

COMARCH

# Company profile





CHAPTER I

# Comarch at a Glance







# Comarch – manufacturer, integrator, supplier of modern IT systems



**1991**

Comarch onset



**1993**

Founding year



**1999**

First publicly traded  
on the Warsaw  
Stock Exchange



**+6,400**

Employees



**58**

Companies



Comarch is  
in the portfolio of  
CVC Capital Partners  
fund



**Added  
Value**

Comarch is a software house  
which sells its own software  
products to large corporations  
and provides implementation  
and managed services



**93%**  
of revenues from sales  
of own software and  
products



**Headquarters**

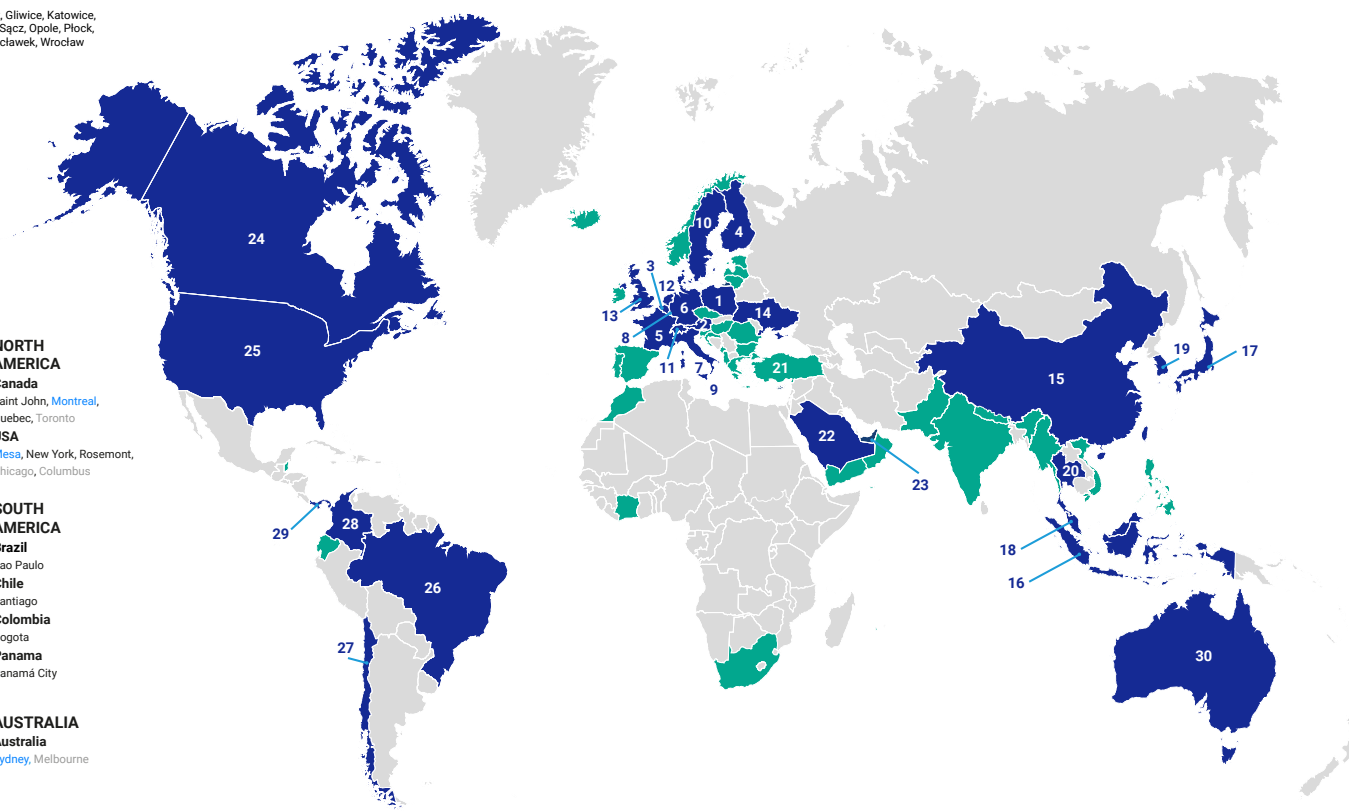
Kraków, Poland

# Worldwide Customers, Projects, Companies, Data Centers

## EUROPE

- 1 **Poland**  
Białystok, Bielsko-Biała, Częstochowa, Gdańsk, Gliwice, Katowice, Kielce, **Kraków HQ**, Lublin, Łódź, Mielec, Nowy Sącz, Opole, Płock, Poznań, Rzeszów, Tarnów, Toruń, **Warsaw**, Wrocław
- 2 **Austria**  
Innsbruck, Vienna
- 3 **Belgium**  
Brussels
- 4 **Finland**  
Vantaa
- 5 **France**  
Cergy, **Lille**, Lyon, Montbonnot Saint Martin
- 6 **Germany**  
Berlin, Bremen, **Dresden**, Hamburg, Hannover, Munich, Münster
- 7 **Italy**  
Milan, Rome
- 8 **Luxembourg**  
Luxembourg
- 9 **Malta**  
Ta'Xbiex
- 10 **Sweden**  
Stockholm
- 11 **Switzerland**  
Arbon, Cham
- 12 **The Netherlands**  
Rotterdam
- 13 **UK**  
London
- 14 **Ukraine**  
Lviv
- ASIA**
- 15 **China**  
Shanghai
- 16 **Indonesia**  
Jakarta
- 17 **Japan**  
Tokyo
- 18 **Malaysia**  
**Kuala Lumpur**
- 19 **South Korea**  
Seoul
- 20 **Thailand**  
Bangkok
- 21 **Turkey**  
Istanbul
- MIDDLE EAST**
- 22 **Saudi Arabia**  
Riyadh
- 23 **United Arab Emirates**  
**Dubai**, Abu Zabi

- 24 **NORTH AMERICA**
- Canada**  
Saint John, **Montreal**, Quebec, Toronto
- 25 **USA**  
**Mesa**, New York, Rosemont, Chicago, Columbus
- SOUTH AMERICA**
- 26 **Brazil**  
Sao Paulo
- 27 **Chile**  
Santiago
- 28 **Colombia**  
Bogota
- 29 **Panama**  
Panamá City
- 30 **AUSTRALIA**  
**Australia**  
**Sydney**, Melbourne



# Areas of responsibility and organizational structure



**Arkadiusz Hgowski**  
Vice President, Director of the  
**GBC FRANCE**



**Marcin Kaleta**  
Vice President, Director of the  
**TELECOMMUNICATIONS  
DIVISION**



**Tomasz Matysik**  
Vice President, Director of the  
**PUBLIC DIVISION**



**Michał Mędrała**  
Vice President, Director of the  
**SERVICES DIVISION**



**Wojciech Pawluś**  
Vice President, Director of the  
**INTERNATIONAL SALES**



**Andrzej Przewięźlikowski**  
Vice President, Director of the  
**FINANCIAL SOLUTIONS**



**Marcin Romanowski**  
Vice President, Director of the  
**E-HEALTH DIVISION**

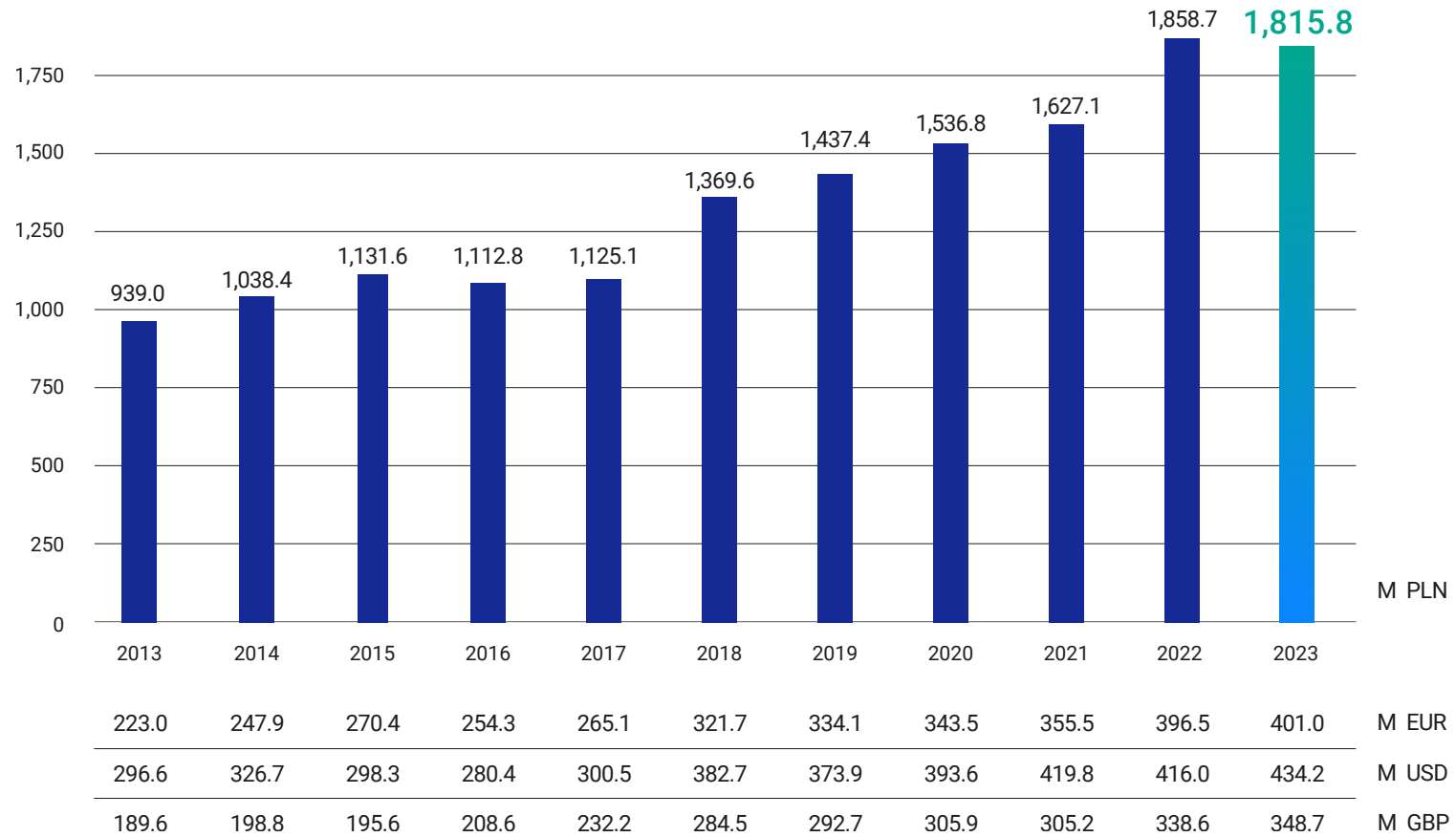


**Zbigniew Rymarczyk**  
Vice President, Director of the  
**ENTERPRISE SOLUTIONS**

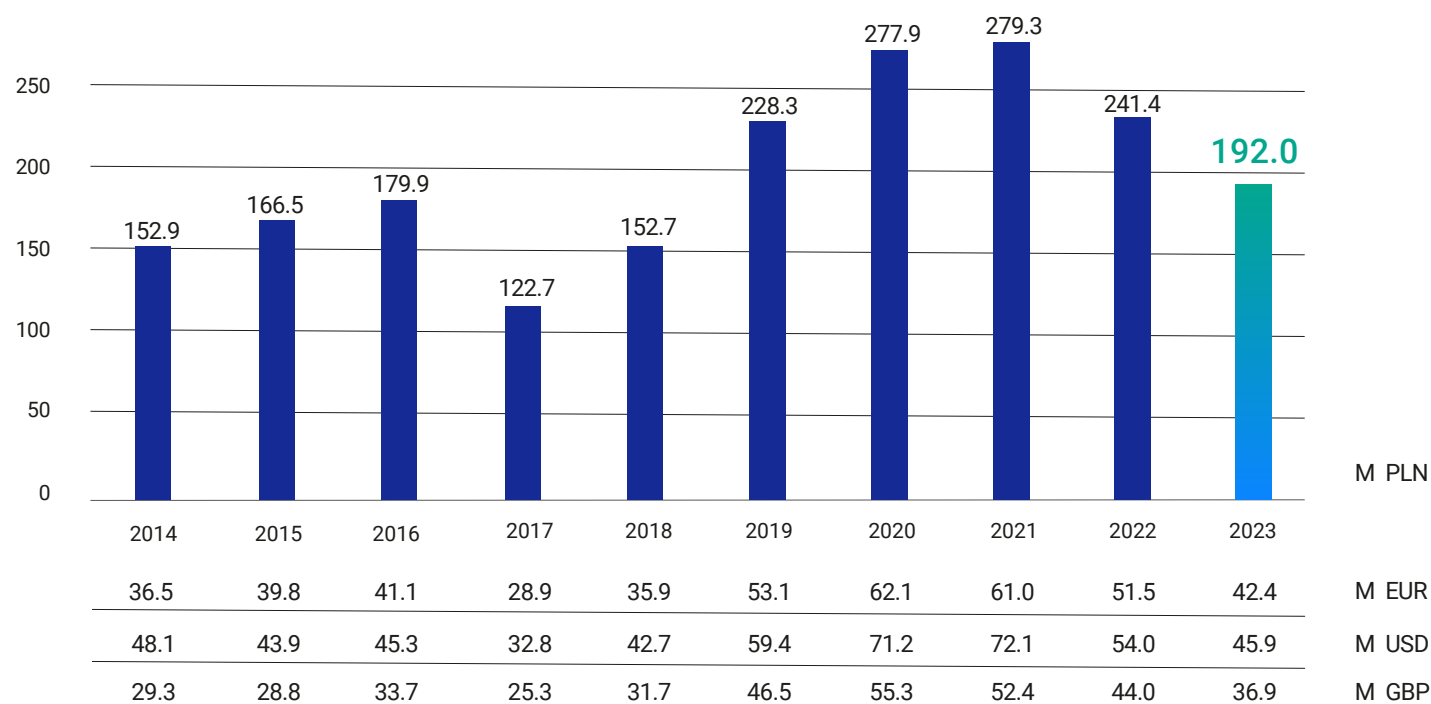


**Konrad Tarański**  
Vice President,  
Chief Financial Officer

# Revenues

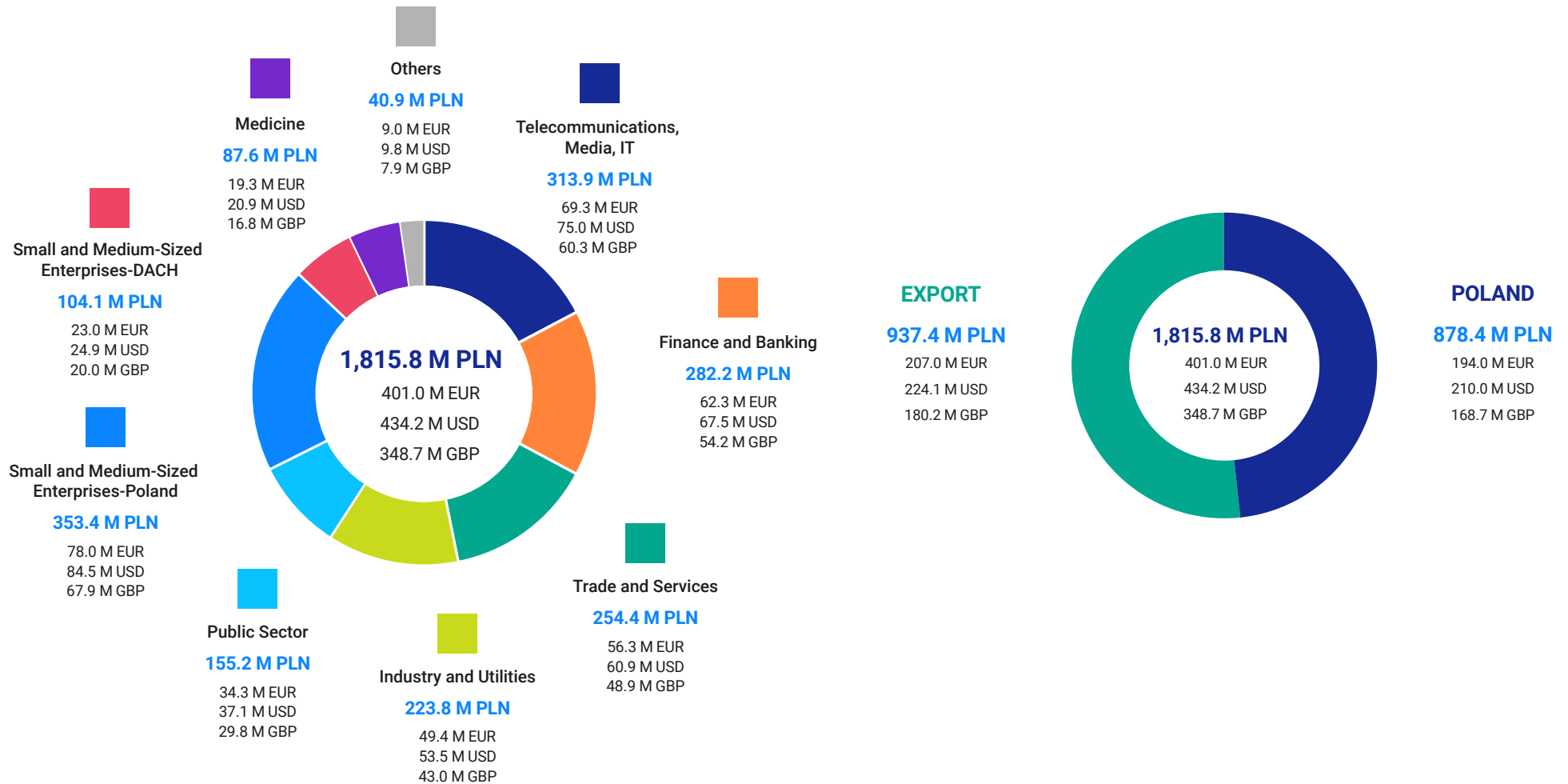


# A high & stable level of EBITDA

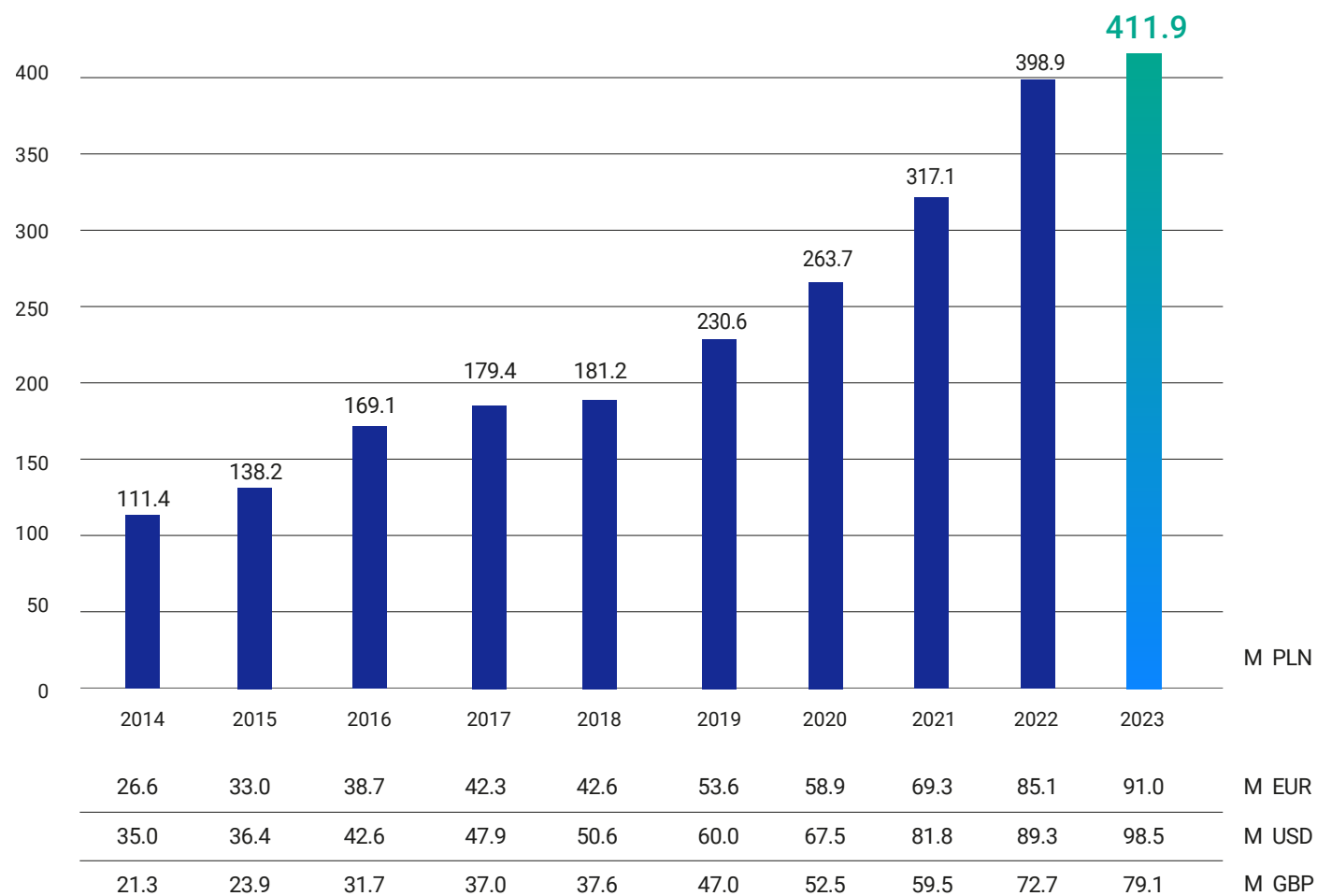




# Market and geographical sales structure



# R&D Spending





# Stabilization of Employment

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# +6,400

top-class professionals  
(including programmers,  
economists, and administration  
specialists), graduates of the best  
Polish and foreign universities.



# Philosophy regarding cooperating with customers

- Implement projects within budgets and schedules.
- We understand your business needs and the technology that you use, we take these into consideration when creating solutions.
- We provide faster implementation and easier integration, thus reducing the risks of a project.
- We create easy, configurable solutions that will grow with business requirements.
- We offer the best value for money.
- We provide services to many business models from the traditional and wireless MVNOs.
- We specialize in ERP business management systems,
- information security, CRM systems and sales support, electronic communications, and business intelligence.
- We offer outsourcing services and consulting.





# Diversified portfolio of products & customers

Telecommunications	Financial Services	FMCG & Beverages	Retail	Manufacturing	Travel	Oils and Gas	Small and medium enterprises

CHAPTER II

# Comarch in everyday life







### over 50 telecoms

from around the world use comarch BSS/OSS systems in their key customer service and network maintenance activities



### nearly 1 pb

of data every day Comarch systems dynamically provide information on the quality of services thanks to the analysis



Comarch solutions use AI/ML to improve customer experience



Comarch drives the market in the context of 5G technology through expansion on the japanese market, innovations in the area of standalone 5G and network slicing



The company uses the public azure cloud to launch BSS/OSS solutions for a key operator in New Zealand



### over 50 telecoms

from around the world use comarch BSS/OSS systems in their key customer service and network maintenance activities



Comarch solutions allow records to be kept of hundreds of thousands of physical and virtualized elements of telecommunications networks



### over 25 years

of experience in finance, banking and insurance



### over 12 million

insurance clients and prospects



### more than 200,000

calculated insurance offers per month



### over 2.5 million

corporate clients around the world provided with our corporate banking software



support for nearly **400,000** microprocessor cards and tokens compliant with the PKCS#11 standard



### over 20 million

commissions calculated monthly



KSI ZUS about  
**500 million**  
insurance documents  
processed during a year



**over 10 million**  
court cases handled



**143**  
e-services ready for use on  
the comarch e-office platform



over **250** local government  
units who use Comarch EZD  
and about **200** working on Comarch Ergo



**20,000**  
users of Comarch EZD - system for  
electronic management documentation

**COMARCH**



**27**  
Trademarks that have been applied for  
and registered worldwide



digital transformation participant



smart home and IOHT life-saving solutions



pioneer on the european market  
and the second company globally in the world  
of integrating Spotify with the infotainment system





**290 million**

members of loyalty programs implemented by Comarch



**8.1 billion**

transactions processed through loyalty systems supported by Comarch



**650 million**

documents processed by Comarch's EDI



**15 billion**

documents stored in Comarch ECM



**20 million**

generated delivery orders in the Comarch SFA system



**15 data centers**

around the world



more than

**90 Hospitals**

use our systems



about

**40,000**

users a day benefit from our systems



more than

**200**

outpatient clinics use our software



more than

**20,000**

patients were included in our remote medical care projects



we support Healthcare

**24/7/365**



over  
**14,000**  
companies use backup services  
and data exchange in Comarch IBARD



more than  
**2,200**  
of web stores launched based  
on Comarch e-Store



more than  
**3,200**  
accounting offices in the iKsięgowość24 community



more than  
**38,700**  
Comarch ERP Cloud Clients



over  
**100**  
successfully implemented dedicated  
business intelligence projects



**300,000**  
reports delivered monthly



# COMARCH

## Contact Us

Visit [www.comarch.com](http://www.comarch.com) for the contact information of our offices in the following countries:

<b>Austria</b>	<b>Mexico</b>
<b>Australia</b>	<b>New Zealand</b>
<b>Argentina</b>	<b>Panama</b>
<b>Belgium</b>	<b>Peru</b>
<b>Brazil</b>	<b>Poland</b>
<b>Canada</b>	<b>Saudi Arabia</b>
<b>Chile</b>	<b>South Korea</b>
<b>China</b>	<b>Sweden</b>
<b>Colombia</b>	<b>Switzerland</b>
<b>Finland</b>	<b>Thailand</b>
<b>France</b>	<b>The Netherlands</b>
<b>Germany</b>	<b>Turkey</b>
<b>Italy</b>	<b>UK</b>
<b>Japan</b>	<b>Ukraine</b>
<b>Luxembourg</b>	<b>United Arab Emirates</b>
<b>Malaysia</b>	<b>USA</b>

## About Comarch

Comarch was founded in 1993 in Kraków, Poland and it's been listed on the Warsaw Stock Exchange since 1999. It's one of the biggest IT companies in Europe and carries out projects for the leading Polish and global brands in the most important sectors of the economy, including among other things telecommunications, finance, banking, insurance, trade and services, infrastructure, public administration, industry, healthcare, and in the sector of small and medium-sized enterprises. Tens of thousands of well-known brands in over 100 countries on 6 continents have used Comarch services, among others: Allianz, Auchan, BNP Paribas Fortis, BP, Carrefour, Heathrow Airport, Heineken, ING and LG U+, Orange, Telefónica, T-Mobile, Vodafone.

Comarch ranks high in the league tables prepared by IT analysts, including Gartner, Truffle 100, TOP 200 "Computerworld", IDC, the Polish Academy of Sciences, and EU Industrial R&D Investment Scoreboard. Every year Comarch invests 15% of its revenues in innovative products. In 2022 the expenditures on R&D amounted to EUR 85 million. Presently, the Company employs over 7 000 experts in over 90 offices in more than 30 countries, from Australia and Japan to the Middle East, Europe, and both Americas.

Comarch Spółka Akcyjna with its registered seat in Kraków at Aleja Jana Pawła II 39A, entered in the National Court Register kept by the District Court for Kraków-Śródmieście in Kraków, the 11th Commercial Division of the National Court Register under no. KRS 000057567. The share capital amounts to 8,133,349.00 zł. The share capital was fully paid. NIP 677-00-65-406. Copyright © Comarch 2024. All Rights Reserved.