

COMARCH

Financial Results Q1-Q3 2013

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

18th of November, 2013, Krakow

Agenda

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

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Financial Results Q3 2013

	Q3 2013	Q3 2012
Revenue	233 482	166 440
Operating profit	-2 845	-5 377
Net profit attributable to the company's shareholders	220	-1 403

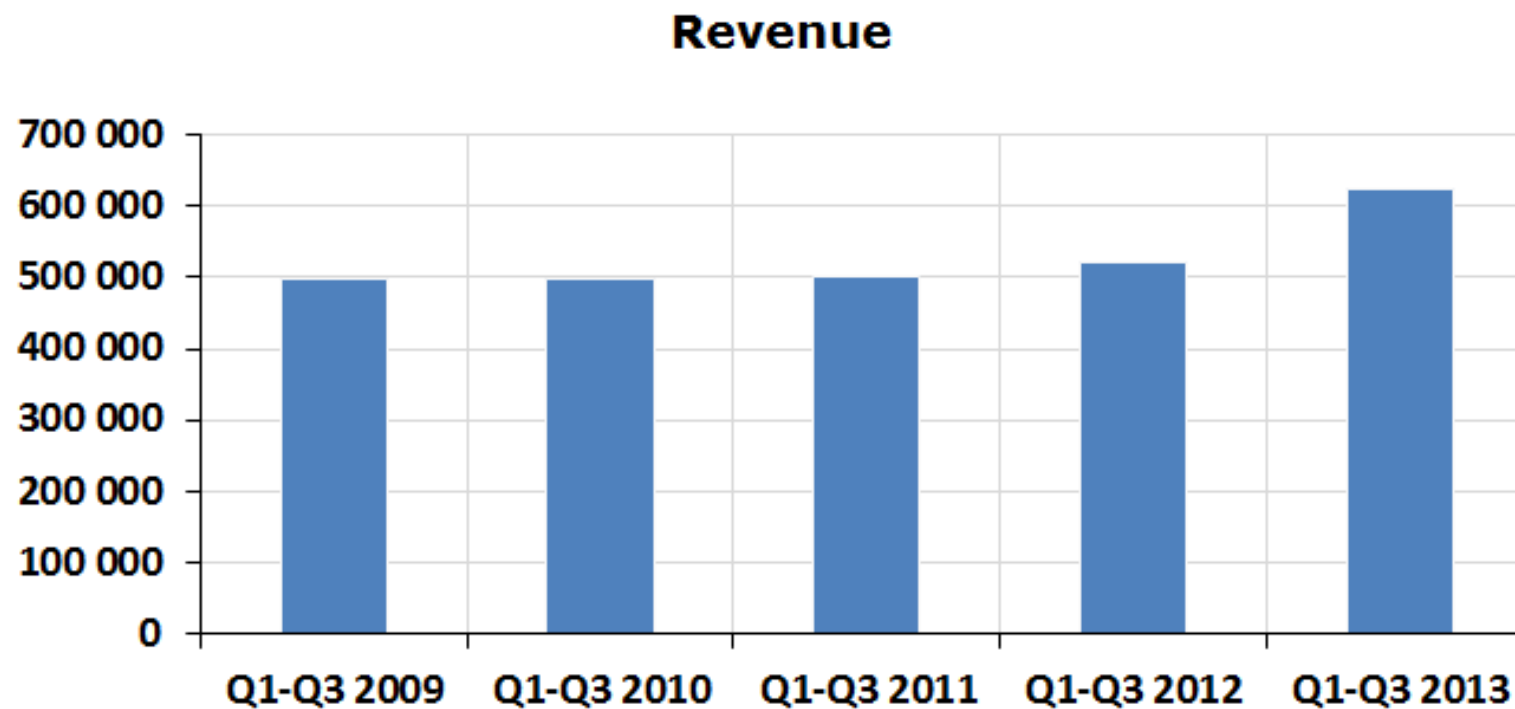
In thousands of PLN

Financial Results Q1-Q3 2013

	Q1-Q3 2013	Q1-Q3 2012
Revenue	625 183	521 321
Operating profit	83	-991
Net profit attributable to the company's shareholders	2 617	10 865

In thousands of PLN

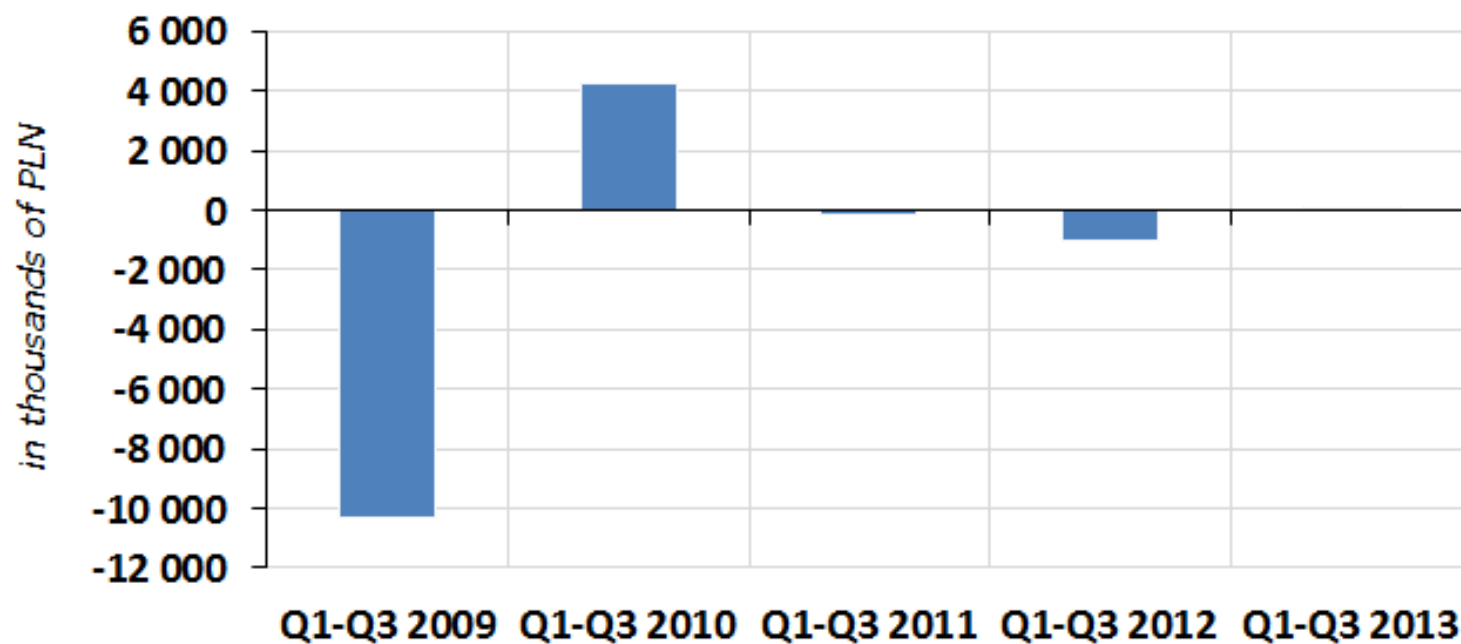
Revenue Q1-Q3 2009 – 2013



In thousands of PLN

Operating Result Q1-Q3 2009 – 2013

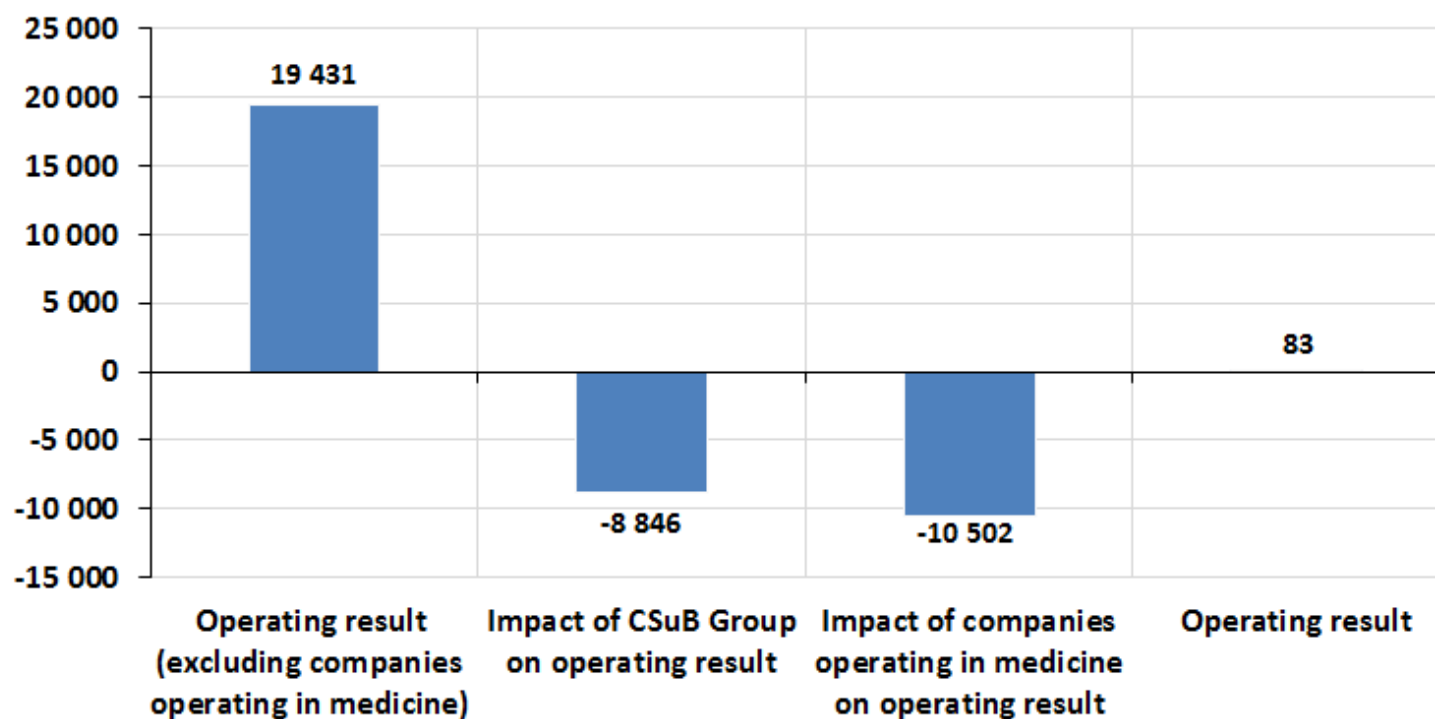
Operating profit



In thousands of PLN

Operating Results within Activities of Comarch Group

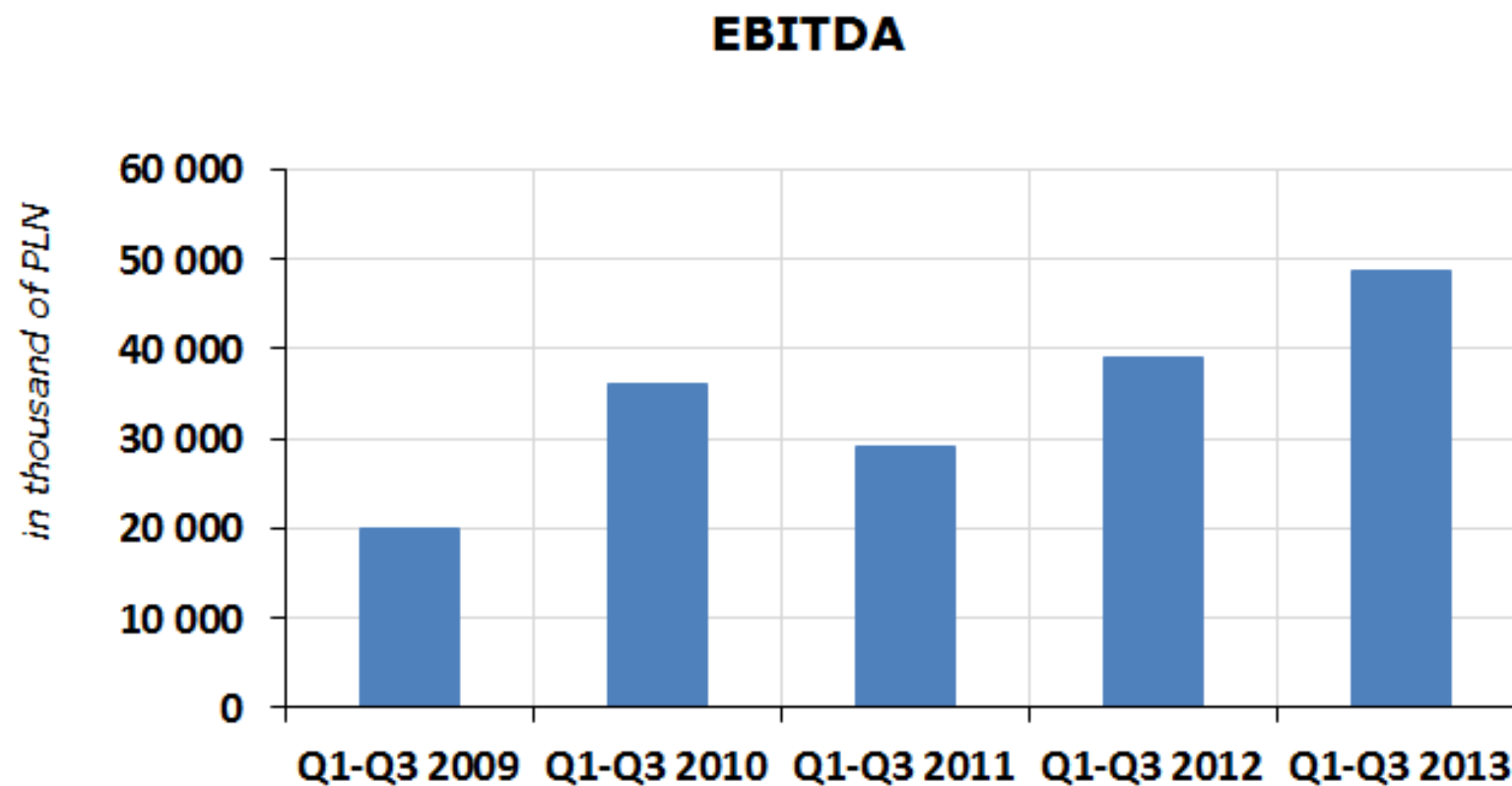
Q1-Q3 2013



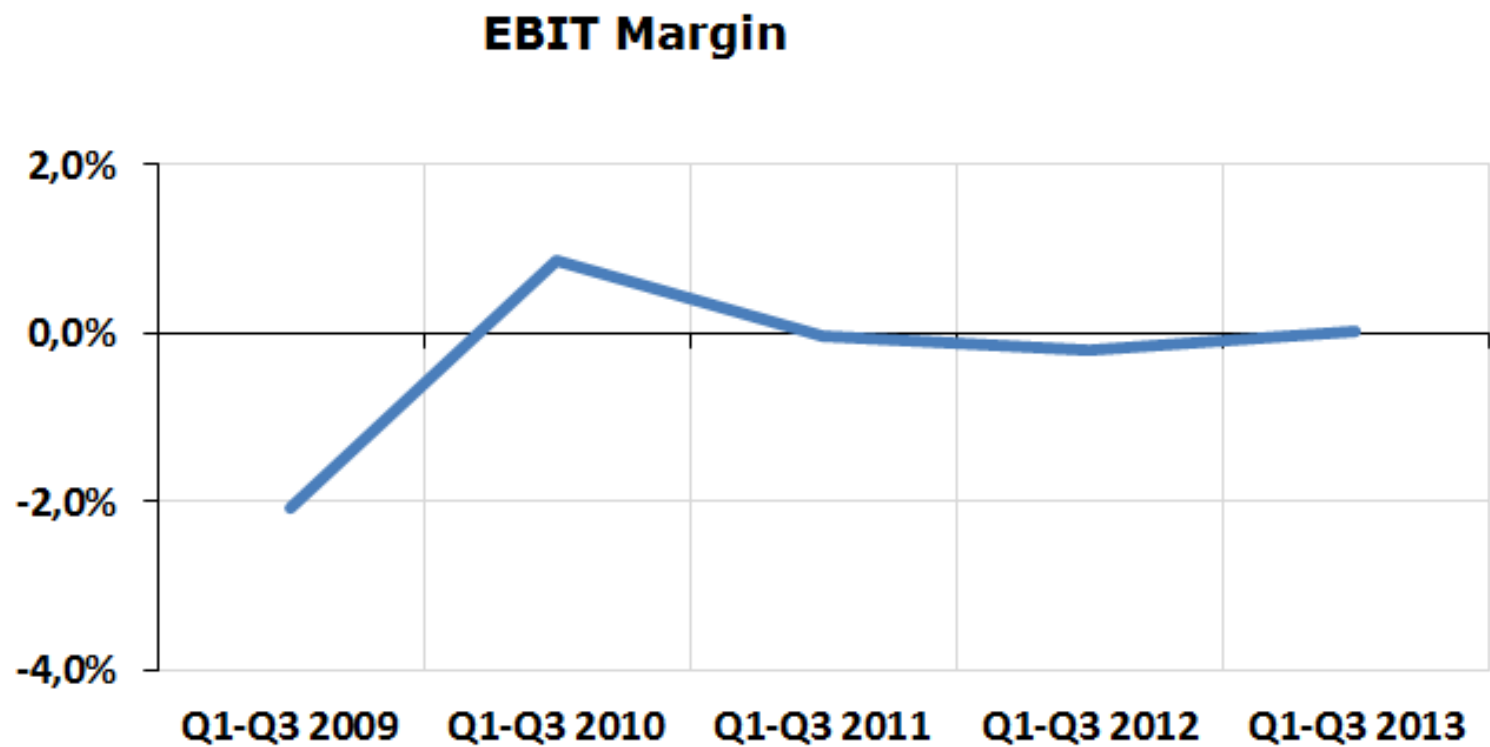
Events Having Significant Effects on Results Q1-Q3 2013 vs Q1-Q3 2012

Comarch Group	Q1-Q3 2013	Q1-Q3 2012
CSuB AG's revenue	56 052	71 482
Comarch Swiss (formerly A-MEA Informatik AG) revenue	17 441	9 806
Companies operating in medicine (iMed24 S.A. and ESA Projekt Sp. z o.o.) revenue	5 779	4 028
CSuB's operating result (including depreciation of intangible assets acquired as a result of acquisition in 2008)	-8 846	-11 980
CSuB's net result attributable to Comarch's shareholders (including depreciation of intangible assets acquired as a result of acquisition in 2008)	-6 557	-9 190
Companies operating in medicine (iMed24 S.A. and ESA Projekt Sp. z o.o.) operating result	-10 502	-9 849
Companies operating in medicine (iMed24 S.A. and ESA Projekt Sp. z o.o.) net result	-11 139	-10 282
Impact on operating earnings of realised exchange differences and balance sheet valuation	2 127	-9 775
Impact on net earnings of realised exchange differences and balance sheet valuation	2 473	-2 887
Impact of assets on earnings due to deferred tax due to activity in the Special Economic Zone in Krakow	-1 569	-977
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	4 470	934
Impact of valuation of managerial option	-2 154	-243

EBITDA Q1-Q3 2009 – 2013

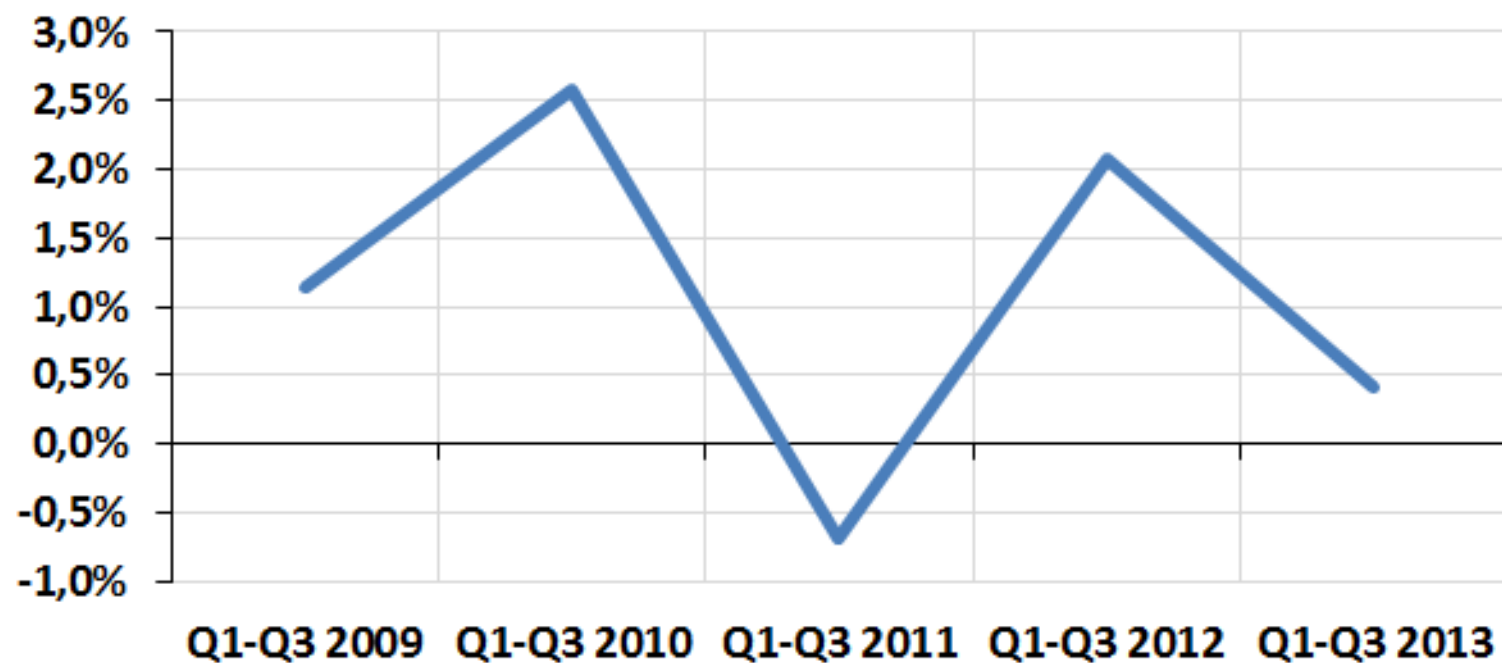


EBIT Margin Q1-Q3 2009 – 2013

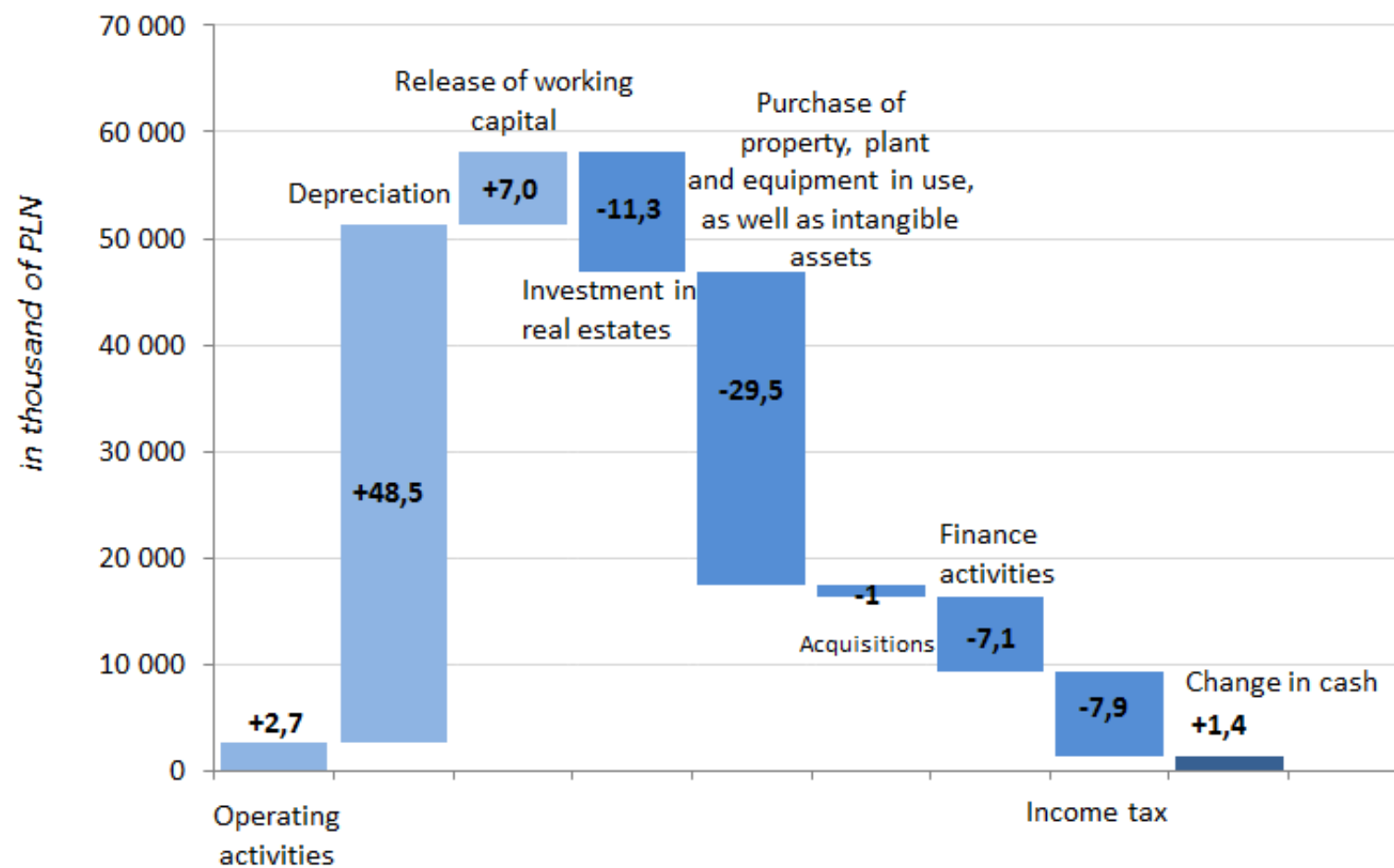


Net Margin Q1-Q3 2009 – 2013

Net margin



Cash Flow Q1-Q3 2013

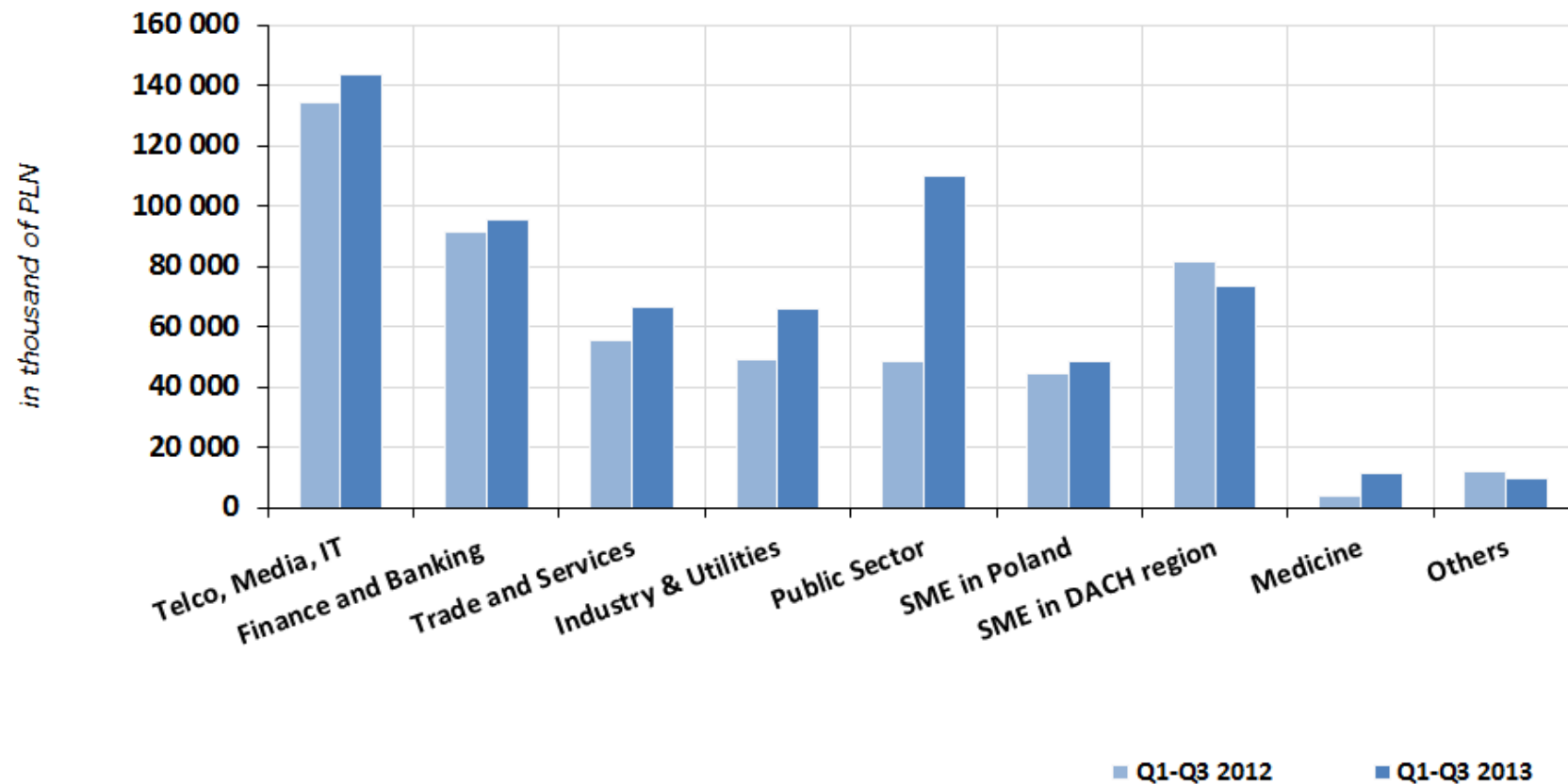


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Market Sales Structure Q1-Q3 2013 and Q1-Q3 2012

Revenue from Sectors Q1-Q3 2012 and Q1-Q3 2013



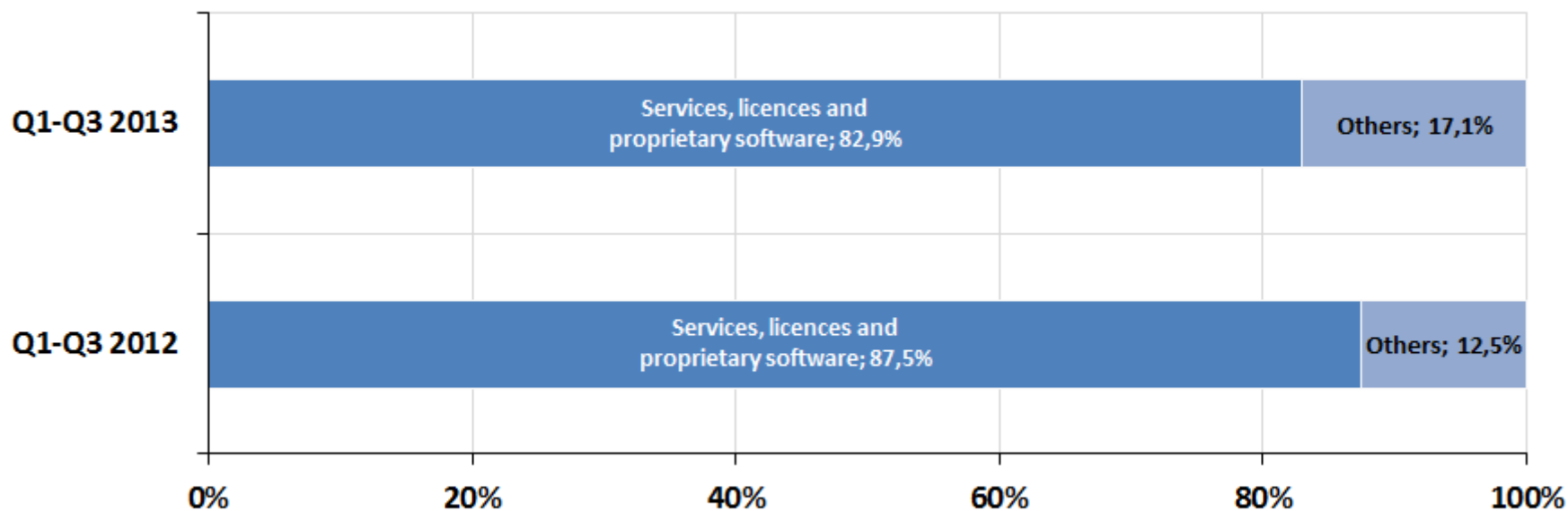
Market Sales Structure Q1-Q3 2013 and Q1-Q3 2012

Comarch Group	Q1-Q3 2013	%	Q1-Q3 2012	%
Telecommunication, Media, IT	143 837	23,0%	137 732	26,4%
Finance and Banking	95 432	15,2%	91 482	17,5%
Trade and Services	66 445	10,6%	53 287	10,2%
Industry & Utilities	66 145	10,6%	49 247	9,4%
Public Sector	109 912	17,6%	48 773	9,4%
Small and Medium Enterprises - Poland	48 638	7,8%	44 713	8,6%
Small and Medium Enterprises - DACH	73 494	11,8%	81 289	15,6%
Medicine	11 451	1,8%	4 028	0,8%
Other	9 829	1,6%	10 770	2,1%
Total	625 183	100,0%	521 321	100,0%

In thousands of PLN

Products Sales Structure Q1-Q3 2013 and Q1-Q3 2012

Sales Structure
Q1-Q3 2012 vs Q1-Q3 2013



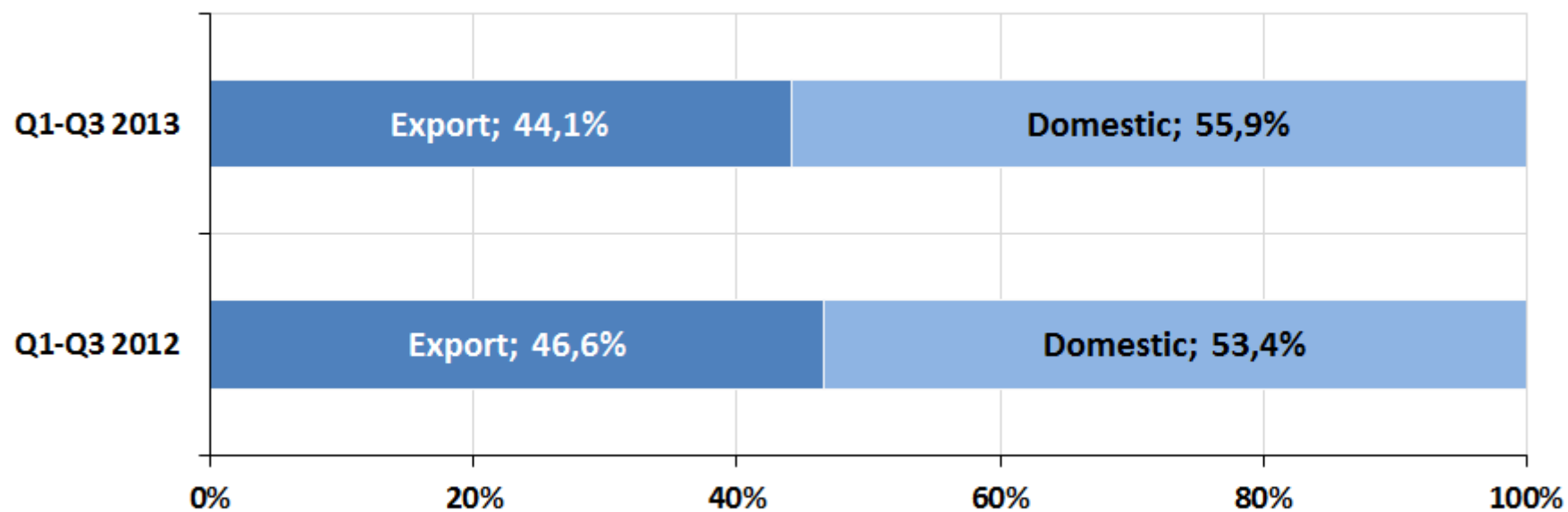
Products Sales Structure Q1-Q3 2013 and Q1-Q3 2012

Comarch Group	Q1-Q3 2013	%	Q1-Q3 2012	%
Services	465 201	74,4%	406 848	78,1%
Proprietary software	53 077	8,5%	49 188	9,4%
Third party software	42 551	6,8%	36 569	7,0%
Hardware	46 206	7,4%	14 077	2,7%
Other	18 148	2,9%	14 639	2,8%
Total	625 183	100,0%	521 321	100,0%

In thousands of PLN

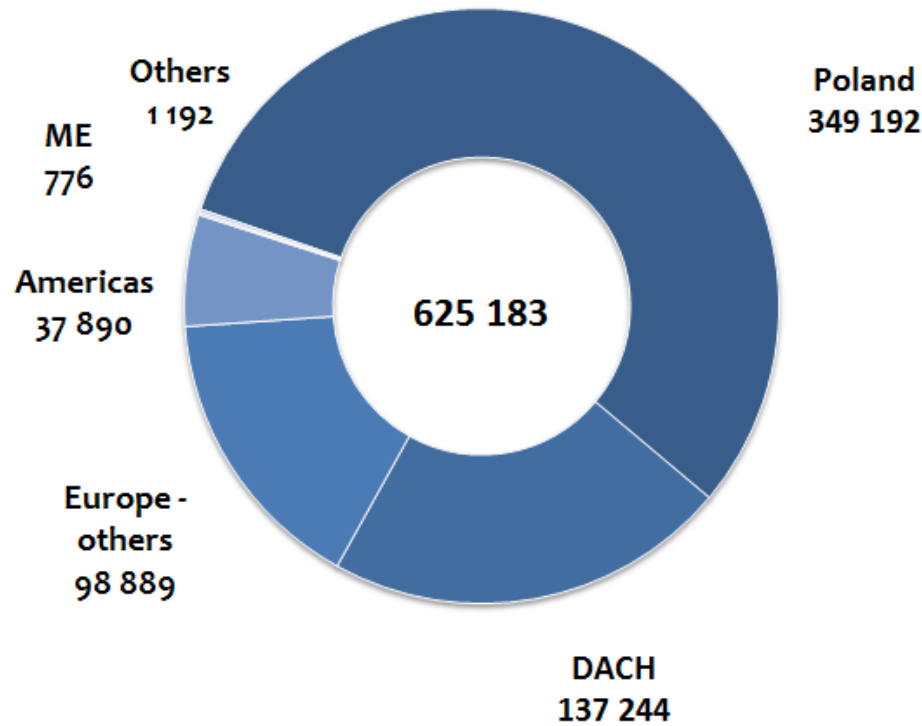
Geographical Sales Structure Q1-Q3 2013 and Q1-Q3 2012

Sales Structure Q1-Q3 2013 vs Q1-Q3 2012

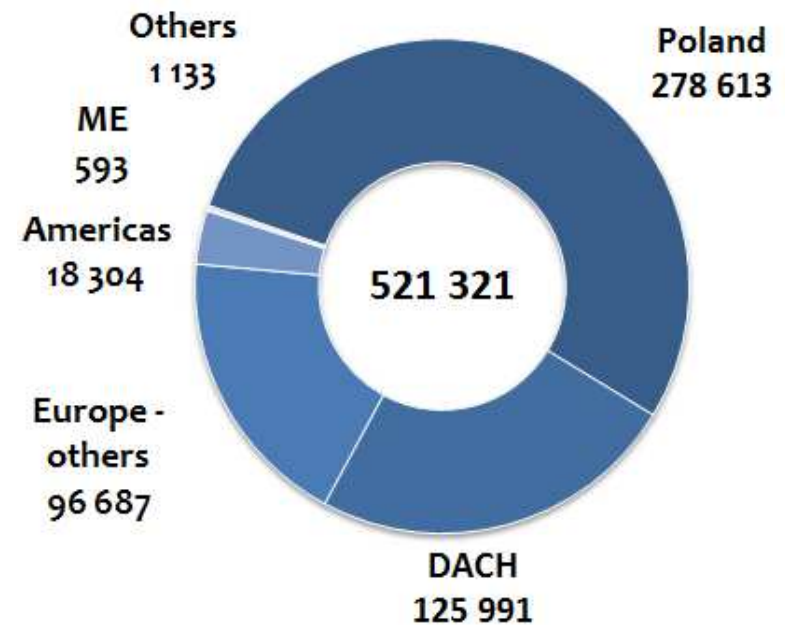


Geographical Sales Structure Q1-Q3 2013 and Q1-Q3 2012

Q1-Q3 2013



Q1-Q3 2012

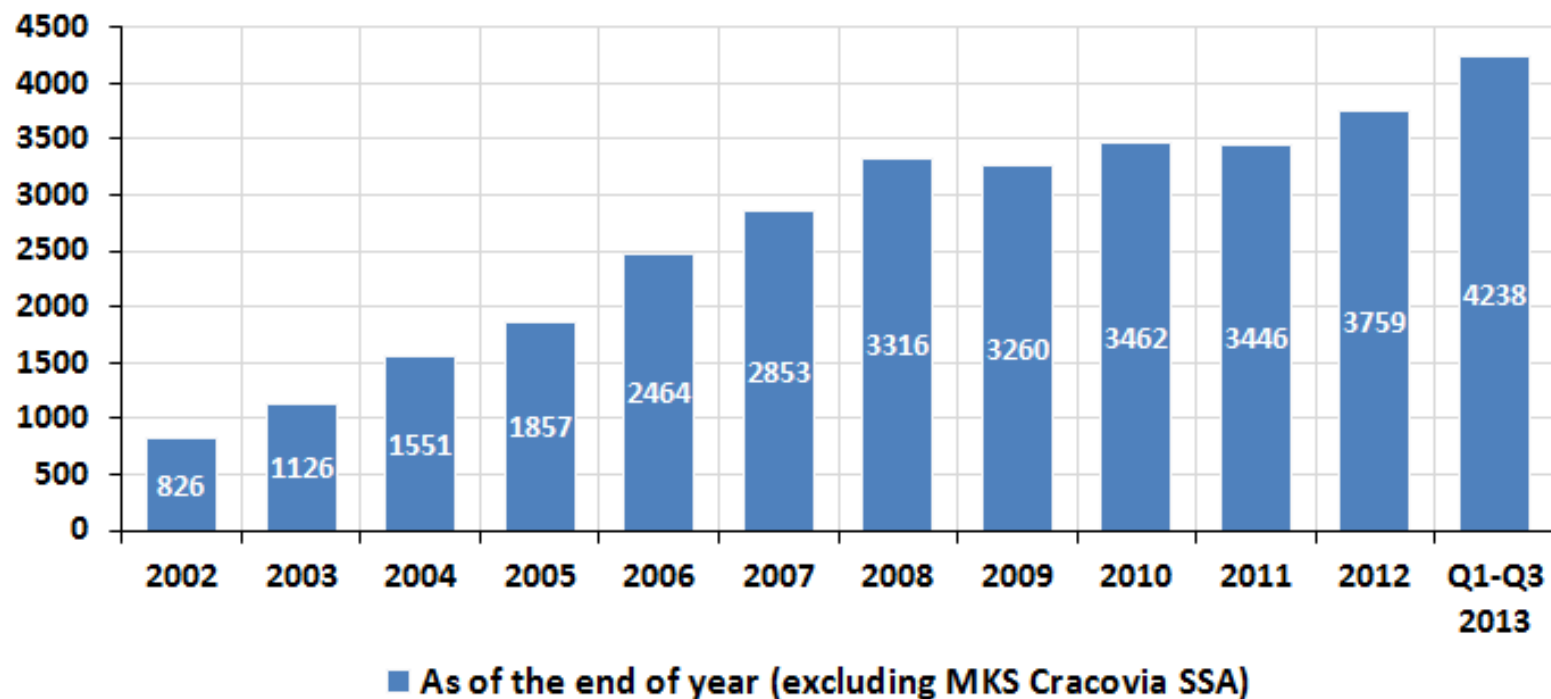


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Employment in Comarch Group (excluding employees in MKS Cracovia SSA)

Human Resources

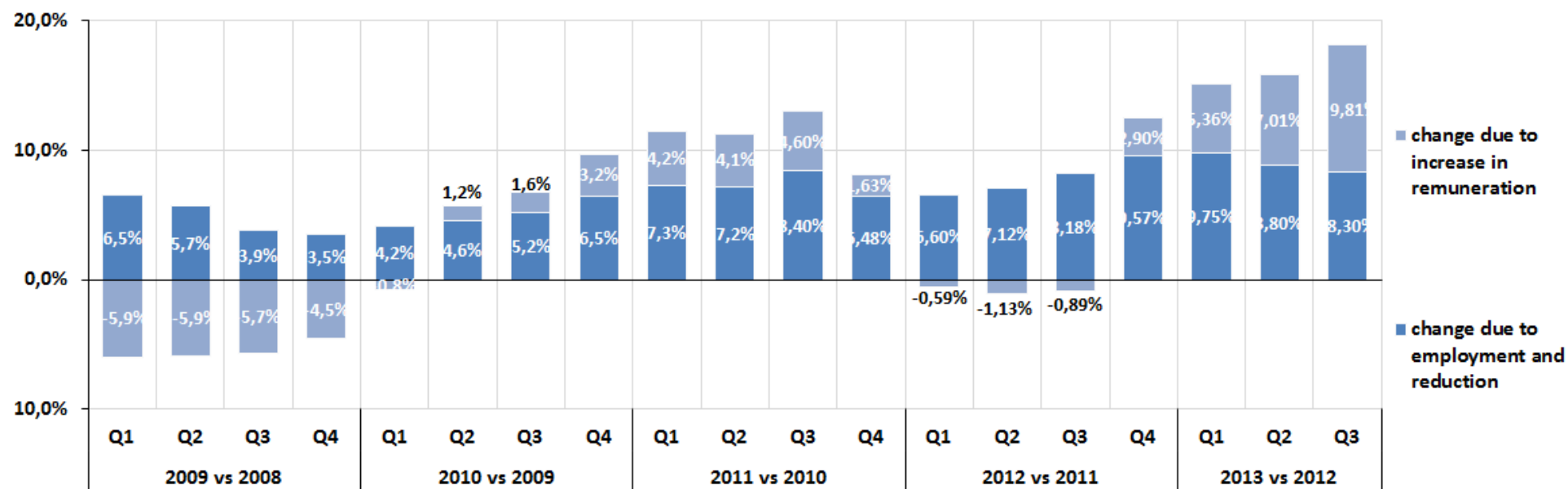


Employment Level

- As of **30th of September, 2013**, Comarch Group had 4,238 employees (excluding employees in MKS Cracovia SSA), i.e. 479 persons more than at the end of 2012 (an increase of 12.7%) and 317 more than as at 30th June 2013 roku.
- 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 Q1-Q3 2009 - 2013

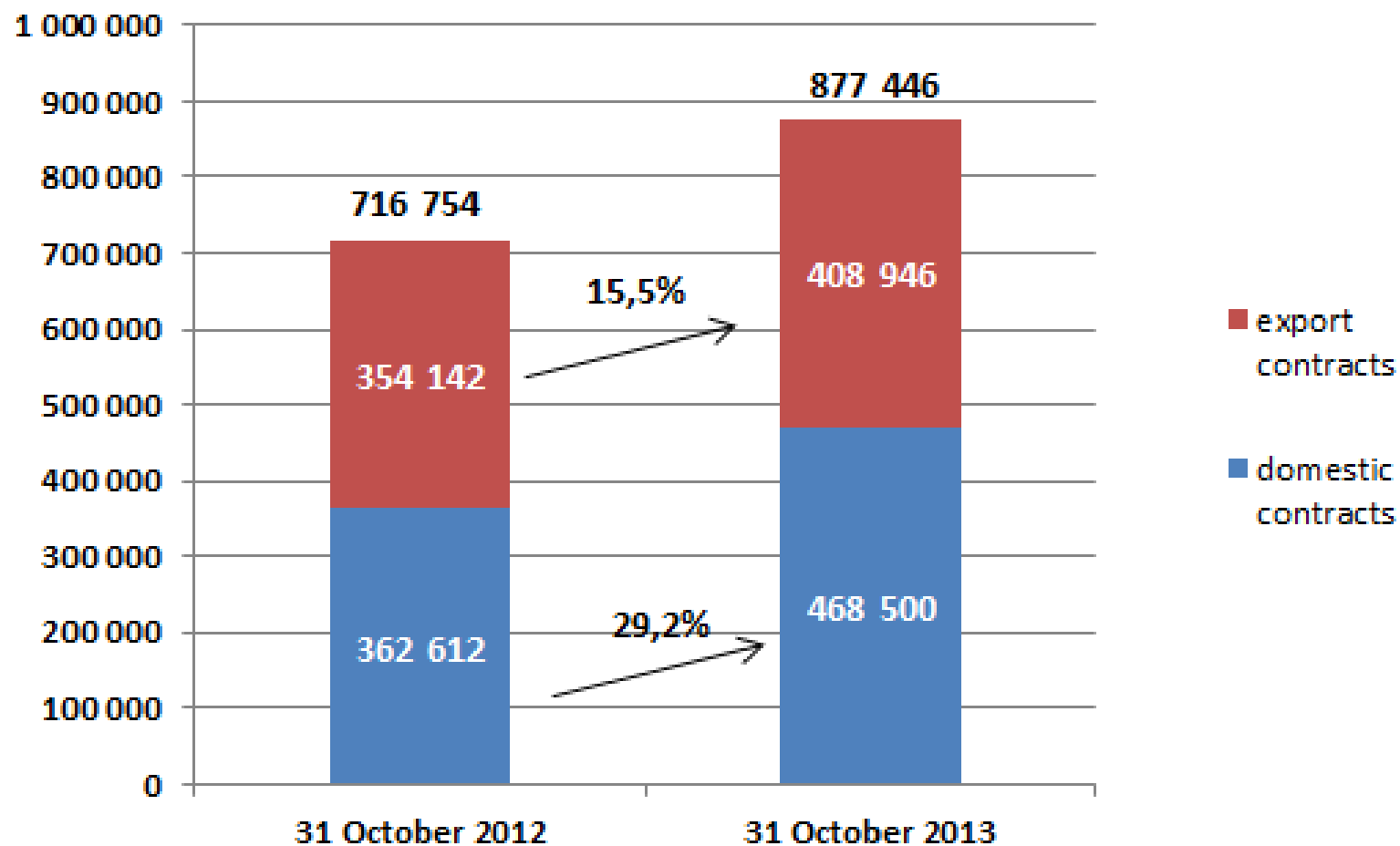
Change in Remuneration



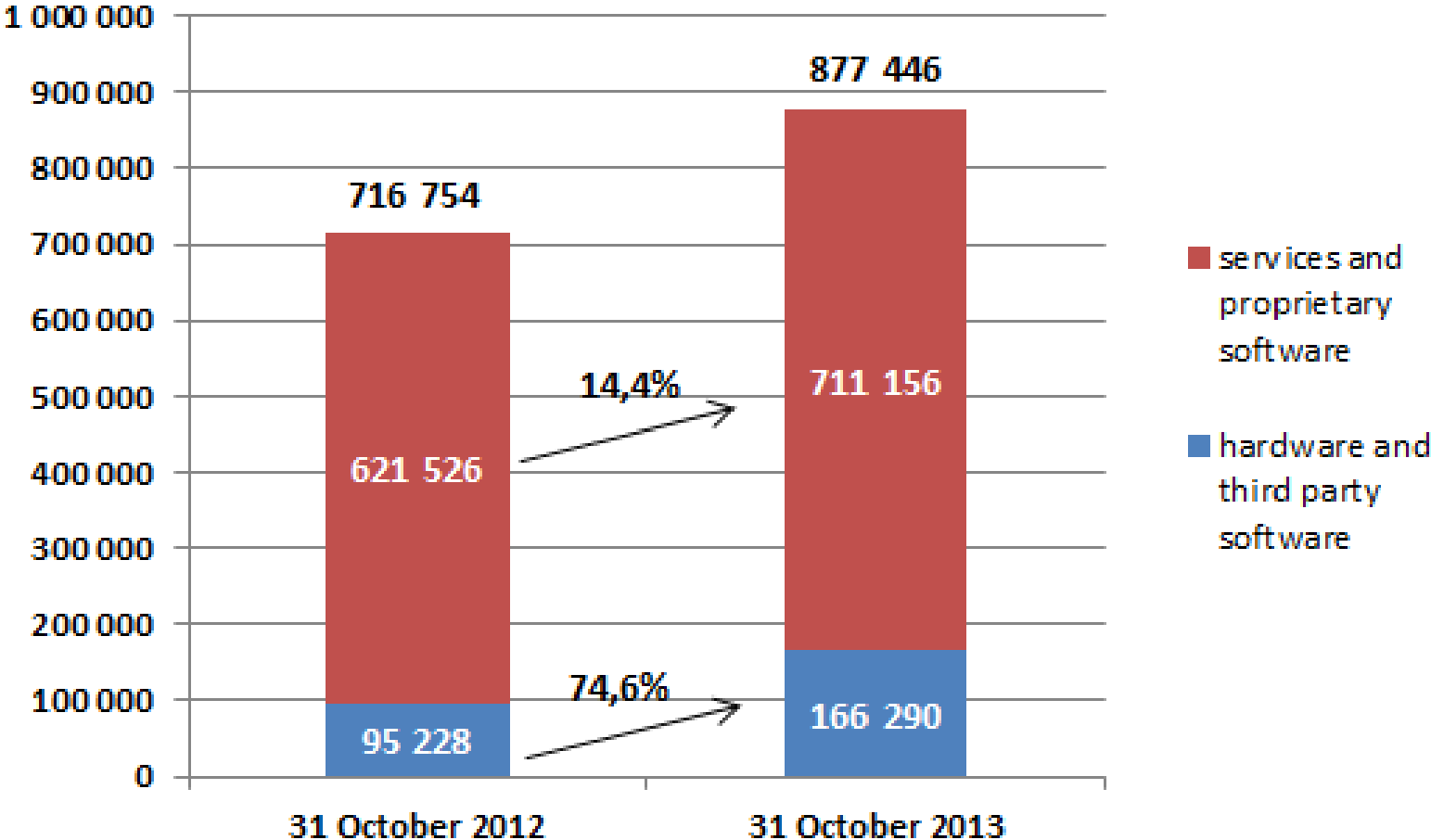
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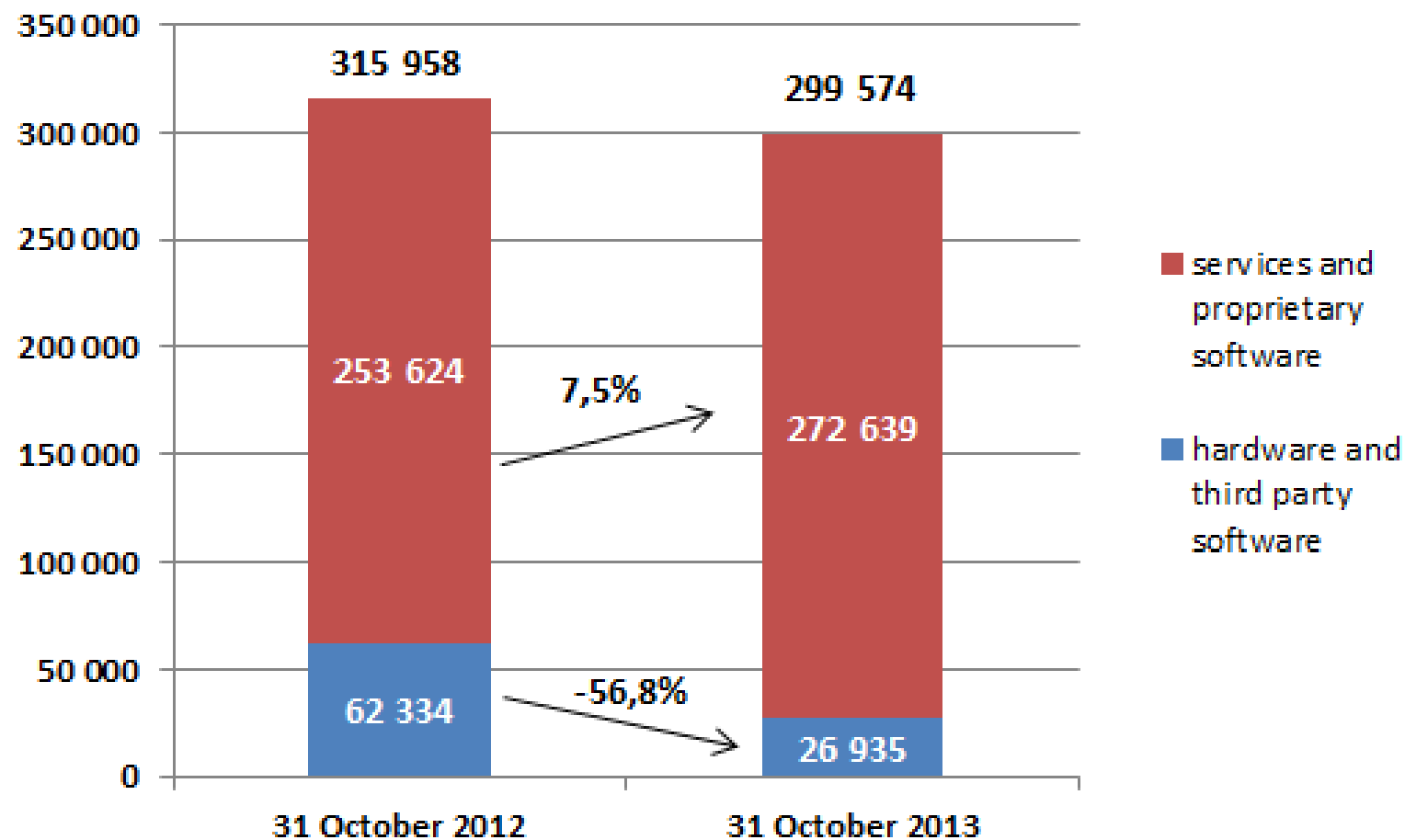
Backlog for the Current Year



Backlog for the Current Year



Backlog for the Next Year (2014)



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Investment Q1-Q3 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
 - Capital expenditures of 60 million PLN
 - Completion of investment in Q2 2015
 - Workplaces for 350 employees
 - New Comarch Data Center



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Q1-Q3 2013 Situation Summary

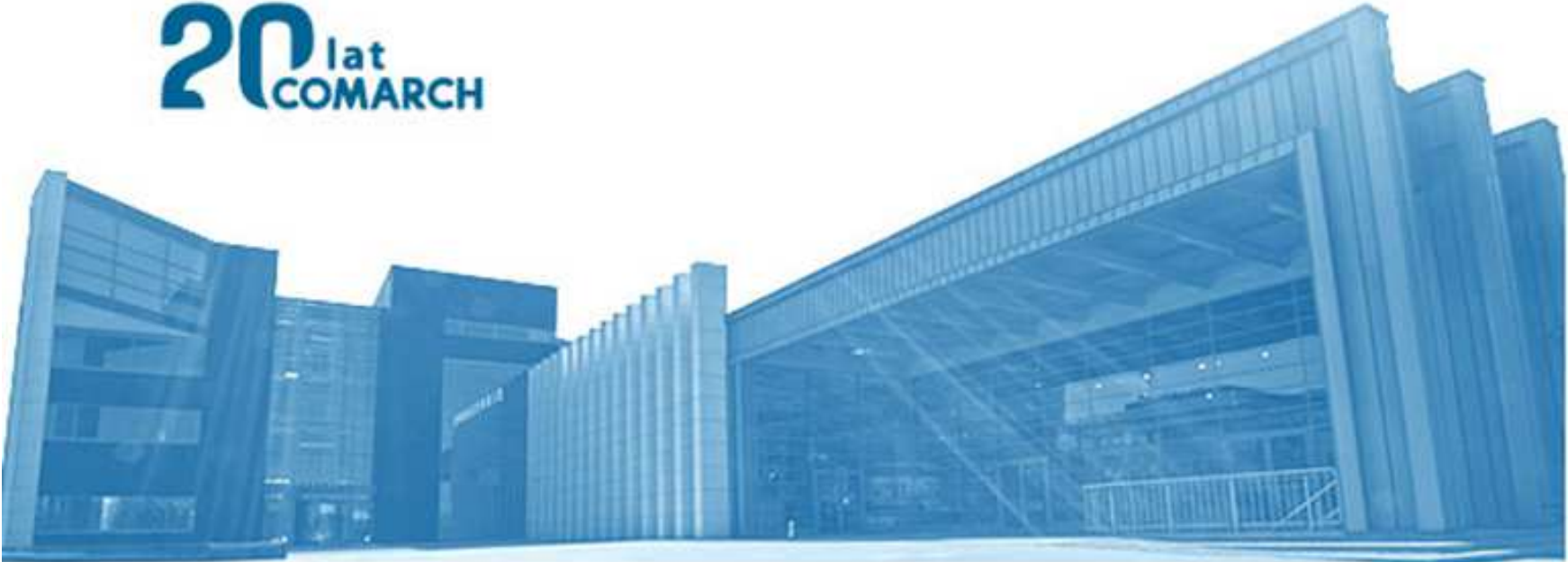
- Dynamic growth in sales on domestic market (of 25.3%) and in export sales (of 13.7%)
- Increase in costs of operation: remuneration, depreciation
- The high value of backlog for the current year
- Rapid development of sales of products and services as cloud computing especially in the Trade and Services sector (loyalty systems, EDI)

Plans for Q4 2013

- In 2013, we plan to increase sales significantly compared to the previous year
- Further intense acquiring contracts on foreign markets and in Poland - new areas of activity
- Continuous wage pressures in IT sector result in increases costs of business operations
- Continuous increase in sales in medicine sector

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Thank you