

COMARCH

Financial Results H1 2022

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

1st of September, 2022, Krakow



Agenda

- 1 — Revenue
- 2 — Financial Results in Q2 and H1 2022
- 3 — Cash Flow
- 4 — Human Resources
- 5 — Investment
- 6 — Summary
- 7 — Comarch S.A. Share Price Performance

Agenda

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Revenue

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Financial Results in Q2 and H1 2022

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Cash Flow

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Human Resources

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Investment

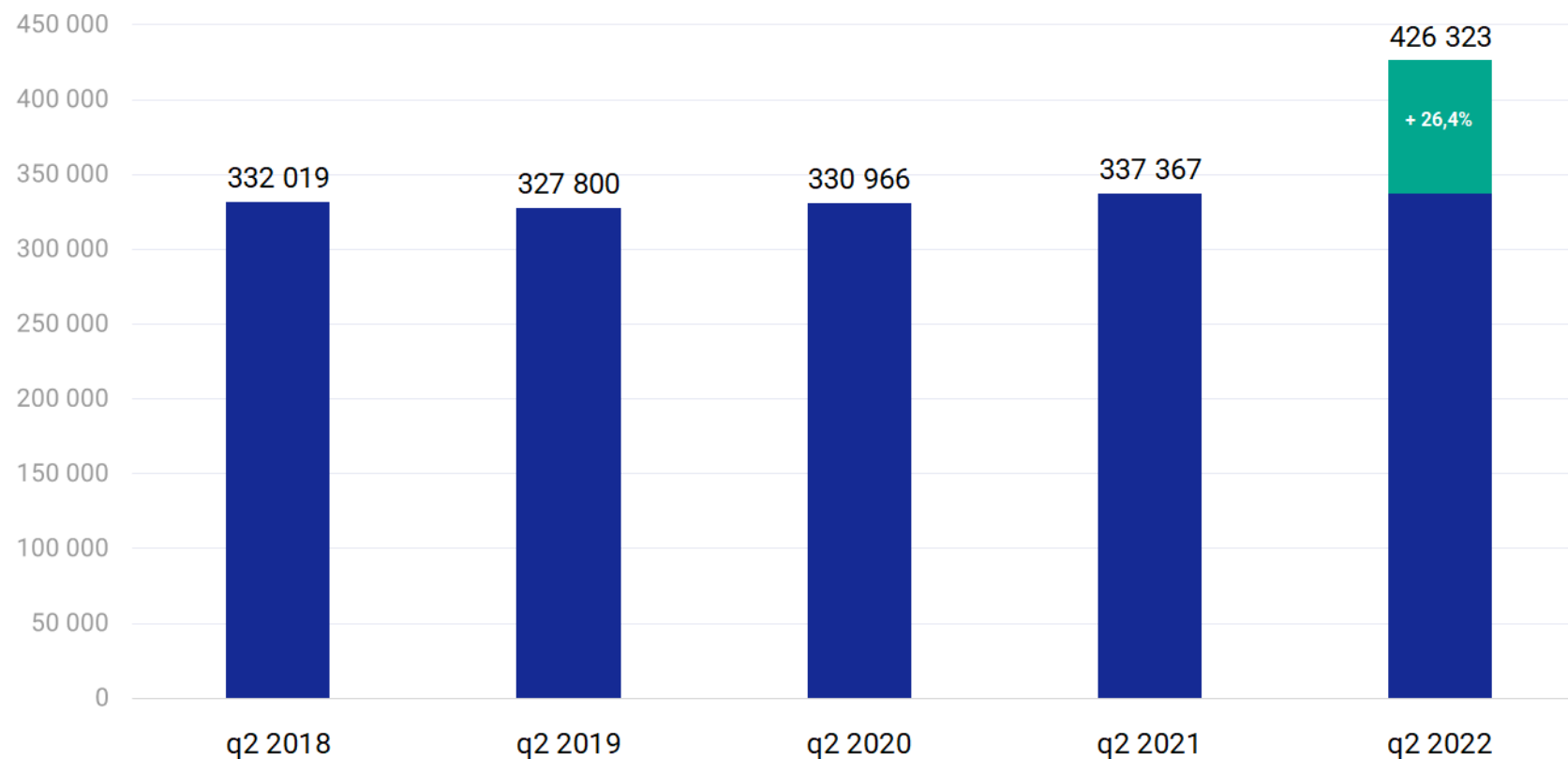
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Summary

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Comarch S.A. Share Price Performance

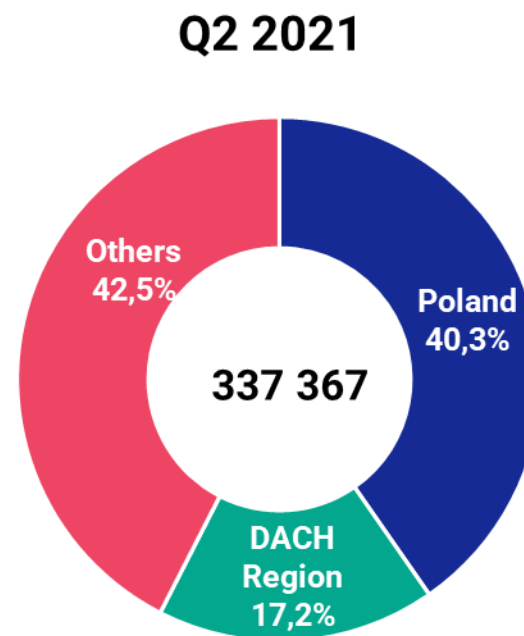
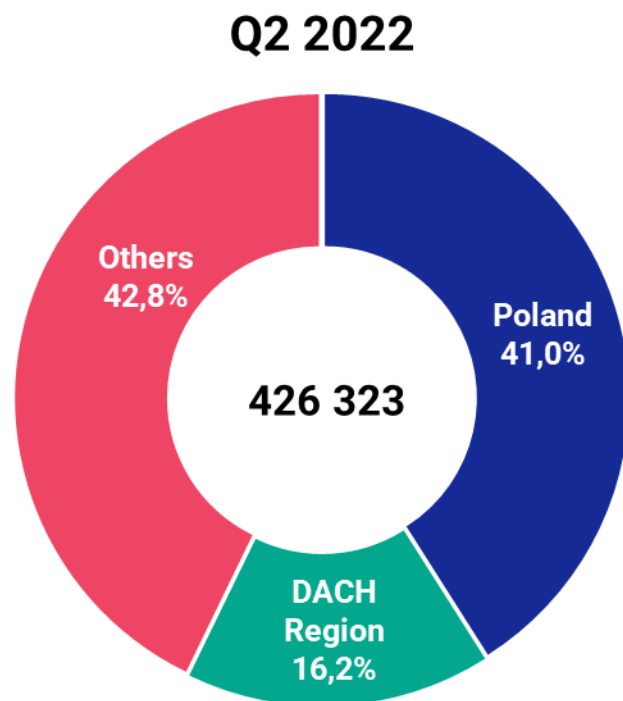
Revenue Q2 2022



In PLN thousand

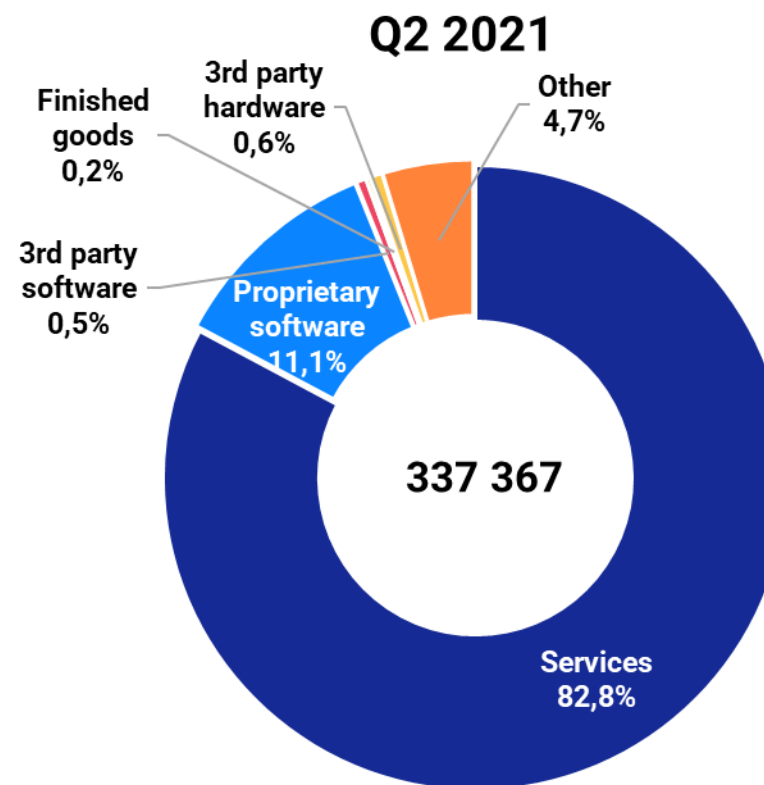
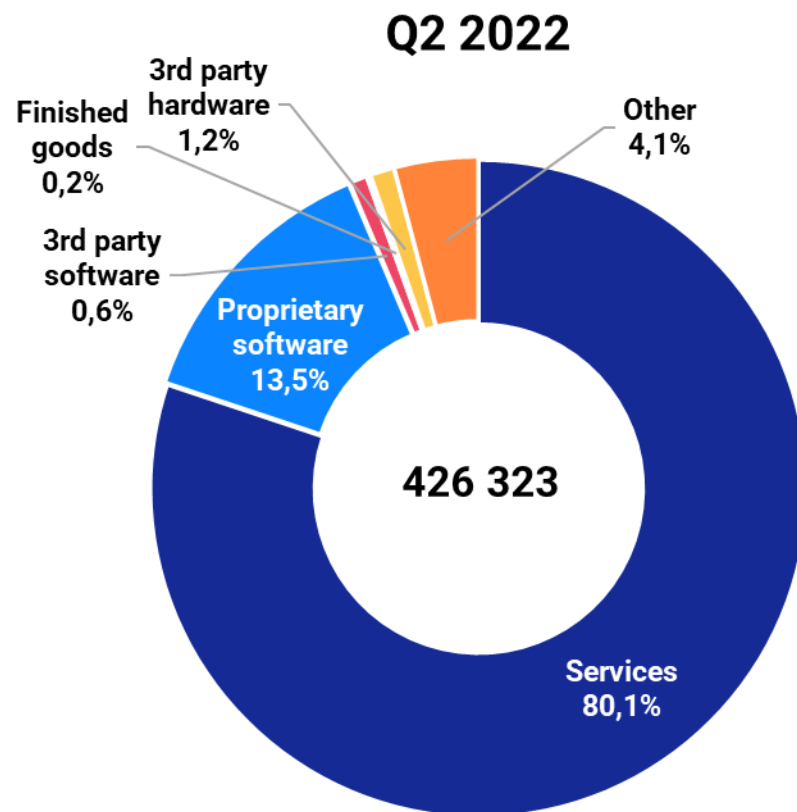
Since 2019, the data includes transformations resulting from IFRS 16. The data for 2018 have not been transformed in accordance with IFRS 16.

Geographical Sales Structure Q2 2022



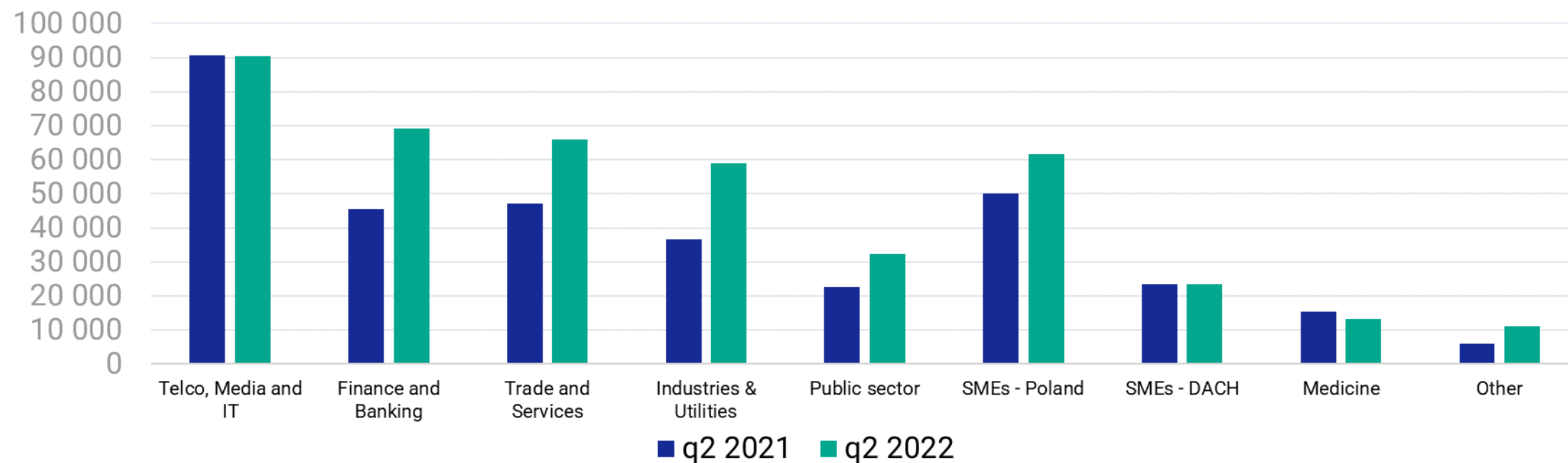
In PLN thousand

Products Sales Structure Q2 2022



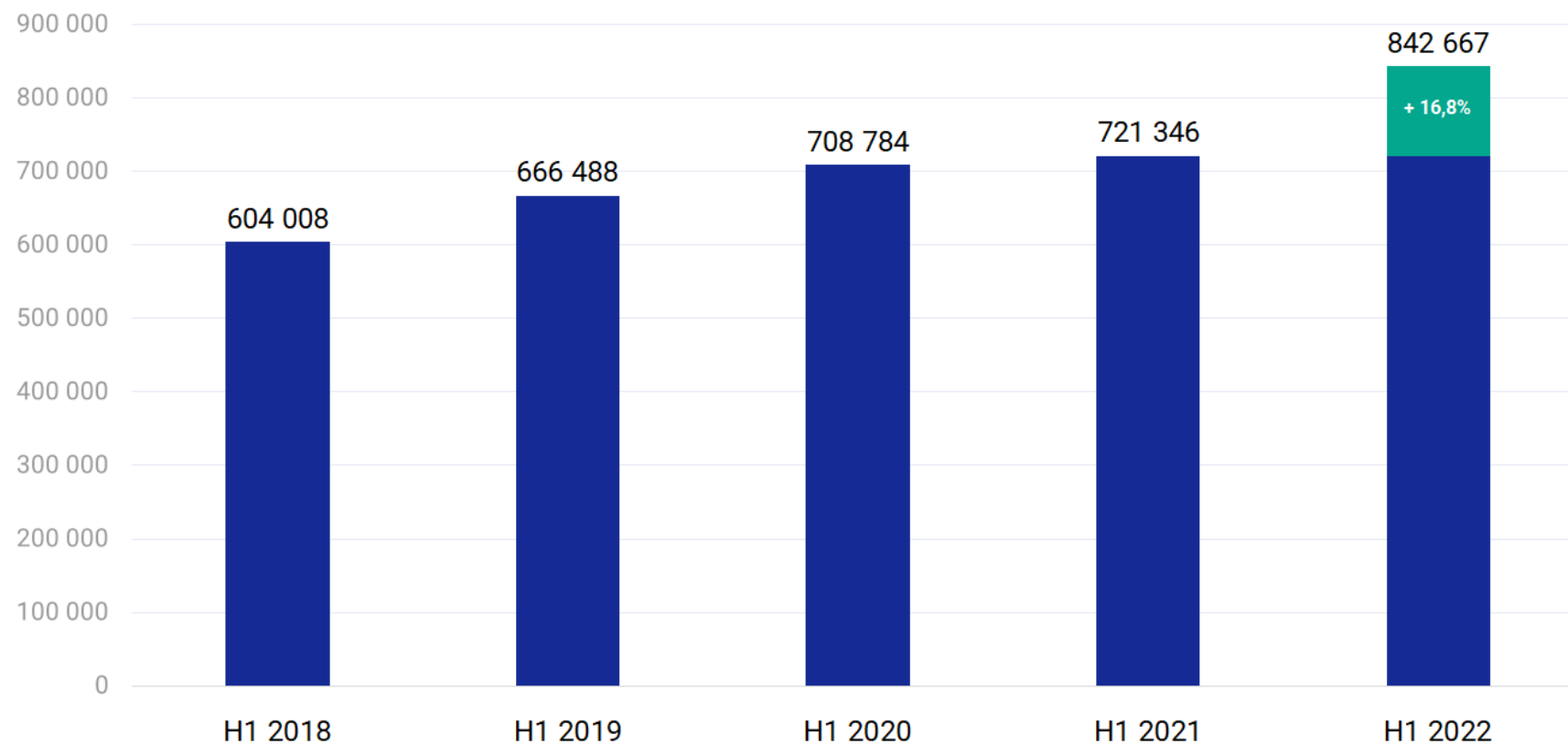
In PLN thousand

Market Sales Structure Q2 2022



In PLN thousand

Revenue H1 2022

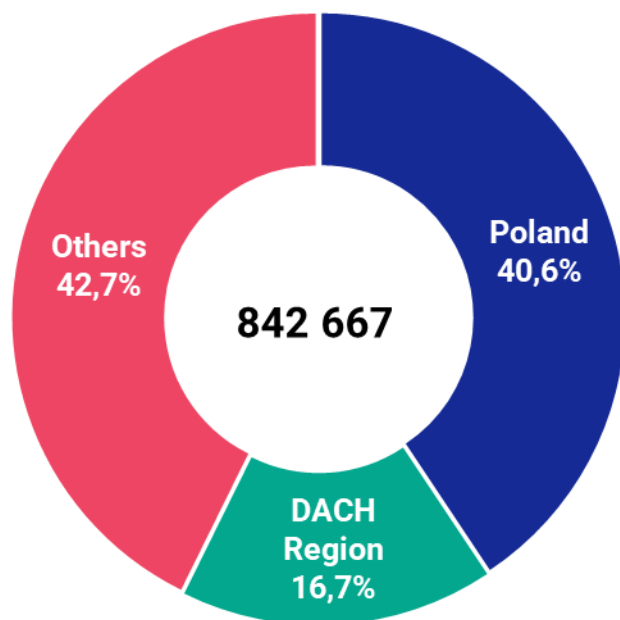


In PLN thousand

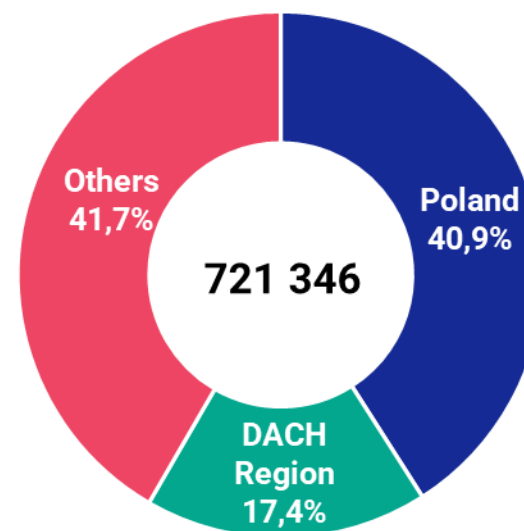
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Geographical Sales Structure H2 2022

H1 2022

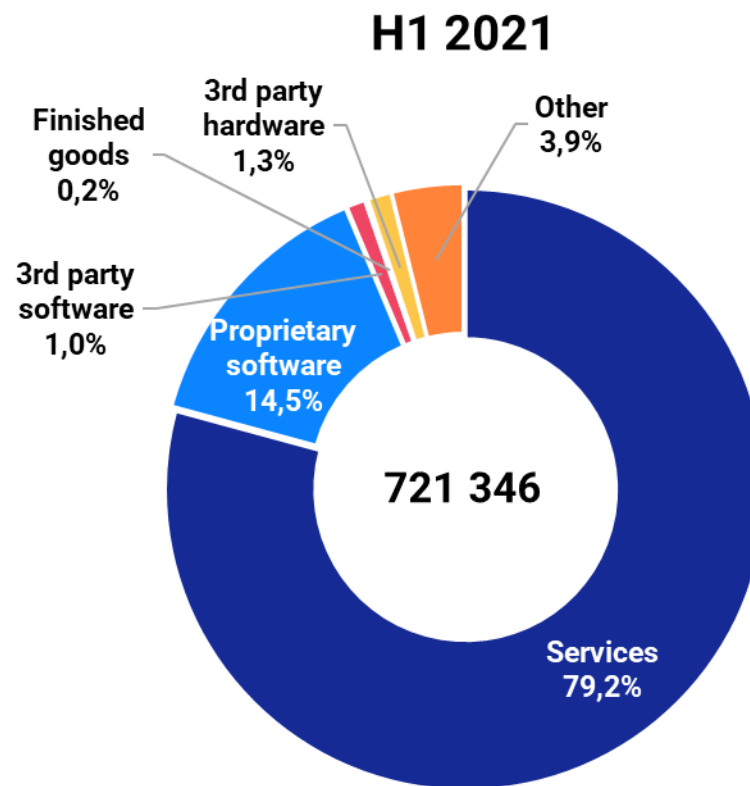
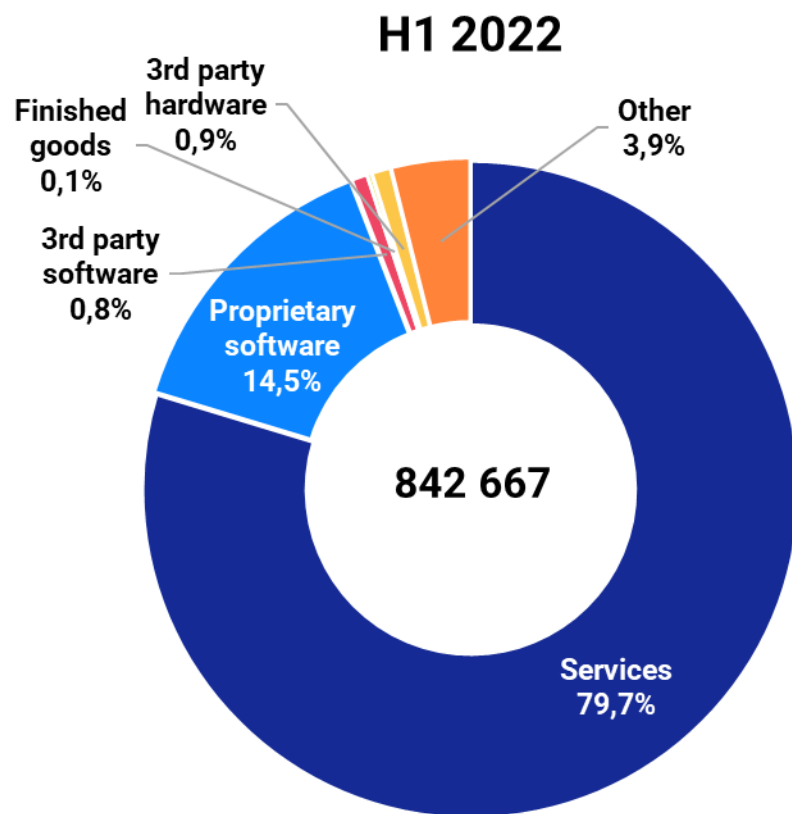


H1 2021



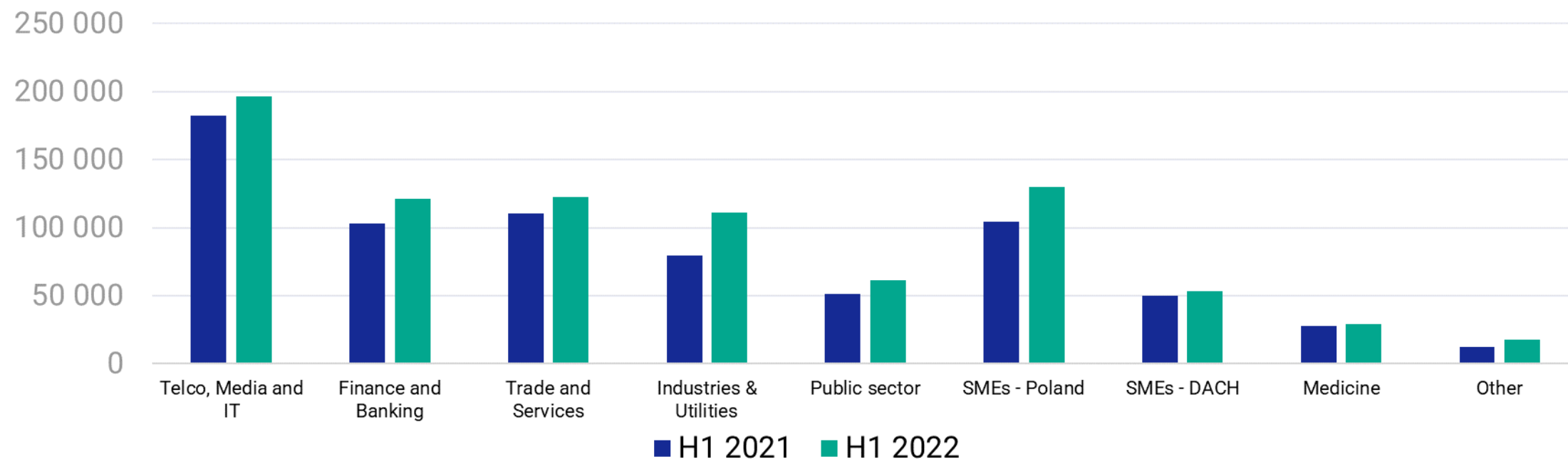
In PLN thousand

Products Sales Structure H1 2022



In PLN thousand

Market Sales Structure H2 2022



In PLN thousand

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Consolidated Financial Results Q2 2022

Comarch Group	Q2 2022	Q2 2021
Revenue	426 323	337 367
Operating profit	28 330	18 619
Net profit attributable to the Company's shareholders	12 351	28 505

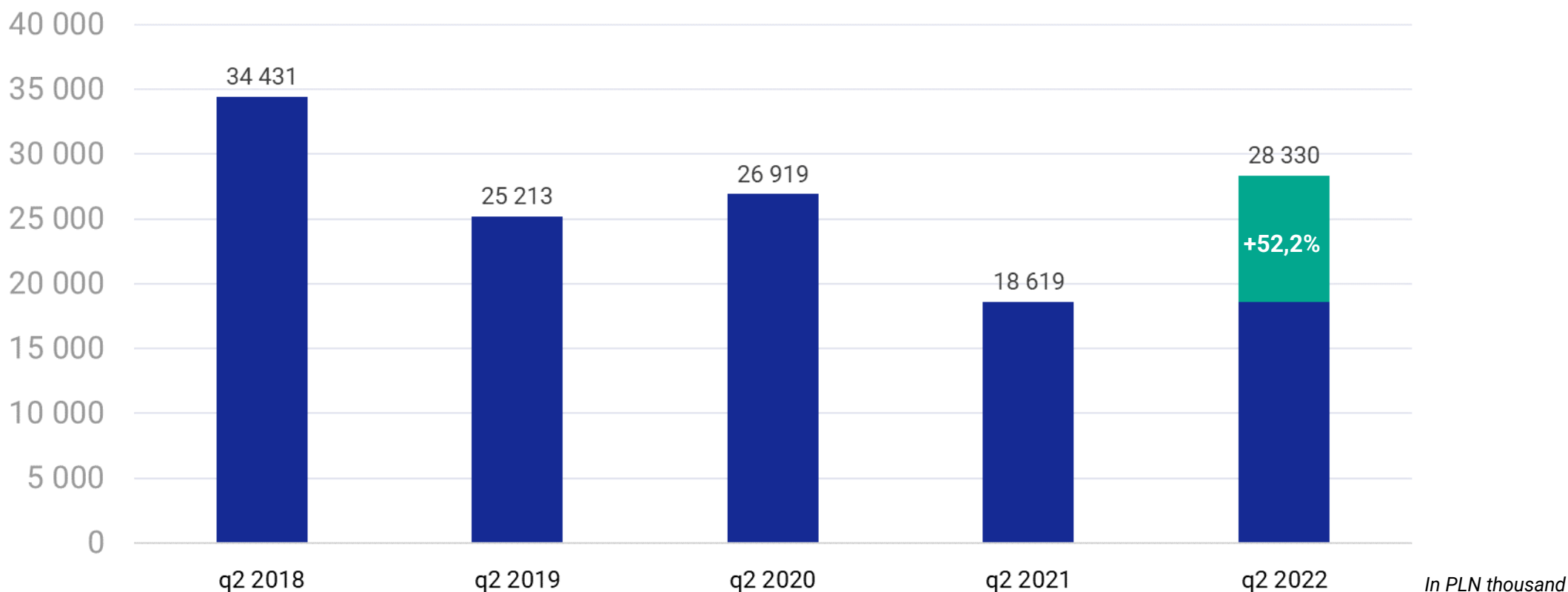
In PLN thousand

Impact of Exchange Rates on the Results of Q2 2022

Exchange Differences	Q2 2022	Q2 2021
Balance sheet valuation of receivables	12 415	-9 983
Balance sheet valuation of liabilities	-3 844	4 046
Valuation of financial instruments, loans, sale of financial assets, due to exchange rate differences	-13 939	18 799

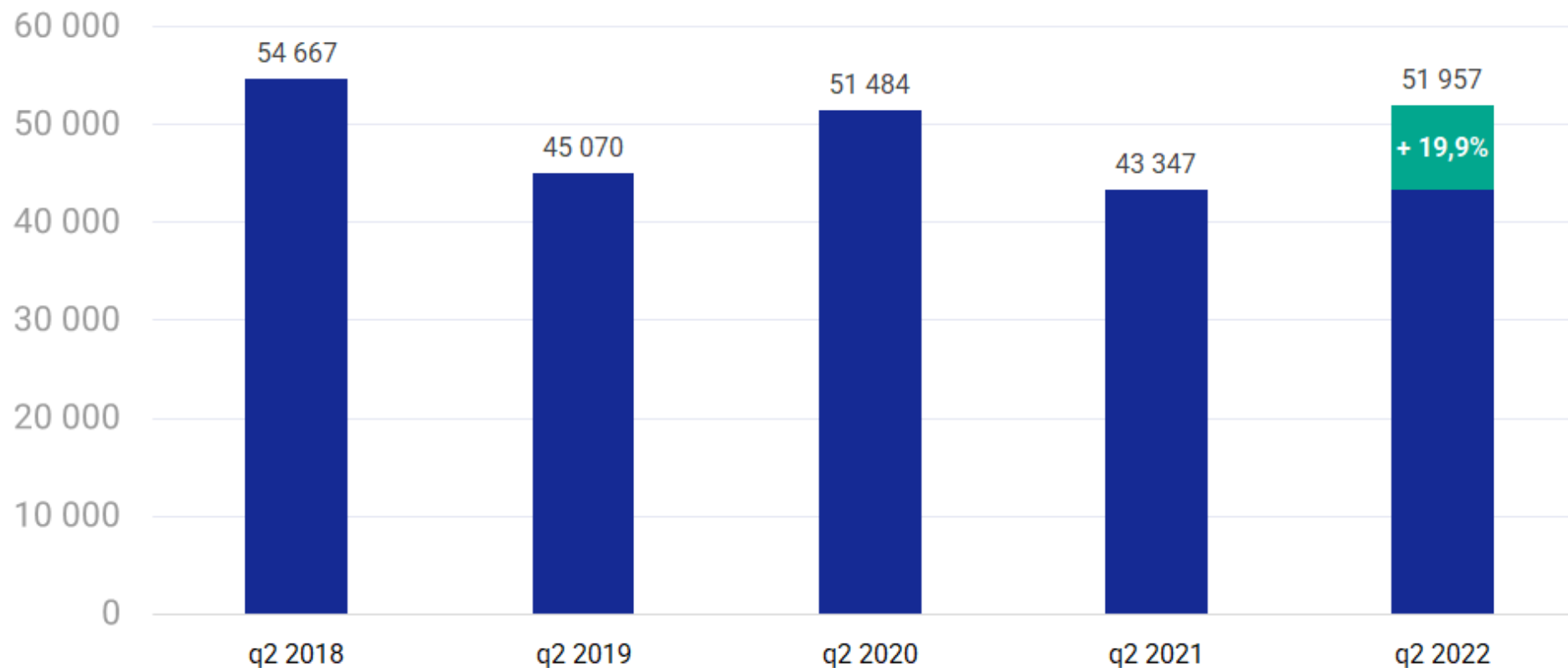
In PLN thousand

Comarch Group EBIT Q2 2022



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

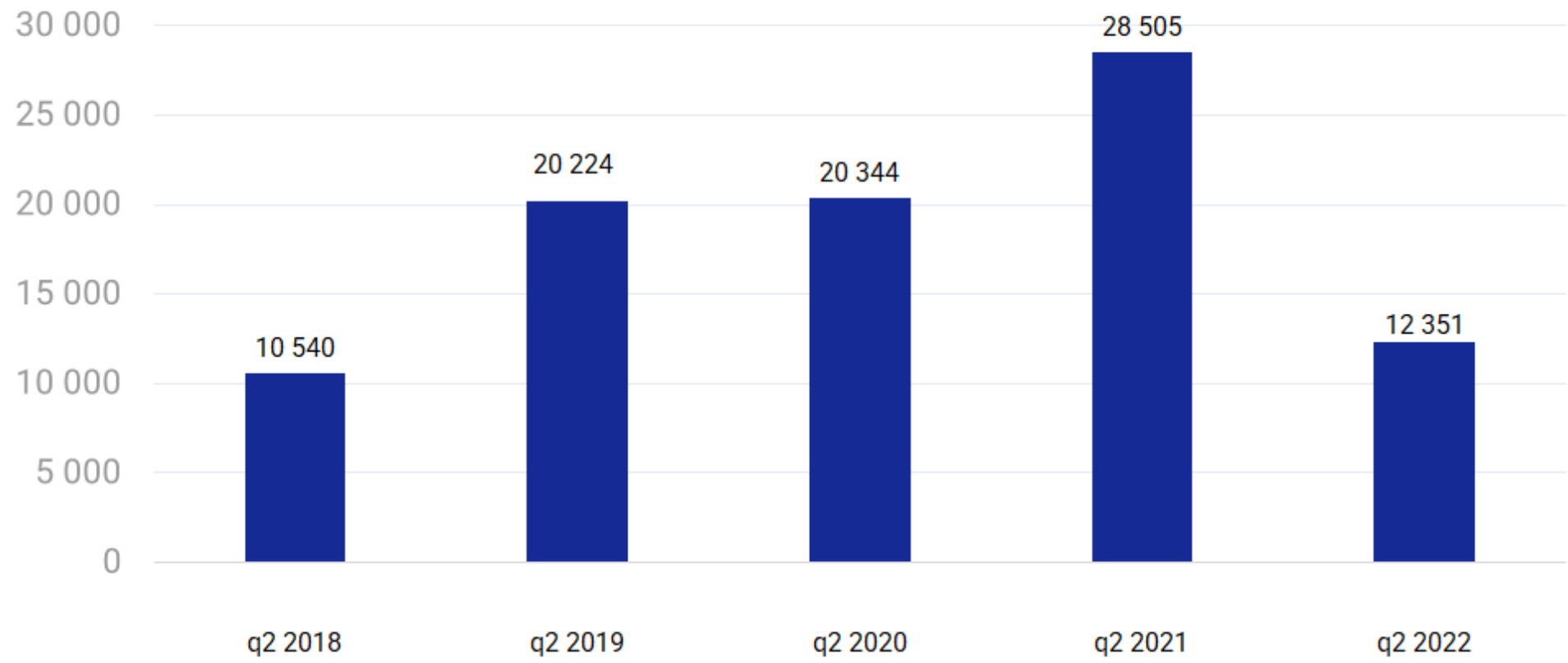
Comarch Group EBITDA Q2 2022



In PLN thousand

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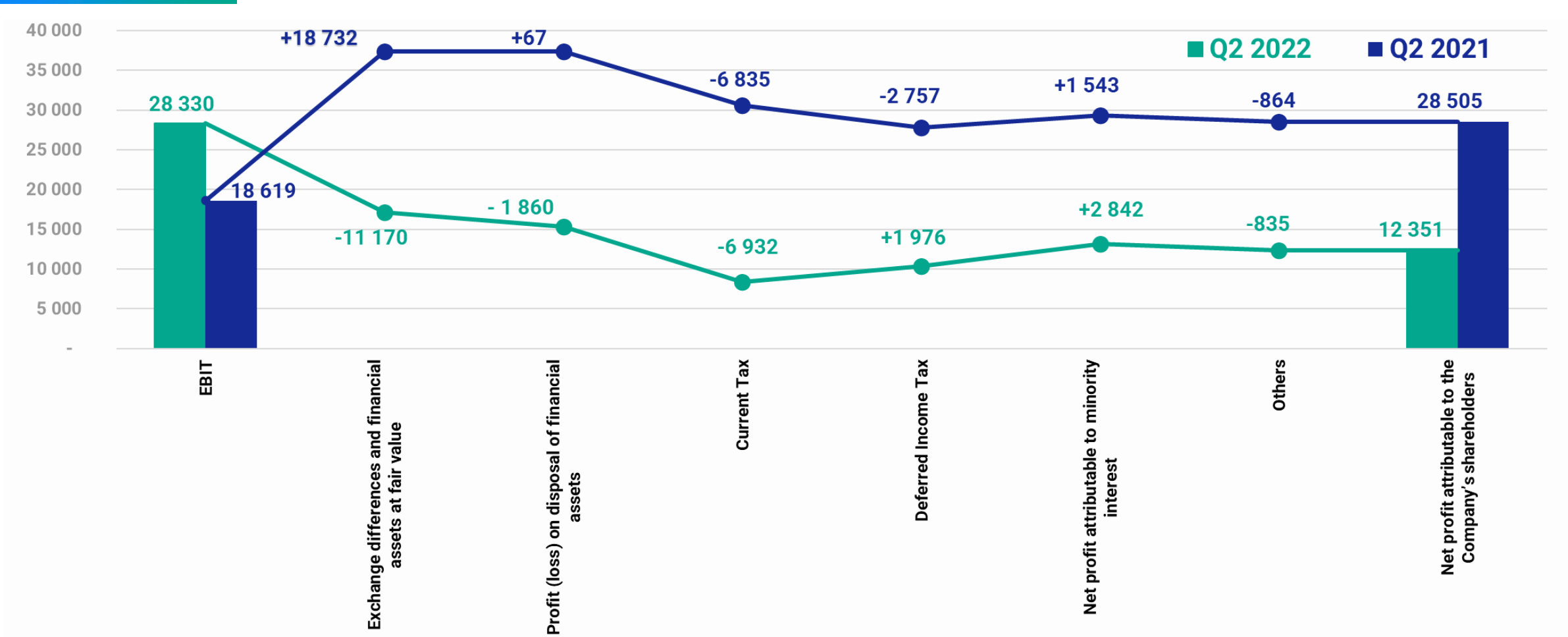
Net Profit Attributable to the Company's Shareholders Q2 2022



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.

EBIT vs. Net Profit Q2 2022



In PLN thousand

Consolidated Financial Results H1 2022

Comarch Group	H1 2022	H1 2021
Revenue	842 667	721 346
Operating profit	71 146	64 847
Net profit attributable to the Company's shareholders	44 790	54 583

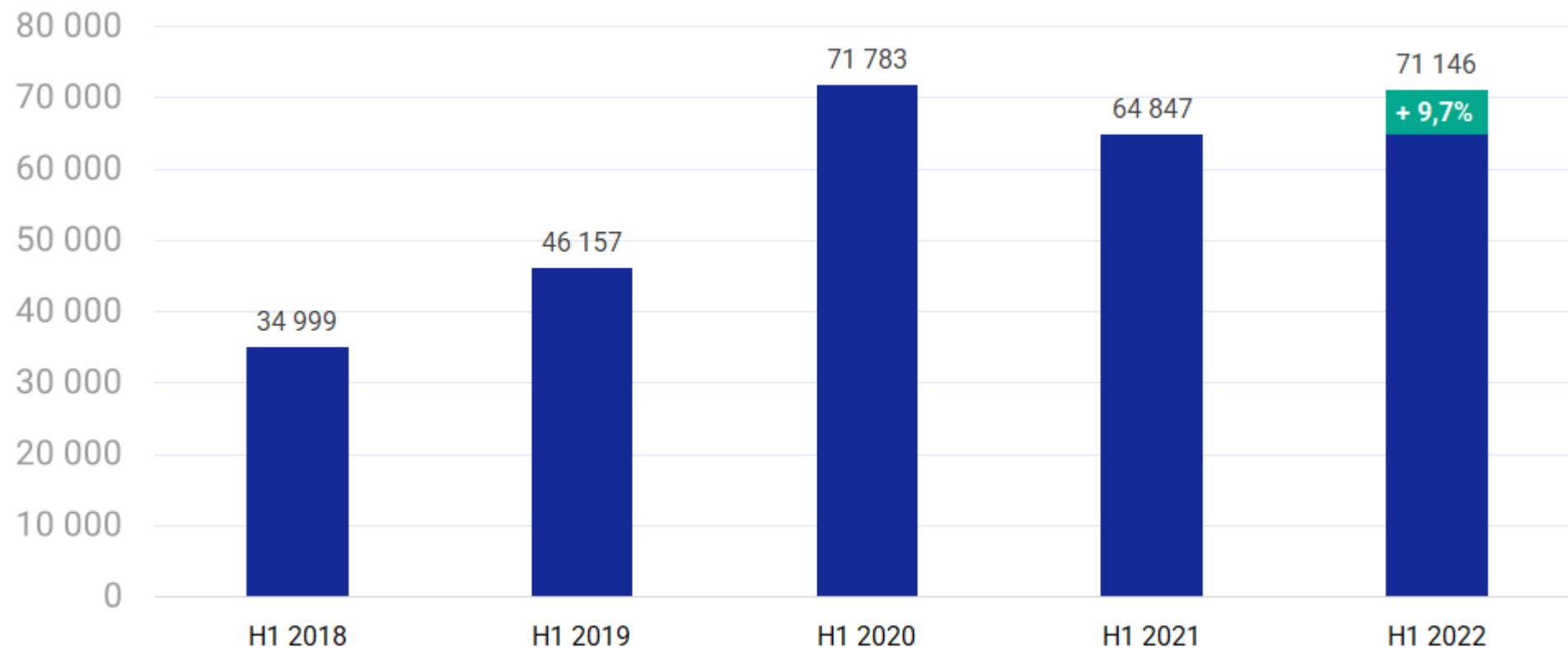
In PLN thousand

Impact of Exchange Rates on the Results of H1 2022

Exchange Differences	H1 2022	H1 2021
Balance sheet valuation of receivables	18 556	-4 252
Balance sheet valuation of liabilities	-5 076	2 979
Valuation of financial instruments, loans, sale of financial assets, due to exchange rate differences	-12 024	13 536

In PLN thousand

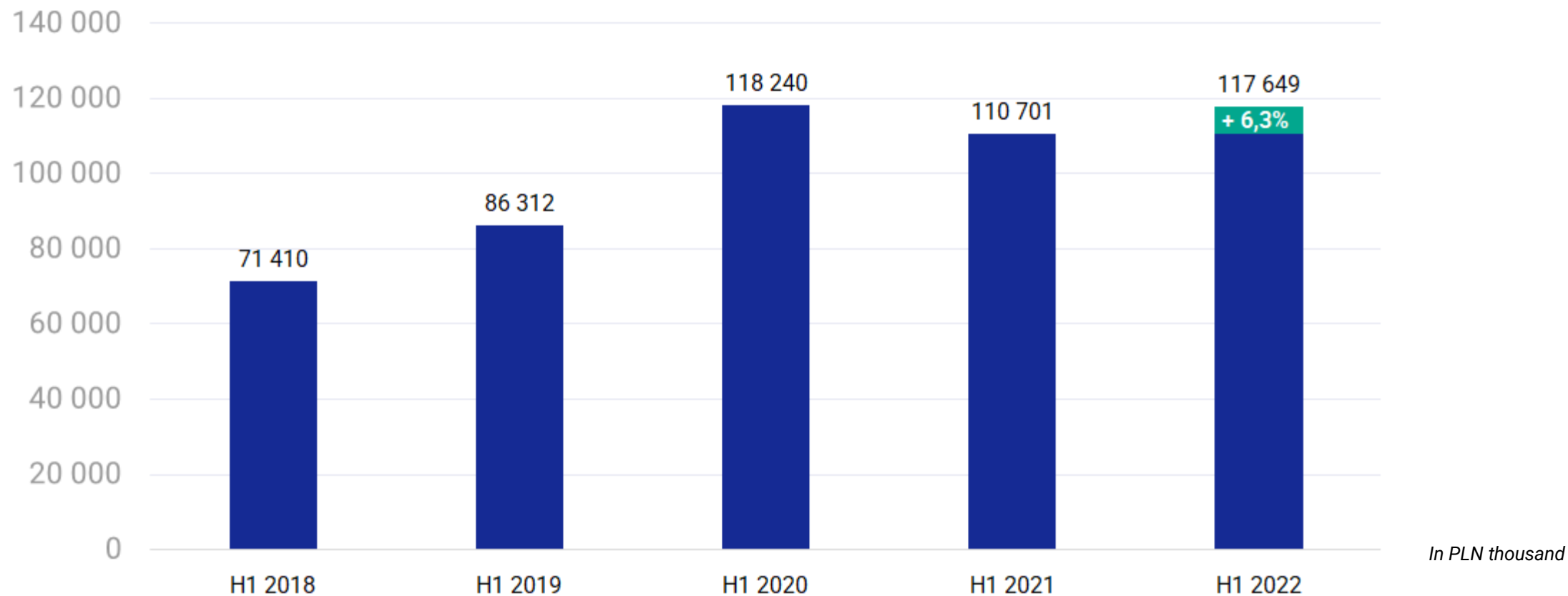
Comarch Group EBIT H1 2022



In PLN thousand

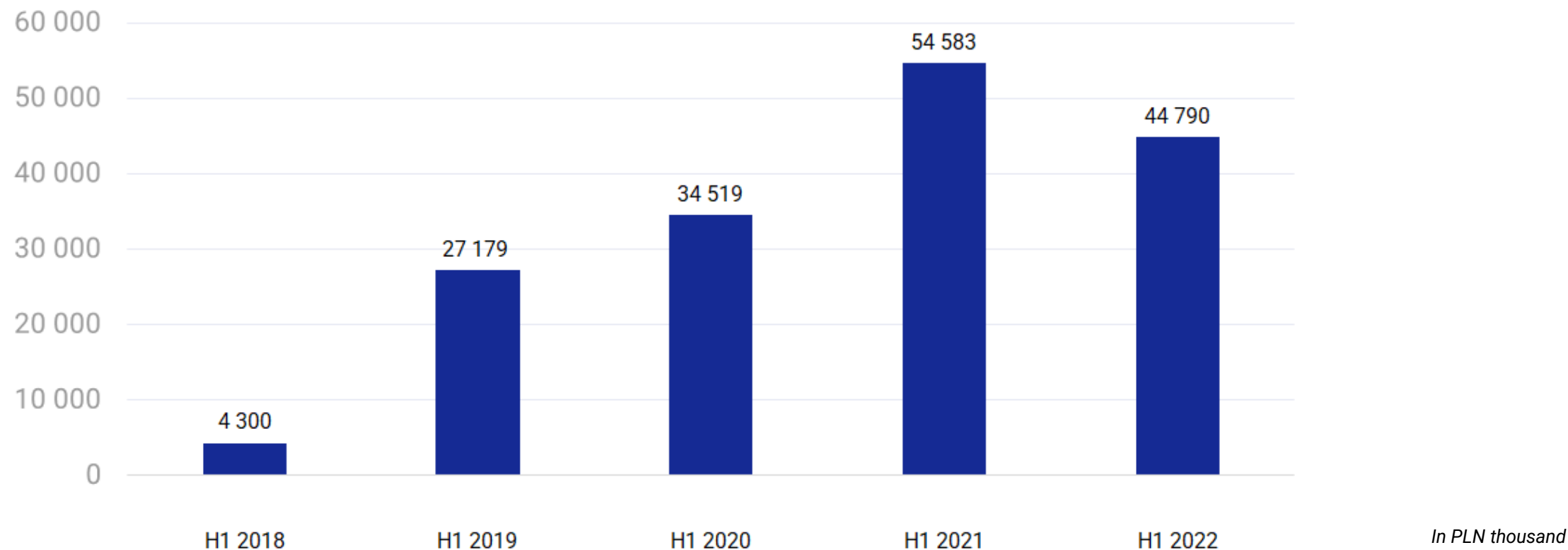
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Comarch Group EBITDA H1 2022



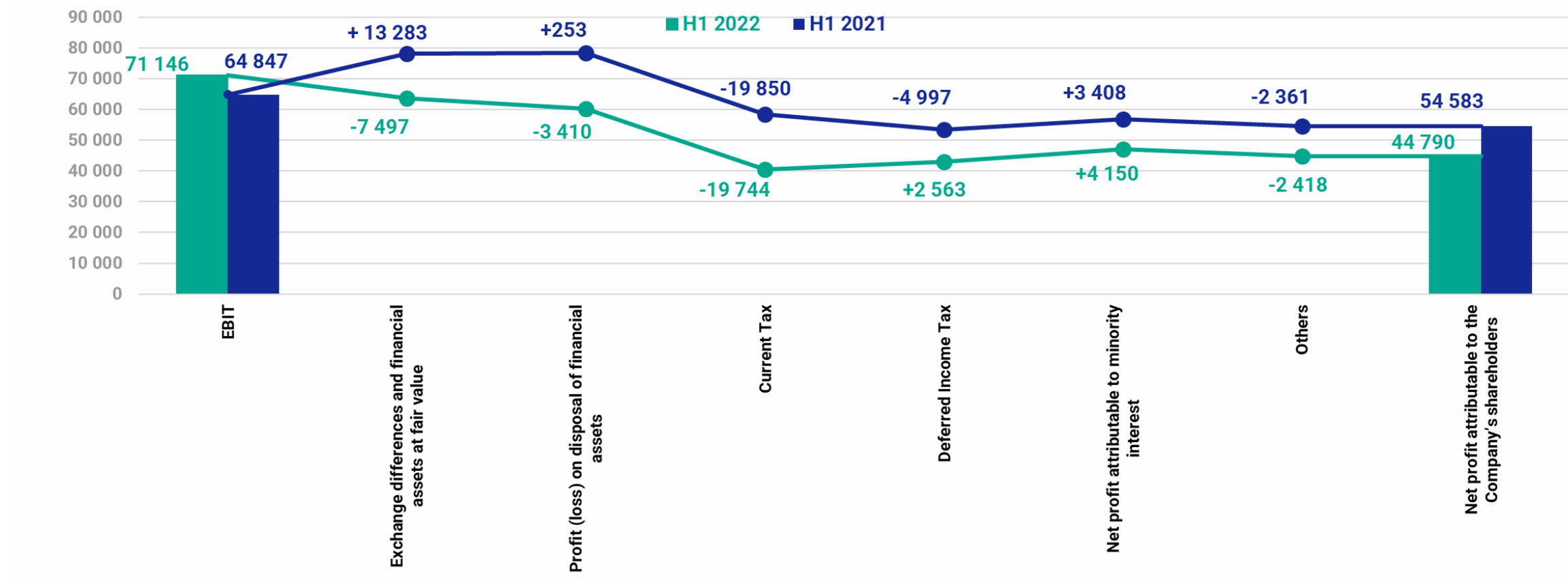
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Net Profit Attributable to the Company's Shareholders H1 2022



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EBIT vs. Net Profit H1 2022



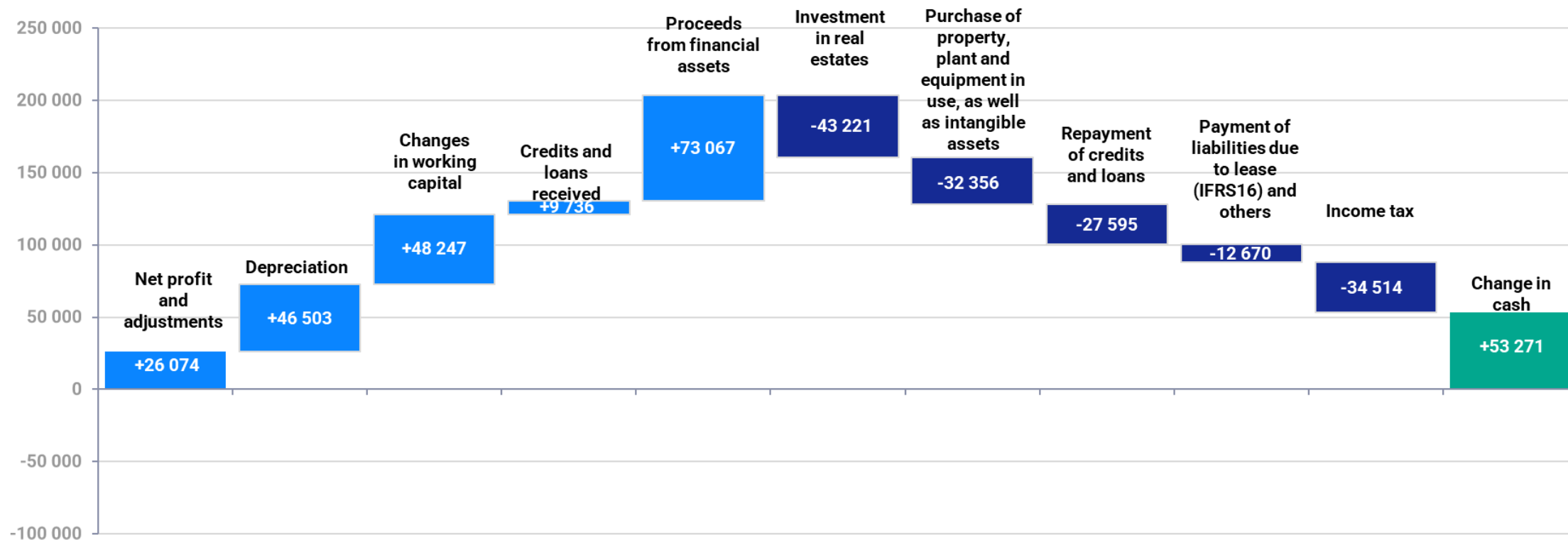
In PLN thousand

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Cash FlowH1 2022



In PLN thousand

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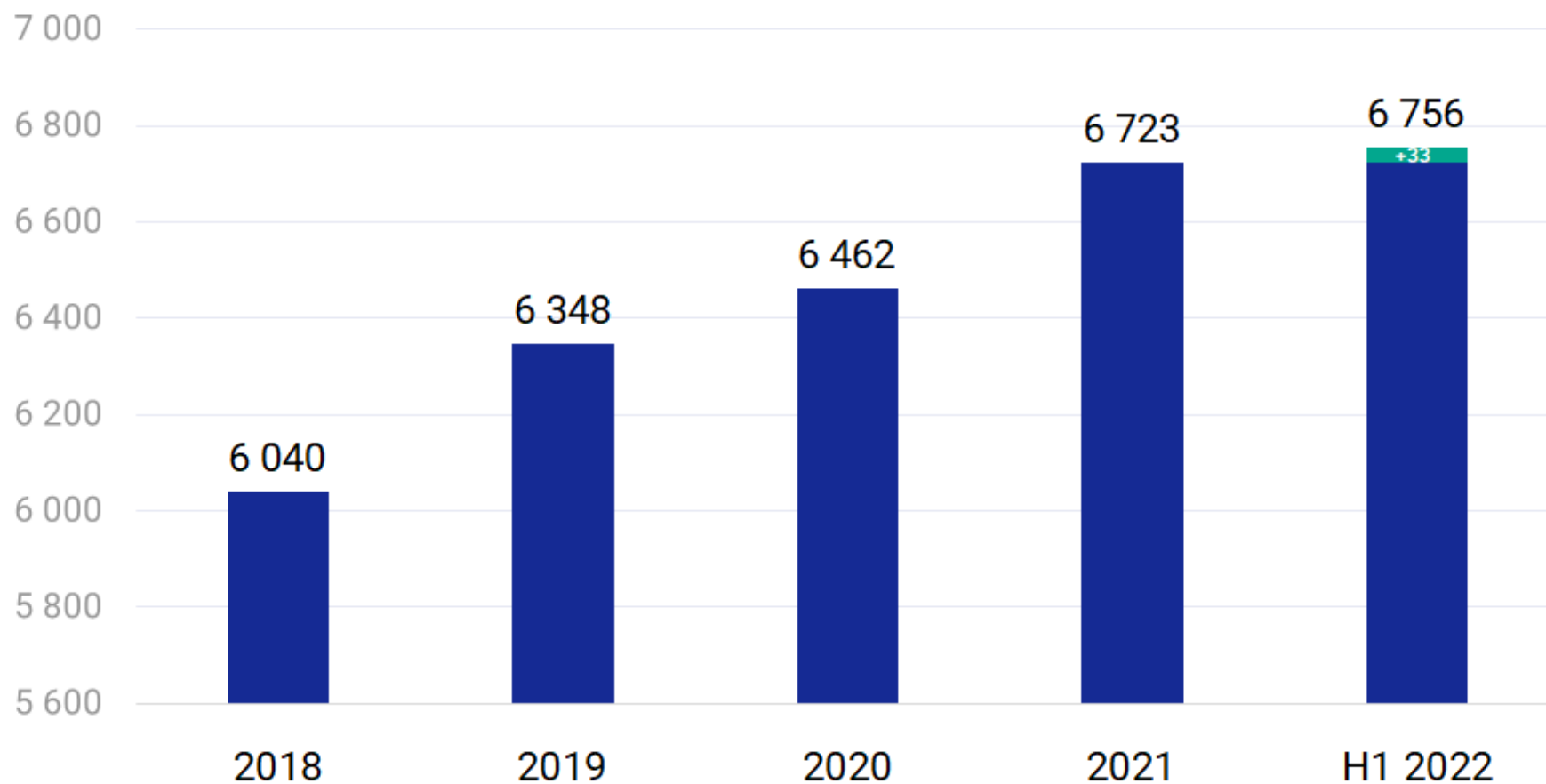
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Comarch S.A. Share Price Performance

Comarch Group Human Resources



Human Resources

- As at the 30th of June, 2022, the Comarch Group employed 6,756 people, i.e. 33 people more than as at the 31st of December, 2021, and 450 more than as at the 30th of June, 2021.
- The wage fund in the Comarch Group increased by 18.1% in the reporting period compared to the first half of 2021. In Q2 2022 the wage fund increased by 19.4% compared to Q2 2021.

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Investment

- Comarch Group continued in H1 2022 development of its own technologically advanced products and new business projects in areas of: ERP, e-commerce, e-Health and fintech. Expenses for research and development works reached over 20% of revenue in the first half of 2022
- The construction of Comarch Data Center in the USA is at an advanced stage of implementation. In 2023, the facility will be put into operation, which will improve the diversification of Comarch's infrastructure and will allow you to benefit from lower energy prices than in Europe

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Summary H1 2022

- In the first half of 2022, sales of the Comarch Group were higher by PLN 121,321 thousand, i.e. by 16.8% compared to the previous year. EBIT margin was +8.4% and net margin was + 5.3%.
- Domestic sales of the Comarch Group increased by 15.9% thanks to the development of sales of ERP solutions for SME enterprises and to the public sector. On the foreign markets, sales to the financial sectors as well as trade and services showed great dynamics.
- Operating costs grew in the first half of 2022 to a similar extent to the pace of business development. The wage fund in the Comarch Group increased by over 18%.
- The net financial result in H1 2022 was influenced by exchange differences.
- The Company paid the dividend for 2021 in the amount of PLN 4.00 per one share.

Perspectives in H2 2022

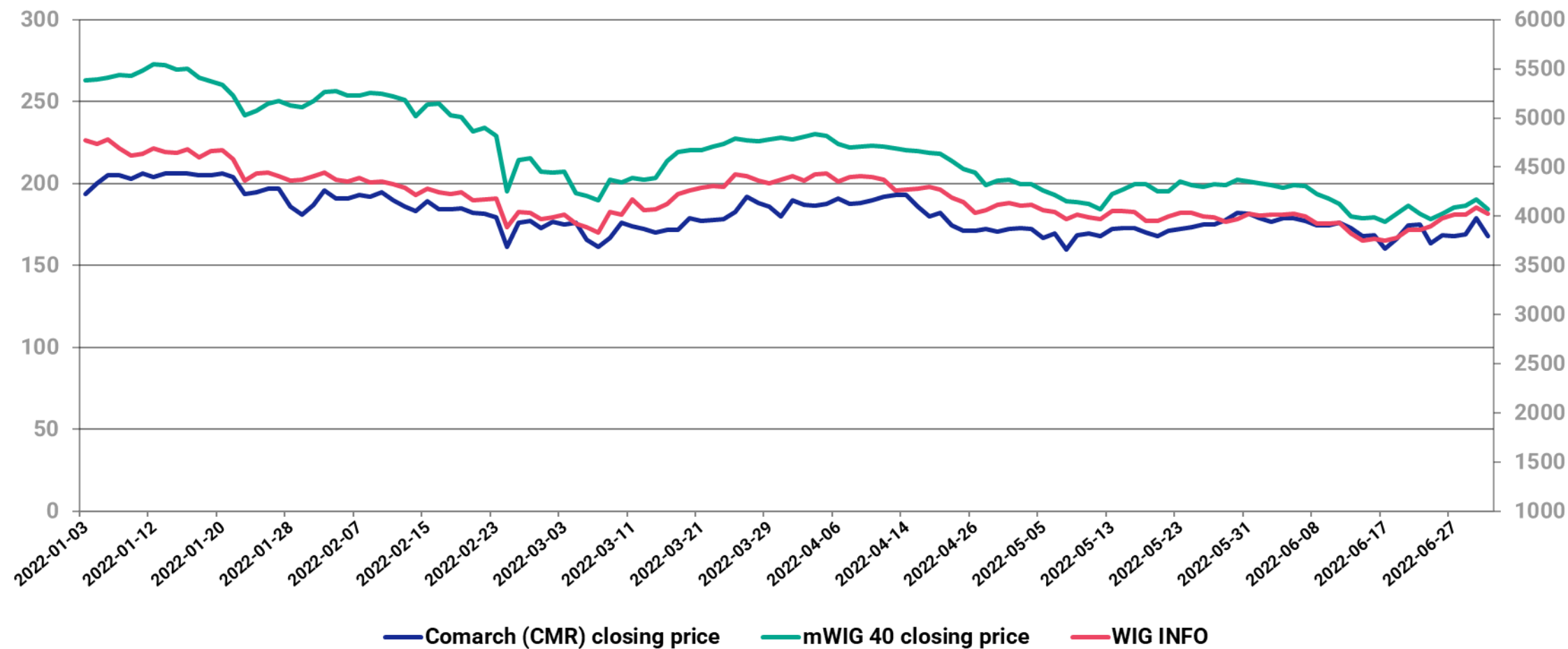
- The value of the order backlog for 2022 is now more than 10% higher than it was at the same time, year ago, for 2021
- Continued pressure on increase in remuneration in IT sector and high energy costs
- Comarch is getting ready to operate in the conditions of an economic slowdown

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Comarch S.A. Share Price Performance 1.01.2022 – 30.06.2022

H1 2022



COMARCH

Thank you!

