

# Comarch Financial Results

## Q1 2009



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CFO

20th of May 2009, Cracow

# Agenda

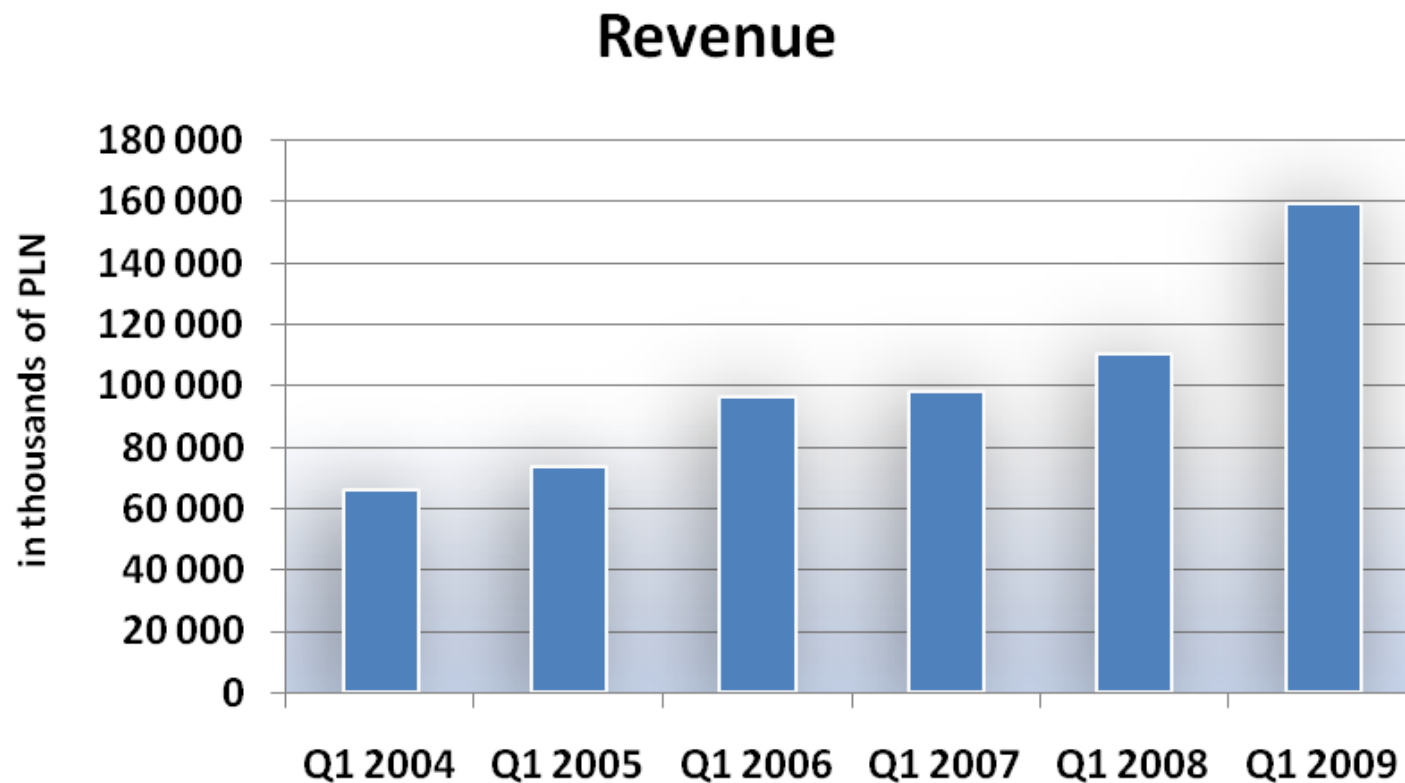
- Financial results
- Sales structure
- Human resources
- Backlog
- CCF FIZ subsidiaries
- Summary

## Financial Results Q1 2009

	<b>Q1 2009</b>	<b>Q1 2008</b>
<b>Revenue</b>	159,691	110,332
<b>Operating result</b>	(5,913)	5,563
<b>Net result</b>	(2,864)	165,136

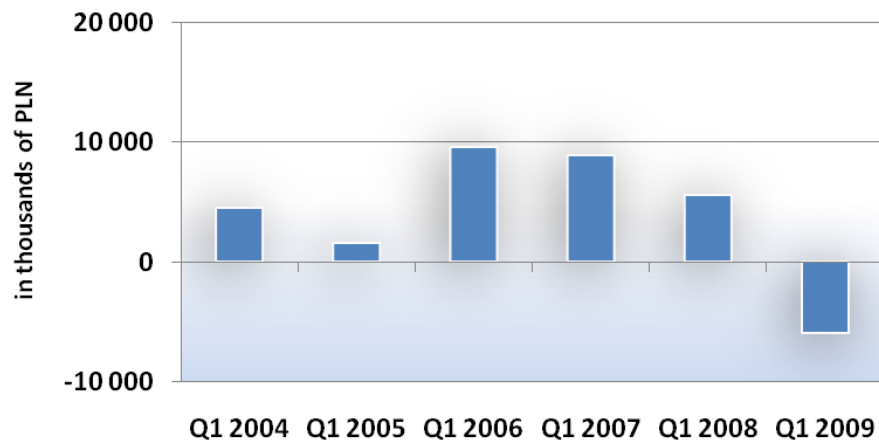
In thousands of PLN

**In Q1 2009 Revenues from Sales Increased by 45%**

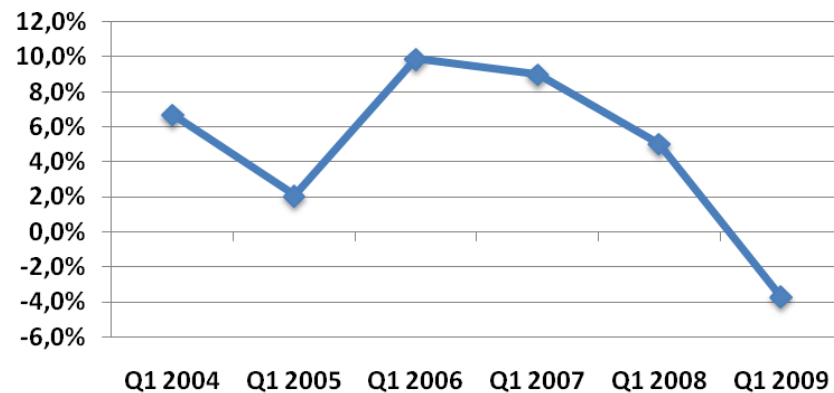


# Operating Margin Q1 2004 – Q1 2009

**Operating Profit**

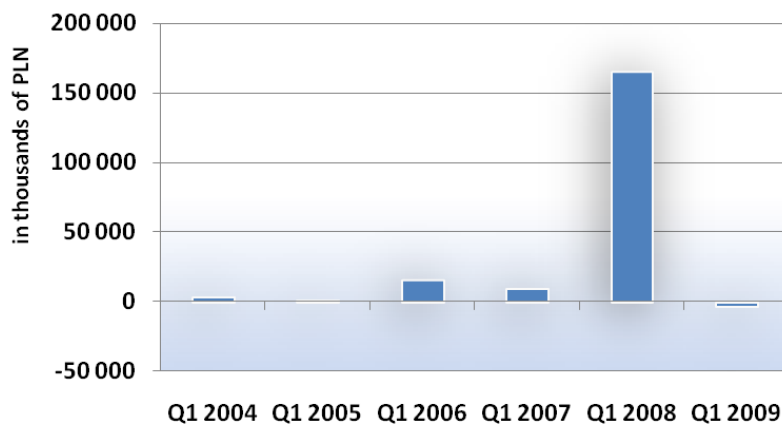


**Operating Margin**

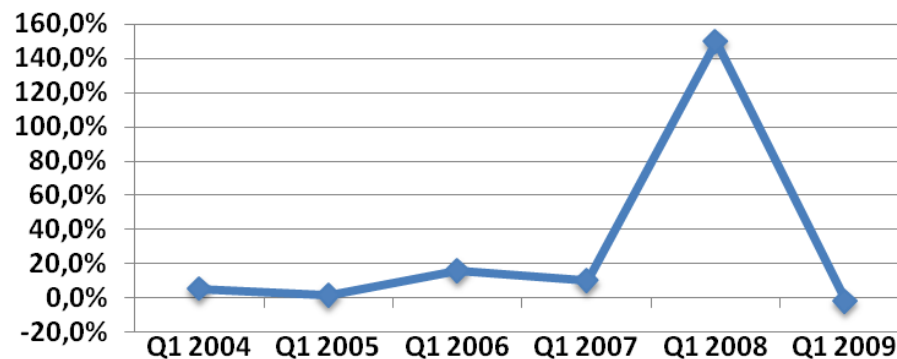


## Net Margin Q1 2004 – Q1 2009

**Net Profit attributable to the Company's Shareholders**



**Net Margin**

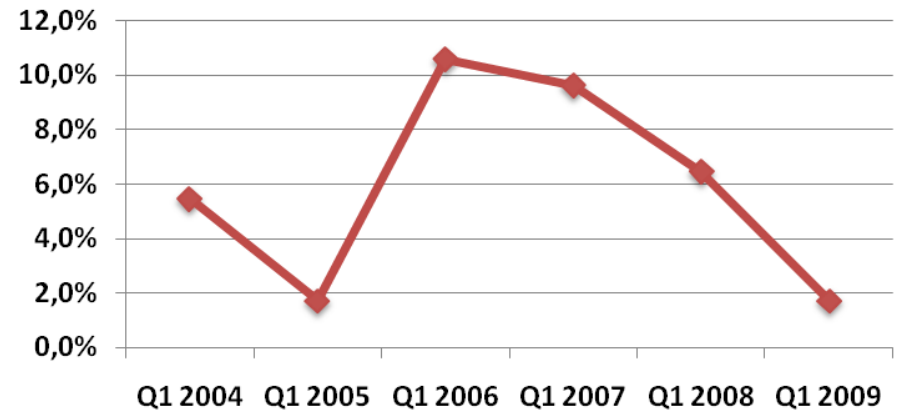


## Adjusted EBIT Margin and Adjusted Net Margin Q1 2004 – Q1 2009

**Adjusted Operating Margin**



**Adjusted Net Margin**



## Comparison of the Financial Results for Q1 2009 and Q1 2008

Comarch Group	Q1 2009	Q1 2008	Change
<b>Revenue</b>	<b>159,691</b>	<b>110,332</b>	<b>+44.7%</b>
Depreciation	9,159	4,594	+99.4%
<b>Nominal operating result (according to the IFRS)</b>	<b>(5,913)</b>	<b>5,563</b>	<b>-206.3%</b>
<b>Nominal net result attributable to the company's shareholders (according to the IFRS)</b>	<b>(2,864)</b>	<b>165,136</b>	<b>-101.7%</b>
Nominal EBIT margin	-3.7%	5.0%	
Nominal net margin	-1.8%	149.7%	
<b>Nominal EBITDA (operating profit + depreciation)</b>	<b>3,246</b>	<b>10,157</b>	<b>-68.0%</b>
Nominal EBITDA margin	2.0%	9.2%	

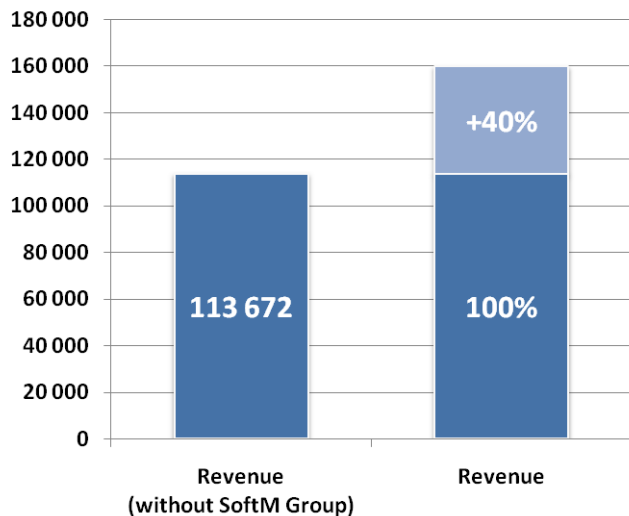


## Comparison of the Operating Results for Q1 2009 and Q1 2008 after Eliminating One-Off Events

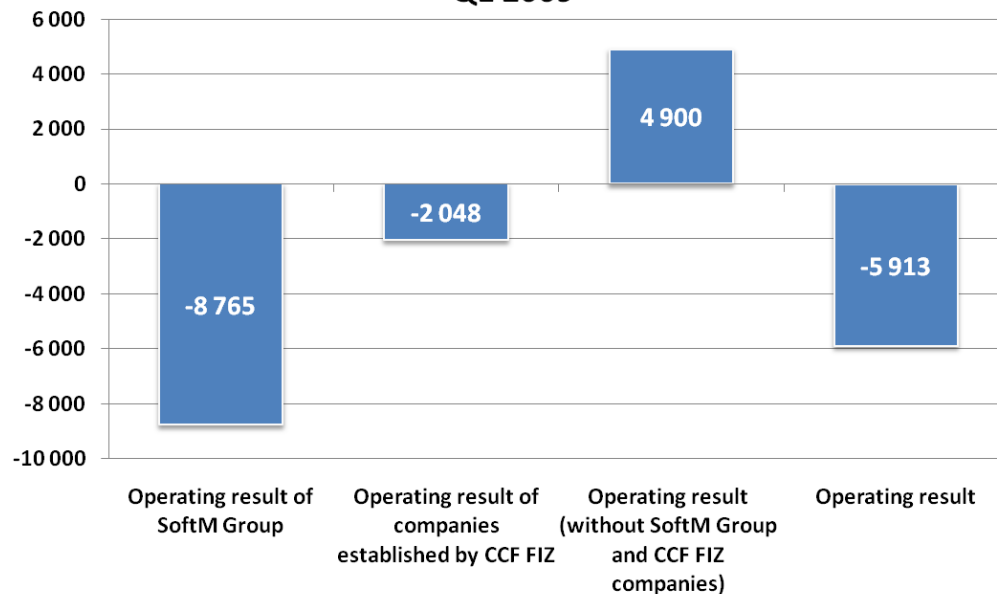
Comarch Group	Q1 2009	Q1 2008	Change
<b>Nominal operating result (according to the IFRS)</b>	<b>(5,913)</b>	<b>5,563</b>	<b>-206.3%</b>
Earnings impact of the costs of the managerial option	(745)	(1,486)	
Impact on earnings of the companies established by CCF FIZ	(2,048)	(548)	
SoftM Group's operating profit	(8,765)	0	
<b>Adjusted operating profit</b>	<b>5,645</b>	<b>7,597</b>	<b>-25.7%</b>
Adjusted EBIT margin	5.0%	6.9%	
<b>Adjusted EBITDA (operating profit + depreciation (without SoftM))</b>	<b>10,839</b>	<b>12,191</b>	<b>-11.0%</b>
Adjusted EBITDA margin	9.5%	11.0%	

# Impact of SoftM Group and companies established by CCF FIZ on Comarch Group's Revenue and Operating Result

Q1 2009



Q1 2009

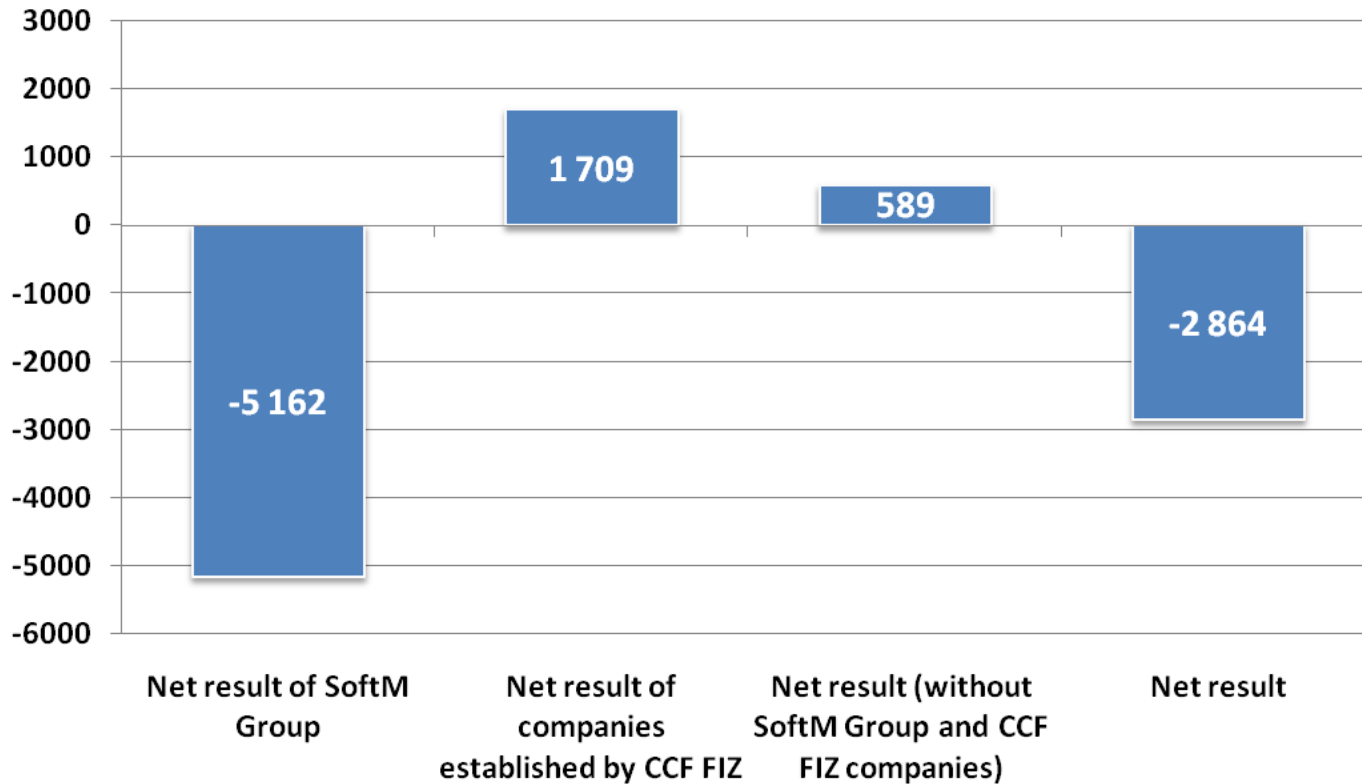


## Comparison of the Net Results for Q1 2009 and Q1 2008 after Eliminating One-Off Events

Comarch Group	Q1 2009	Q1 2008	Change
<b>Nominal net profit (according to the IFRS)</b>	<b>(2,864)</b>	<b>165,136</b>	<b>-101.7%</b>
Impact of asset and provision on earnings due to deferred tax (due to activities in Special Economic Zone)	-	(1,763)	
Impact on earnings of the FIZ and companies established by CCF FIZ	1,709	563	
Earnings impact of the costs of the managerial option	(745)	(1,486)	
Impact of the valuation of net assets of CCF FIZ on earnings due to sale of INTERIA.PL S.A. shares	-	159,684	
Impact on deferred tax of an asset due to temporary differences and provisions	(607)	1,017	
SoftM Group's net profit	(5,162)	-	
<b>Adjusted net profit</b>	<b>1,941</b>	<b>7,121</b>	<b>-72.7%</b>
Adjusted net margin	1.7%	6.5%	

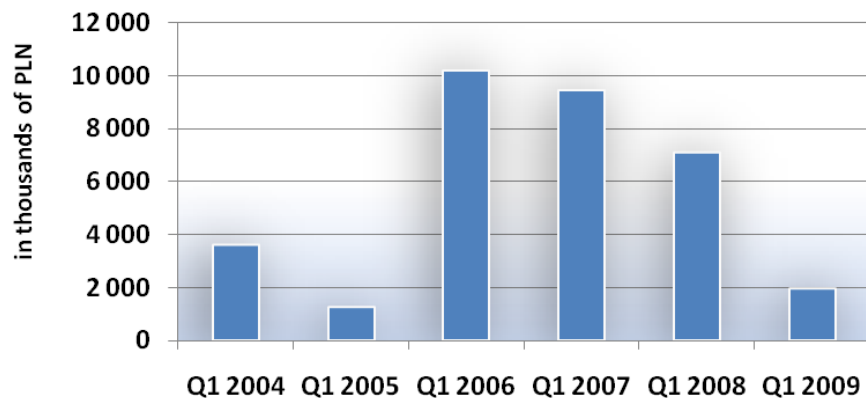
## Impact of SoftM Group and Companies Established by CCF FIZ on Comarch Group's Net Result

Q1 2009

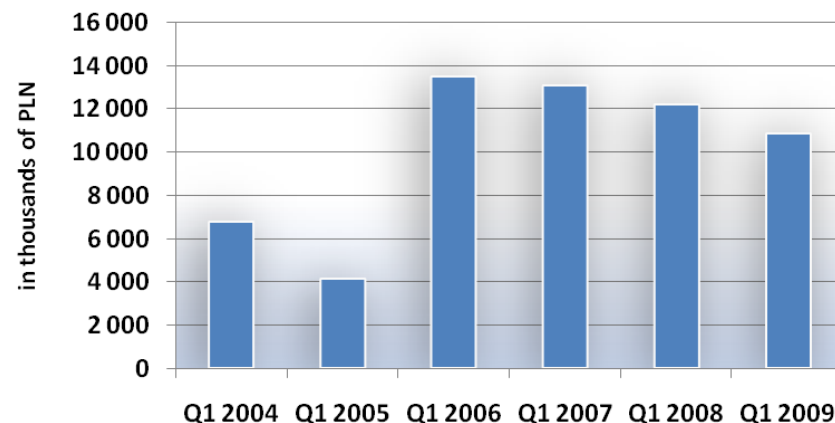


## Adjusted Net Profit and Adjusted EBITDA Q1 2004 – Q1 2009

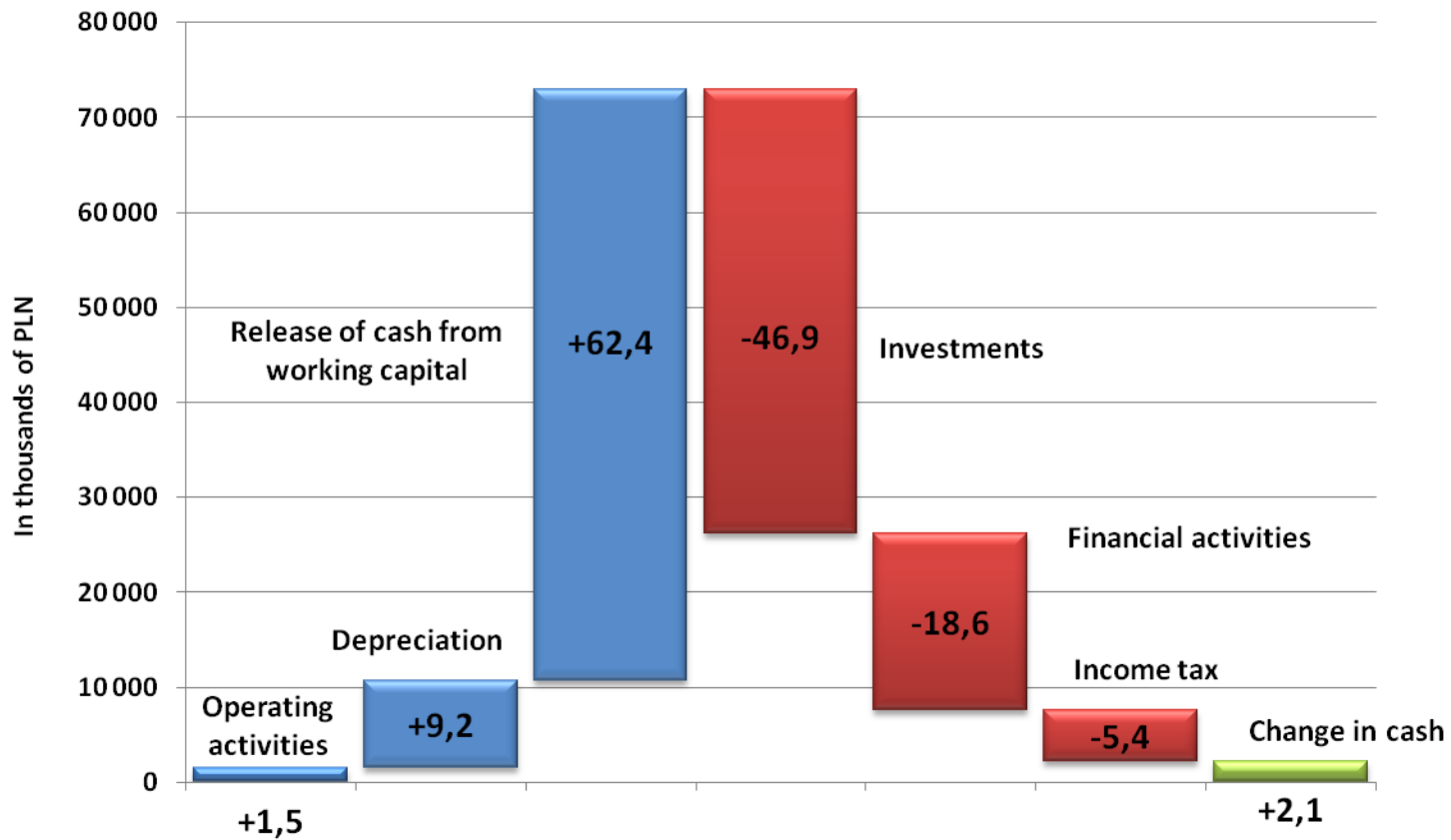
**Adjusted Net Profit attributable to the  
Company's Shareholders**



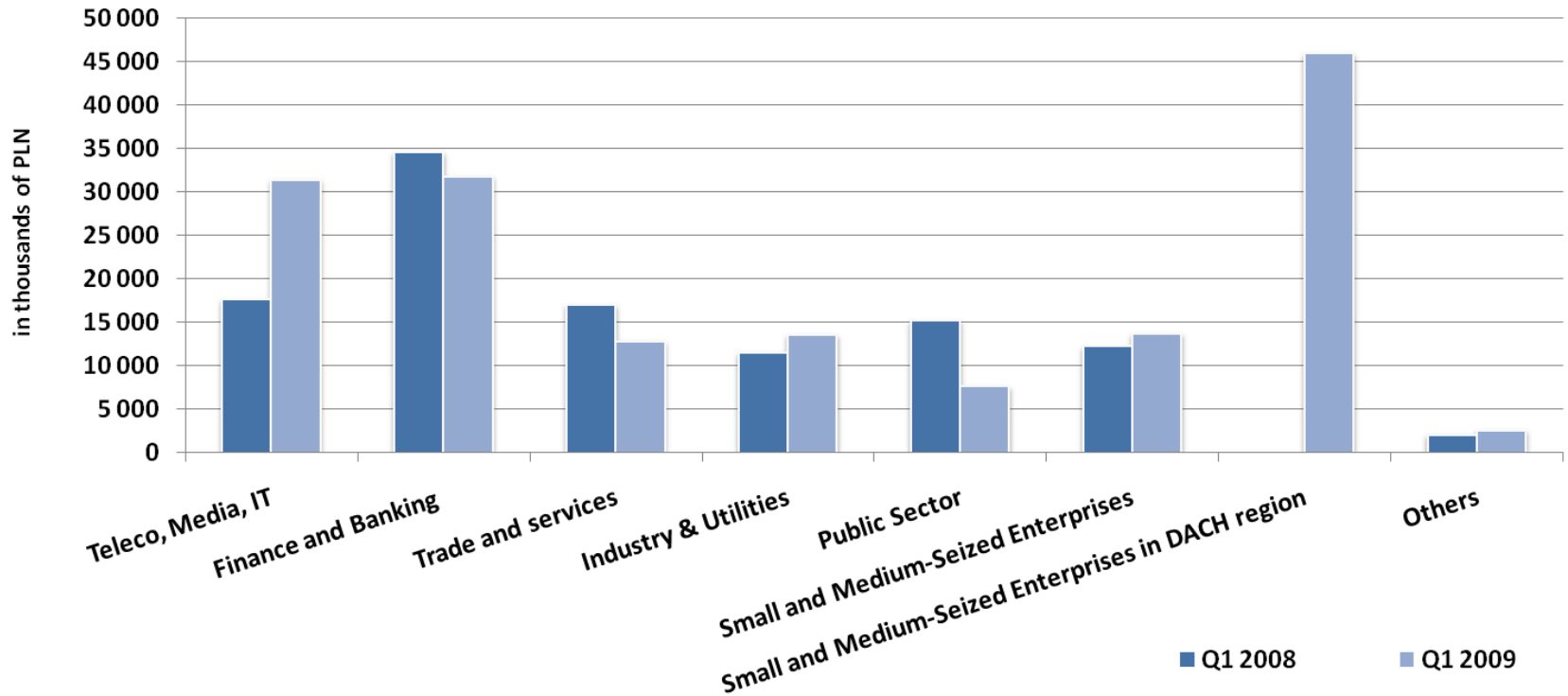
**Adjusted EBITDA**



# Cash Flow Q1 2009



### Revenue from Sectors Q1 2008 and Q1 2009



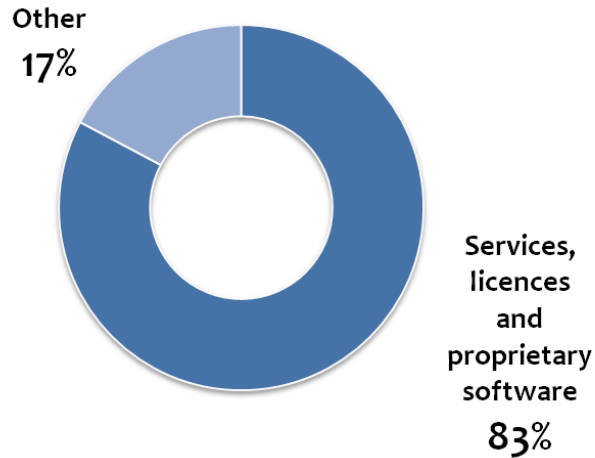
## Market Sales Structure

	Q1 2009	%	Q1 2008	%
Telecommunications, Media, IT	31,461	19.7%	17,646	16.0%
Finance and Banking	31,846	19.9%	34,624	31.4%
Trade and Services	12,845	8.1%	17,022	15.4%
Industry & Utilities	13,584	8.5%	11,529	10.4%
Public Sector	7,628	4.8%	15,205	13.8%
Small and Medium- Seized Enterprises	13,726	8.6%	12,234	11.1%
Small and Medium- Seized Enterprises DACH	46,019	28.8%		
Others	2,582	1.6%	2,072	1.9%
<b>TOTAL</b>	<b>159,691</b>	<b>100%</b>	<b>110,332</b>	<b>100%</b>

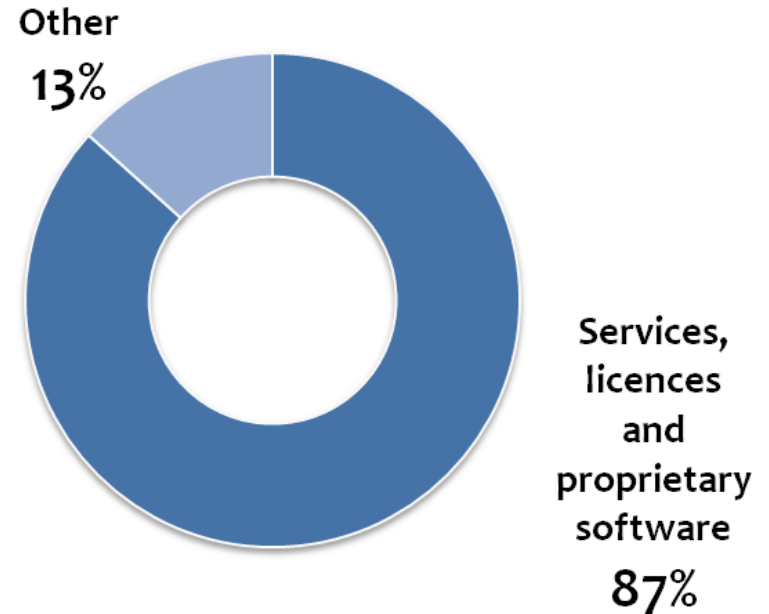


# Products Sales Structure

Sales Structure Q1 2008



Sales Structure Q1 2009



## Products Sales Structure

	<b>Q1 2009</b>	<b>%</b>	<b>Q1 2008</b>	<b>%</b>
<b>Services</b>	120,679	75.6%	66,457	60.2%
<b>Proprietary Software</b>	17,683	11.1%	24,851	22.5%
<b>Third-party Software</b>	7,936	5.0%	6,999	6.4%
<b>Hardware</b>	10,791	6.7%	9,668	8.8%
<b>Others</b>	2,602	1.6%	2,357	2.1%
<b>TOTAL</b>	<b>159,691</b>	<b>100.0%</b>	<b>110,332</b>	<b>100.0%</b>

## Geographical Sales Structure

<b>Revenue</b>	<b>Q1 2009</b>	<b>%</b>	<b>Q1 2008</b>	<b>%</b>
<b>Domestic</b>	74,006	46.3%	85,490	77.5%
<b>Export</b>	85,685	53.7%	24,842	22.5%
<b>TOTAL</b>	<b>159,691</b>	<b>100.0%</b>	<b>110,332</b>	<b>100.0%</b>

## Employment Stabilisation

In 2006 we created 50 workplaces per month (600 workplaces throughout the entire year)

In 2007 we created 30 workplaces per month

In 2008 the level of employment increased by 56 people

As of 31<sup>st</sup> of March, 2009, the Comarch Group had 2,838 employees (excluding employees in SoftM Group and MKS Cracovia SSA), i.e. 71 less than at the end of the previous year (a decrease of 2.4 %).

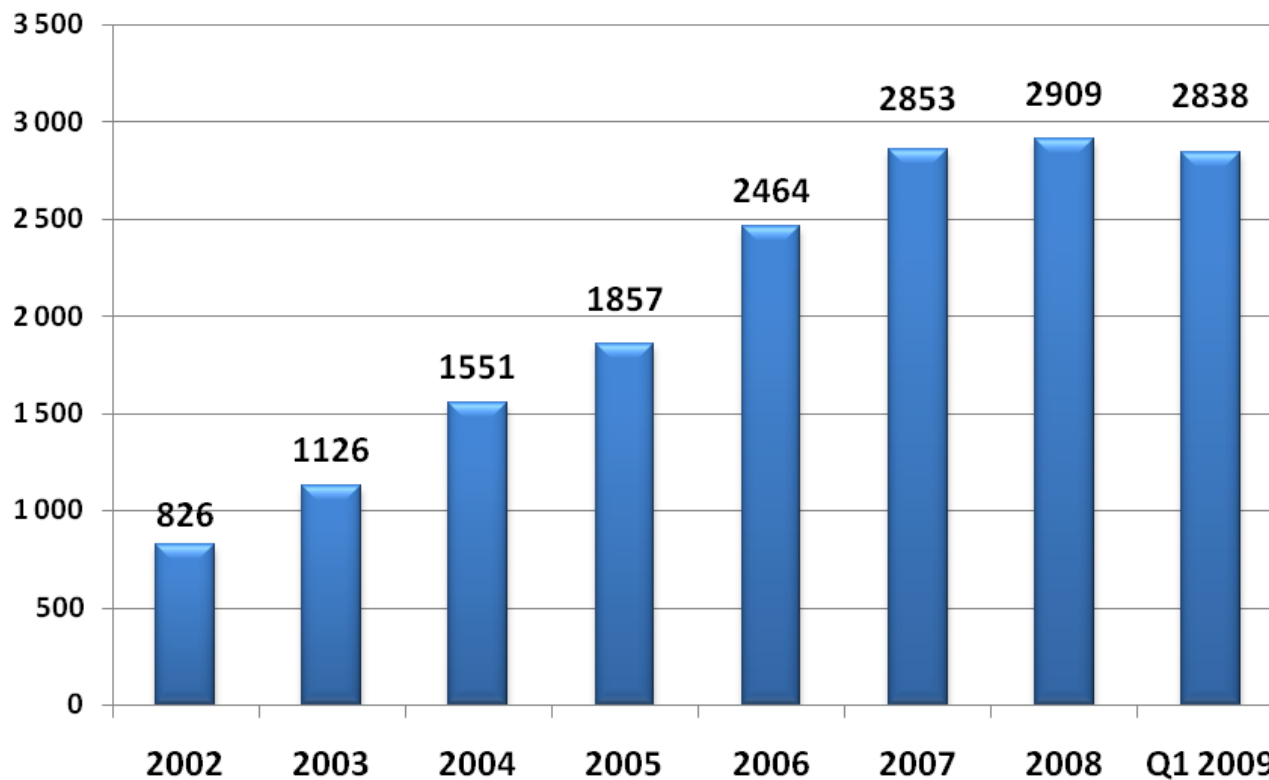
As of 31<sup>st</sup> of March, 2009, the SoftM Group had 403 employees.

**In the near future, we will be concentrating on the improvement of existing employee efficiency**

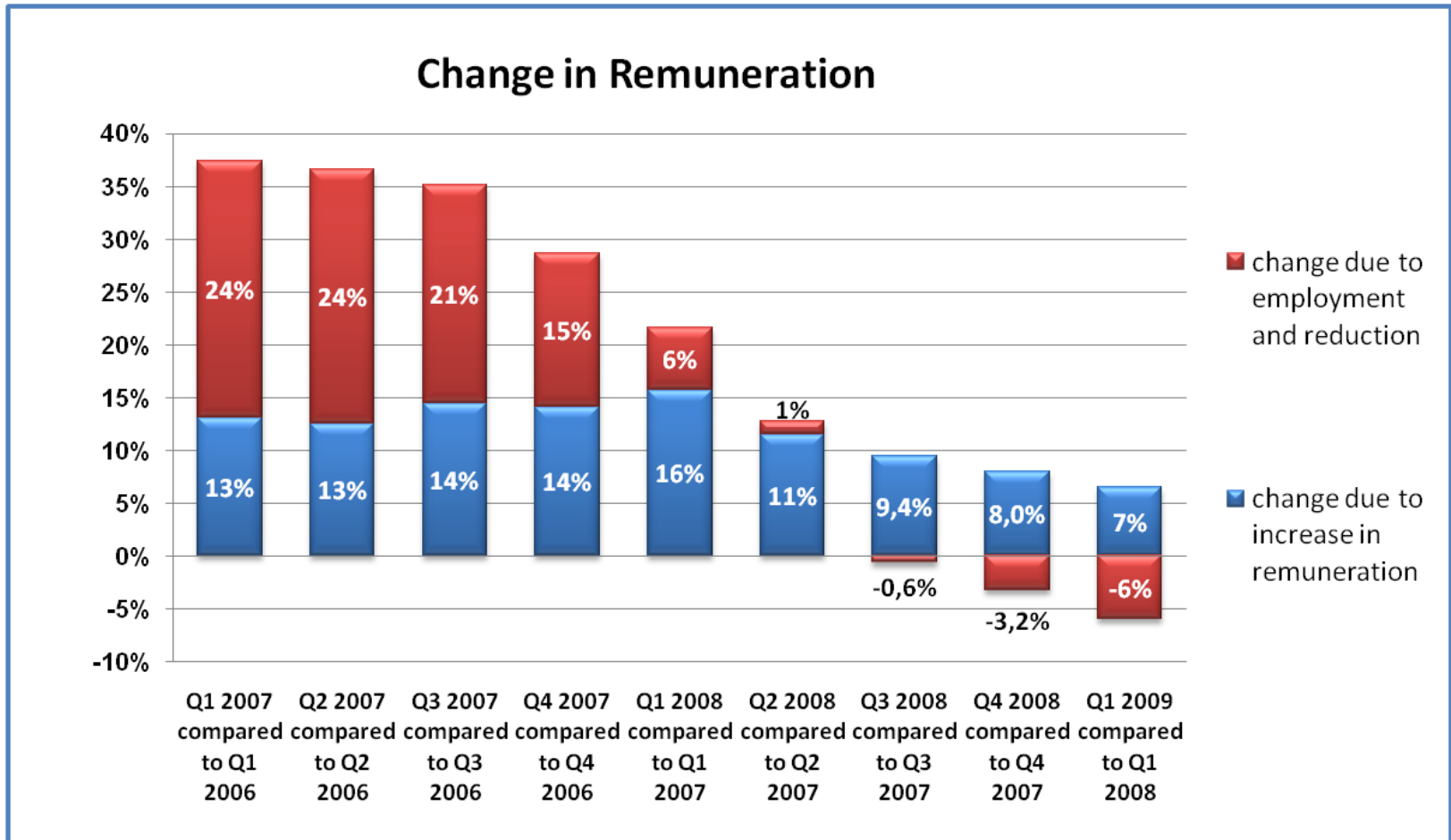
## Employment in Comarch Group

(excluding employees in SoftM Group and MKS Cracovia SSA)

### Human Resources



# Increase in Employment Costs 2007 - 2009



## Backlog for 2009

**As of the 30<sup>th</sup> of April, revenues contracted for the current year amounted to 381.2 million PLN and were lower by 15.4 % than in the previous year.**

Contracted revenues from the sales of services and proprietary software amounted to 340.7 million PLN and were higher by 4.8 % than in the previous year.

Share of export sales in total sales amounted to 24.5 %.

# SoftM Software und Beratung AG - Acquisition Completion

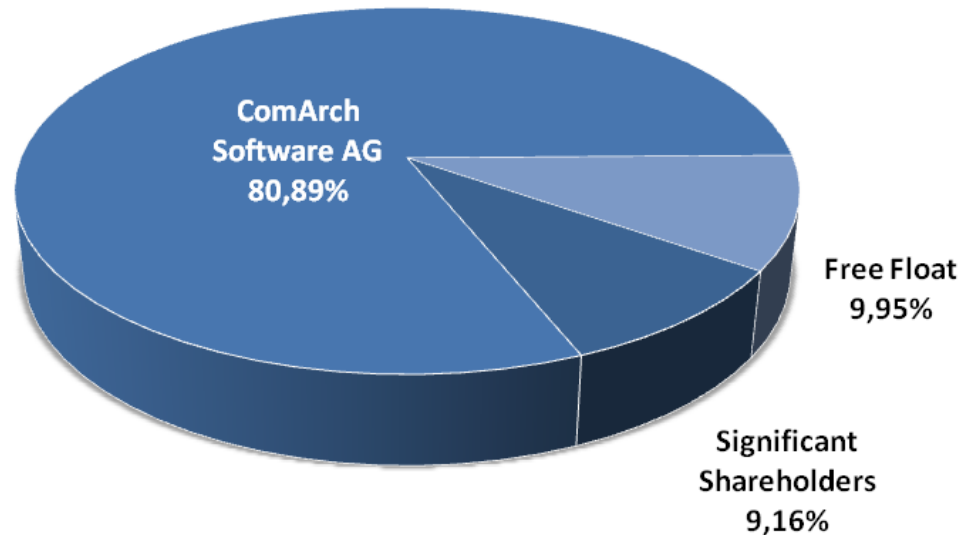
## Change in share of ComArch Software AG in SoftM

13.11.2008	+ 35.14%	Purchase of 1.75 million shares from significant shareholders	<b>35.14%</b>
	+ 6.0 million €		<b>6.0 million €</b>
18.11.2008	+ 15,01%	Purchase of 1.5 million shares in new share issue – an increase in share capital	<b>50.15%</b>
	+ 5.2 million €		<b>11.2 million €</b>
02.02.2009	+ 30.74%	Completion of call for sale of SoftM shares	<b>80.89%</b>
	+ 6.9 million €		<b>18.1 million €</b>



# SoftM Software und Beratung AG - Shareholding Structure

SoftM Shareholding Structure  
after Takeover Offer



## **Internet Segment - Comarch Investment Fund Comarch Corporate Finance**

- **iMed24 S.A.** conducts an IT project related to telemedicine (EHR - Electronic Health Record management).
- **iFin24 S.A.** conducts an IT project related to financial services.
- **Sodigital sp. z o.o.** creates and implements interactive Internet technologies.
- **iReward24 S.A.** conducts an IT project related to loyalty systems.
- **Infrastruktura24 S.A.** conducts IT activities connected with teleinformatic infrastructure outsourcing.
- **iCDN24 S.A.** conducts IT project related to financial and accounting services.

## Comarch Investment Fund Comarch Corporate Finance - other companies

- **Bonus Development Sp. z o.o. SKA** conducts investment projects in Łódź, connected with extending an office and production centre here on behalf of Comarch Group
- **Bonus Management Sp. z o.o. SKA** – Special Purpose Vehicle related to acquisition of SoftM

Financial results of the companies are consolidated with Comarch's operating results. Operating costs in Q1 2009 amounted to circa 2 million PLN.

Financial statements include separate financial information on results of the companies in Internet Segment.

## Q1 2009 Situation Summary

- Significant increase of revenue in Q1 2009
- Export sales constitute over 50% of revenue in the Group
- Good financial results on the core activity, negative influence of one-off events
- Slight decrease in employment as well as control of costs level
- Strong development of export sales, concentration on DACH market
- Completion of a call for sales of SoftM shares
- We observe symptoms of an economic slowdown, different depending on the customer branch

## **Comarch Group – Strategy in 2009**

**Regardless of the current market recession, Comarch and SoftM will continue to invest in:**

- Research and development (R&D)
- Marketing and advertisement
- Human capital (development of highly qualified employees)
- Innovative projects conducted by new companies of CCF FIZ

**We have conducted essential restructuring operations**

Comarch is very well prepared for the time of crisis in relation to financial resources as well as backlog and management efficiency.

**CORPORATE**

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**COMARCH**  
SYSTEMY INFORMATYCZNE

**Thank you**

