

COMARCH

Financial Results H1 2013

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

3rd of September, 2013, Krakow

Agenda

- Financial Results
- Sales Structure
- Human Resources
- Backlog
- Investment
- Summary

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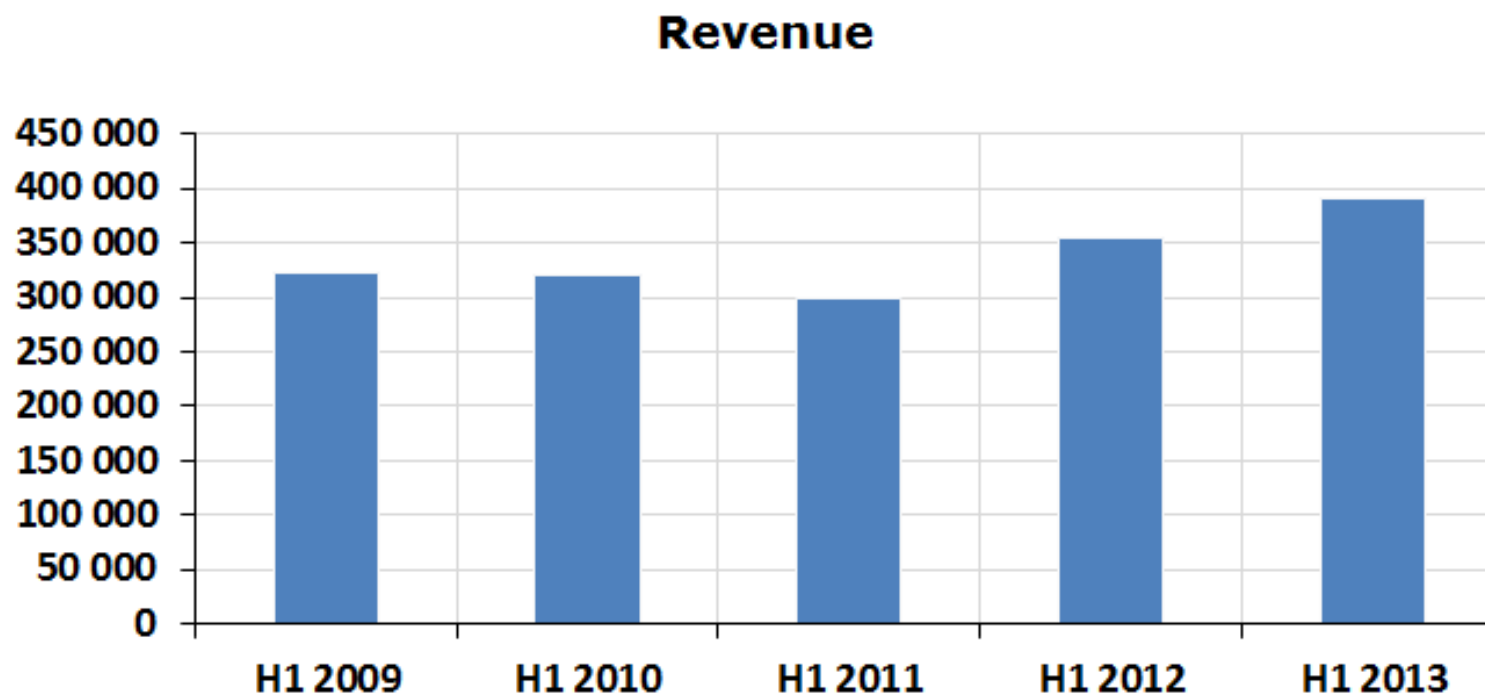
- **Financial Results**
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Financial Results H1 2013

	H1 2013	H1 2012
Revenue	391 701	354 881
Operating profit	2 928	4 386
Net profit attributable to the company's shareholders	2 397	12 268

In thousands of PLN

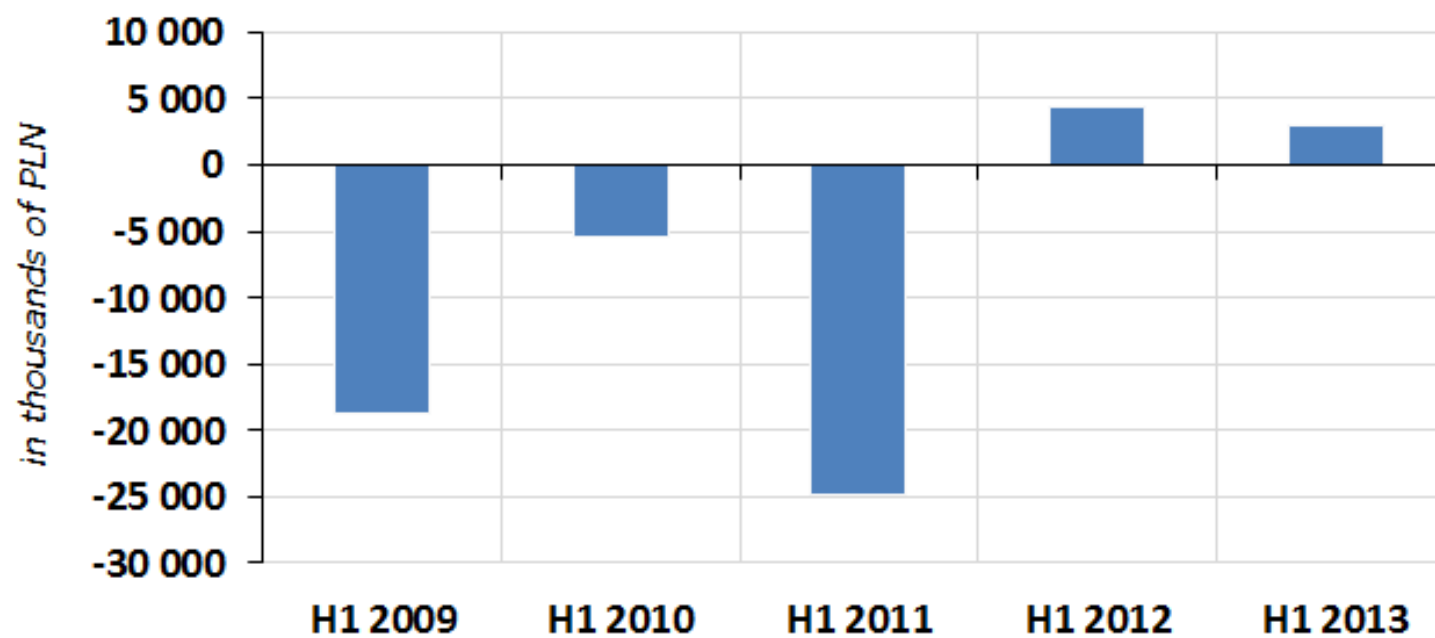
Revenue H1 2009 – H1 2013



In thousands of PLN

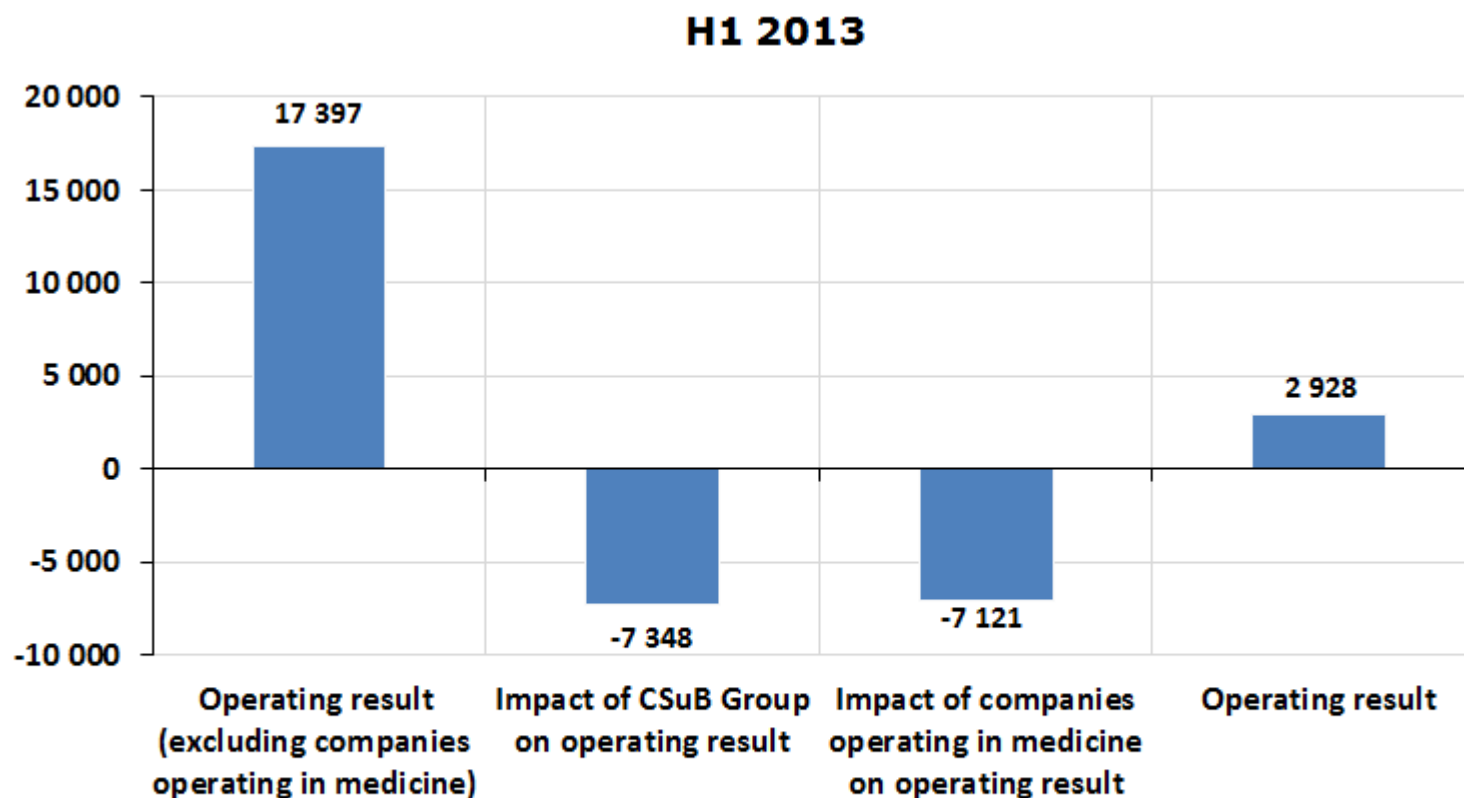
Operating Result H1 2009 – H1 2013

Operating profit



In thousands of PLN

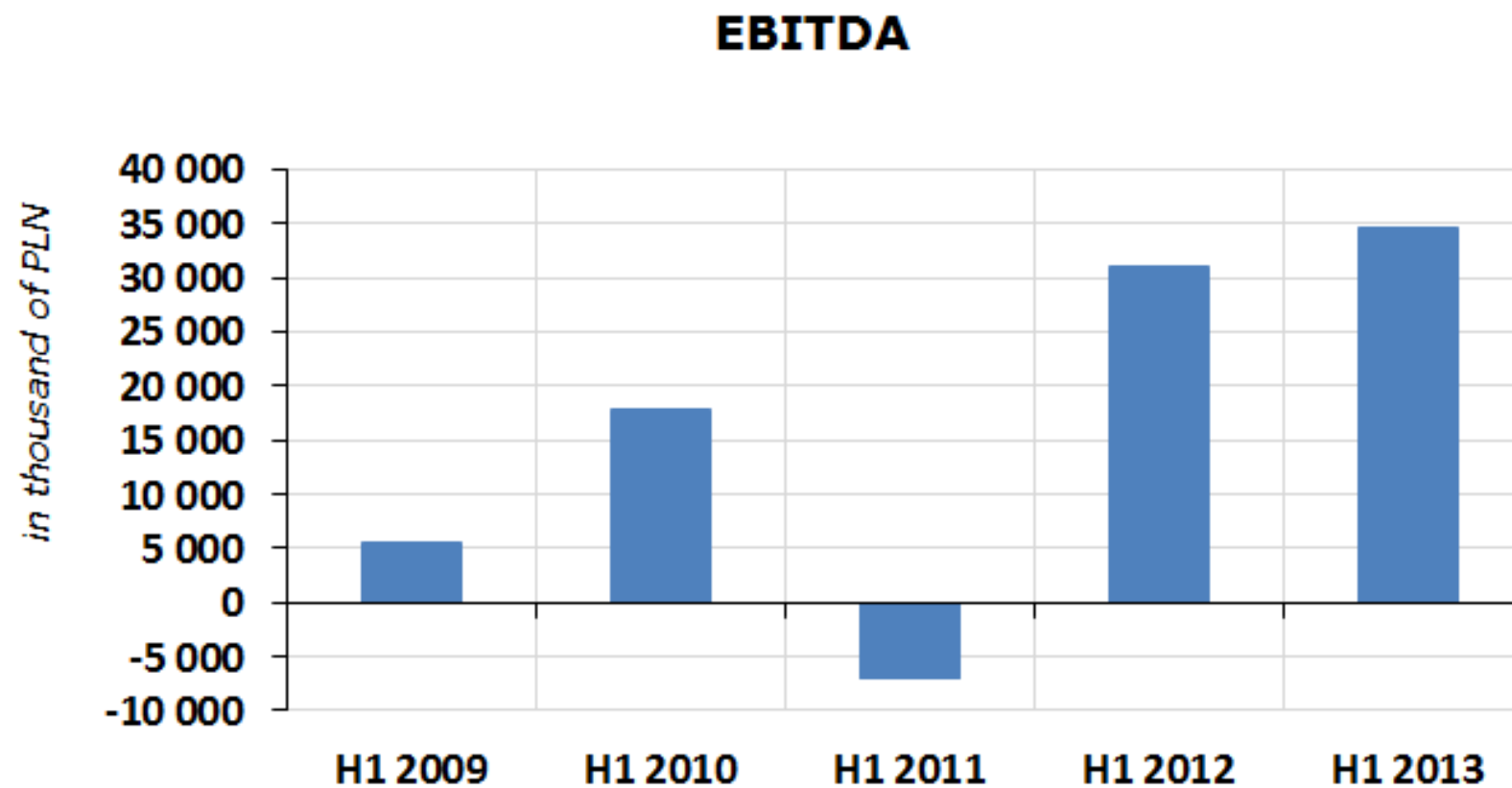
Operating Results within Activities of Comarch Group



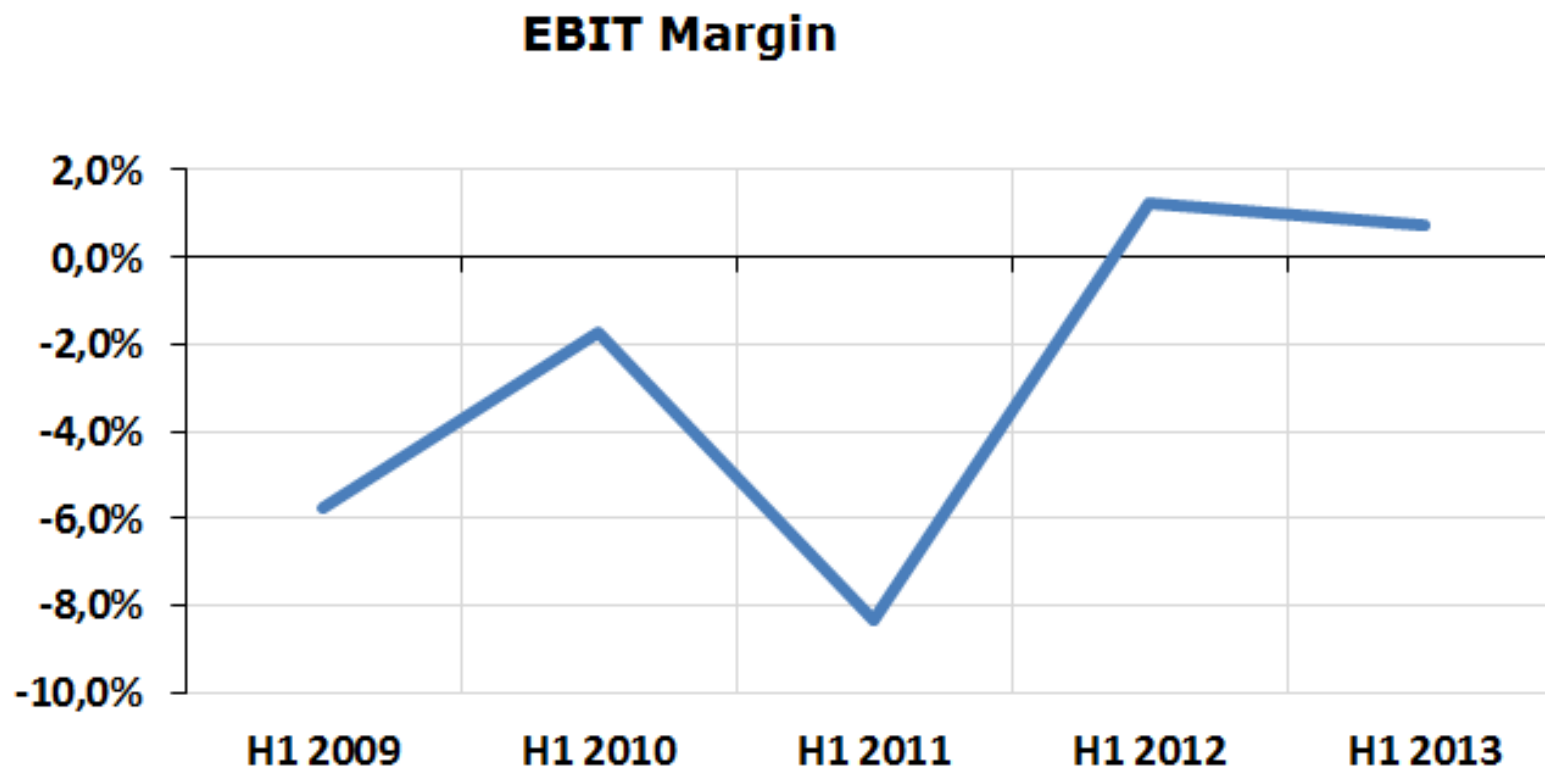
Events Having Significant Effects on Results H1 2013 vs H1 2012

Comarch Group	H1 2013	H1 2012
CSuB AG's revenue	36 092	48 660
Comarch Swiss (formerly A-MEA Informatik AG) revenue	11 143	6 251
Companies operating in medicine (iMed24 S.A. and ESA Projekt Sp. z o.o.) revenue	3 662	1 055
CSuB's operating result (including depreciation of intangible assets acquired as a result of acquisition in 2008)	-7 348	-10 088
CSuB's net result attributable to Comarch's shareholders (including depreciation of intangible assets acquired as a result of acquisition in 2008)	-5 955	-7 889
Companies operating in medicine (iMed24 S.A. and ESA Projekt Sp. z o.o.) operating result	-7 121	-5 957
Companies operating in medicine (iMed24 S.A. and ESA Projekt Sp. z o.o.) net result	-7 568	-6 370
Impact on operating earnings of realised exchange differences and balance sheet valuation	4 774	-5 517
Impact on net earnings of realised exchange differences and balance sheet valuation	3 428	-374
Impact of assets on earnings due to deferred tax due to activity in the Special Economic Zone in Krakow	-305	-529
Impact of assets and provisions on earnings due to deferred tax in relation to temporary differences and of an asset due to tax loss in subsidiaries	3 868	-296
Impact of valuation of managerial option	-1 436	-164

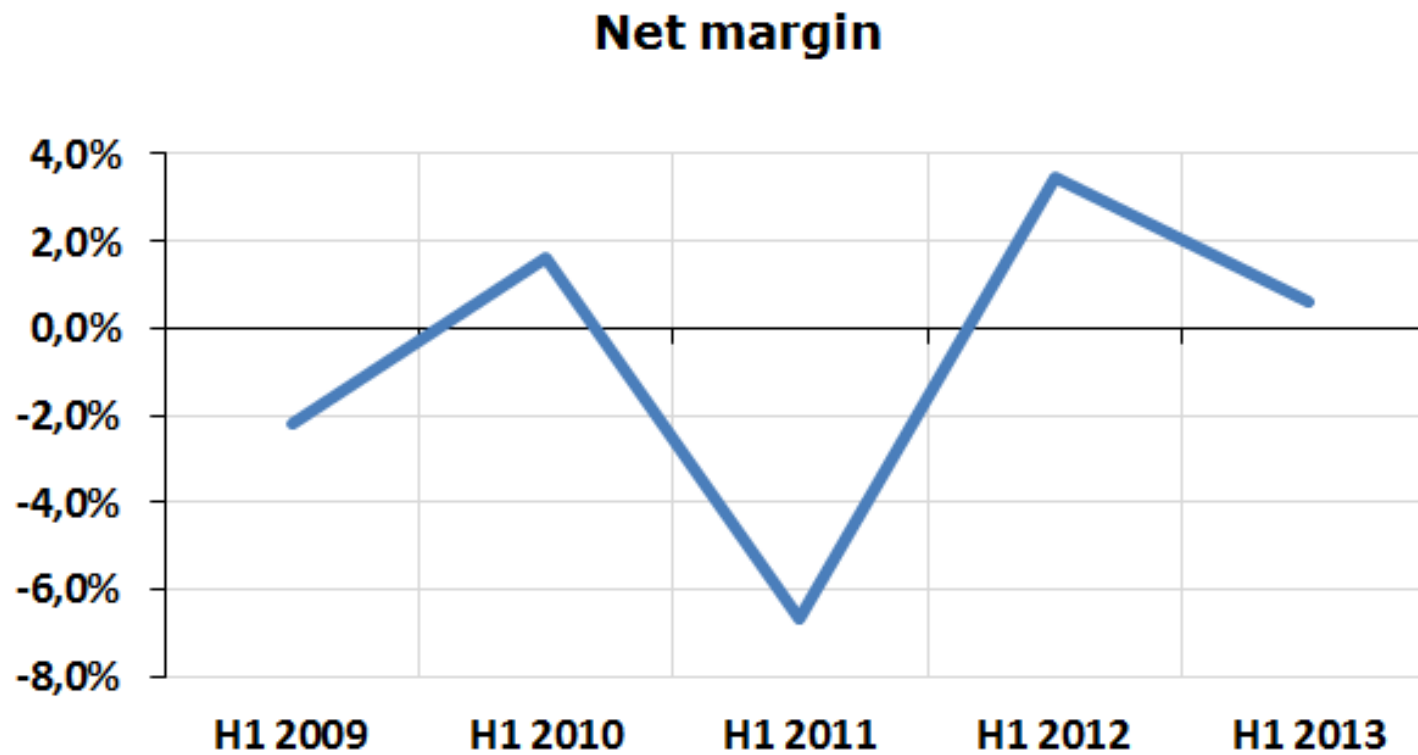
EBITDA H1 2009 – H1 2013



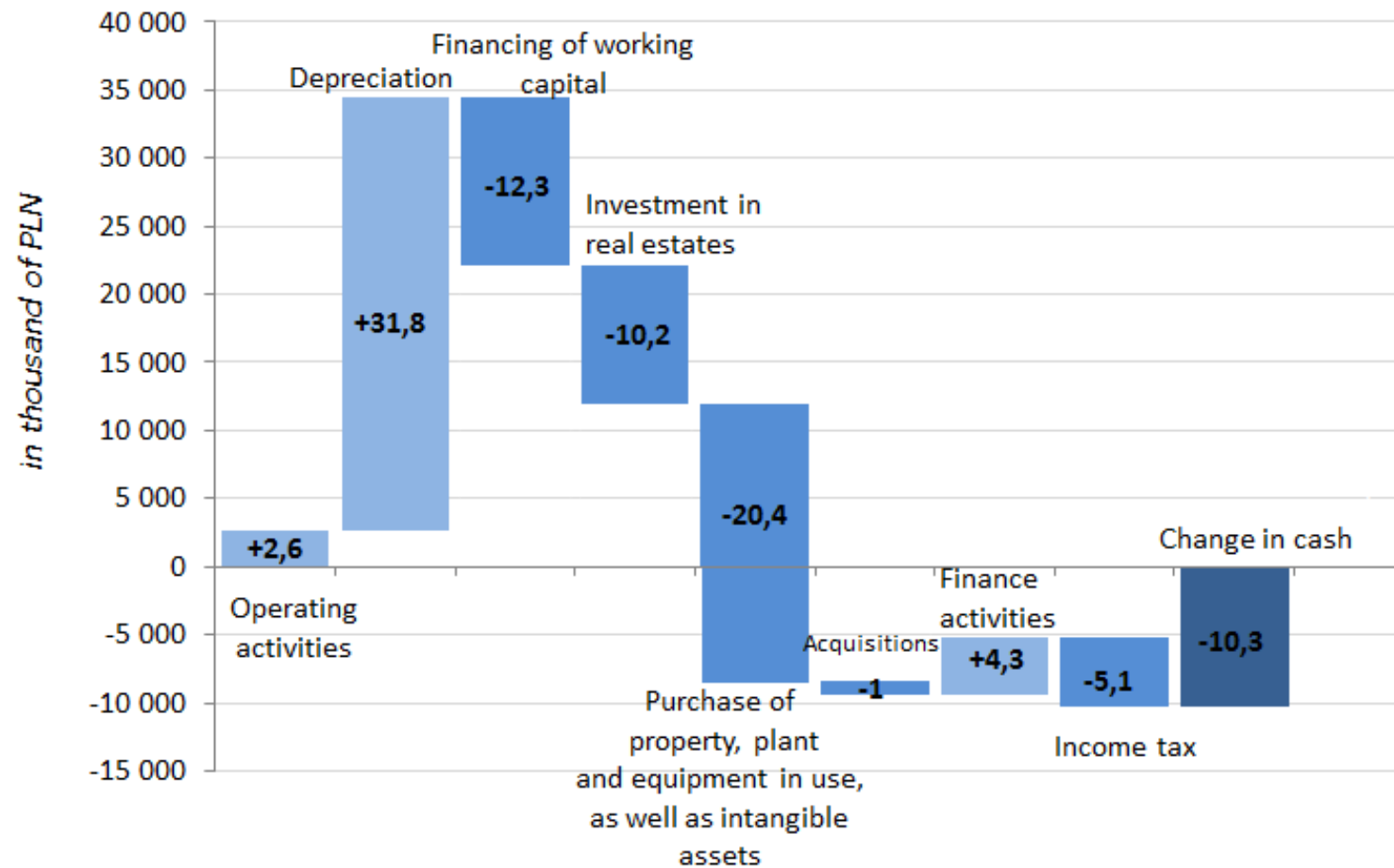
EBIT Margin H1 2009 – H1 2013



Net Margin H1 2009 – H1 2013



Cash Flow H1 2013

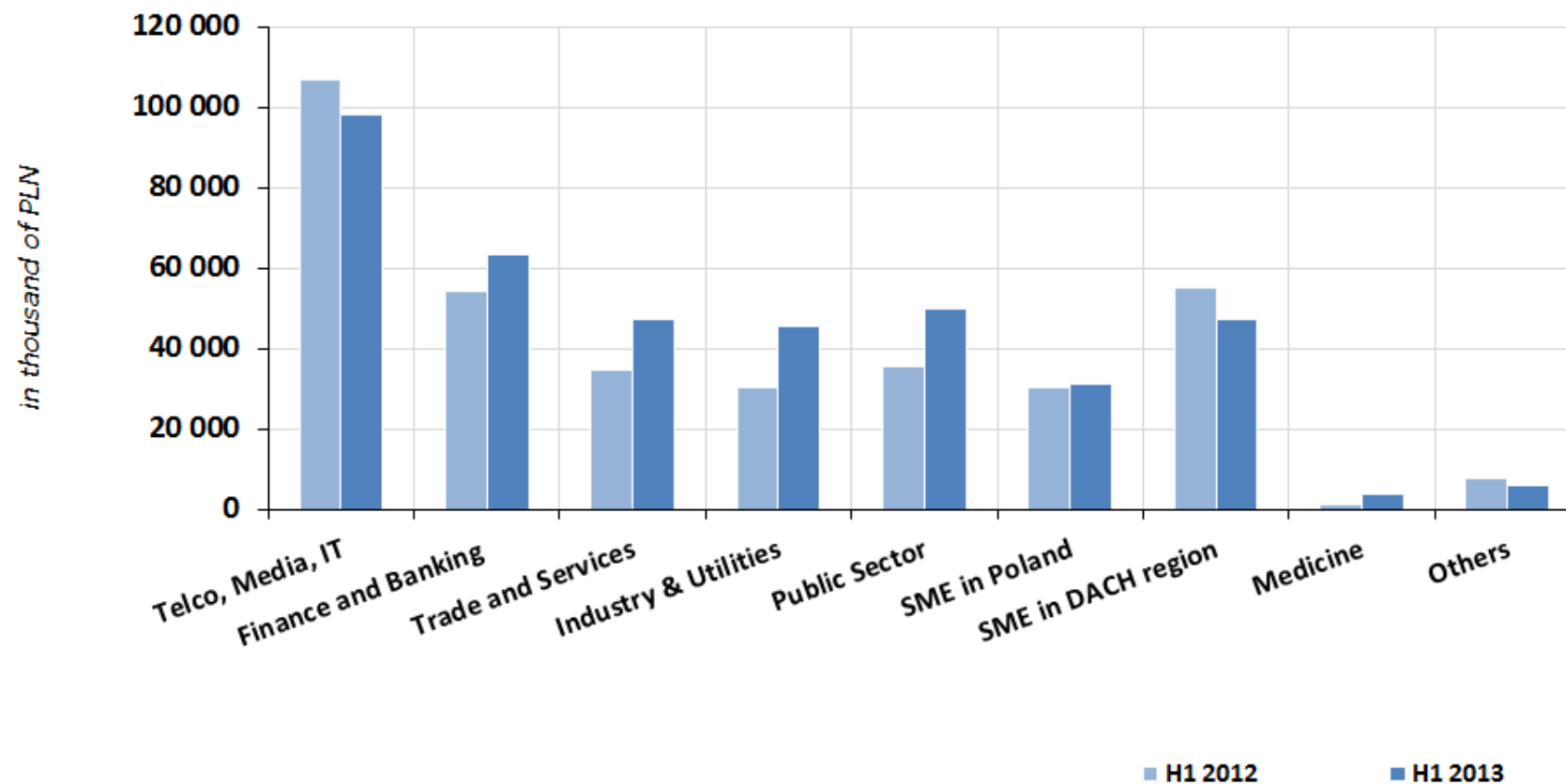


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Market Sales Structure H1 2013 and H1 2012

Revenue from Sectors H1 2012 and H1 2013

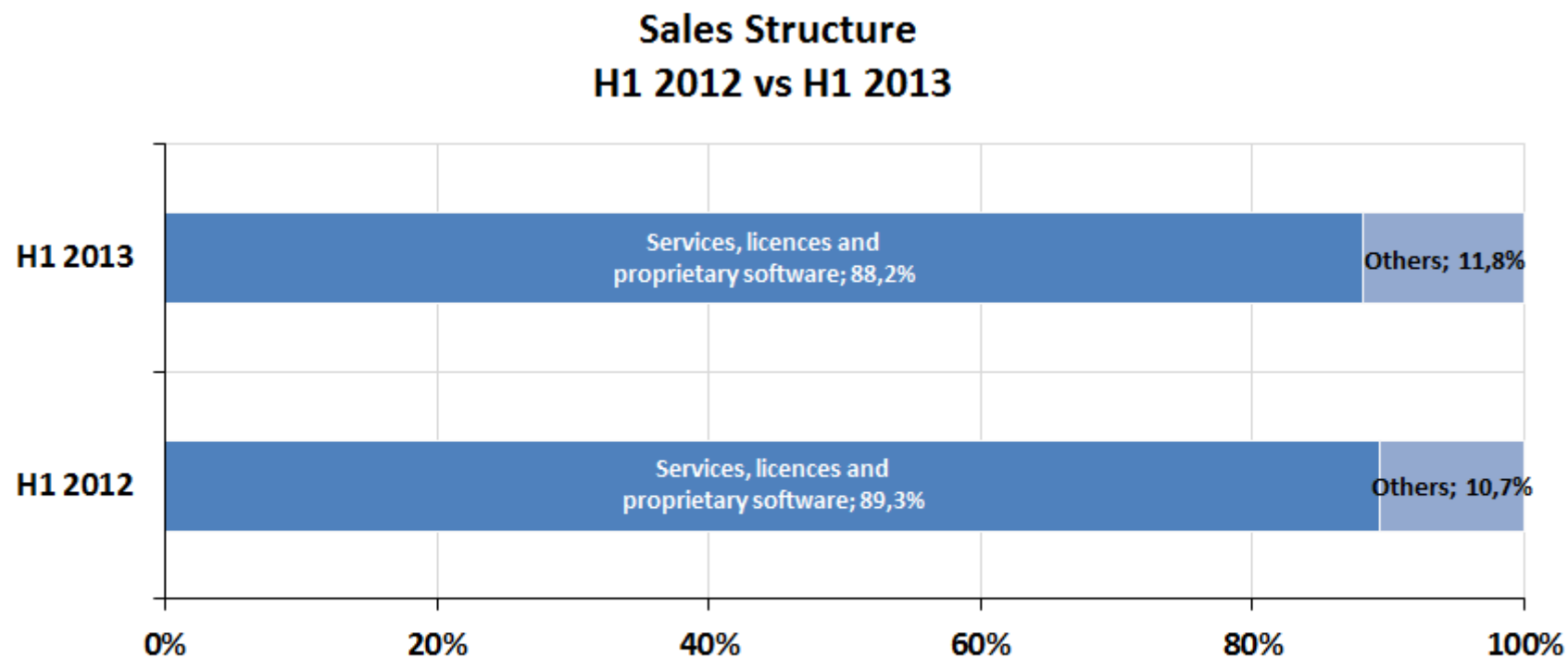


Market Sales Structure H1 2013 and H1 2012

Comarch Group	H1 2013	%	H1 2012	%
Telecommunication, Media, IT	97 985	25,0%	106 964	30,1%
Finance and Banking	63 364	16,2%	54 050	15,2%
Trade and Services	47 211	12,1%	34 417	9,7%
Industry & Utilities	45 398	11,6%	30 102	8,5%
Public Sector	50 031	12,8%	35 696	10,1%
Small and Medium Enterprises - Poland	30 979	7,9%	30 096	8,5%
Small and Medium Enterprises - DACH	47 235	12,1%	54 911	15,5%
Medicine	3 662	0,9%	1 055	0,3%
Other	5 836	1,5%	7 590	2,1%
Total	391 701	100,0%	354 881	100,0%

In thousands of PLN

Products Sales Structure H1 2013 and H1 2012



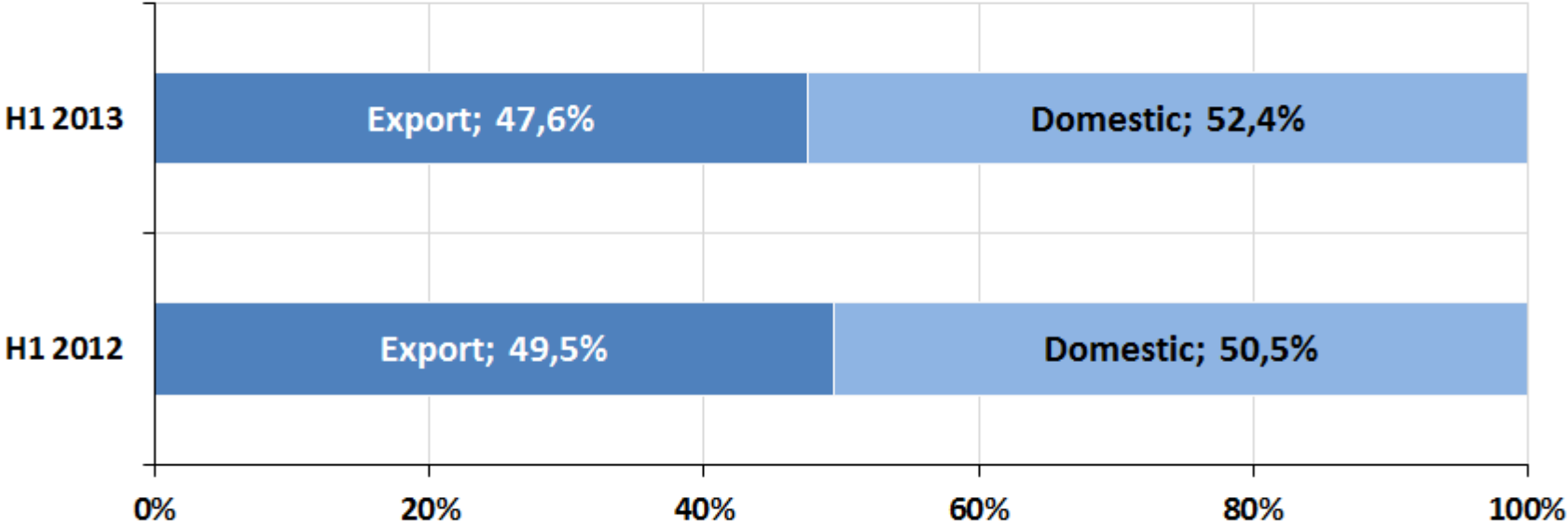
Products Sales Structure H1 2013 and H1 2012

Comarch Group	H1 2013	%	H1 2012	%
Services	312 027	79,7%	276 331	77,9%
Proprietary software	33 338	8,5%	40 649	11,4%
Third party software	28 159	7,2%	14 201	4,0%
Hardware	6 716	1,7%	12 855	3,6%
Other	11 461	2,9%	10 845	3,1%
Total	391 701	100,0%	354 881	100,0%

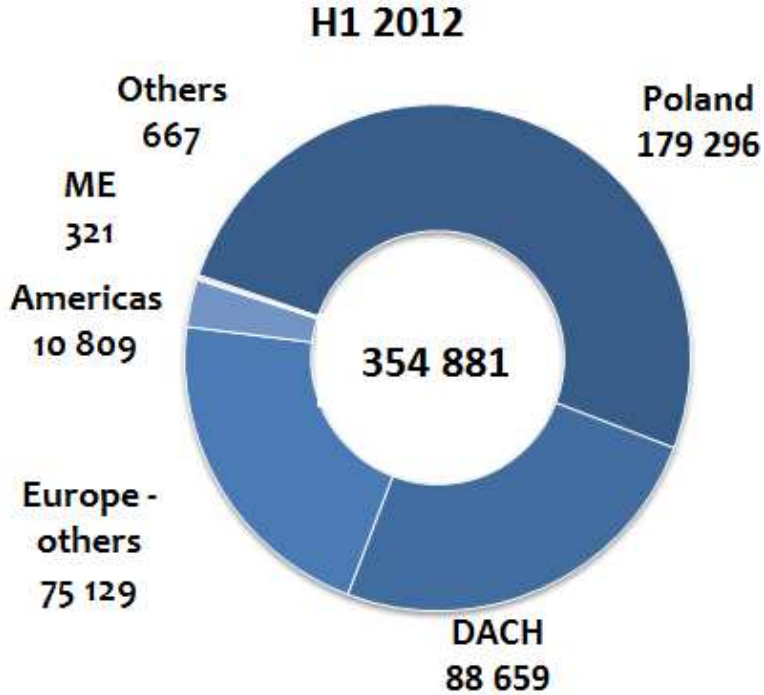
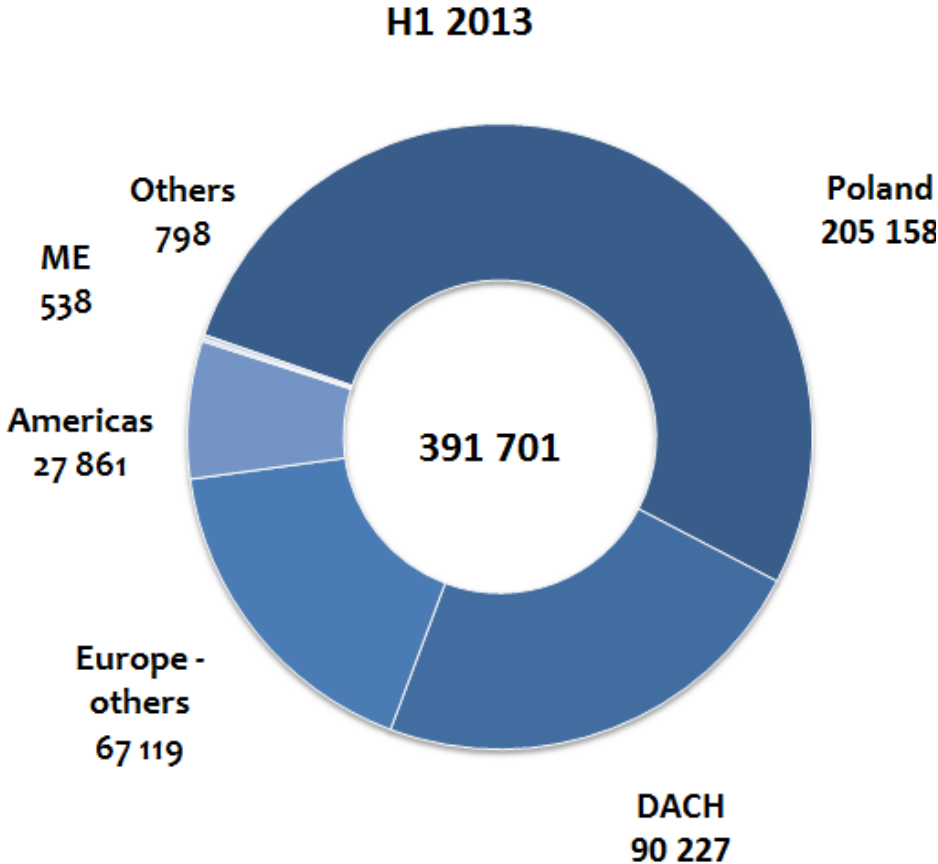
In thousands of PLN

Geographical Sales Structure H1 2013 and H1 2012

Sales Structure H1 2013 vs H1 2012



Geographical Sales Structure H1 2013 and H1 2012

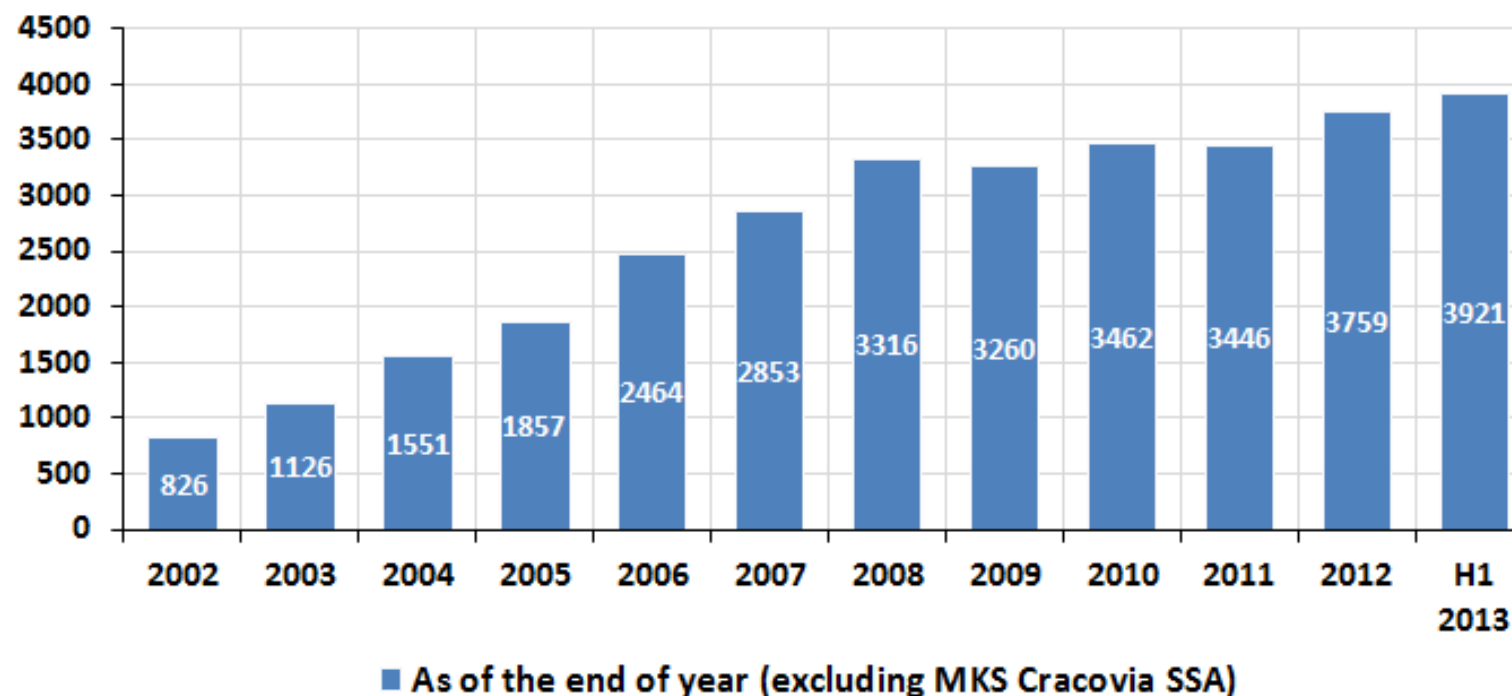


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Employment in Comarch Group (excluding employees in MKS Cracovia SSA)

Human Resources

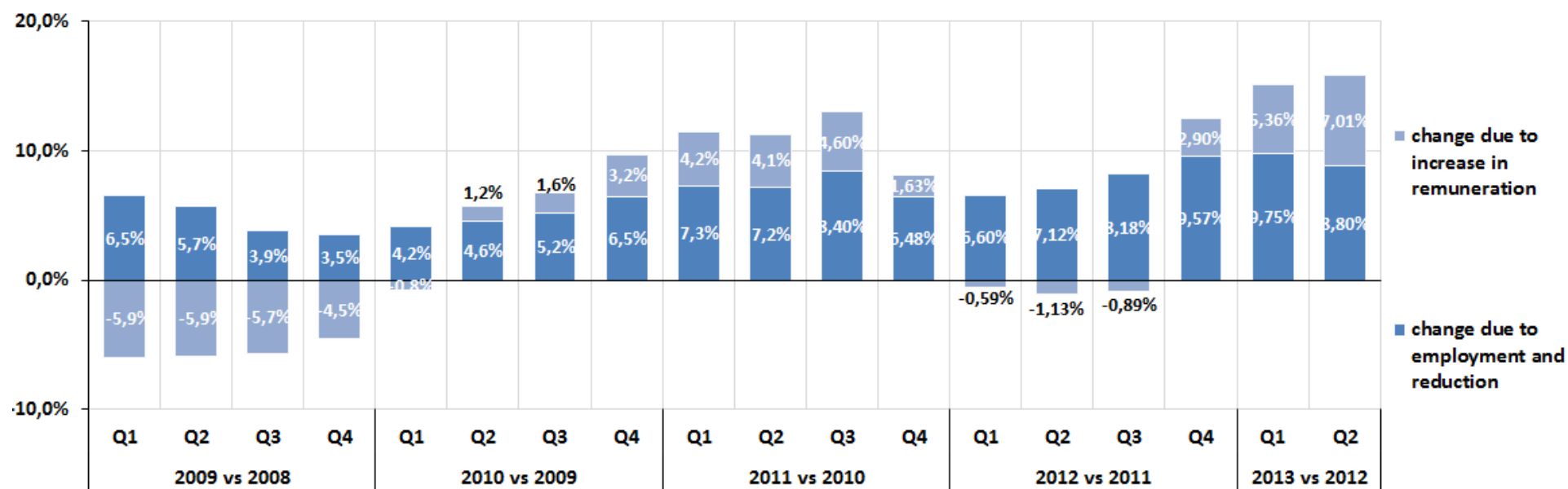


Employment Level

- As of **30th of July, 2013**, Comarch Group had **3,921** employees (excluding employees in MKS Cracovia SSA), i.e. 162 persons more than at the end of 2012 (an increase of 4.3%).
- Current employment level is sufficient to execute contracts already concluded or planned by the Group.
- Continuous pressure on an increase in remuneration in IT sector.

Employment Costs H1 2009 – H1 2013

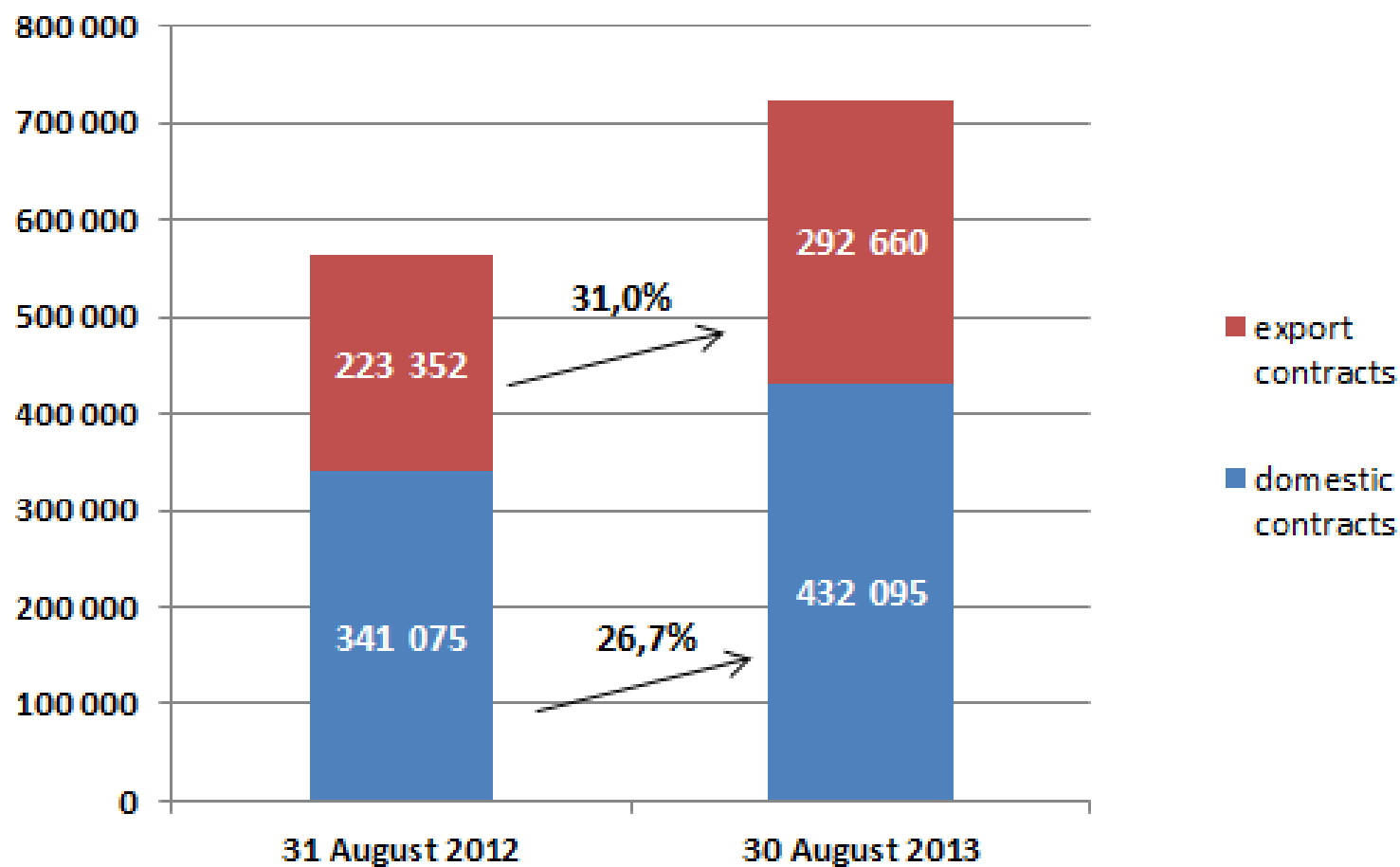
Change in Remuneration



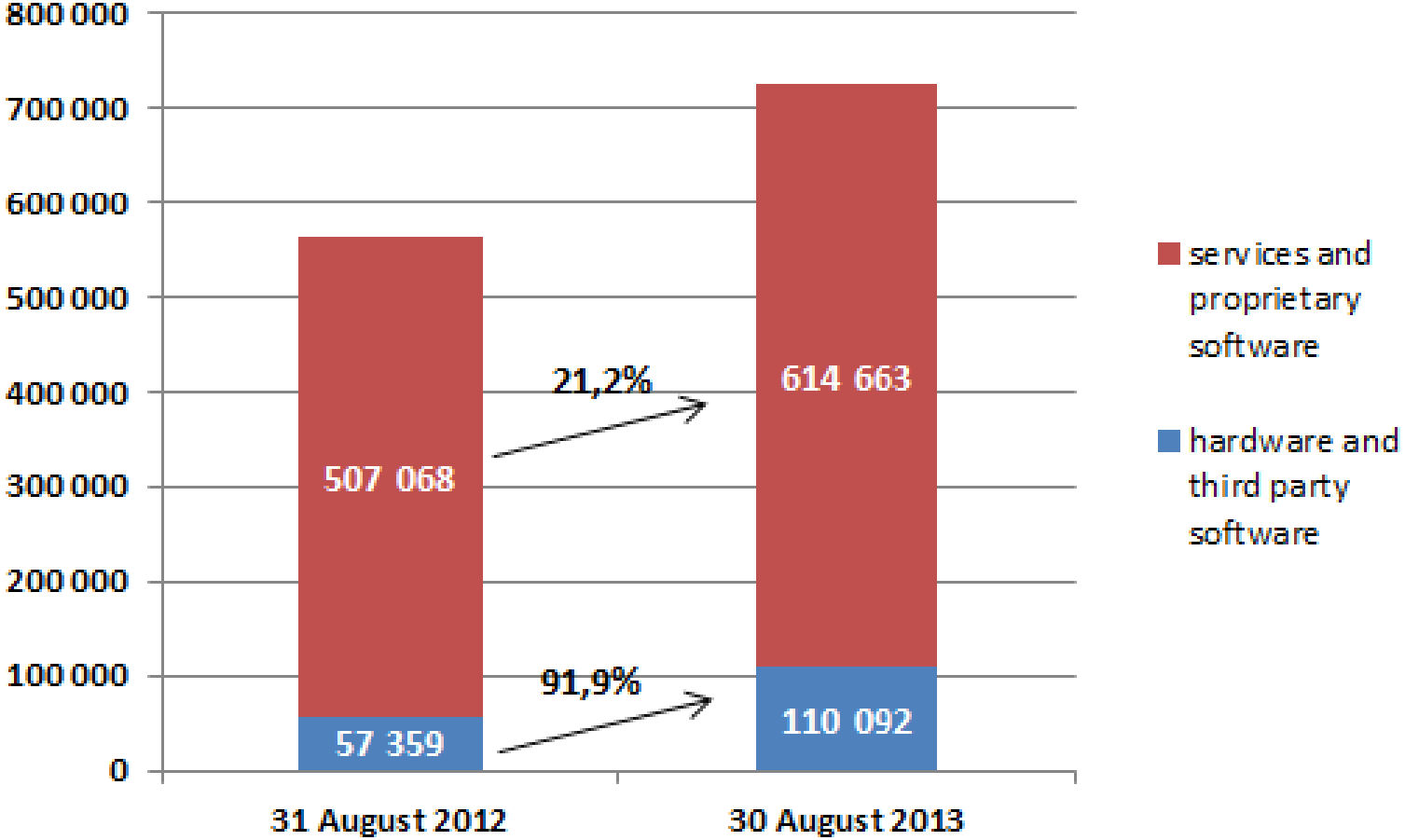
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Backlog for the Current Year (excluding Comarch SuB Group)



Backlog for the Current Year (excluding Comarch SuB Group)



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Investment in H1 2013

- Continuous high expenditures for R&D, especially within the frame of e-Health
- Development of IT infrastructure (purchase of non-current assets and intangible assets) related to acquired contracts
- Completion of construction of a data center and an office building in Dresden
- Preparation works related to new investment in Krakow and Łódź

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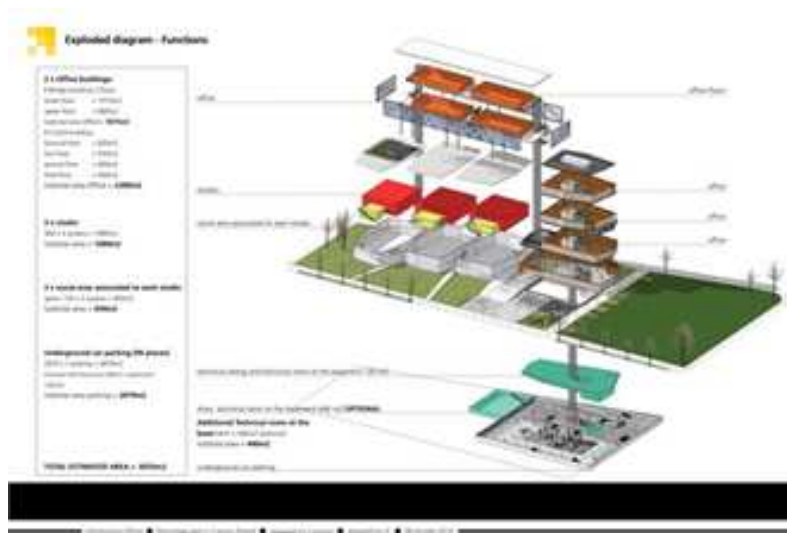
H1 2013 Situation Summary

- Dynamic growth in sales on domestic market (of 14.4%) and in export sales (of 6.2%)
- Increase in costs of operation: remuneration, depreciation
- The high value of backlog in relation to contracts acquired at the beginning of Q3 2013
- Rapid development of sales of products and services as cloud computing especially in the Trade and Services sector (loyalty systems, EDI)
- Merger of Comarch Swiss AG and A-MEA Informatik AG
- Payment of dividend for 2012

Plans for H2 2013

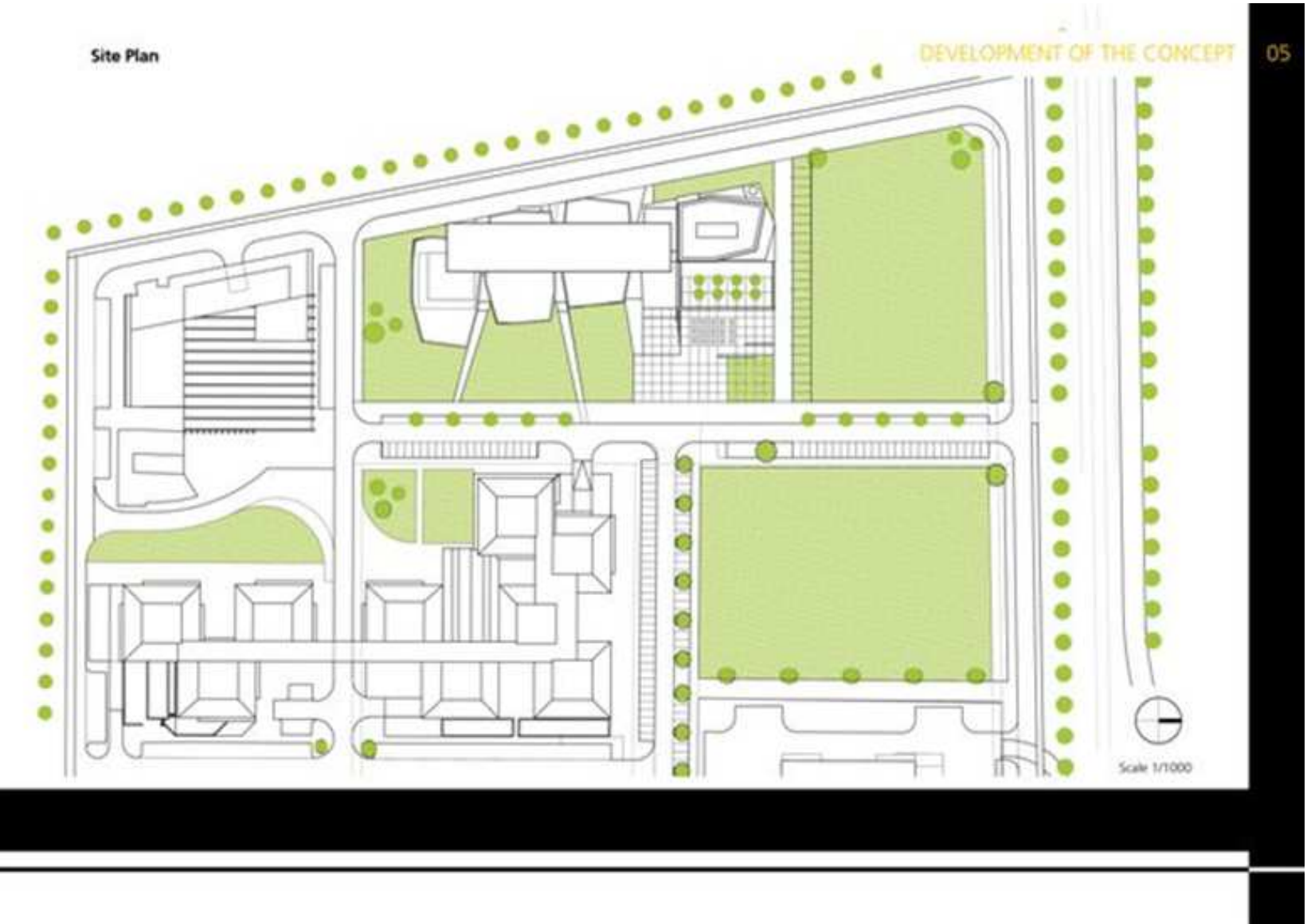
- Further intense acquiring contracts on foreign markets and in Poland, the expected economic growth should foster the investment in IT
- Continuous increase in labor costs in IT sector increases the cost of business operations, operating in highly competitive labor market
- Continuous investment within e-Health, in H2 it is planned to increase revenue in medicine sector
- Launching the Comarch branch in Rzeszow
- Possible acquisition of a small-scale, related to a potential IT project

SSE6 Investment



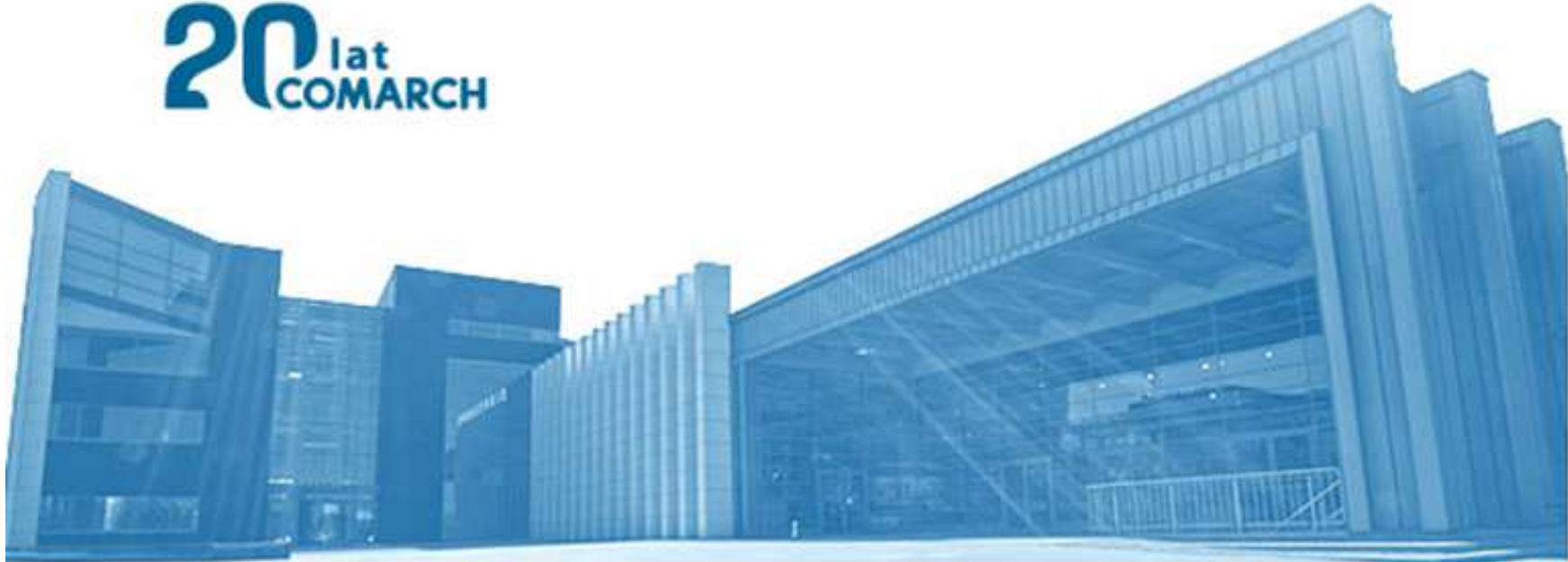
- Legally binding building permit
- Planned investment cost of approx. 60 million PLN
- Period of implementation: Q4 2013 – Q2 2015
- New Comarch Data Center and office spaces for more than 300 employees

SSE6 Investment



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Thank you