

# COMARCH

## Financial Results Q1-Q4 2009

**Prof. Janusz Filipiak** – CEO

**Konrad Tarański** – CFO

**5th of March 2010, Krakow**

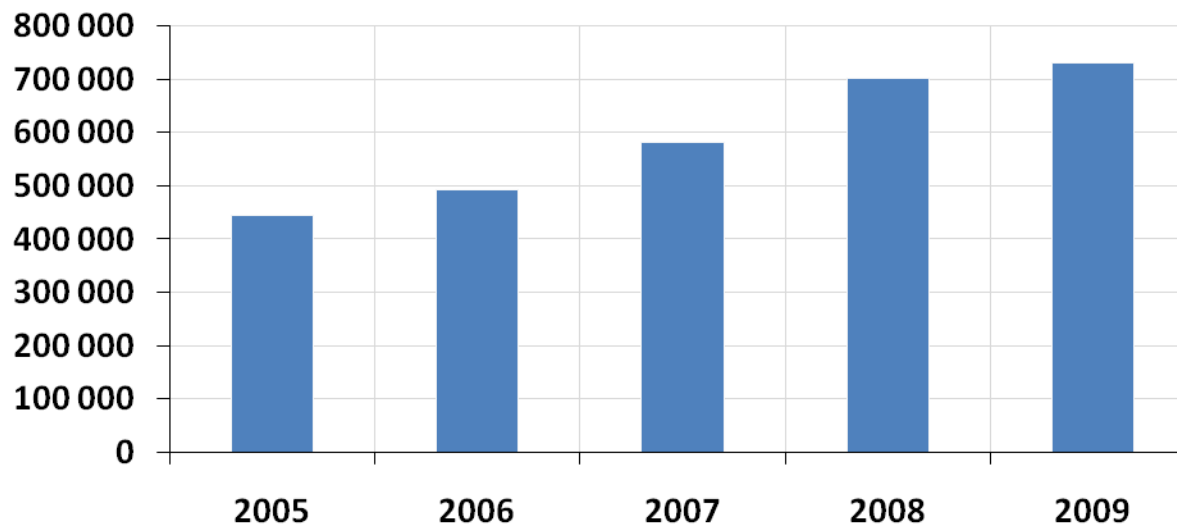
## Agenda

- Financial results
- Sales structure
- Human resources
- Backlog
- Summary

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- **Financial results**
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## Revenue Q1-Q4 2009



*In thousands of PLN*

## Financial Results Q4 2009

	Q4 2009	Q4 2008
Revenue	233,066	311,574
Operating profit	26,125	35,021
Net profit	27,632	37,949

*In thousands of PLN*

## Financial Results Q1-Q4 2009

	Q1-Q4 2009	Q1-Q4 2008
Revenue	730,586	700,965
Operating profit	15,831	45,919
Net profit	33,338	199,126

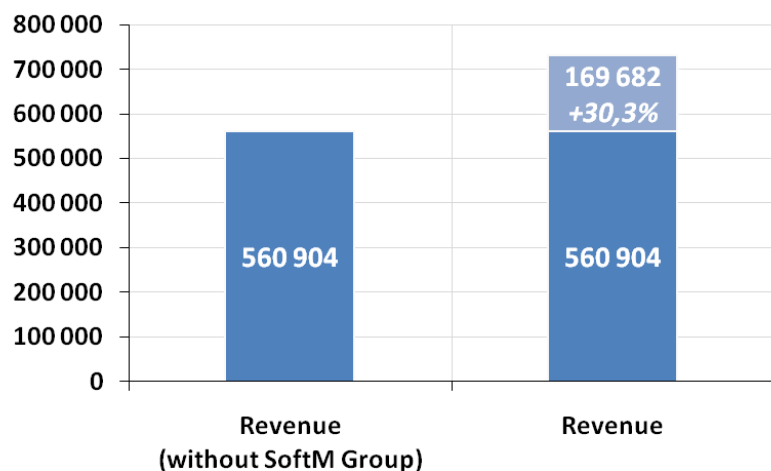
*In thousands of PLN*

## Comparison of the Financial Results for Q1-Q4 2009 and Q1-Q4 2008

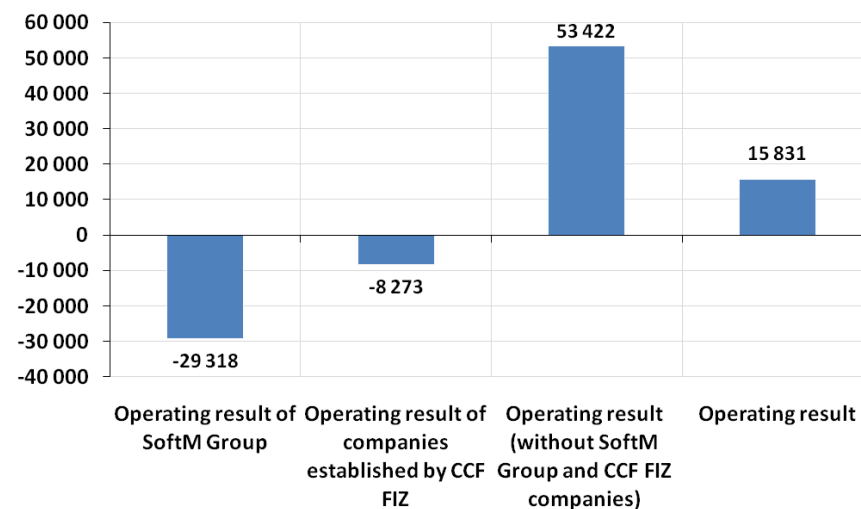
Comarch Group	Q1-Q4 2009	Q1-Q4 2008	Change
<b>Revenue</b>	<b>730,586</b>	<b>700,965</b>	<b>+4.2%</b>
Depreciation	41,832	20,058	+90.3%
<b>Nominal operating profit (according to the IFRS)</b>	<b>15,831</b>	<b>45,919</b>	<b>-65.5%</b>
<b>Nominal net profit attributable to the company's shareholders (according to the IFRS)</b>	<b>33,338</b>	<b>199,126</b>	<b>-83.3%</b>
Nominal EBIT margin	2.2%	6.6%	
Nominal net margin	4.6%	28.4%	
<b>Nominal EBITDA (operating profit + depreciation)</b>	<b>57,663</b>	<b>67,899</b>	<b>-15.1%</b>
Nominal EBITDA margin	7.9%	9.7%	

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

Q1-Q4 2009



Q1-Q4 2009



*In thousands of PLN*

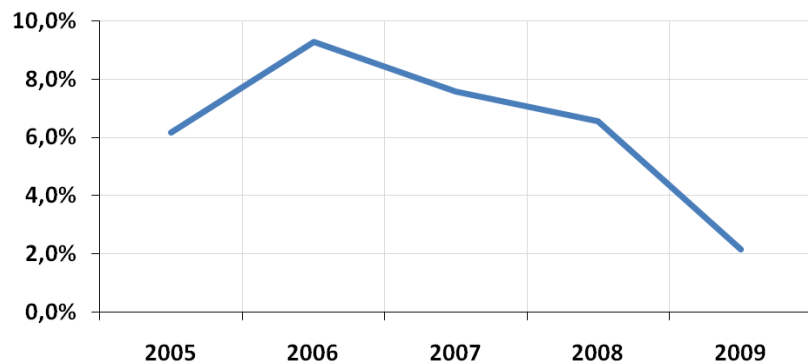


## Comparison of the Operating Profits for Q1-Q4 2009 and Q1-Q4 2008 after Eliminating One-Off Events

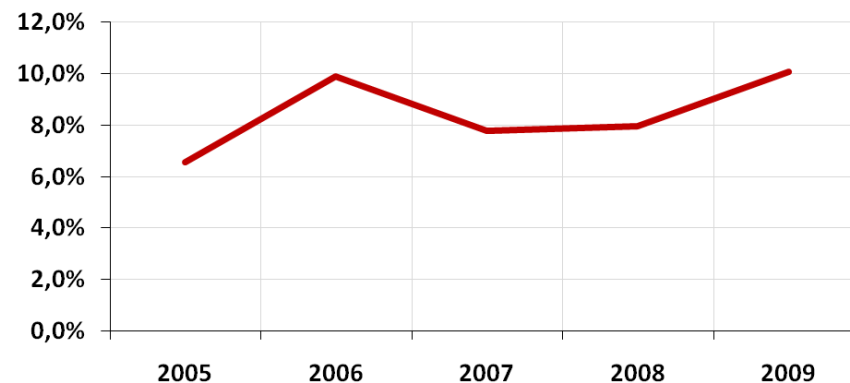
Comarch Group	Q1-Q4 2009	Q1-Q4 2008	Change
<b>Nominal operating profit (according to the IFRS)</b>	<b>15,831</b>	<b>45,919</b>	<b>-65.5%</b>
Earnings impact of the costs of the managerial option	-2,980	-5,943	
Impact on earnings of the CCF FIZ and companies where CCF FIZ is a shareholder	-8,273	-4,415	
SoftM Group's operating profit	-29,318	3,697	
<b>Adjusted operating profit</b>	<b>56,402</b>	<b>52,580</b>	<b>+7.3%</b>
Adjusted EBIT margin	10.1%	7.9%	
<b>Adjusted EBITDA (operating profit + depreciation)</b>	<b>79,900</b>	<b>71,051</b>	<b>+12.5%</b>
Adjusted EBITDA margin	14.2%	10.7%	

## Operating Margin 2005 - 2009

Operating margin



Adjusted operating margin

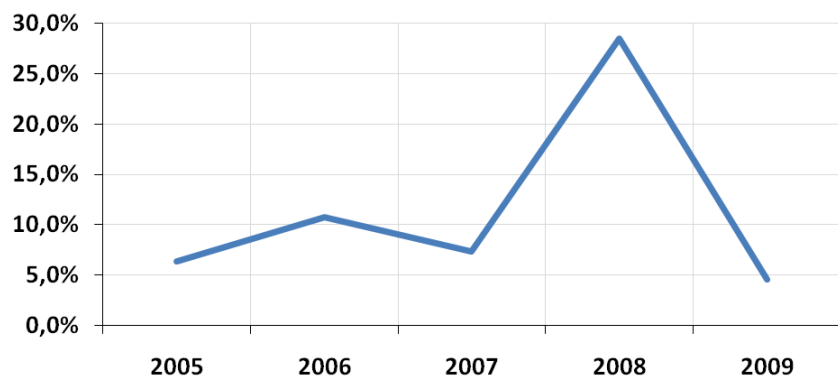


## Comparison of the Net Profits for Q1-Q4 2009 and Q1-Q4 2008 after Eliminating One-Off Events

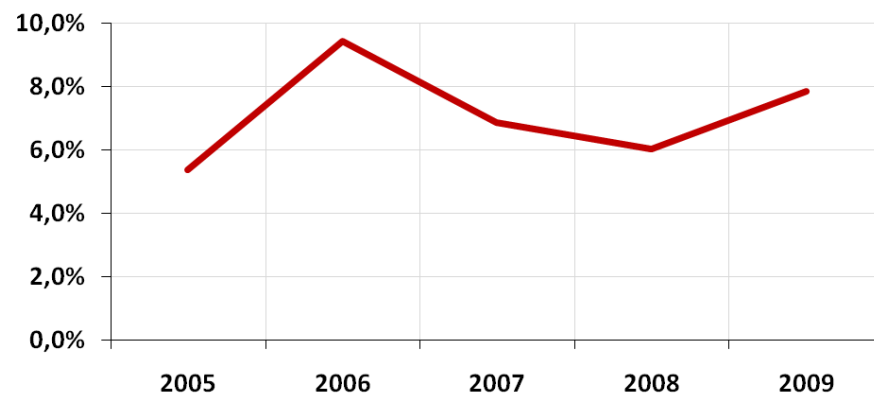
Comarch Group	Q1-Q4 2009	Q1-Q4 2008	Change
<b>Nominal net profit (according to IFRS)</b>	<b>33,338</b>	<b>199,126</b>	<b>-83.3%</b>
Earnings impact of the costs of the managerial option	-2,980	-5,943	
Impact on earnings of the CCF FIZ and companies where CCF FIZ is a shareholder	-874	8,404	
Impact of asset on earnings due to deferred tax (due to activities in Special Economic Zone)	-1,039	1,292	
Impact of provision on earnings due to deferred tax	6,356	-184	
Impact of asset on earnings due to tax loss in subsidiaries and temporary differences	8,040	-920	
Impact of the INTERIA.PL S.A. sales on earnings and related valuation of net assets of CCF FIZ	-	153,450	
SoftM Group's net result	-20,122	3,308	
<b>Adjusted net profit</b>	<b>43,957</b>	<b>39,719</b>	<b>+10.7%</b>
Adjusted net margin	7.8%	6.0%	

## Net Margin 2005 - 2009

Net margin

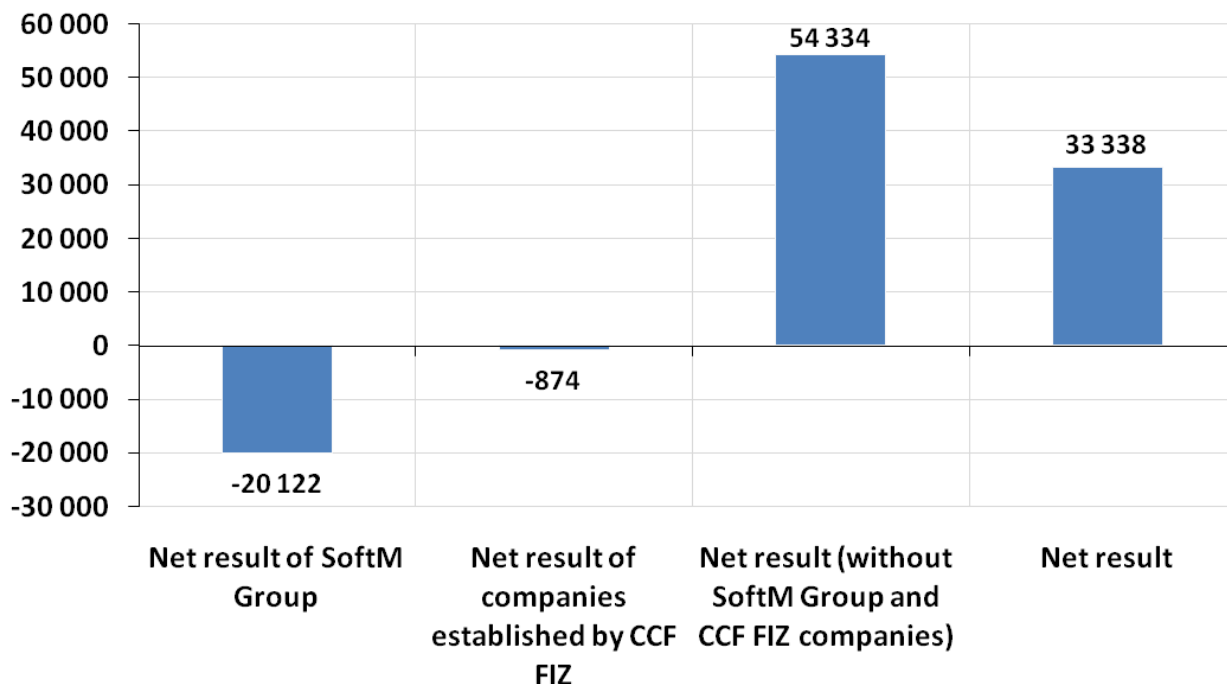


Adjusted net margin



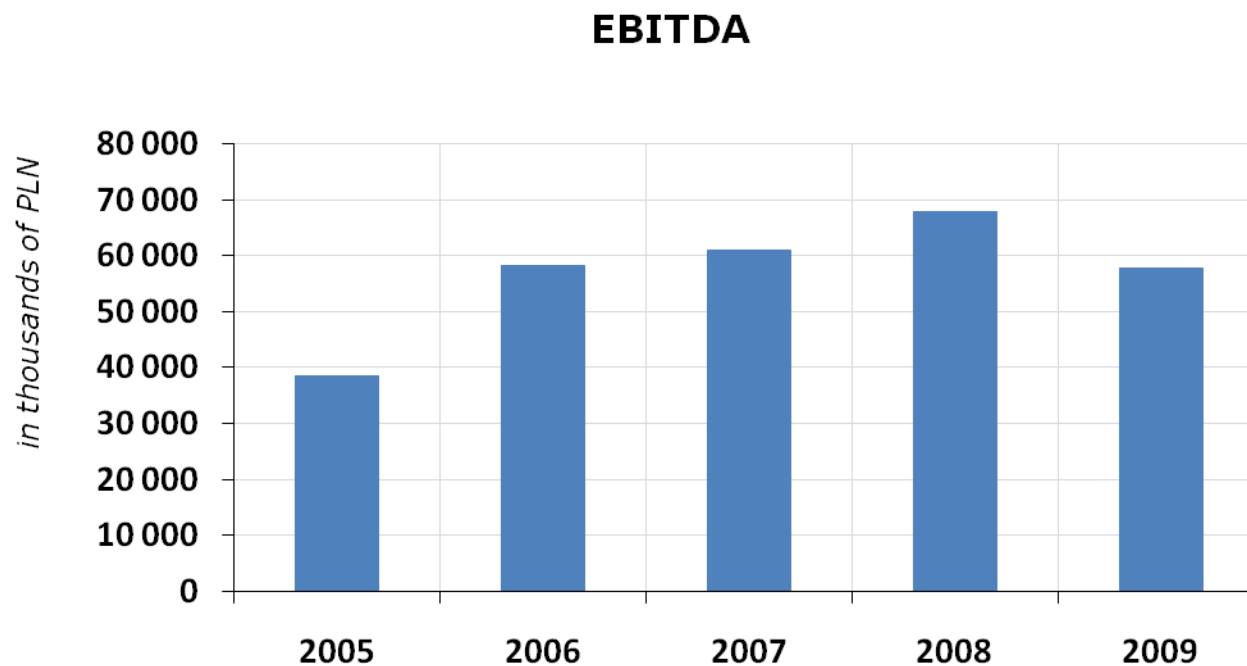
## Impact of SoftM Group and Companies Established by CCF FIZ on Comarch Group's Net Profit

Q1-Q4 2009

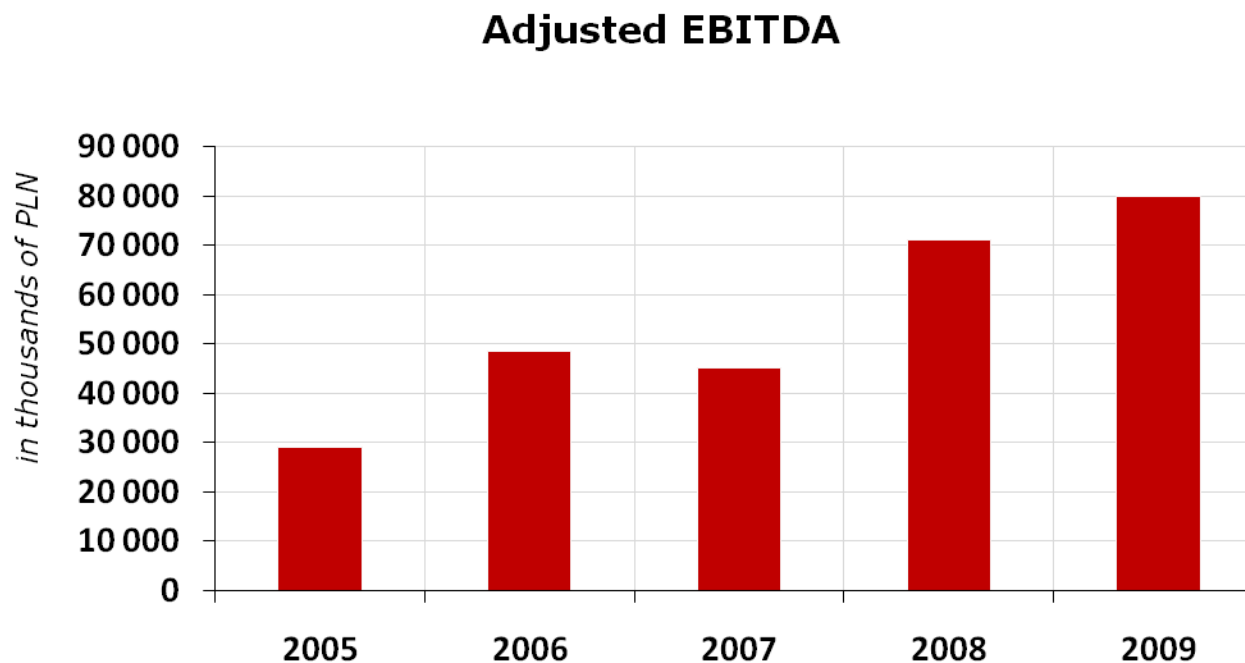


*In thousands of PLN*

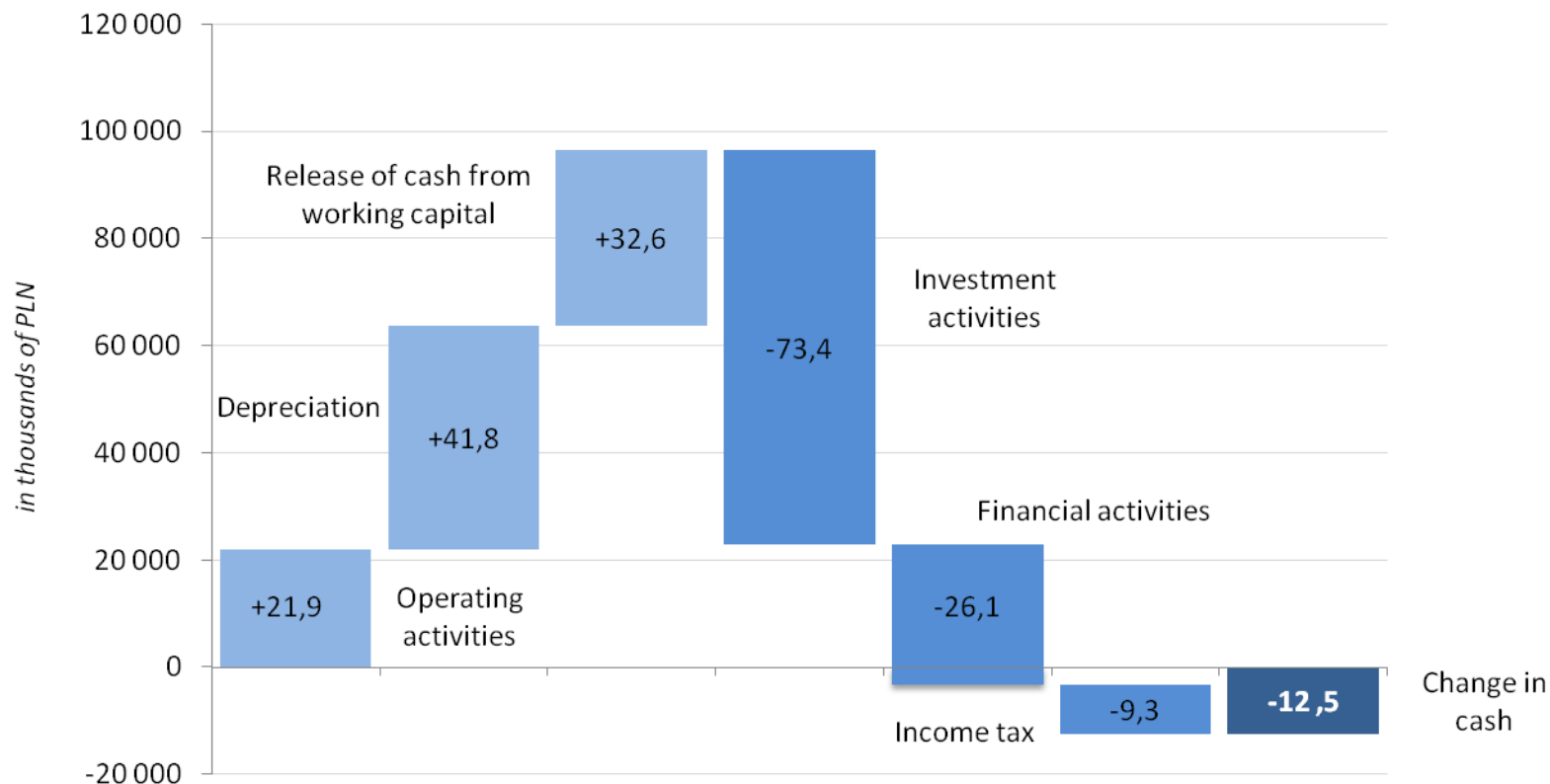
## Nominal EBITDA 2005 - 2009



## Adjusted EBITDA 2005 - 2009



## Cash Flow Q1-Q4 2009



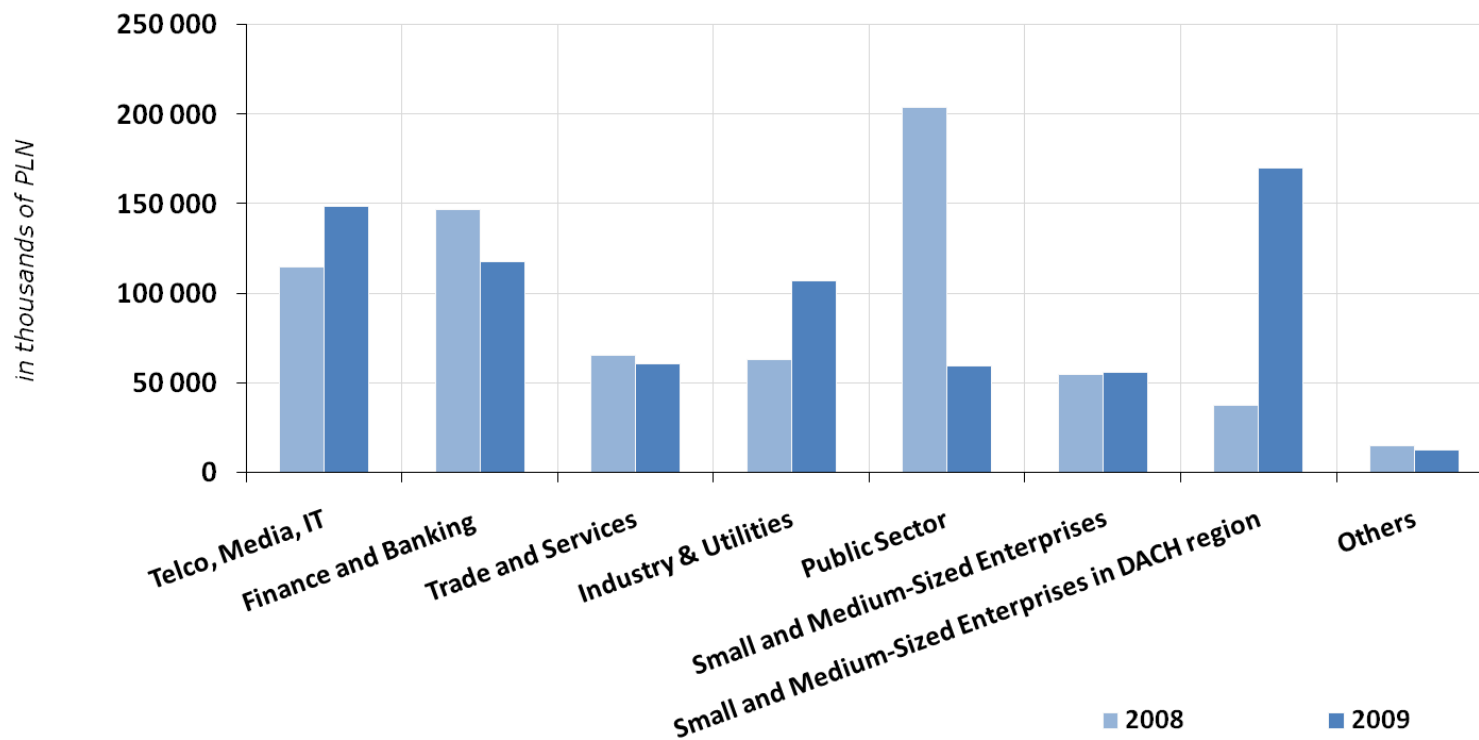


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# Market Sales Structure 2008 - 2009

Revenue from Sectors Q1-Q4 2008 and Q1-Q4 2009

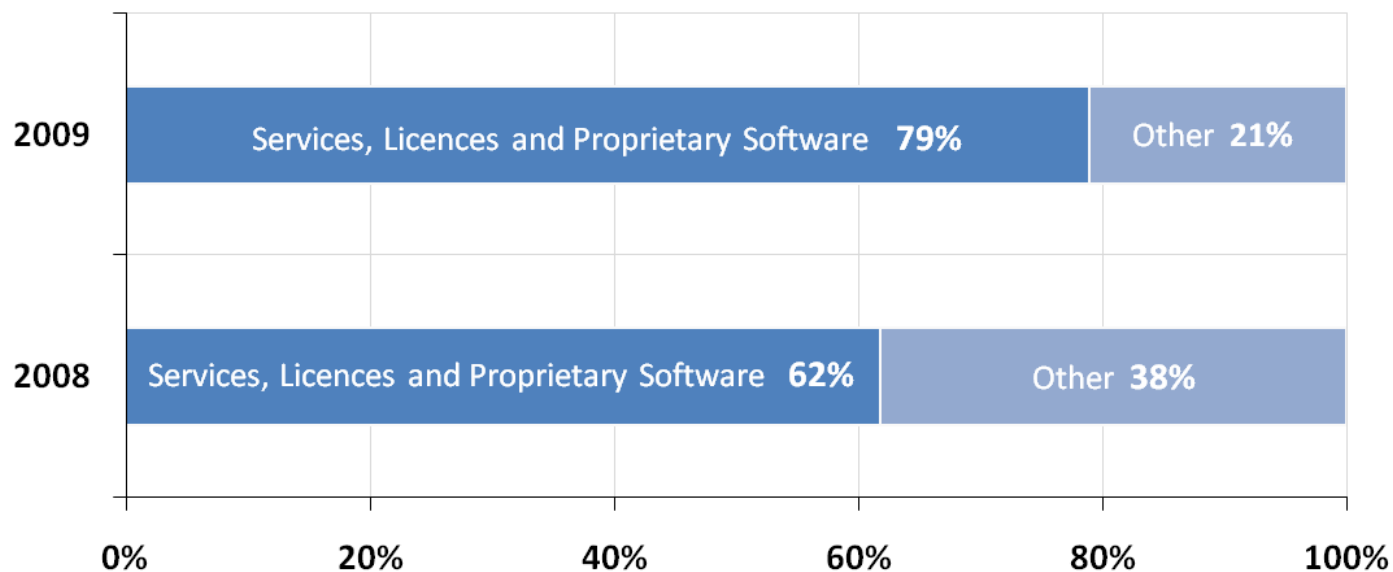


## Market Sales Structure 2008 - 2009

Comarch Group	Q1-Q4 2009	%	Q1-Q4 2008	%
Telecommunications, Media, IT	148,549	20.3%	114,696	16.4%
Finance and Banking	117,413	16.1%	146,709	20.9%
Trade and Services	60,419	8.3%	65,421	9.3%
Industry & Utilities	106,594	14.6%	63,222	9.0%
Public Sector	59,368	8.1%	203,728	29.1%
Small and Medium- Sized Enterprises – Poland	55,825	7.6%	54,727	7.8%
Small and Medium- Sized Enterprises – DACH	169,682	23.2%	37,624	5.4%
Others	12,736	1.8%	14,838	2.1%
<b>TOTAL</b>	<b>730,586</b>	<b>100.0%</b>	<b>700,965</b>	<b>100.0%</b>

## Products Sales Structure 2008 - 2009

**Sales structure  
Q1-Q4 2008 and Q1-Q4 2009**

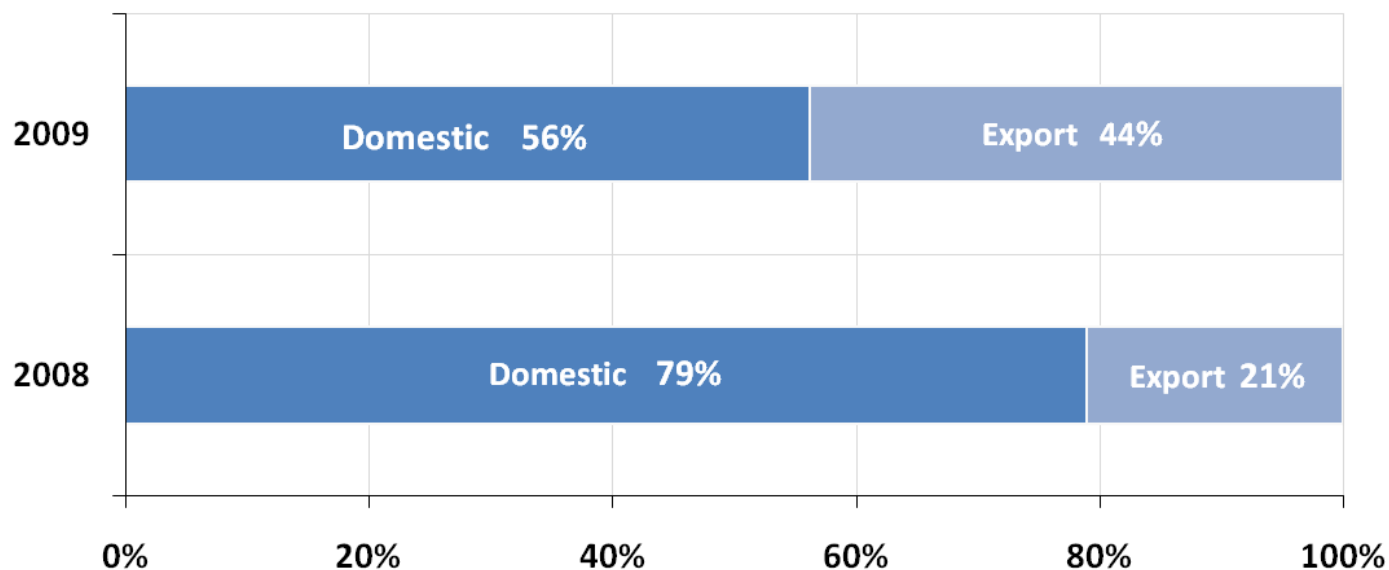


## Products Sales Structure 2008 - 2009

Comarch Group	Q1-Q4 2009	%	Q1-Q4 2008	%
Services	501,716	68.7%	354,827	50.6%
Proprietary Software	74,689	10.2%	78,479	11.2%
Third-party Software	93,647	12.8%	134,710	19.2%
Hardware	46,157	6.3%	115,152	16.4%
Others	14,377	2.0%	17,797	2.6%
<b>TOTAL</b>	<b>730,586</b>	<b>100.0%</b>	<b>700,965</b>	<b>100.0%</b>

# Geographical Sales Structure

Sales structure  
Q1-Q4 2008 and Q1-Q4 2009



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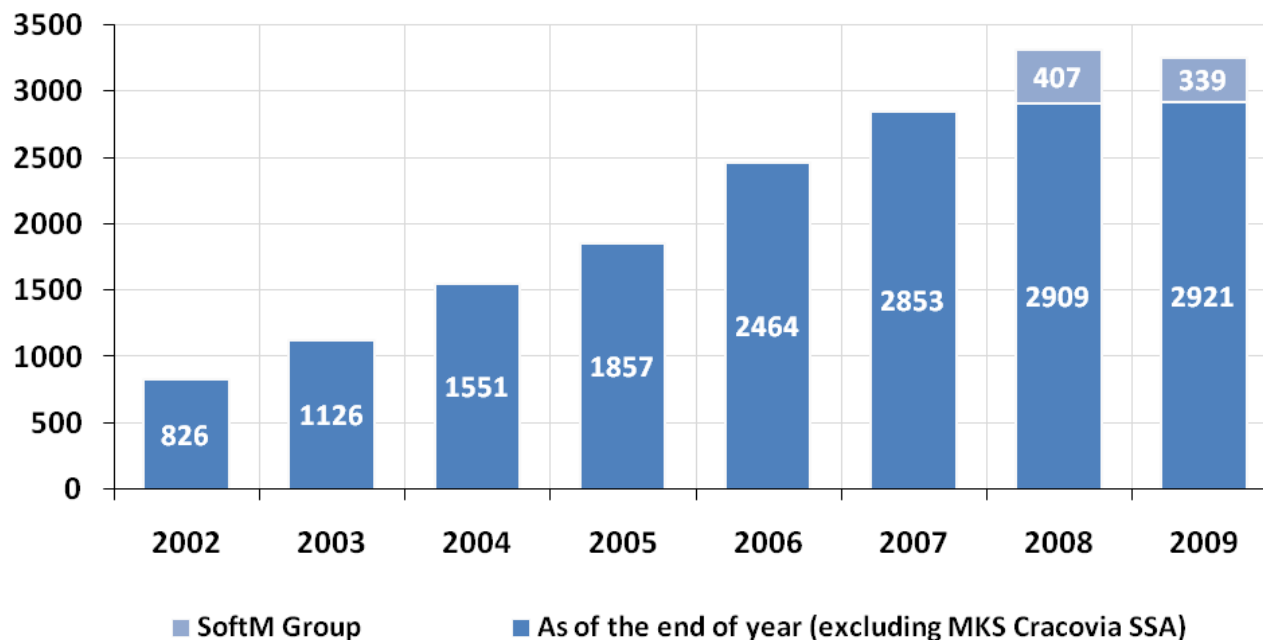
## Employment Level

- As of **31<sup>st</sup> of December, 2009** Comarch Group had **2 921** employees (excluding employees in SoftM Group and MKS Cracovia SSA), i.e. 12 more than at the end of 2008 (an increase of 0.4%).
- As of **31<sup>st</sup> of December, 2009** SoftM Group had **339** employees
- **Within the current year, the Group maintains a policy of employment level stabilization at the current level, rational cost reduction and increased efficiency of activities**



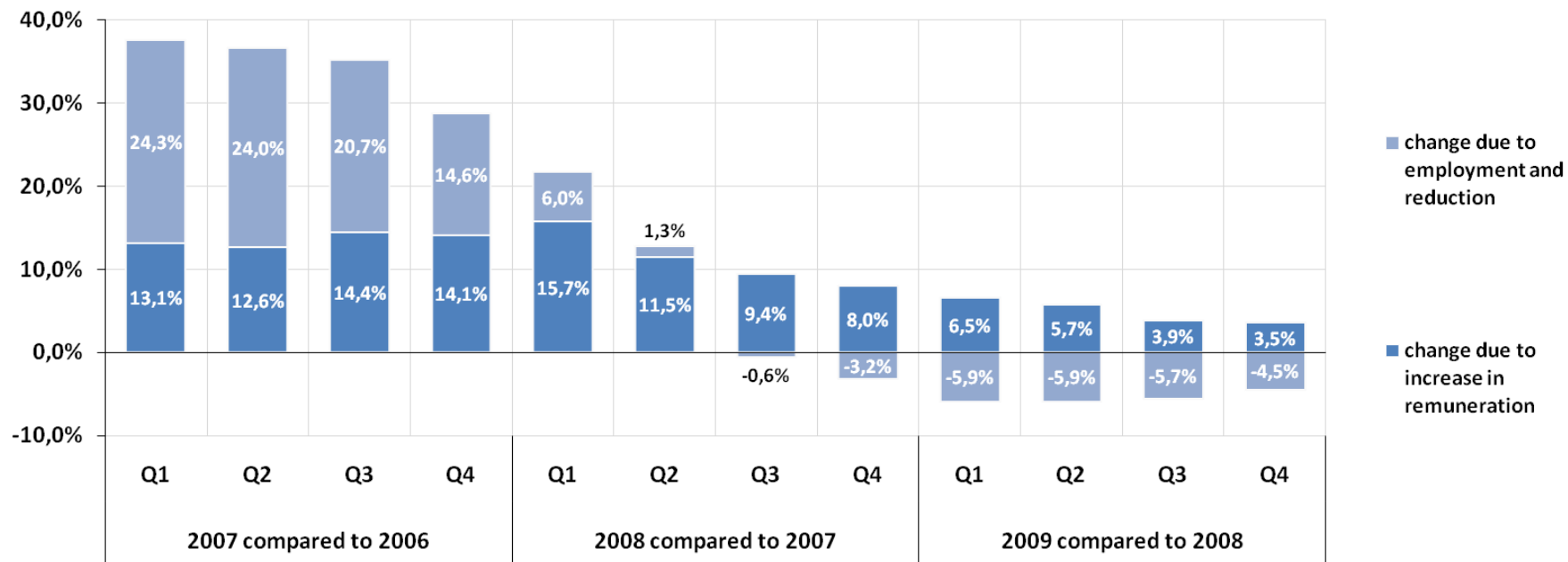
# Employment in Comarch Group (excluding employees in MKS Cracovia SSA)

## Human Resources



# Employment Costs 2007-2009 (excluding SoftM Group)

Change in Remuneration

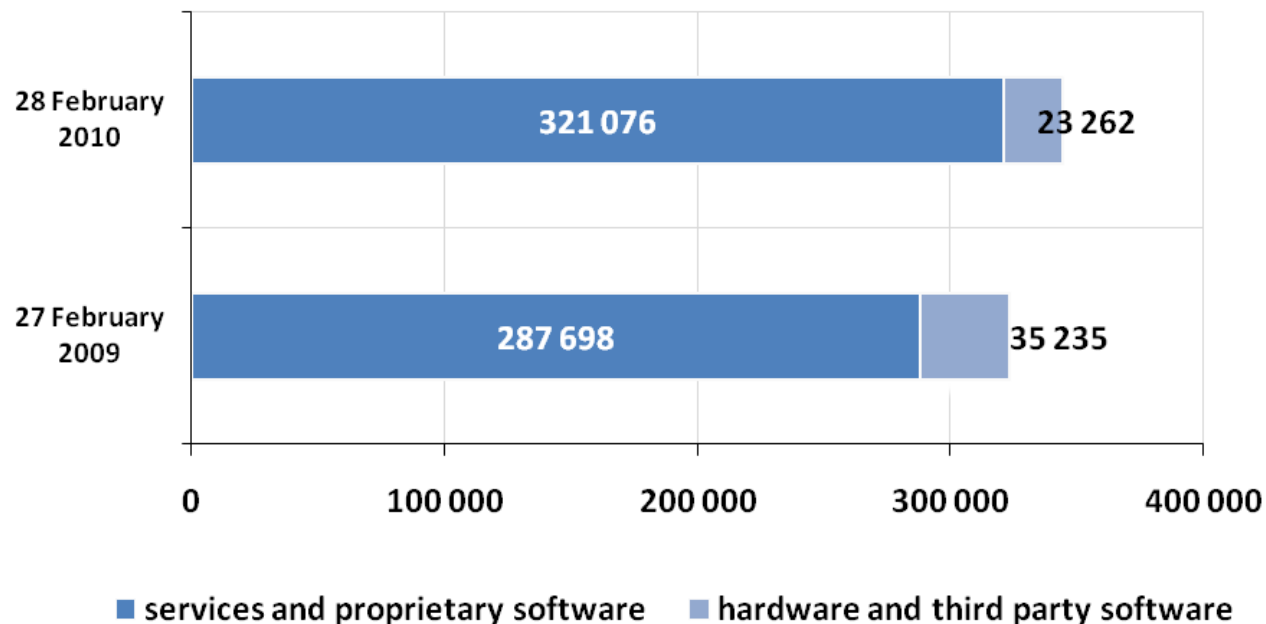


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## Backlog for the Current Year (excluding SoftM Group)

### Backlog for the current year



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## 2009 Situation Summary

- Very good financial results in Q4, very high level of consolidated EBITDA
- Export sales constitute 44% of the Group's revenue, concentration on DACH market
- Dynamic development of activities in TMT sector
- Good financial results on core activity
- The restructuring program in SoftM has yielded results, the SoftM Group achieved positive financial results in Q4 2009
- Stabilization of employment as well as control of cost levels

## Plans for 2010

- Further development in foreign markets, with significant pressure in the DACH region
- Comarch infrastructure extension in Western Europe and Poland
- New products – ISAR
- Entrance into Asian markets
- Dynamic development of activities in the banking and finance sector, continuation of good results in the TMT sector
- End of the restructuring program called DASD in SoftM
- Slight increase in employment level, further control of cost levels

# COMARCH

**Thank you**