

COMARCH

Financial Results H1 2024

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

2nd of September, 2024, Kraków



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Comarch S.A. Share Price and Stock Index Performance

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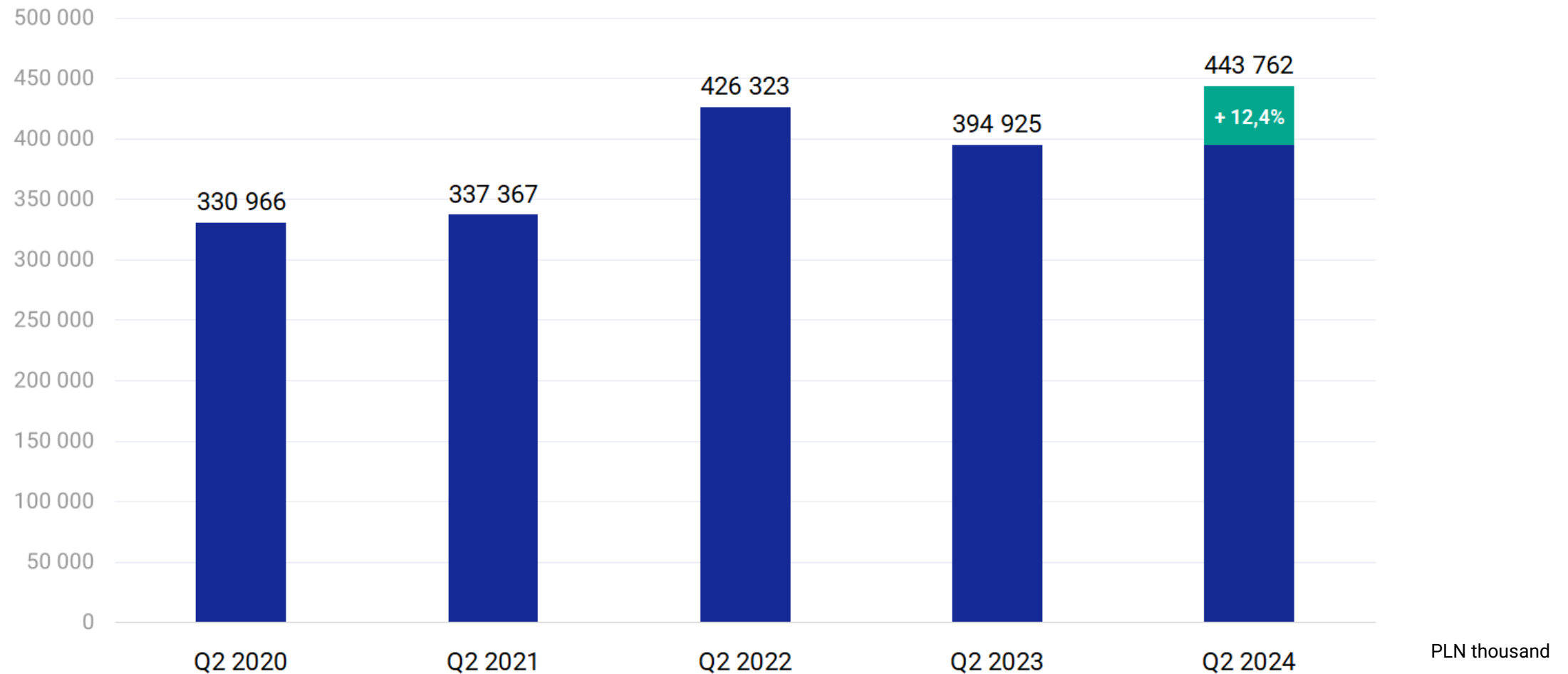
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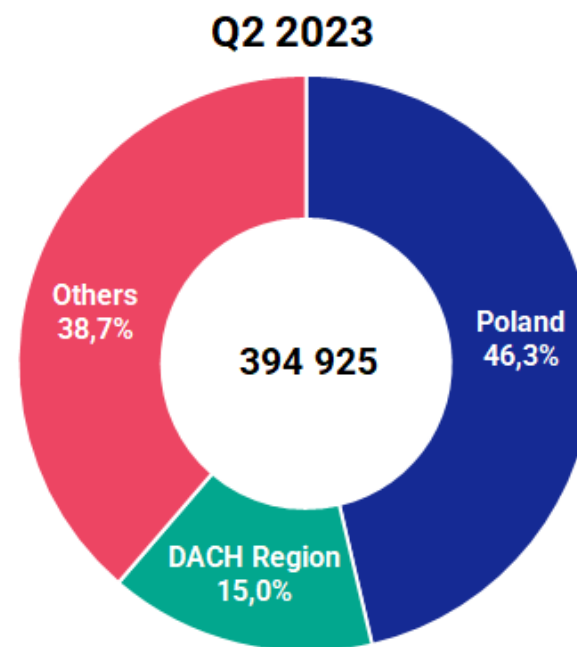
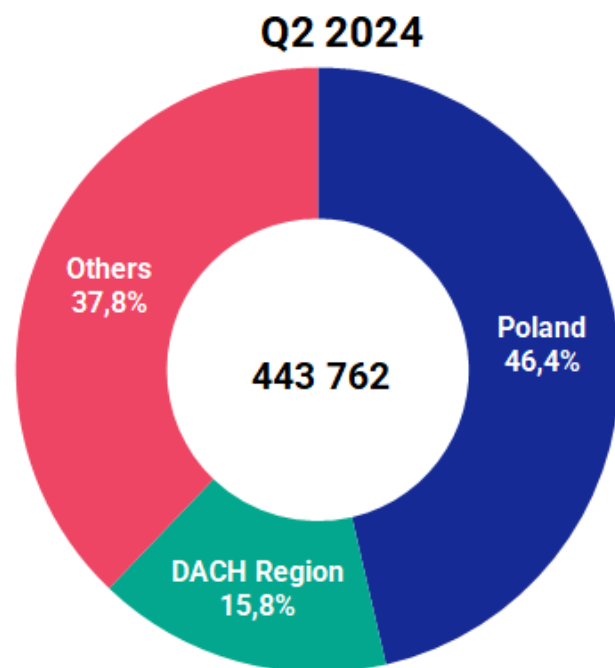
Comarch S.A. Share Price and Stock Index Performance

Revenue Q2 2024



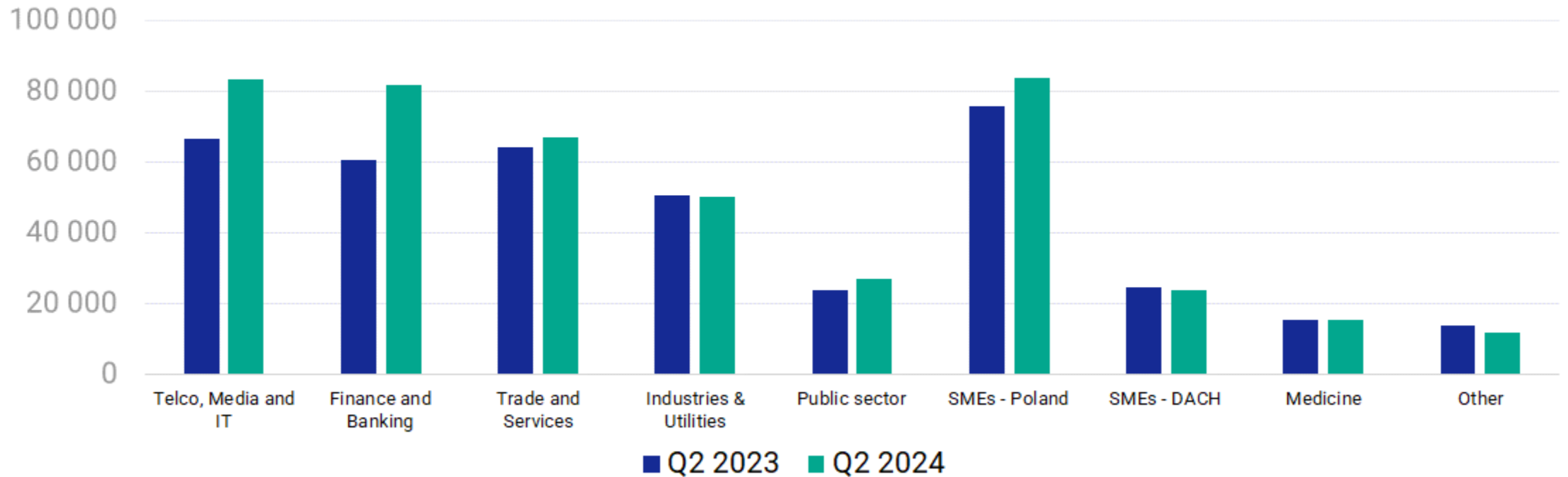
PLN thousand

Geographical Sales Structure Q2 2024



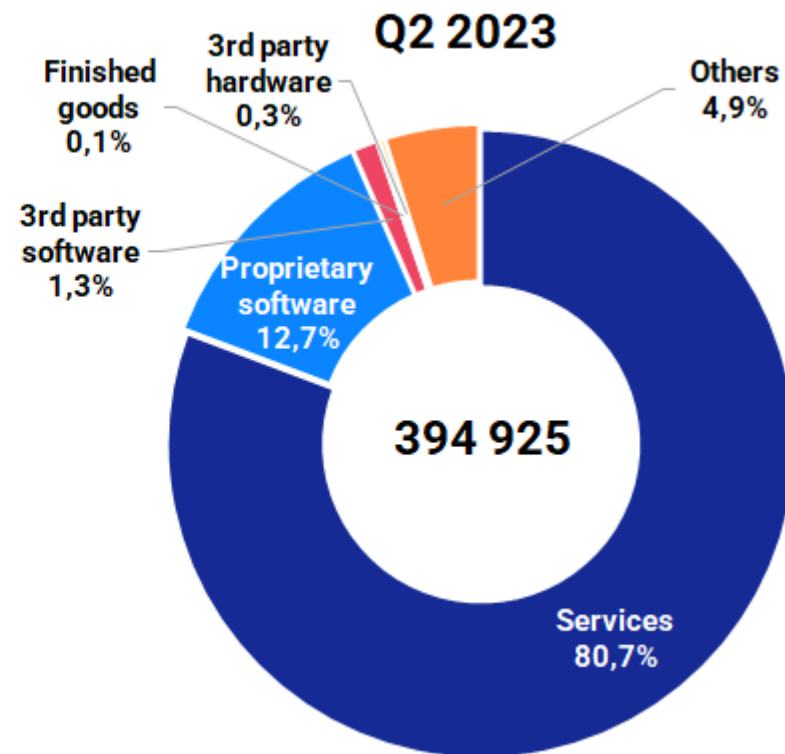
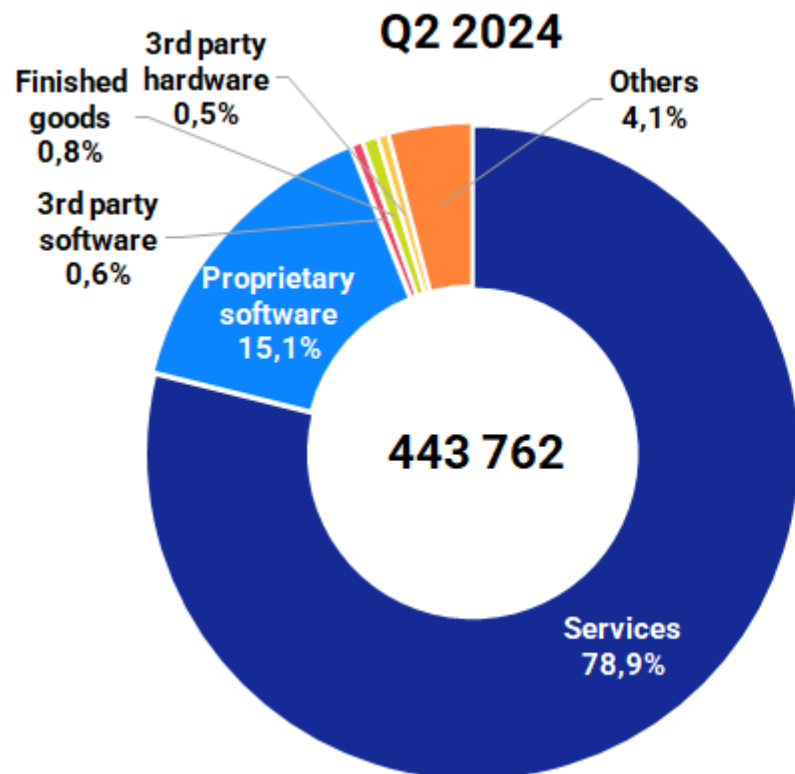
PLN thousand

Market Sales Structure Q2 2024



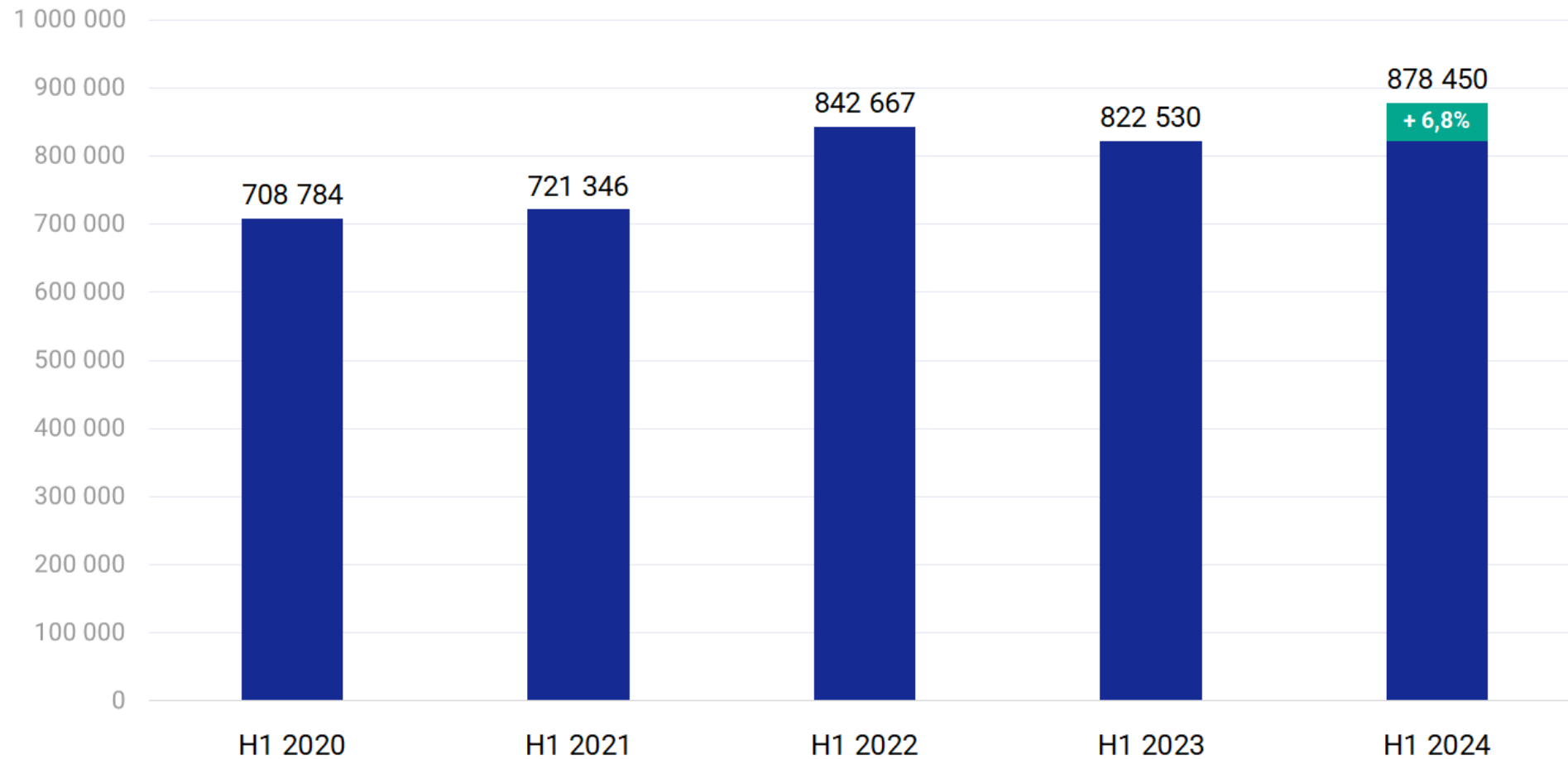
PLN thousand

Product Sales Structure Q2 2024



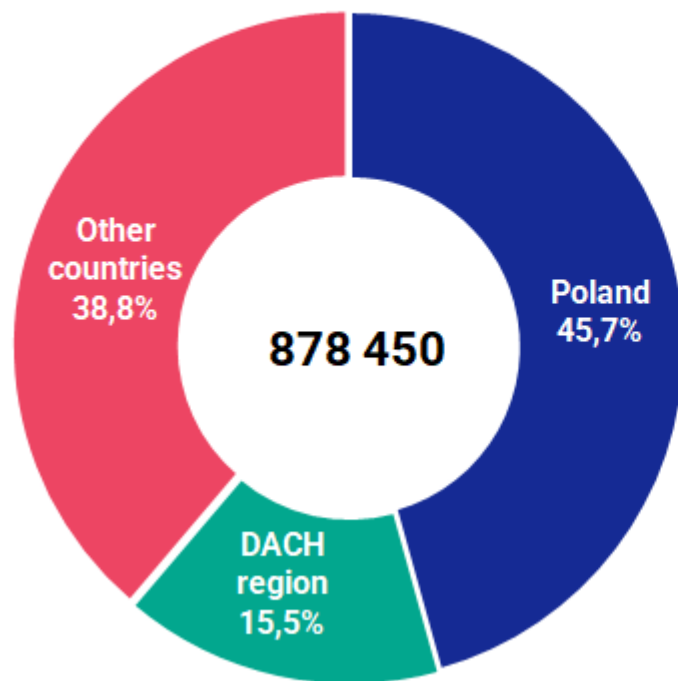
PLN thousand

Revenue H1 2024- in PLN thousand

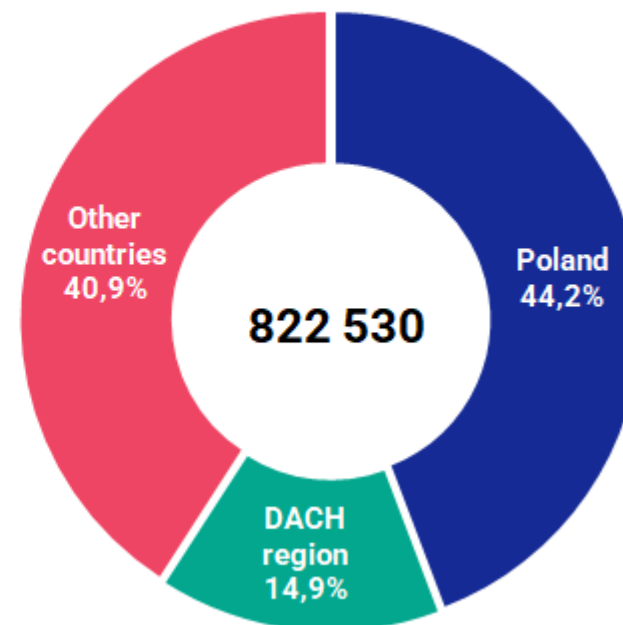


Geographical Sales Structure H1 2024

H1 2024

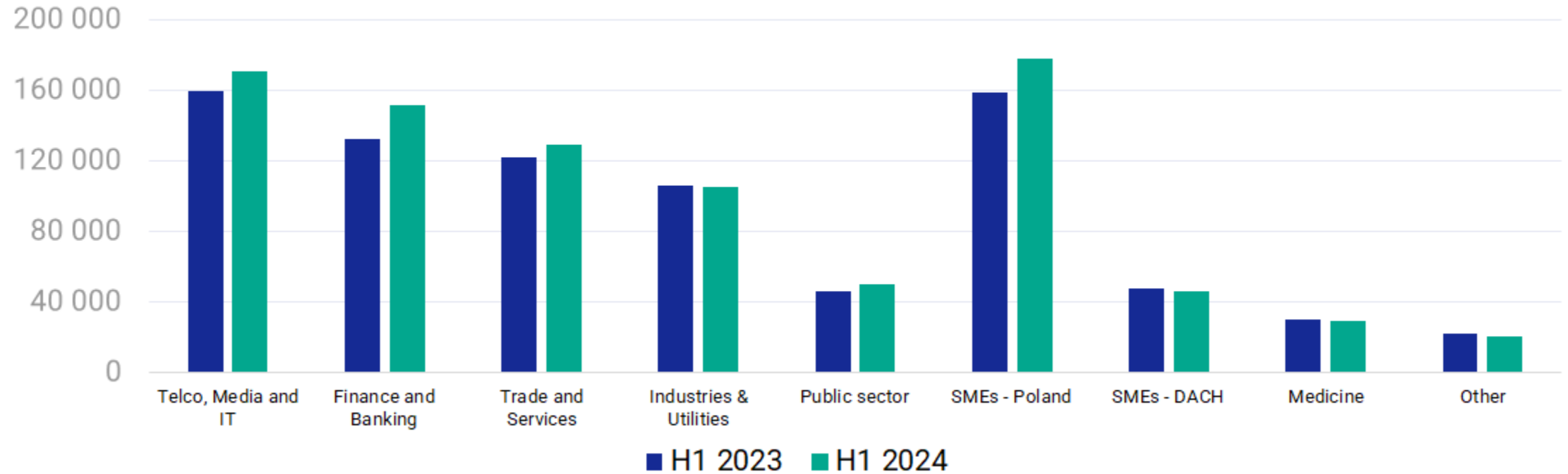


H1 2023



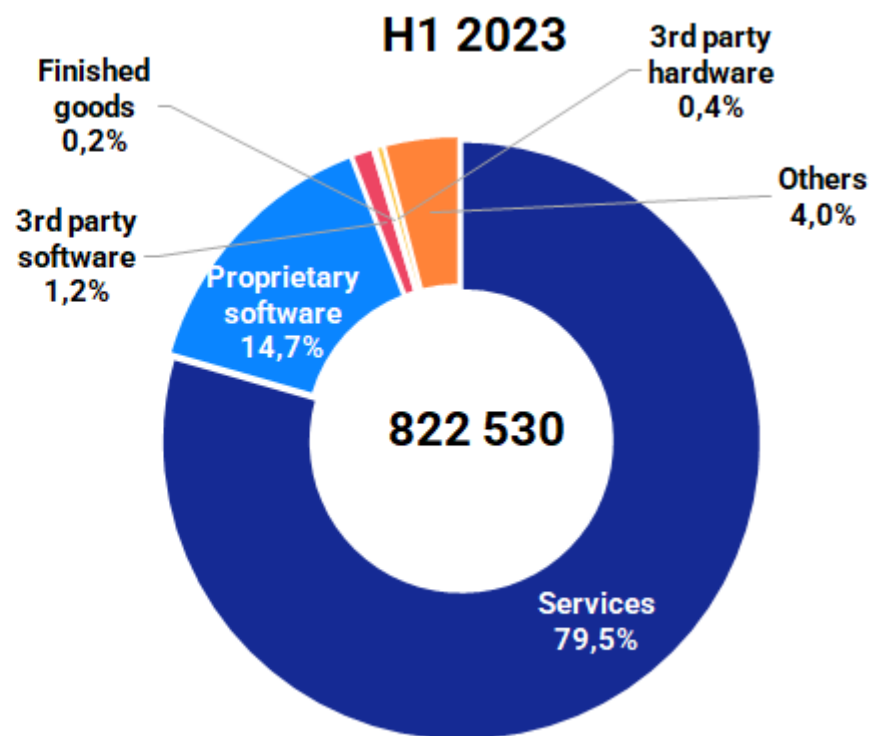
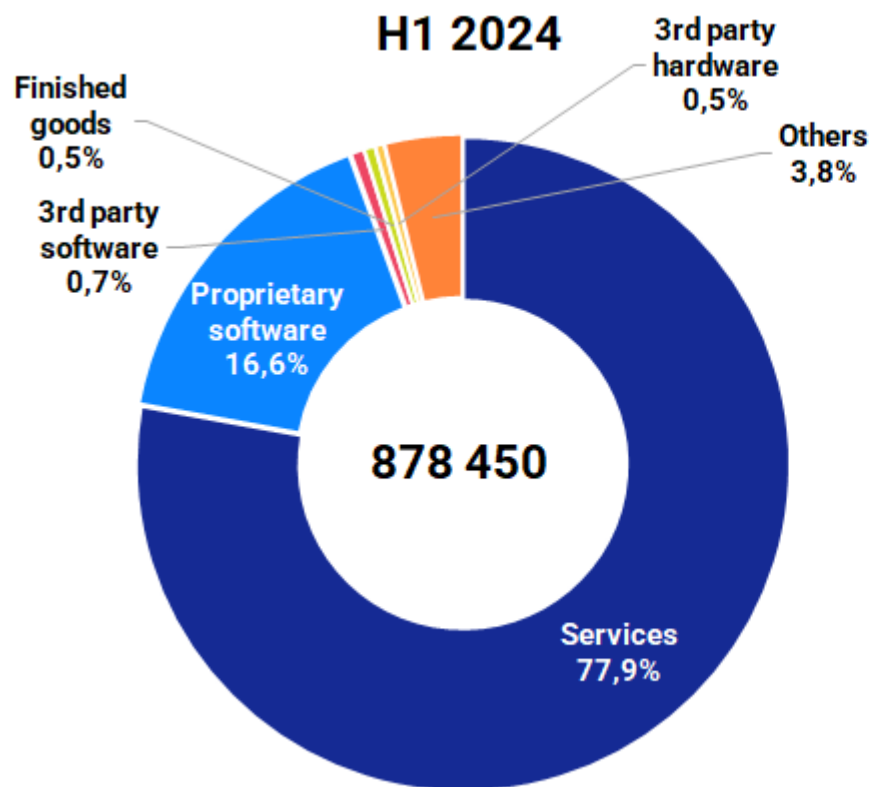
PLN thousand

Market Sales Structure H1 2024



PLN thousand

Product Sales Structure H1 2024



PLN thousand

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Consolidated Financial Results Q2 2024

Comarch Group	Q2 2024	Q2 2023
Revenue	443 762	394 925
Operating profit	9 775	4 532
Net profit attributable to the Company's shareholders	1 527	26 740

PLN thousand

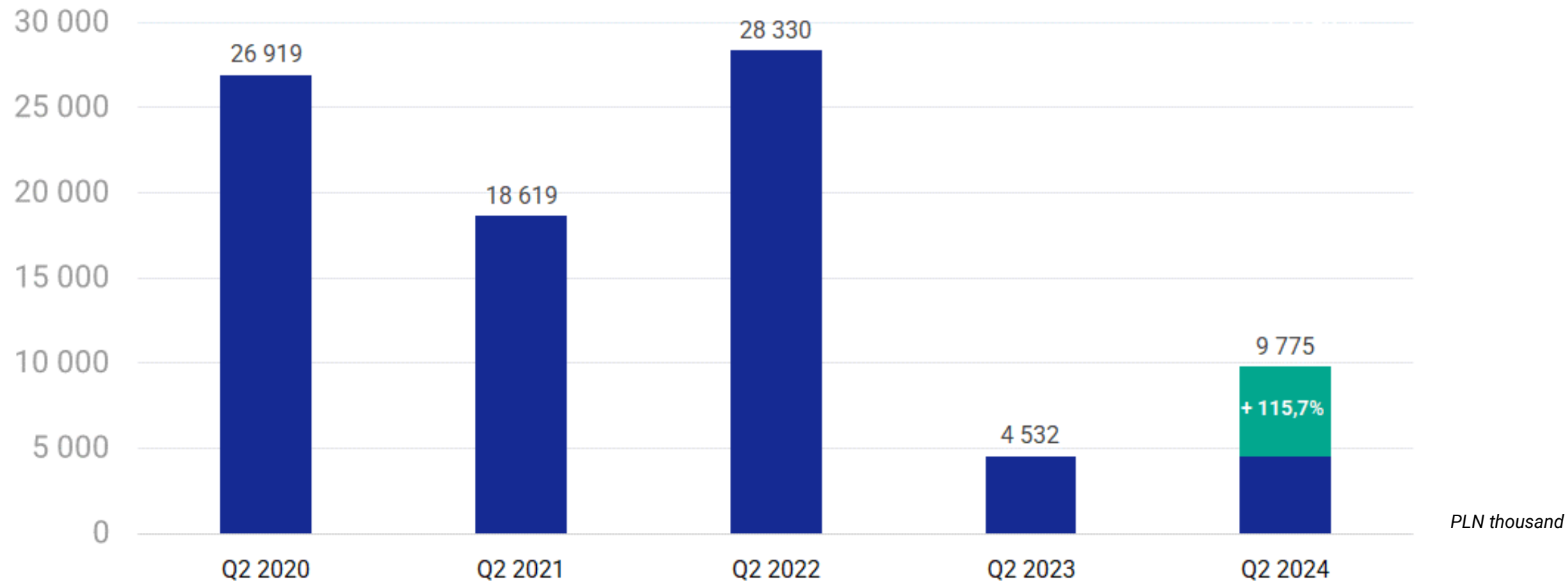
COMARCH

Impact of Changes in Exchange Rates on the Financial Results in Q2 2024

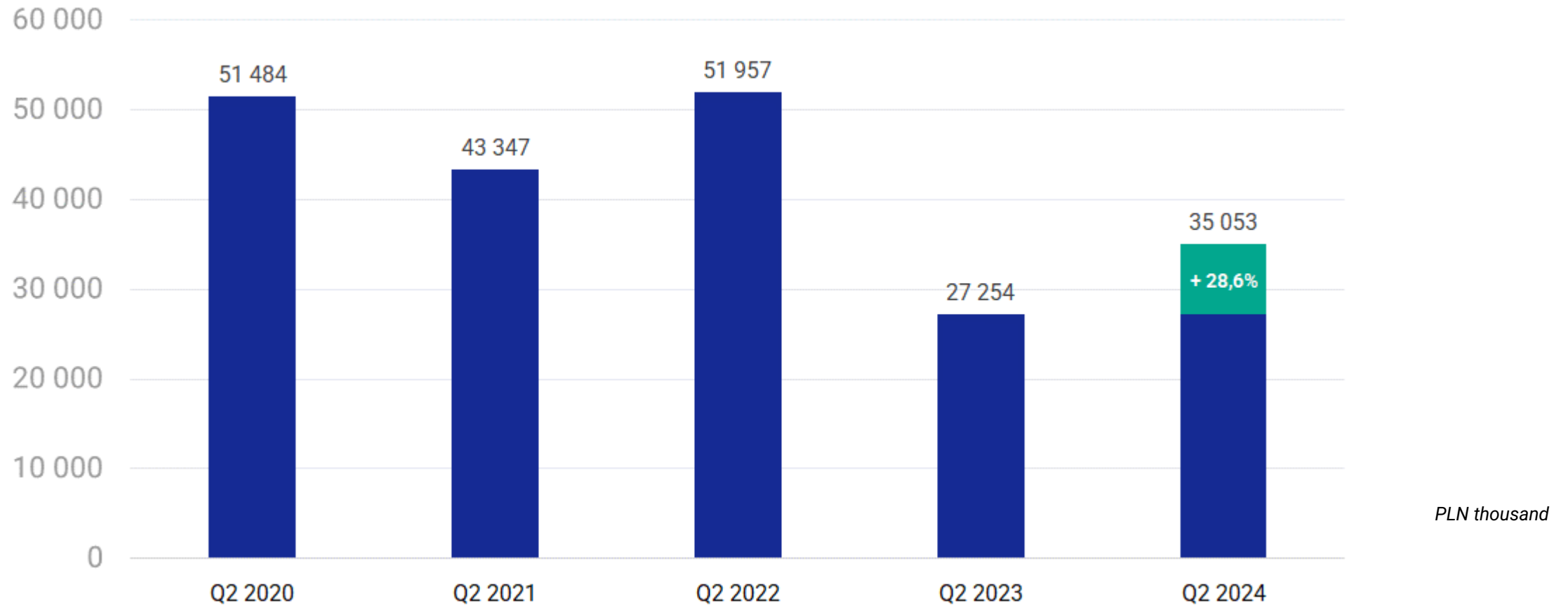
	Q2 2024	Q2 2023
Impact on revenue (exchange differences on receivables)	1 951	-19 089
	Q2 2024	Q2 2023
Impact on the operating result (exchange differences on receivables and payables)	-3 387	-19 890
Impact on the result on financial activities (including valuation of financial instruments and loans)	1 551	26 579
Impact on the net result	-1 836	6 689

PLN thousand

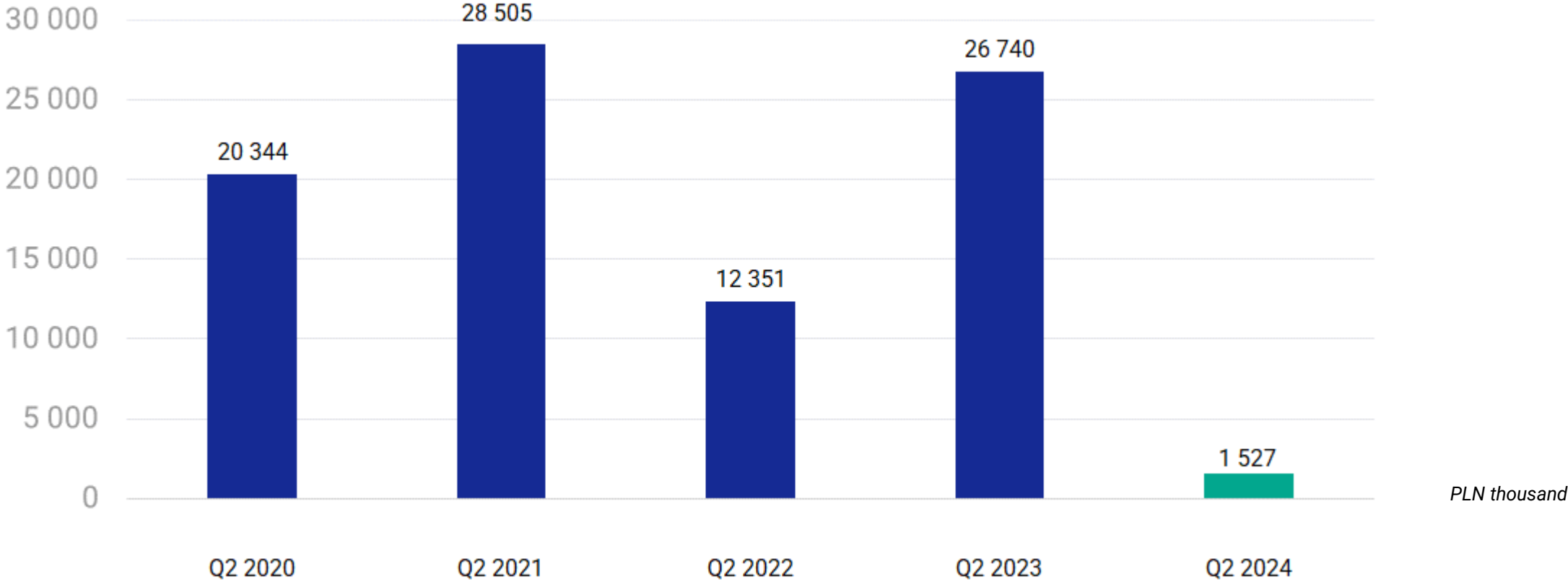
Operating Result of the Capital Group Q2 2024



EBITDA Comarch Capital Group Q2 2024



Net Profit Attributable to the Company's Shareholders Q2 2024



Consolidated Financial Results H1 2024

Comarch Group	H1 2024	H1 2023
Revenue	878 450	822 530
Operating profit	37 288	23 808
Net profit attributable to the Company's shareholders	23 509	49 796

PLN thousand

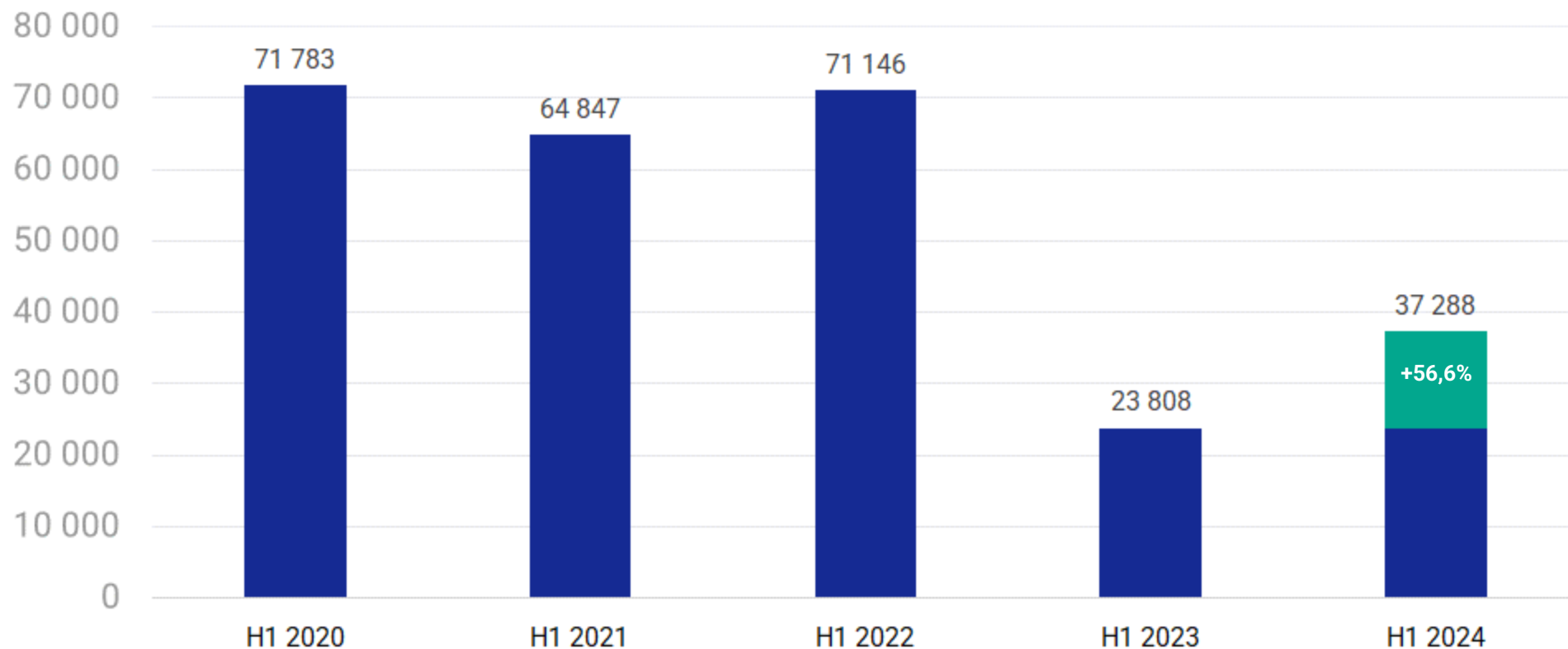
Impact of Changes in Exchange Rates on the Financial Results in H1 2024

	H1 2024	H1 2023
Impact on the operating result (exchange differences on receivables and payables)	-8 729	-25 750
Impact on the result on financial activities (including valuation of financial instruments and loans)	6 454	35 247
Impact on the net result	-2 275	9 497

PLN thousand

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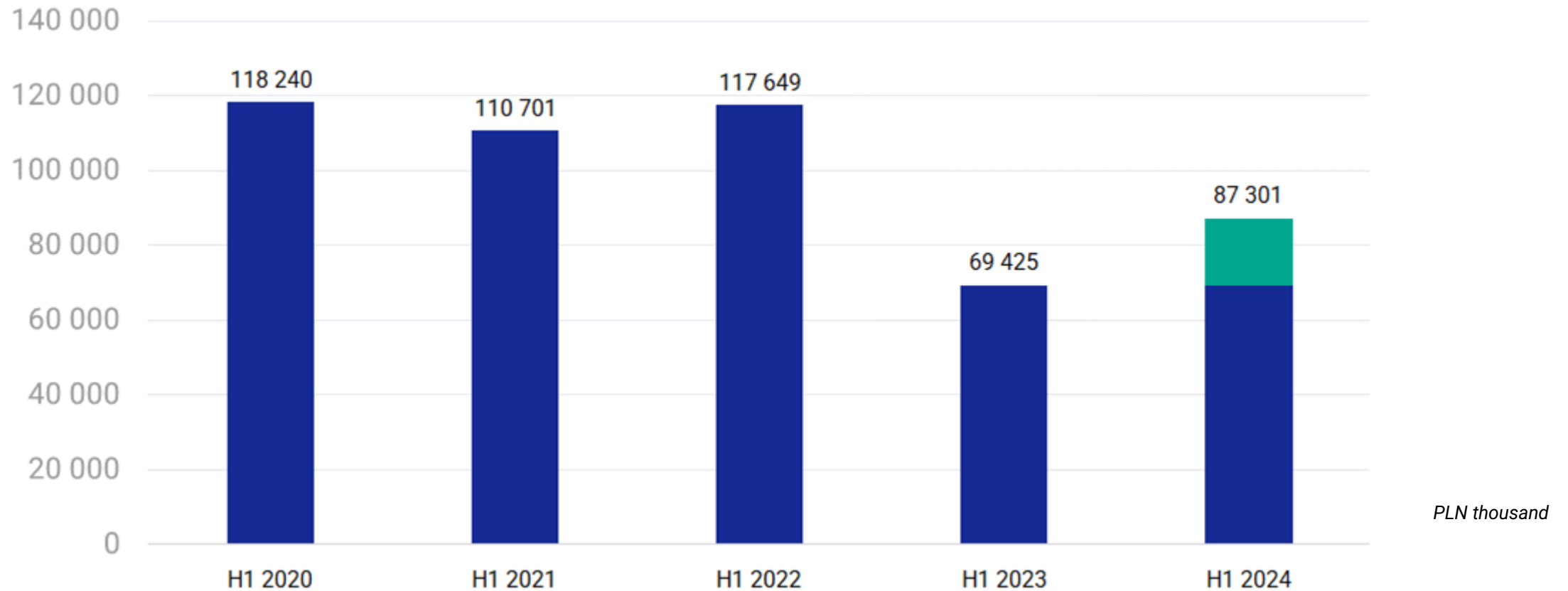
Operating Result of the Capital Group H1 2024



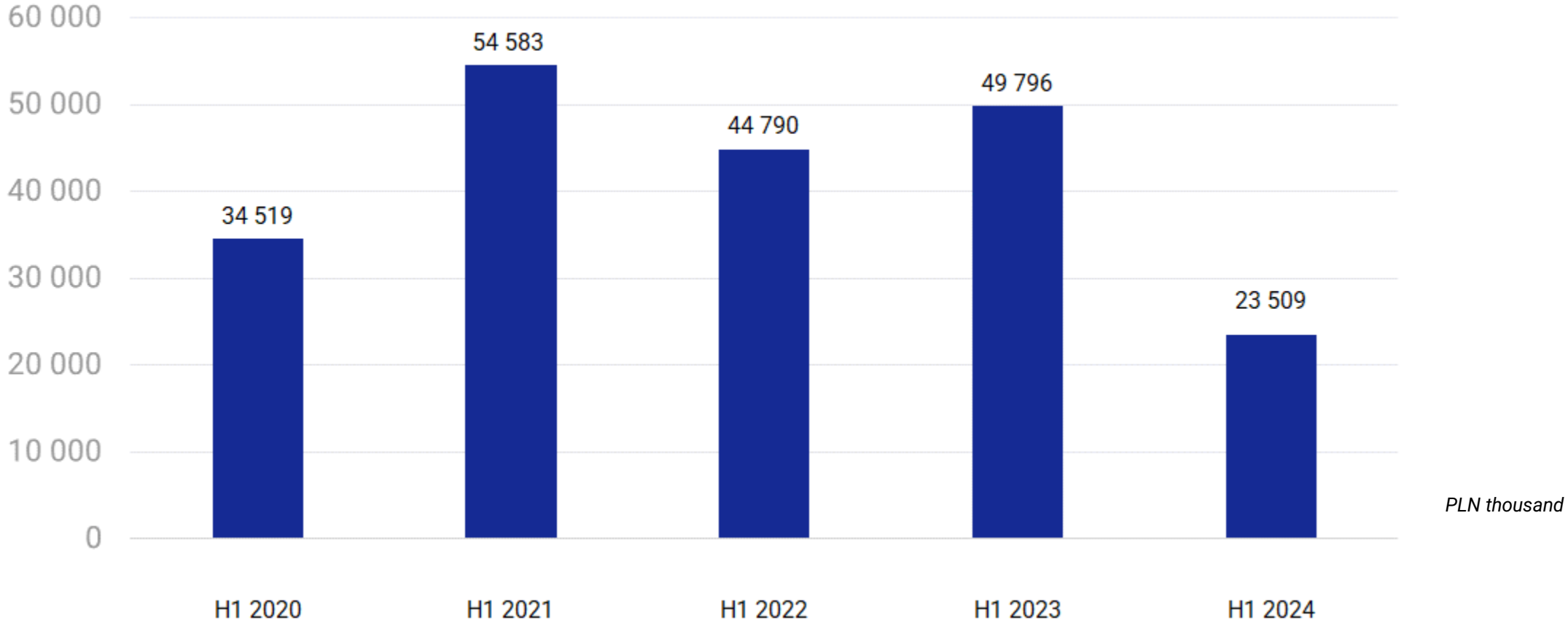
PLN thousand

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EBITDA Comarch Capital Group H1 2024



Net Profit Attributable to the Company's Shareholders H1 2024



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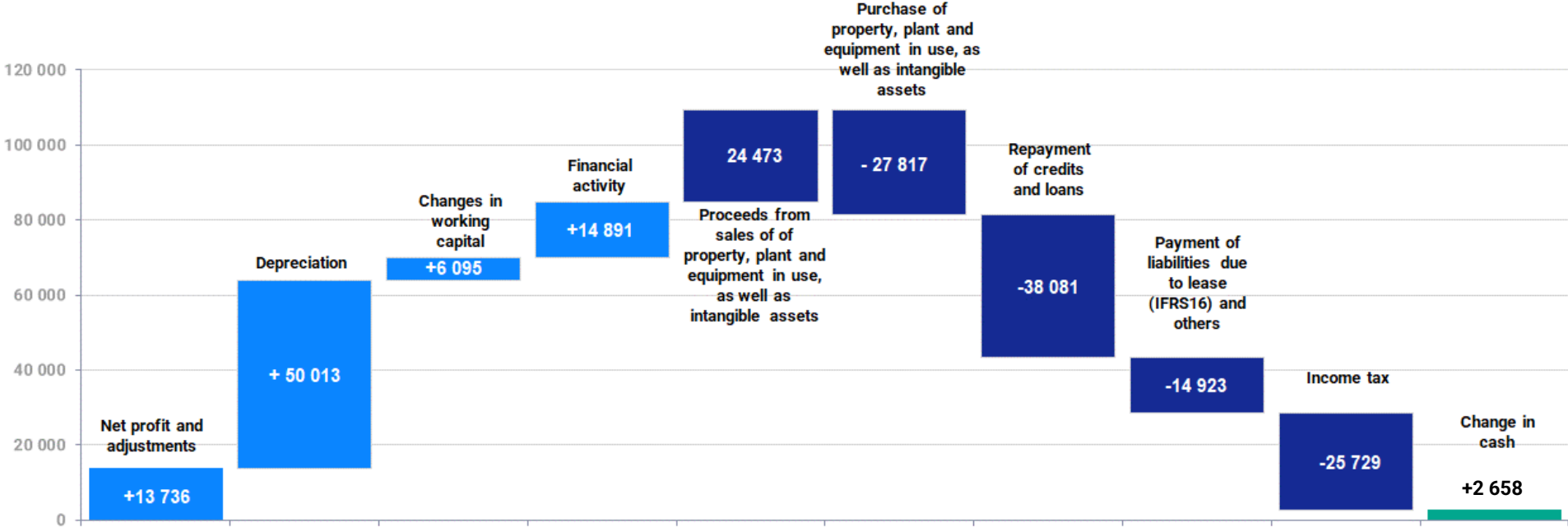
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Cash Flow H1 2024



PLN thousand

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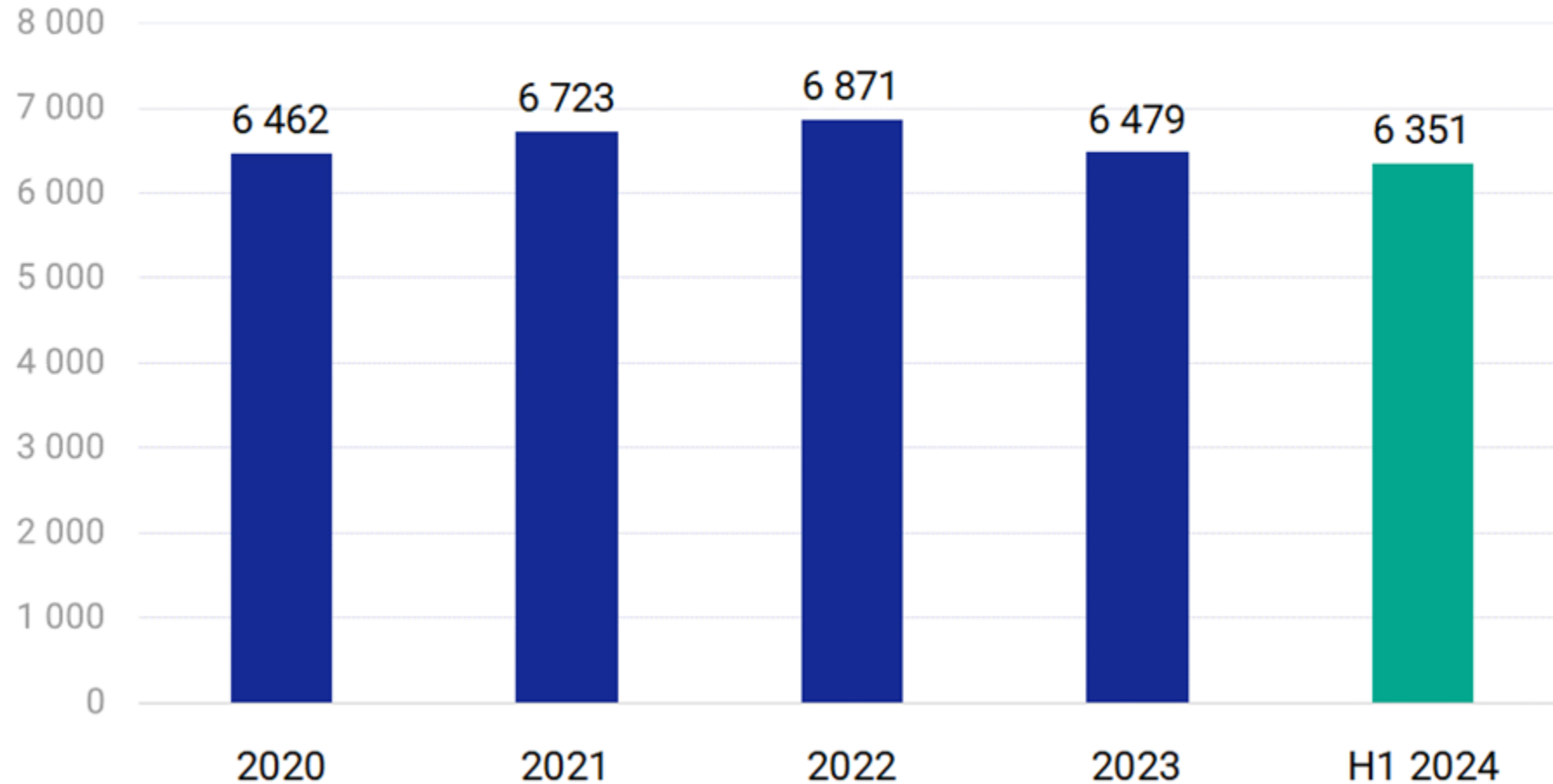
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Comarch S.A. Share Price and Stock Index Performance

Comarch Group Human Resources



Human Resources

- As at the 30th of June, 2024, the Comarch Group employed 6,351 people, i.e. by 128 people less than on the 31st of December, 2023 and by 74 people less than on the 31st of March, 2024.
- The basic wage fund in the Comarch Group in the first half of 2024 was by 0.3% higher compared to the first half of 2023. In Q2 2024 alone, basic wage fund growth was 1.7% compared to Q2 2023.

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Comarch S.A. Share Price and Stock Index Performance

Investments and divestments

- During H1 2024, the Group continued to develop IT products, especially in the areas of ERP solutions, loyalty, e-invoicing and financial market services.
- In H1 2024, the Comarch Group did not start any significant infrastructure investments.
- In March 2024, a means of transport - an aircraft - was sold. As a result of this transaction, the operating result increased by PLN 3.4 million.
- The sale of the office building on the Teatralne (ENG: Theater) housing estate in Kraków is in progress.
- A capital injection of PLN 30 million into KS Cracovia S.A. took place.

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Comarch S.A. Share Price and Stock Index Performance

Summary H1 2024

- In the first half of 2024, Comarch Group's revenue increased by PLN 55,920 thousand, i.e. by 6.8% compared to the first half of the previous year. Operating profitability reached +4.2%, and net profitability was +2.7%.
- The increase in revenue and operating result in Q2 2024 compared to Q2 2023 was largely due to exchange rate differences.
- Domestic sales revenues increased by 10.3%, thanks to the development of ERP solutions sales, as well as for the financial banking and telecommunications sector. The sales growth in foreign markets was 4% and resulted from increased sales to the finance, banking, and telecommunications sectors.
- The costs of core activities in the first half of 2024 remained under control.
- In July 2024, the Company paid a dividend for 2023 in the amount of PLN 5.00 per share
- In July 2024, there were changes in the Company's shareholder structure.

Tender Offer for the Sale of Comarch S.A. Shares

- on the **17th of July, 2024** – Announcement of the intention to launch a tender offer
- on the **12th of August, 2024** – Announcement of the tender offer
- on the **26th of August, 2024** – Publication of the Management Board's position on the tender offer
- on the **21st of October, 2024** – Conclusion of subscriptions within the tender offer
- on the **24th of October, 2024** – Conclusion of the share acquisition transaction
- on the **29th of October, 2024** – Settlement of the transaction

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Order Book for 2024

The value of the order portfolio for 2024 is currently about 2 to 3% higher than the value of the order portfolio for 2023 at the same time last year.

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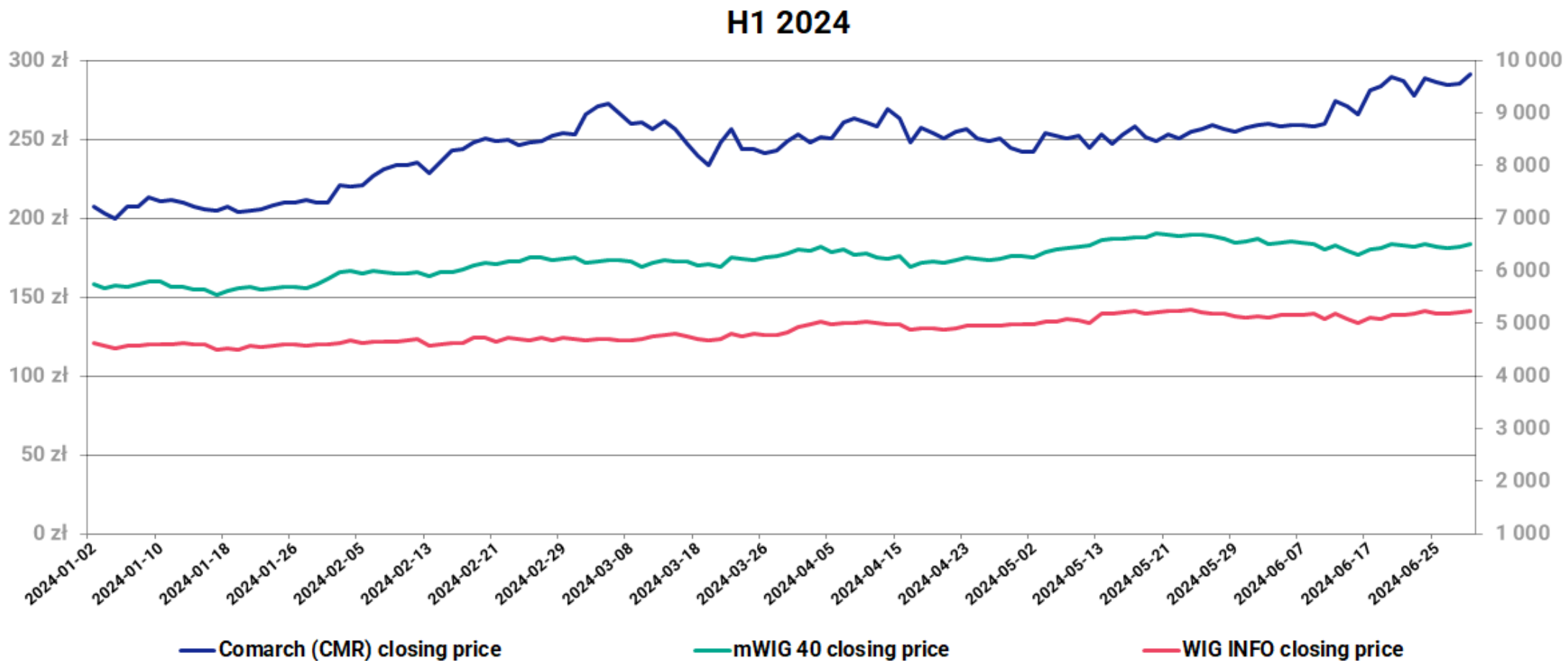
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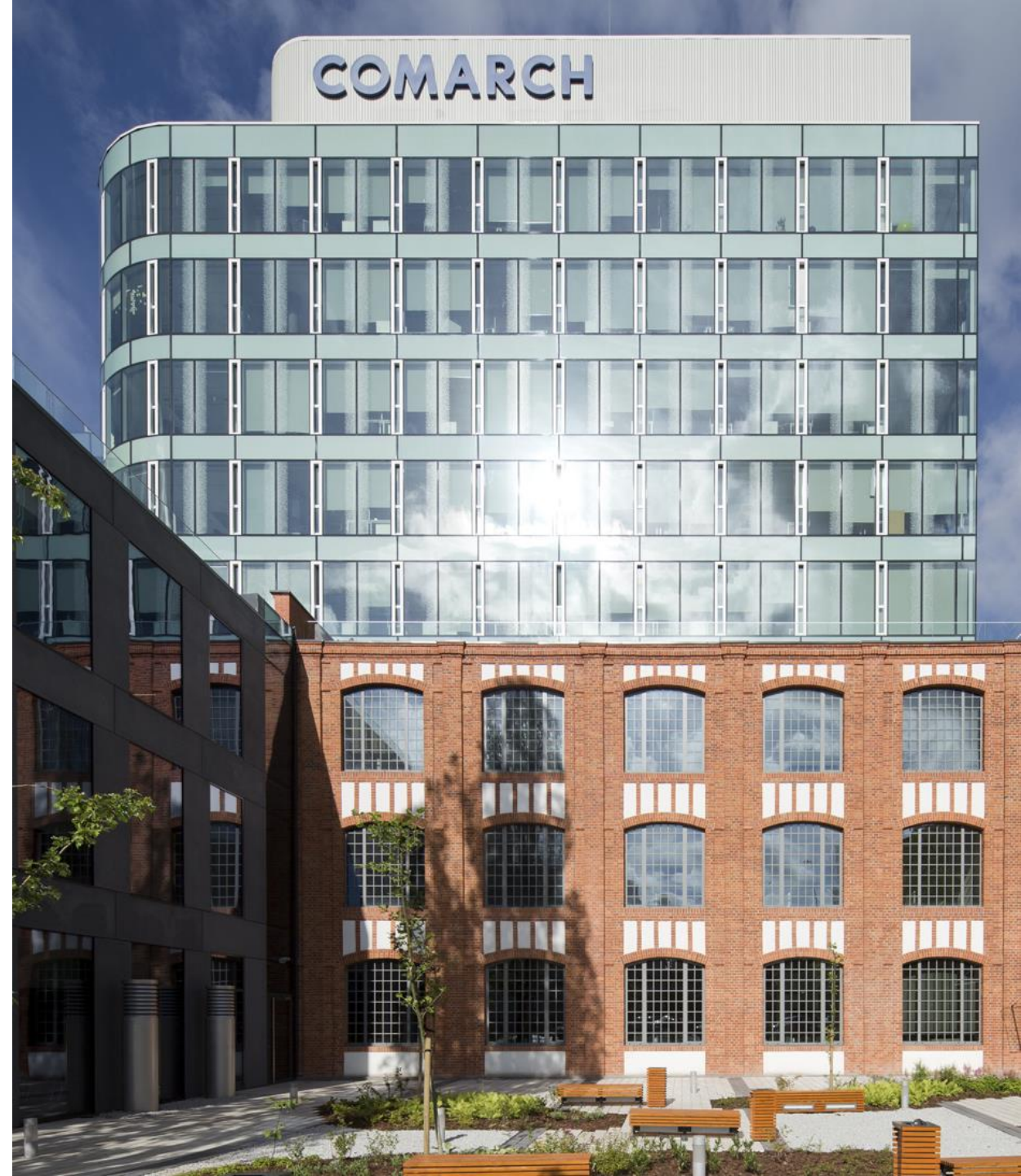
Comarch S.A. Share Price and Stock Index Performance

Comarch S.A. Share Price Performance 1.01.2024 – 30.06.2024



COMARCH

**Thank you
for your attention!**





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Developing the future

