

COMARCH

Financial Results Q1-Q3 2022

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

18th of November, 2022, Krakow



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Financial Results in Q3 and Q1-Q3 2022

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Comarch S.A. Share Price Performance

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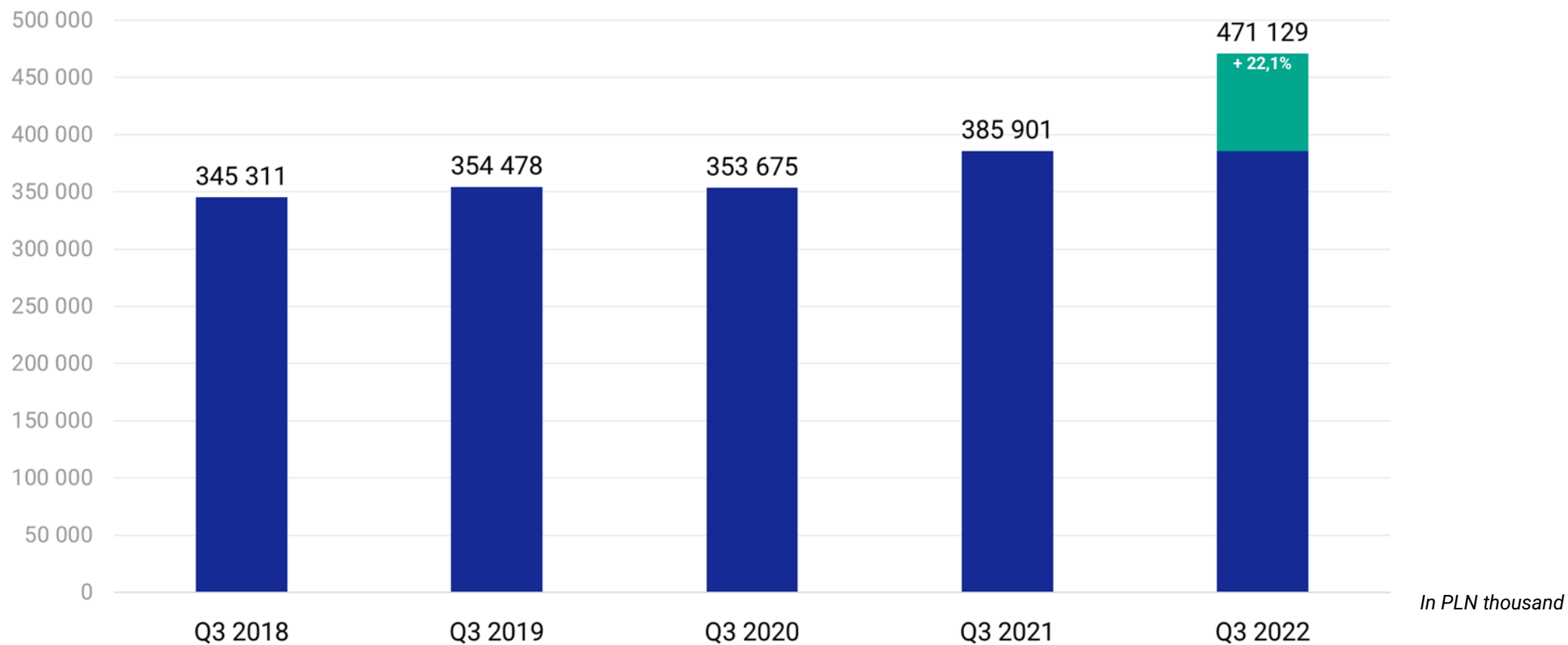
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Comarch S.A. Share Price Performance

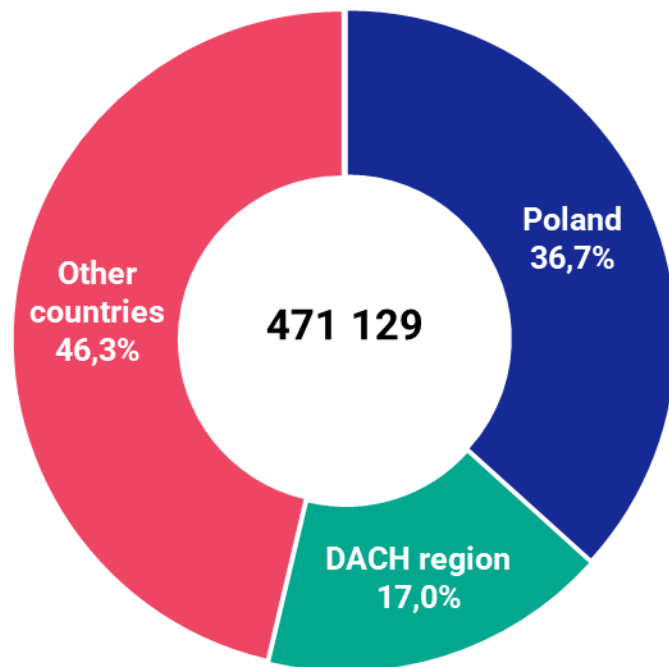
Revenue Q3 2022



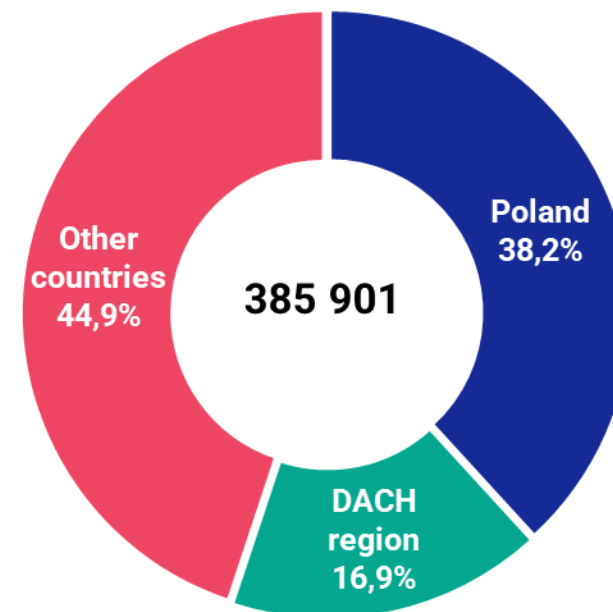
Since 2019, the data includes transformations resulting from IFRS 16. The data for 2018 have not been transformed in accordance with IFRS 16.

Geographical Sales Structure Q3 2022

Q3 2022

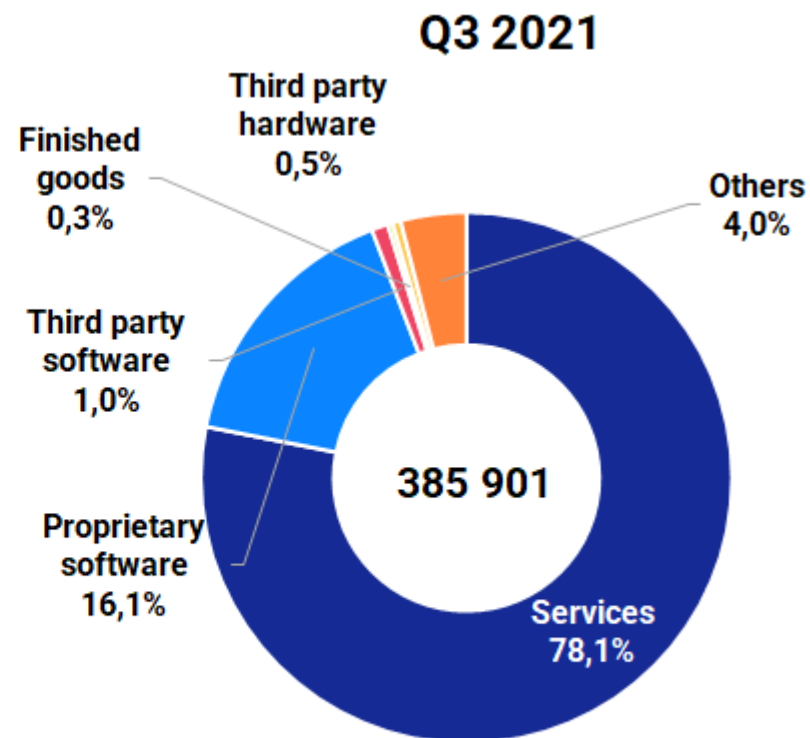
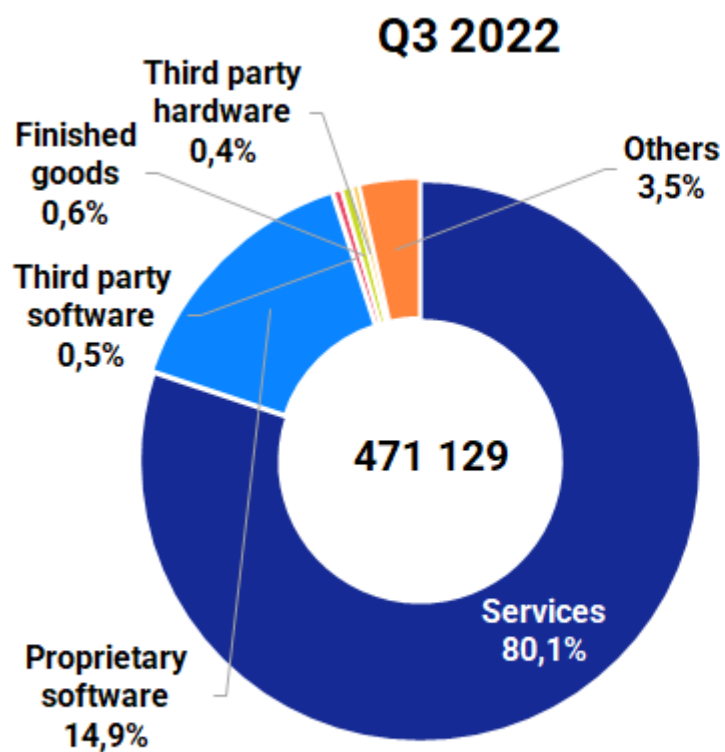


Q3 2021



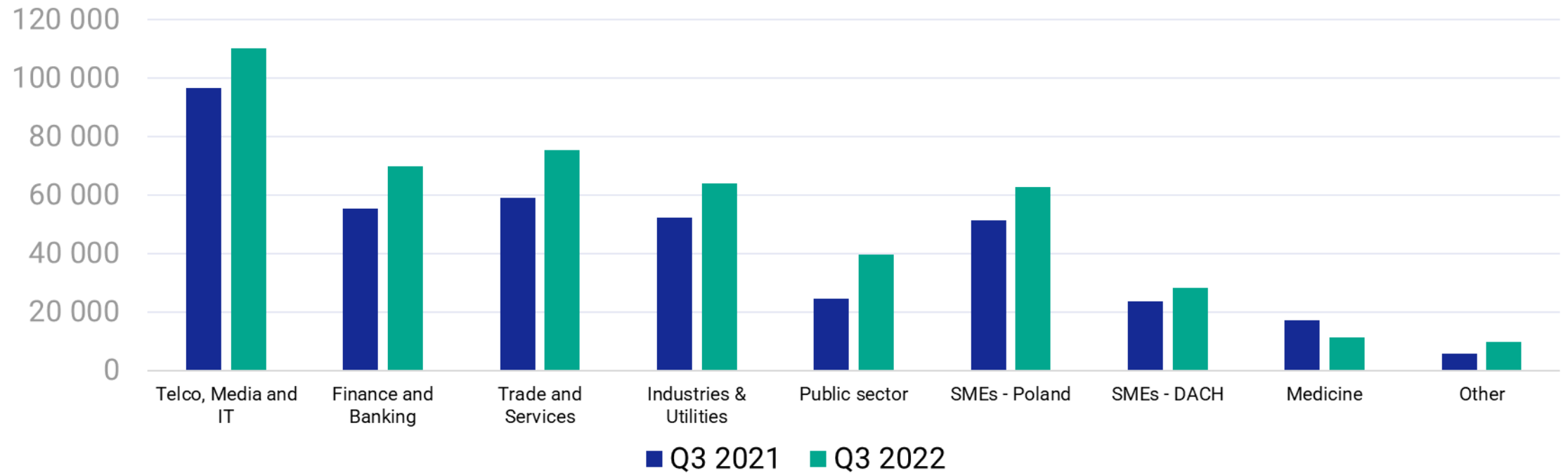
In PLN thousand

Products Sales Structure Q3 2022



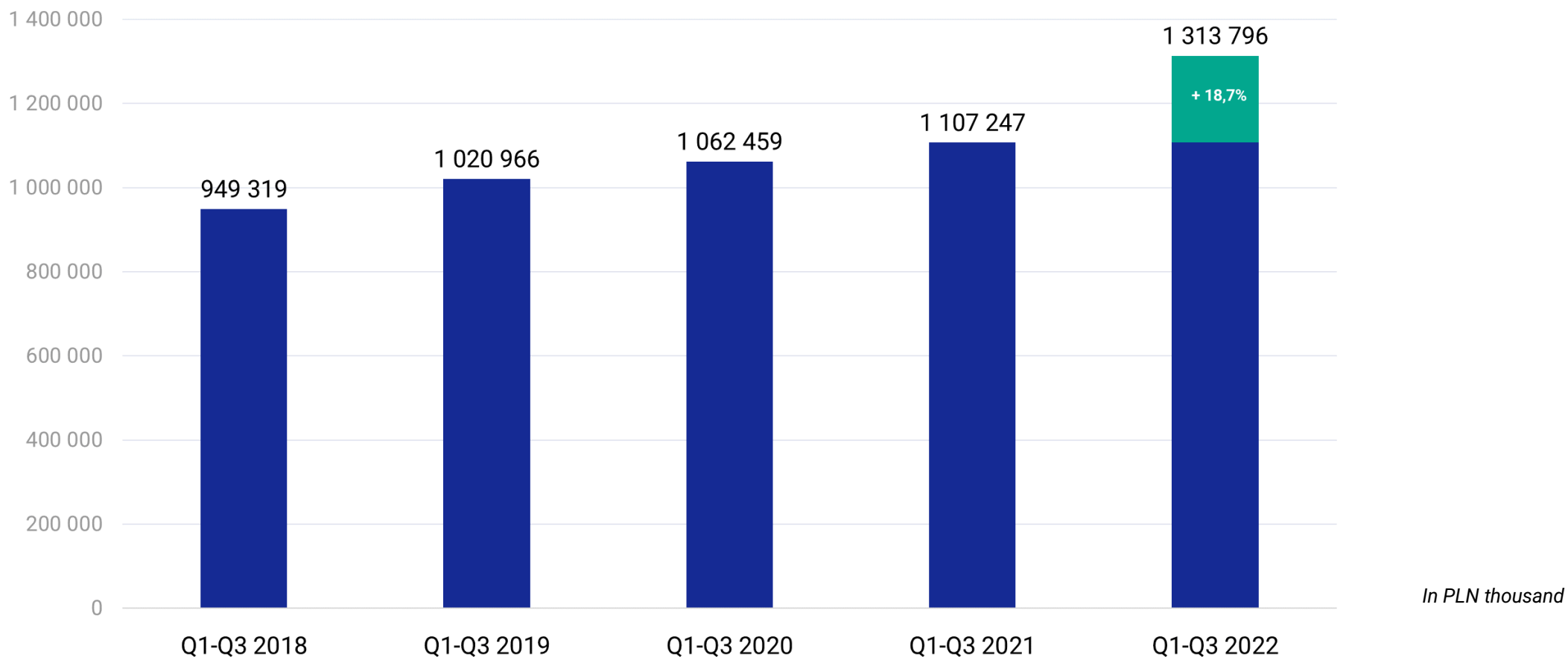
In PLN thousand

Market Sales Structure Q3 2022



In PLN thousand

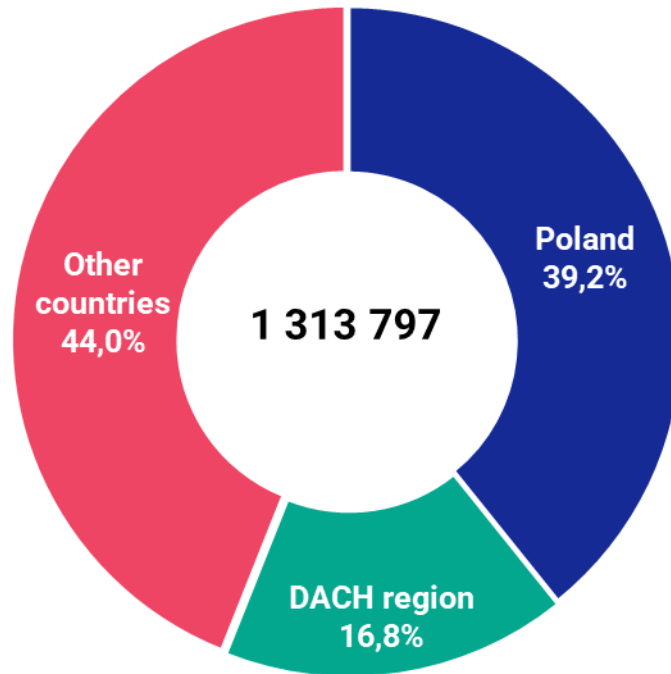
Revenue Q1-Q3 2022



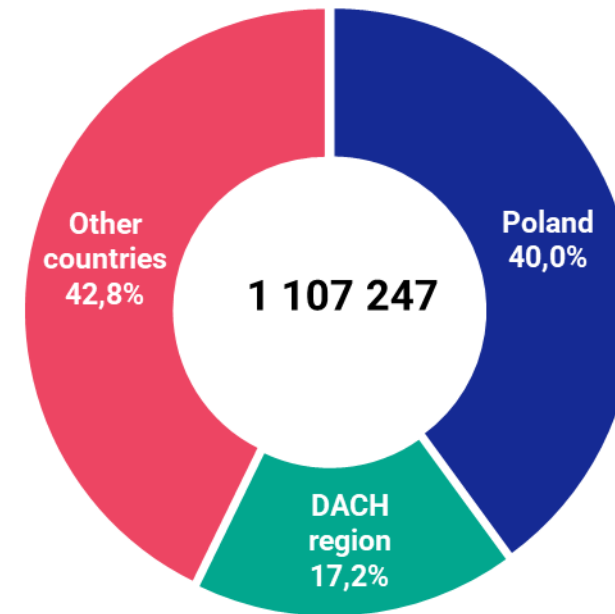
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Geographical Sales Structure Q1-Q3 2022

Q1-Q3 2022

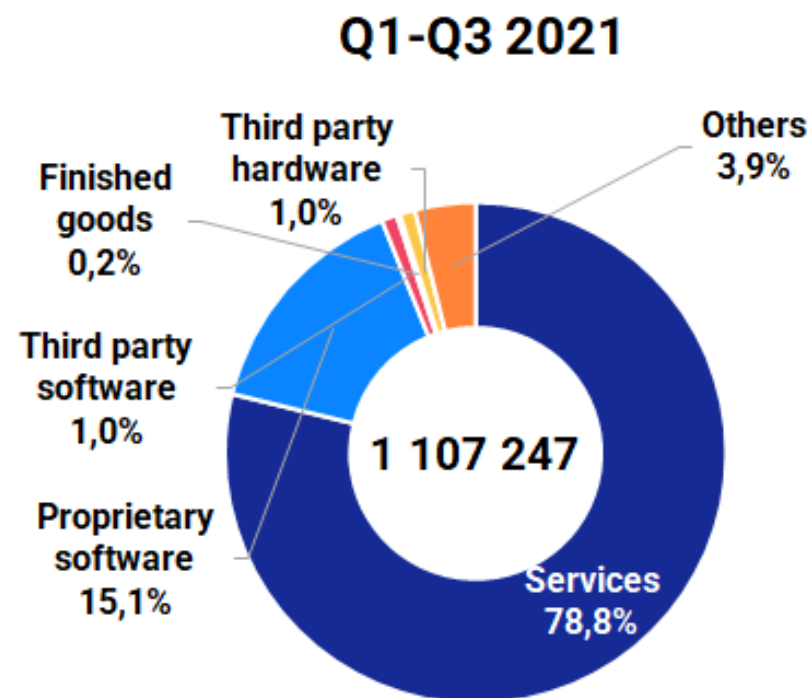
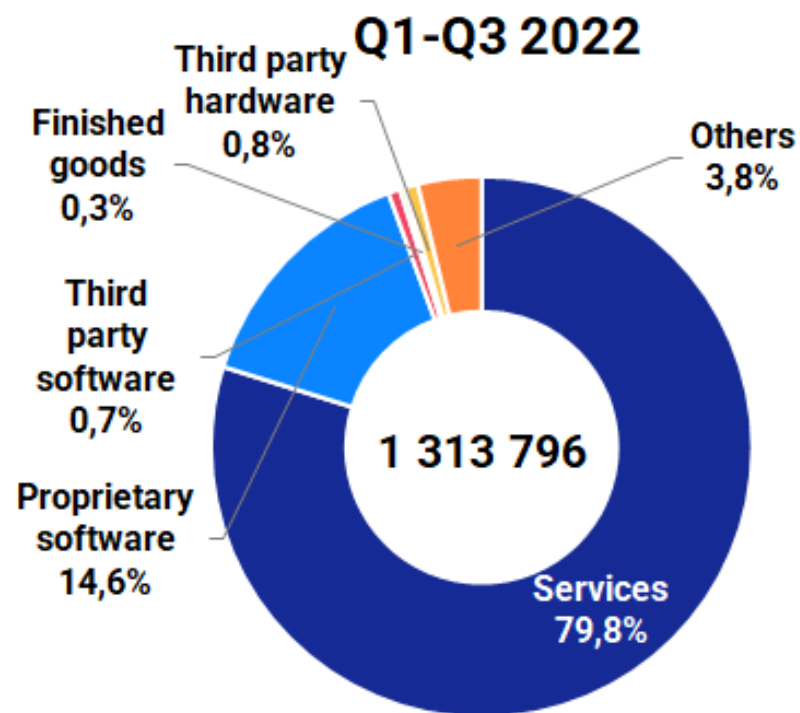


Q1-Q3 2021



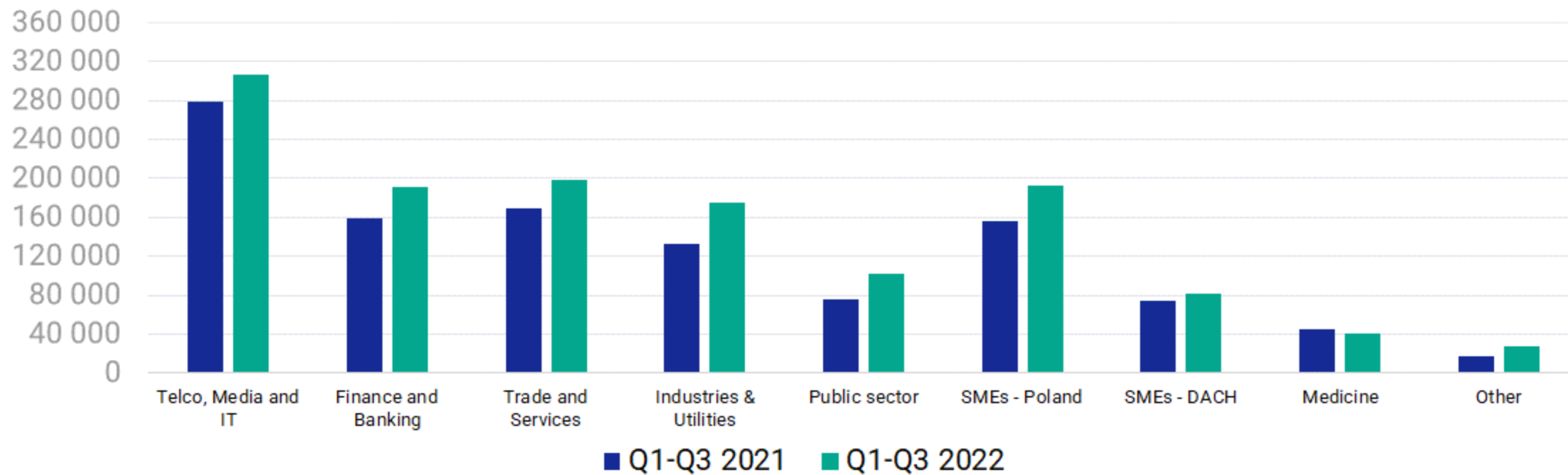
In PLN thousand

Products Sales Structure Q1-Q3 2022



In PLN thousand

Market Sales Structure Q1-Q3 2022



In PLN thousand

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Consolidated Financial Results Q3 2022

Comarch Group	Q3 2022	Q3 2021
Revenue	471 129	385 901
Operating profit	60 311	58 915
Net profit attributable to the Company's shareholders	27 894	30 299

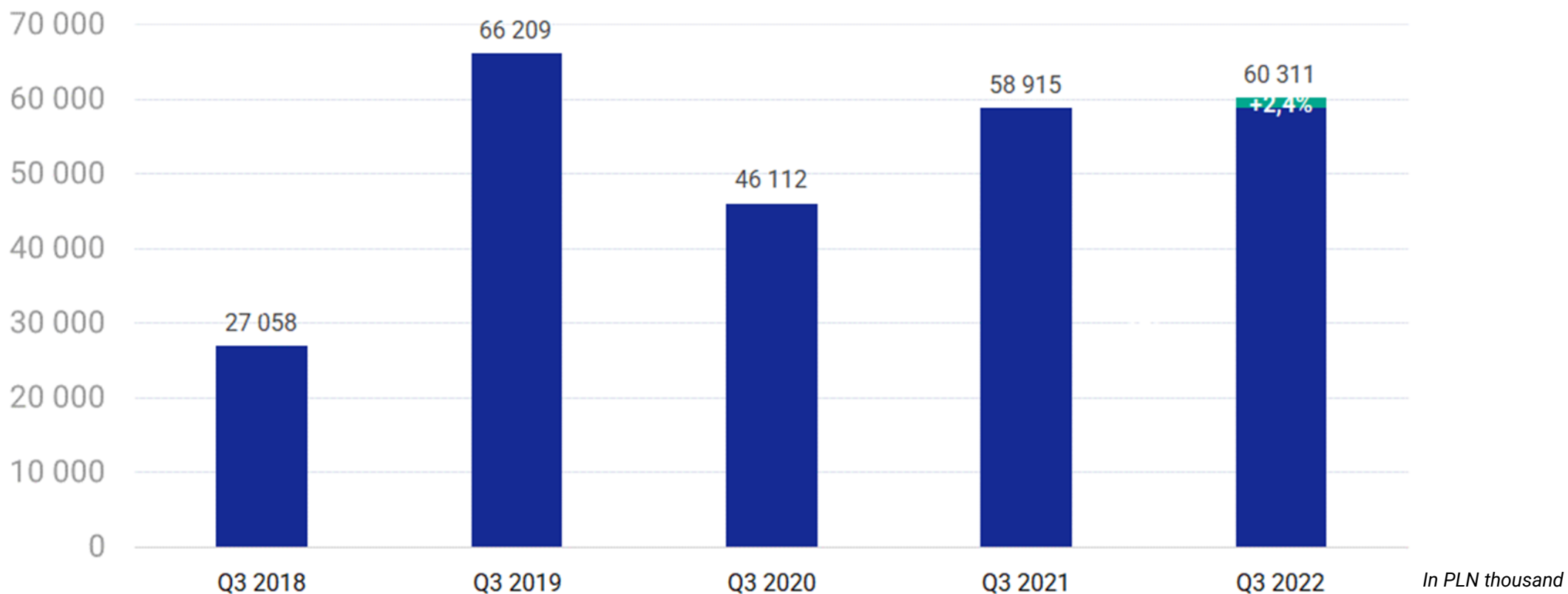
In PLN thousand

Impact of Exchange Rates on the Results of Q3 2022

Exchange Differences	Q3 2022	Q3 2021
Balance sheet valuation of receivables and trade liabilities	27 767	9 606
Impact on the financing activities	-10 747	-3 485
Balance sheet valuation of financial instruments, credits, due to disposal of financial assets, due to currency translation differences	-18 975	-13 064

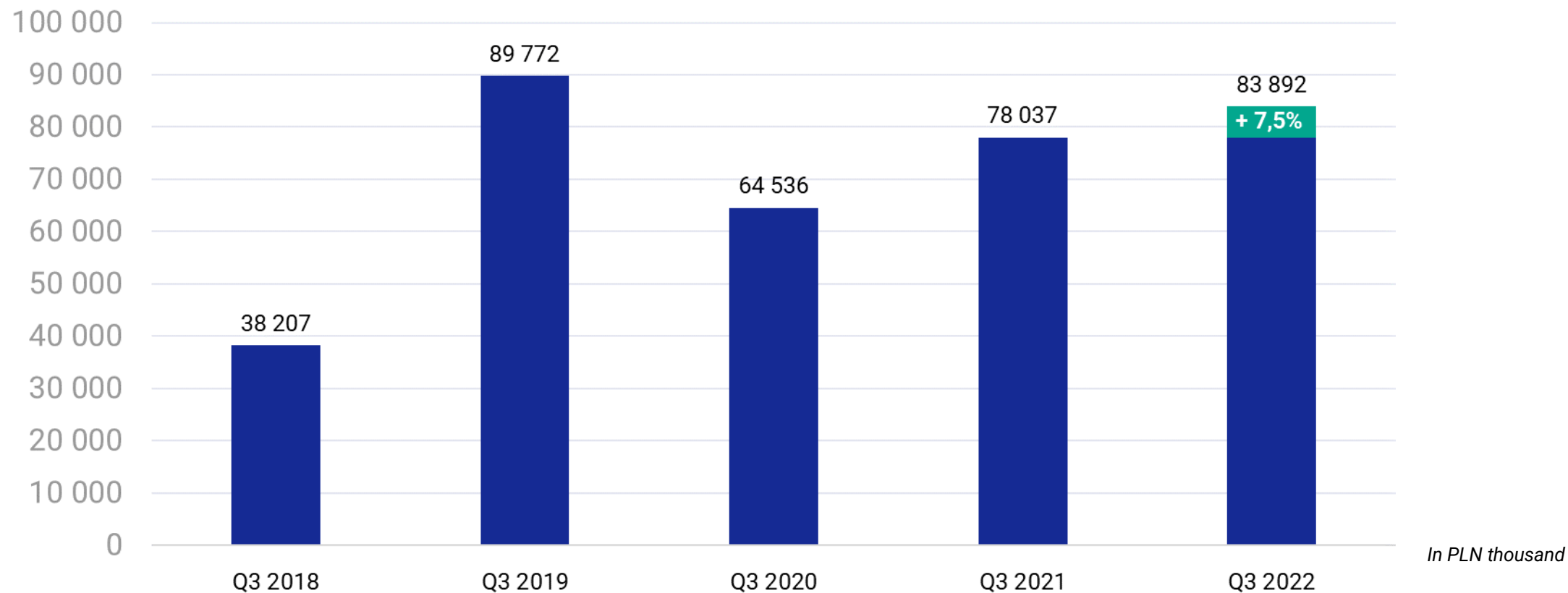
In PLN thousand

Comarch Group EBIT Q3 2022



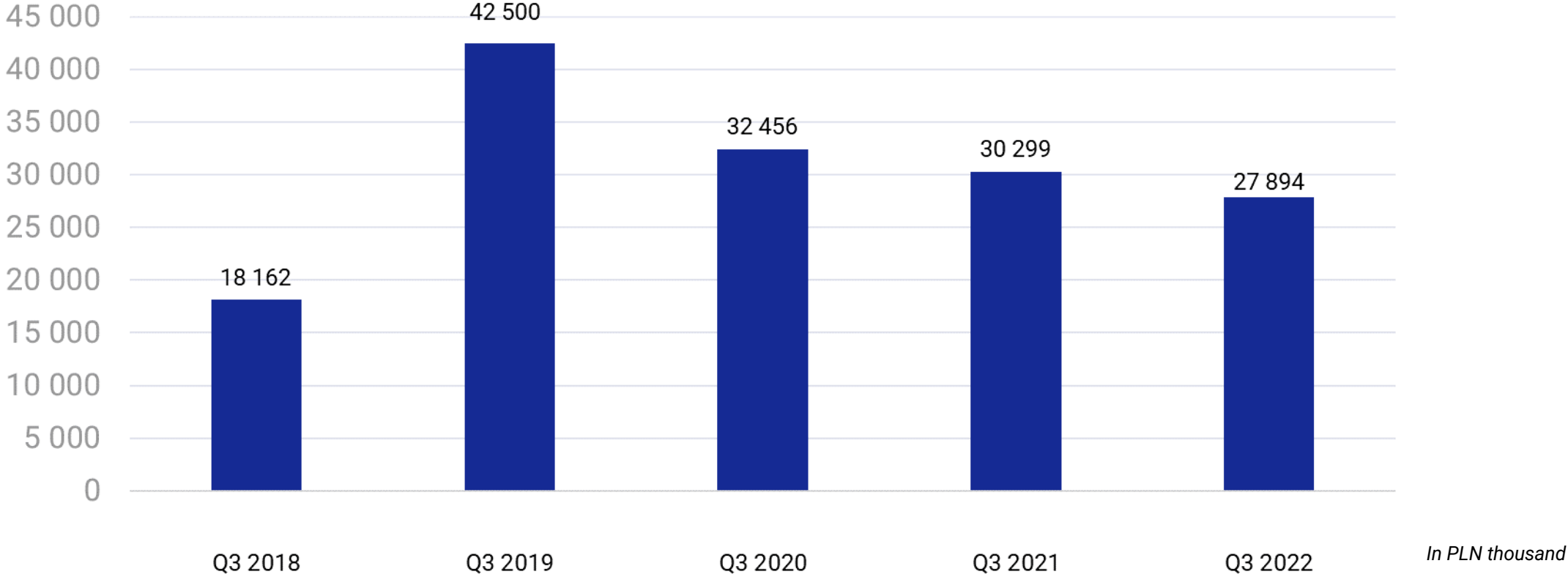
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Comarch Group EBITDA Q3 2022



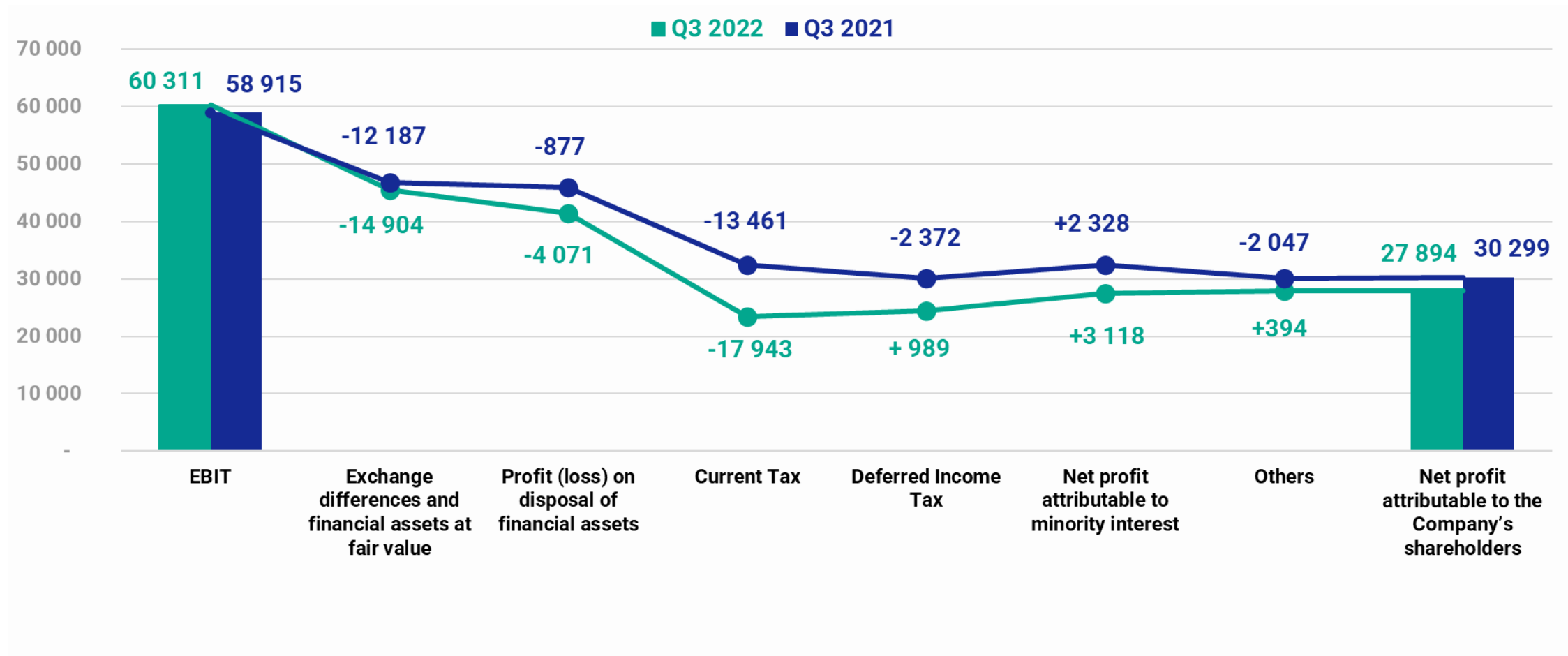
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Net Profit Attributable to the Company's Shareholders Q3 2022



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EBIT vs. Net Profit Q3 2022



In PLN thousand

Consolidated Financial Results Q1-Q3 2022

Comarch Group	Q1-Q3 2022	Q1-Q3 2021
Revenue	1 313 796	1 107 247
Operating profit	131 457	123 762
Net profit attributable to the Company's shareholders	72 684	84 882

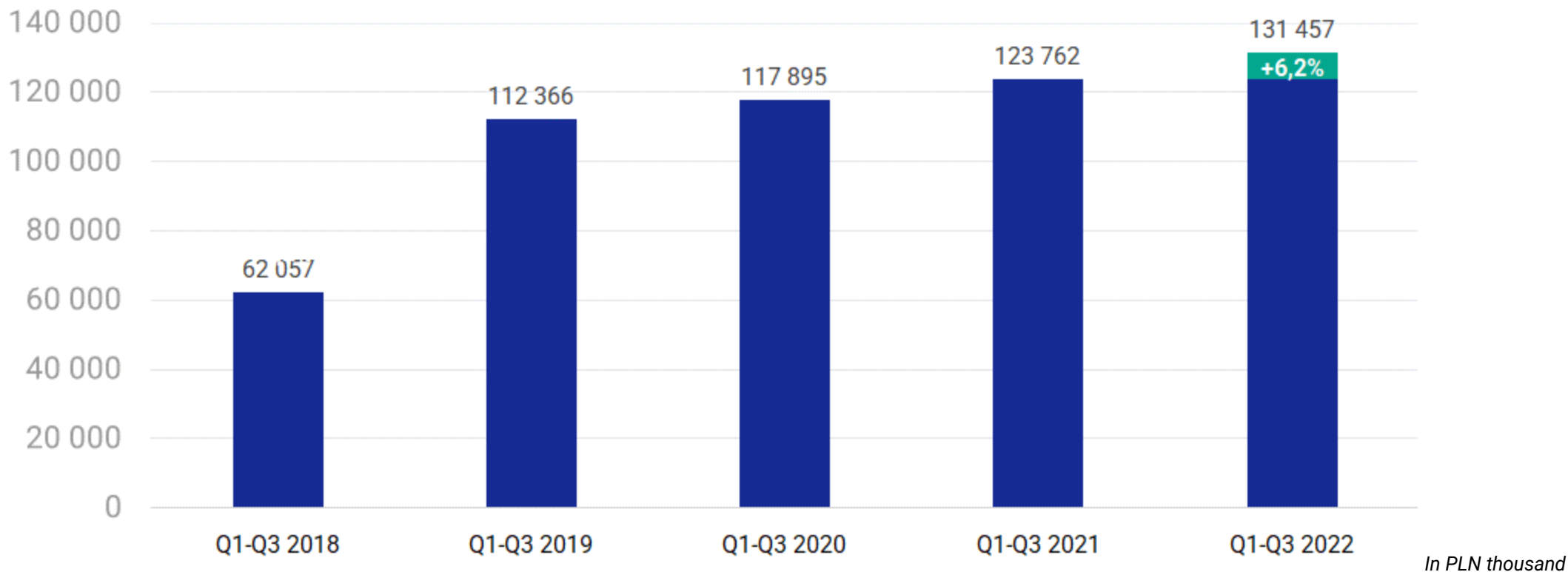
In PLN thousand

Impact of Exchange Rates on the Results of Q1-Q3 2022

Exchange Differences	Q1-Q3 2022	Q1-Q3 2021
Balance sheet valuation of receivables and trade liabilities	46 323	5 354
Impact on the financing activities	-15 823	-506
Balance sheet valuation of financial instruments, credits, due to disposal of financial assets, due to currency translation differences	-29 882	473

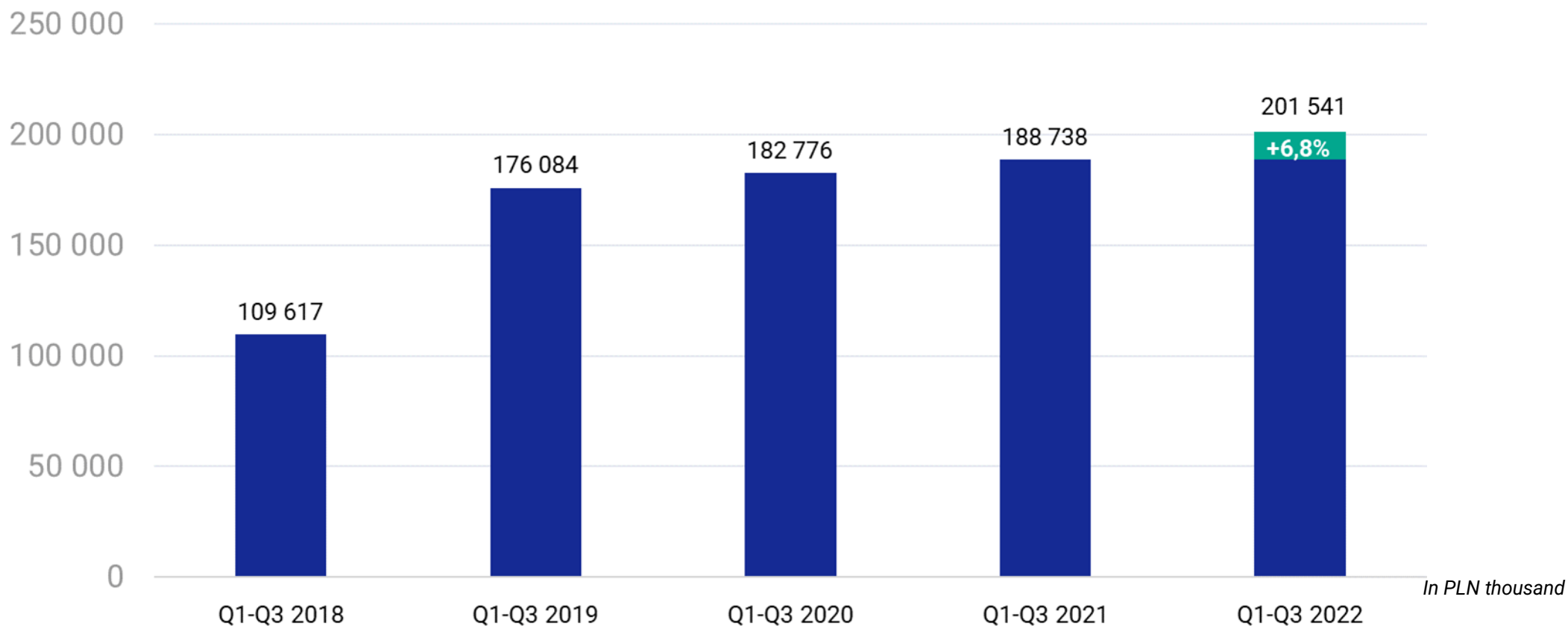
In PLN thousand

Comarch Group EBIT Q1-Q3 2022



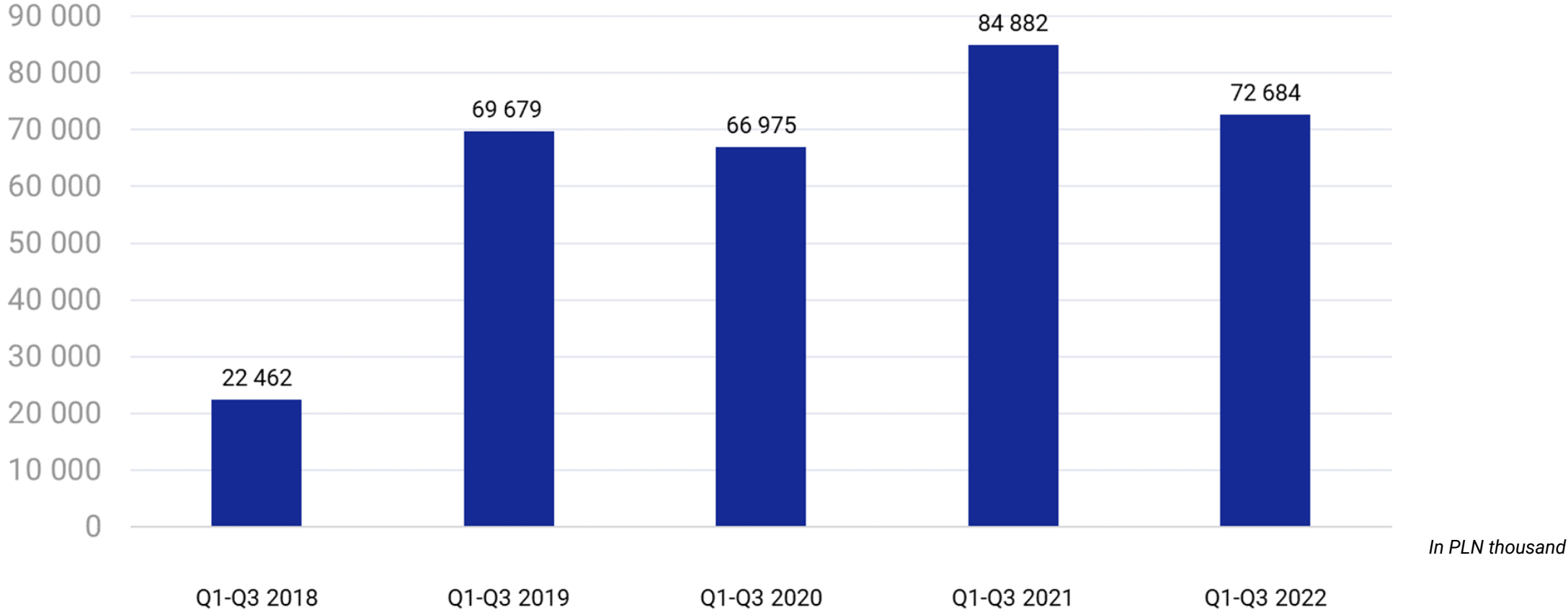
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Comarch Group EBITDA Q1-Q3 2022



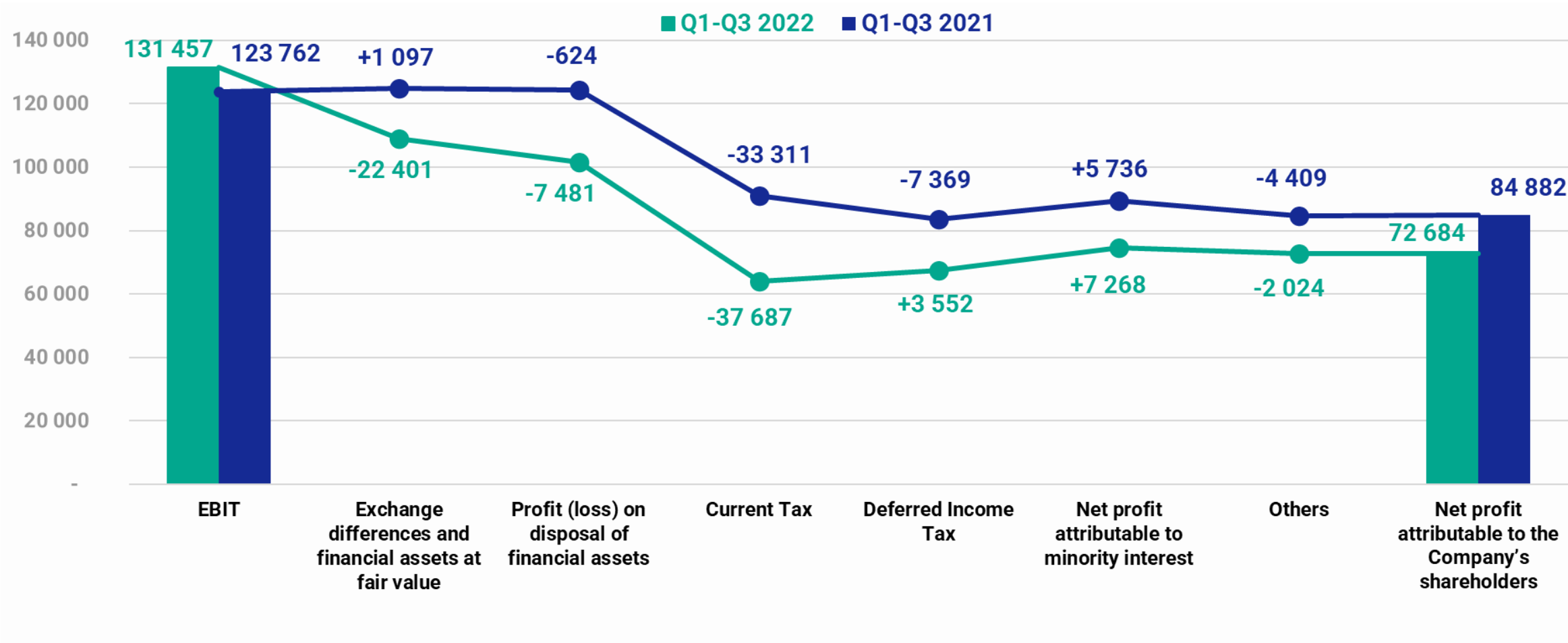
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Net Profit Attributable to the Company's Shareholders Q1-Q3 2022



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EBIT vs. Net Profit Q1-Q3 2022



In PLN thousand

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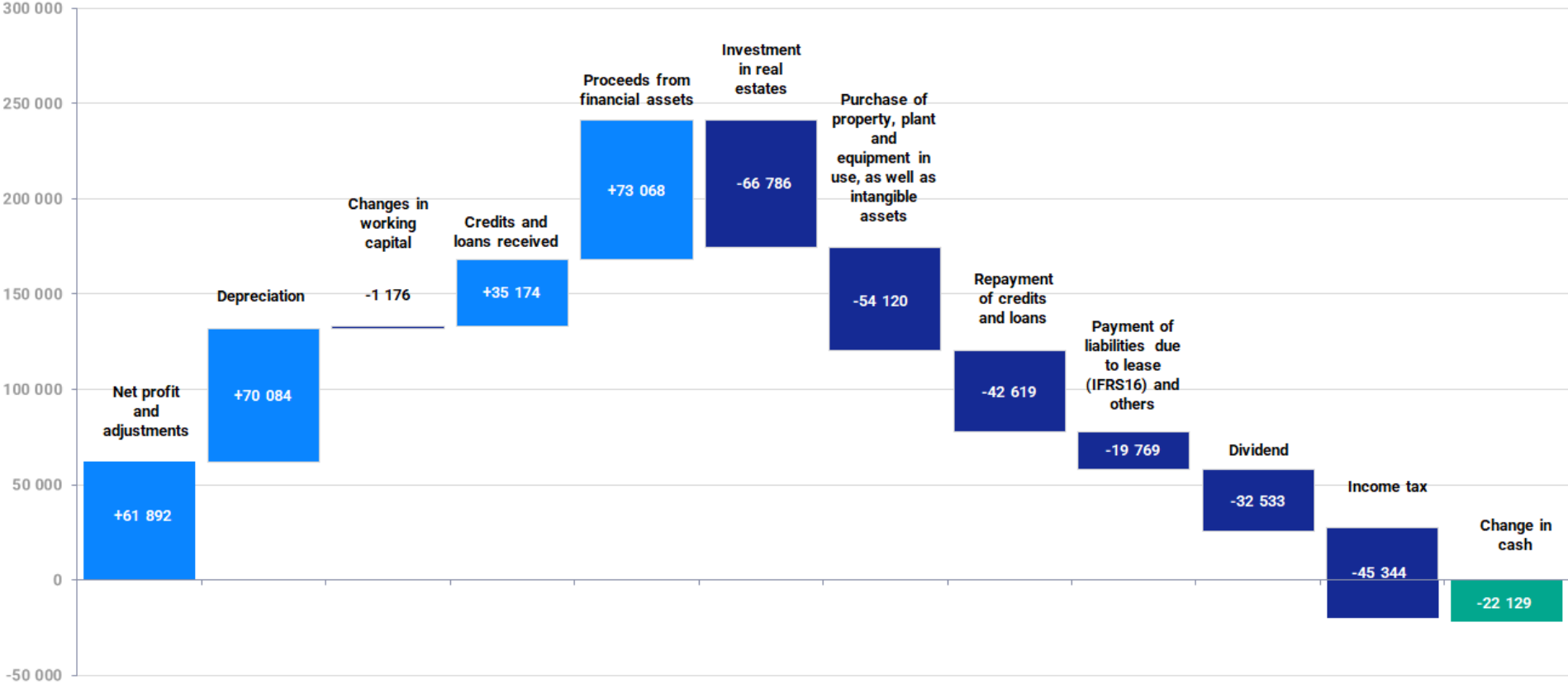
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Cash Flow Q1-Q3 2022



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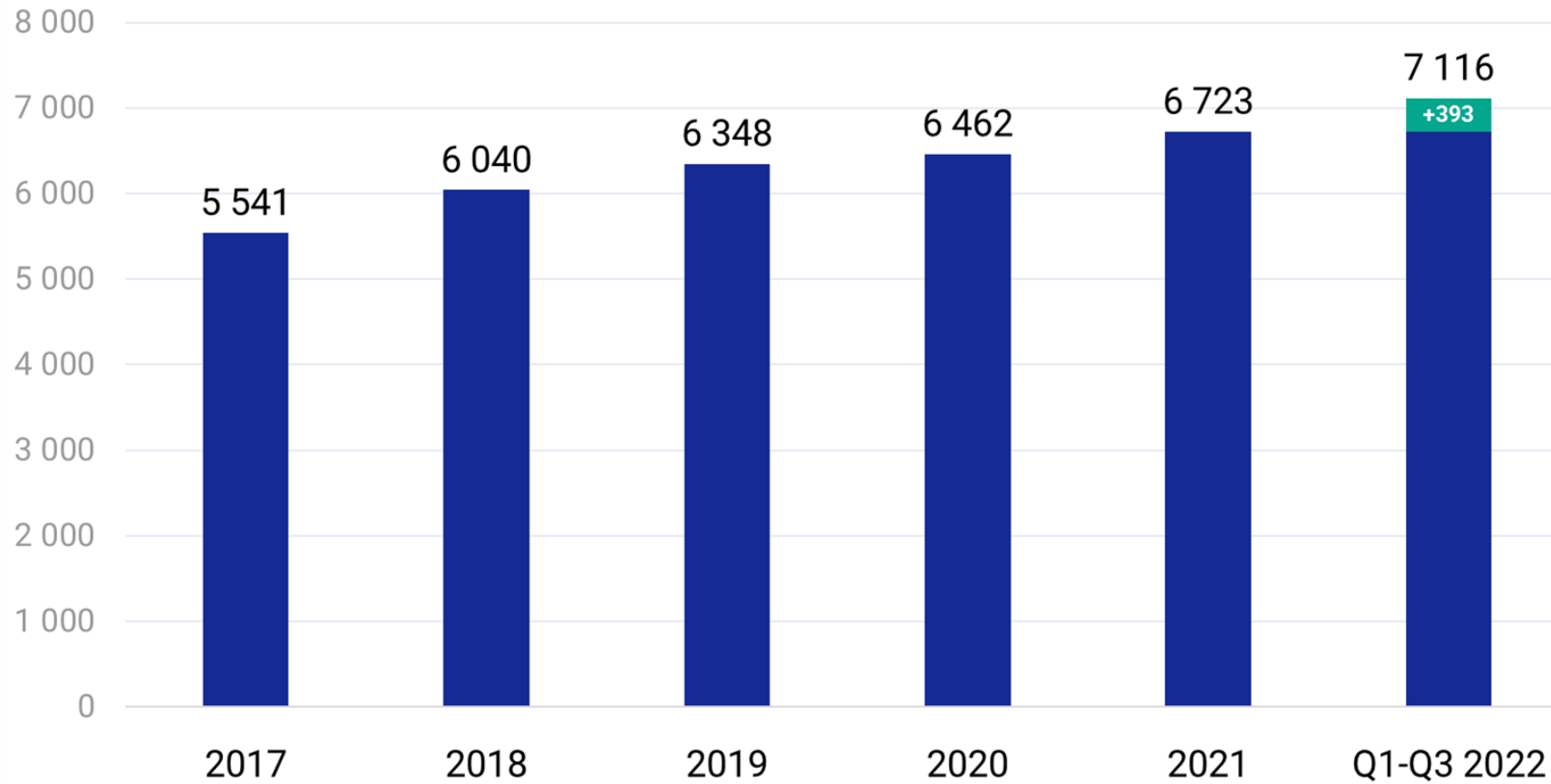
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Comarch S.A. Share Price Performance

Comarch Group Human Resources



Human Resources

- As at the 30th of September, 2022, the Comarch Group employed 7,116 people, i.e. 393 people more than as at the 31st of December, 2021.
- The wage fund in the Comarch Group increased by 19.9% in the reporting period compared to the first three quarters of 2021. In Q3 2022 the wage fund increased by 23.4% compared to Q3 2021.

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Comarch S.A. Share Price Performance

Investment

- In Q1-Q3 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 19.8% of revenue
- 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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Comarch S.A. Share Price Performance

Summary Q1-Q3 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. 20%.
- 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 2022 is now more than 14% higher than it was at the same time, year ago, for 2021
- 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. The value of new contracts won in Q4 2022 will be of key importance

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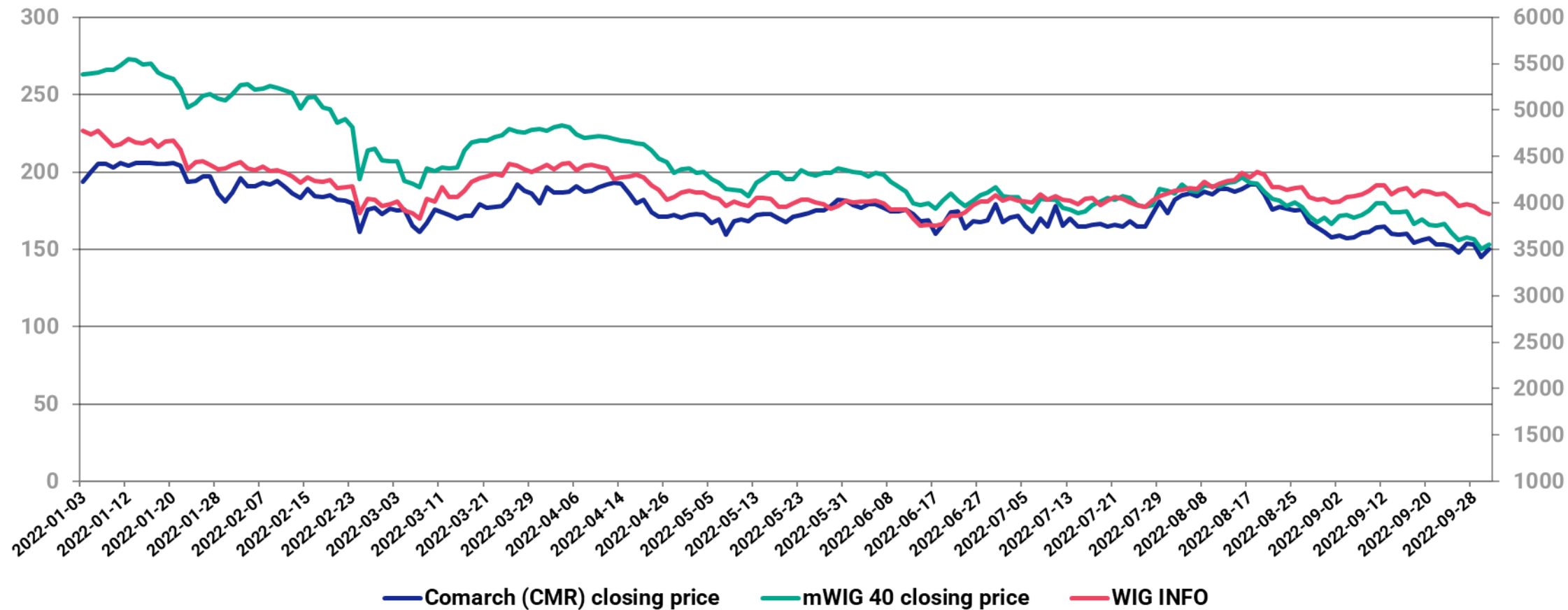
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Comarch S.A. Share Price Performance

Comarch S.A. Share Price Performance 1.01.2022 – 30.09.2022

Q1-Q3 2022



COMARCH

Thank you!

