

COMARCH

Financial Results Q1-Q4 2022

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

3rd of March, 2023, Warsaw



Agenda

1

Revenue

2

Financial Results in Q4 and Q1-Q4 2022

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price Performance

Agenda

1

Revenue

2

Financial Results in Q4 and Q1-Q4 2022

3

Cash Flow

4

Human Resources

5

Investment

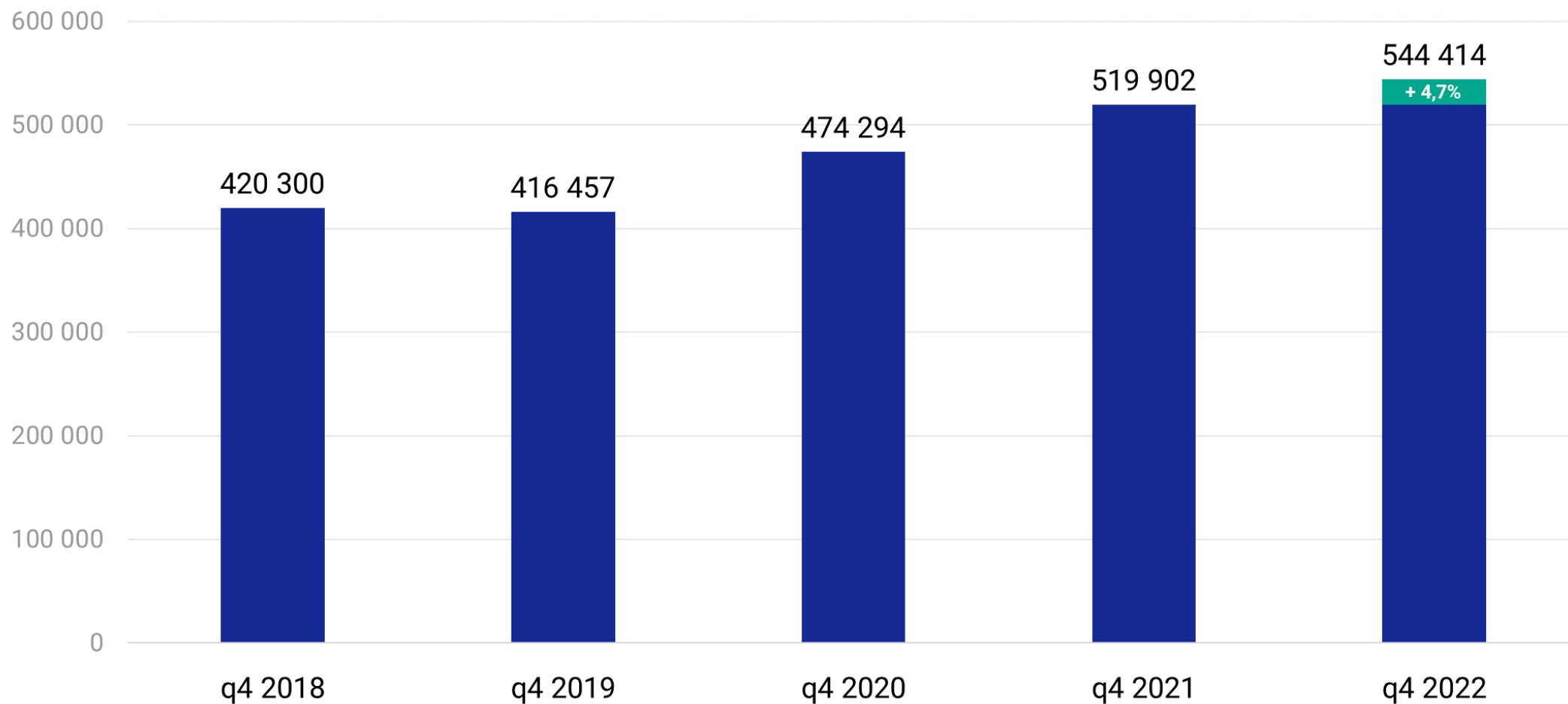
6

Summary

7

Comarch S.A. Share Price Performance

Revenue Q4 2022

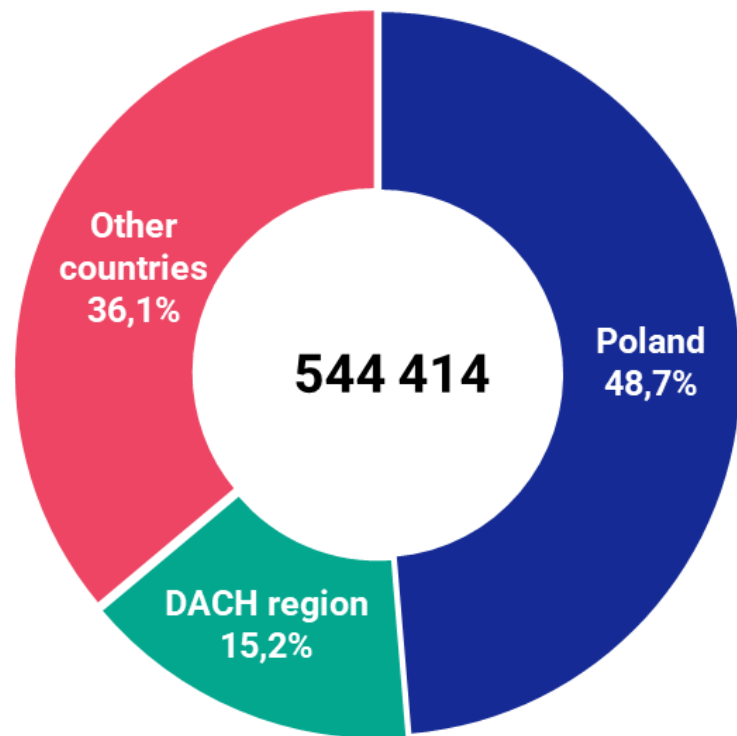


In PLN thousand

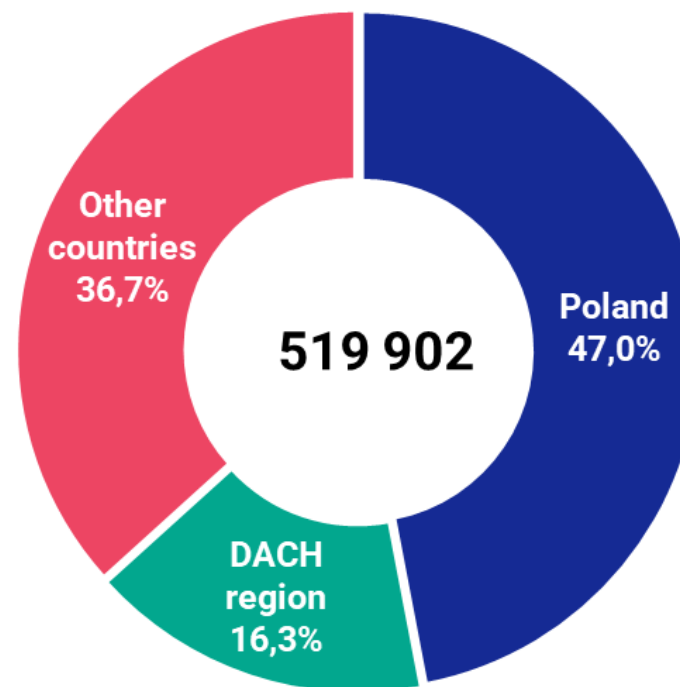
Since 2019, the data includes transformations resulting from IFRS 16. The data for 2018 have not been transformed in accordance with IFRS 16.

Geographical Sales Structure Q4 2022

Q4 2022

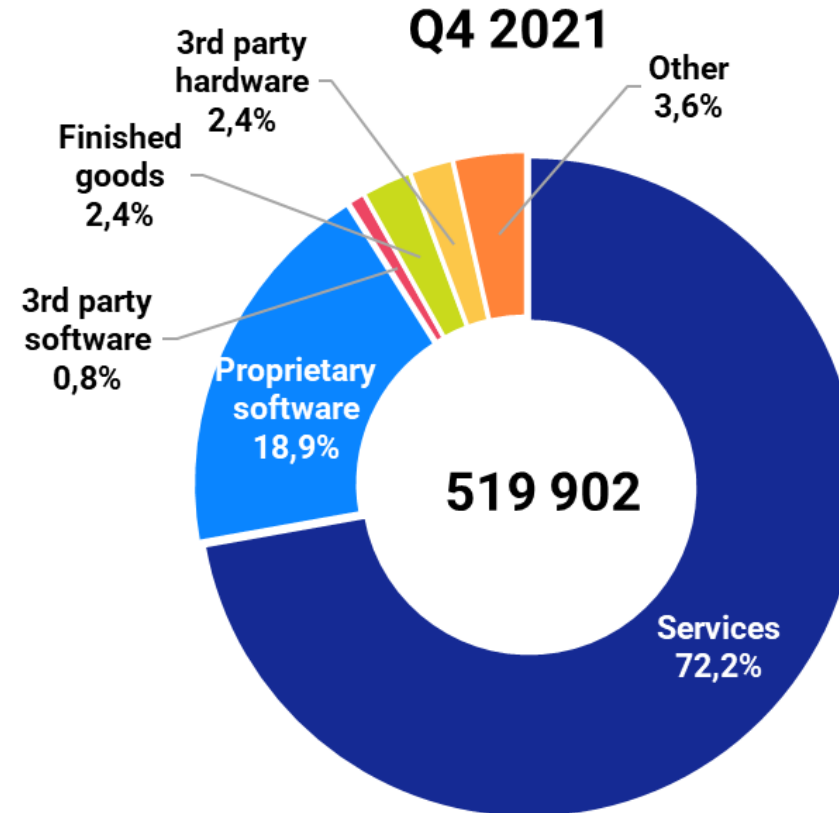
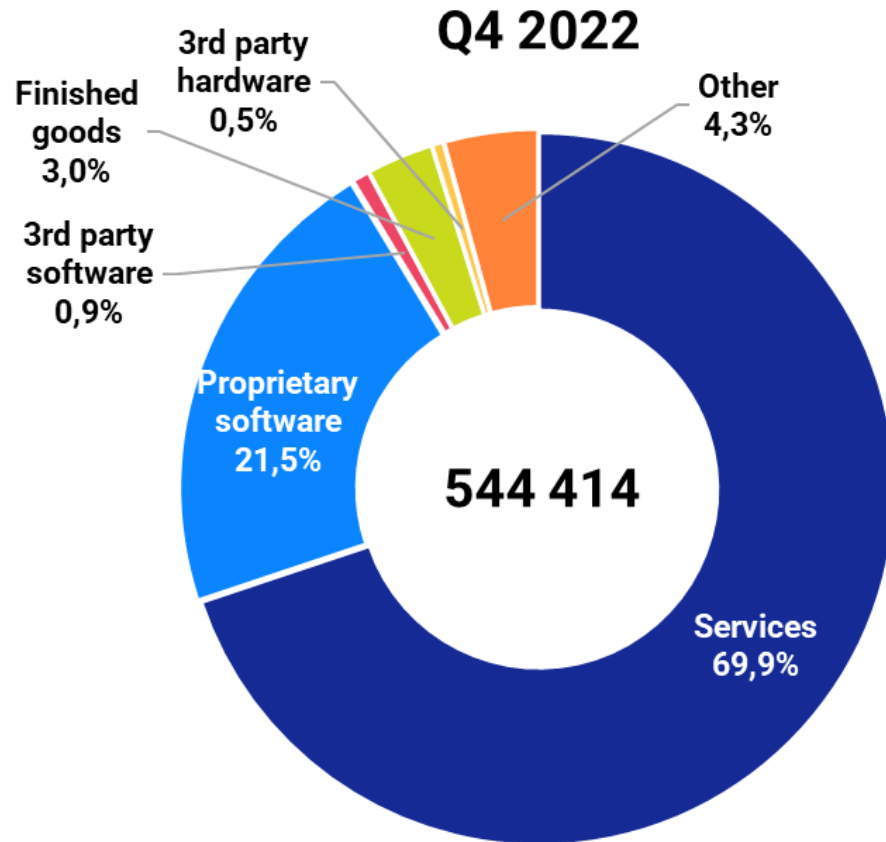


Q4 2021



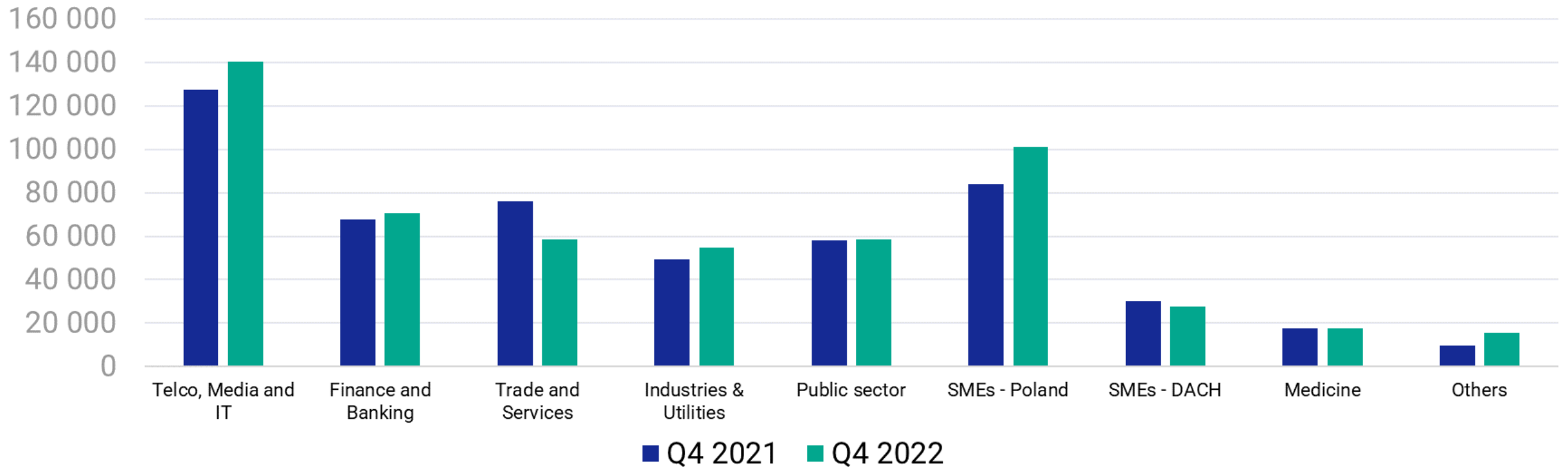
In PLN thousand

Products Sales Structure Q4 2022



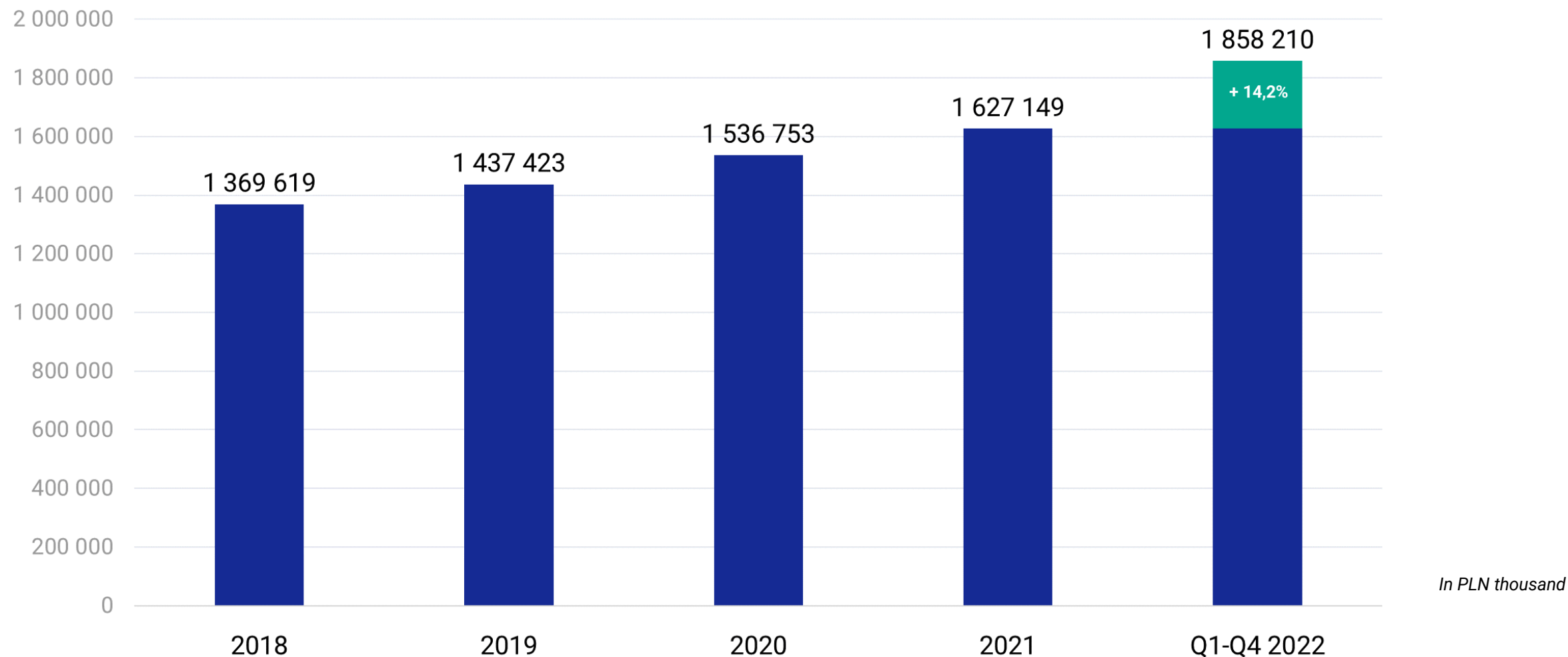
In PLN thousand

Market Sales Structure Q4 2022



In PLN thousand

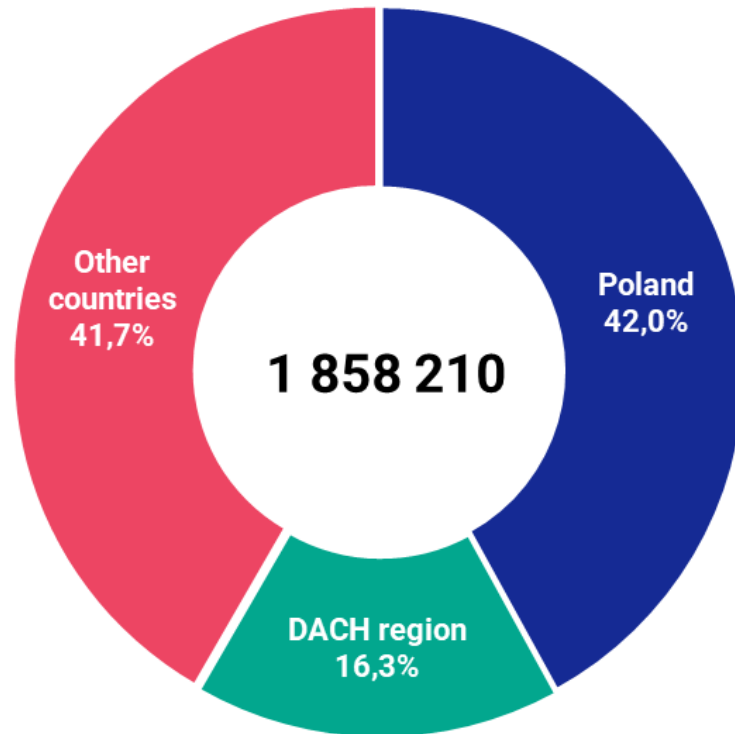
Revenue Q1-Q4 2022



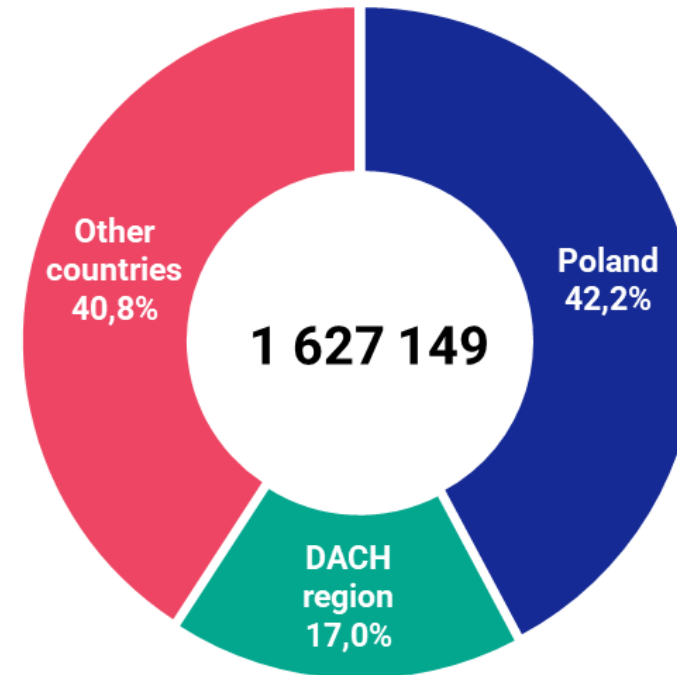
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Geographical Sales Structure Q1-Q4 2022

Q1-Q4 2022

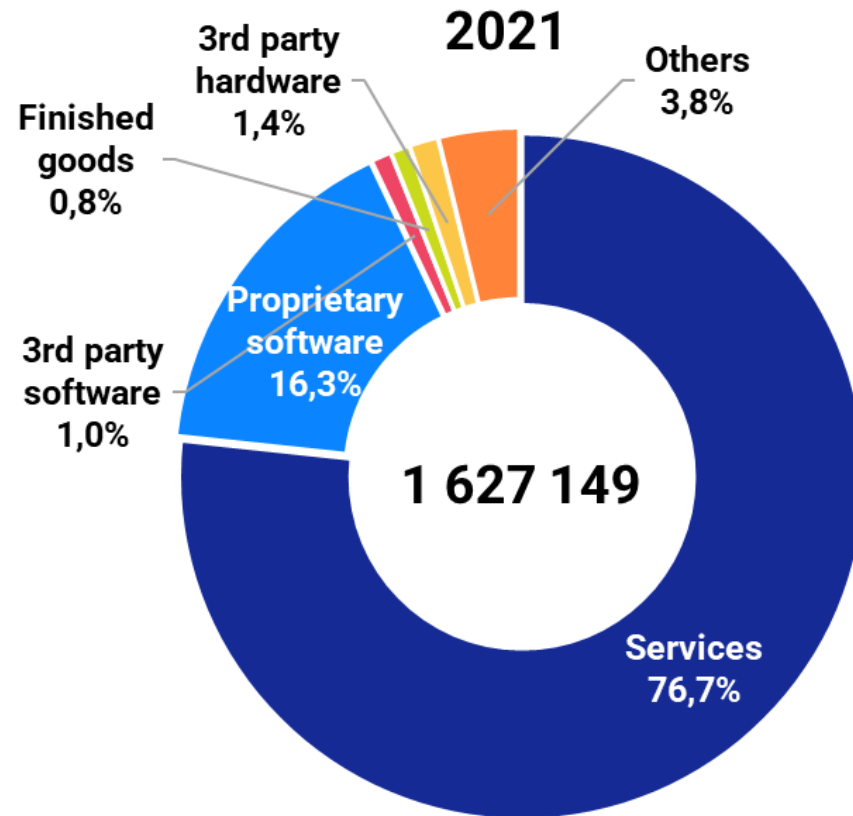
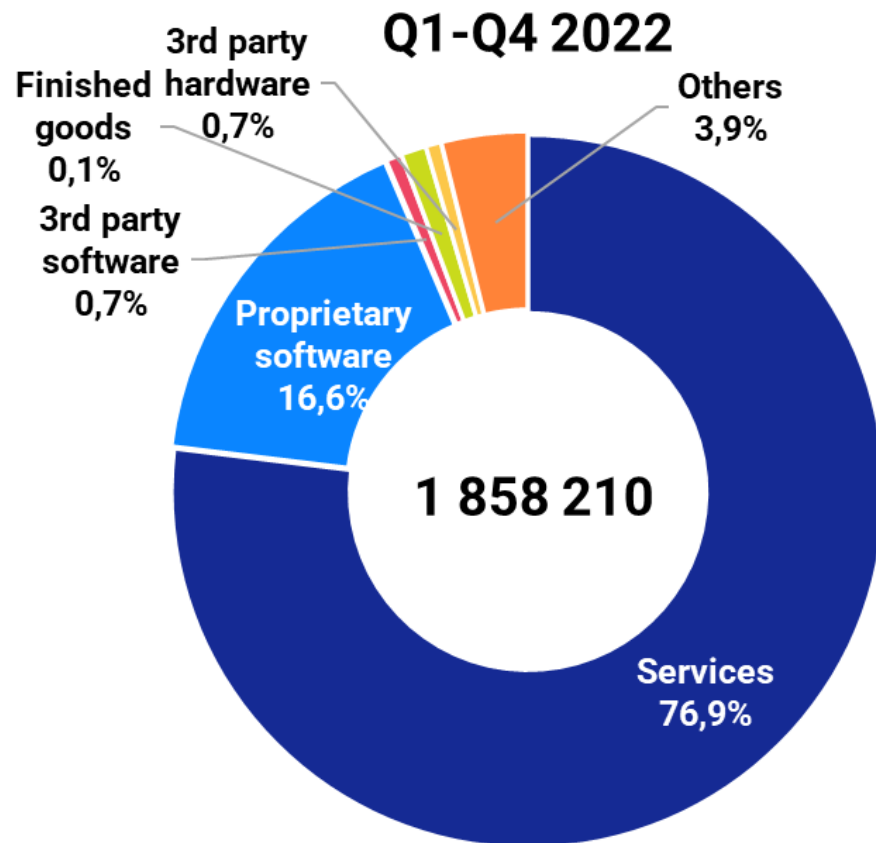


2021



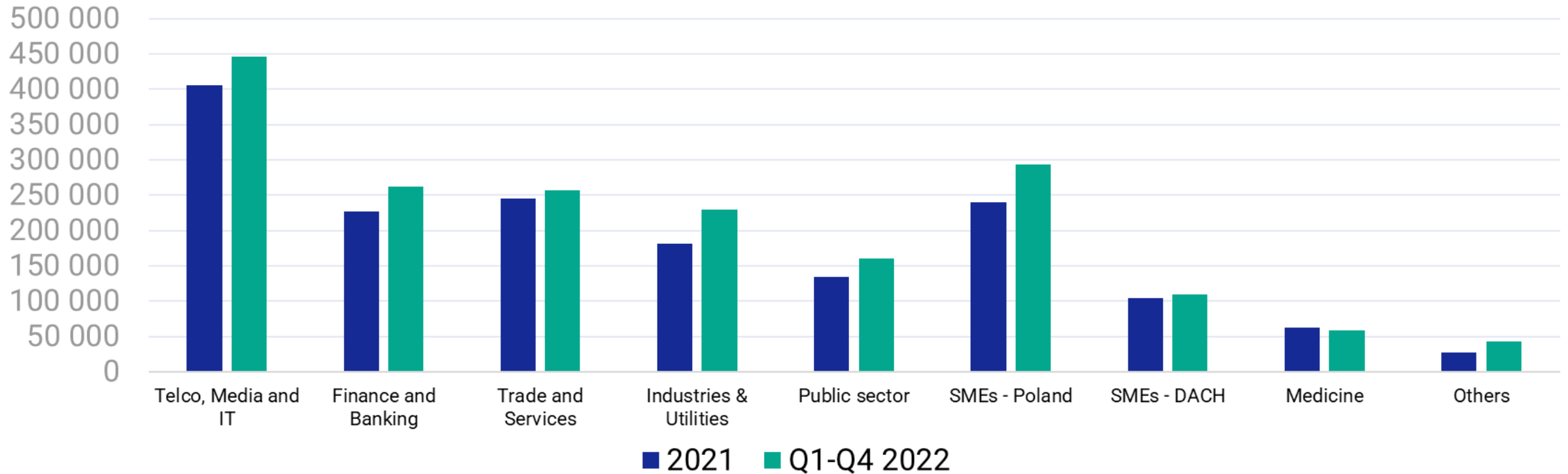
In PLN thousand

Products Sales Structure Q1-Q4 2022



In PLN thousand

Market Sales Structure Q1-Q4 2022



In PLN thousand

Agenda

1

Revenue

2

Financial Results in Q4 and Q1-Q4 2022

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price Performance

Consolidated Financial Results Q3 2022

Comarch Group	Q4 2022	Q4 2021
Revenue	544 414	519 902
Operating profit	63 465	73 666
Net profit attributable to the Company's shareholders	36 424	38 156

In PLN thousand

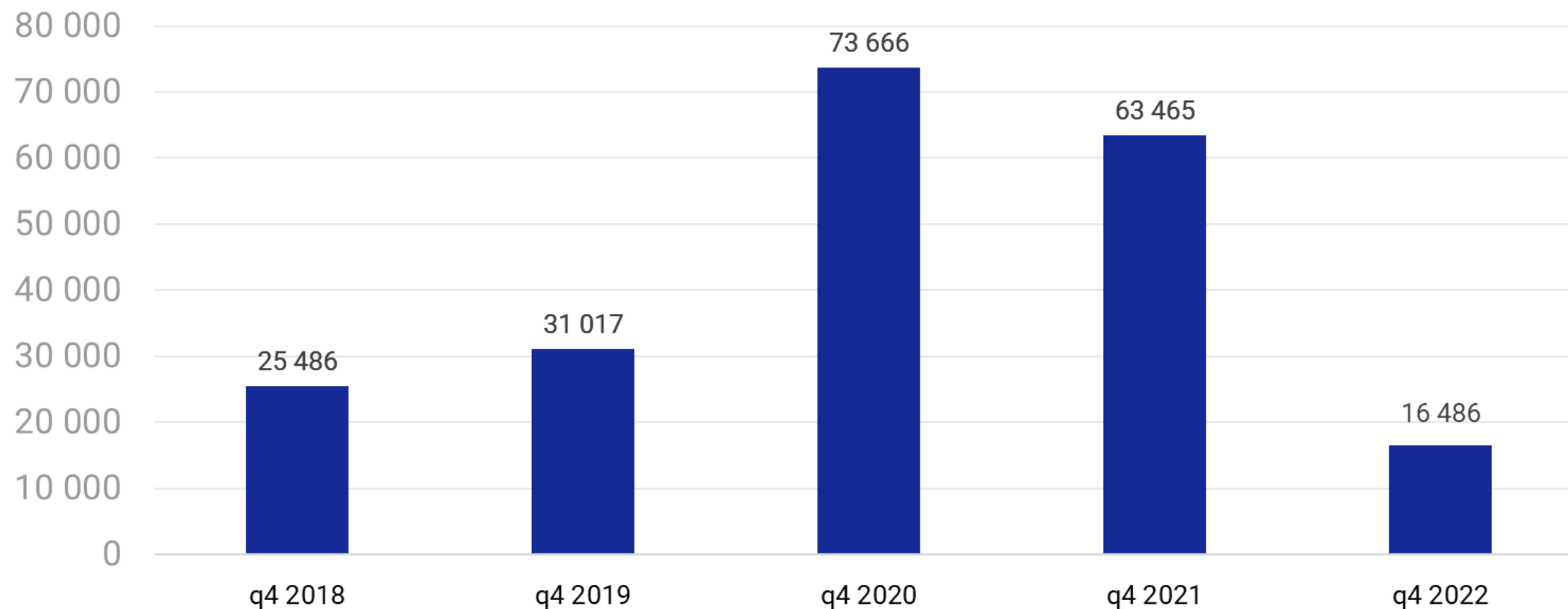
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Impact of Exchange Rates on the Results of Q4 2022

Exchange Differences	Q4 2022	Q4 2021
Balance sheet valuation of receivables	-32 378	3 022
Balance sheet valuation of trade liabilities	1 602	-3 706
Balance sheet valuation of financial instruments, credits, due to disposal of financial assets, due to currency translation differences	36 788	-7 866

In PLN thousand

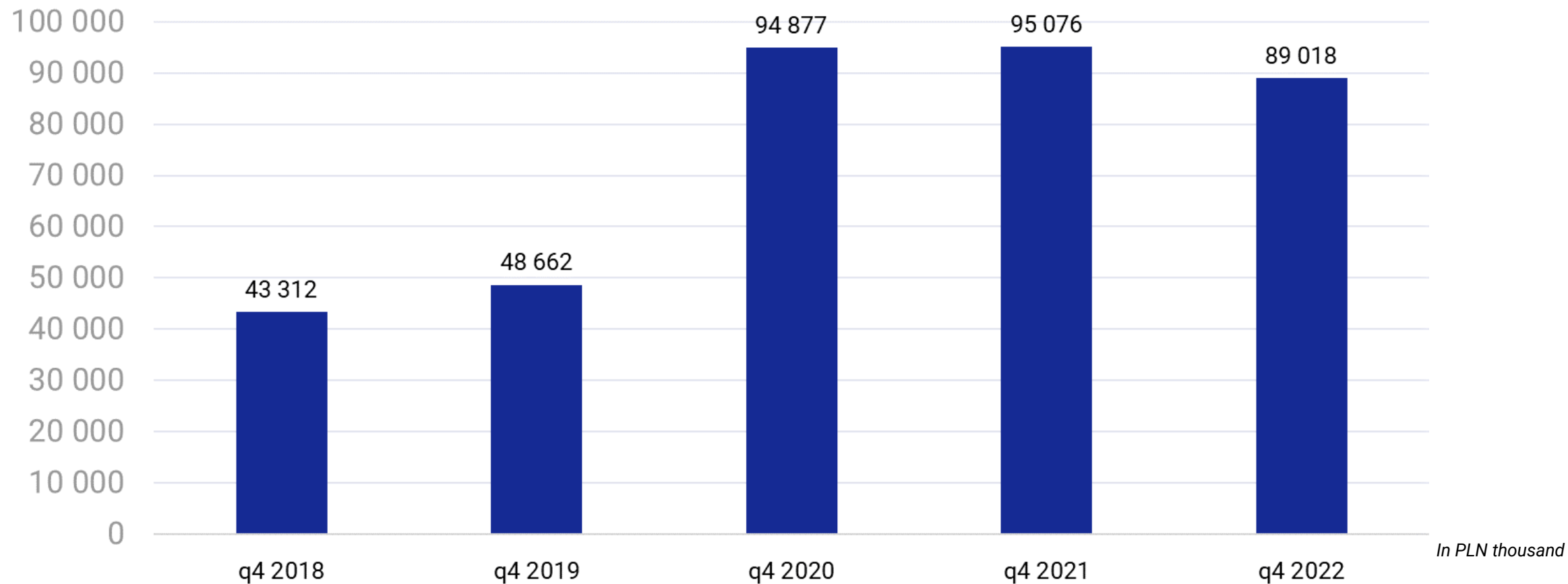
Comarch Group EBIT Q4 2022



In PLN thousand

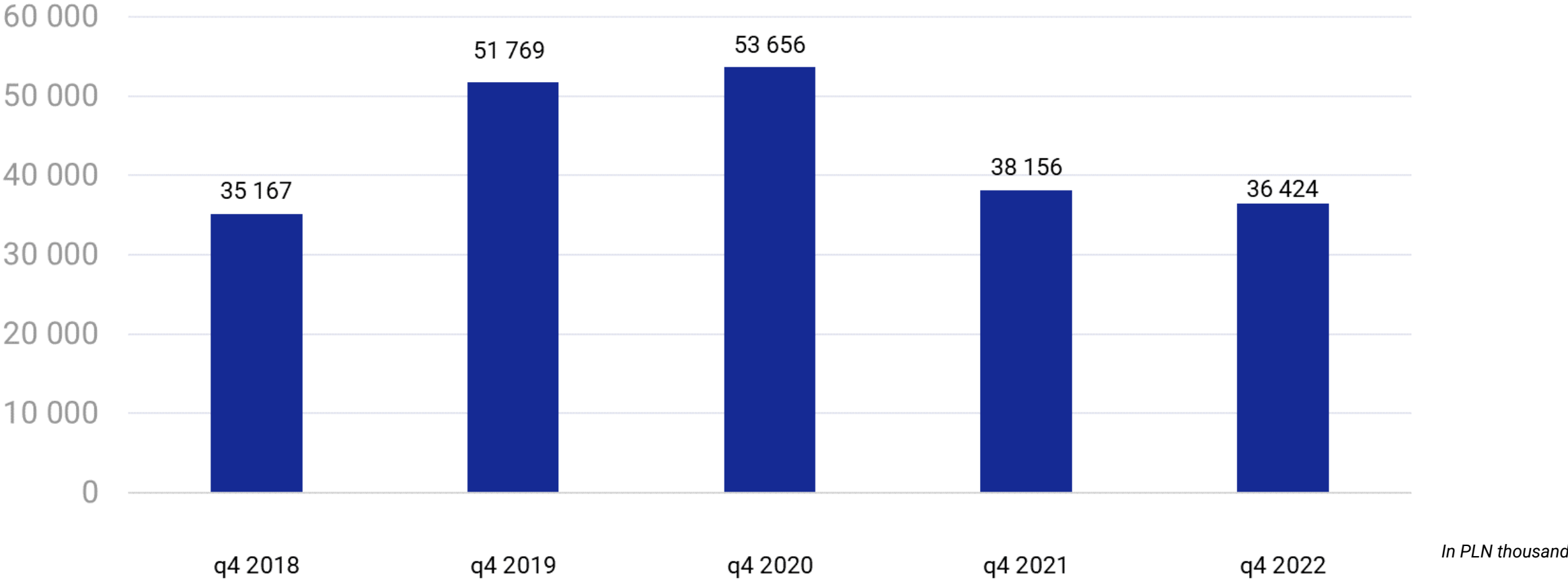
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Comarch Group EBITDA Q4 2022



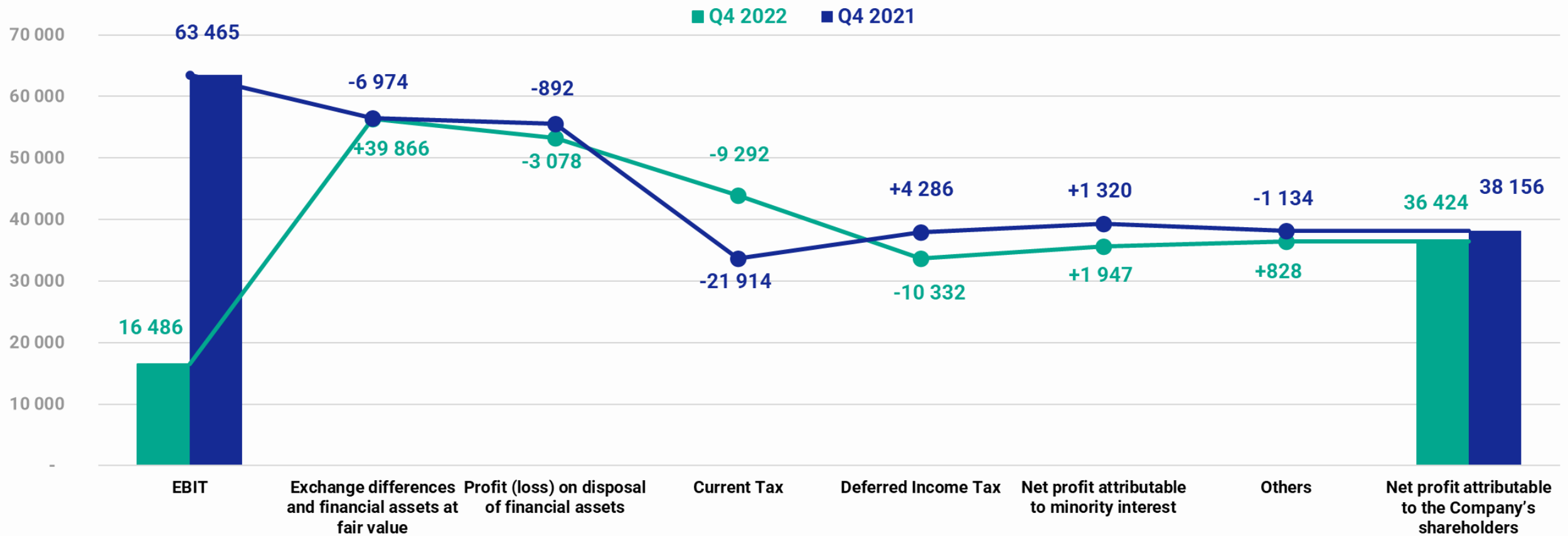
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Net Profit Attributable to the Company's Shareholders Q4 2022



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EBIT vs. Net Profit Q4 2022



In PLN thousand

Consolidated Financial Results Q1-Q4 2022

Comarch Group	Q1-Q4 2022	2021
Revenue	1 858 210	1 627 149
Operating profit	147 943	187 227
Net profit attributable to the Company's shareholders	109 108	123 038

In PLN thousand

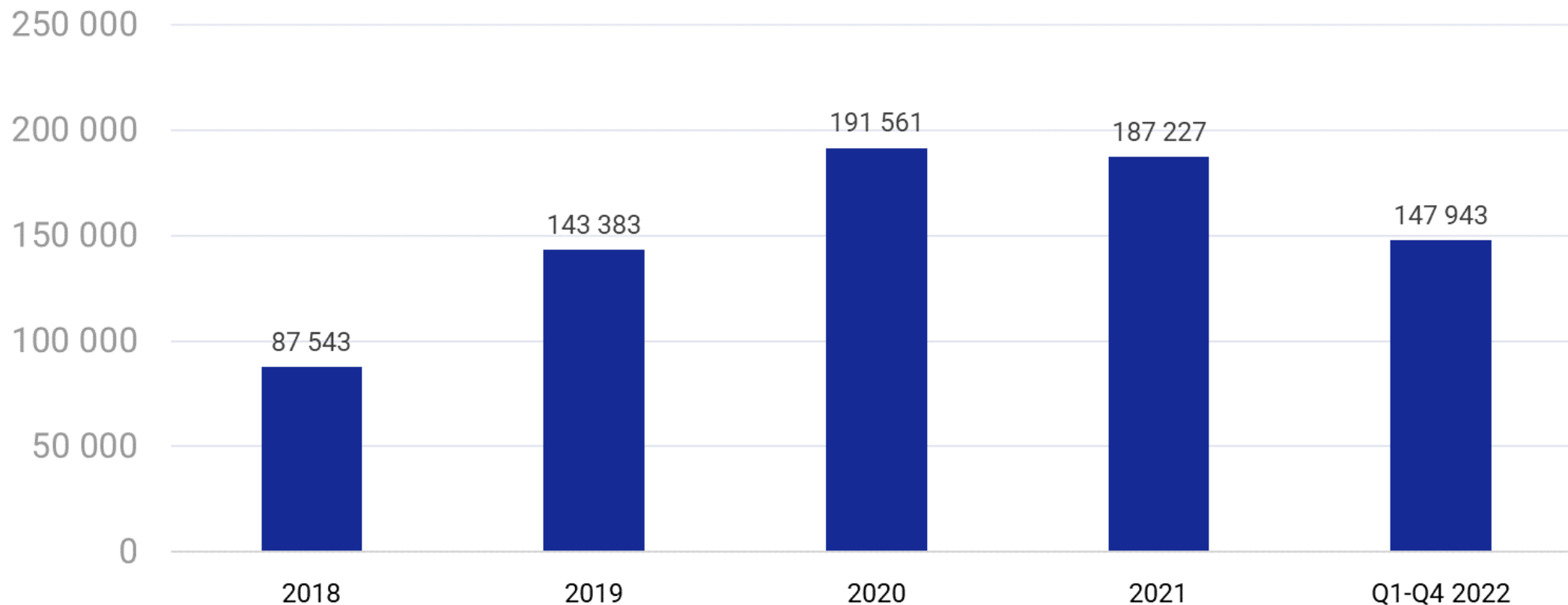
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Impact of Exchange Rates on the Results of Q1-Q4 2022

Exchange Differences	Q1-Q4 2022	2021
Balance sheet valuation of receivables and trade liabilities	13 945	8 376
Impact on the financing activities	-14 221	-4 212
Balance sheet valuation of financial instruments, credits, due to disposal of financial assets, due to currency translation differences	6 906	-7 393

In PLN thousand

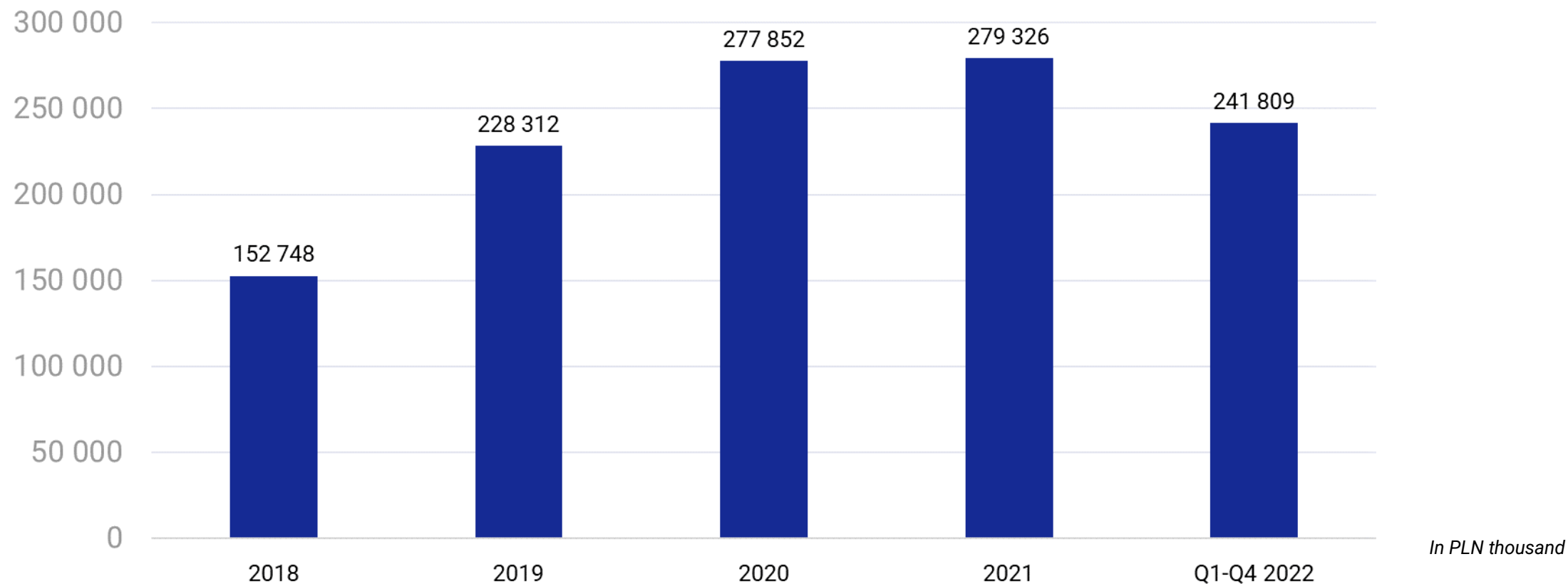
Comarch Group EBIT Q1-Q4 2022



In PLN thousand

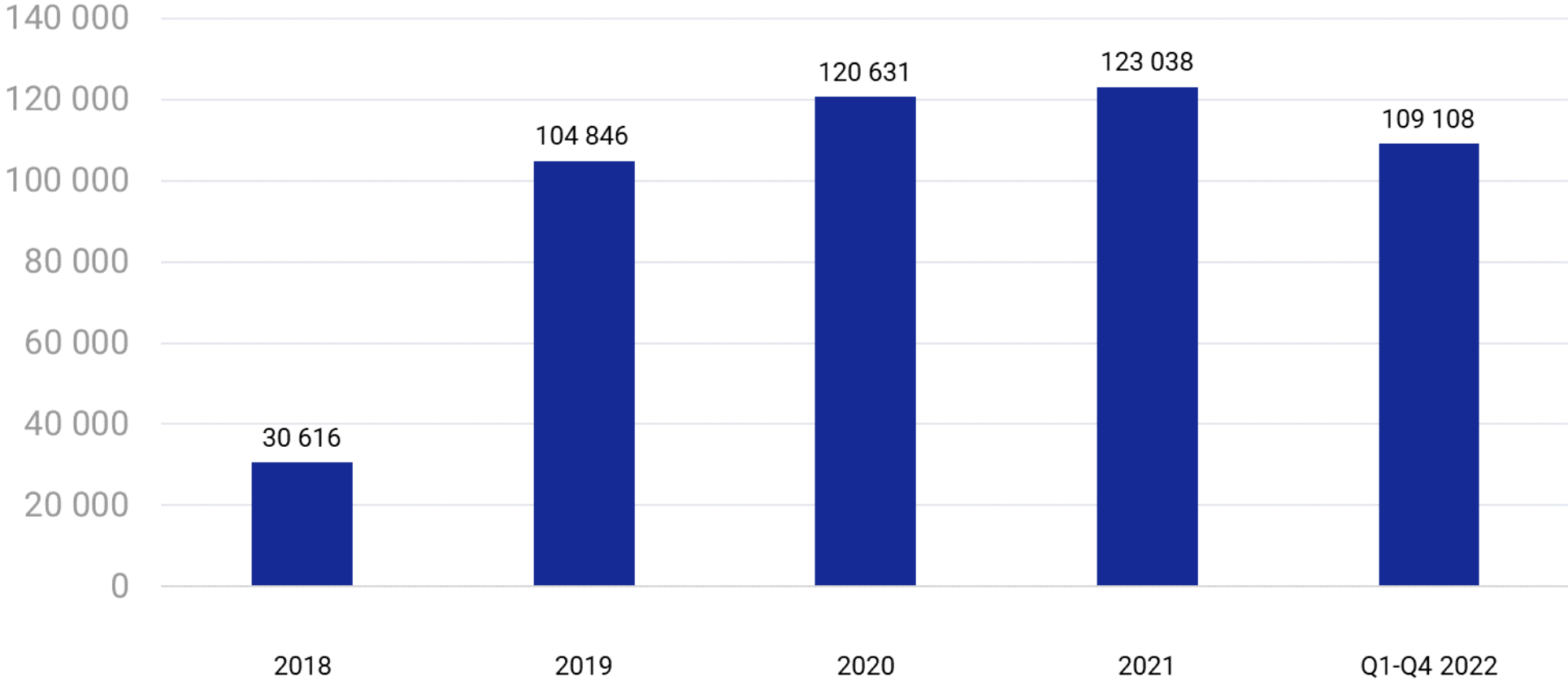
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Comarch Group EBITDA Q1-Q4 2022



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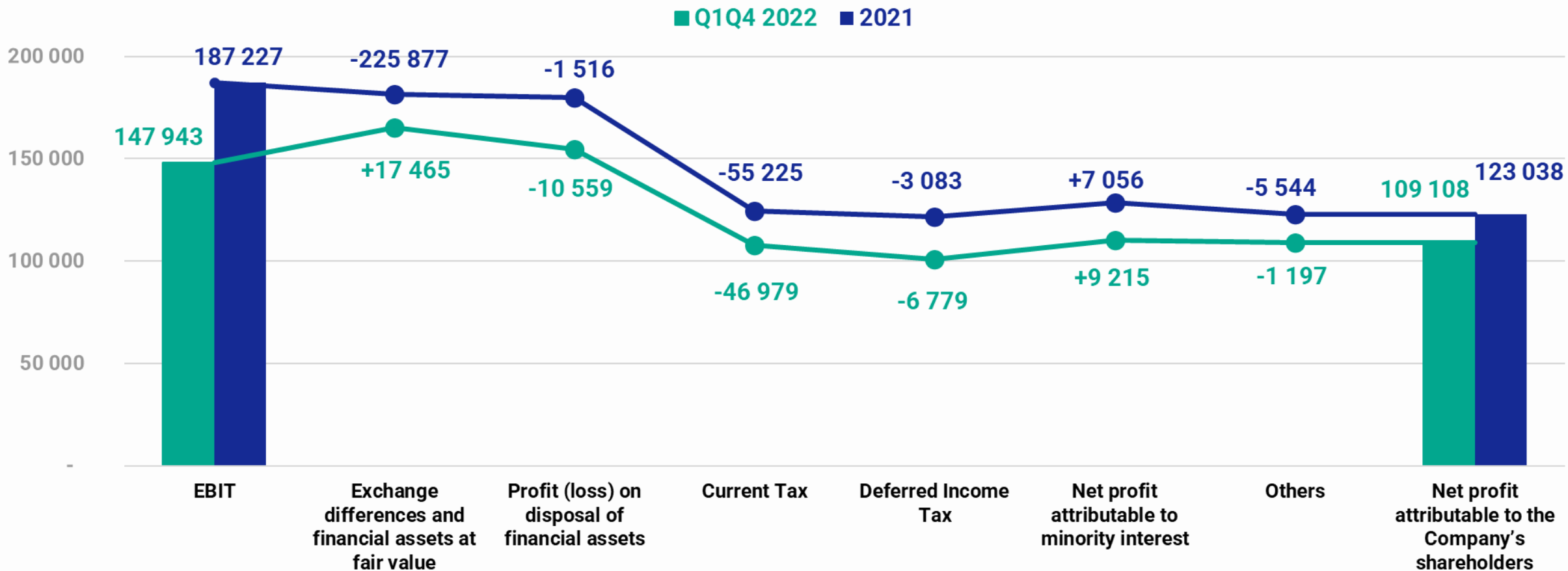
Net Profit Attributable to the Company's Shareholders Q1-Q4 2022



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 Q1-Q4 2022



In PLN thousand

COMARCH

Agenda

1

Revenue

2

Financial Results in Q4 and Q1-Q4 2022

3

Cash Flow

4

Human Resources

5

Investment

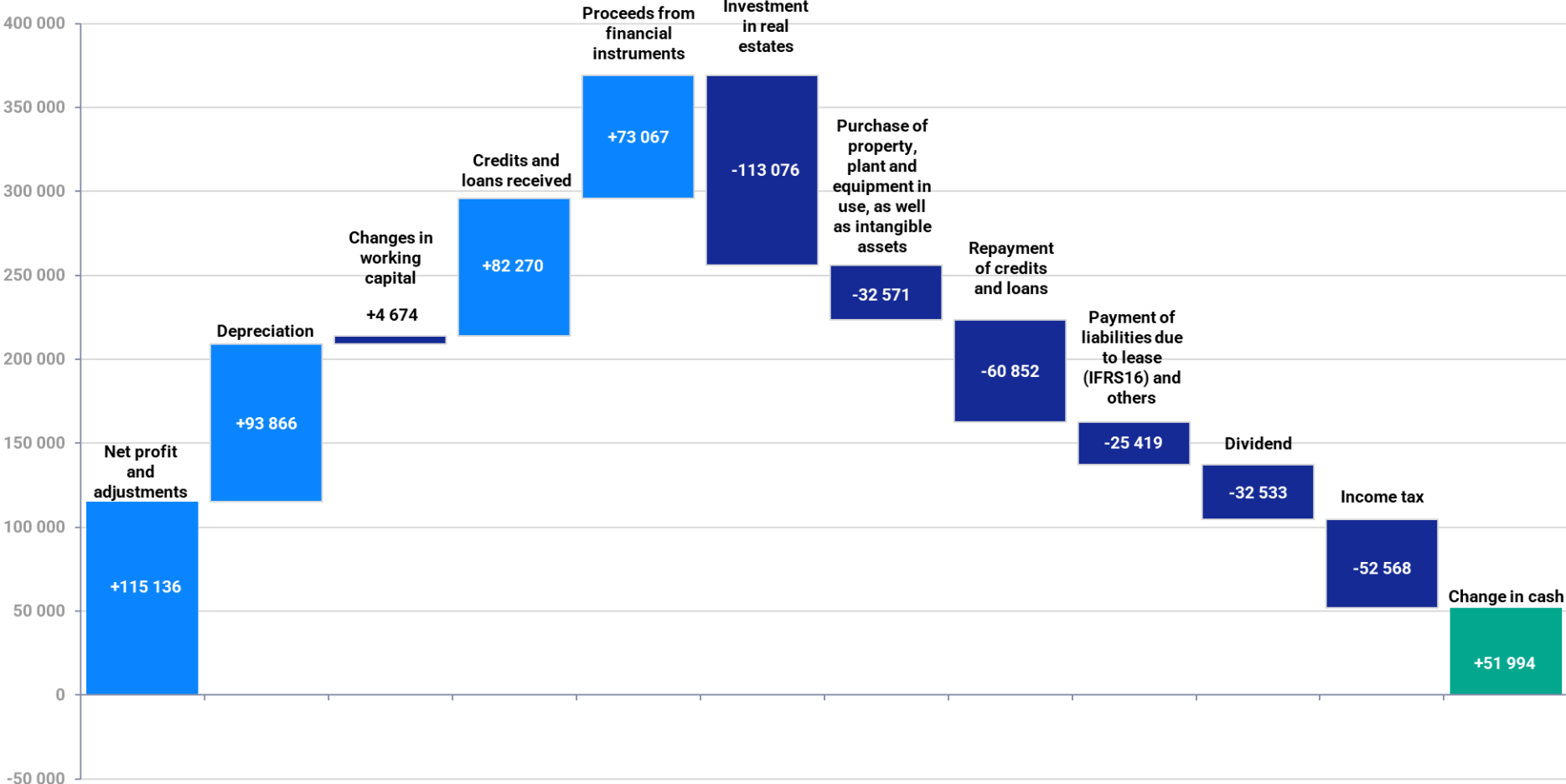
6

Summary

7

Comarch S.A. Share Price Performance

Cash Flow Q1-Q4 2022



In PLN thousand

Agenda

1

Revenue

2

Financial Results in Q4 and Q1-Q4 2022

3

Cash Flow

4

Human Resources

5

Investment

6

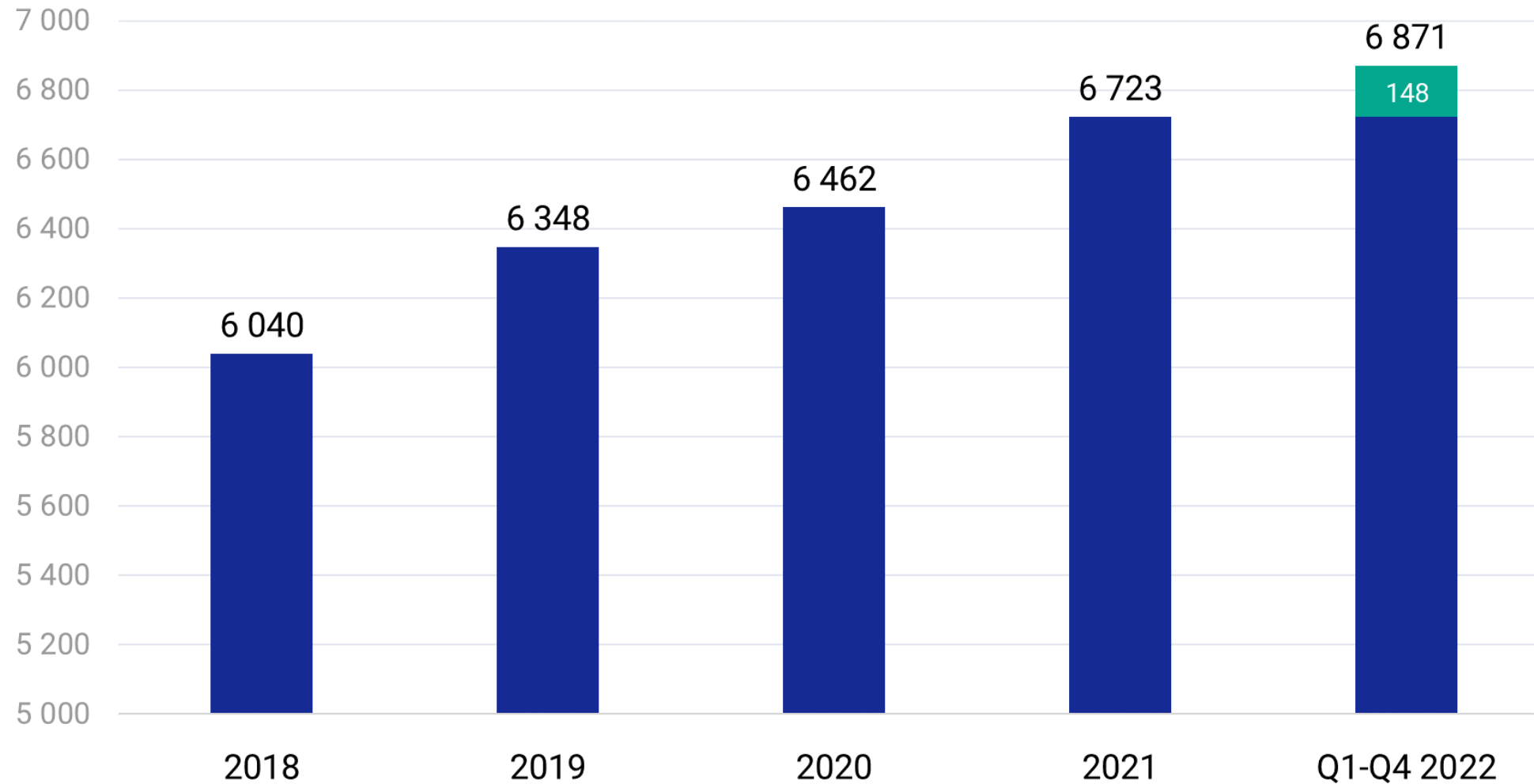
Summary

7

Comarch S.A. Share Price Performance

Comarch Group Human Resources

In 2022, the number of employees increased by 148 people, i.e. by 2.2%



Human Resources

- As at the 31st of December, 2022, the Comarch Group employed 6,871 people, i.e. 148 people more than as at the 31st of December, 2021.
- The wage fund in the Comarch Group increased by 18.8% in the reporting period compared to the four quarters of 2021. In Q4 2022 the wage fund increased by 16.2% compared to Q4 2021.

Agenda

1

Revenue

2

Financial Results in Q4 and Q1-Q4 2022

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price Performance

Investment

- In Q1-Q4 2022, Comarch Group continued 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 amounted to **21.5%** of revenue
- The construction of Comarch Data Center in the USA is at an advanced stage of implementation. **In the first quarter of 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

Agenda

1

Revenue

2

Financial Results in Q4 and Q1-Q4 2022

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price Performance

Summary Q1-Q4 2022

- In the first three quarters of 2022, sales of the Comarch Group grew dynamically and were higher by PLN 206,549 thousand, i.e. by 18.7% compared to the previous year. EBIT margin was +10.0% and net margin was + 5.5%.
- Sales grew in almost all business segments, both on the domestic and foreign markets. Domestic sales of the Comarch Group increased by 16.5% thanks to the development of sales of ERP solutions for SME enterprises and to the public sector. On foreign markets, the increase in revenue amounted to 20.1%, thanks to the high dynamics of sales to clients from the trade and services, industrial, as well as financial and banking sectors.
- Operating costs grew to a similar extent to the pace of business development. The wage fund in the Comarch Group increased by approx. 19%.
- The net financial result and EBITDA achieved in Q3 2022 and in Q1-Q3 2022 were largely affected by the depreciation of PLN against foreign currencies.
- The Company paid the dividend for 2021 in the amount of PLN 4.00 per one share.

Perspectives in the Coming Periods

- The value of the order backlog for 2023 is now more than 14% higher than it was at the same time, year ago, for 2022
- Continued pressure on costs, especially within remuneration in IT sector and high energy costs
- Comarch is preparing to operate in the conditions of a worse economic situation in 2023.

Agenda

1

Revenue

2

Financial Results in Q4 and Q1-Q4 2022

3

Cash Flow

4

Human Resources

5

Investment

6

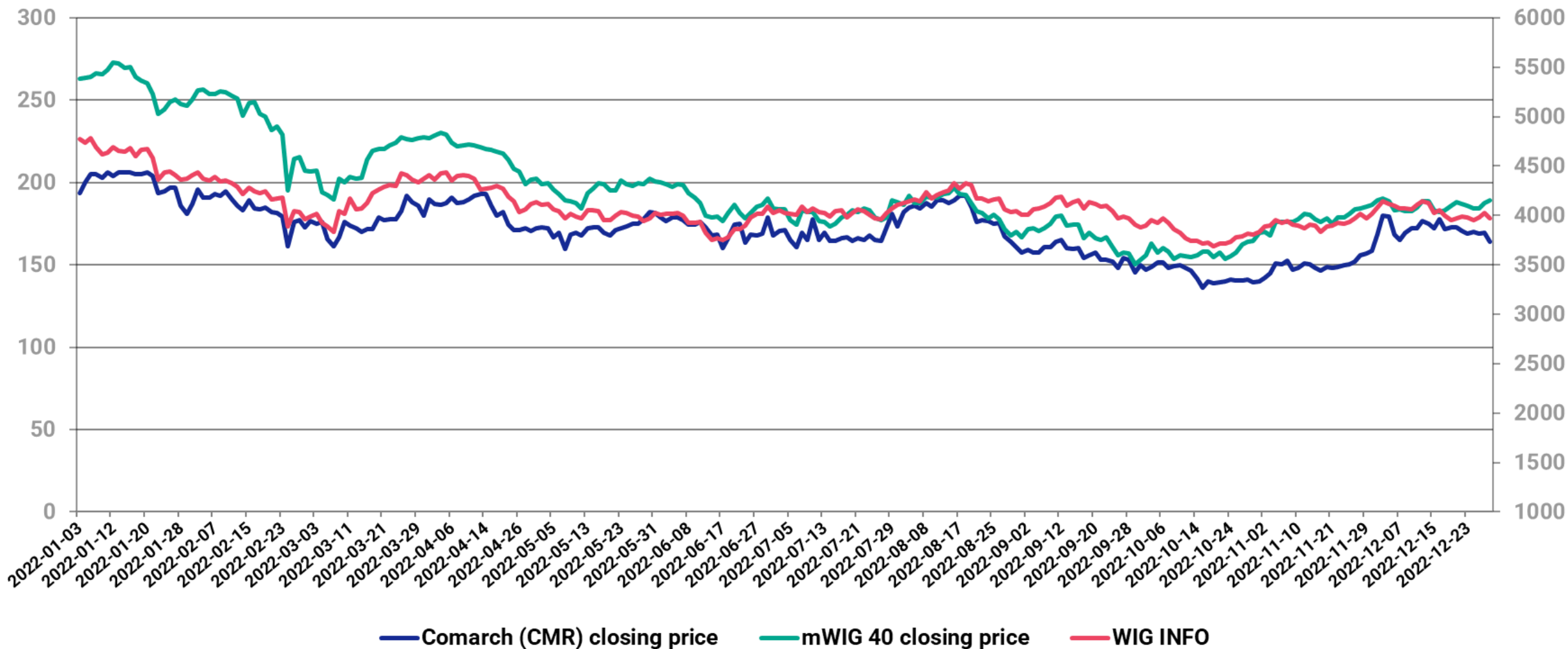
Summary

7

Comarch S.A. Share Price Performance

Comarch S.A. Share Price Performance 1.01.2022 – 31.12.2022

2022



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Thank you!





COMARCH

Developing the future

