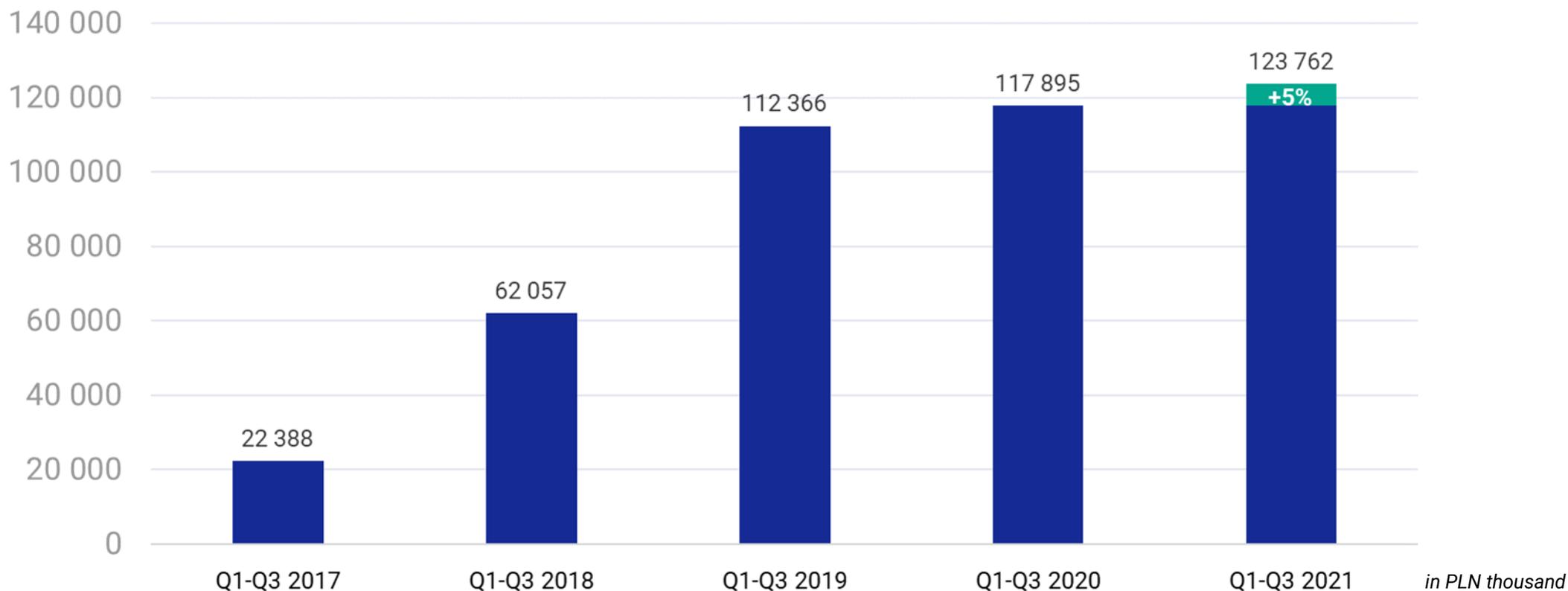
in PLN thousand

Impact of Exchange Rates on the Results of Q1-Q3 2021

Exchange Differences	Q1-Q3 2021	Q1-Q3 2020
Balance sheet valuation of receivables and trade liabilities	4 848	-10 287
Impact on the financing activities	794	-13 829

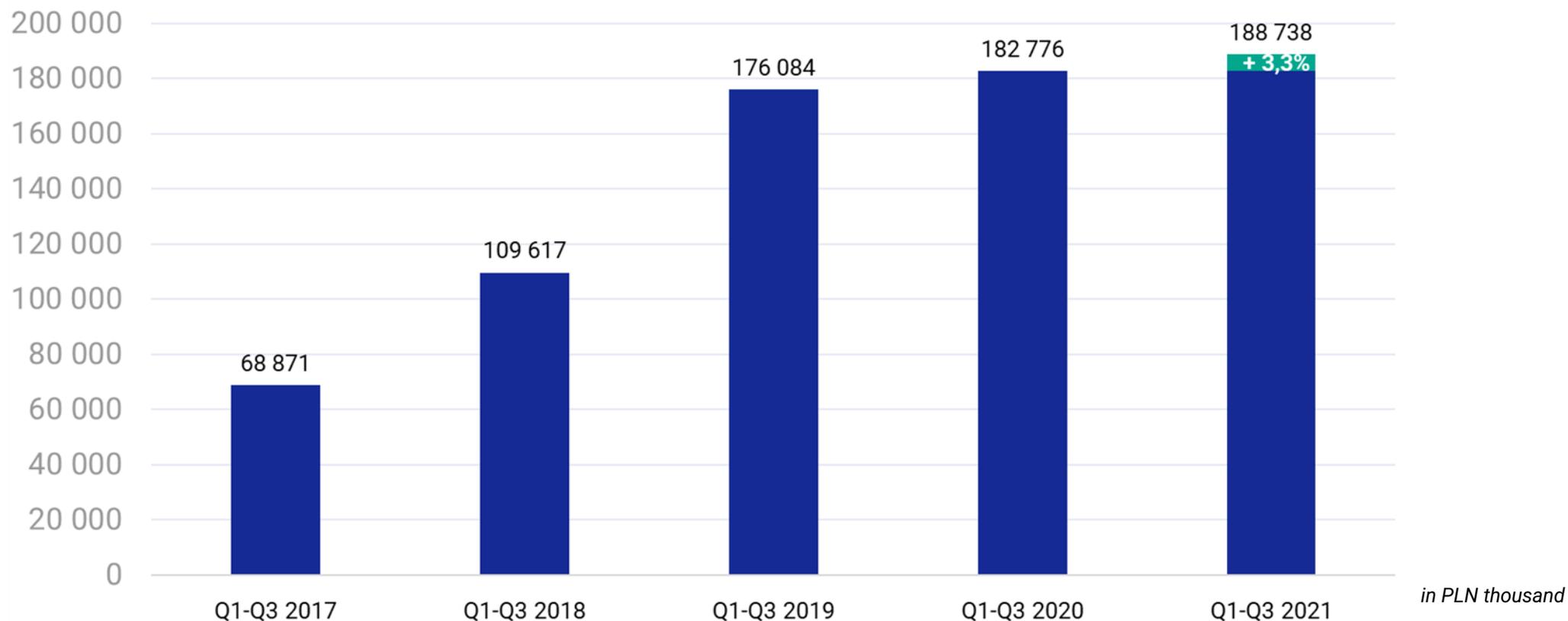
in PLN thousand

Comarch Group EBIT Q1-Q3 2021



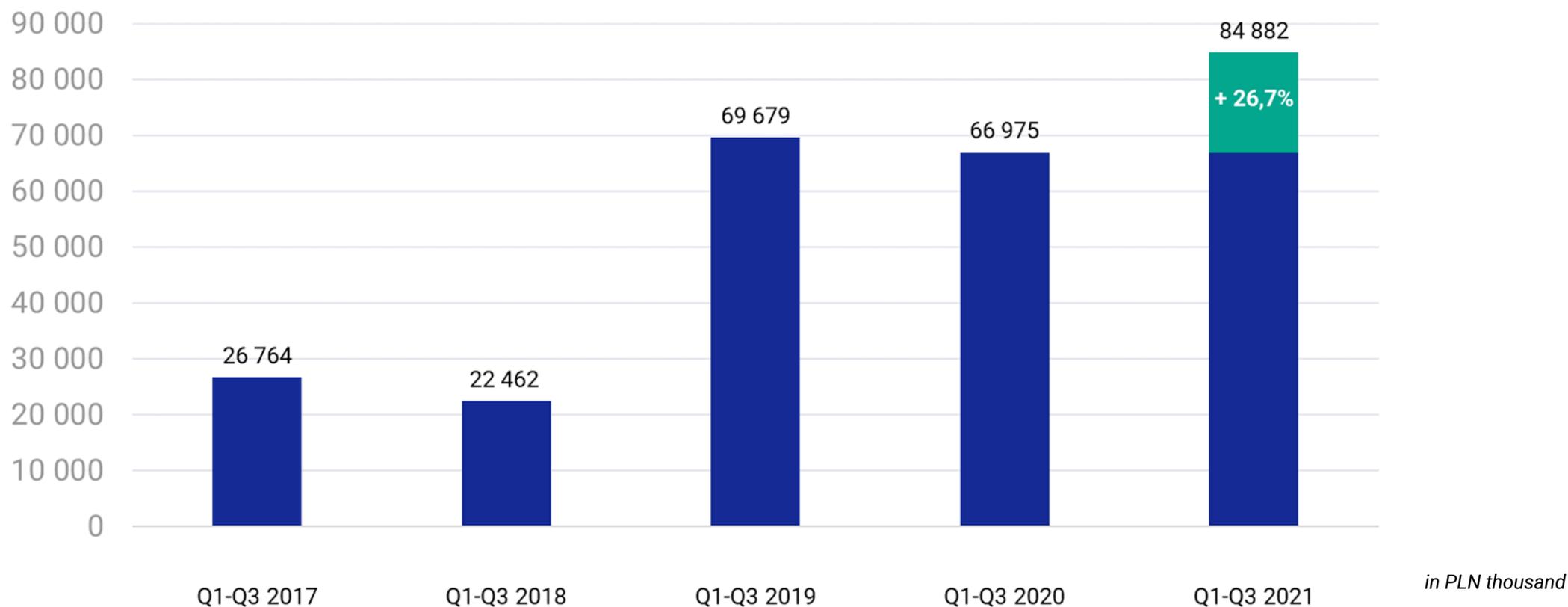
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Comarch Group EBITDA Q1-Q3 2021



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Net Profit Attributable to the Company's Shareholders Q1-Q3 2021



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Agenda

1

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2

Financial Results Q3 and Q1-Q3 2021

3

Cash Flow

4

Human Resources

5

Investment

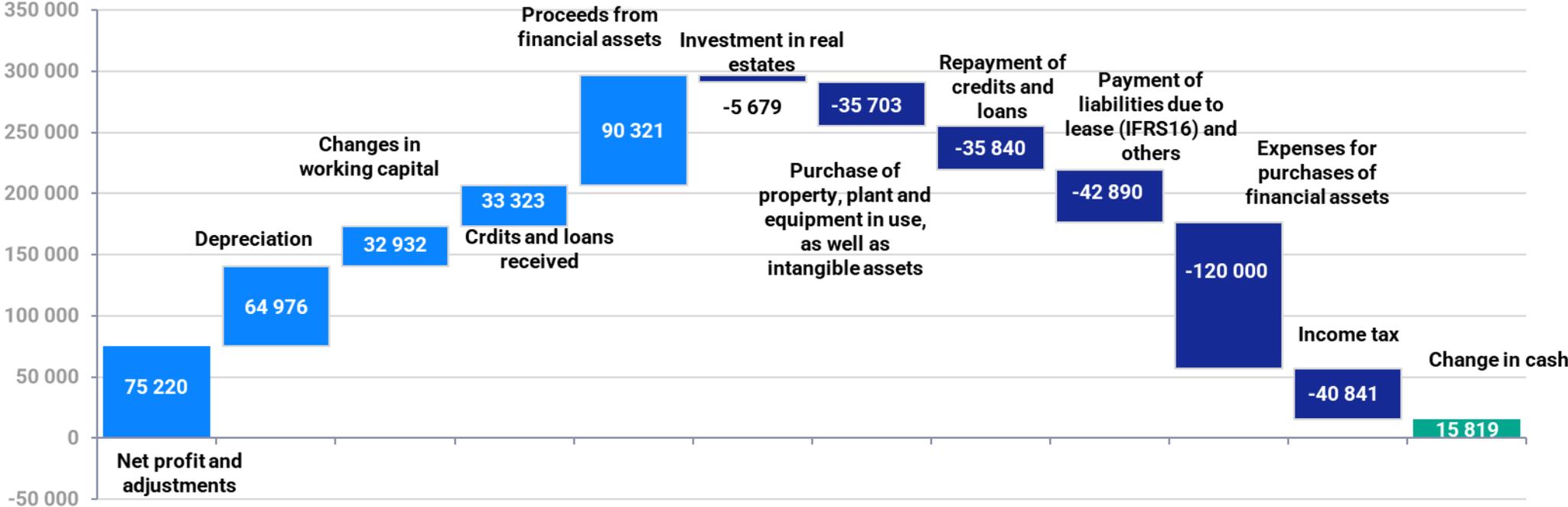
6

Summary

7

Comarch S.A. Share Price Performance

Cash Flow Q1-Q3 2021



in PLN thousand

Agenda

1

Revenue

2

Financial Results Q3 and Q1-Q3 2021

3

Cash Flow

4

Human Resources

5

Investment

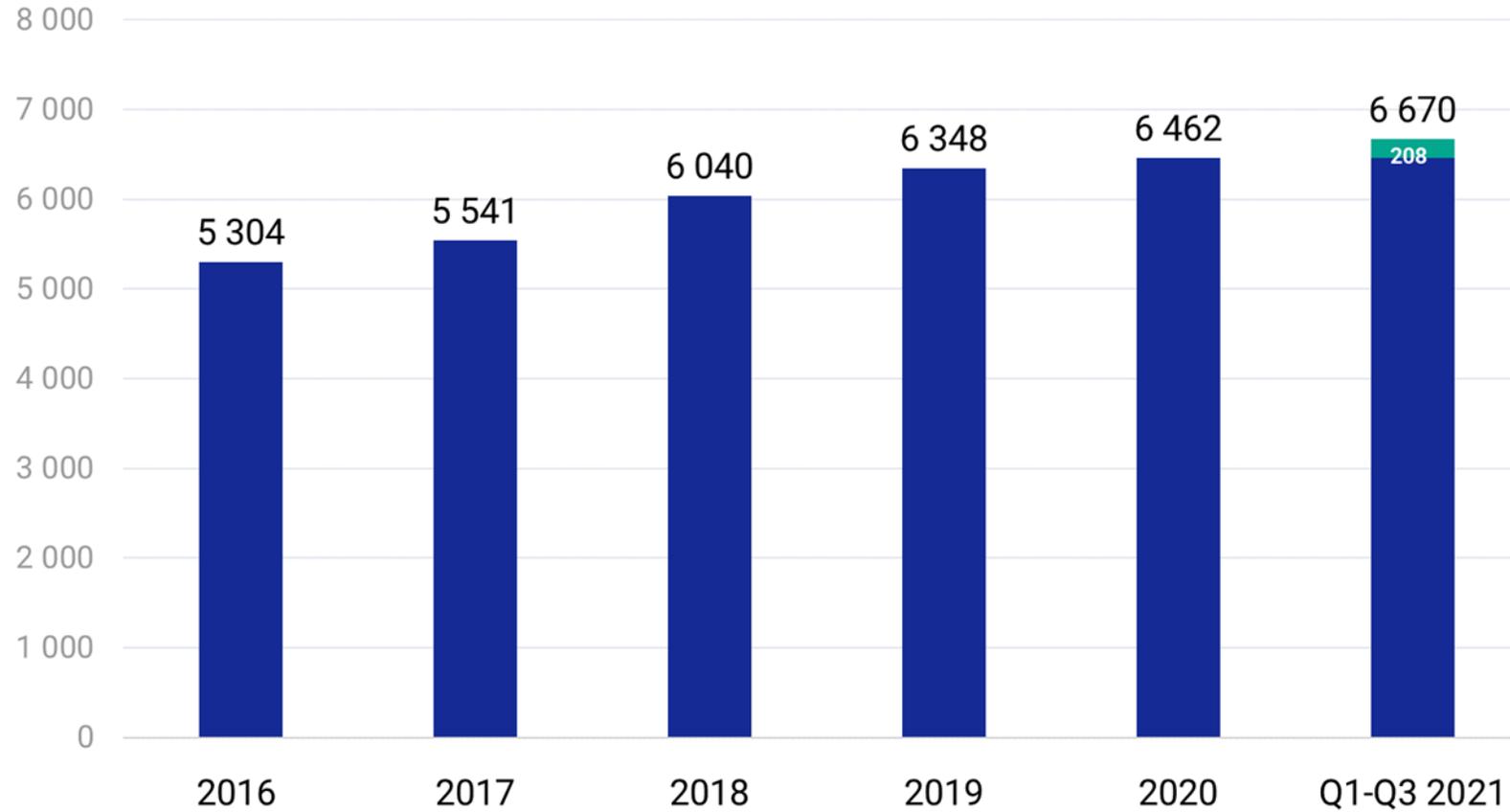
6

Summary

7

Comarch S.A. Share Price Performance

Comarch Group Human Resources



Human Resources

- As at 30th of September, 2021, Comarch Group hired 6,670 persons, that is 208 more than as at the 31st of December, 2020, and 45 more than as at the 30th of September, 2020.
- The wage fund in the reporting period was 6.9% higher than in the nine months of 2020.

Agenda

1

Revenue

2

Financial Results Q3 and Q1-Q3 2021

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price Performance

Investment

- In Q1-Q3 2021 Comarch Group continued development works within IT solutions, as well as new business projects in the area of Comarch Cloud, e-commerce and finance market.
- In Q3 2021 Comarch Inc. continued investment in Comarch Data Center in USA.
- Comarch S.A. conducts a market review of potential acquisitions, especially in the area of e-commerce, fintech and cybersecurity on the Polish market and in Western Europe.

Agenda

1

Revenue

2

Financial Results Q3 and Q1-Q3 2021

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price Performance

Summary Q1-Q3 2021

- In the three quarters of 2021, the Comarch Group's sales revenue were higher by PLN 44,788 thousand, i.e. by 4.2% compared to the similar part of the previous year. EBIT margin was +11.2%, and net margin was +7.7%.
- The operating and net profits in Q3 2021 were significantly influenced by the volatility of exchange rates, while over the three quarters their impact was much less significant than the last year.
- Revenue from domestic sales increased by 2.6%, thanks to the development of sales to the medical sector (+52.9%) and small and medium-sized enterprises (19.3%) and despite a decrease in sales to public sector. On foreign markets, sales to the telecommunications sector showed high dynamics (+29.6%).
- In July 2021, the company paid a dividend for 2020 in the amount of PLN 3 per share.

Agenda

1

Revenue

2

Financial Results Q3 and Q1-Q3 2021

3

Cash Flow

4

Human Resources

5

Investment

6

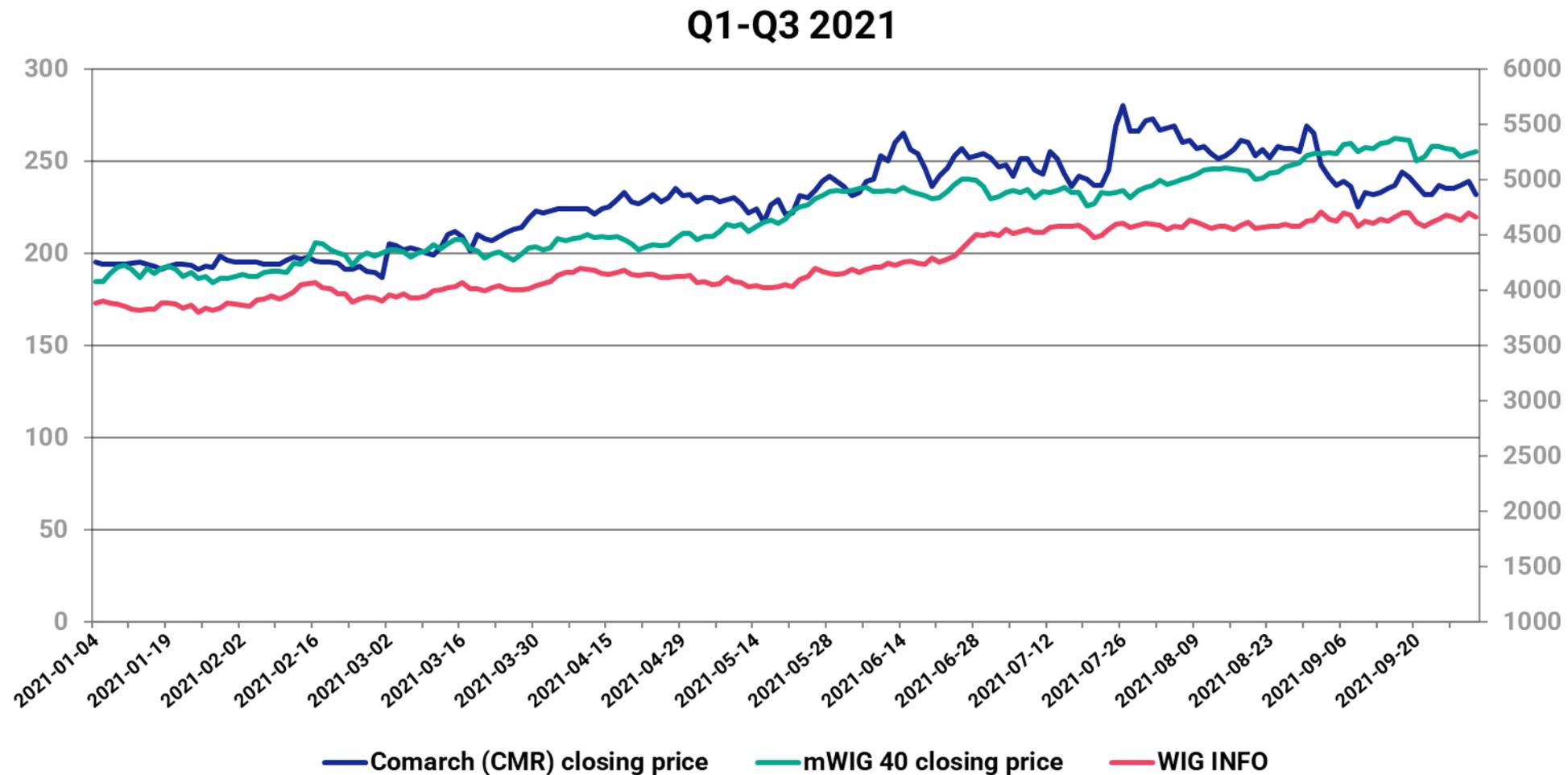
Summary

7

Comarch S.A. Share Price Performance

Comarch S.A. Share Price Performance and Index Values

1.01.2021 – 30.09.2021



COMARCH

Thank you!

