

**COMARCH**

# **Financial Results Q1 2022**

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

Krakow, 23rd of May, 2022



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- 1 — Revenue
- 2 — Financial Results in Q1 2022
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- 6 — Summary and Current Situation
- 7 — Comarch S.A. Share Price and Stock Index Performance

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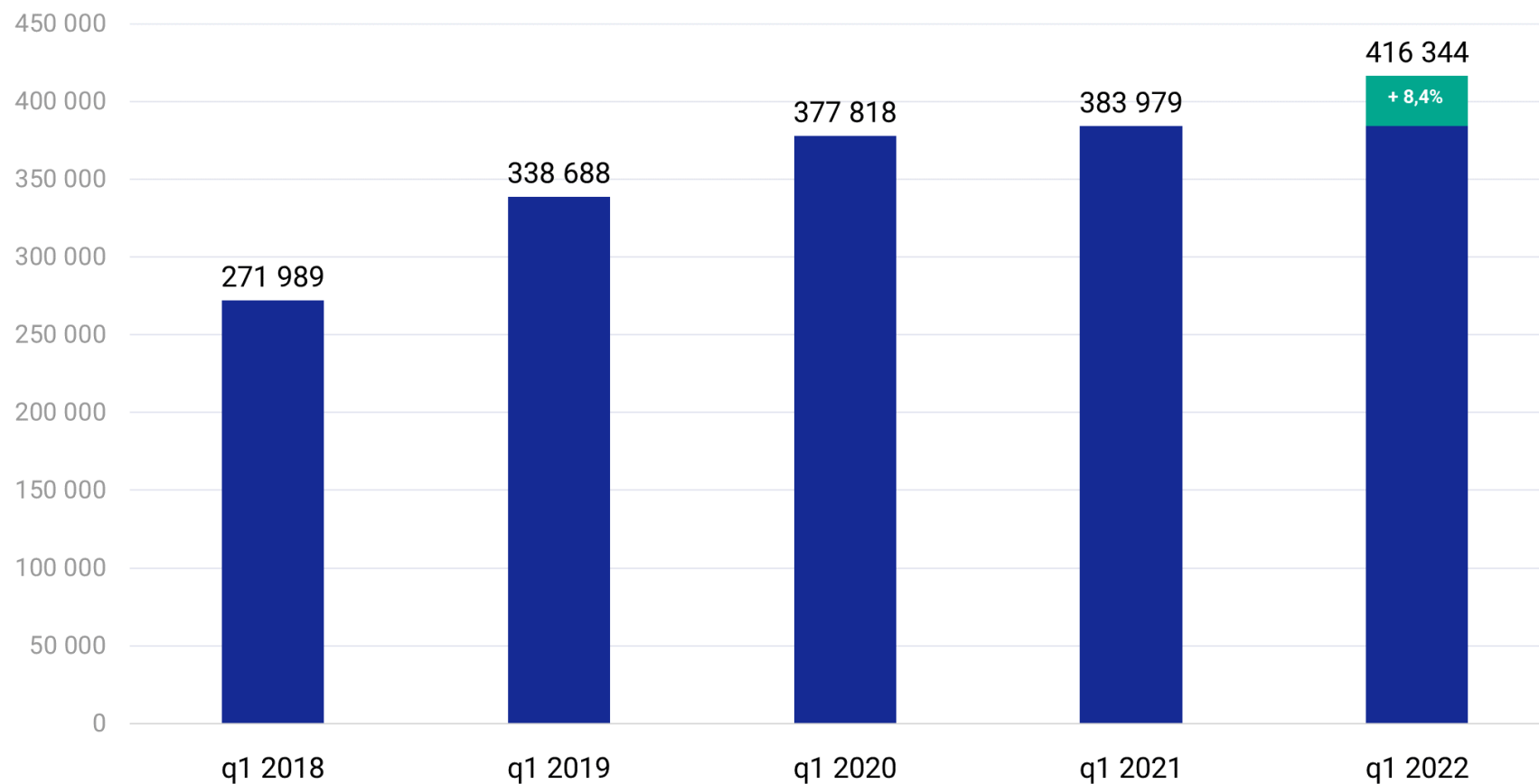
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# Revenue Q1 2022

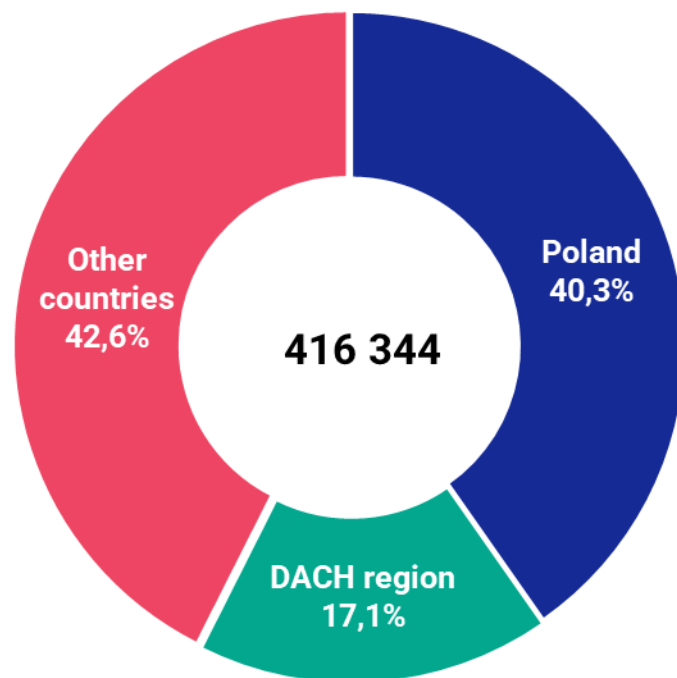


Since 2019, the data includes transformations resulting from IFRS 16. The data for 2018 have not been transformed in accordance with IFRS 16

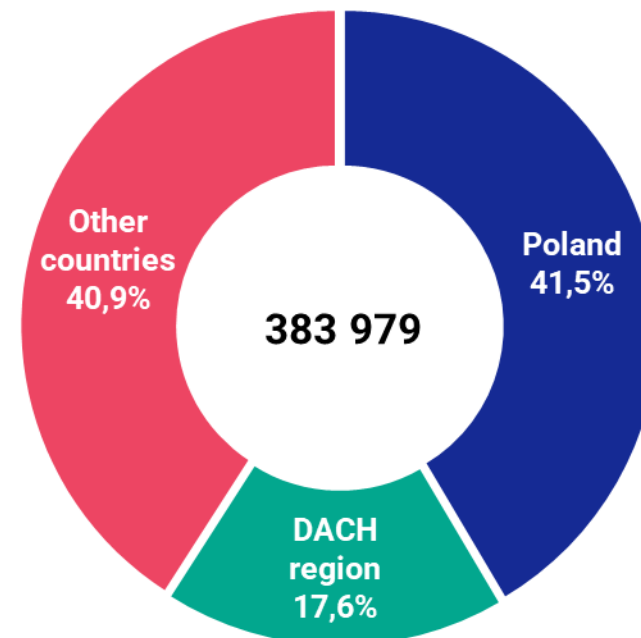
*In PLN thousand*

# Geographical Sales Structure Q1 2022

Q1 2022

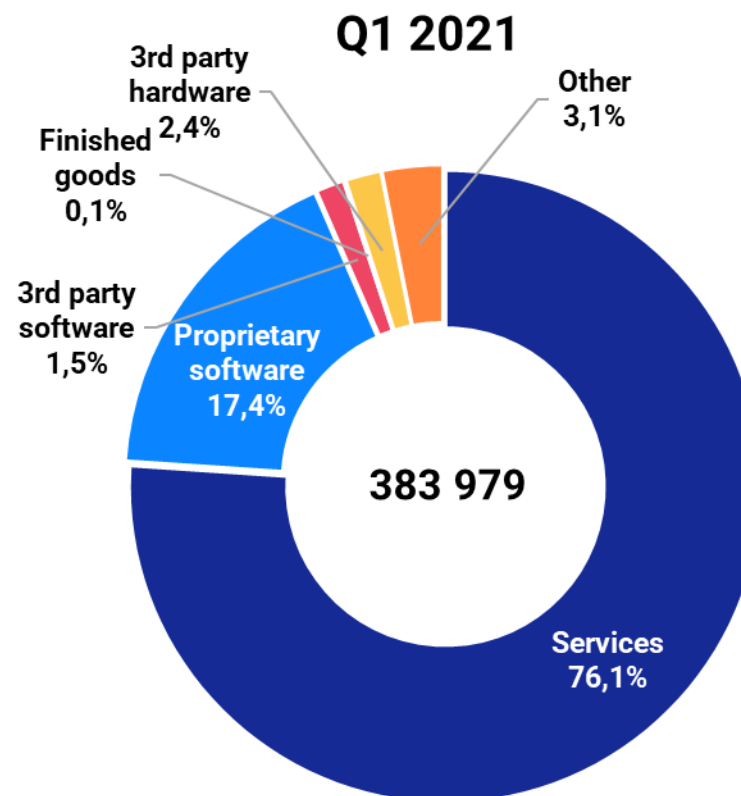
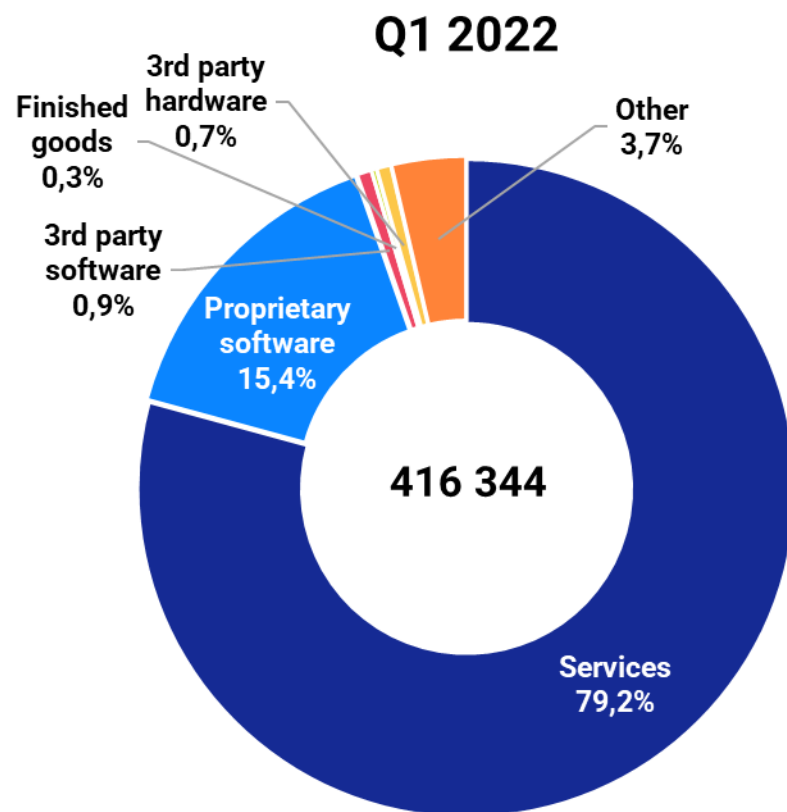


Q1 2021



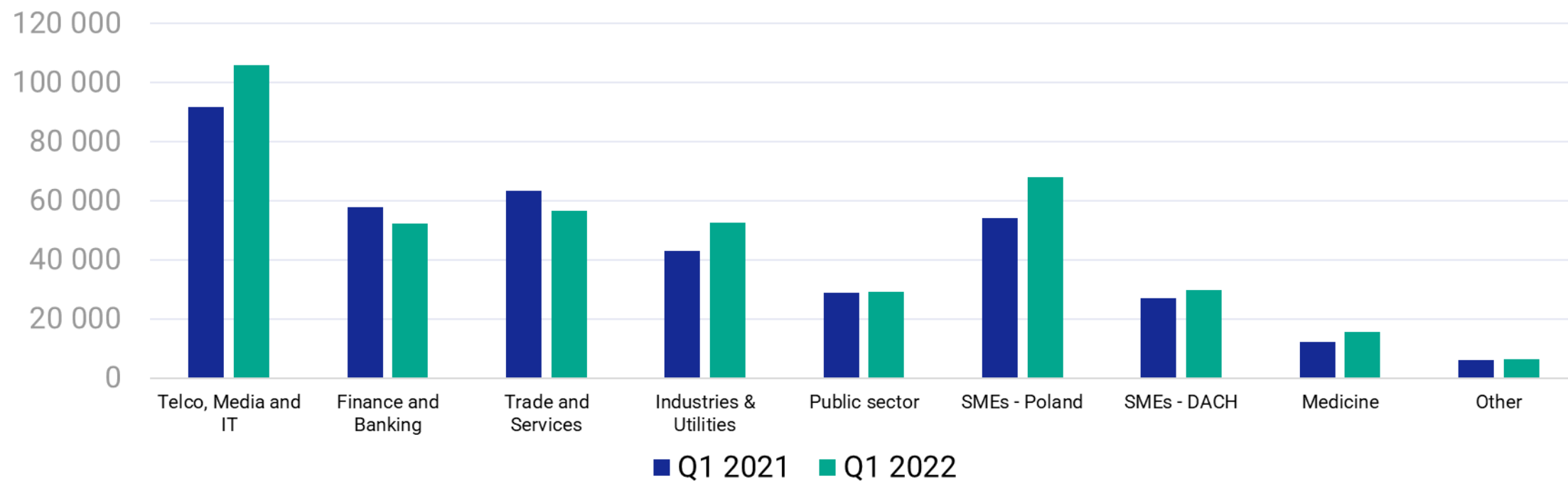
*In PLN thousand*

# Products Sales Structure Q1 2022



*In PLN thousand*

# Market Sales Structure Q1 2022



*In PLN thousand*

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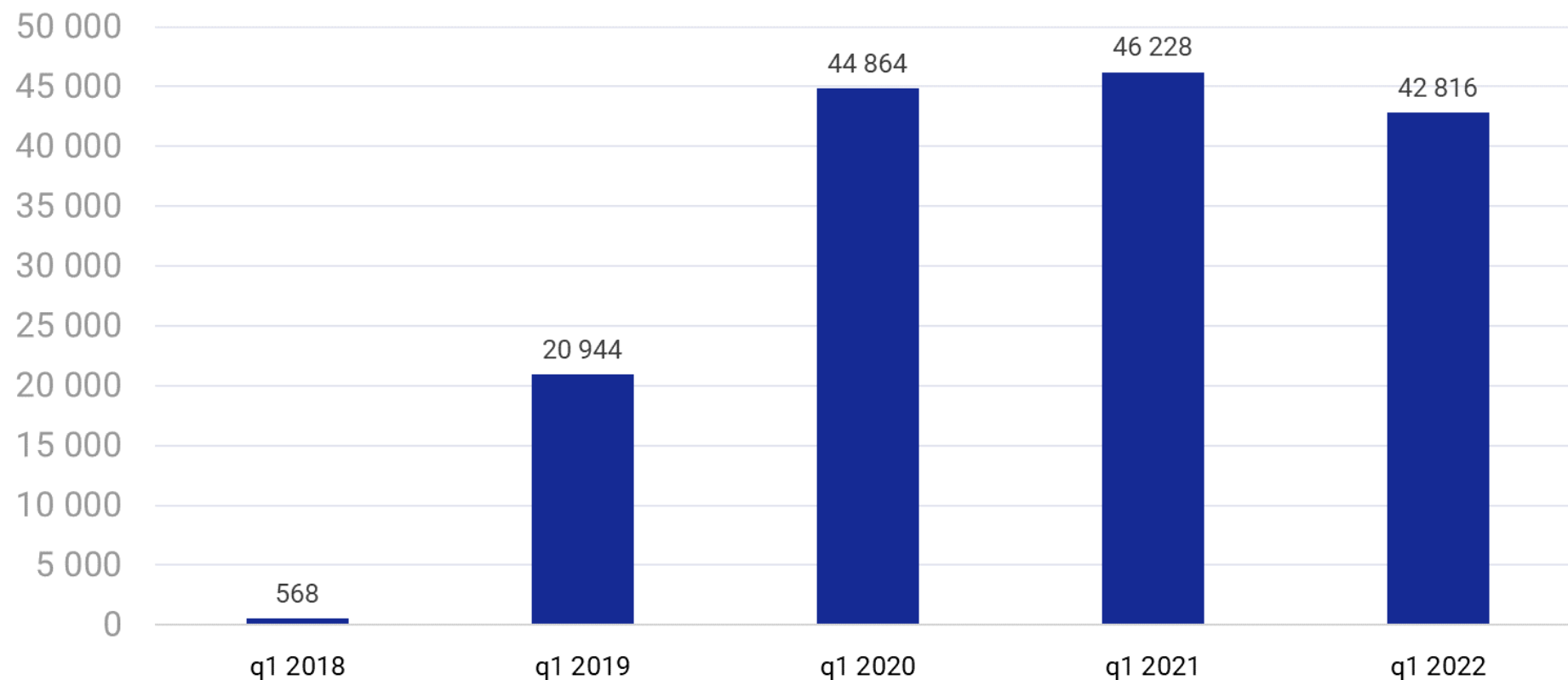


# Consolidated Financial Results Q1 2022

Comarch Group	Q1 2022	Q1 2021
Revenue	416 344	383 979
Operating profit	42 816	46 228
Net profit attributable to the Company's shareholders	32 439	26 078

*In PLN thousand*

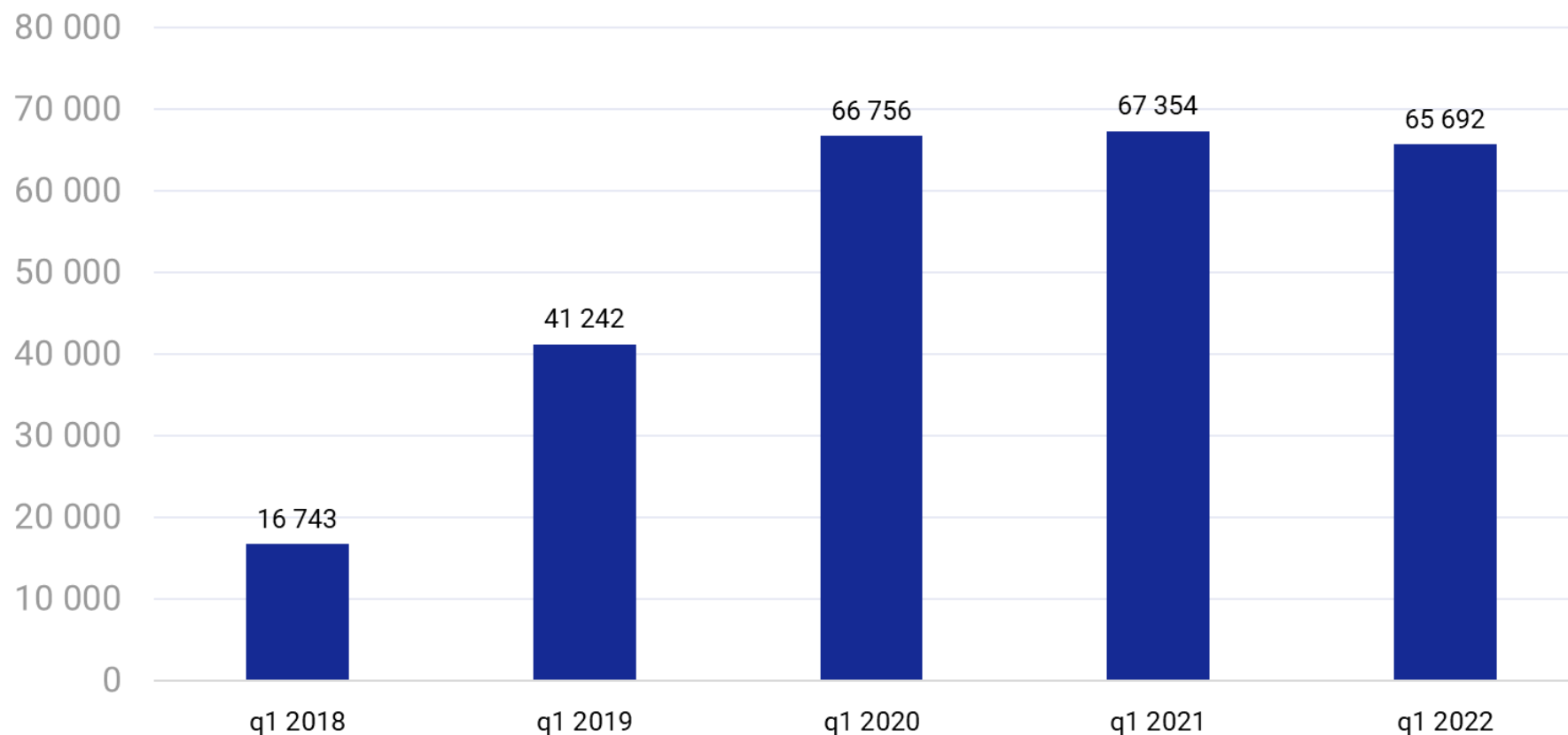
# Comarch Group EBIT Q1 2022



*In PLN thousand*

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

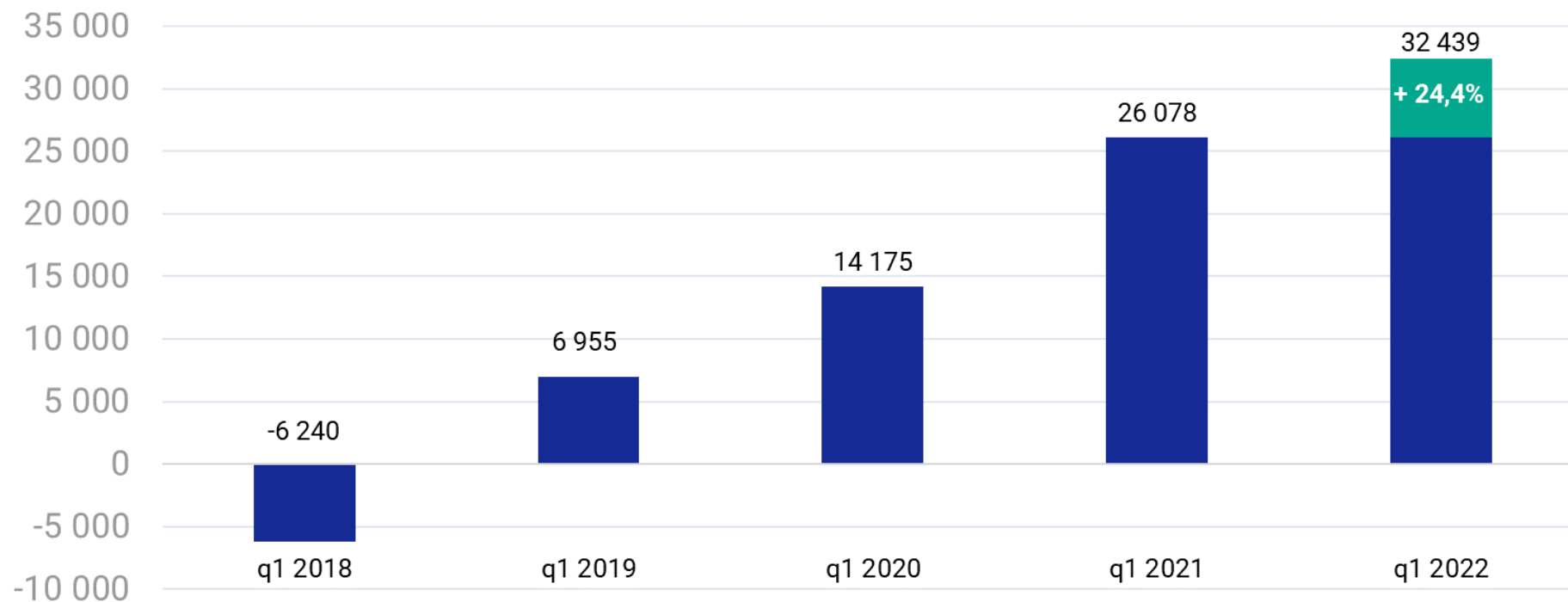
# Comarch Group EBITDA Q1 2022



*In PLN thousand*

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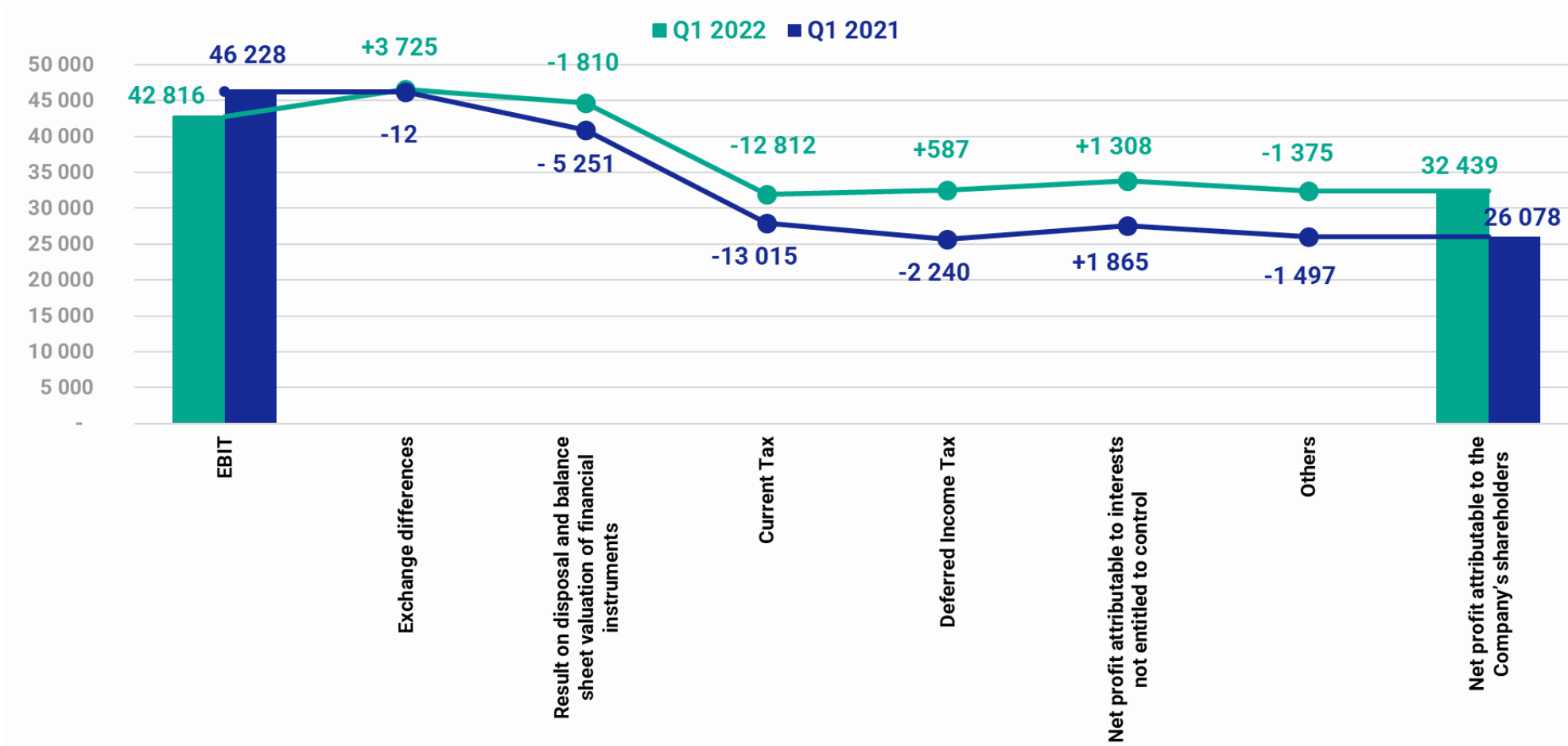
# Net Profit Attributable to the Company's Shareholders Q1 2022



*In PLN thousand*

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# EBIT vs. Net Profit Q1 2022



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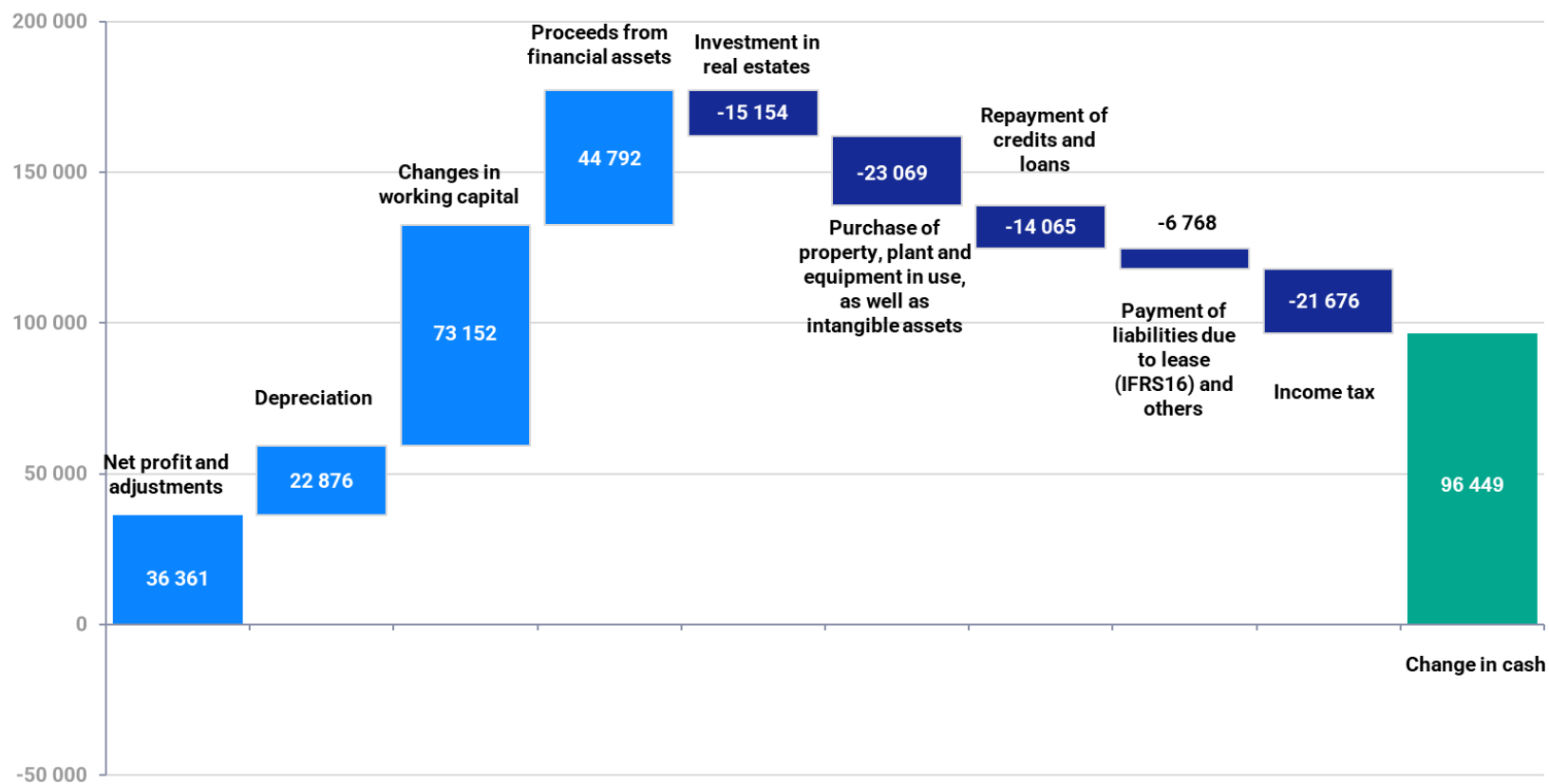
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# Cash Flow Q1 2022



*In PLN thousand*

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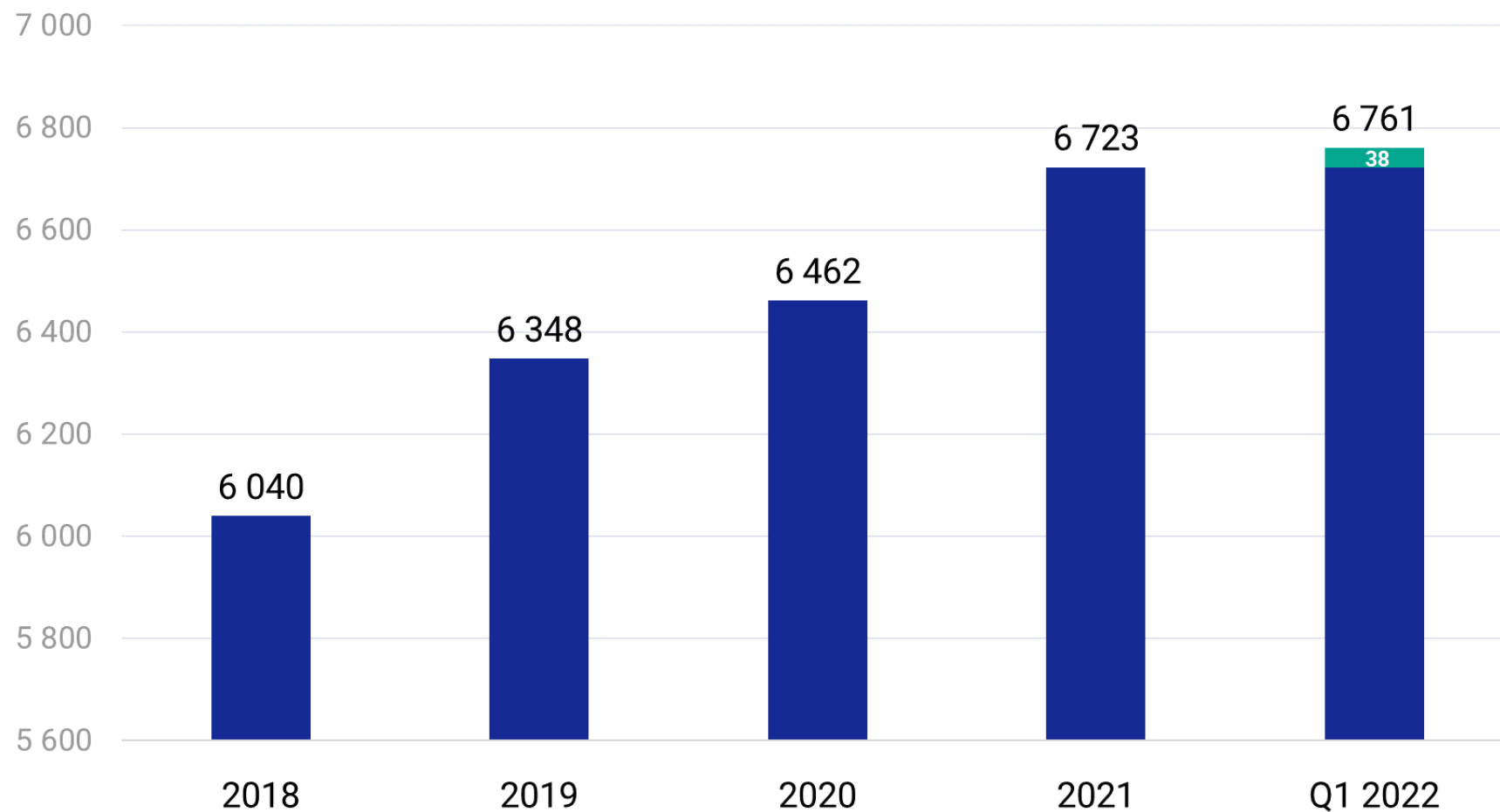
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# Comarch Group Human Resources



# Human Resources

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- As at the 31<sup>st</sup> of March, 2022, the Comarch Group hired 6,761 persons, i.e. 38 persons more than as at the 31<sup>st</sup> of December, 2021.
- The basic wage fund in the Comarch Group in Q1 2022 increased by 16.8% compared to Q1 2021.

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# Investment

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- In Q1 2022, Comarch Group has continued development works within IT solutions, new business projects in the area of Comarch Cloud, e-commerce and the services related to the financial market.
- In Q1 2022 Comarch Inc. has continued the Comarch Data Centre investment in the USA. It is anticipated to be completed by the end of 2022.
- Comarch S.A. is carrying out a review of the acquisition market, mainly in the area of e-commerce, fintech, cybersecurity on the Polish market and in the Western Europe.

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# Q1 2022 Summary

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- An increase in revenue from foreign sales of almost PLN 24 million (i.e. of 10.7%), which was mainly the result of higher sales to clients from the telecommunications and industrial sectors in Western European markets,
- An increase in revenue from domestic sales, which amounted to PLN 8.4 million, i.e. 5.3%, resulting from an increase in sales mainly to clients from the SME sector and to the medical sector,
- Satisfactory business development in the telecommunications sector - revenue increased by PLN 14.2 million, i.e. 15.5% (especially in Western Europe, Asia, Australia and Oceania),
- A very dynamic increase in sales to SMEs in Poland, of PLN 13.9 million, i.e. of 25.6%,
- The dominant role of sales of IT services (an increase of PLN 37.8 million, i.e. +12.9%), sales of proprietary software were lower by PLN 2.7 million, i.e. by 4% from last year's level,
- A significant increase in operating costs, resulting from the wage pressure in the IT sector, inflation and tax changes - in the first quarter of 2022, the base wage fund in the Comarch Group increased by 16.8% compared to the first quarter of 2021,
- The backlog for 2022 is now 12.7% higher than a year ago at the same time.

# The Impact of the War in Ukraine on the Situation of Comarch

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- Until now, the effects of the Russian invasion of Ukraine have not had a significant negative impact on the economic situation of the Comarch Group, and the Group's operating activities have been conducted smoothly.
- Comarch's activities are very well diversified geographically, in terms of products and industries, the Group conducts projects in over 60 countries on 6 continents. The Comarch Group's ICT infrastructure is also very well diversified and constantly improved.
- The Comarch Group ceases to operate in Russia due to hostilities in Ukraine and the sanctions being introduced.
- We maintain the continuity of project implementation in Ukraine.

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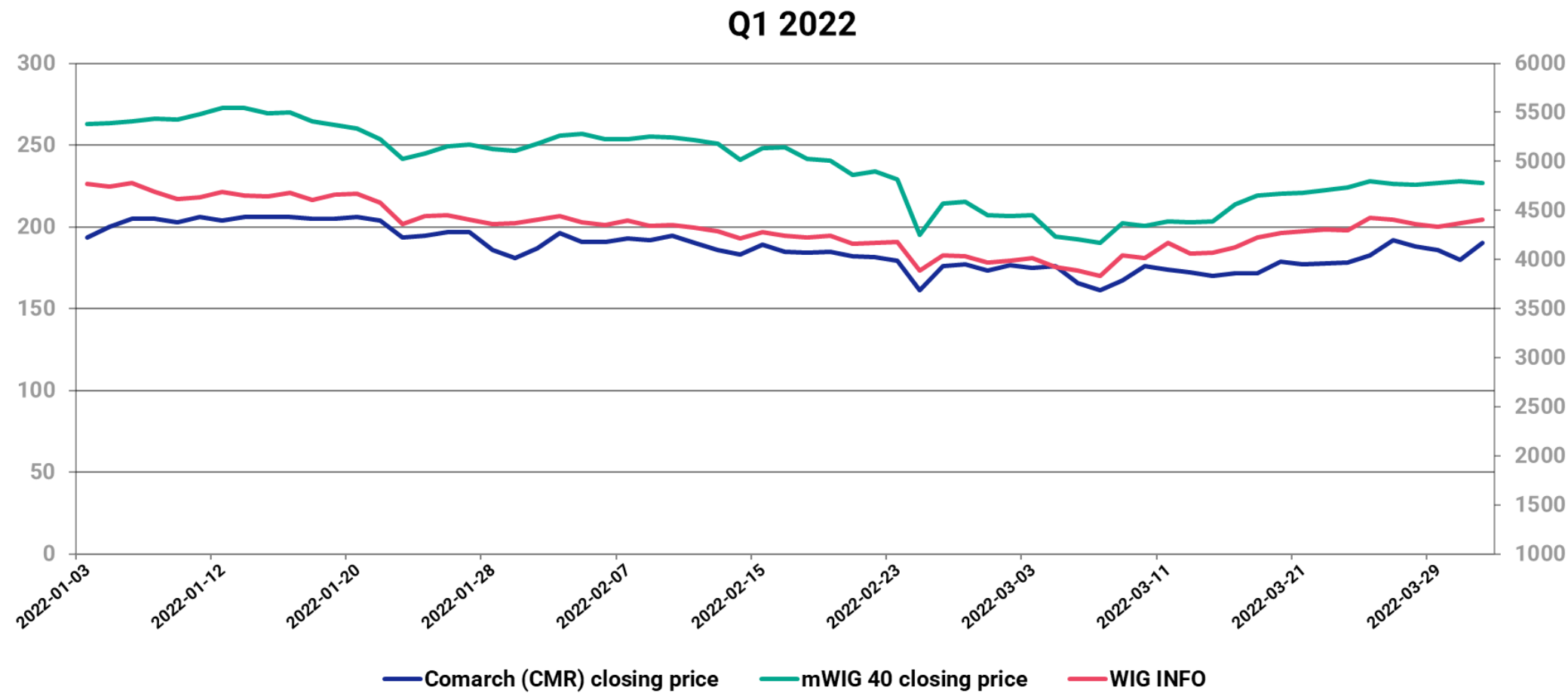
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# Comarch Stock Price and Stock Index Performance on WSE 1.01 – 31.03.2022



**COMARCH**

**Thank you!**

