

COMARCH

Financial Results H1 2023

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

1st of September, 2023, Kraków



Agenda

1

Revenue

2

Financial Results in Q2 and H1 2023

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price and Stock Index Performance

Agenda

1

Revenue

2

Financial Results in Q2 and H1 2023

3

Cash Flow

4

Human Resources

5

Investment

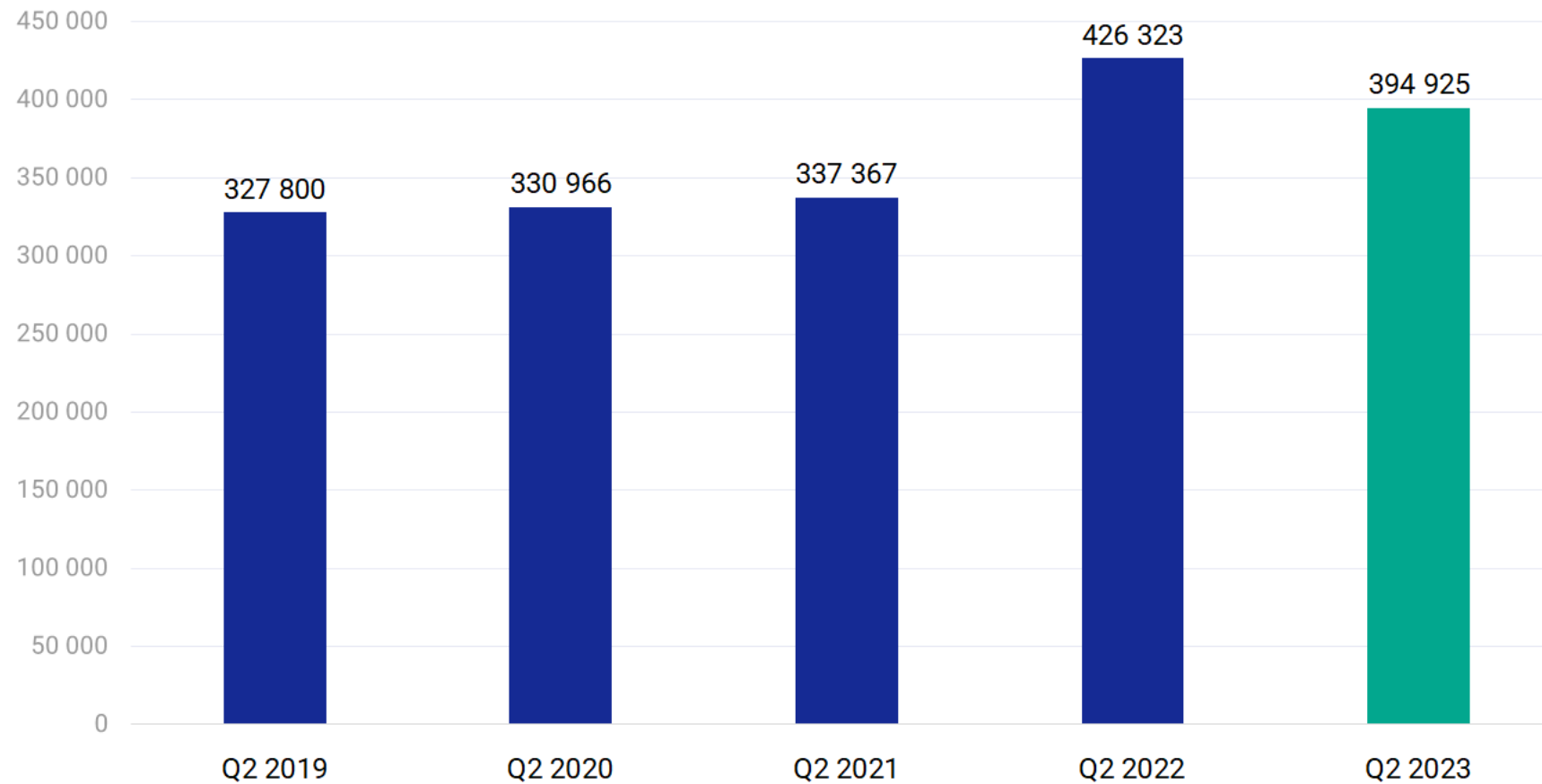
6

Summary

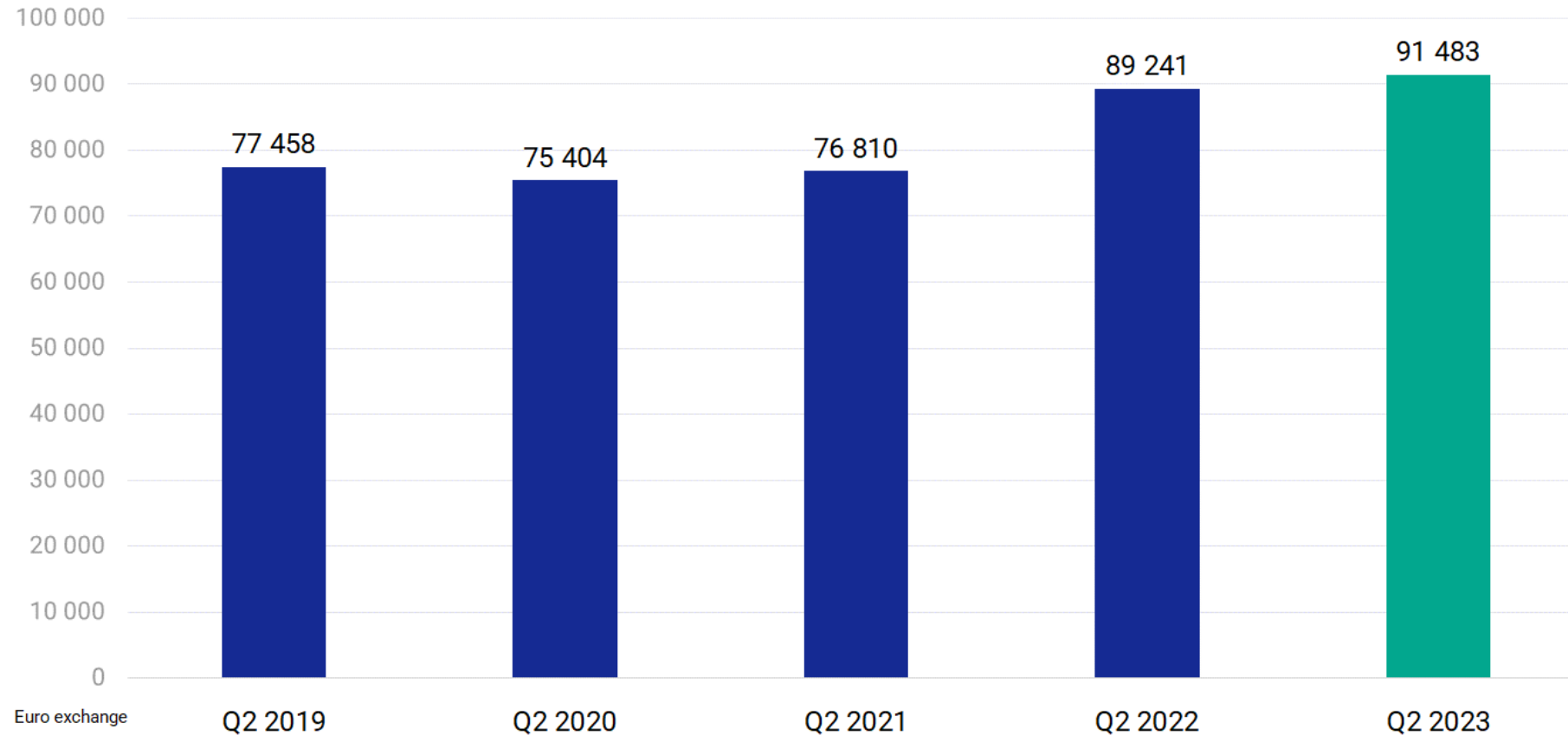
7

Comarch S.A. Share Price and Stock Index Performance

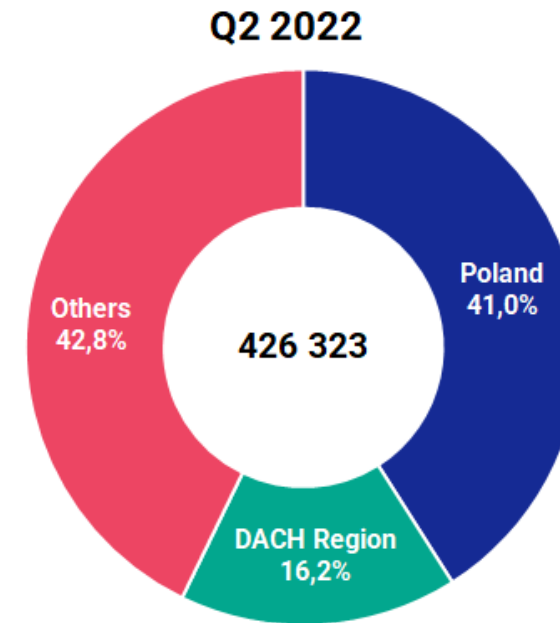
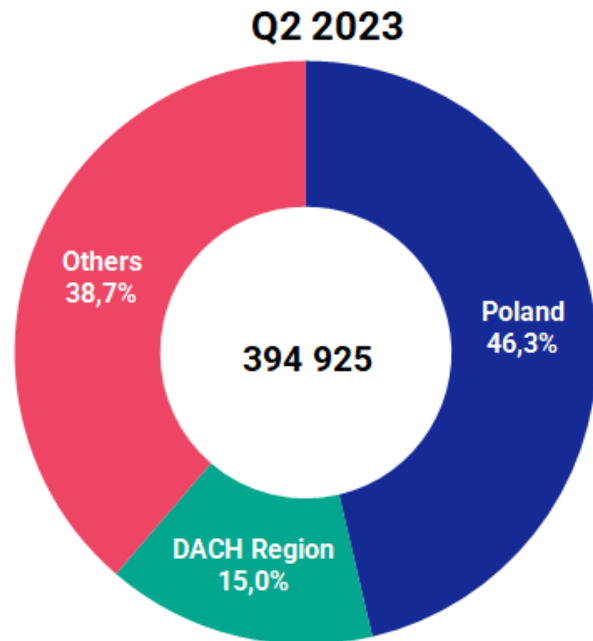
Revenue Q2 2023 – in thousand PLN



Revenue Q2 2023 – in EUR thousand, excluding foreign exchange differences

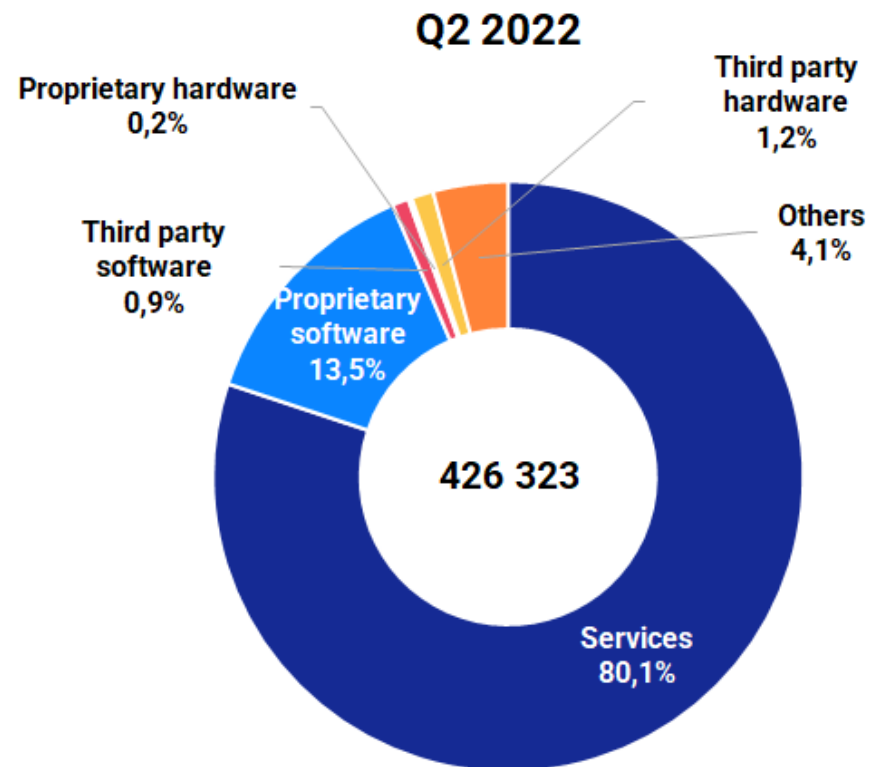
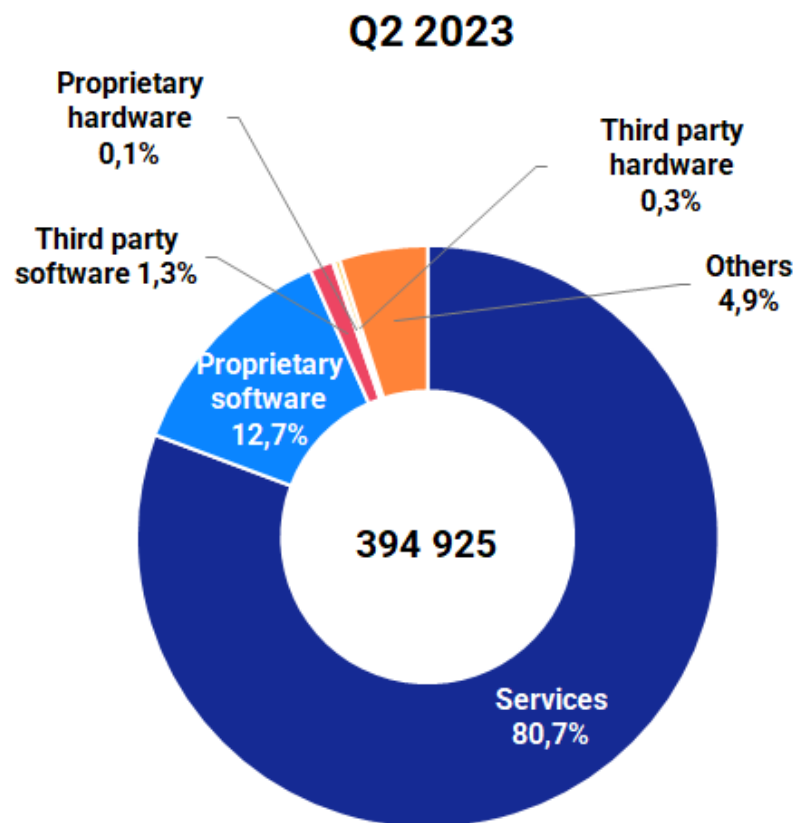


Geographical Sales Structure Q2 2023



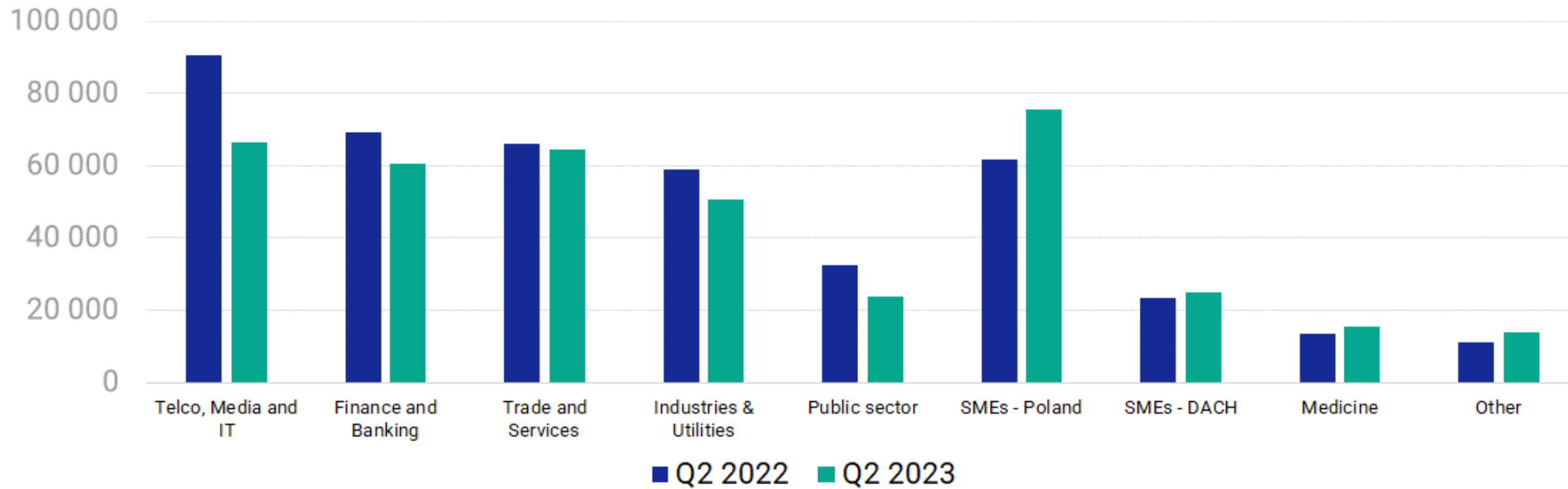
In PLN thousand

Product Sales Structure Q2 2023



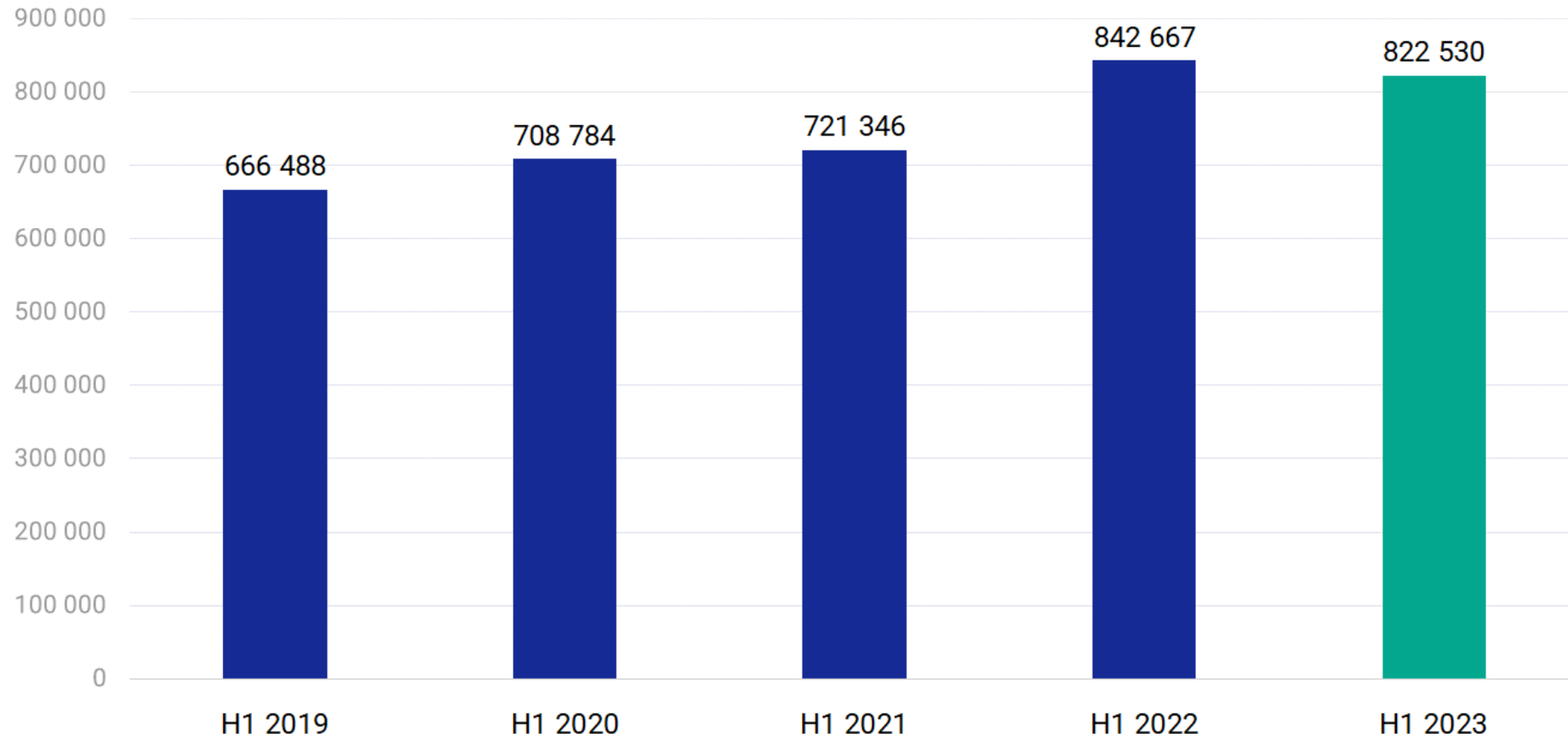
In PLN thousand

Market Sales Structure Q2 2023

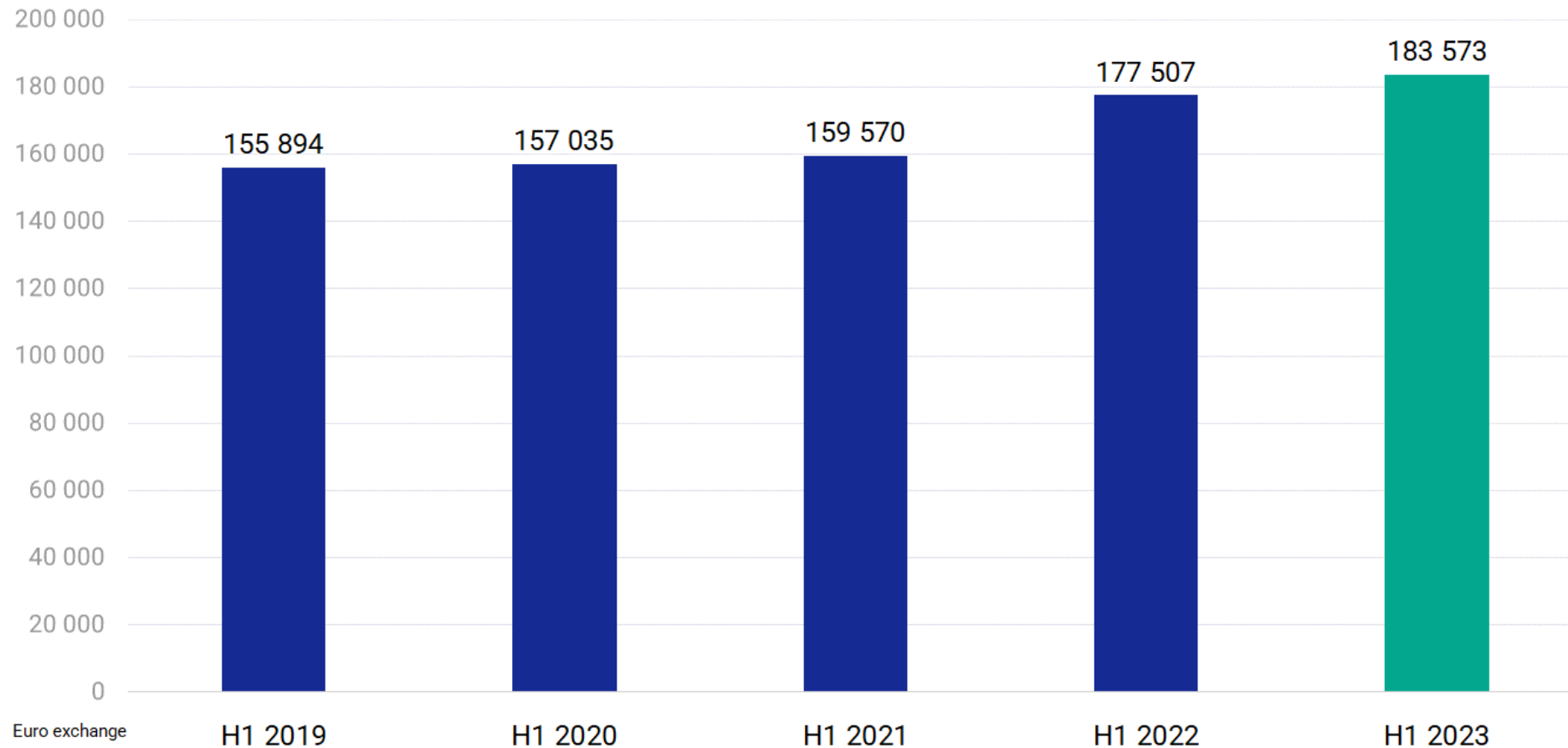


In PLN thousand

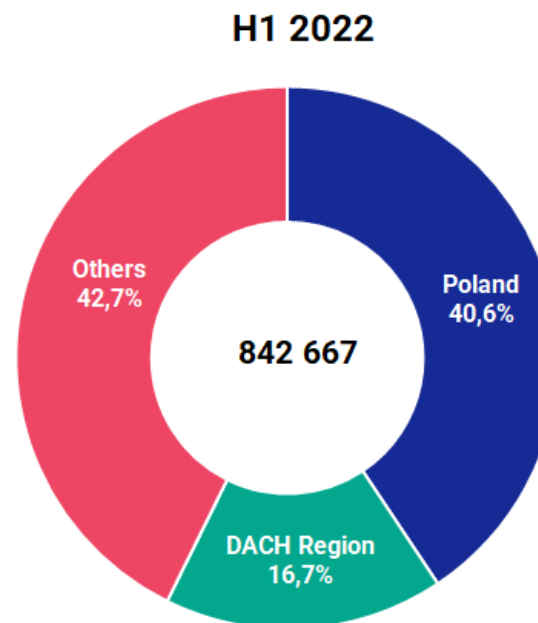
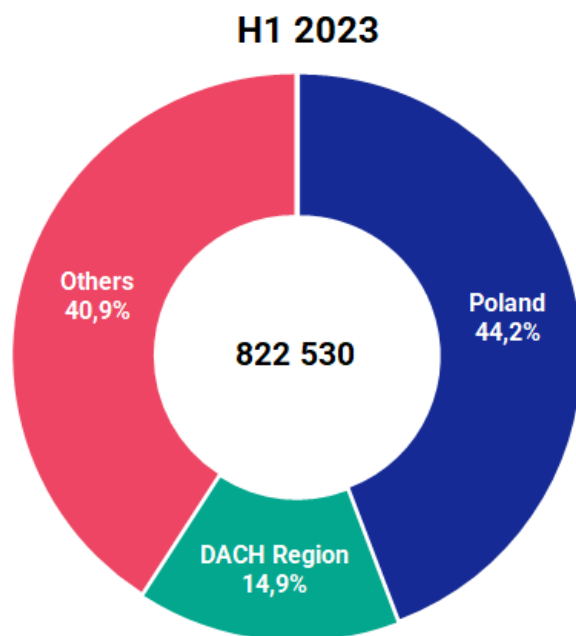
Revenue H1 2023 – in PLN thousand



Revenue H1 2023 – in EUR thousand, excluding foreign exchange differences

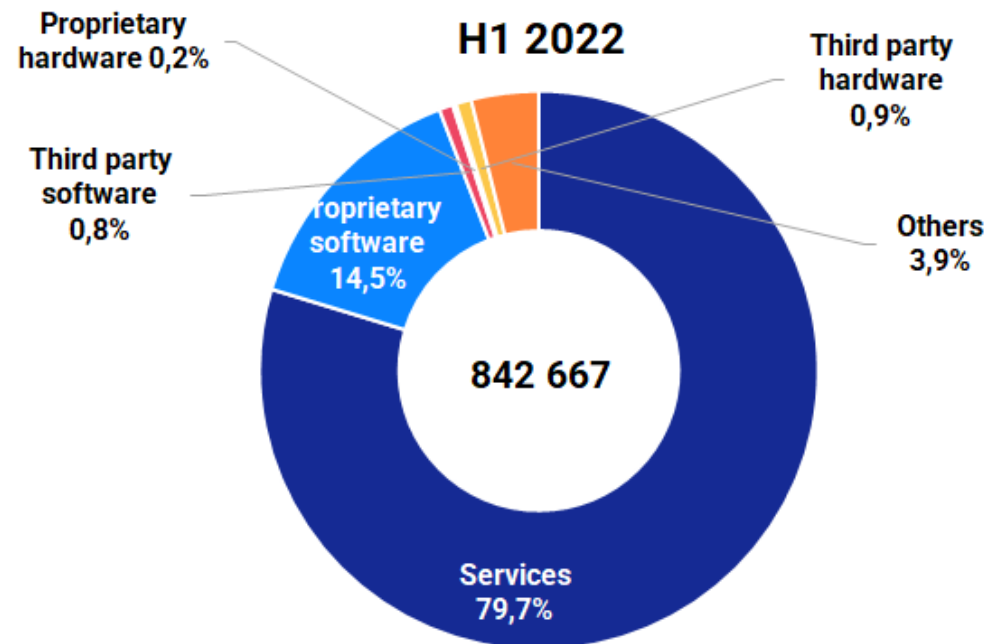
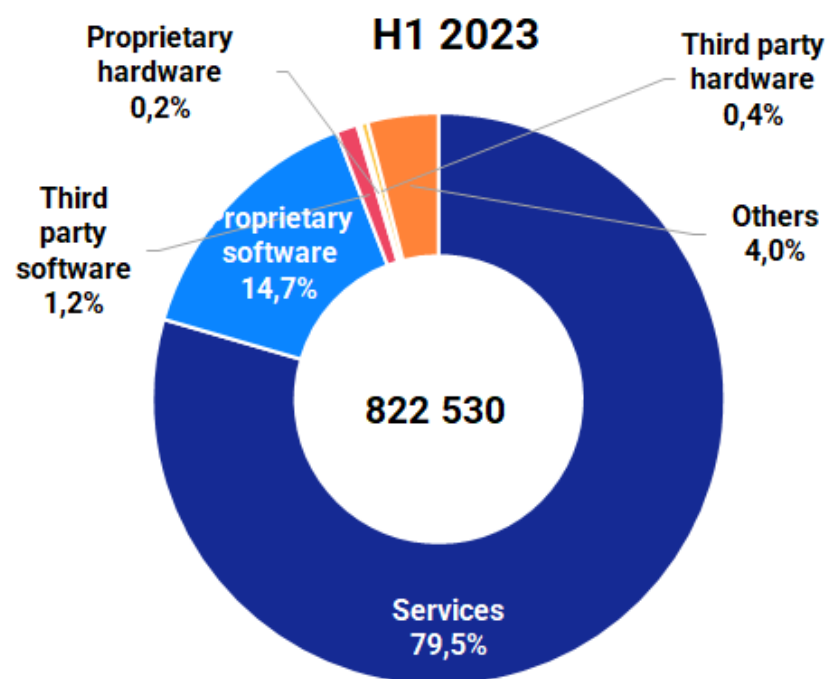


Geographical Sales Structure H1 2023



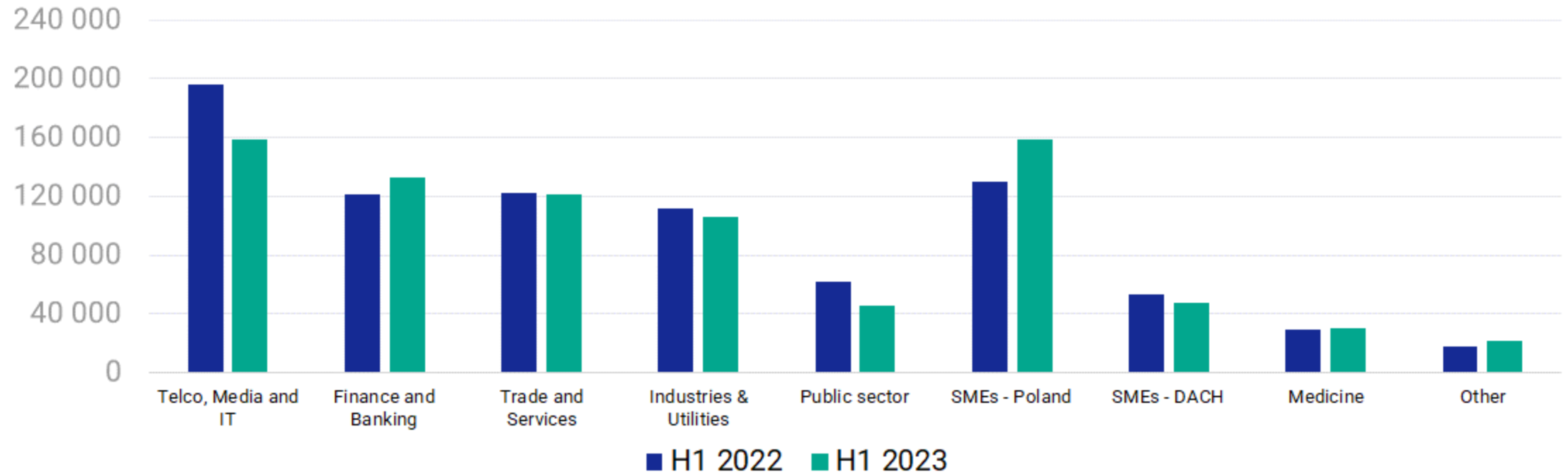
In PLN thousand

Product Sales Structure H1 2023



In PLN thousand

Market Sales Structure H1 2023



In PLN thousand

Agenda

1

Revenue

2

Financial Results in Q2 and H1 2023

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price and Stock Index Performance

Consolidated Financial Results Q2 2023

Comarch Group	Q2 2023	Q2 2022
Revenue	394 925	426 323
Operating profit	4 532	28 330
Net profit attributable to the Company's shareholders	26 740	12 351

In PLN thousand

COMARCH

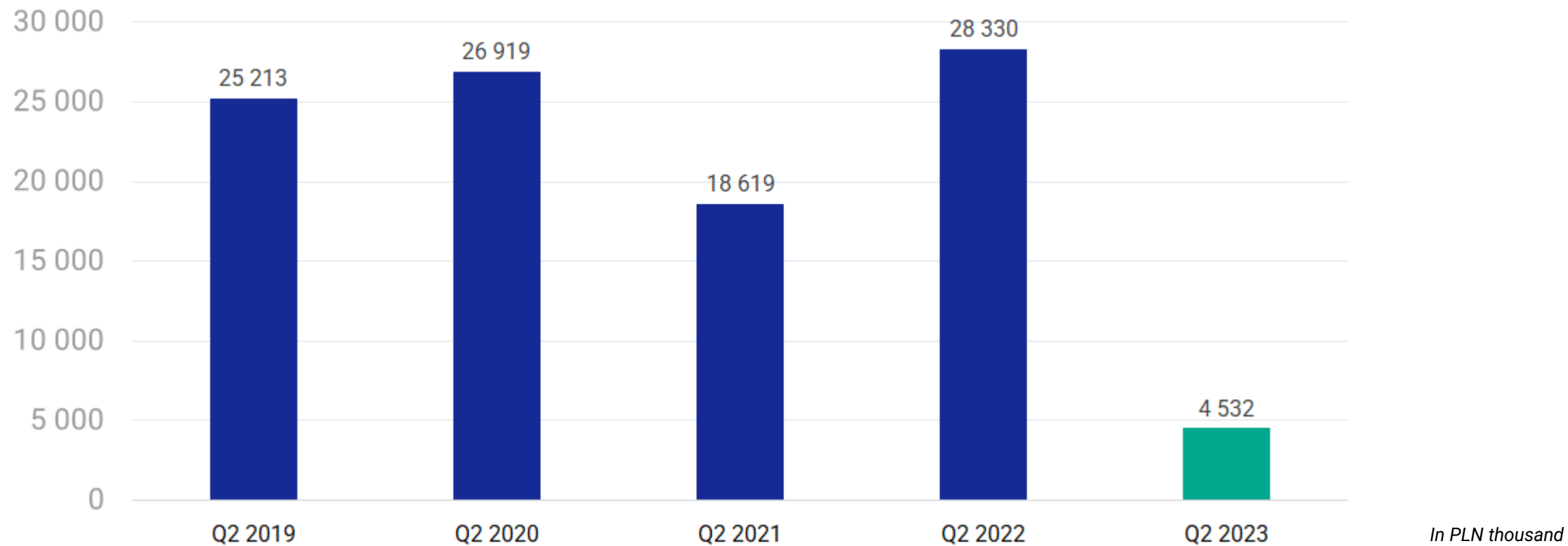
Impact of Changes in Exchange Rates on the Financial Results in Q2 2023

	Q2 2023	Q2 2022
Impact on revenue (exchange differences on receivables)	-19 089	12 415

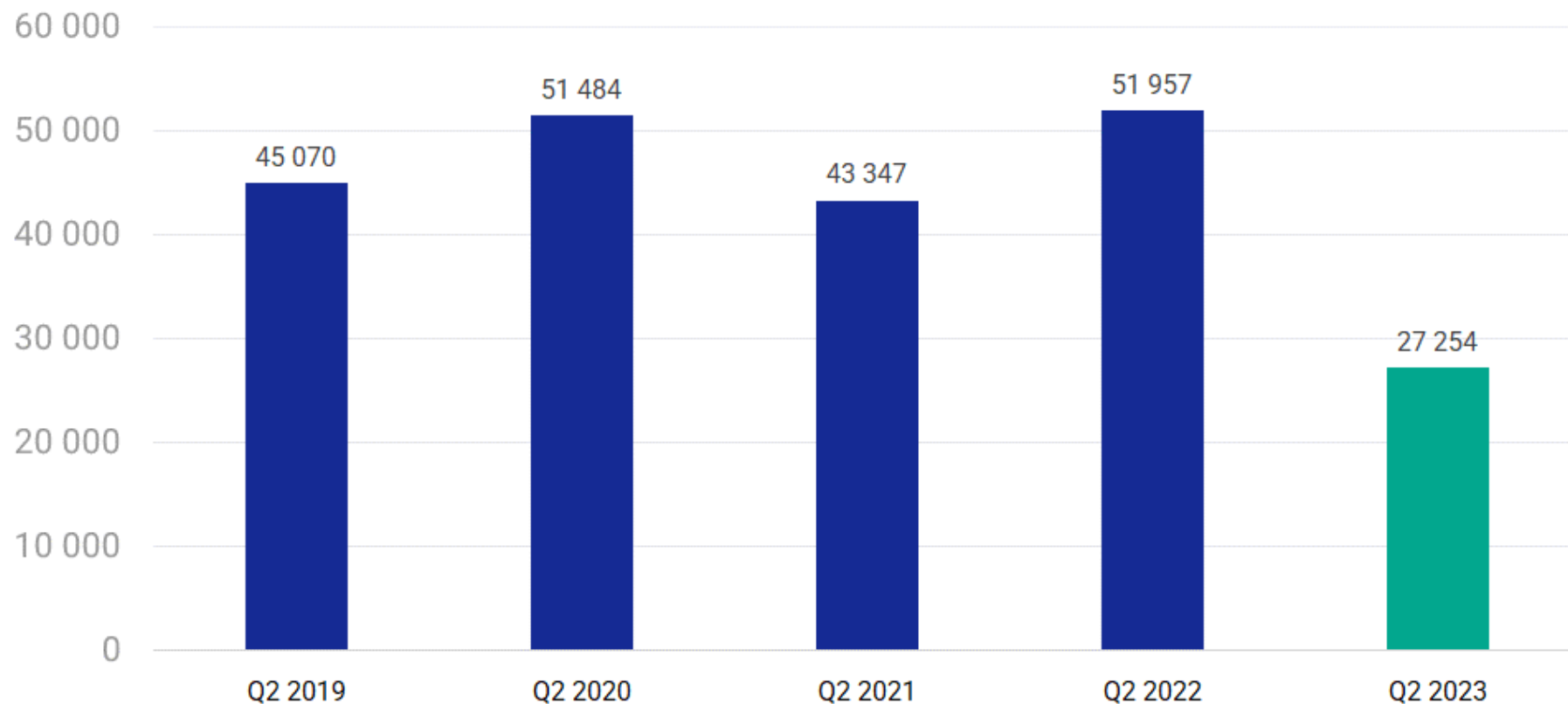
	Q2 2023	Q2 2022
Impact on the operating result (exchange differences on receivables and payables)	-19 890	8 571
Impact on the result on financial activities (including valuation of financial instruments and loans)	26 579	-13 939
Impact on the net result	6 689	-5 368

In PLN thousand

Comarch Group EBIT Q2 2023

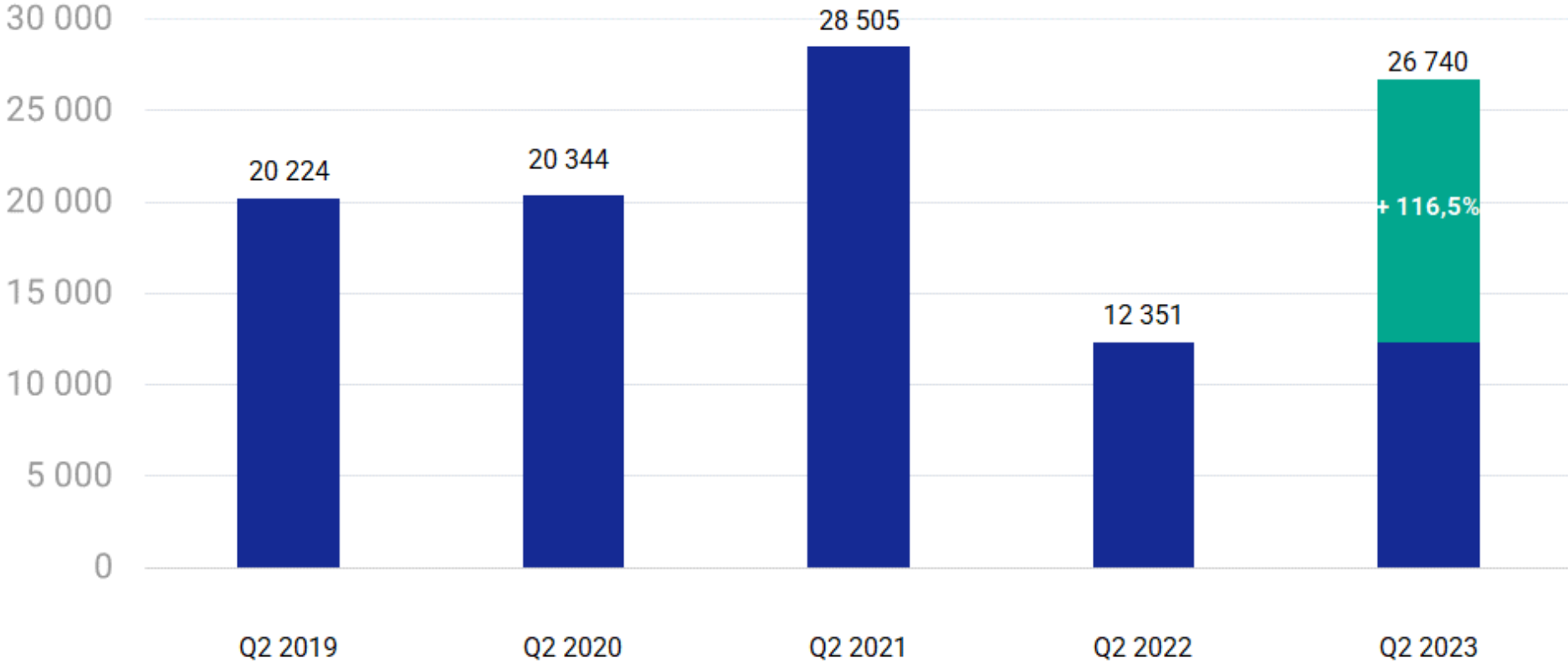


Comarch Group EBITDA Q2 2023



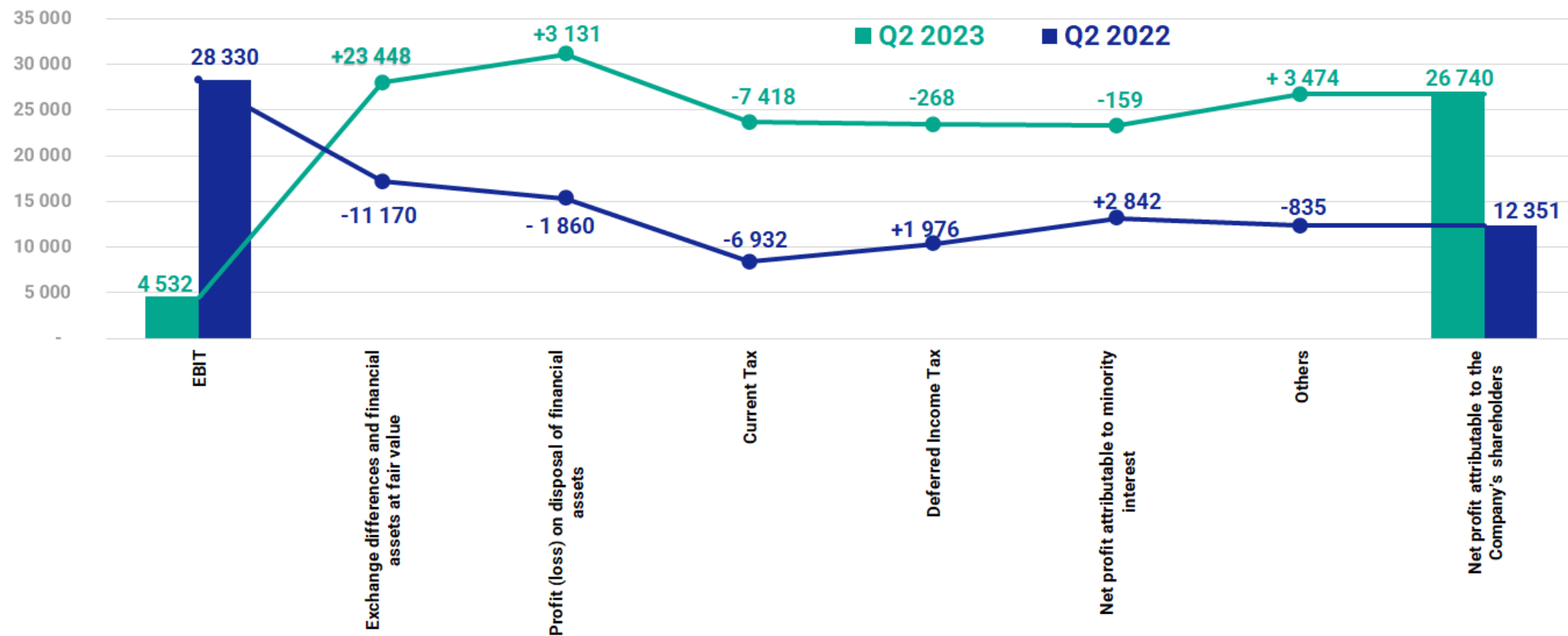
In PLN thousand

Net Profit Attributable to the Company's Shareholders Q2 2023



In PLN thousand

EBIT vs. Net Profit Q2 2023



In PLN thousand

Consolidated Financial Results H1 2023

Comarch Group	H1 2023	H1 2022
Revenue	822 530	842 667
Operating profit	23 808	71 146
Net profit attributable to the Company's shareholders	49 796	44 790

In PLN thousand

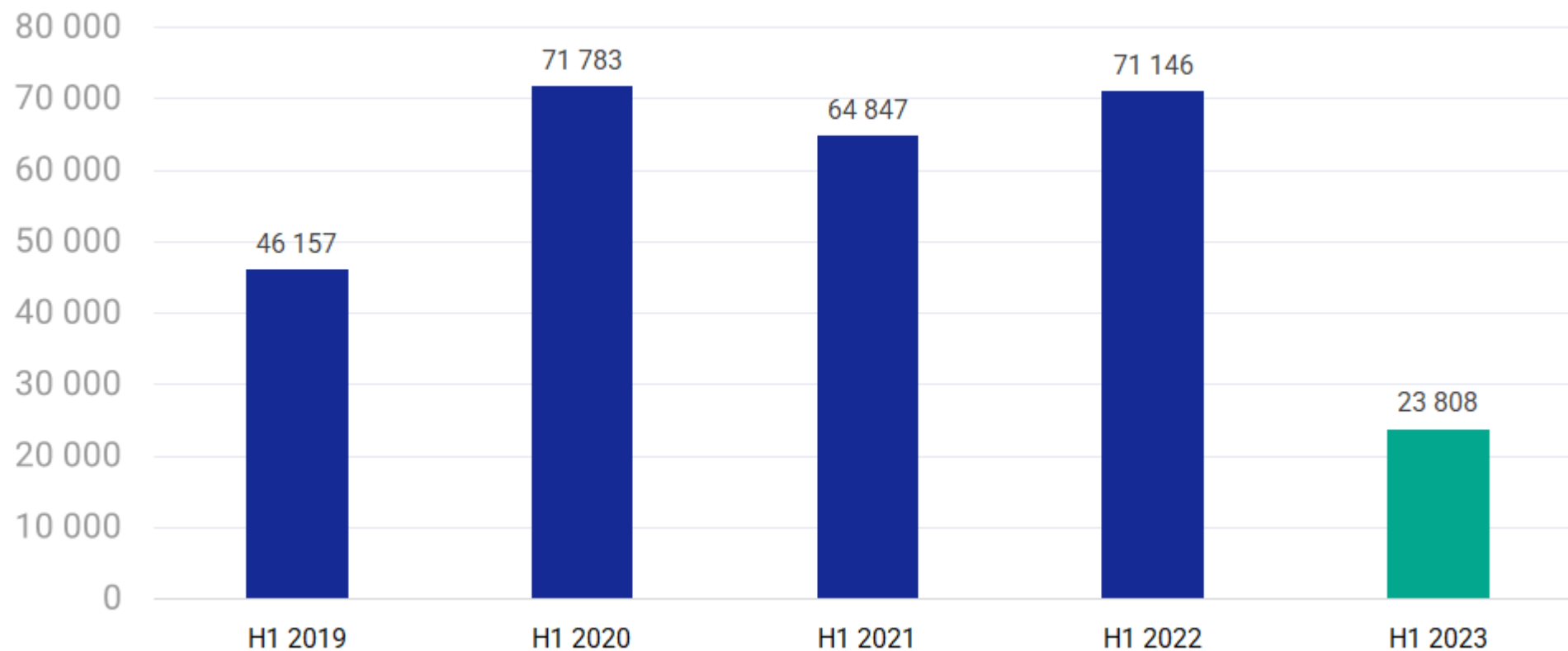
COMARCH

Impact of Changes in Exchange Rates on the Financial Results in H1 2023

	H1 2023	H1 2022
Impact on revenue (exchange differences on receivables)	-24 293	18 556
	H1 2023	H1 2022
Impact on the operating result (exchange differences on receivables and payables)	-25 750	13 480
Impact on the result on financial activities (including valuation of financial instruments and loans)	35 247	-10 907
Impact on the net result	9 497	2 573

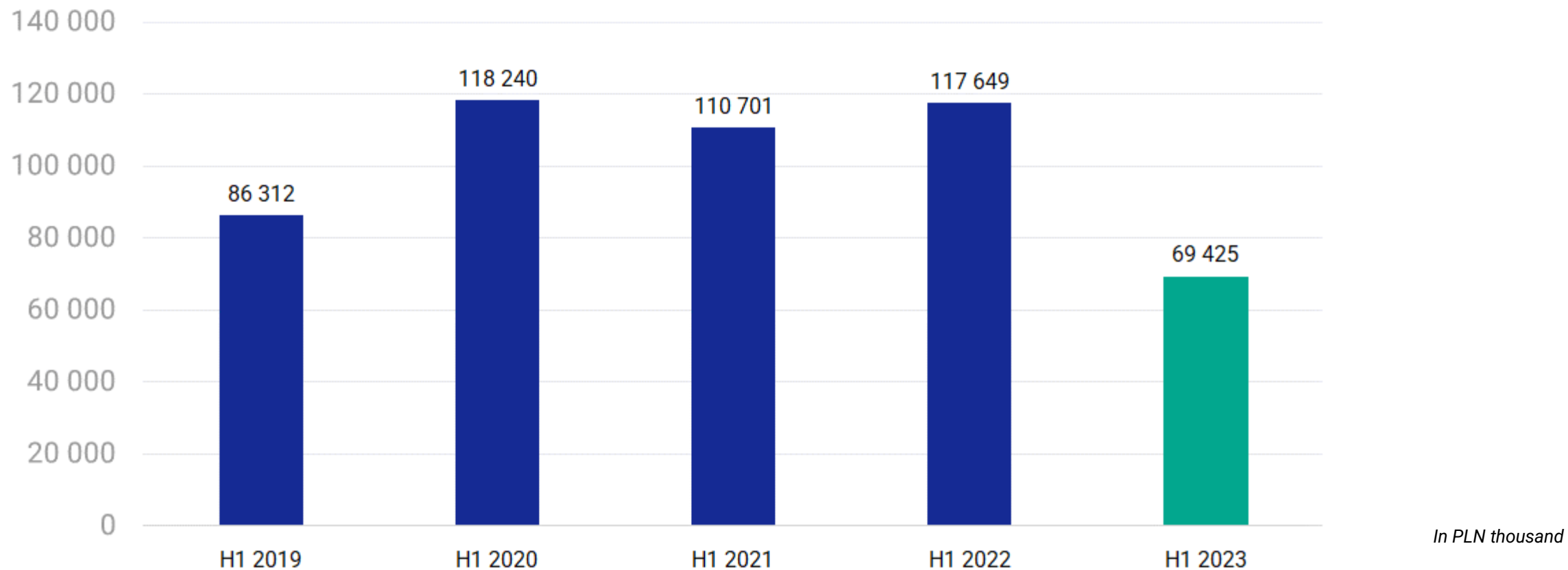
In PLN thousand

Comarch Group EBIT H1 2023

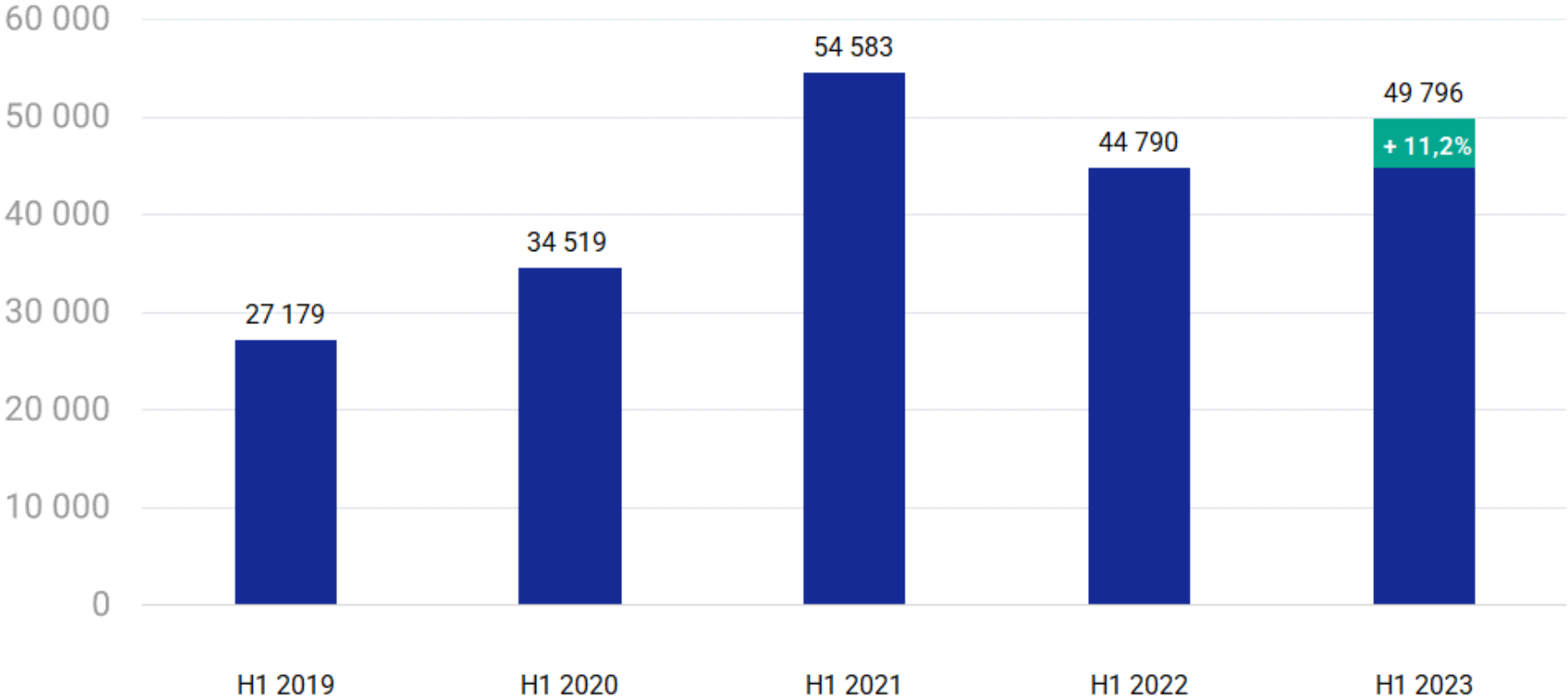


In PLN thousand

Comarch Group EBITDA H1 2023

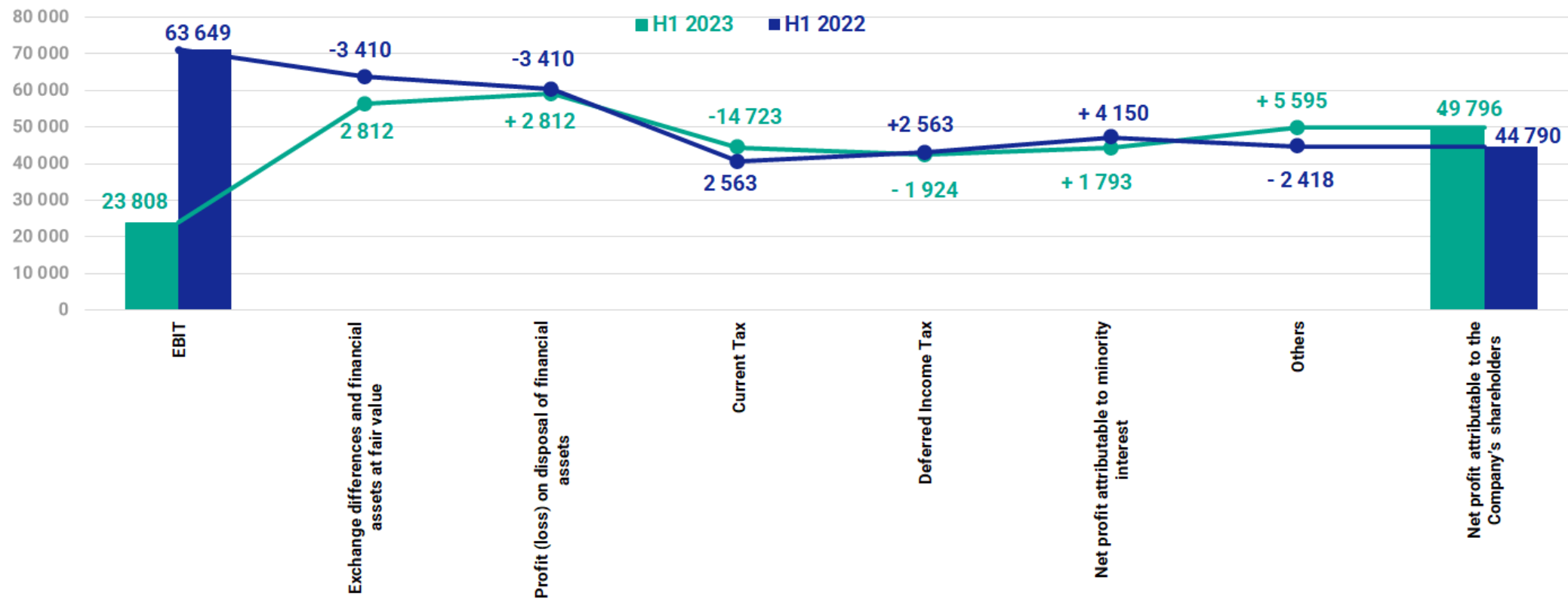


Net Profit Attributable to the Company's Shareholders H1 2023



In PLN thousand

EBIT vs. Net Profit H1 2023



In PLN thousand

Agenda

1

Revenue

2

Financial Results in Q2 and H1 2023

3

Cash Flow

4

Human Resources

5

Investment

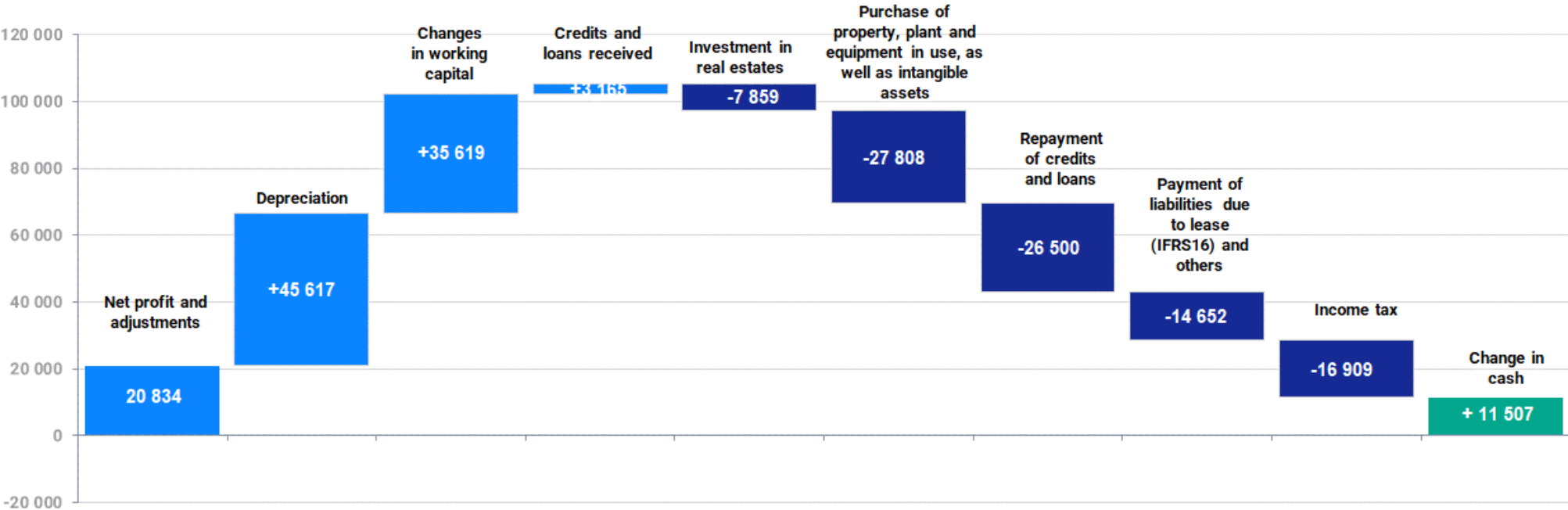
6

Summary

7

Comarch S.A. Share Price Performance

Cash Flow H1 2023



In PLN thousand

Agenda

1

Revenue

2

Financial Results in Q2 and H1 2023

3

Cash Flow

4

Human Resources

5

Investment

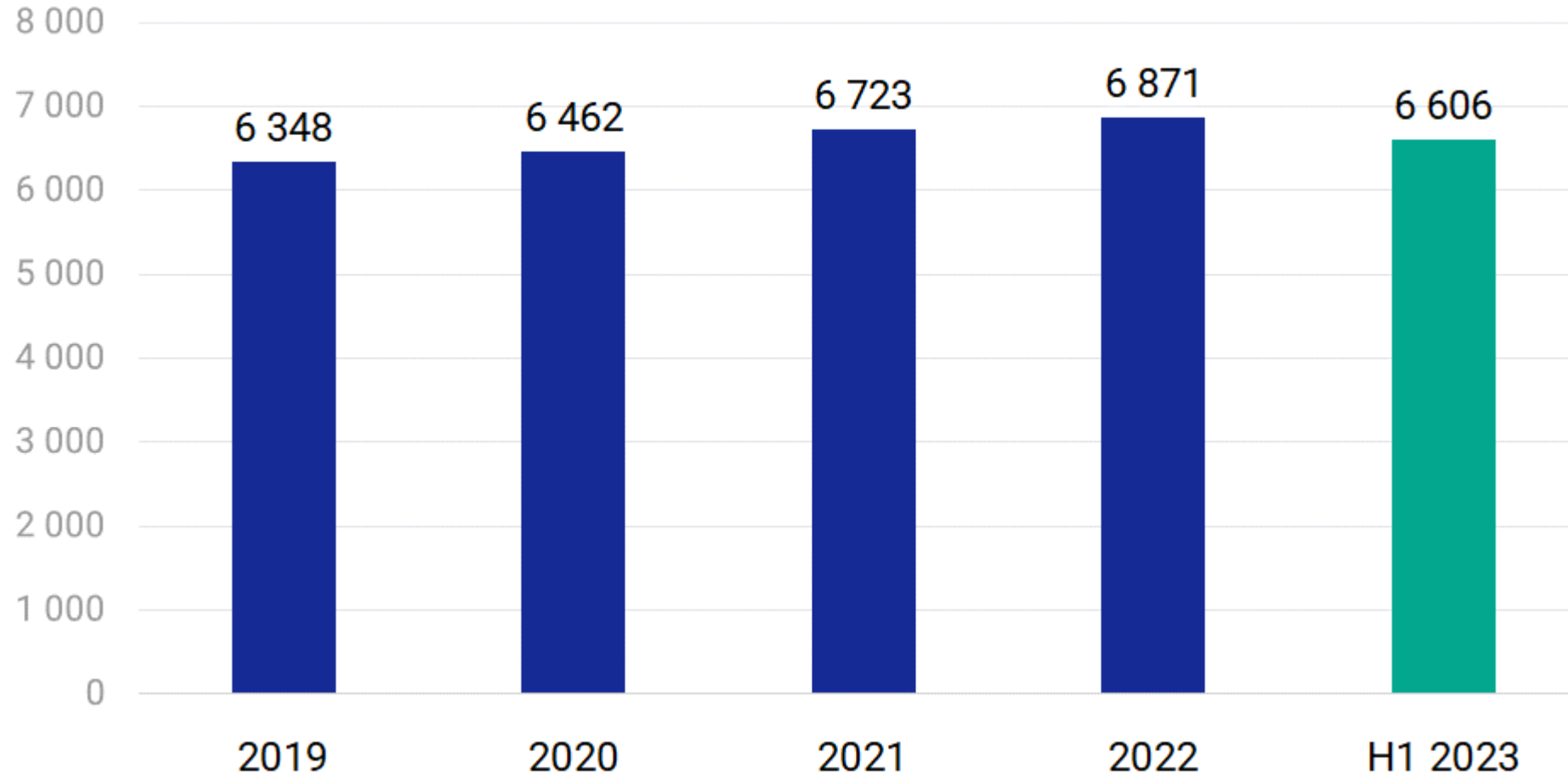
6

Summary

7

Comarch S.A. Share Price Performance

Comarch Group Human Resources



Human Resources

- As at the 30th of June, 2023, the Comarch Group employed 6,606 people, i.e. 265 people less than on the 31st of December, 2022 and 183 people less than on the 31st of March, 2023.
- The basic wage fund in the Comarch Group in the first half of 2023 was approx. 9.4% higher compared to the first half of 2022. In Q2 2023 alone, the payroll fund increased by 6.7% compared to Q2 2022.

Agenda

1

Revenue

2

Financial Results in Q2 and H1 2023

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price Performance

Investment

- The construction of the Comarch Data Center in the USA has been completed - the facility was commissioned at the end of June, which significantly improved the diversification of Comarch's infrastructure and will allow you to benefit from lower electricity prices than in Europe
- In H1 2023, the Group continued the development of existing IT products as well as new business projects in the area of e.g. ERP, e-commerce, telemedicine and fintech. The value of expenditures on R&D works in H1 2023 reached almost 25% of sales revenues

New Service Projects



The Wszystko.pl platform was commercially launched at the end of June. We are observing a rapid increase in the number of customers and concluded transactions, there are currently about 18,000 sellers registered on the platform and several million offers are listed. New functionalities will be added soon (e.g. mobile website).



As part of the Apfino financial services sales platform, the distribution of factoring, debt collection and contractor credibility verification services was launched. In the near future, it is planned to launch services for integrating data on bank accounts, ApfinoPay payment services or setting up a business on-line. The number of customers and transactions concluded via the platform is systematically growing.

Agenda

1

Revenue

2

Financial Results in Q2 and H1 2023

3

Cash Flow

4

Human Resources

5

Investment

6

Summary

7

Comarch S.A. Share Price Performance

Summary H1 2023

- In the first half of 2023, the Comarch Group's sales revenues were lower by PLN 20,137 thousand. PLN, i.e. by 2.4% compared to the first half of the previous year. Operating profitability amounted to +2.9%, and net profitability to +6.1%.
- The level of sales revenues in H1 2023 was significantly affected by negative exchange differences realized and from the balance sheet valuation of trade receivables, related to the strengthening of the PLN exchange rate against foreign currencies.
- The sales revenue from domestic sales increased by 6.2%, thanks to the development of sales of ERP solutions to small and medium-sized enterprises and to the public sector. On foreign markets, sales to the financial and trade and services sectors showed high dynamics, the revenues from sales to the telecommunications sector decreased.
- The dynamics of operating costs in the first half of 2023 was significantly lower than in 2022. In H1 2023, the basic wage fund increased by 9.4%.
- In July 2023, the Company paid a dividend for 2022 in the amount of PLN 4 per share.

Perspectives for H2 2023

- The value of the order backlog for 2023 is now about 3% higher than it was at the same time, a year ago, for 2022.
- Comarch observes a cooling down in demand for IT solutions in some markets and sectors of the economy.
- The pressure to increase costs persists, especially in the area of salaries of IT employees and energy costs.

Agenda

1

Revenue

2

Financial Results in Q2 and H1 2023

3

Cash Flow

4

Human Resources

5

Investment

6

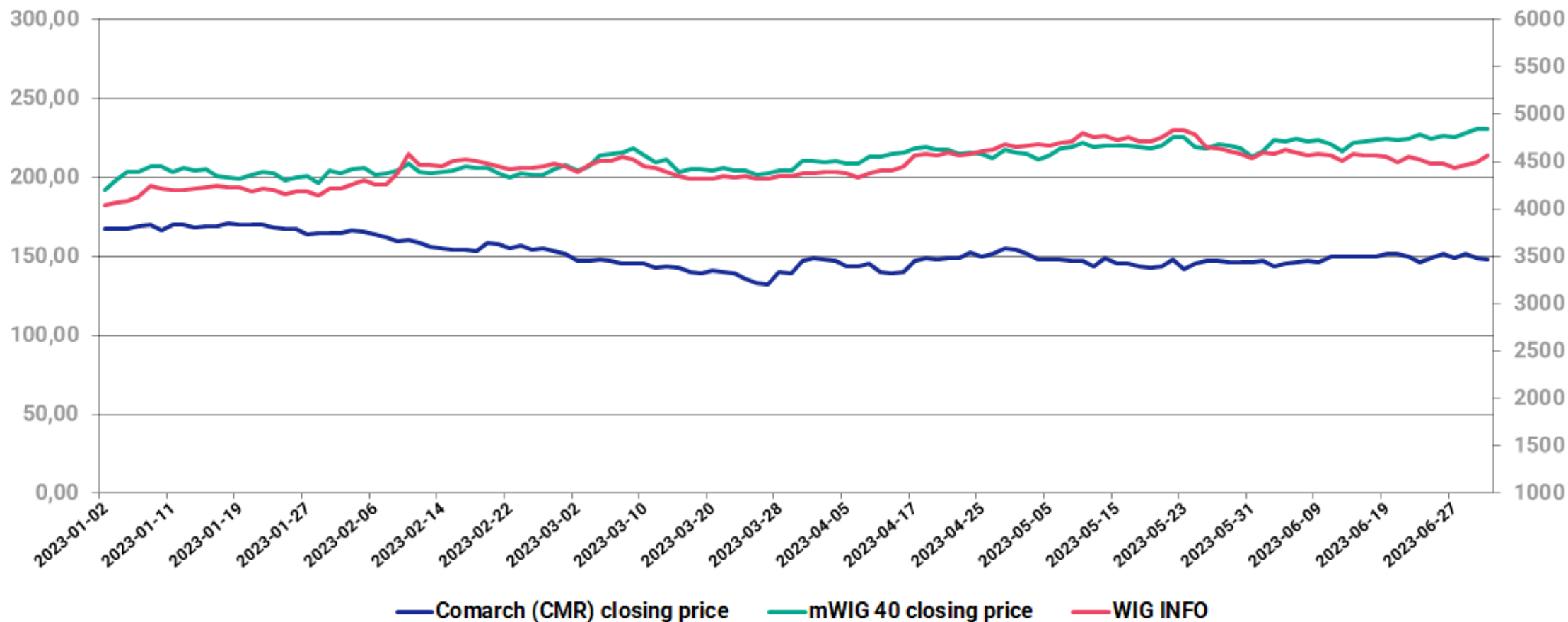
Summary

7

Comarch S.A. Share Price Performance

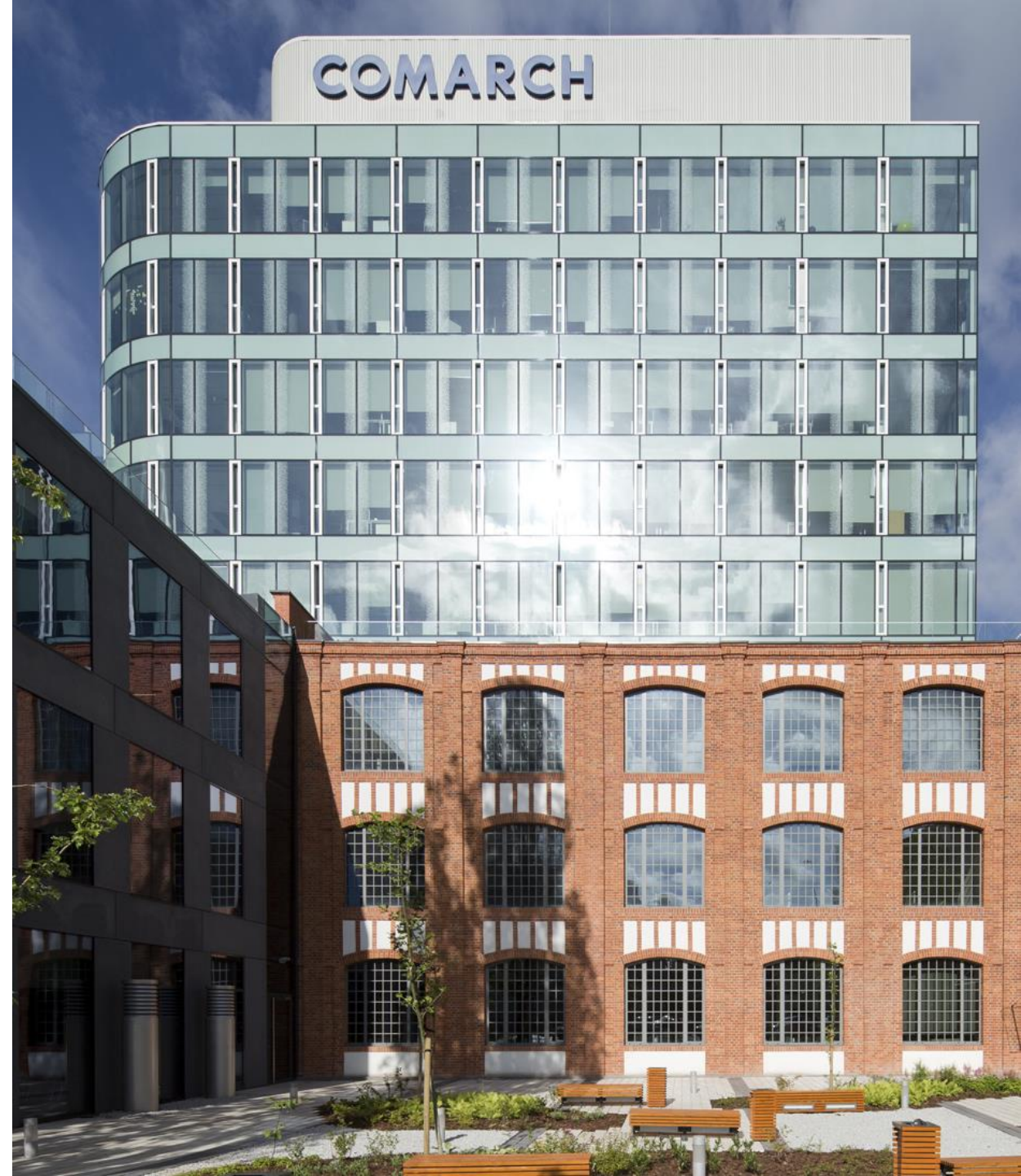
Comarch S.A. Share Price Performance 1.01.2023 – 30.06.2023

H1 2023



COMARCH

Thank you for your attention!





COMARCH

Developing the future

