

# COMARCH

## Financial Results Q1 2013

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

**17th of May, 2013, Krakow**

## Agenda

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

## Agenda

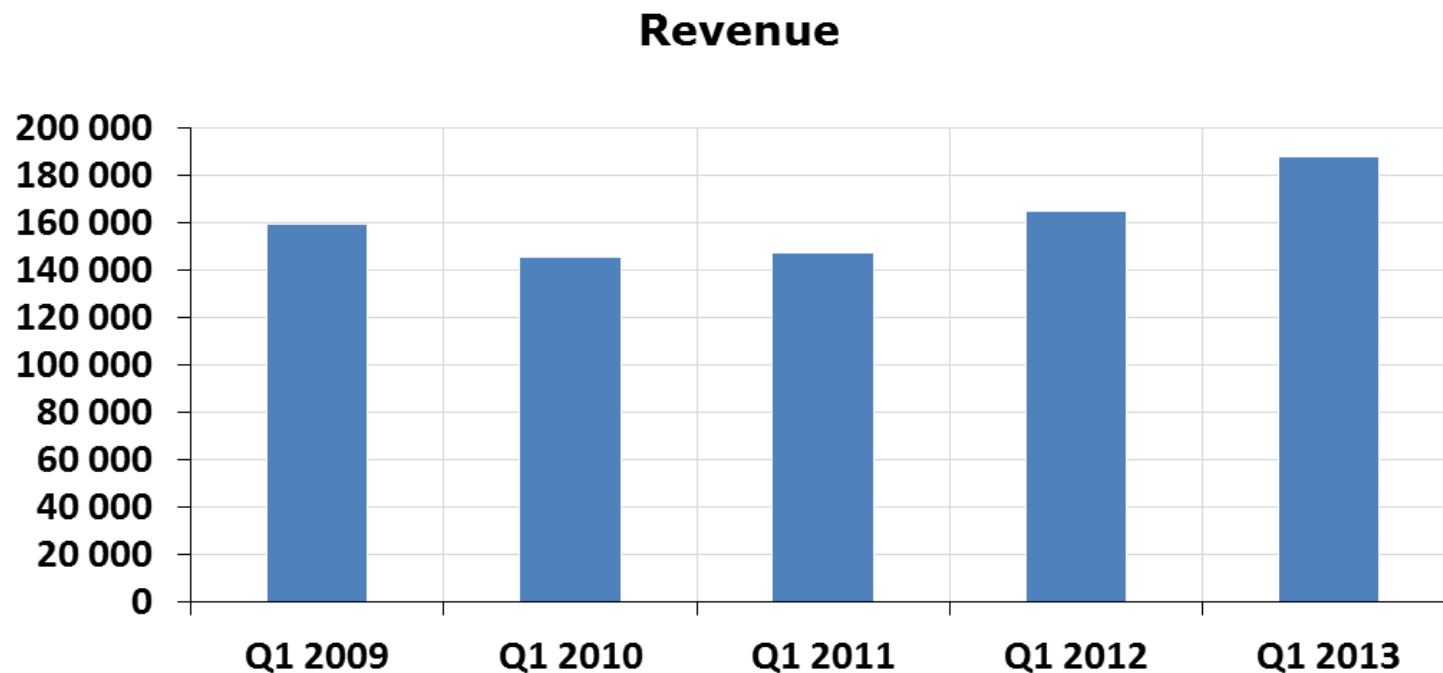
- **Financial Results**
- Sales Structure
- Human Resources
- Backlog
- Investment
- Summary

## Financial Results Q1 2013

	Q1 2013	Q1 2012
Revenue	188 145	165 268
Operating profit	1 445	-4 229
Net profit attributable to the company's shareholders	1 399	5 013

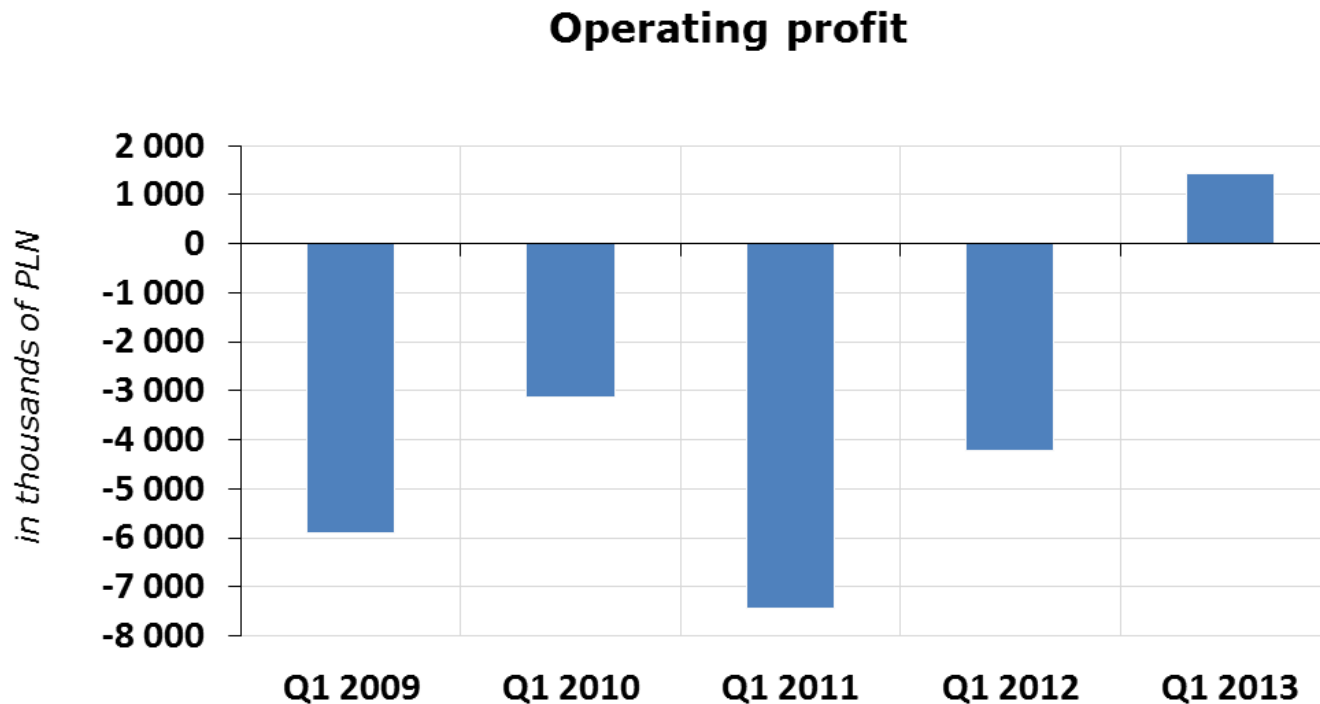
*In thousands of PLN*

## Revenue Q1 2009 – Q1 2013



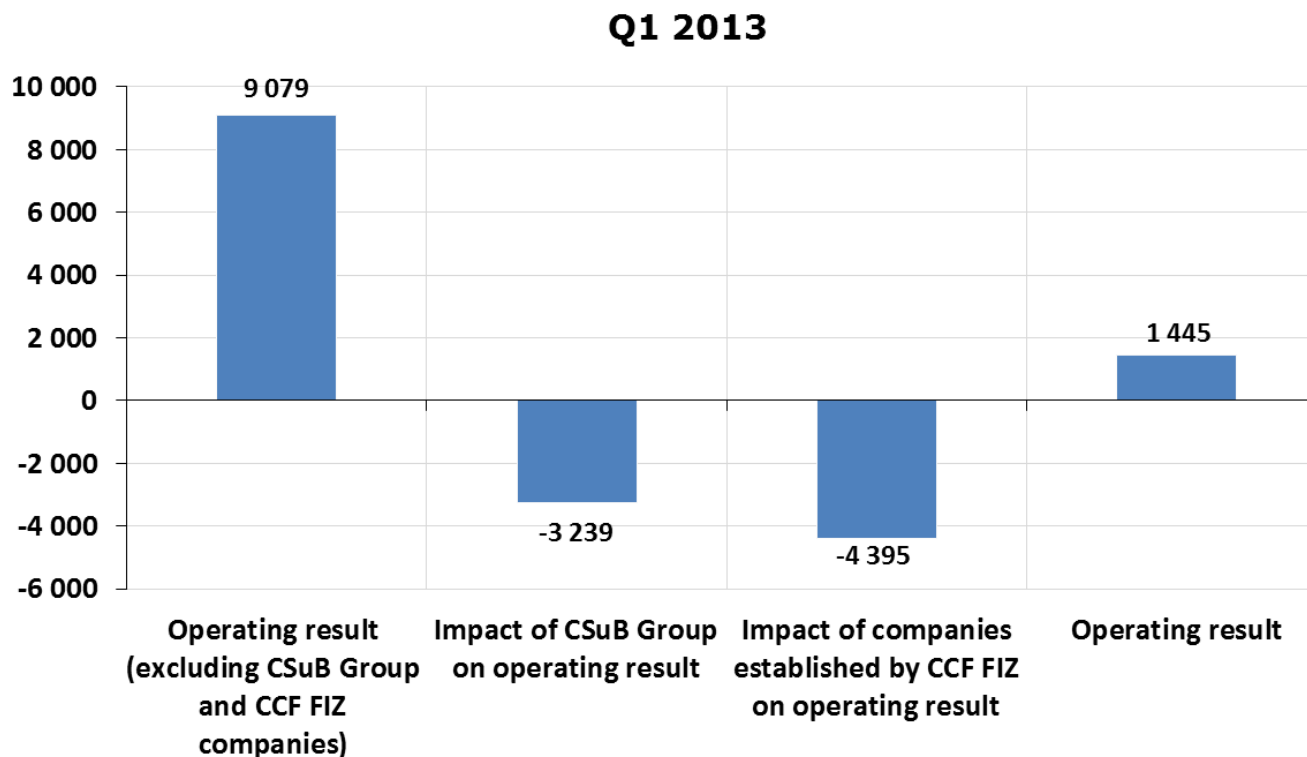
*In thousands of PLN*

# Operating Result Q1 2009 – Q1 2013



*In thousands of PLN*

# Operating Results within Activities of Comarch Group



*In thousands of PLN*

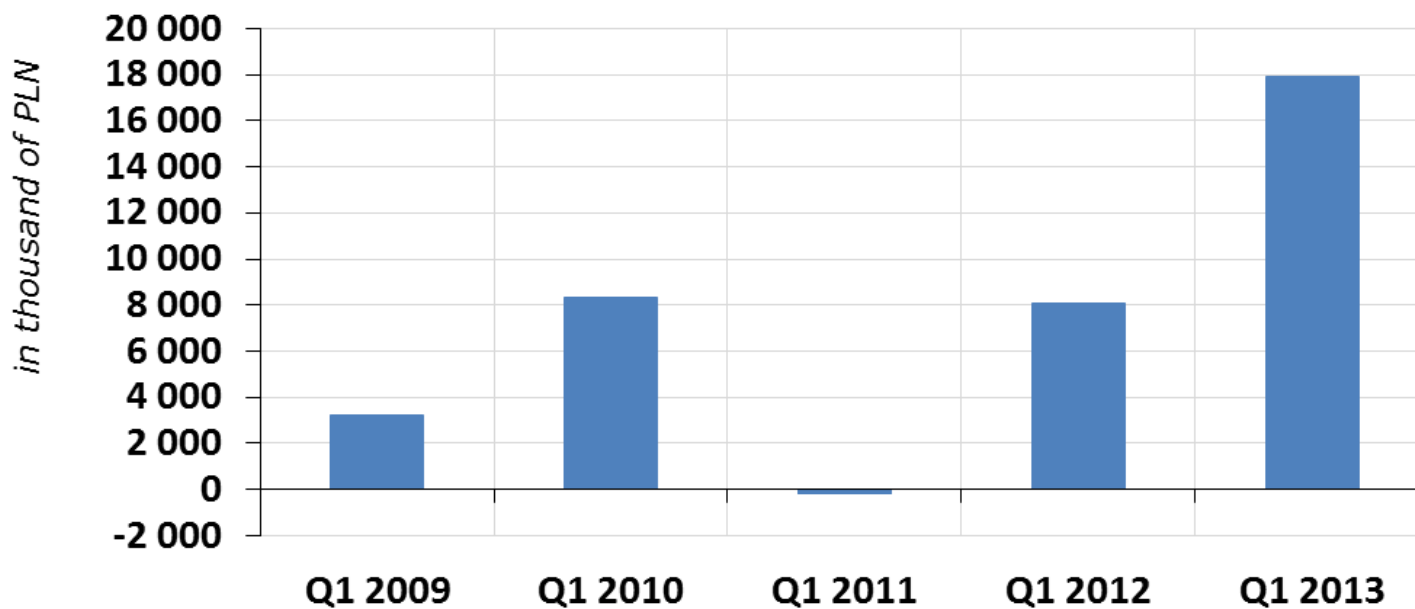
## Events Having Significant Effects on Results Q1 2013 vs Q1 2012

Comarch Group	Q1 2013	Q1 2012
Revenues from sales in Comarch SuB	20 016	25 274
Revenues from sales in A-MEA Informatik AG	790	0
Revenues from sales in ESAProjekt Sp. z o.o.	-3 239	-3 895
Impact of Comarch SuB Group on operating result	-2 480	-2 914
Impact on operating earnings of the CCF FIZ and companies where CCF FIZ is a shareholder	-4 395	-2 636
Impact on net earnings of the CCF FIZ and companies where CCF FIZ is a shareholder	-3 821	-2 757
Impact on operating earnings of realized currency exchange differences and balance sheet valuation	2 717	-9 667
Impact on net earnings of realized currency exchange differences and balance sheet valuation	1 879	-3 993
Depreciation	16 455	12 326
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	1 199	1 354
Impact on earnings of managerial option valuation	-718	-81

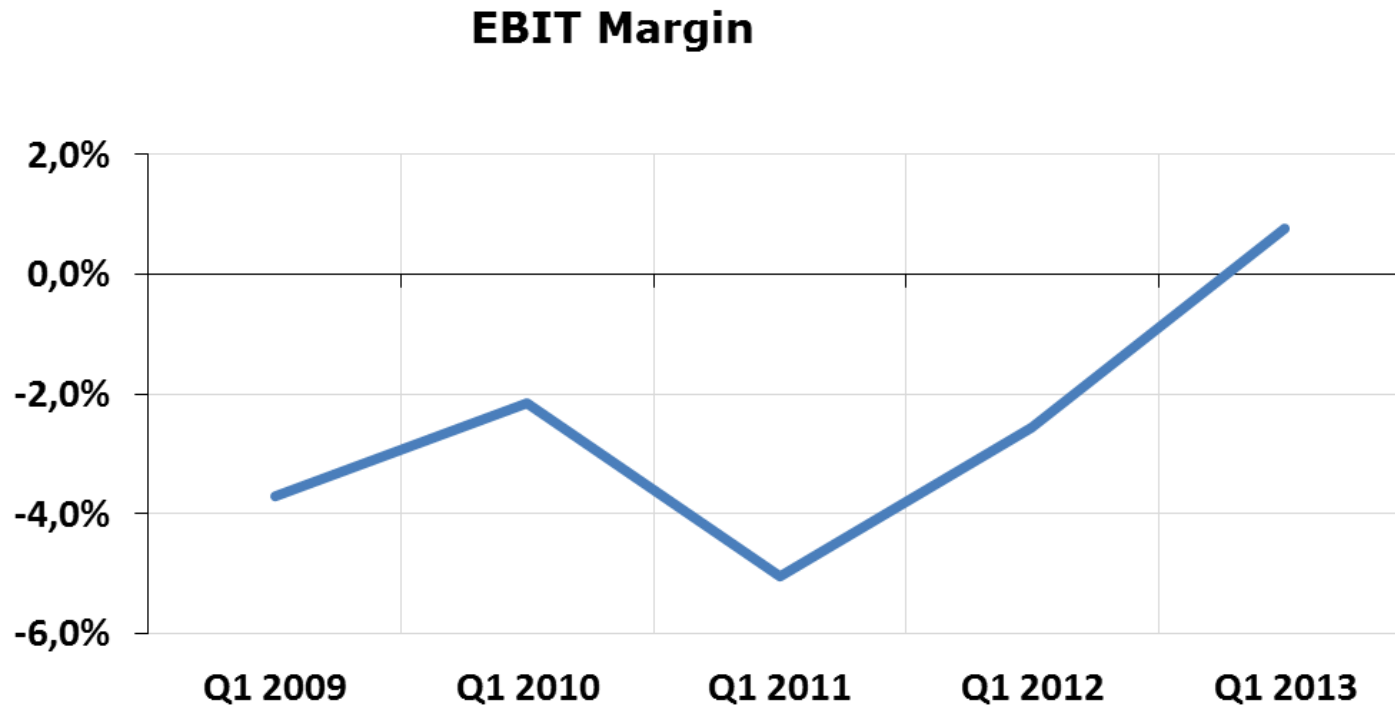


# EBITDA Q1 2009 – Q1 2013

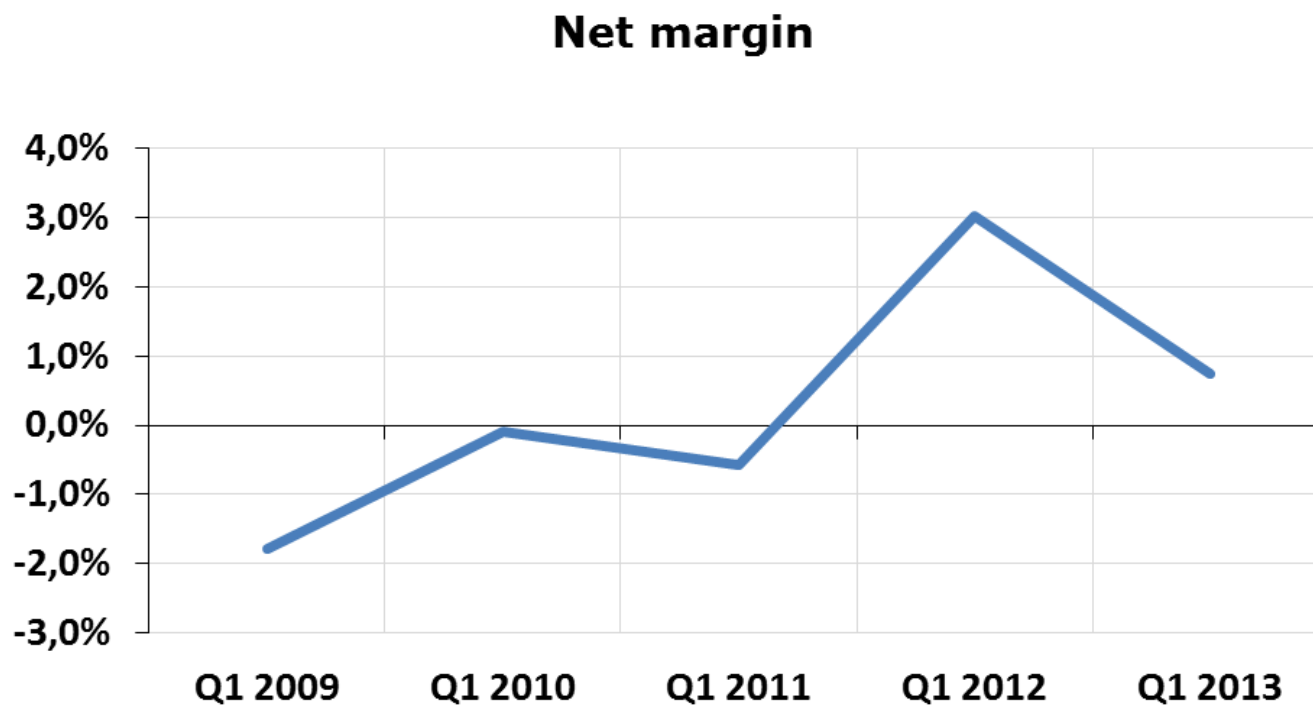
## EBITDA



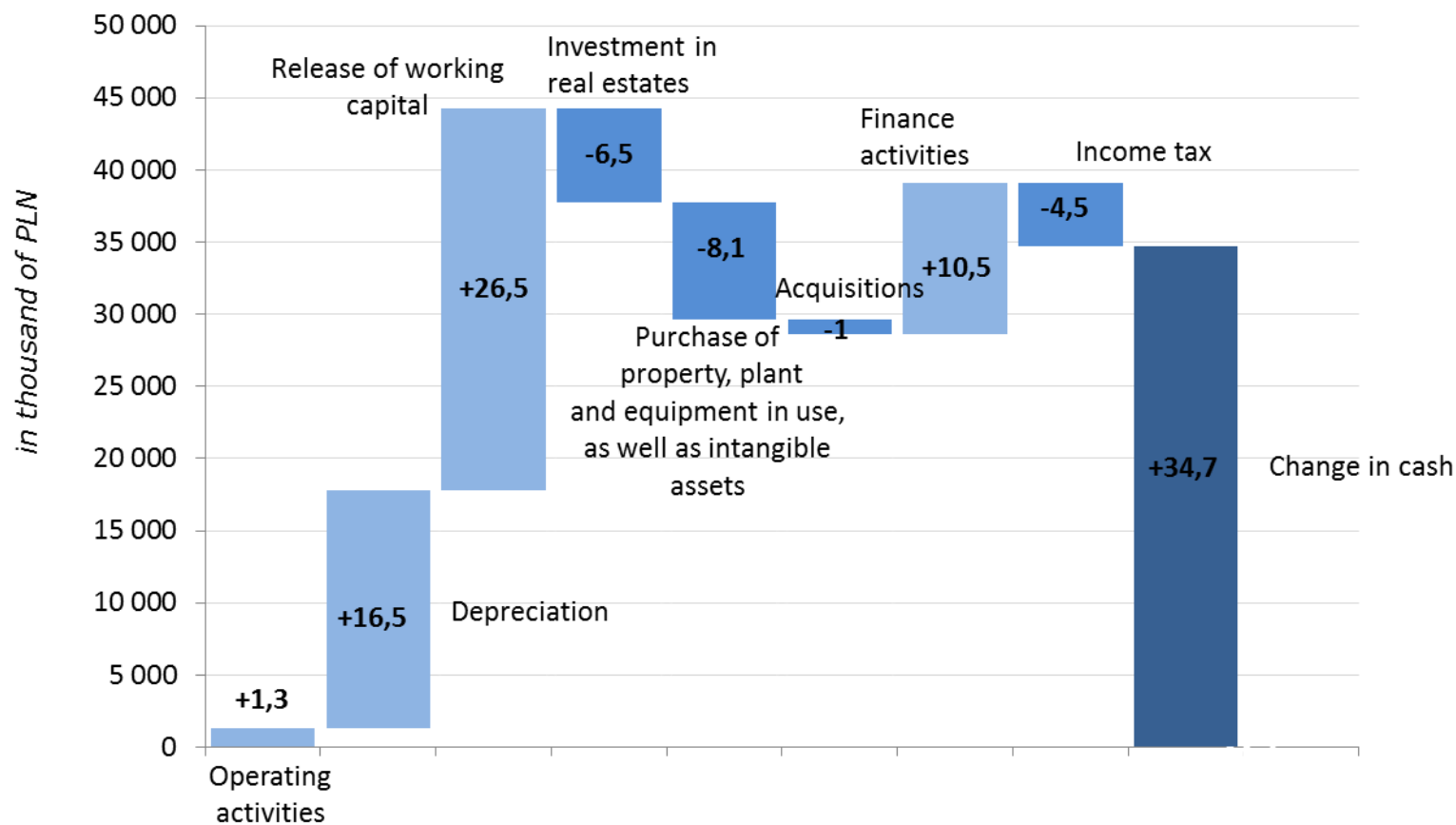
## EBIT Margin Q1 2009 – Q1 2013



## Net Margin Q1 2009 – Q1 2013



# Cash Flow Q1 2013

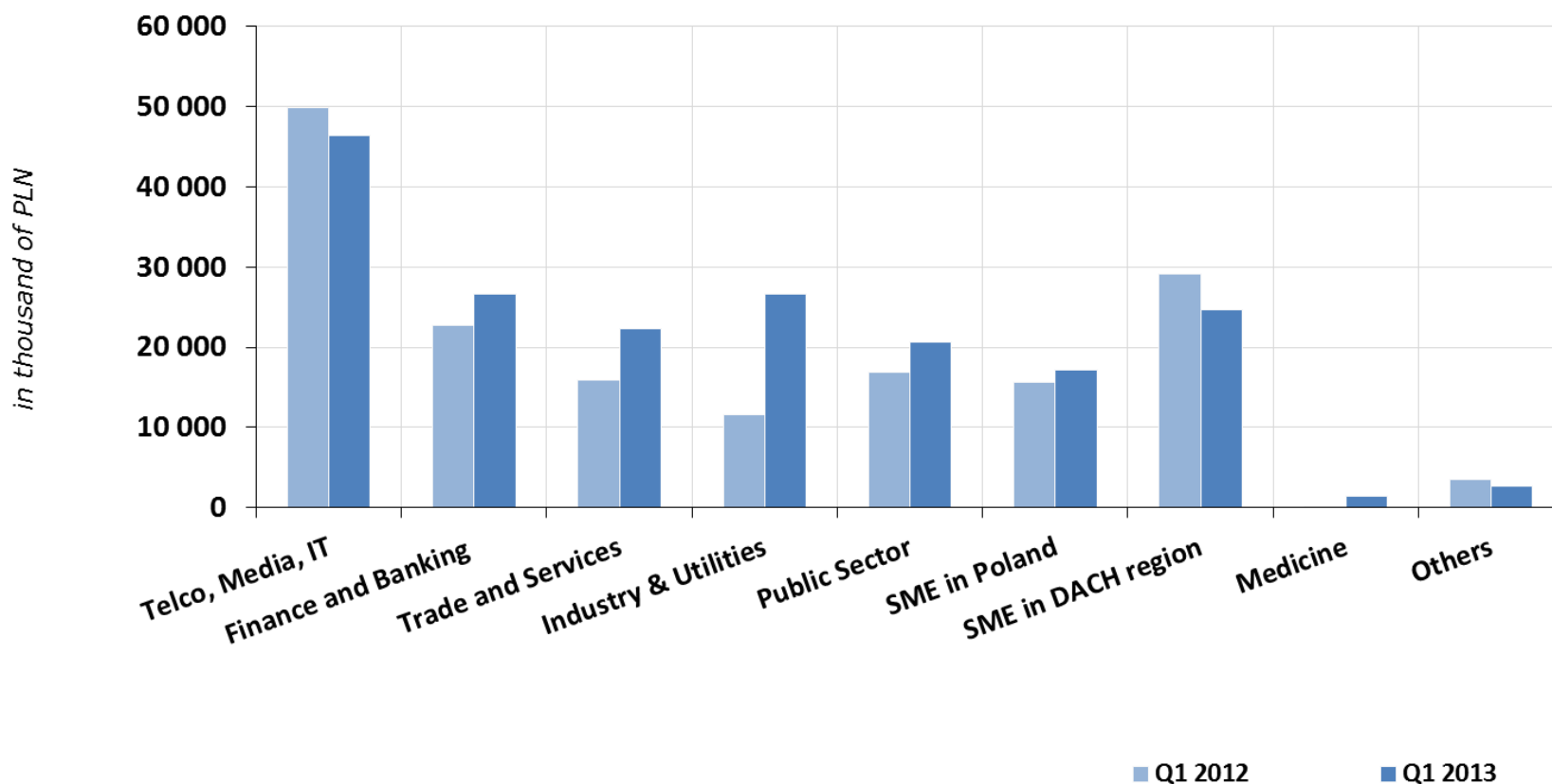


# Agenda

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

# Market Sales Structure Q1 2013 and Q1 2012

## Revenue from Sectors Q1 2012 and Q1 2013

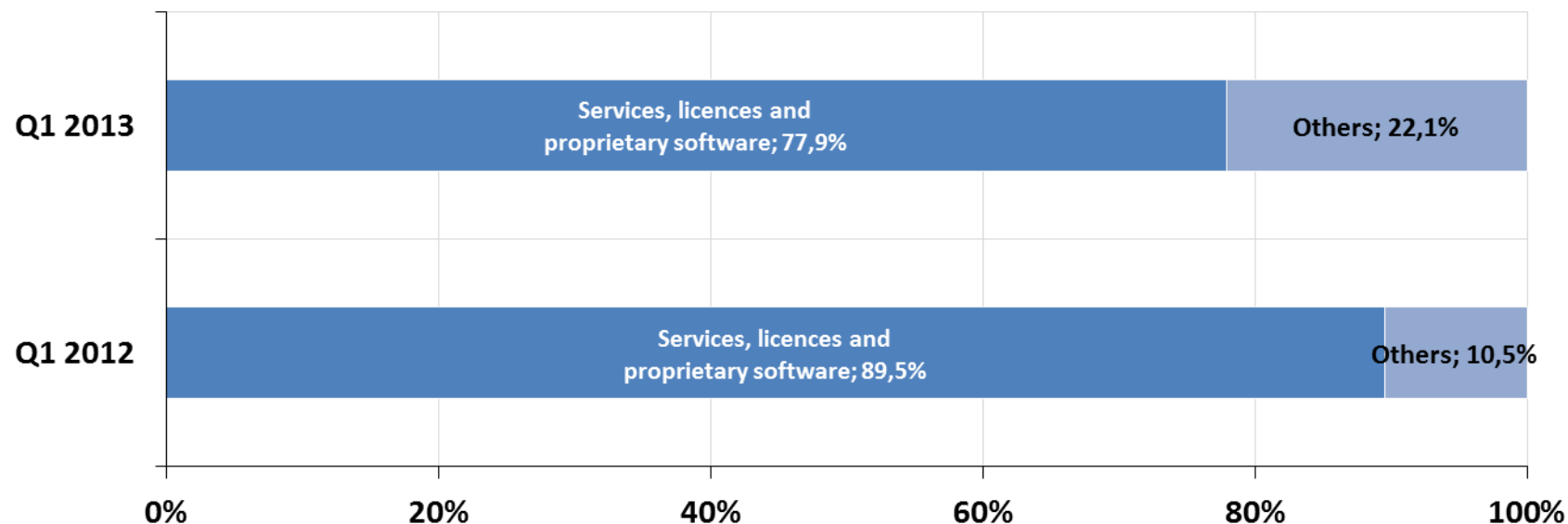


## Market Sales Structure Q1 2013 and Q1 2012

Comarch Group	Q1 2013	%	Q1 2012	%
Telecommunication, Media, IT	46 326	24,6%	49 869	30,1%
Finance and Banking	26 560	14,1%	22 754	13,8%
Trade and Services	22 266	11,8%	15 938	9,6%
Industry & Utilities	26 548	14,1%	11 597	7,0%
Public Sector	20 593	11,0%	16 811	10,2%
Small and Medium Enterprises - Poland	17 100	9,1%	15 668	9,5%
Small and Medium Enterprises - DACH	24 645	13,1%	29 062	17,6%
Medicine	1 452	0,8%	94	0,1%
Other	2 655	1,4%	3 475	2,1%
<b>Total</b>	<b>188 145</b>	<b>100,0%</b>	<b>165 268</b>	<b>100,0%</b>

# Products Sales Structure Q1 2013 and Q1 2012

Sales Structure  
Q1 2012 vs Q1 2013



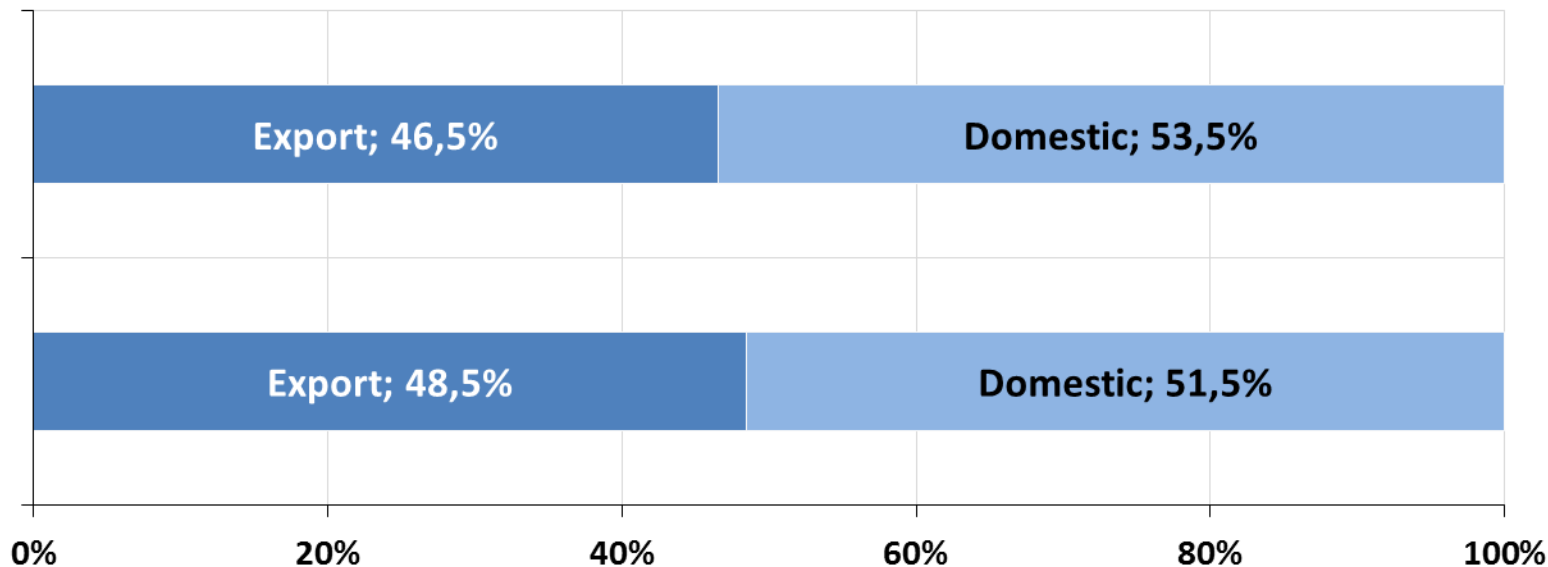


## Products Sales Structure Q1 2013 and Q1 2012

Comarch Group	Q1 2013	%	Q1 2012	%
Services	144 102	65,9%	127 328	77,0%
Proprietary software	21 164	12,0%	20 733	12,5%
Third party software	14 638	15,3%	5 748	3,5%
Hardware	4 170	4,7%	7 044	4,3%
Other	4 071	2,1%	4 415	2,7%
<b>Total</b>	<b>188 145</b>	<b>100,0%</b>	<b>165 268</b>	<b>100,0%</b>

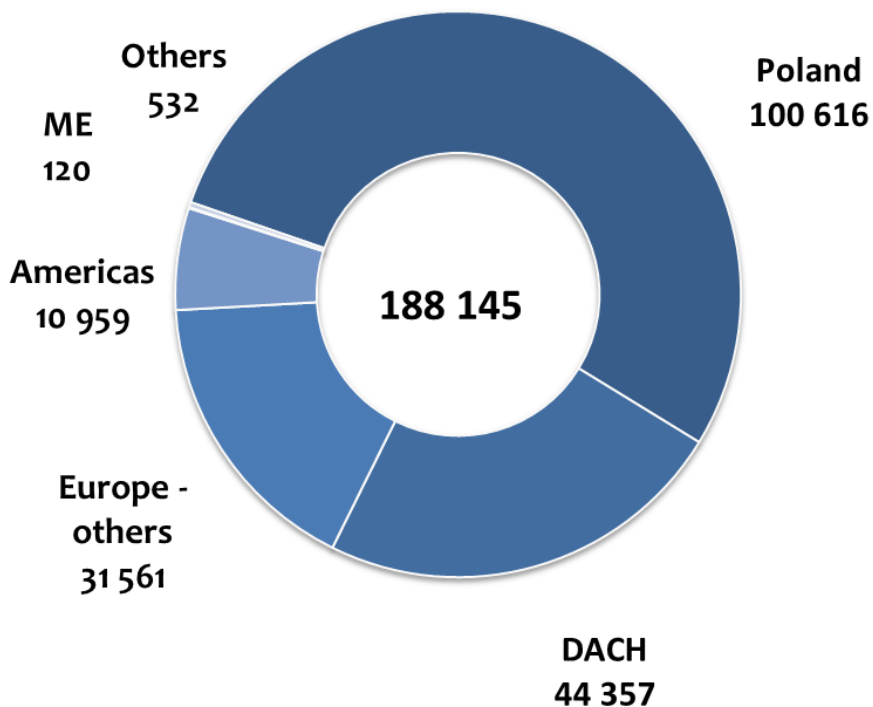
# Geographical Sales Structure Q1 2013 and Q1 2012

## Sales Structure Q1 2013 vs Q1 2012

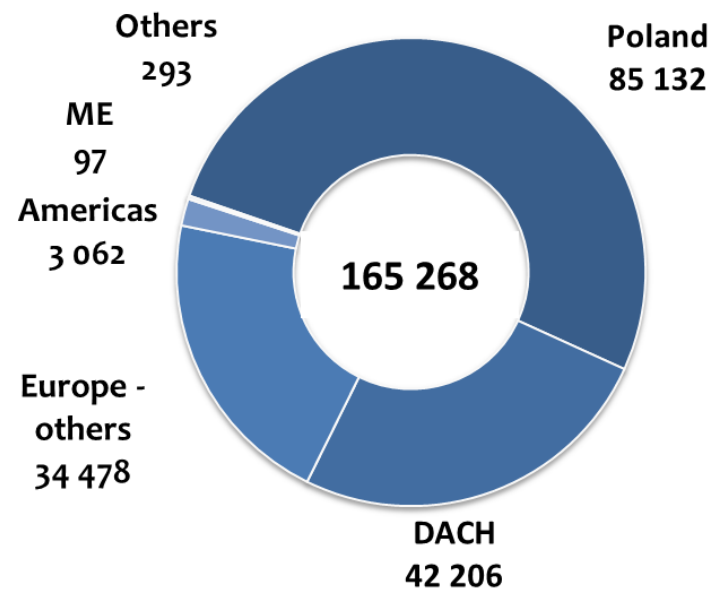


# Geographical Sales Structure

**Q1 2013**



**Q1 2012**

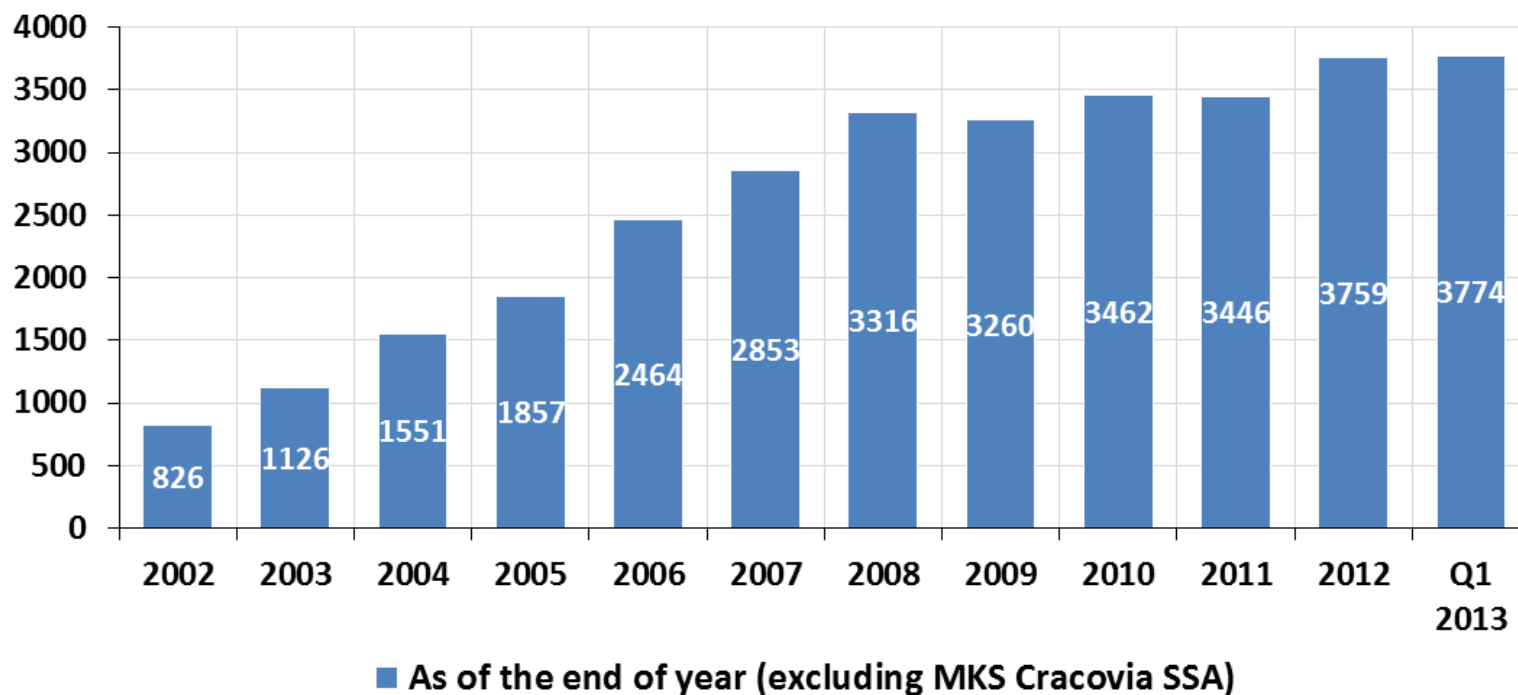


## Agenda

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

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

## Human Resources

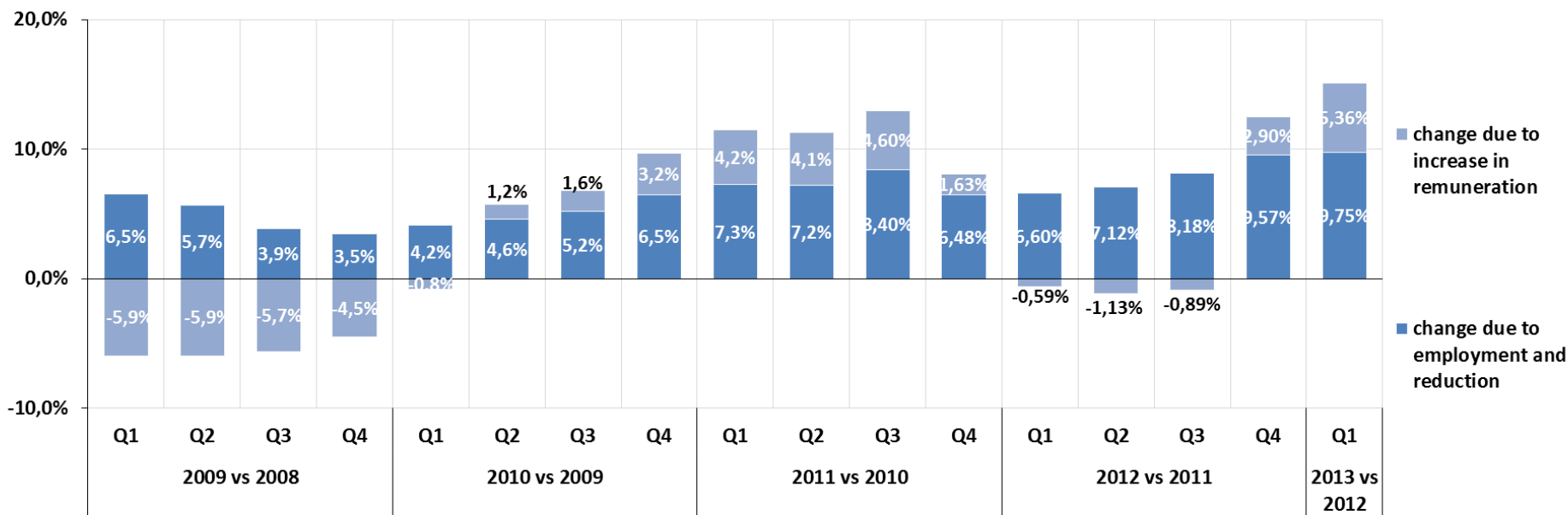


## Employment Level

- As of **31st of March, 2013**, Comarch Group (excluding employees in MKS Cracovia SSA) had **3,774** employees, i.e. 15 persons more than at the end of 2012 (an increase of 0.4%).
- 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 2009 – Q1 2013

Change in Remuneration

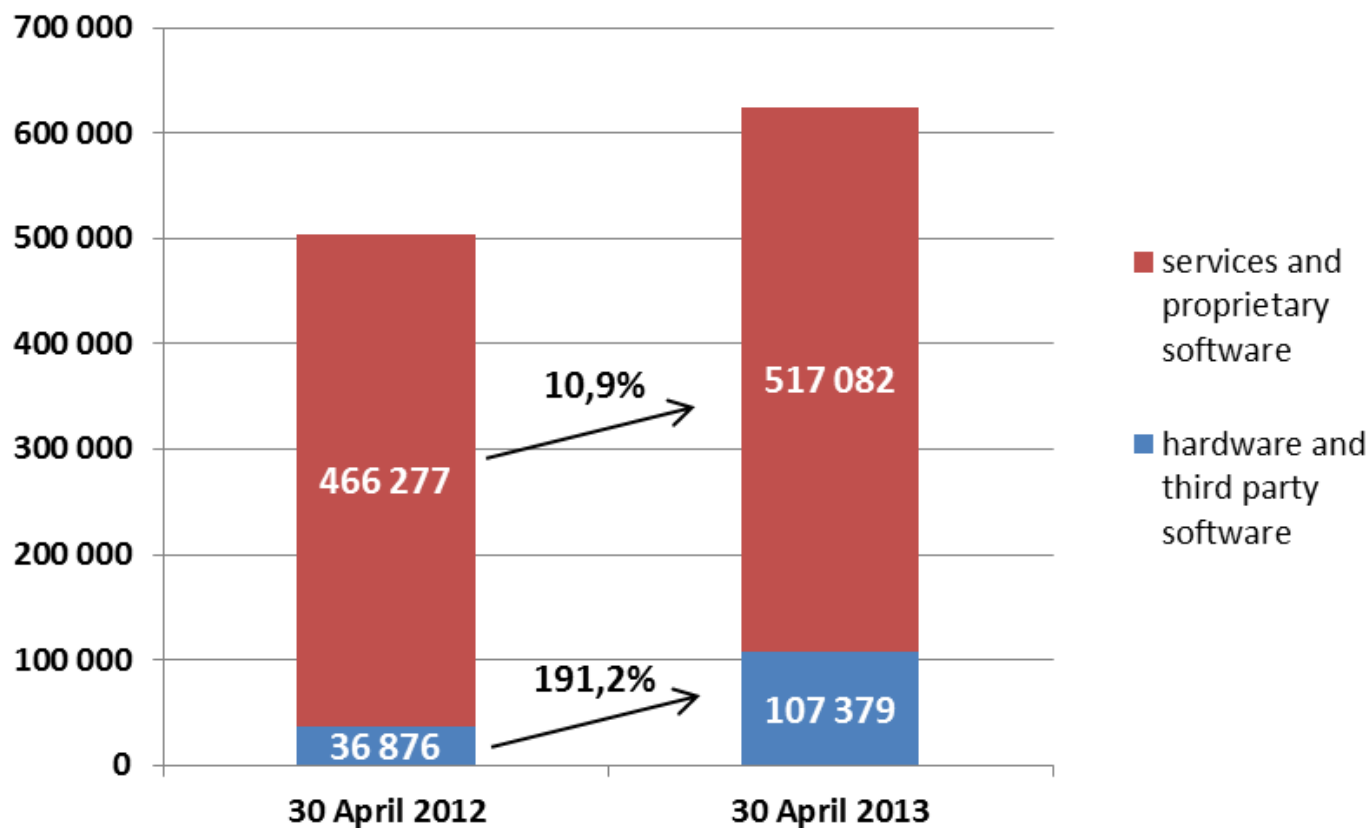


## Agenda

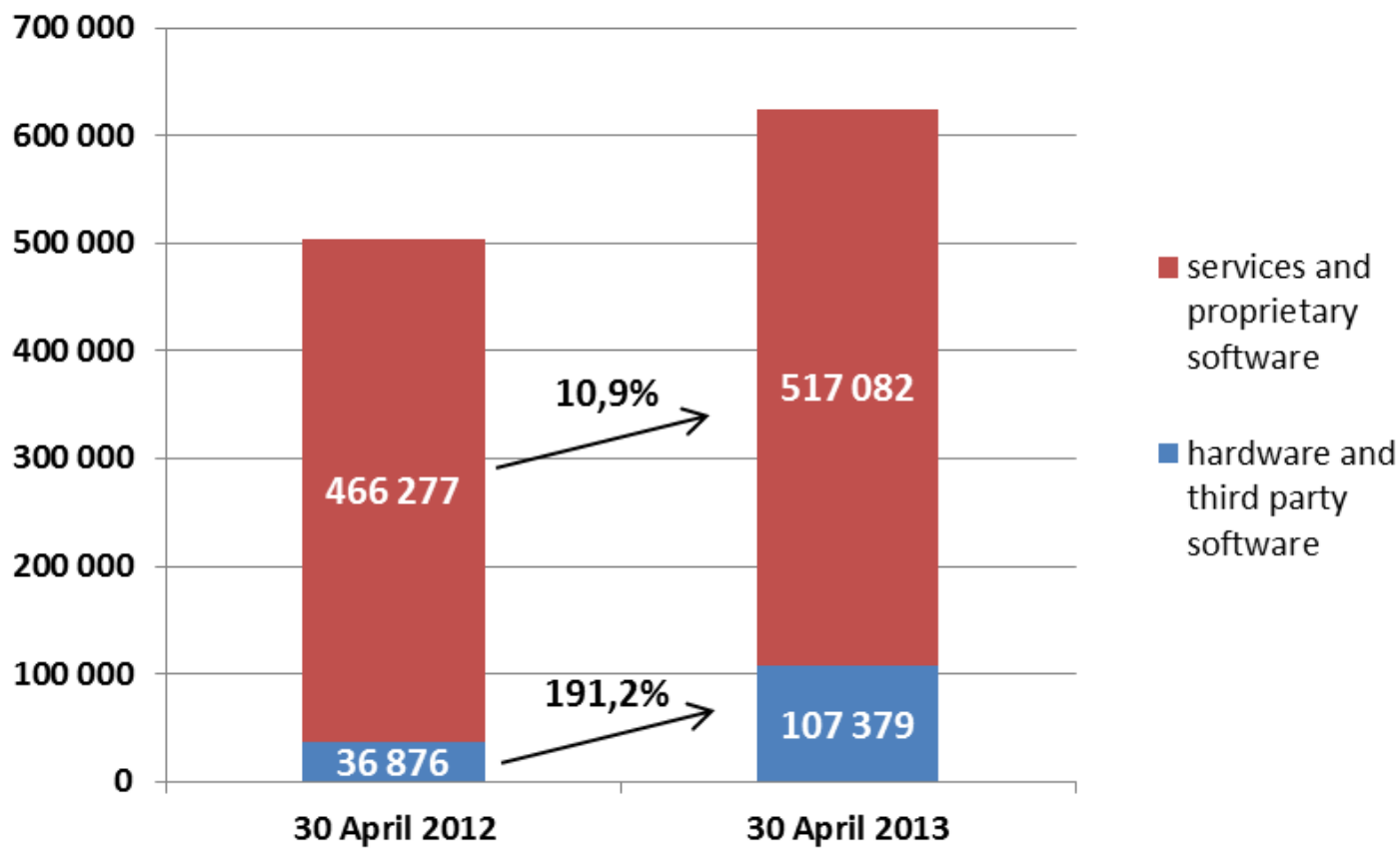
- Financial Results
- Sales Structure
- Human Resources
- **Backlog**
- Investment
- Summary



## Backlog for the Current Year (excluding Comarch SuB Group)



## Backlog for the Current Year (excluding Comarch SuB Group)



# Agenda

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

## Investment in Q1 2013

- Continuous high expenditures for R&D, especially within the frame of e-Health
- Development of IT infrastructure related to acquired contracts
- Completion of construction of a data center and an office building in Dresden
- Preparation to begin an investment in SSE6 and in Lodz

# Comarch Data Center in Dresden



# Agenda

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

## Q1 2013 Situation Summary

- Dynamic growth in sales on domestic market (of 18.2%) and in export sales (of 9.2%)
- Increase in costs of operation: remuneration, depreciation
- Completion of investment and launching of Comarch Data Center in Dresden
- Merger of Comarch Swiss AG and A-MEA Informatik AG
- New permit for operation in the Krakow Special Economic Zone
- Quick development of IT sales in Saas model

## T-Cloud – Example of Cloud Computing

### Comarch ERP iFaktury24

Fakturowanie, magazyn i księgowość dla Twojej firmy. Zarządzaj w łatwy sposób swoją firmą przez nowoczesną aplikację internetową, zawsze aktualną z przepisami prawnymi.

Sprawdź





## Plans for 2013

- Intense acquiring contracts on foreign markets and in Poland during economic slowdown
- Continuous increase in labor costs in IT sector, activities under a lot of opposition on the labor market
- Continuous investment in development of infrastructure
- Continuous investment within e-Health, increase in revenue in medicine sector
- Mergers are hardly probable
- Management recommends payment of dividend in the amount of 1.50 PLN per 1 share

# COMARCH

**Thank you**