

COMARCH

Financial Results Q1-Q4 2013

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

4th of March, 2014, Warsaw

Agenda

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

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Financial Results Q4 2013

	Q4 2013	Q4 2012
Revenue	314 046	362 555
Operating profit	29 309	31 758
Net profit attributable to the company's shareholders	22 940	29 795

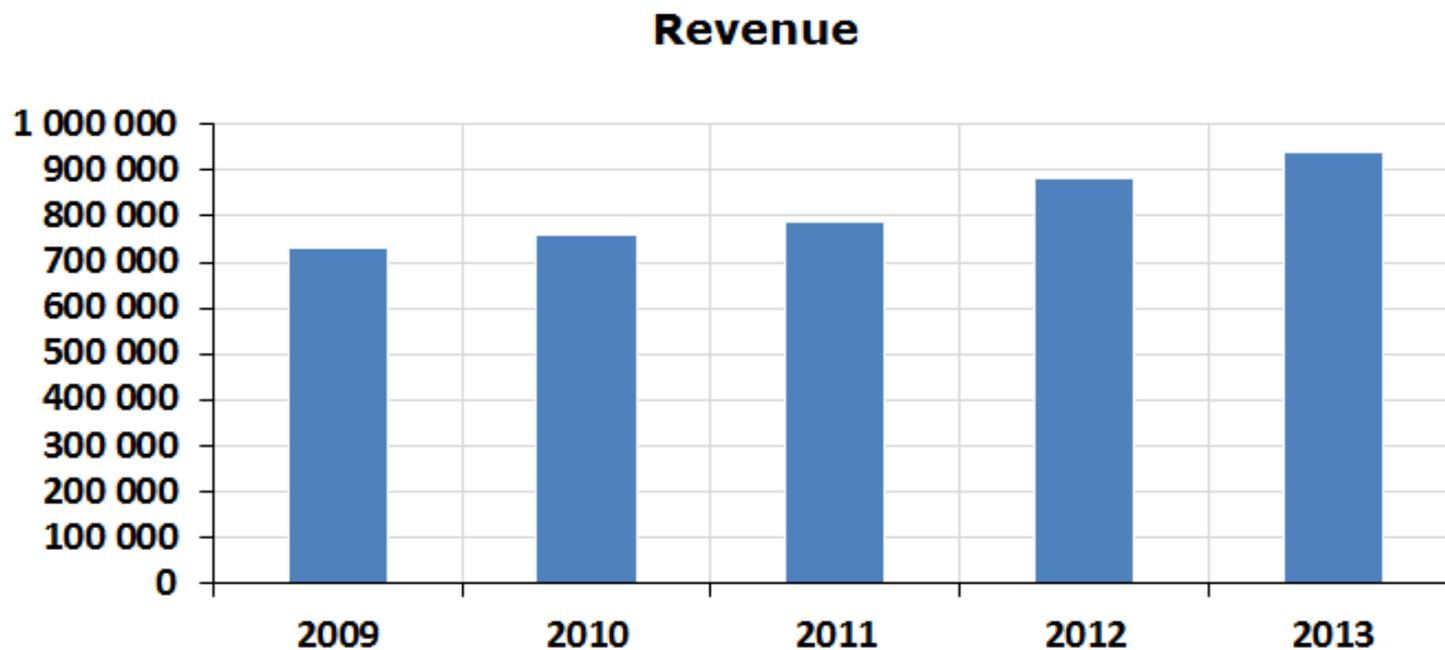
In thousands of PLN

Financial Results Q1-Q4 2013

	Q1-Q4 2013	Q1-Q4 2012
Revenue	939 229	883 876
Operating profit	29 392	30 767
Net profit attributable to the company's shareholders	25 557	40 660

In thousands of PLN

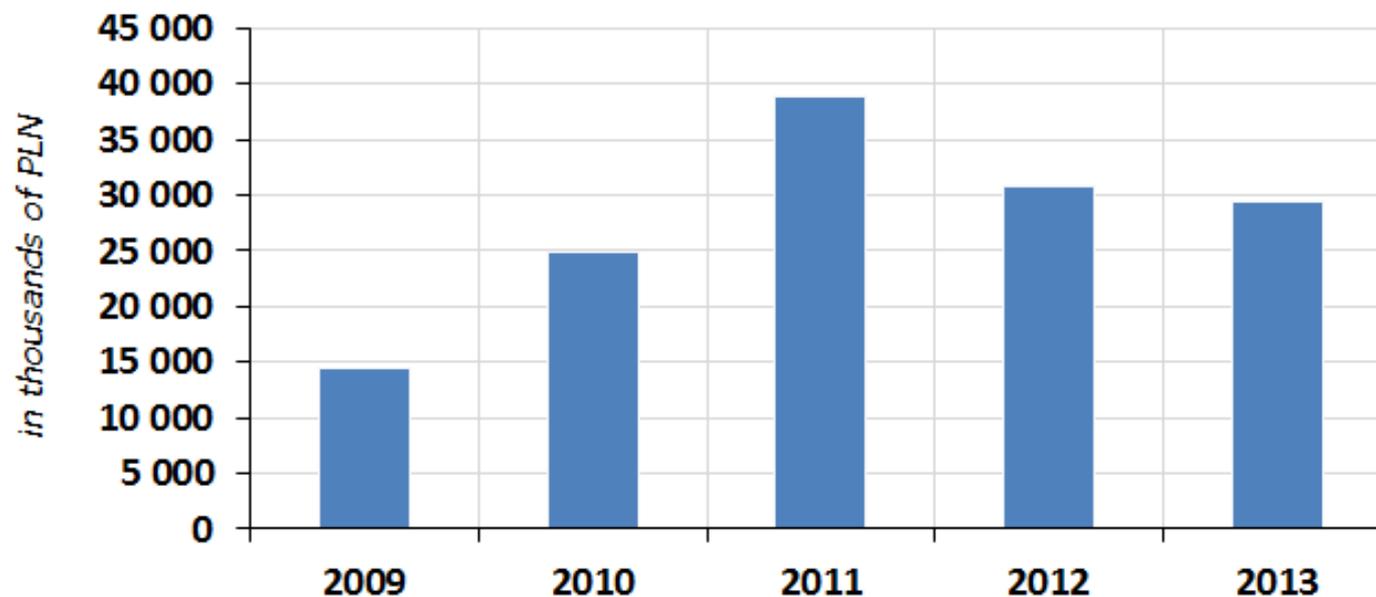
Revenue Q1-Q4 2009 – 2013



In thousands of PLN

Operating Result Q1-Q4 2009 – 2013

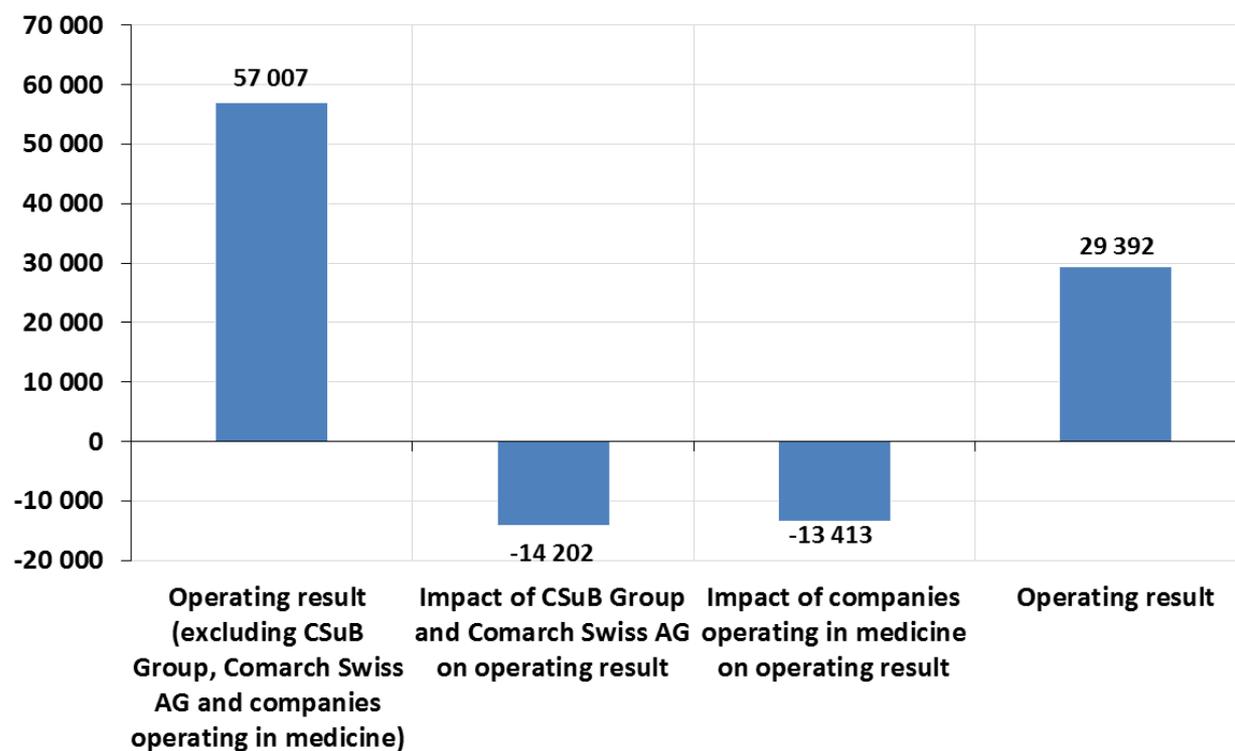
Operating profit



In thousands of PLN

Operating Results within Activities of Comarch Group

Q1-Q4 2013



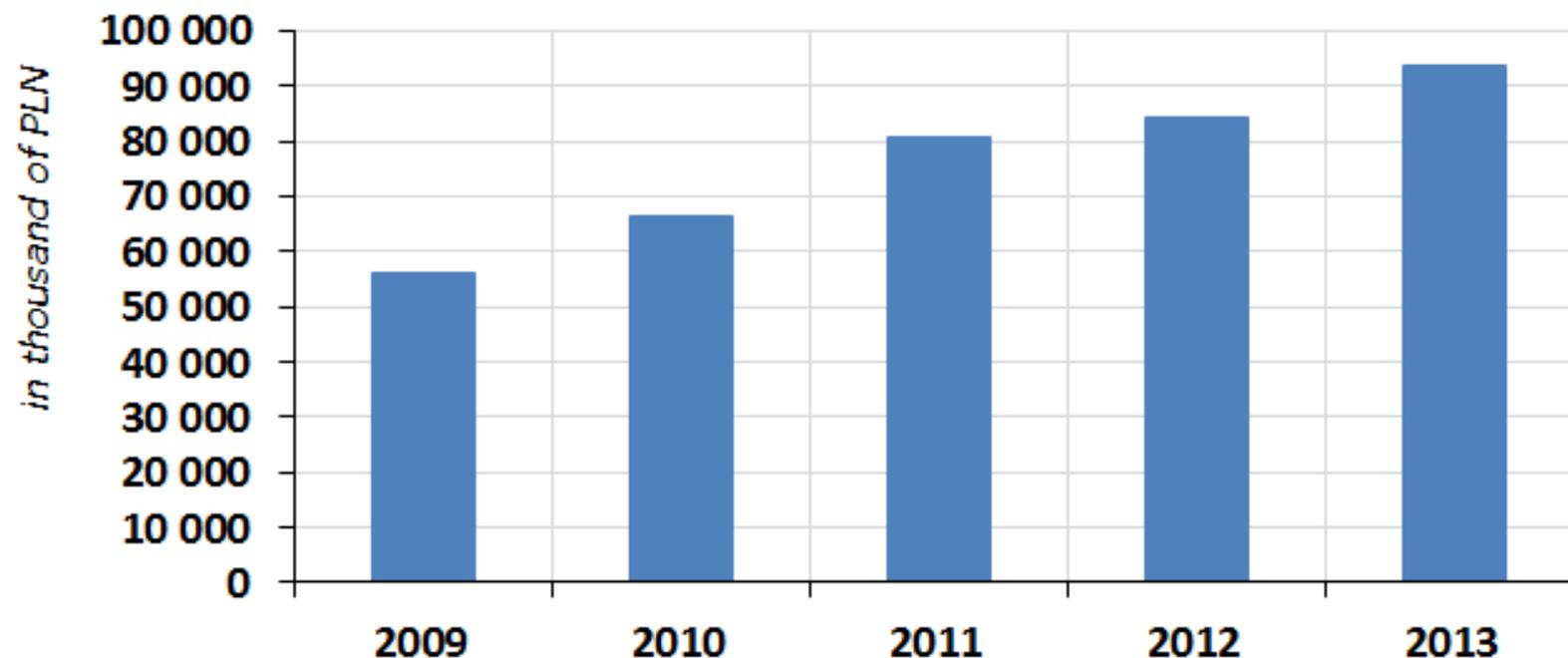
Events Having Significant Effects on Results

Q1-Q4 2013 vs Q1-Q4 2012

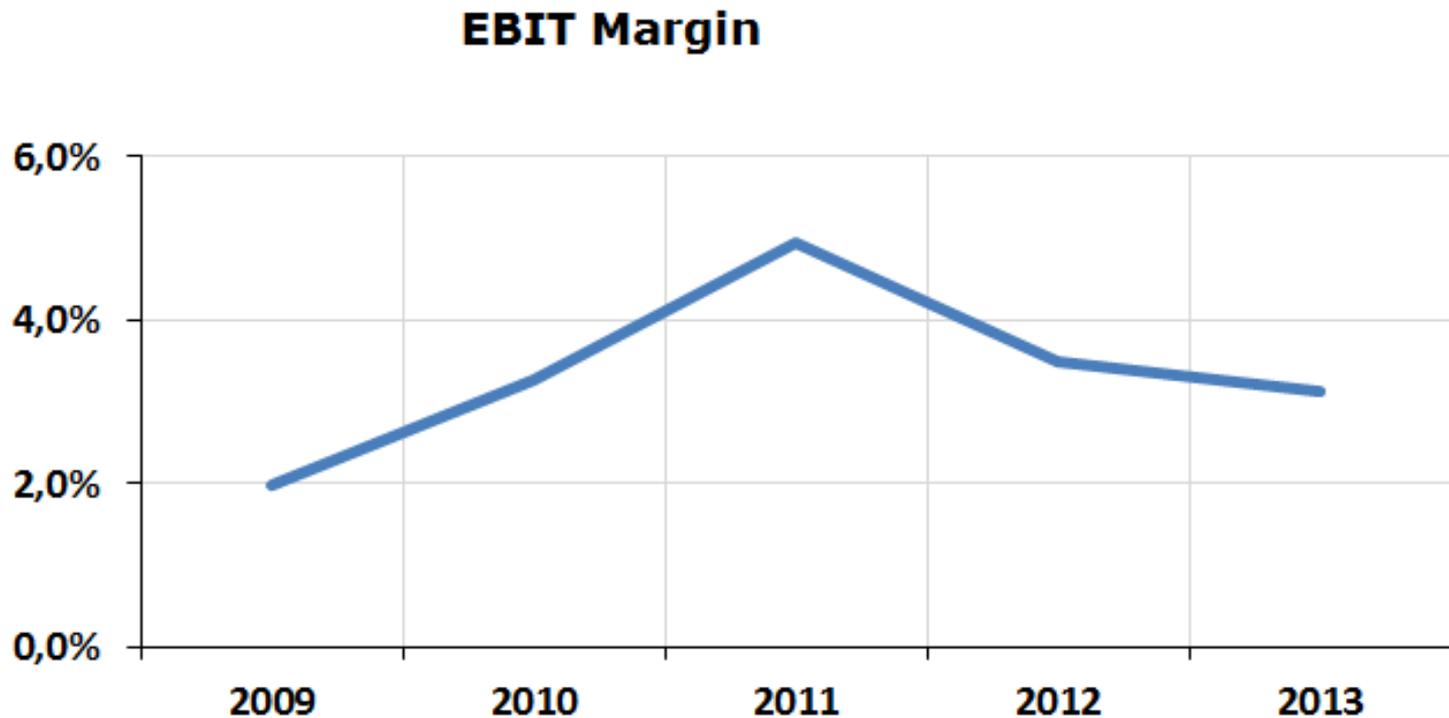
Comarch Group	Q1Q4 2013	Q1Q4 2012
CSuB and Comarch Swiss AG (formerly A-MEA Informatik AG)' revenue	100 904	114 681
Companies operating in medicine (iMed24 S.A. and ESA Projekt Sp. z o.o.) revenue	11 054	7 994
CSuB and Comarch Swiss AG's operating result (including depreciation of intangible assets acquired as a result of acquisition in 2009)	-14 202	-7 518
CSuB and Comarch Swiss AG's net result attributable to Comarch's shareholders	-10 544	-2 672
Companies operating in medicine (iMed24 S.A. and ESA Projekt Sp. z o.o.) operating result	-13 413	-12 311
Companies operating in medicine (iMed24 S.A. and ESA Projekt Sp. z o.o.) net result	-14 214	-13 224
Impact on operating earnings of realised exchange differences and balance sheet valuation	518	-11 180
Impact on net earnings of realised exchange differences and balance sheet valuation	811	-4 109
Impact of assets on earnings due to deferred tax due to activity in the Special Economic Zone in Krakow	-1 260	420
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	3 660	5 925
Impact of valuation of managerial option	-2 873	-325

EBITDA Q1-Q4 2009 – 2013

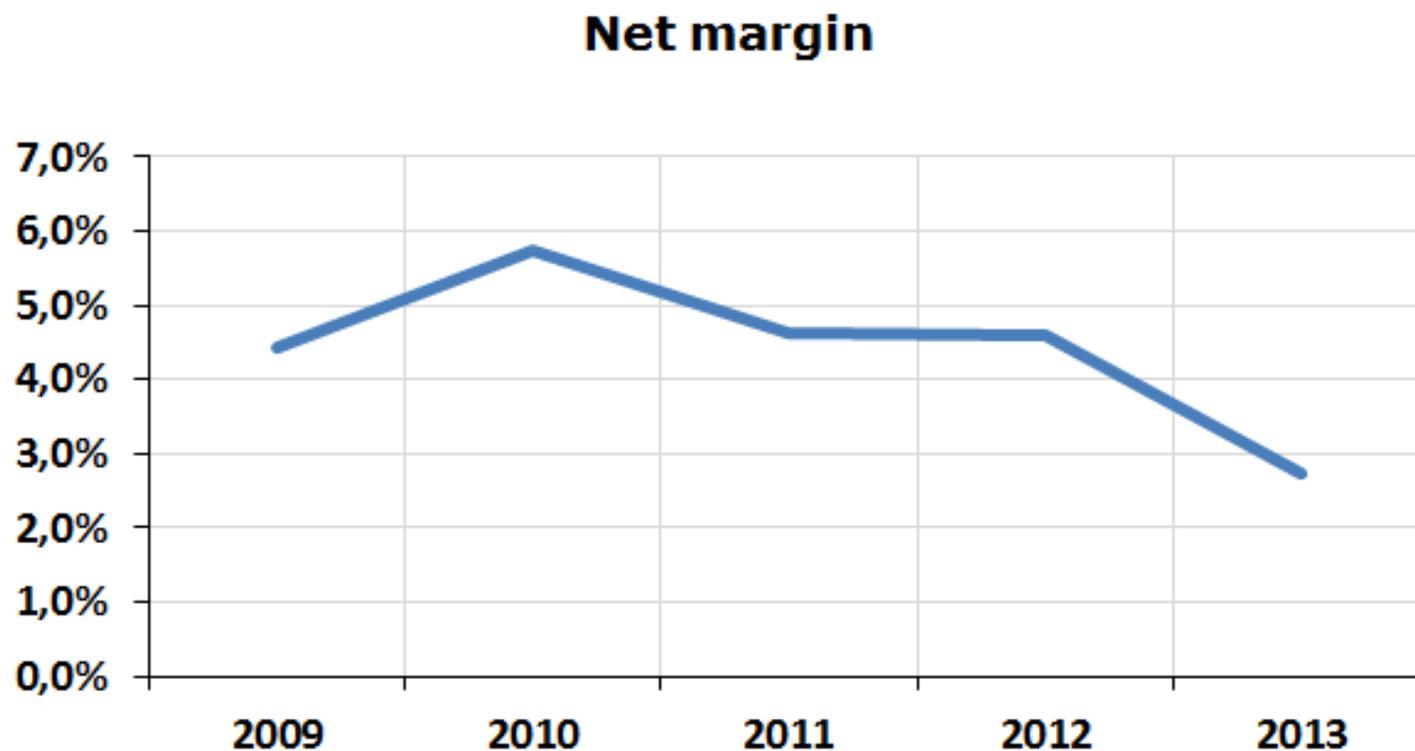
EBITDA



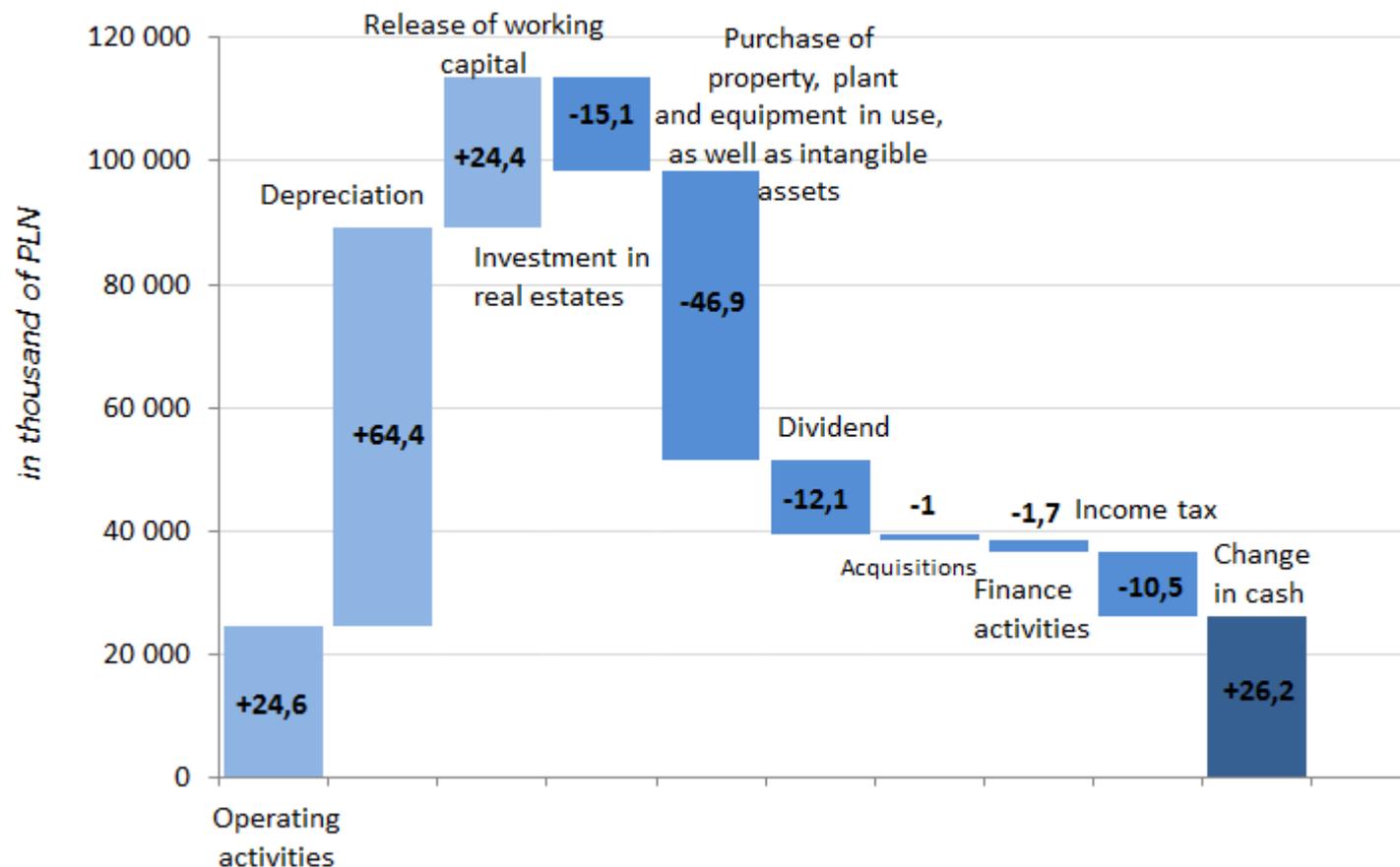
EBIT Margin Q1-Q4 2009 – 2013



Net Margin Q1-Q4 2009 – 2013



Cash Flow Q1-Q4 2013

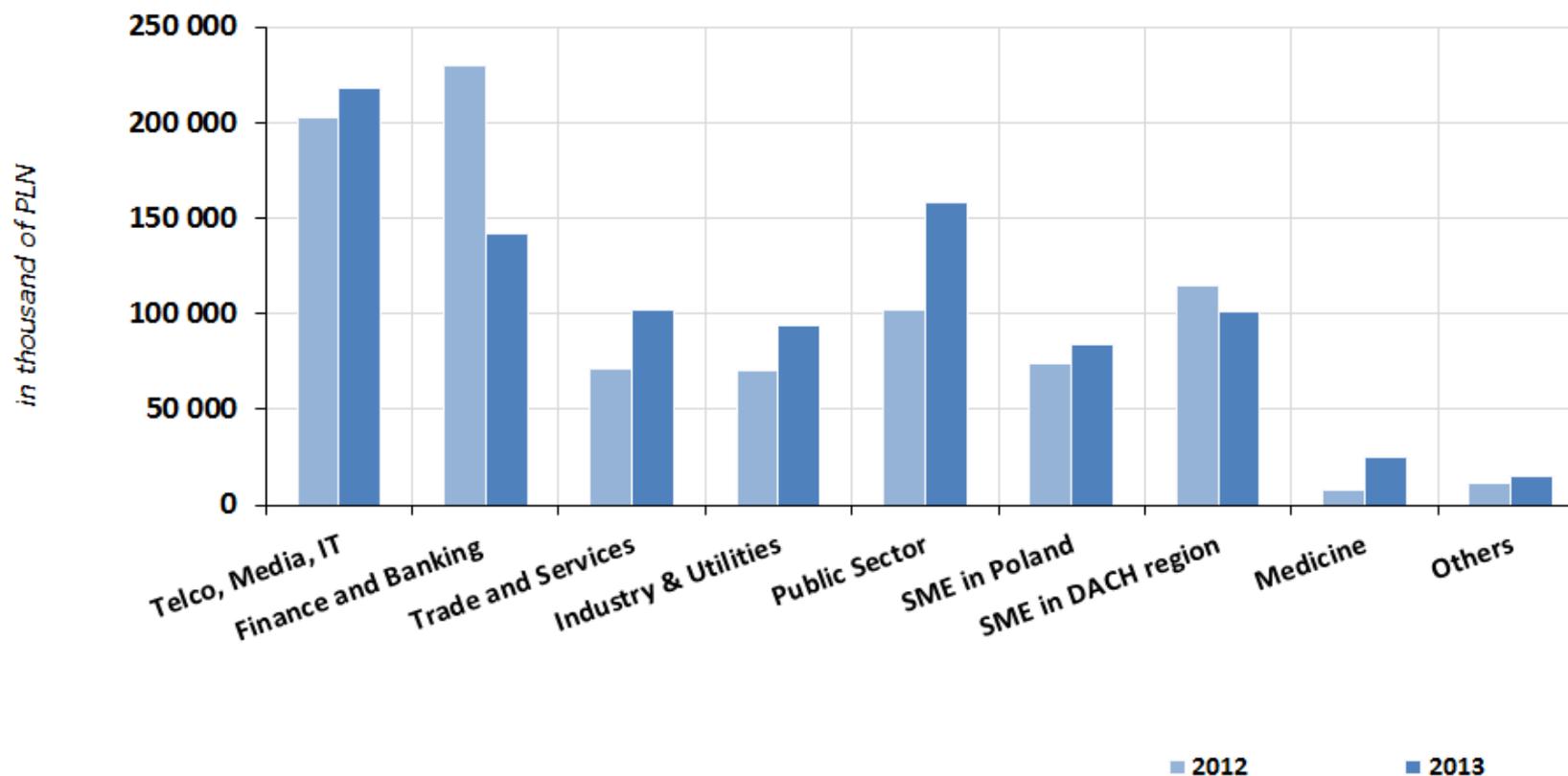


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Market Sales Structure Q1-Q4 2013 and Q1-Q4 2012

Revenue from Sectors Q1-Q4 2012 and Q1-Q4 2013



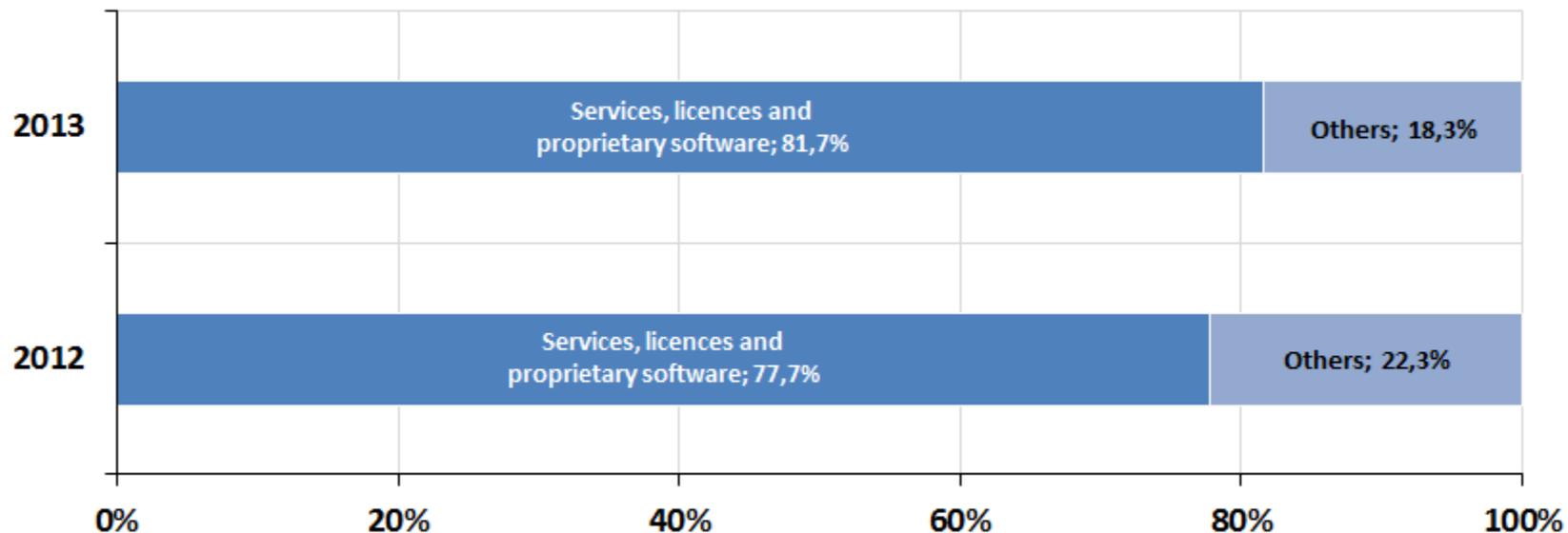
Market Sales Structure Q1-Q4 2013 and Q1-Q4 2012

Comarch Group	Q1Q4 2013	%	Q1Q4 2012	%
Telecommunication, Media, IT	218 185	23,2%	202 331	22,9%
Finance and Banking	141 609	15,1%	229 439	26,0%
Trade and Services	102 337	10,9%	71 615	8,1%
Industry & Utilities	93 972	10,0%	70 189	7,9%
Public Sector	157 963	16,8%	101 762	11,5%
Small and Medium Enterprises - Poland	84 265	9,0%	74 049	8,4%
Small and Medium Enterprises - DACH	100 904	10,7%	114 681	13,0%
Medicine	24 854	2,7%	7 994	0,9%
Other	15 140	1,6%	11 816	1,3%
Total	939 229	100,0%	883 876	100,0%

In thousands of PLN

Products Sales Structure Q1-Q4 2013 and Q1-Q4 2012

Sales Structure
Q1-Q4 2012 vs Q1-Q4 2013



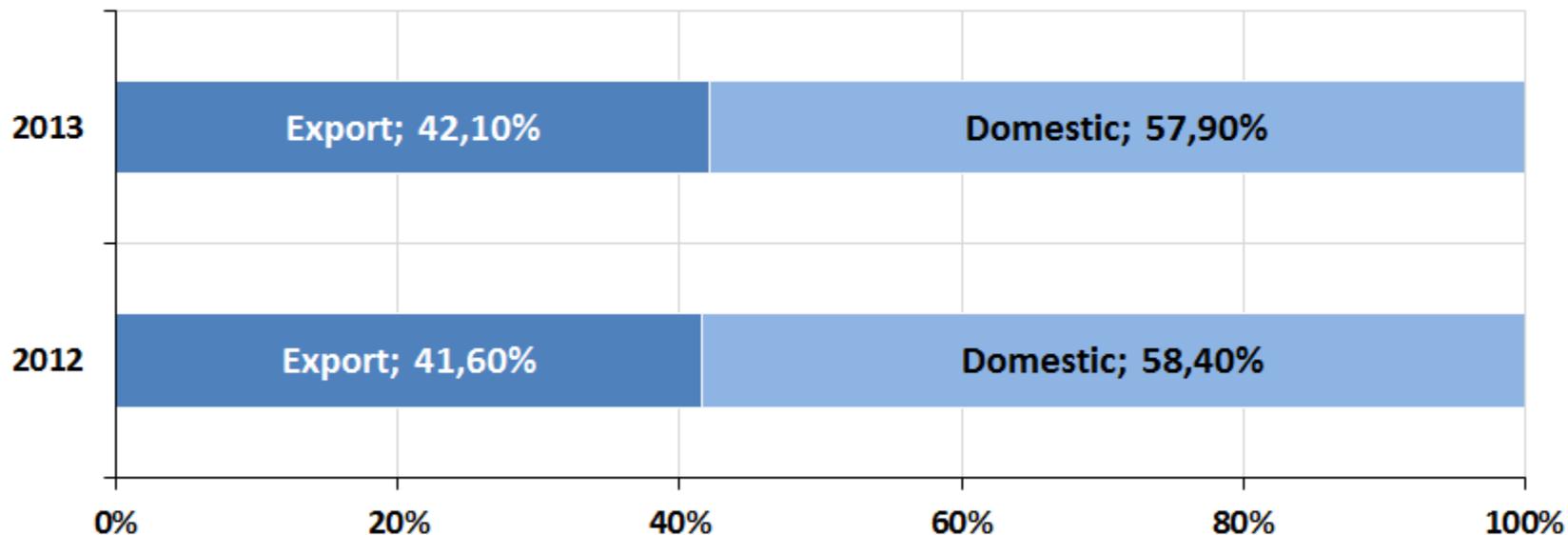
Products Sales Structure Q1-Q4 2013 and Q1-Q4 2012

Comarch Group	Q1Q4 2013	%	Q1Q4 2012	%
Services	675 348	71,9%	580 946	65,7%
Proprietary software	91 628	9,8%	106 178	12,0%
Third party software	79 589	8,5%	136 231	15,4%
Hardware	65 315	6,9%	41 481	4,7%
Other	27 349	2,9%	19 040	2,2%
Total	939 229	100,0%	883 876	100,0%

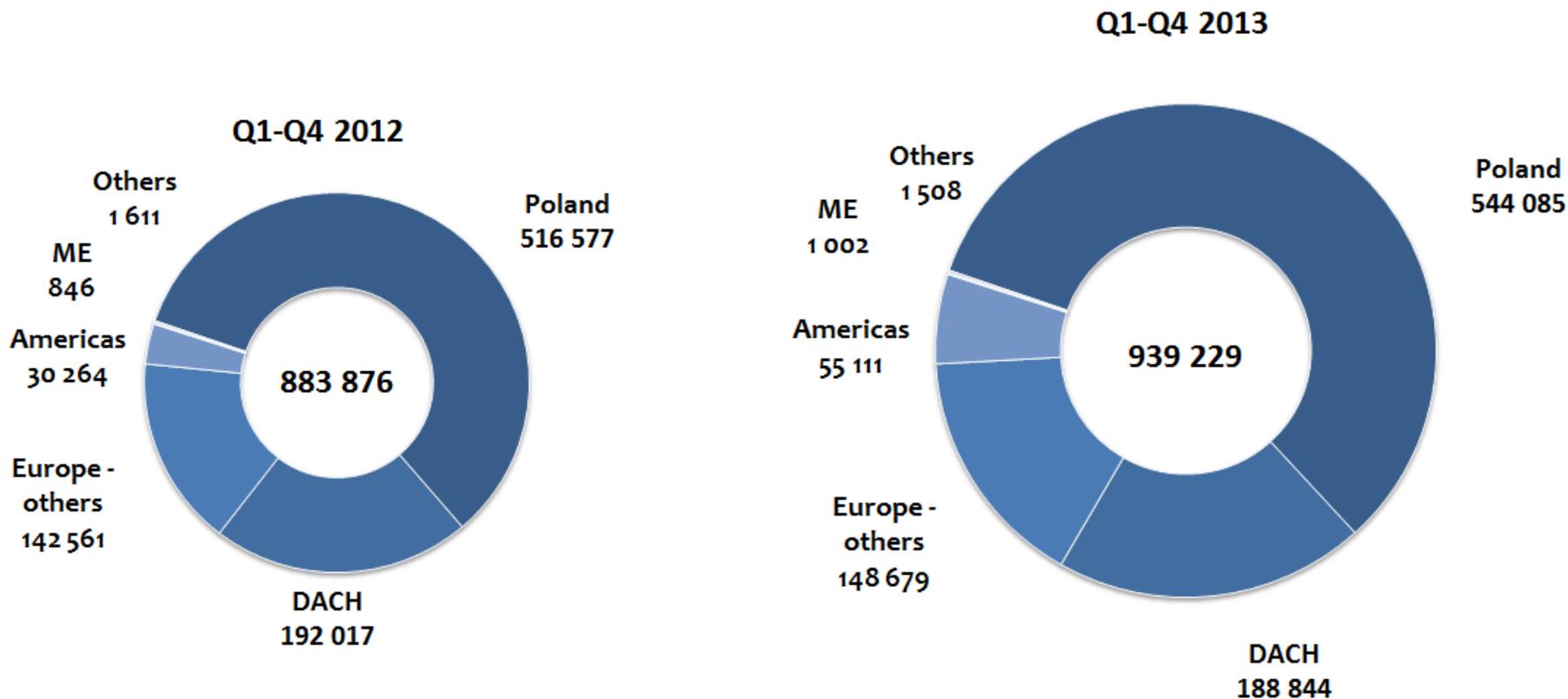
In thousands of PLN

Geographical Sales Structure Q1-Q4 2013 and Q1-Q4 2012

Sales Structure Q1-Q4 2013 vs Q1-Q4 2012



Geographical Sales Structure Q1-Q4 2013 and Q1-Q4 2012

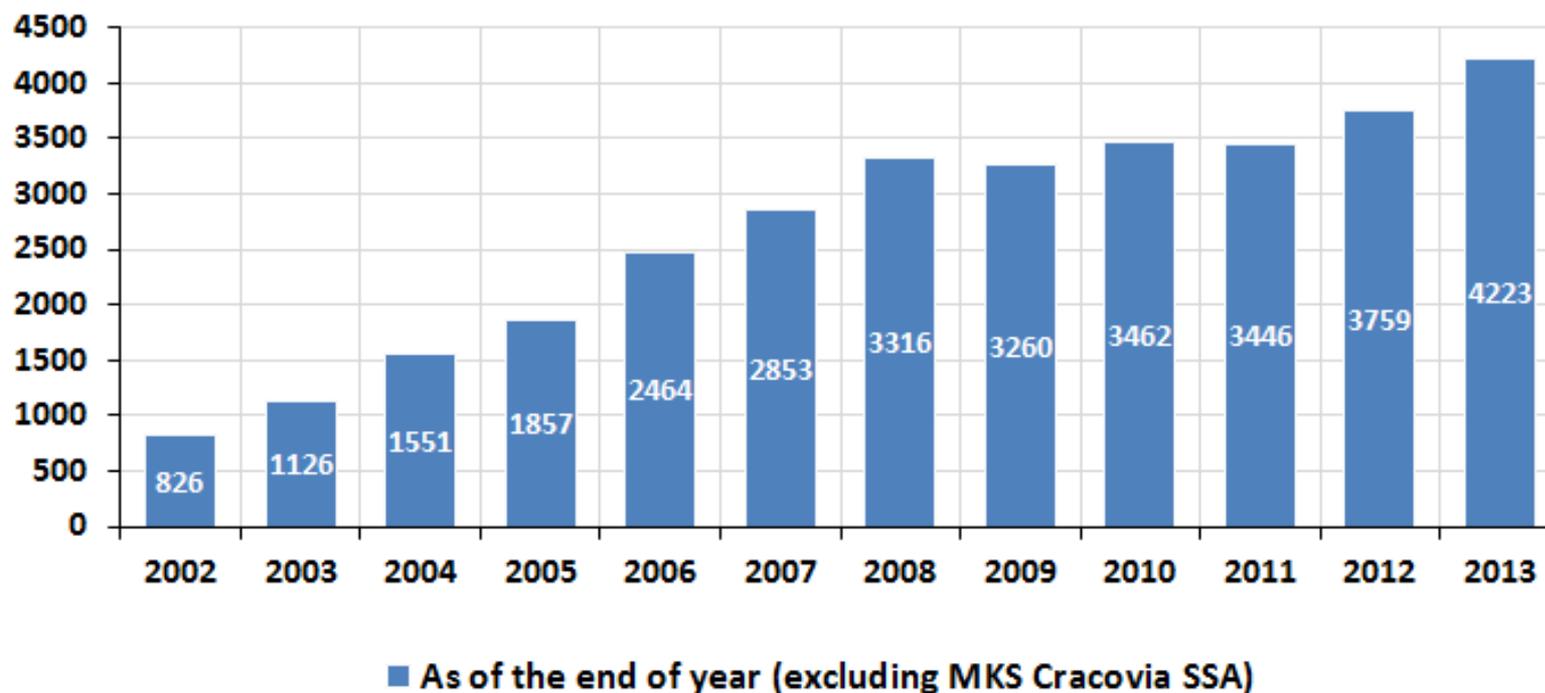


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Employment in Comarch Group (excluding employees in MKS Cracovia SSA)

Human Resources

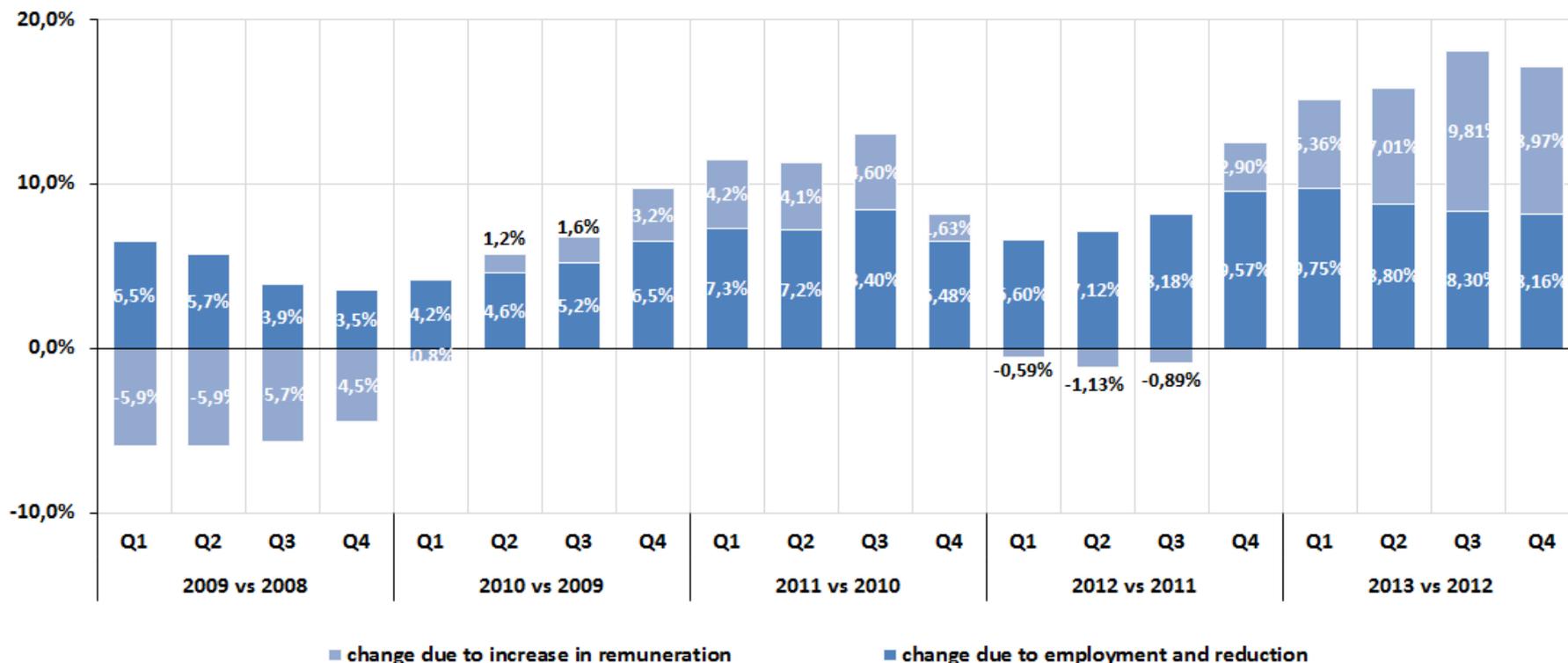


Employment Level

- As of **31st of December, 2013**, Comarch Group had 4,223 employees (excluding employees in MKS Cracovia SSA), i.e. 464 persons more than at the end of 2012 (an increase of 12.3%) and 15 less than as at 30th of September, 2013.
- 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-Q4 2009 - 2013

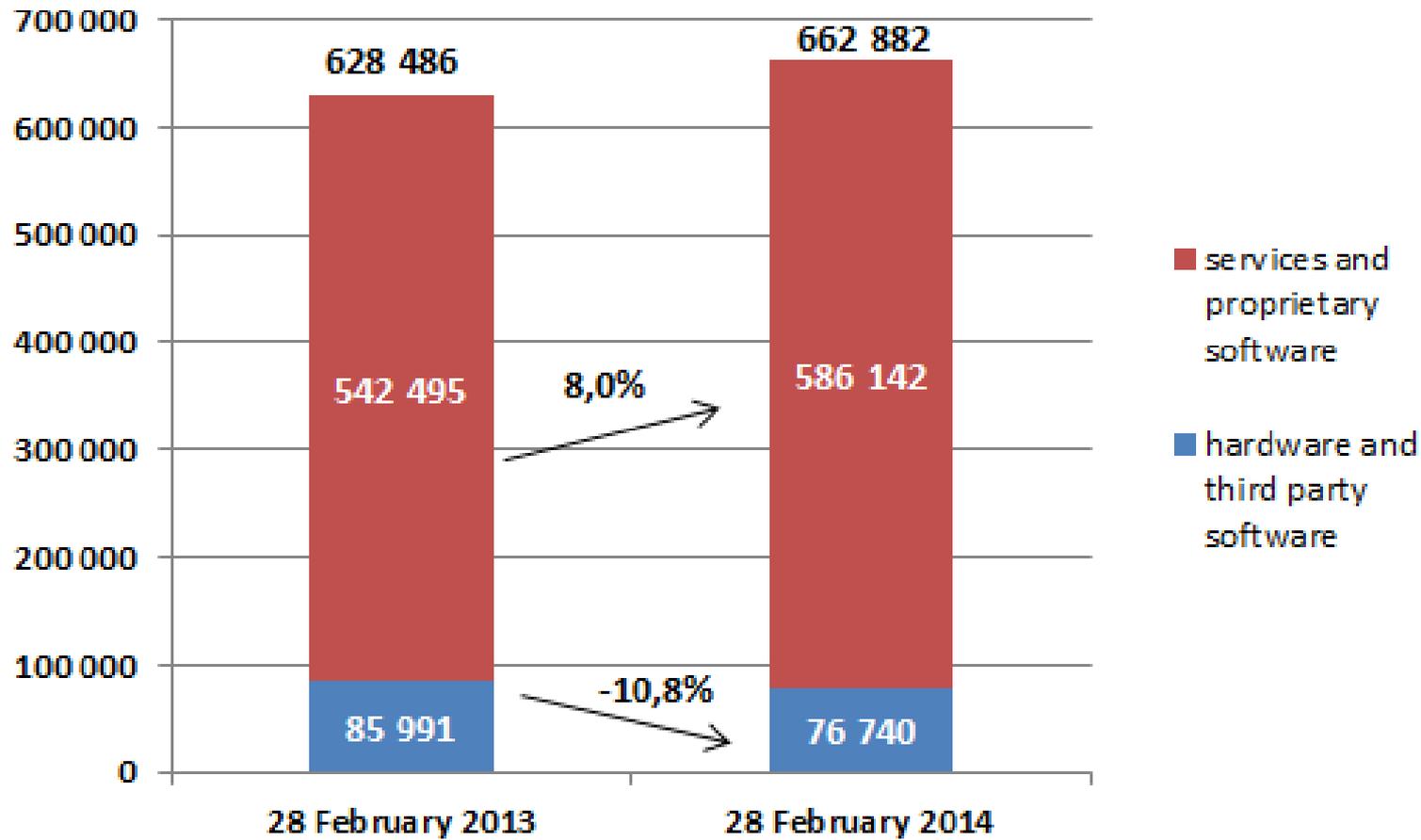
Change in Remuneration



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Backlog for the Current Year



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Investment 2013

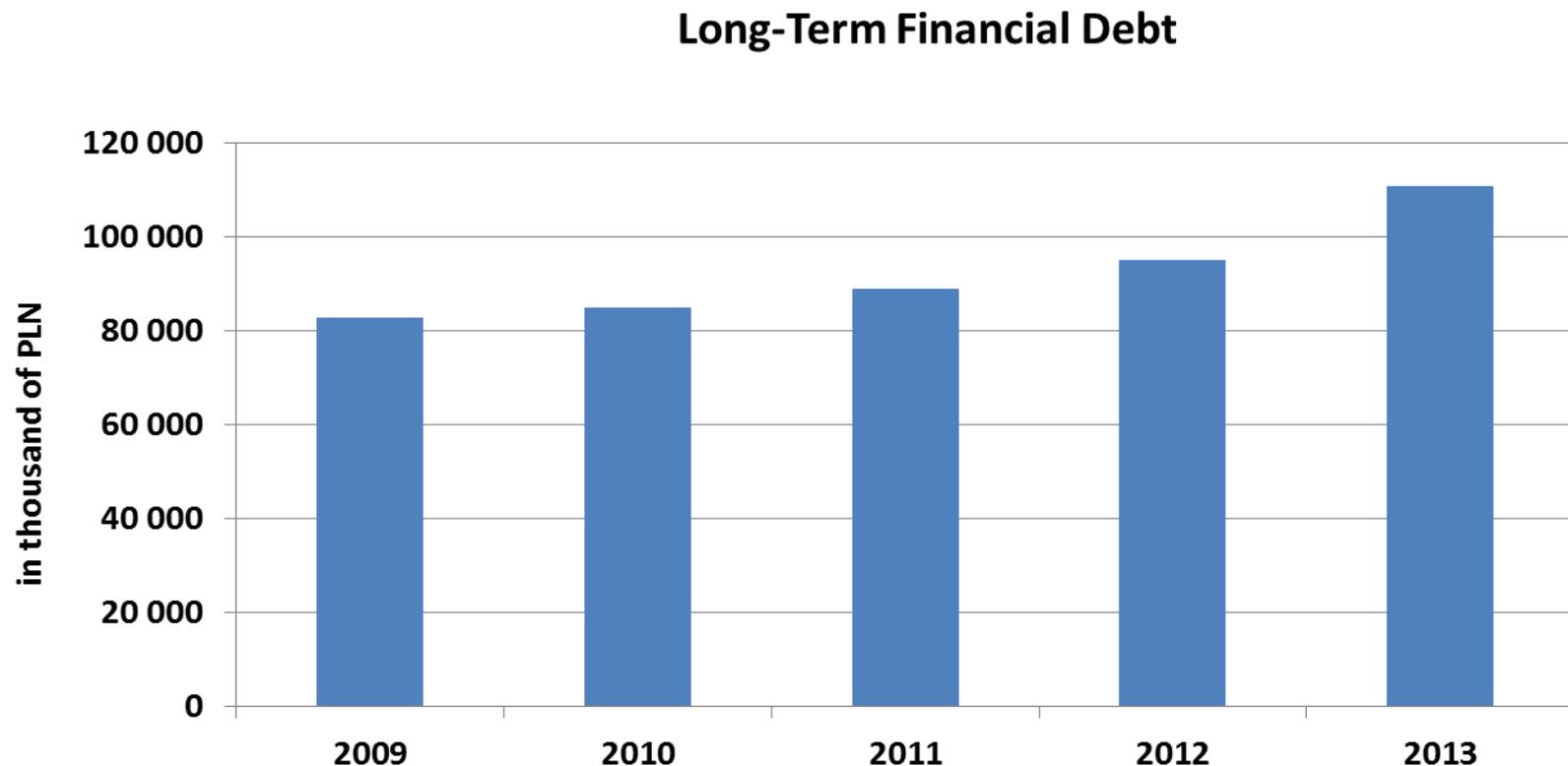
- Continuous high expenditures for R&D, especially within the frame of e-Health
- Development of IT infrastructure (purchase of non-current assets and intangible assets) related to acquired contracts
- Completion of construction of a data center and an office building in Dresden
- Beginning of SSE6 investment in Krakow
 - Capital expenditures of 60 million PLN
 - Completion of investment in Q2 2015
 - Workplaces for 350 employees
 - New Comarch Data Center



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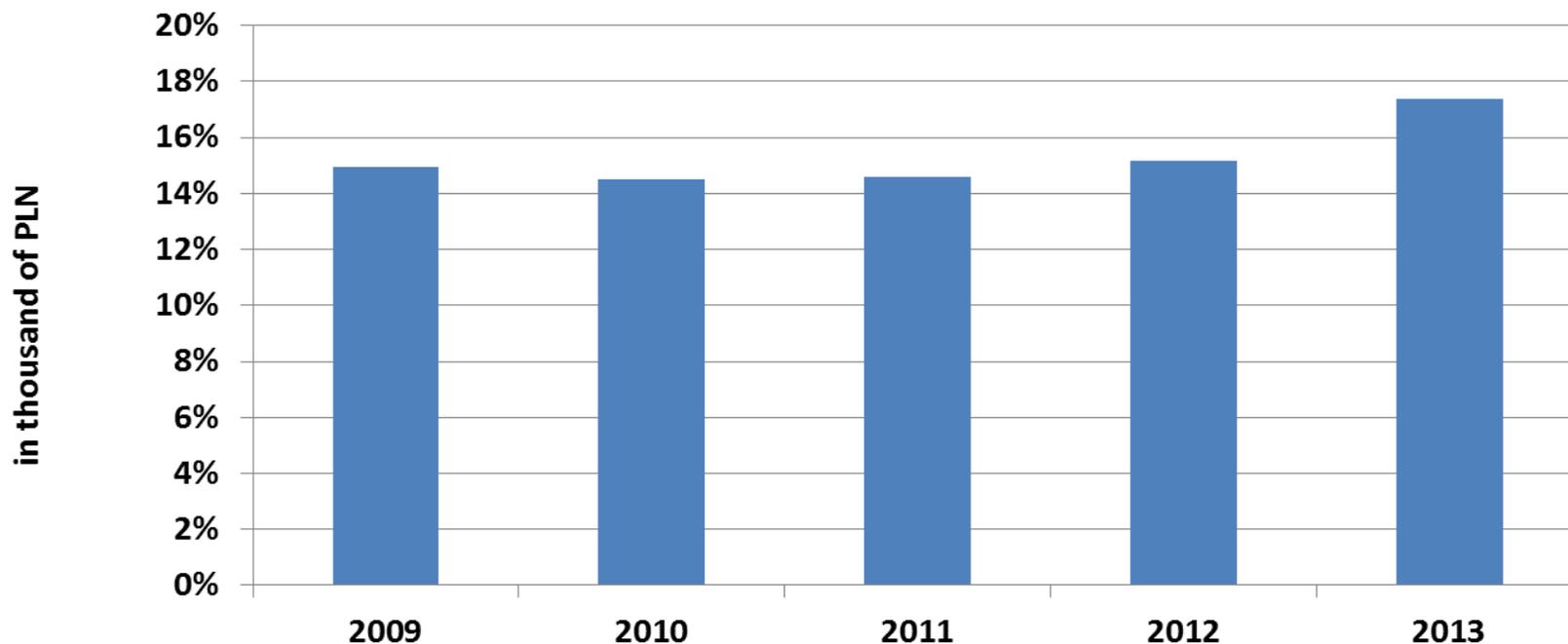
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Increase in Long-Term Financial Debt



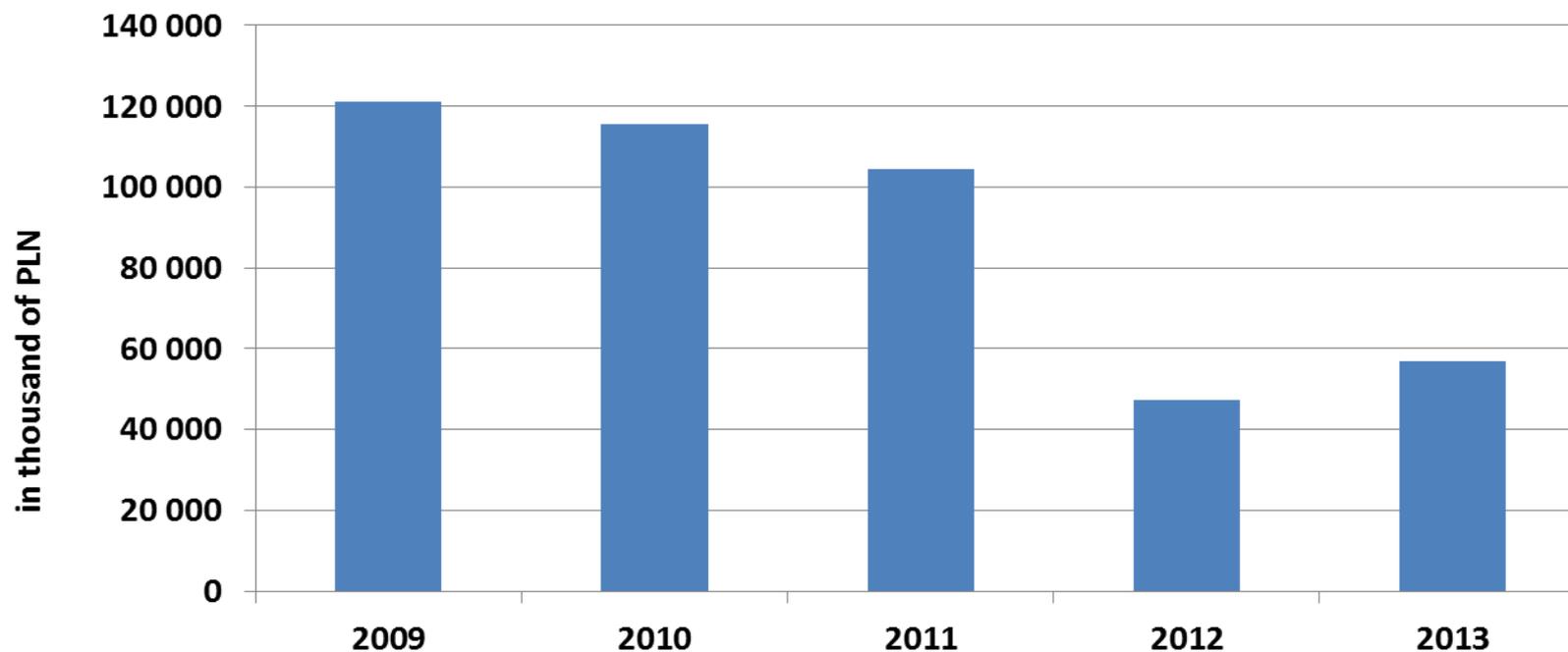
Debt/Equity Ratio Remains at Safe Level

Debt / Equity ratio

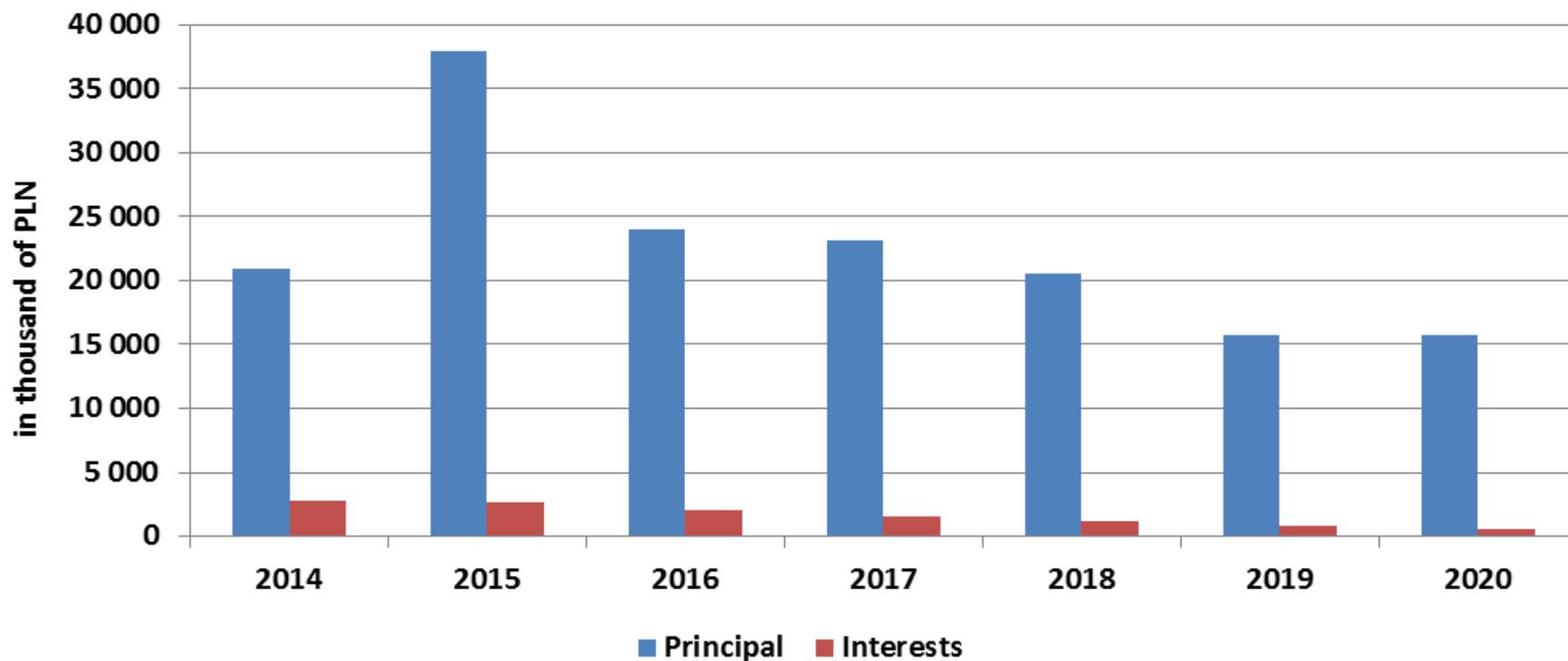


Comarch Group Has Net Cash, No Net Debt

Net Debt / Net Cash



Repayment of Loans and Interest in Subsequent Years



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Q1-Q4 2013 Situation Summary

- Growth in sales on domestic market (of 5.3%) and in export sales (of 7.6%), dynamic growth in America
- Significant increases in costs of operation: remuneration, depreciation
- Profitable core activity, safe level of EBITDA
- Development costs in Medicine sector result in increased sales
- Rapid development of sales of IT products and services as cloud computing, especially in the Trade and Services sector (loyalty systems, EDI)

Plans for 2014

- Backlog's value is higher by 5.5% than in the previous year; in 2014, a slight increase in sales is possible
- Stabilization of employment, costs under strict control
- Continuous development of foreign activity, increased significance level of Medicine sector
- Continuation of investment in Krakow, beginning of investment in Łódź
- There are no talks going on right now about acquisitions

COMARCH

Thank you