

**COMARCH**

# Financial Results Q1-Q3 2023

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

20<sup>st</sup> of November, 2023, Kraków



# Agenda

1

Revenue

2

Financial Results in Q3 and Q1-Q3 2023

3

Cash Flow

4

Human Resources

5

Investment, new service projects

6

Summary

7

Perspectives

8

Comarch S.A. Share Price and Stock Index Performance

# Agenda

1

Revenue

2

Financial Results in Q3 and Q1-Q3 2023

3

Cash Flow

4

Human Resources

5

Investment, new service projects

6

Summary

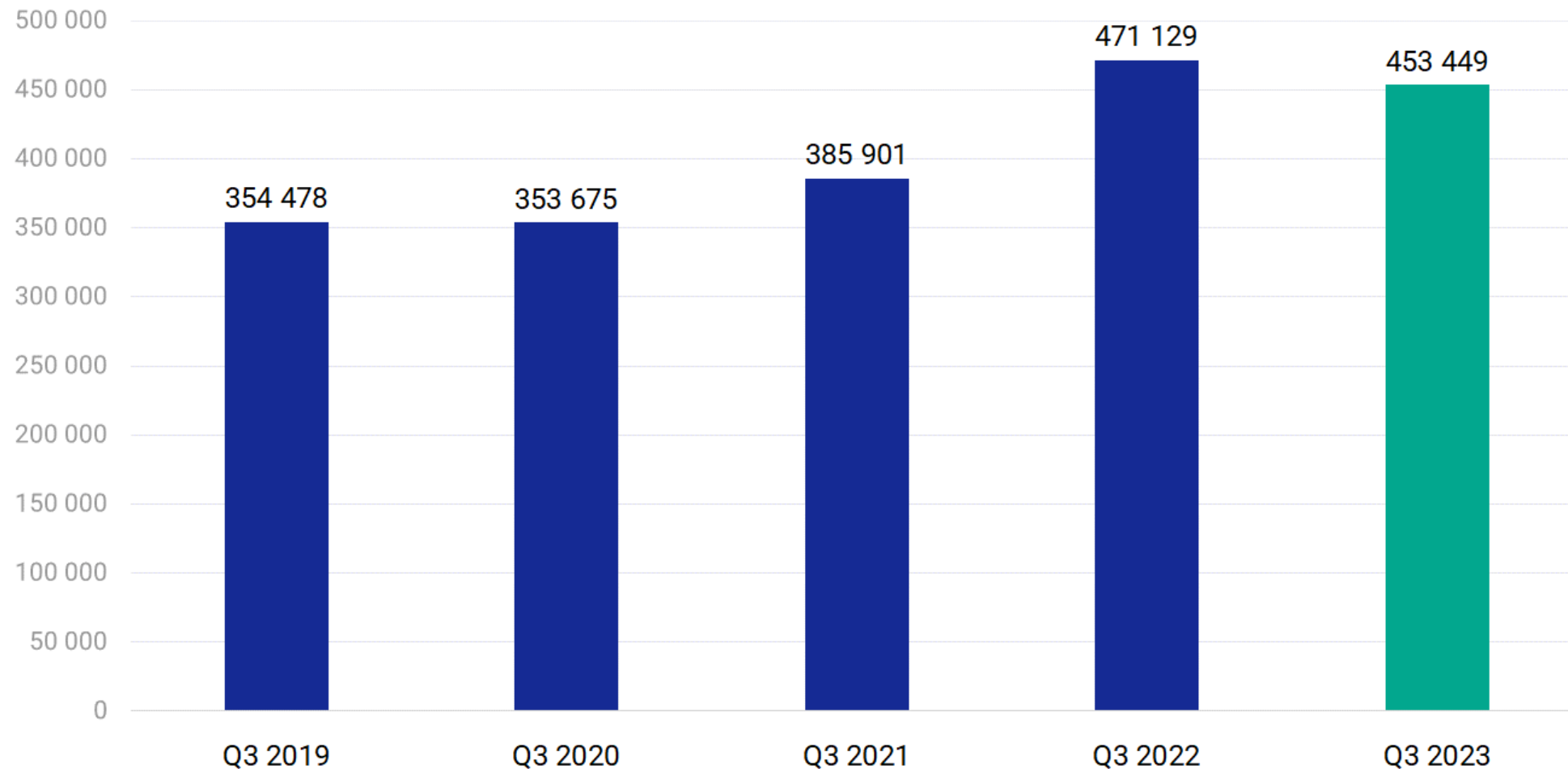
7

Perspectives

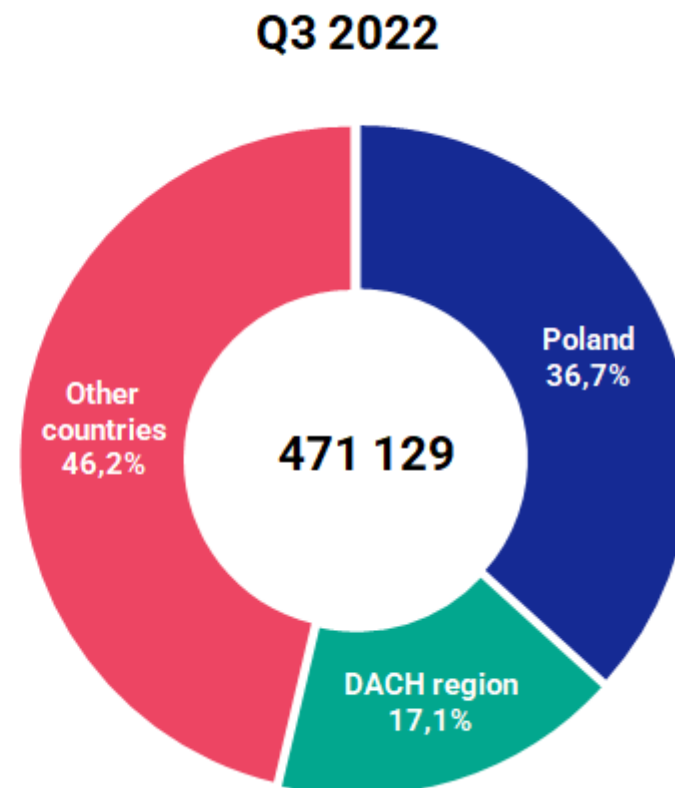
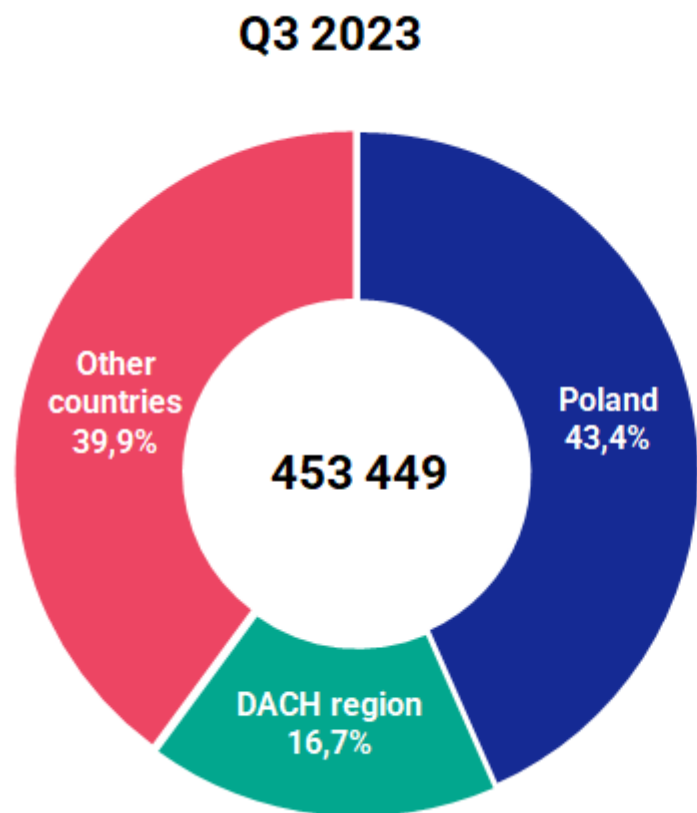
8

Comarch S.A. Share Price and Stock Index Performance

# Revenue Q3 2023 – in thousand PLN

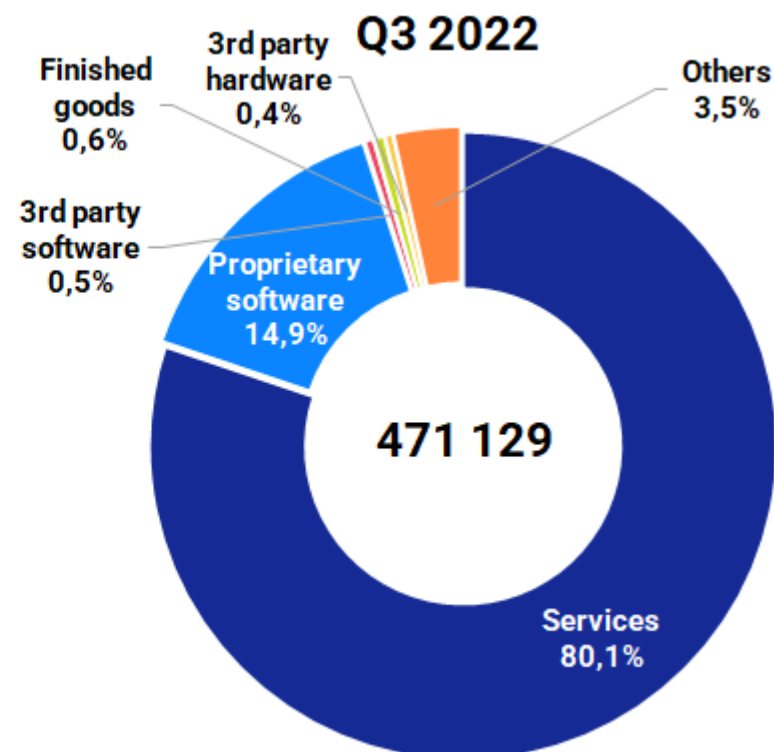
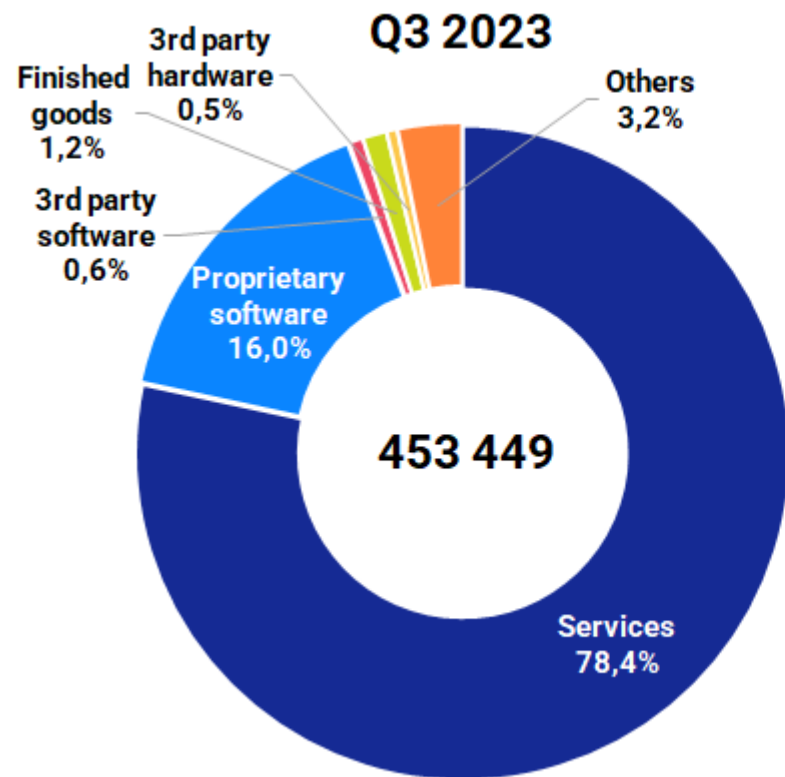


# Geographical Sales Structure Q3 2023



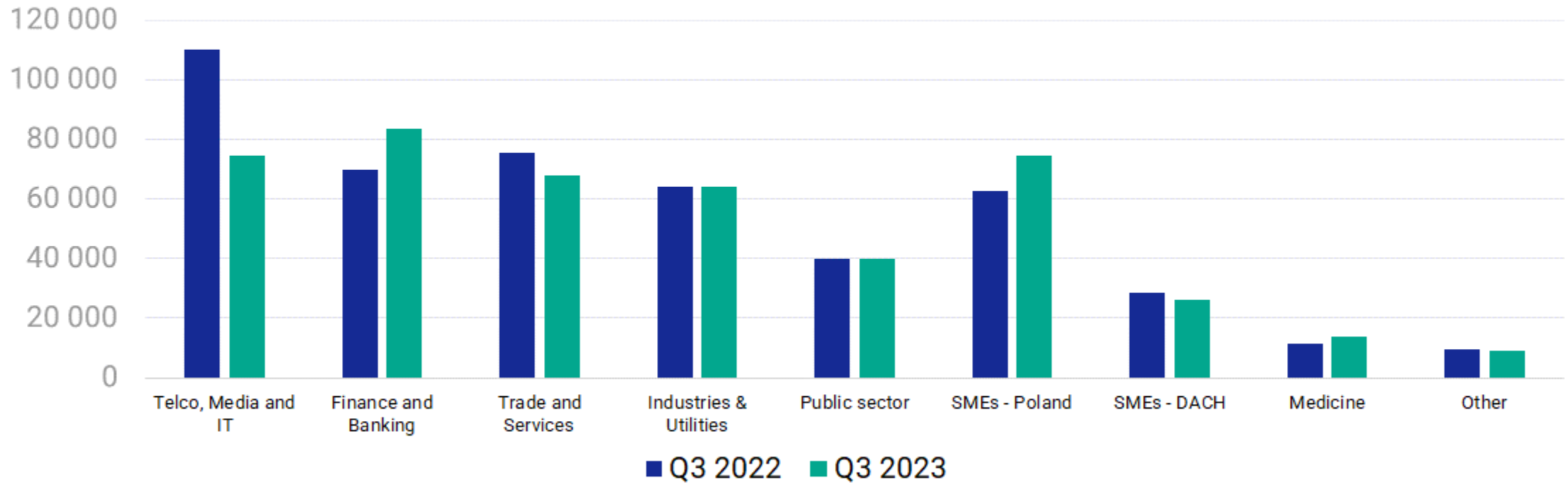
*In thousand PLN*

# Product Sales Structure Q3 2023



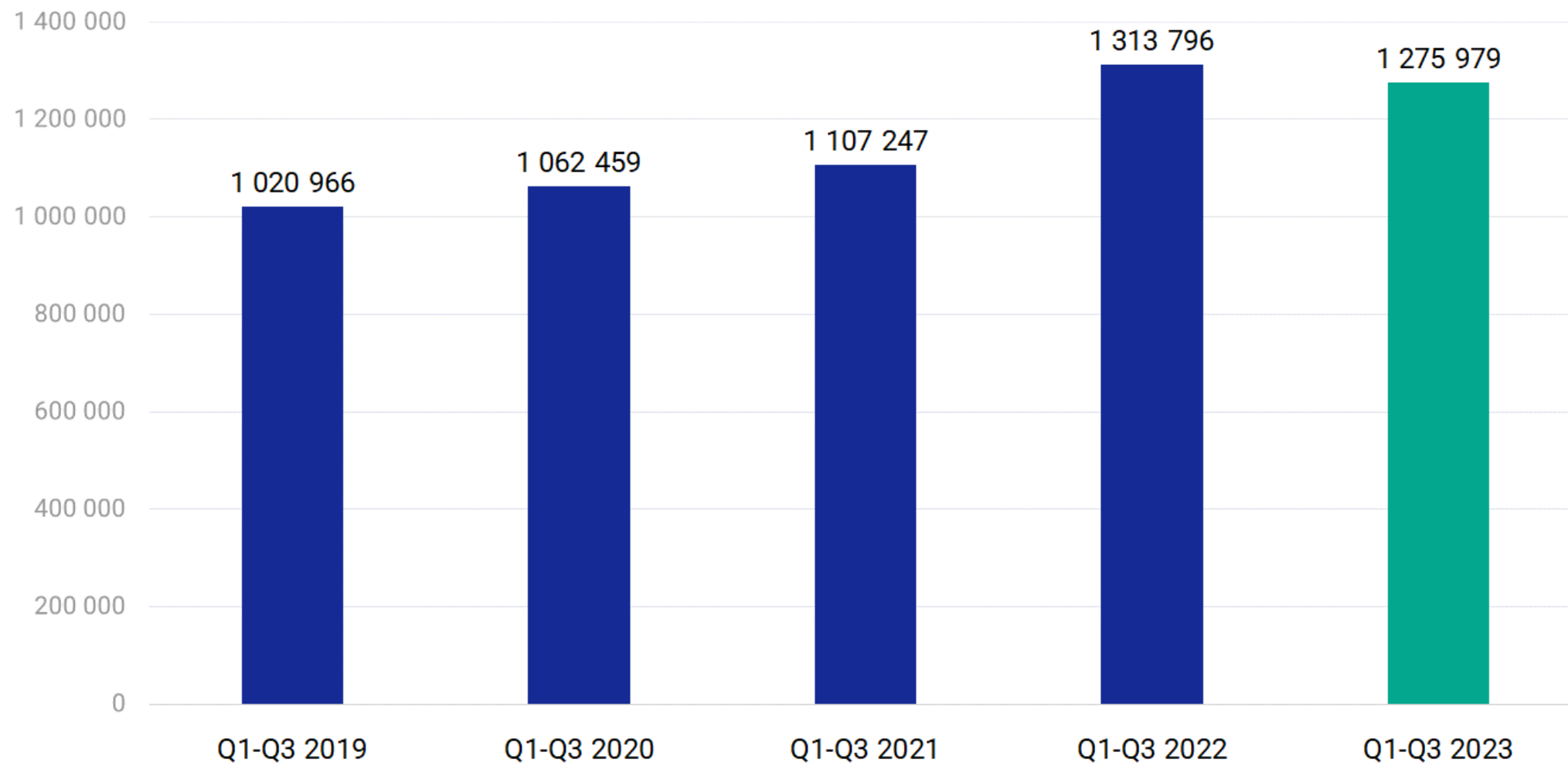
*In thousand PLN*

# Market Sales Structure Q3 2023



*In thousand PLN*

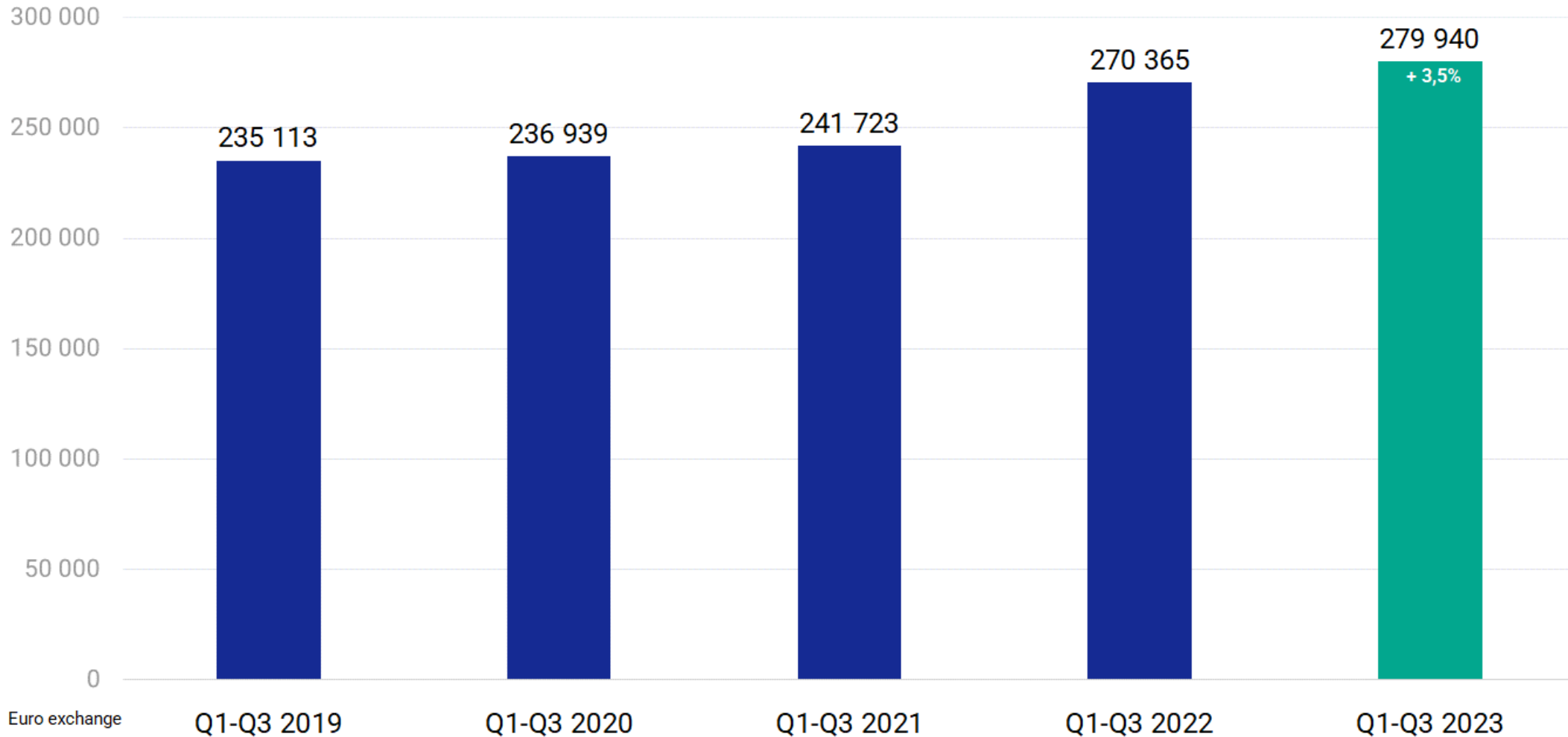
# Sales Revenue Q1-Q3 2023 – in thousand PLN





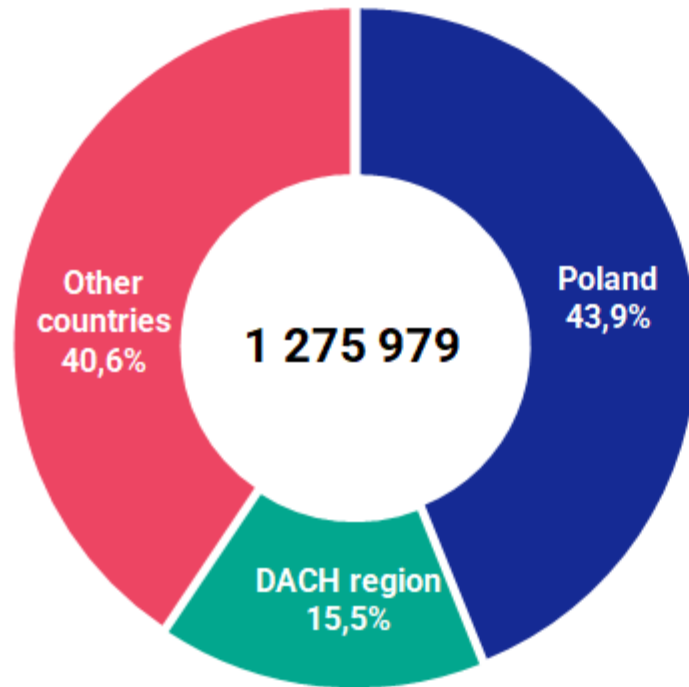
# Revenue Q1-Q3 2023

in EUR thousand, excluding foreign exchange differences

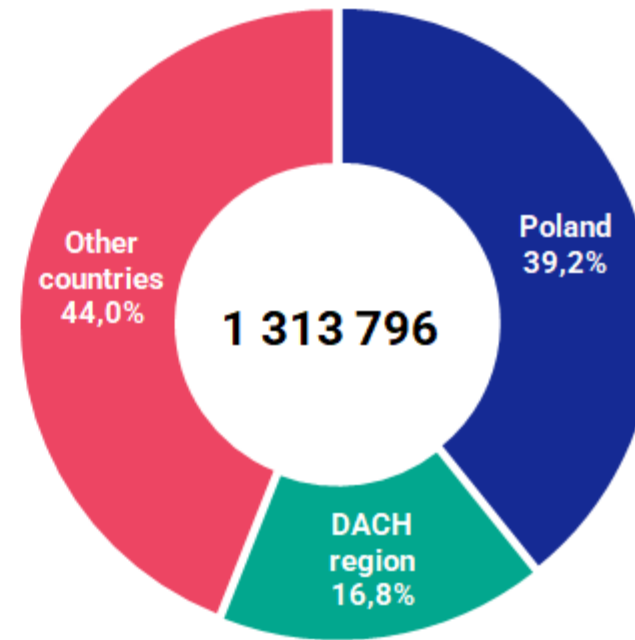


# Geographical Sales Structure Q1-Q3 2023

Q1-Q3 2023

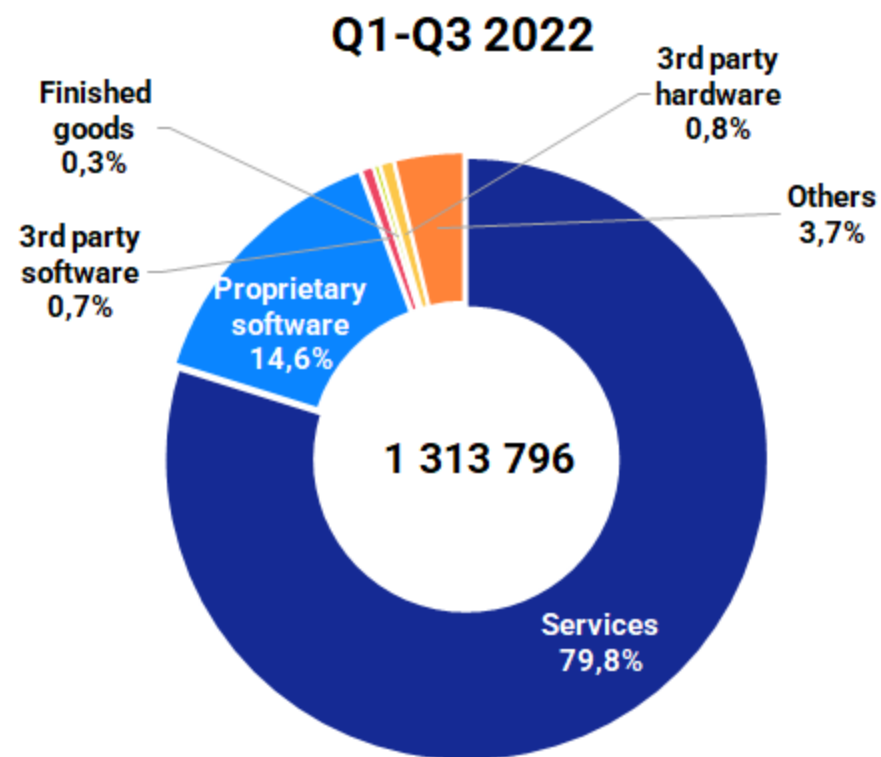
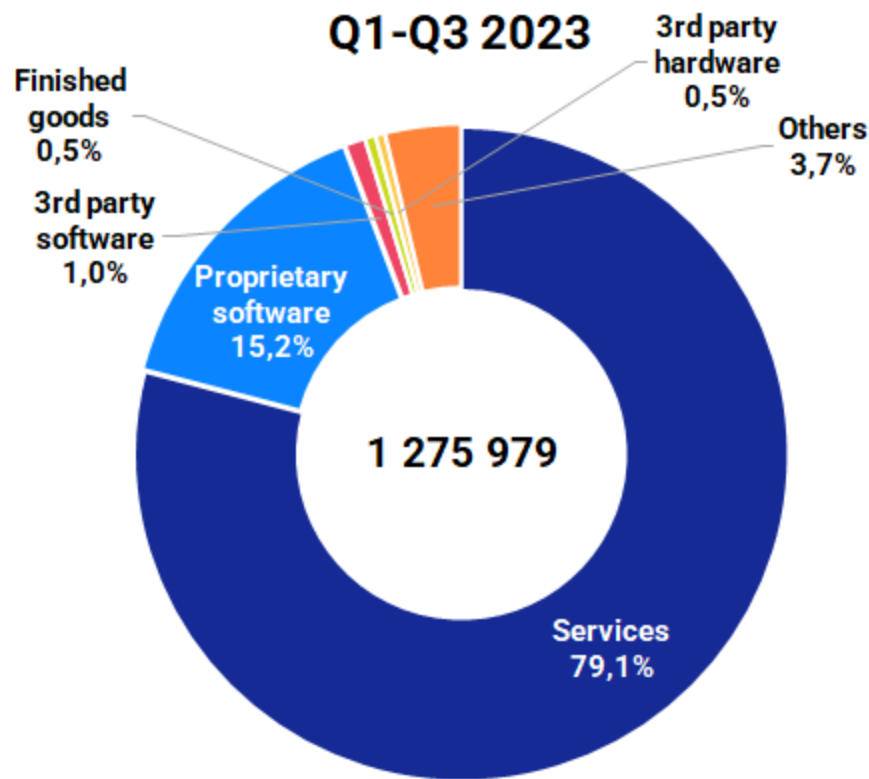


Q1-Q3 2022



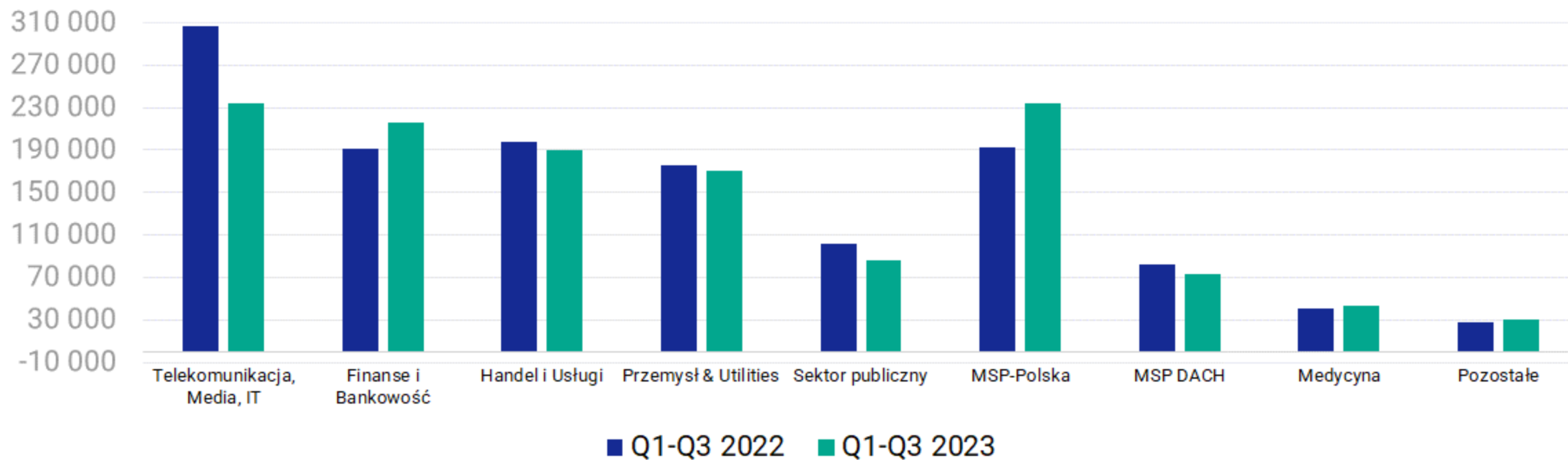
*In thousand PLN*

# Product Sales Structure Q1-Q3 2023



*In thousand PLN*

# Market Sales Structure Q1-Q3 2023



*In thousand PLN*

# Agenda

1

Revenue

2

Financial Results in Q3 and Q1-Q3 2023

3

Cash Flow

4

Human Resources

5

Investment, new service projects

6

Summary

7

Perspectives

8

Comarch S.A. Share Price and Stock Index Performance

# Consolidated Financial Results Q3 2023

Comarch Group	Q3 2023	Q3 2022
Revenue	453 449	471 129
Operating profit	56 466	60 311
Net profit attributable to the Company's shareholders	32 424	27 894

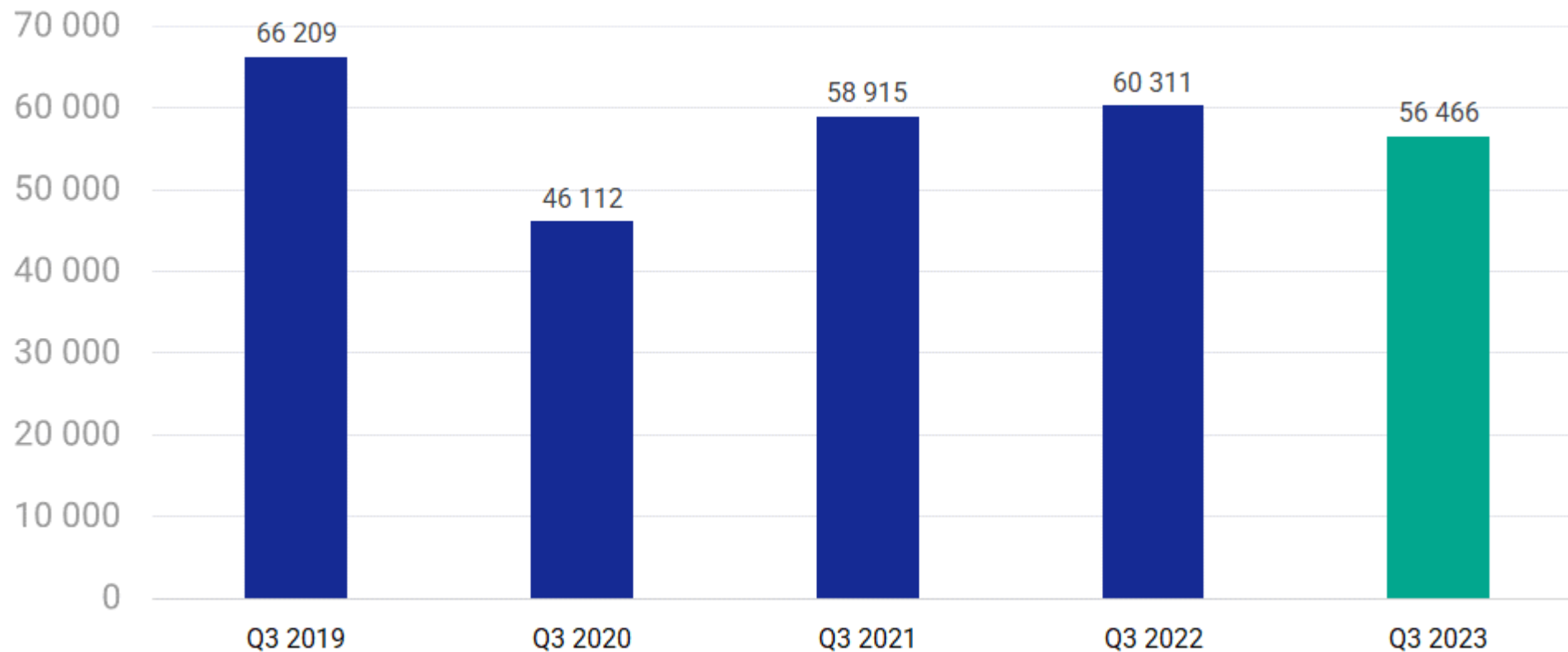
*In thousand PLN*

# Impact of Changes in Exchange Rates on the Financial Results in Q3 2023

	Q3 2023	Q3 2022
<b>Impact on revenue (exchange differences on receivables)</b>	<b>18 901</b>	<b>27 767</b>
	Q3 2023	Q3 2022
Impact on the operating result (exchange differences on receivables and payables)	14 914	17 020
Impact on the result on financial activities (including valuation of financial instruments and loans)	-13 951	-18 975
<b>Impact on the net result</b>	<b>963</b>	<b>-1 955</b>

*In thousand PLN*

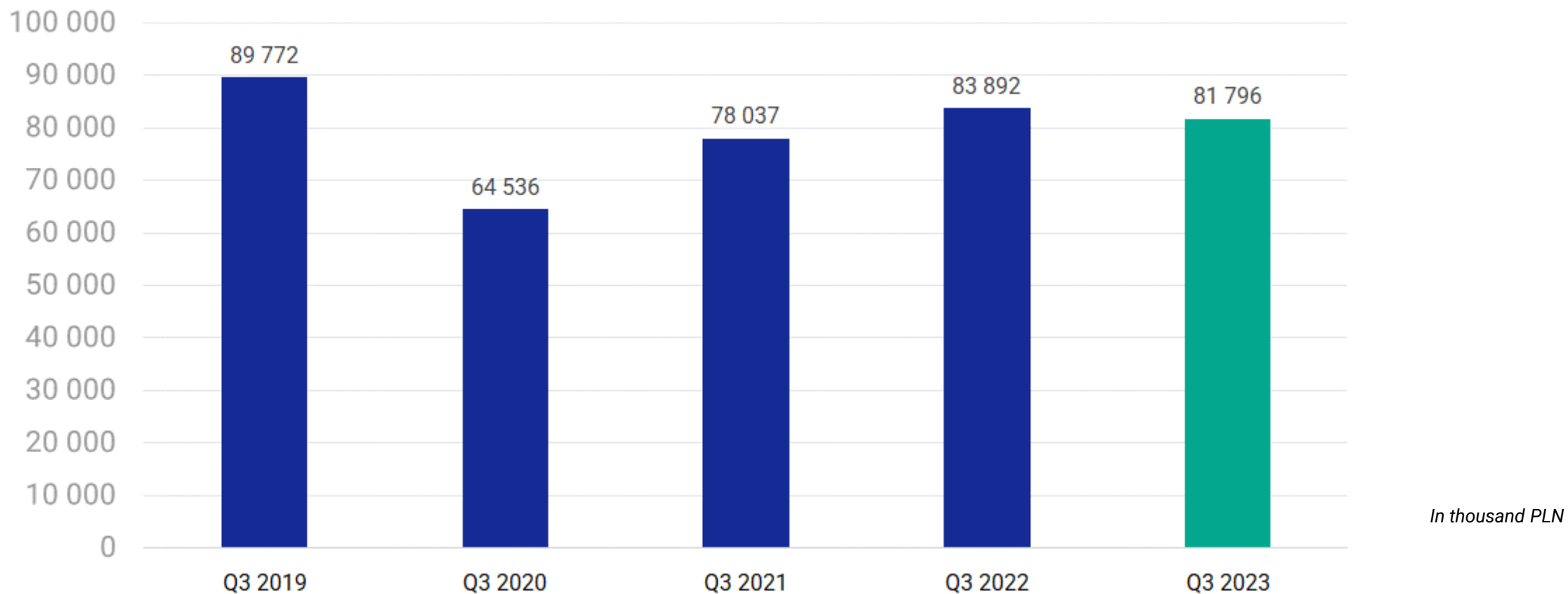
# Comarch Group EBIT Q3 2023



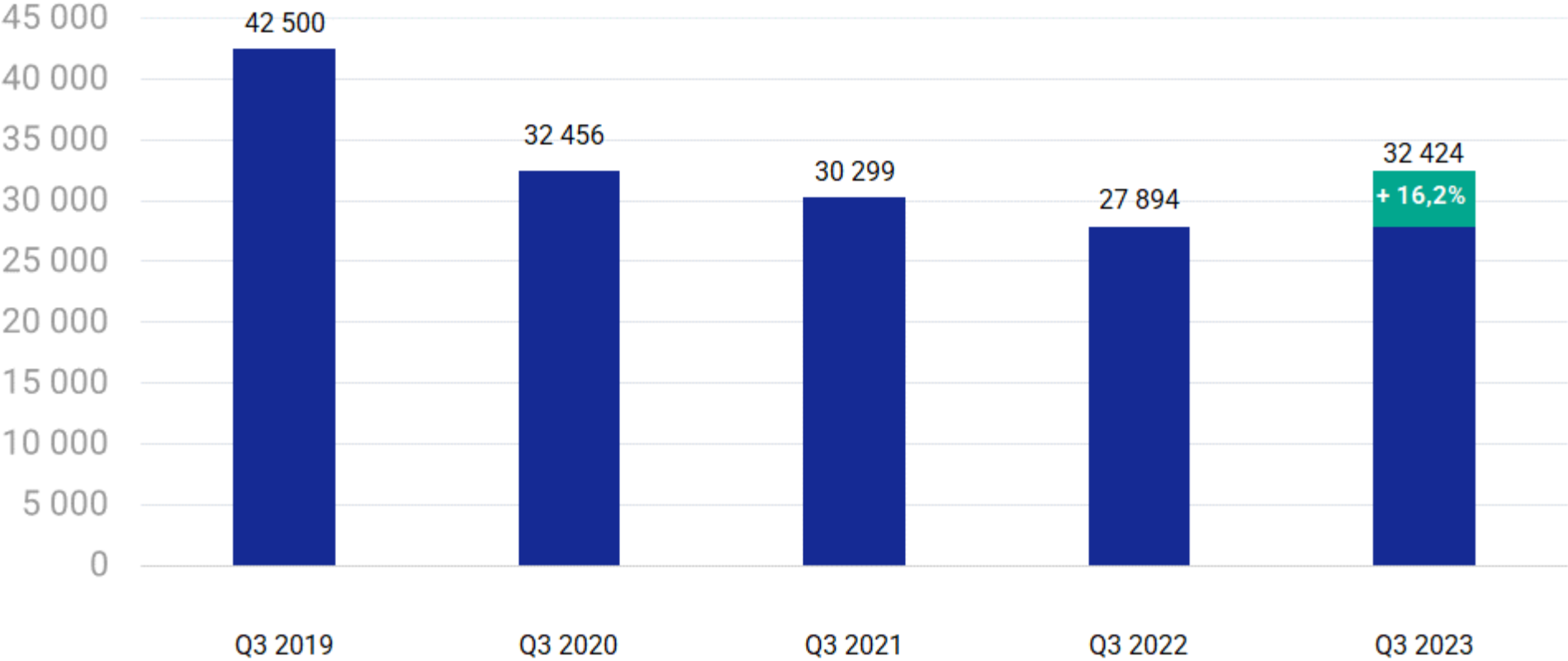
*In thousand PLN*



# EBITDA Comarch Capital Group Q3 2023

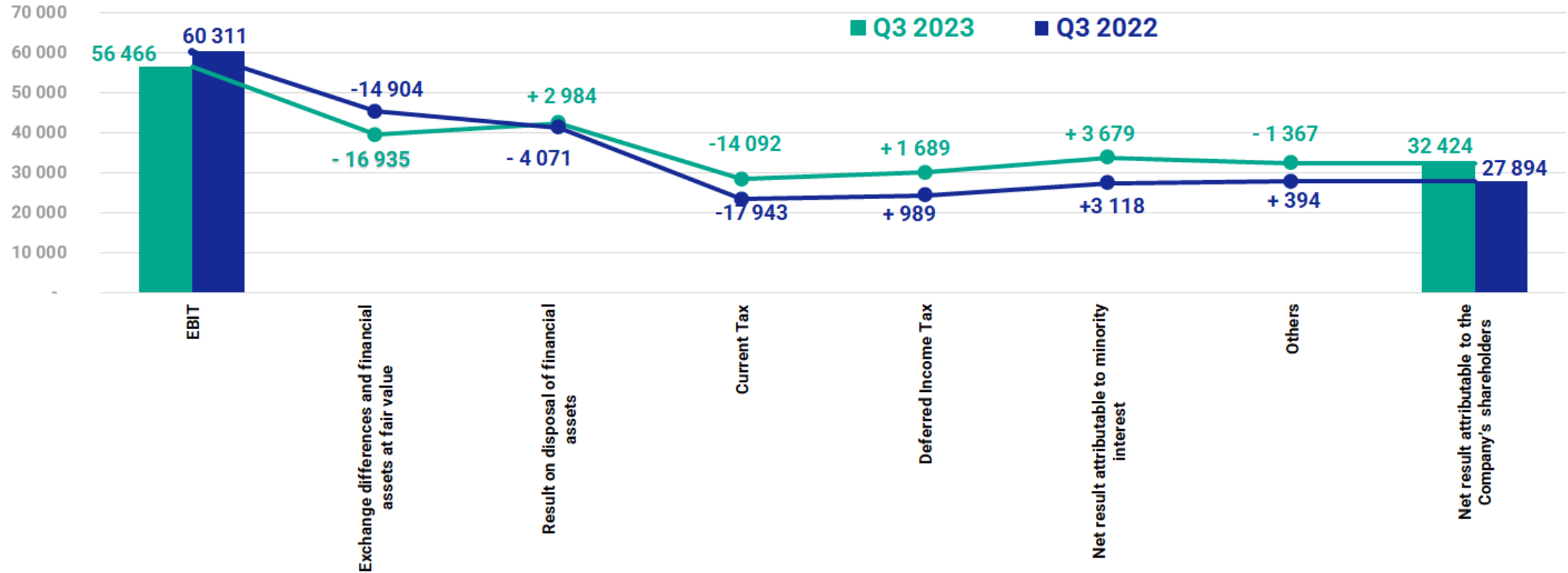


# Net Profit Attributable to the Company's Shareholders Q3 2023



*In thousand PLN*

# EBIT vs. Net Profit Q3 2023



In thousand. PLN

# Consolidated Financial Results Q1-Q3 2023

Comarch Group	Q1-Q3 2023	Q1-Q3 2022
Revenue	1 275 979	1 313 796
Operating profit	80 274	131 457
Net profit attributable to the Company's shareholders	82 220	72 684

*In thousand. PLN*

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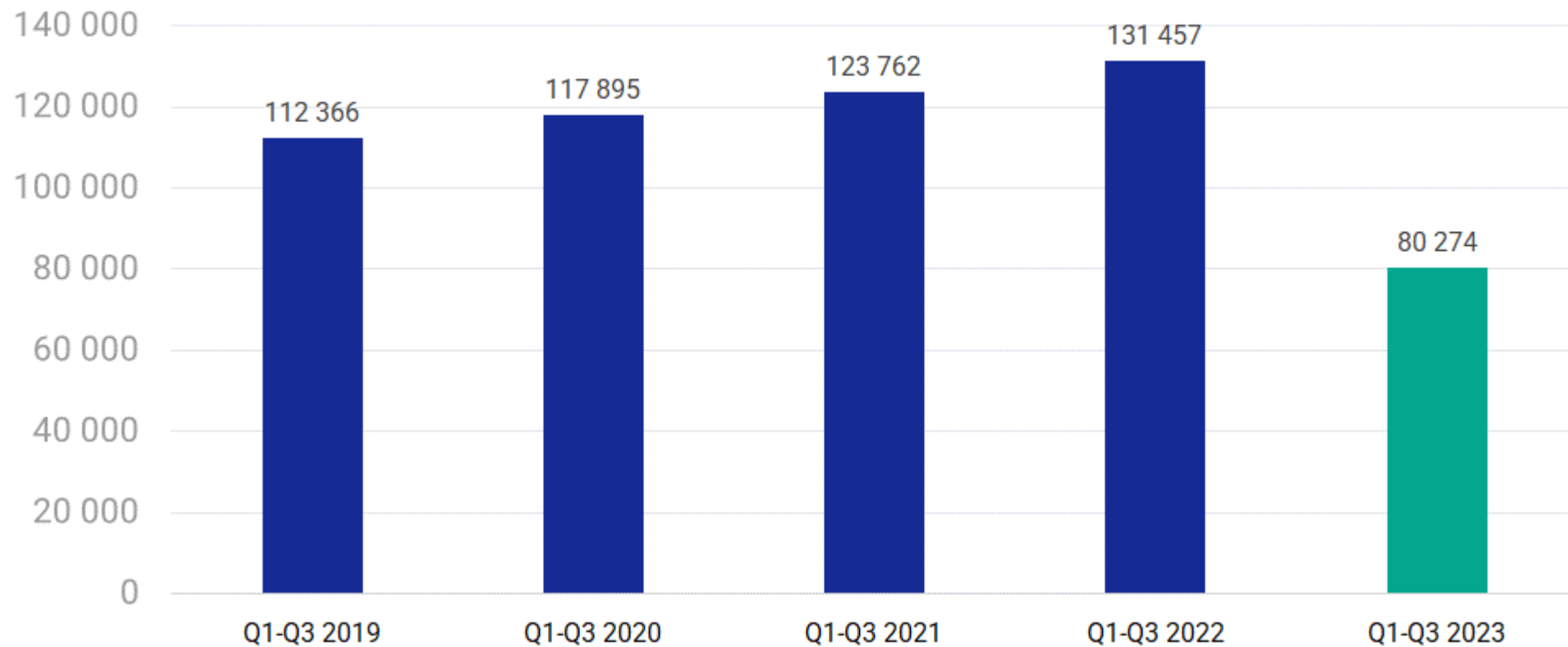
# Impact of Changes in Exchange Rates on the Financial Results in Q1-Q3 2023

	Q1-Q3 2023	Q1-Q3 2022
<b>Impact on revenue (exchange differences on receivables)</b>	<b>-5 392</b>	<b>46 323</b>

	Q1-Q3 2023	Q1-Q3 2022
Impact on the operating result (exchange differences on receivables and payables)	-10 836	30 500
Impact on the result on financial activities (including valuation of financial instruments and loans)	21 296	-29 882
<b>Impact on the net result</b>	<b>10 460</b>	<b>618</b>

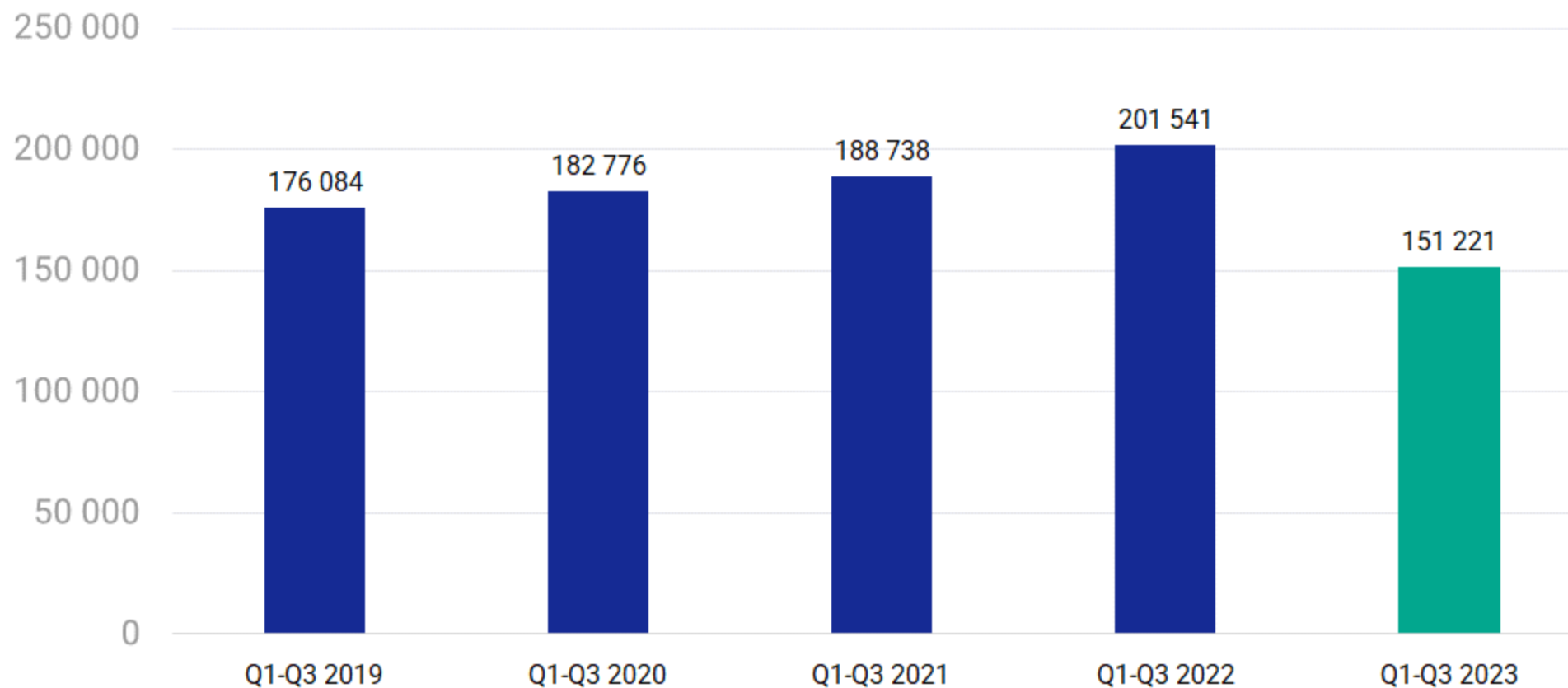
*In thousand PLN*

# Comarch Group EBIT Q1-Q3 2023



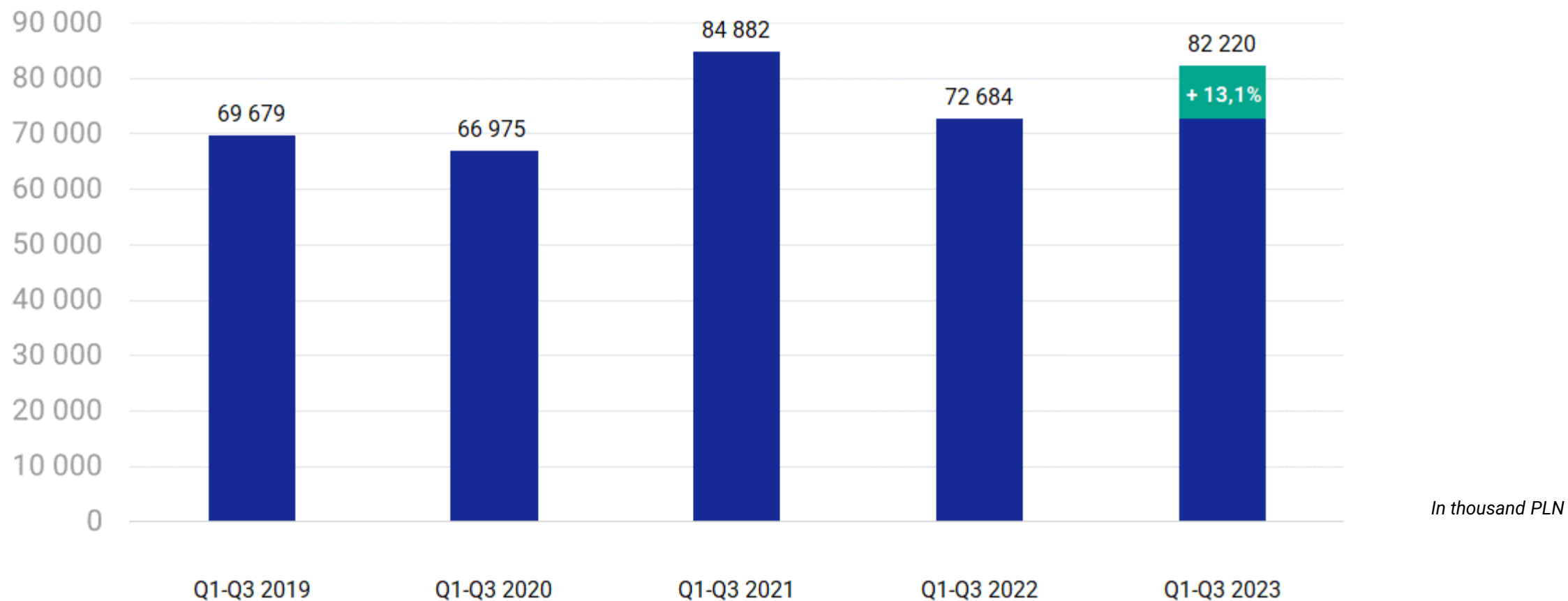
*In thousand PLN*

# Comarch Group EBITDA Q1-Q3 2023



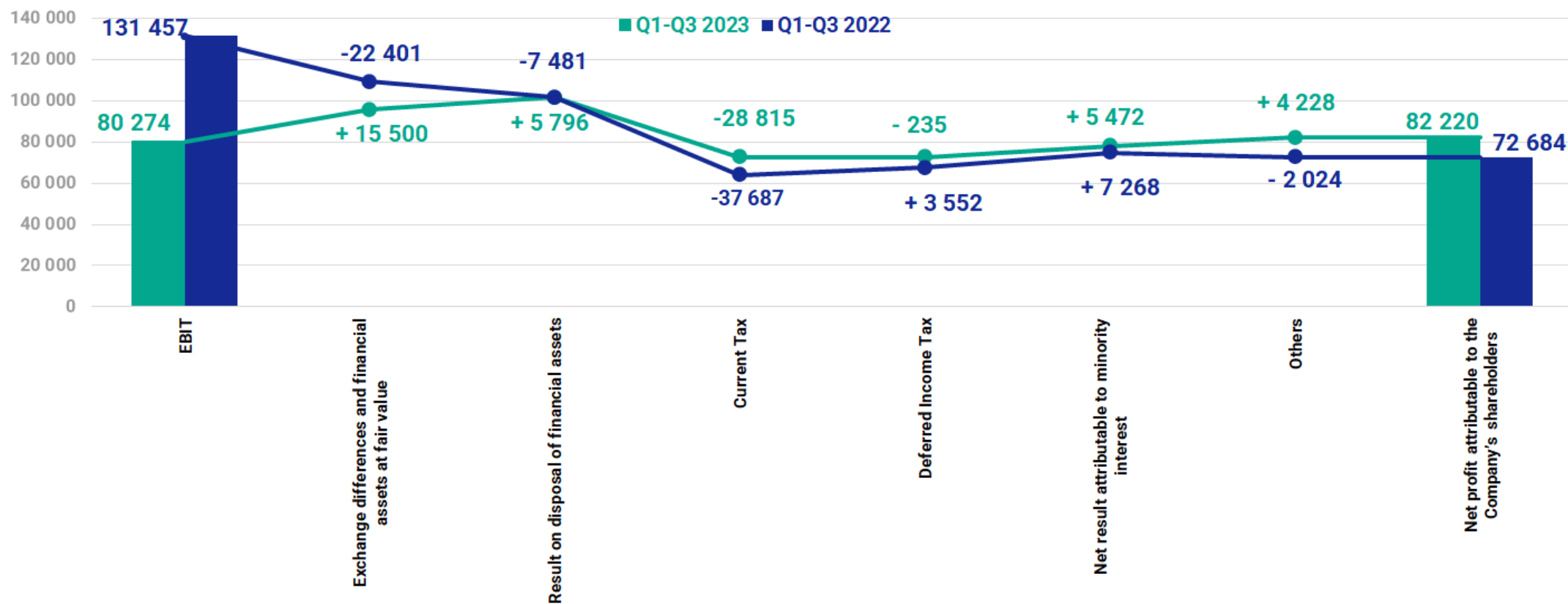
*In thousand PLN*

# Net Profit Attributable to the Company's Shareholders Q1-Q3 2023





# EBIT vs. Net Profit Q1-Q3 2023



*In thousand PLN*

# Agenda

1

Revenue

2

Financial Results in Q3 and Q1-Q3 2023

3

Cash Flow

4

Human Resources

5

Investment, new service projects

6

Summary

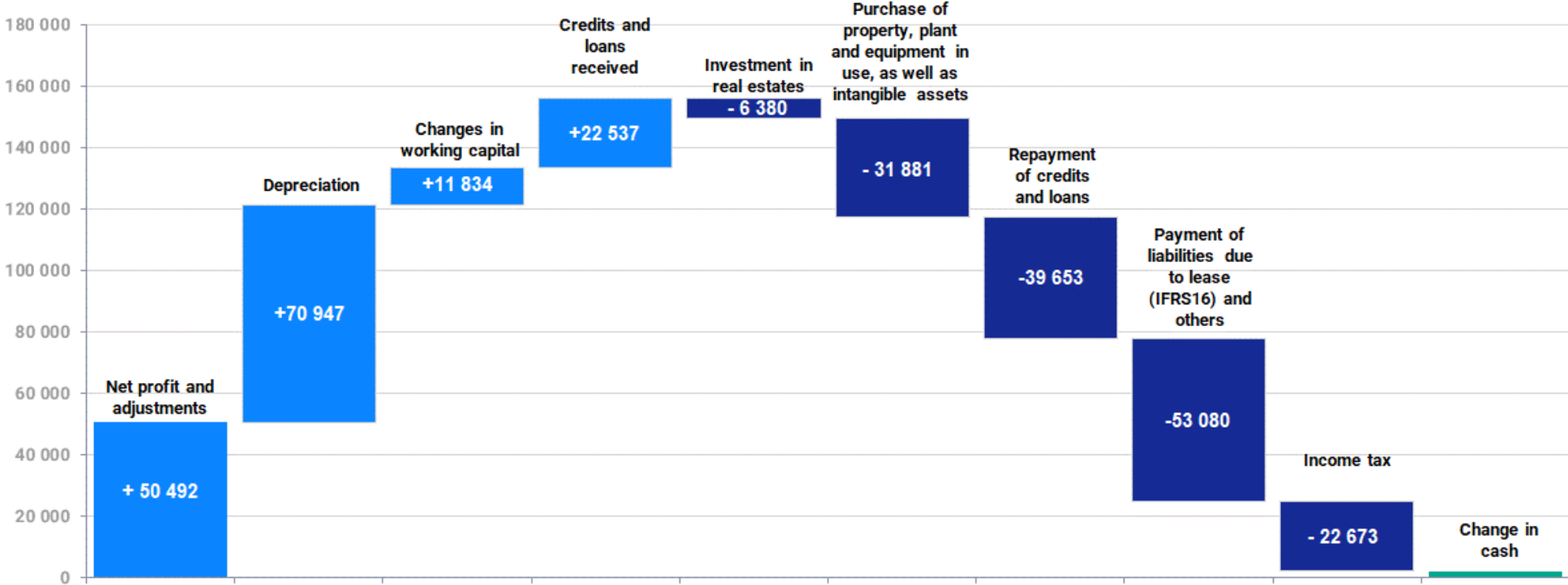
7

Perspectives

8

Comarch S.A. Share Price and Stock Index Performance

# Cash Flow Q1-Q3 2023



*In thousand PLN*

# Agenda

1

Revenue

2

Financial Results in Q3 and Q1-Q3 2023

3

Cash Flow

4

**Human Resources**

5

Investment, new service projects

6

Summary

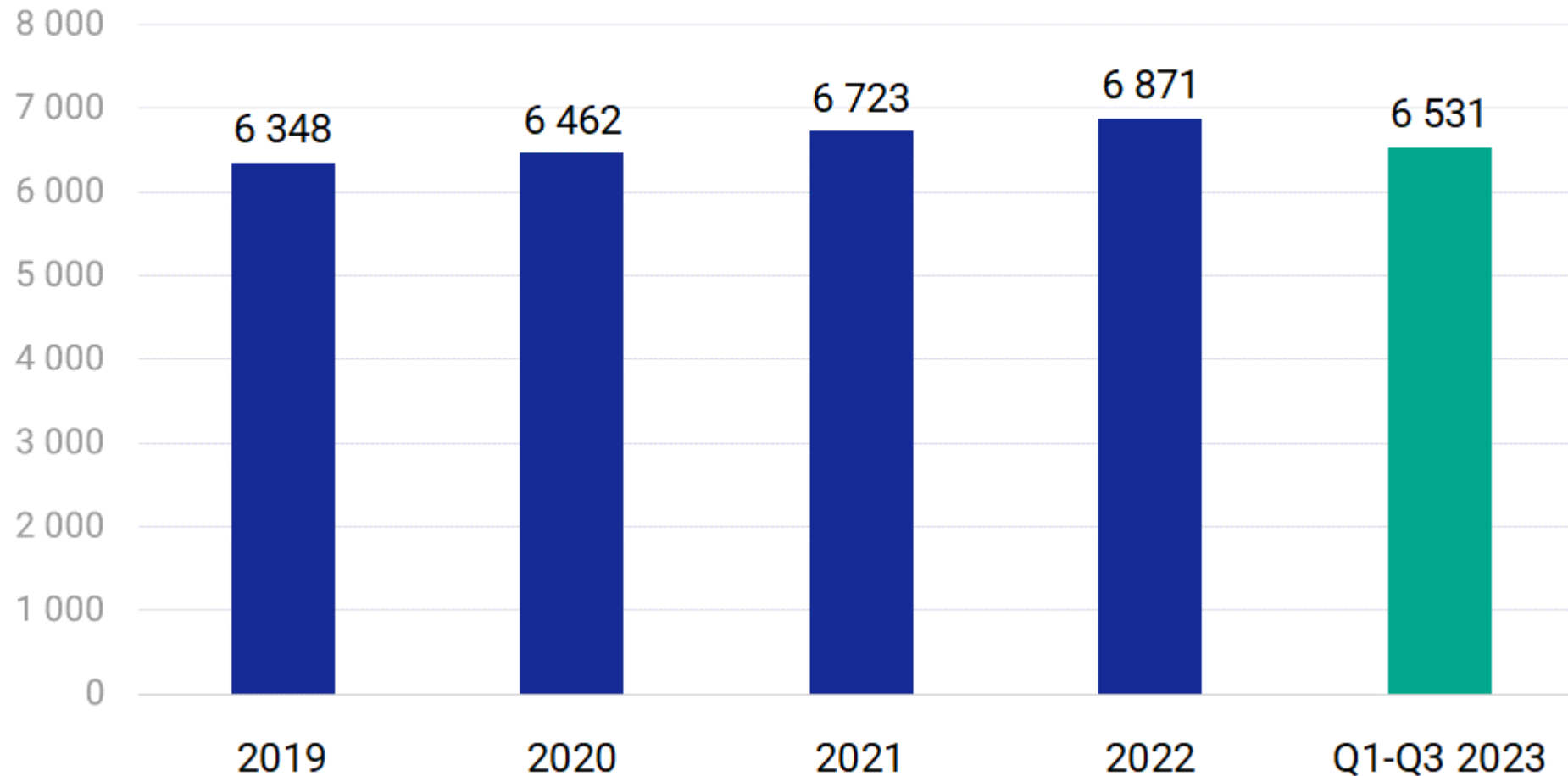
7

Perspectives

8

Comarch S.A. Share Price and Stock Index Performance

# Comarch Group Human Resources



# Human Resources

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- As at the 30<sup>th</sup> of September, 2023, the Comarch Group employed 6,531 people, i.e. 340 people less than on the 31<sup>st</sup> of December, 2022 and 585 people less than on the 30<sup>th</sup> of September, 2022.
- The basic wage fund in the Comarch Group in the three quarters of 2023 was by 5.5% higher compared to the first three quarters of 2022, and in Q3 2023 alone it was by 1.8% lower than in Q3 2022

# Agenda

1

Revenue

2

Financial Results in Q3 and Q1-Q3 2023

3

Cash Flow

4

Human Resources

5

Investment, new service projects

6

Summary

7

Perspectives

8

Comarch S.A. Share Price and Stock Index Performance

# Investment

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- 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 Q1-Q3 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



# New Service Projects

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Q3 2023 was the first quarter of commercial activity of the sales platform wszystko.pl. During this time, there was a sudden increase in the number of registered sellers (currently approximately 20,000) and offers issued, and the number of concluded transactions was growing. In November, the Everything+ delivery program is launched, and soon a mobile website will be launched and marketing tools for sellers will be made available. The first advertising activities were also launched



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 Q3 and Q1-Q3 2023

3

Cash Flow

4

Human Resources

5

Investment, new service projects

6

Summary

7

Perspectives

8

Comarch S.A. Share Price and Stock Index Performance

# Changes in the Company's Management Board from Q3 2023

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- Due to the long-term absence of the President of the Management Board of Comarch S.A., Professor Janusz Filipiak, the Supervisory Board of the company, from the 2<sup>nd</sup> of October, 2023, temporarily delegated Dr. Anna Pruska to serve as the President of the Management Board.
- On the 25<sup>th</sup> of August, 2023, Mr. Marcin Warwas resigned from the position of Vice-President of the Management Board of Comarch S.A.
- On the 5<sup>th</sup> of November, 2023, Mr. Janusz Jeremiasz Filipiak resigned from the position of Vice-President of the Management Board of Comarch S.A.

# Summary Q1-Q3 2023

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- The Comarch Group's revenue were lower by PLN 37,8 million, i.e. by 2.9% w compared to the same period in 2022. Operating profitability amounted in the described period to +6.3%, and net profitability to +6.4%.
- The revenue from domestic sales increased by 8.7%, thanks to the development of sales to clients from the SME sector and to clients from the financial sector. In Q3, revenues from the public sector stabilized. The revenue from foreign sales decreased by PLN 82.8 million (i.e. by 10.4%), which was mainly the result of a decline in sales to customers from the telecommunications sector.
- During the three quarters of 2023, the Comarch Group adjusted the employment level to the current level of revenue - the basic wage fund increased by 5.5% compared to the period of three quarters of 2022, while in Q3 2023 itself it decreased by 1.8% compared to Q3 2022.
- The currency exchange rate fluctuations had a significant impact on the financial results achieved in individual quarters of 2023.

# Agenda

1

Revenue

2

Financial Results in Q3 and Q1-Q3 2023

3

Cash Flow

4

Human Resources

5

Investment, new service projects

6

Summary

7

**Perspectives**

8

Comarch S.A. Share Price and Stock Index Performance

# Perspectives for the Next Periods

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- The value of the order portfolio for 2023 is currently approximately 1 to 2% higher than the value of the order portfolio for 2022 at the same time last year.
- Comarch observes a cooling of demand for IT solutions in some markets and economic sectors.
- There is continued pressure to increase costs, especially in the area of IT staff remuneration and the costs of external services.
- Comarch submitted an offer to purchase Cracovia shares from the City of Krakow

# Agenda

1

Revenue

2

Financial Results in Q3 and Q1-Q3 2023

3

Cash Flow

4

Human Resources

5

Investment, new service projects

6

Summary

7

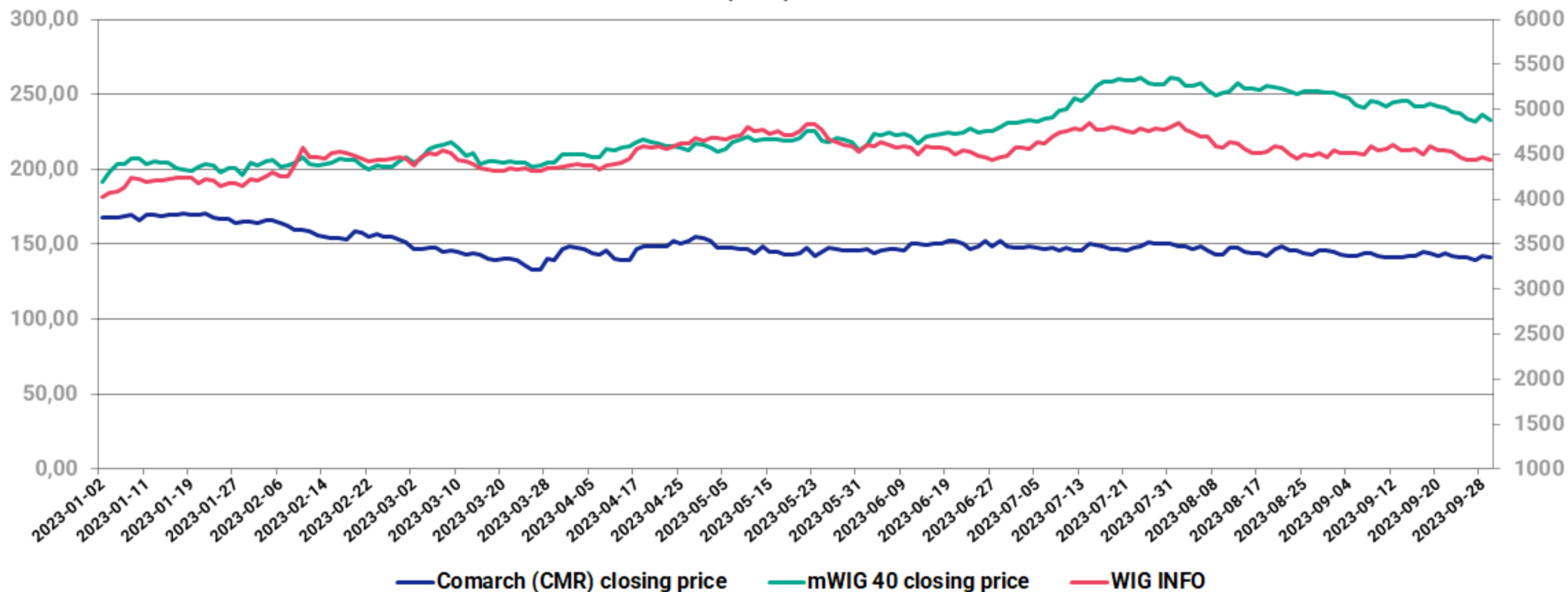
Perspectives

8

Comarch S.A. Share Price and Stock Index Performance

# Comarch S.A. Share Price Performance 1.01.2023 – 30.09.2023

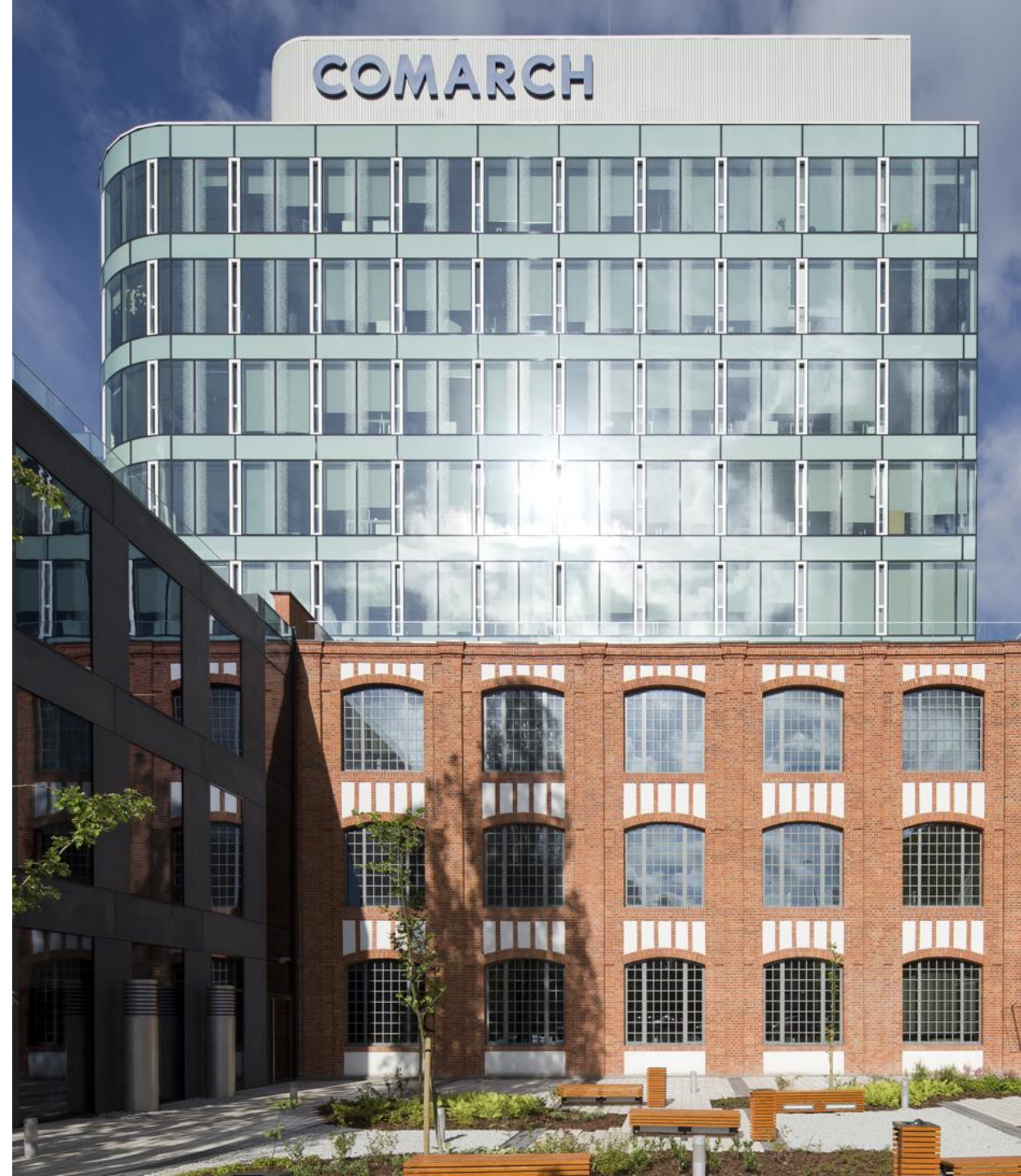
Q1-Q3 2023





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**Thank you for your attention!**





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Developing the future

