

**COMARCH**

# **Financial Results Q1-Q4 2024**

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

4<sup>th</sup> of March, 2025, Kraków



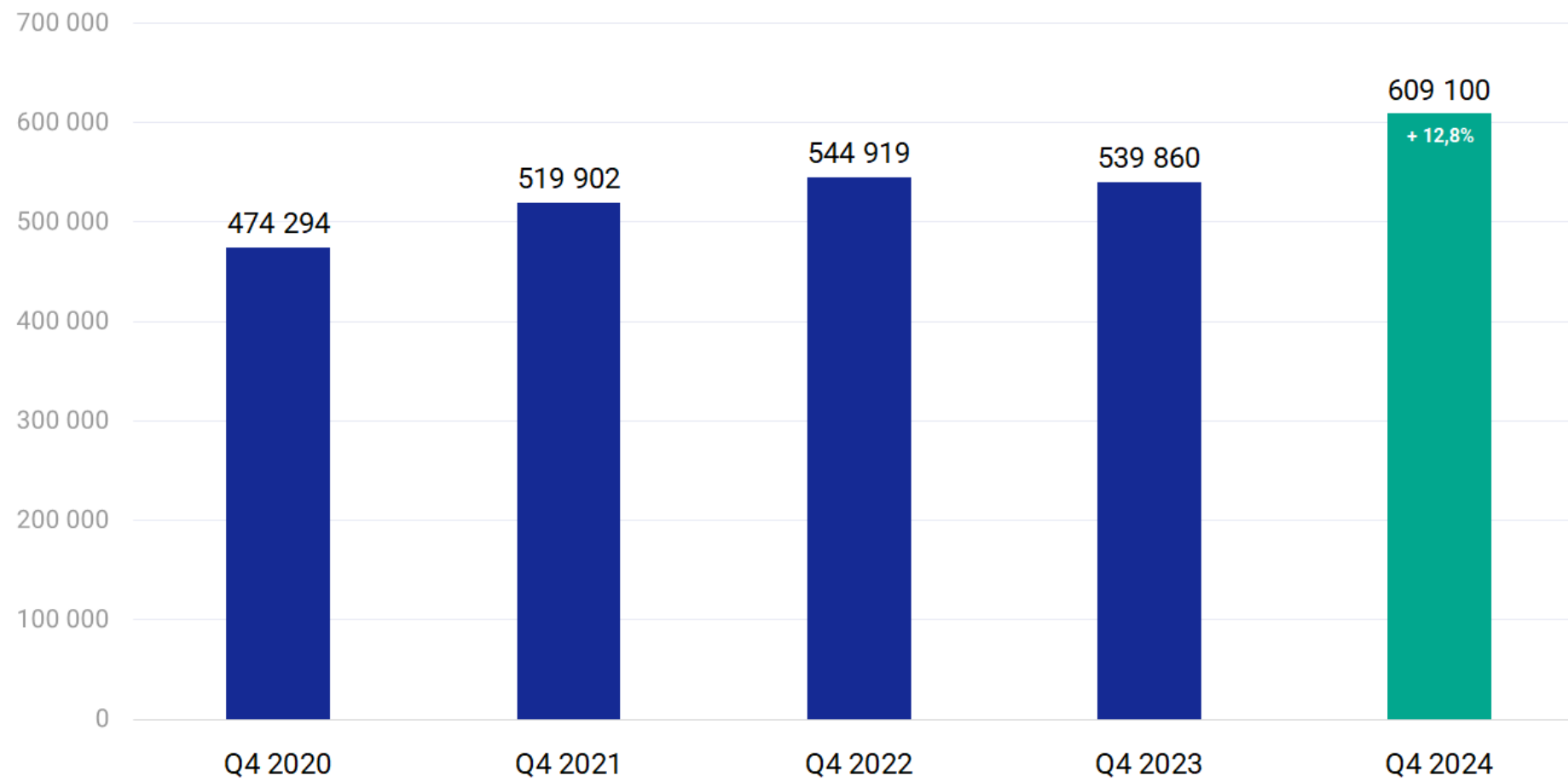
# Agenda

- 1 — Revenue
- 2 — Financial Results in Q4 and Q1-Q4 2024
- 3 — Cash Flow
- 4 — Human Resources
- 5 — Summary
- 6 — Changes in the Shareholder Structure and Company Bodies

# Agenda

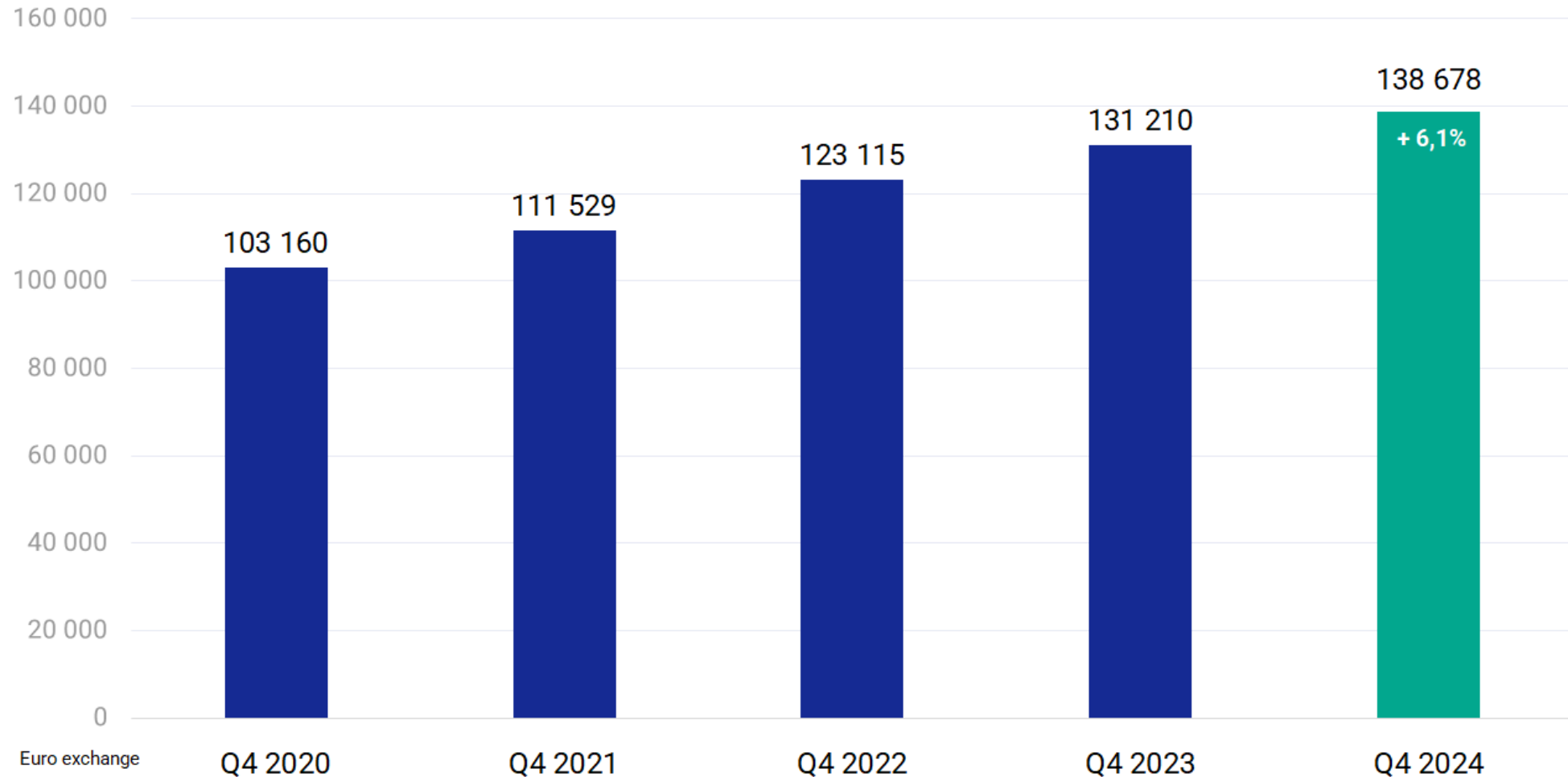
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# Revenue Q4 2024 – in thousand PLN

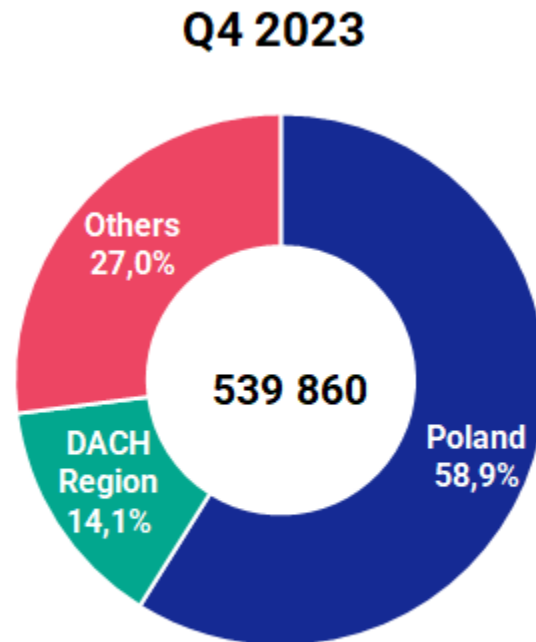
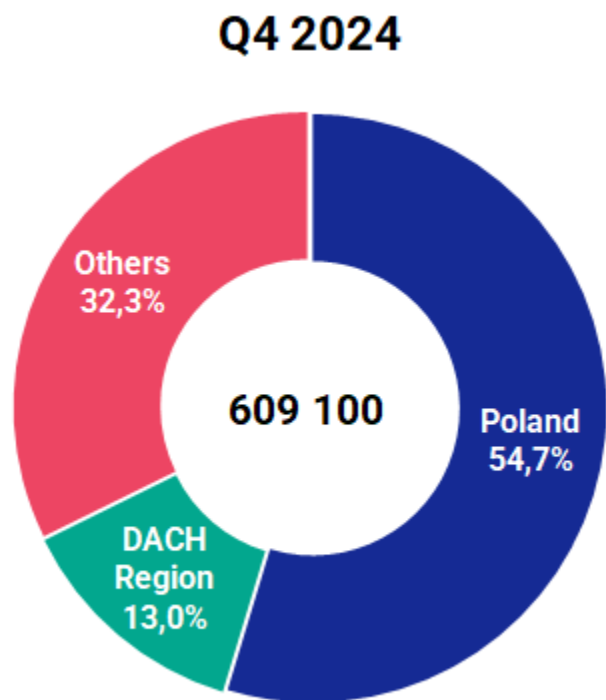


# Sales revenue Q4 2024

in EUR thousand, excluding exchange rate differences

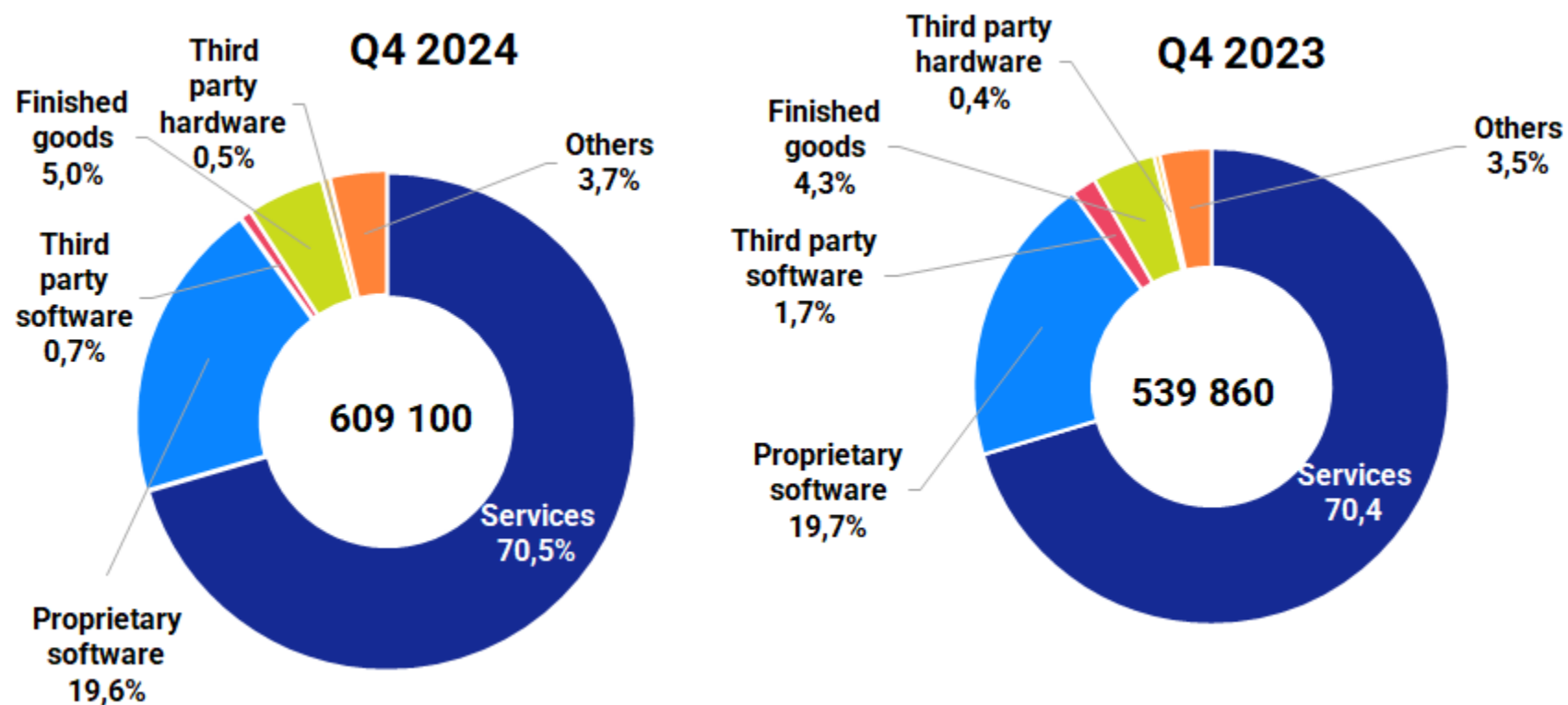


# Geographical Sales Structure Q4 2024



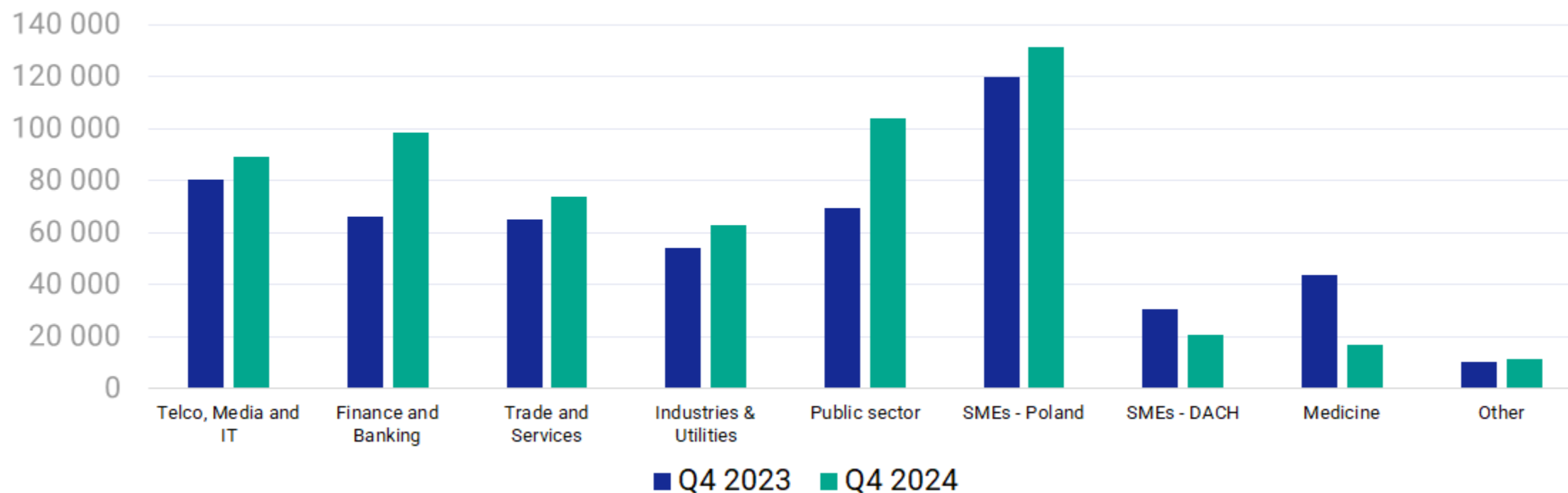
*In thousand PLN*

# Product Sales Structure Q4 2024



*In thousand PLN*

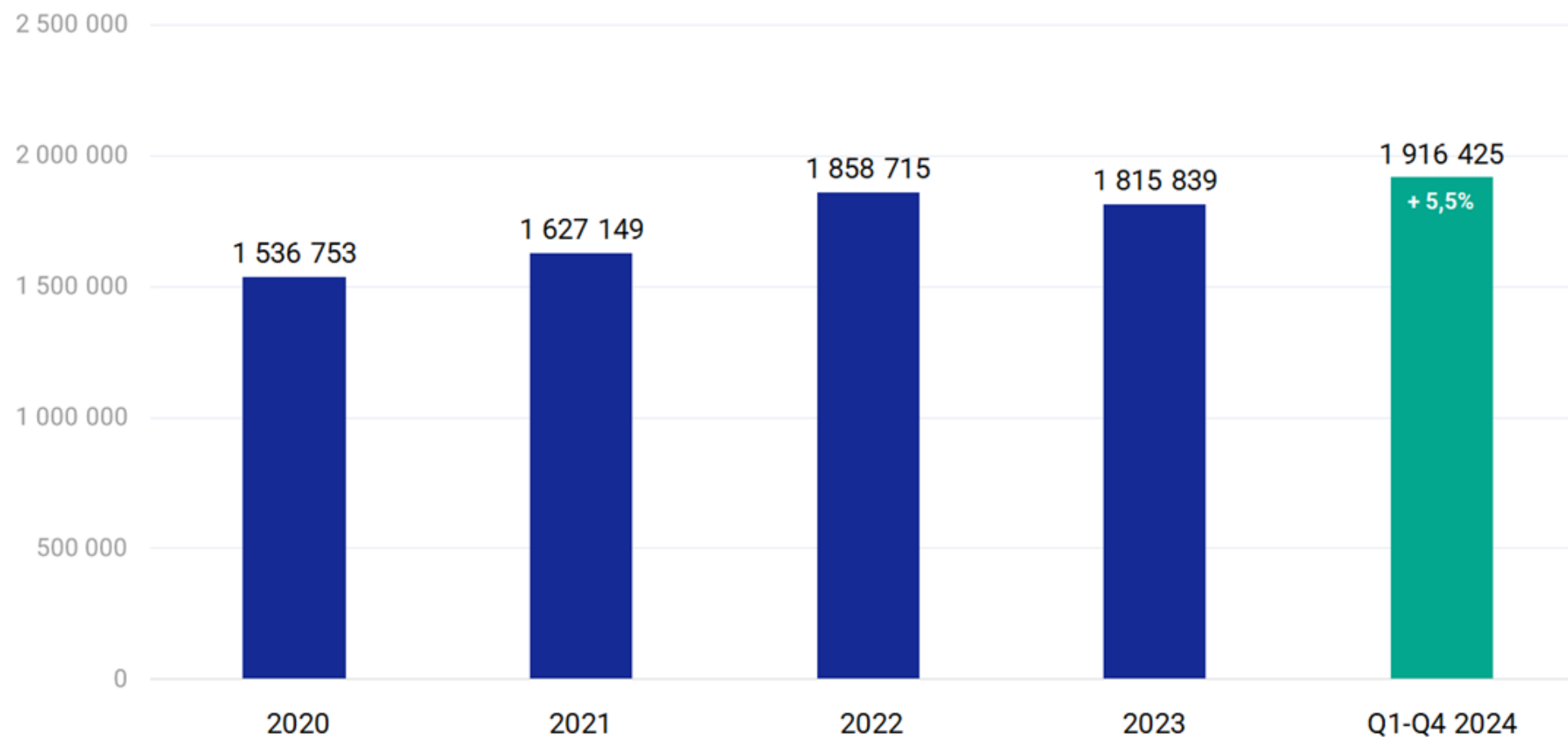
# Market Sales Structure Q4 2024



*In thousand PLN*

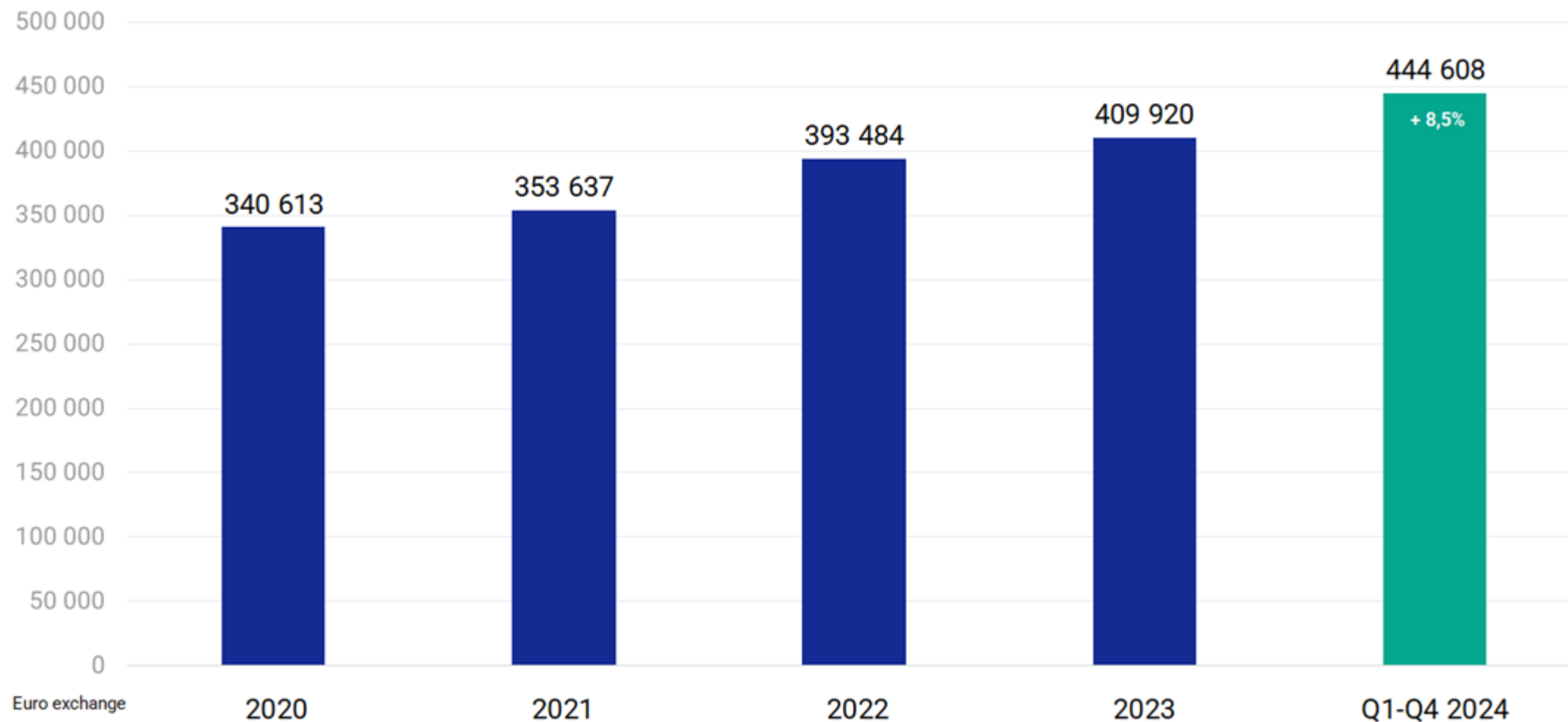


# Sales Revenue Q1-Q4 2024 – in thousand PLN



# Revenue Q1-Q4 2024

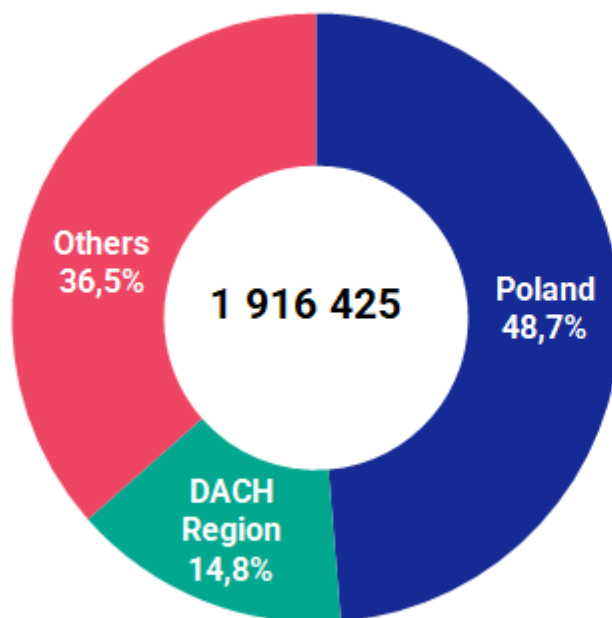
in EUR thousand, excluding foreign exchange differences



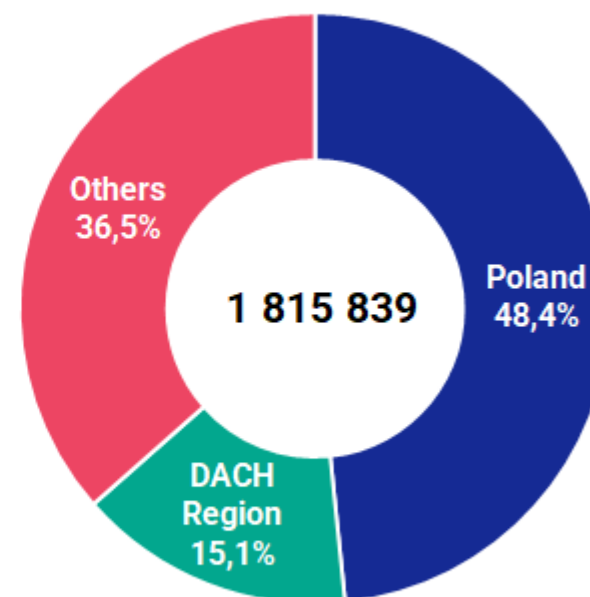
Euro exchange

# Geographical Sales Structure Q1-Q4 2024

Q1-Q4 2024

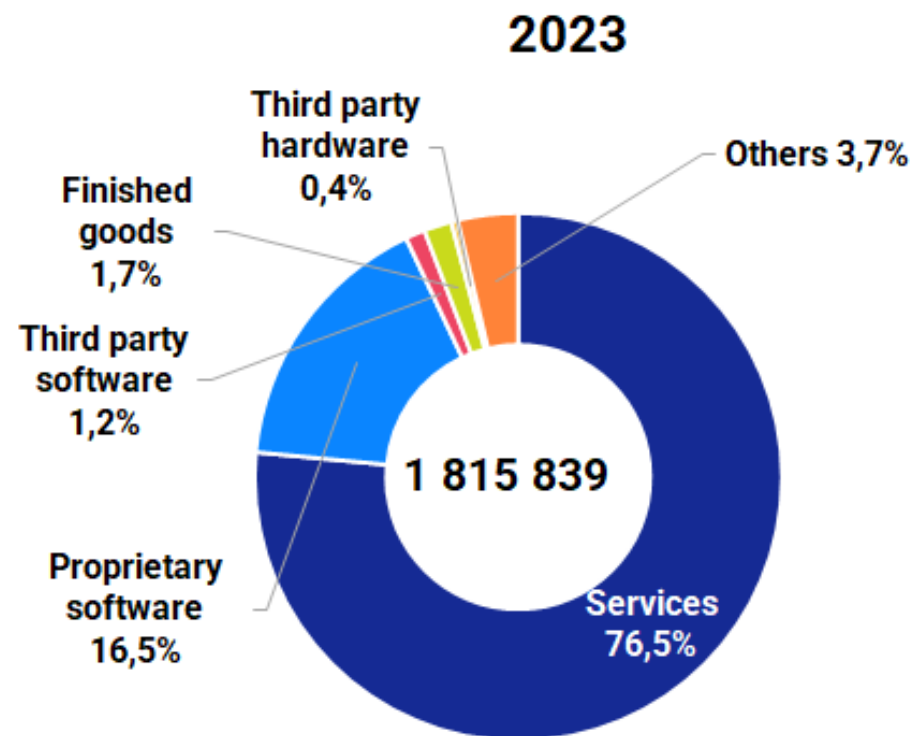
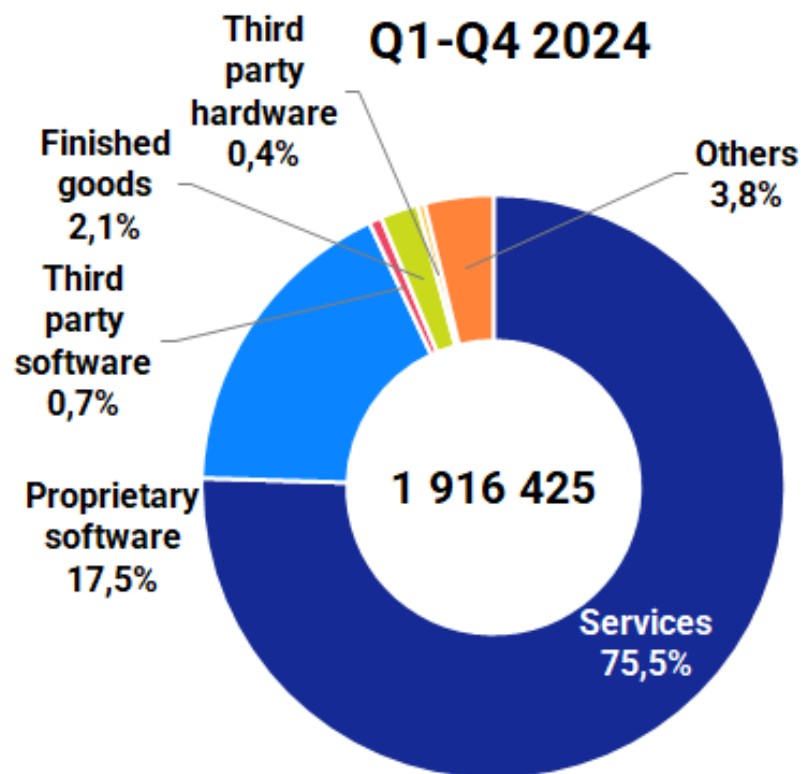


2023



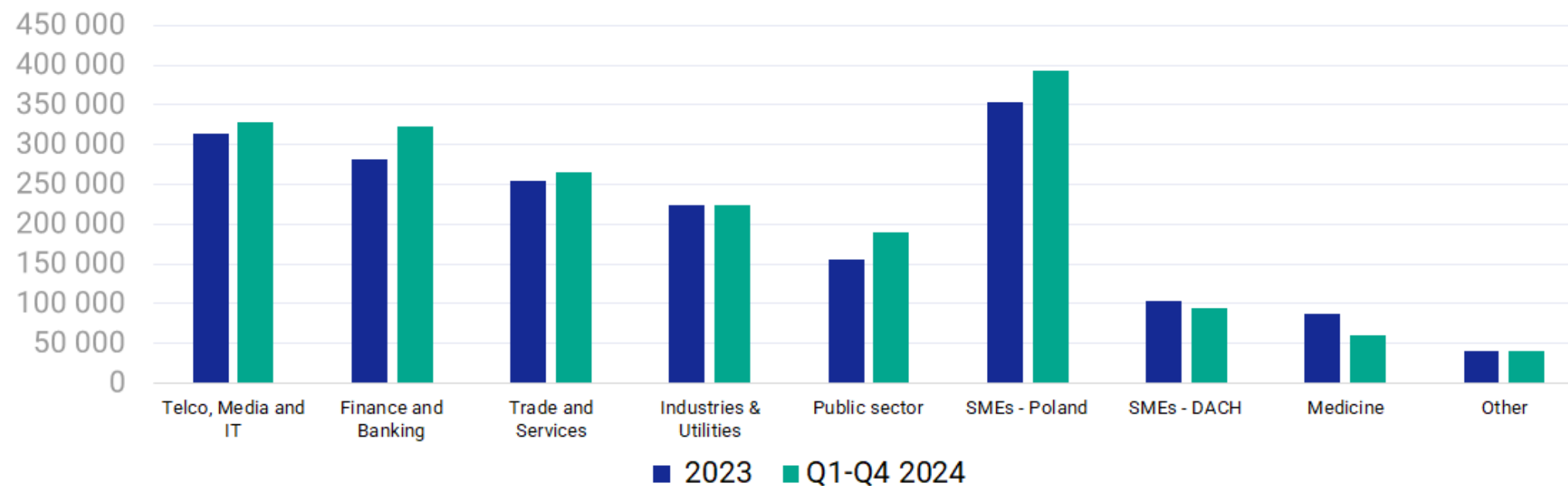
*In thousand PLN*

# Product Sales Structure Q1-Q4 2024



*In thousand PLN*

# Market Sales Structure Q1-Q4 2024



*In thousand PLN*

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# Consolidated Financial Results Q4 2024

Comarch Group	Q4 2024	Q4 2023
Revenue	609 100	539 860
Operating profit	36 675	15 987
Net profit attributable to the Company's shareholders	12 080	18 388

*In thousand PLN*

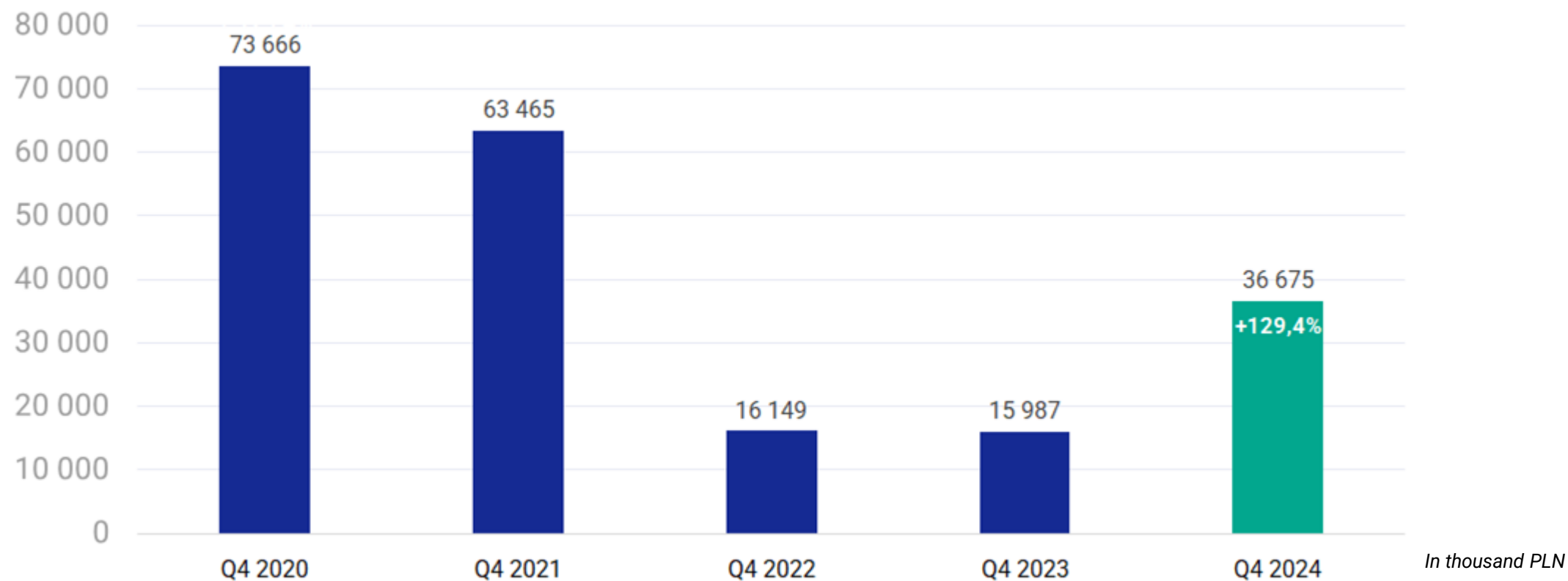
# Impact of Changes in Exchange Rates on the Financial Results in Q4 2024

	Q4 2024	Q4 2023
Impact on revenue (exchange differences on receivables)	11 385	-35 052
	Q4 2024	Q4 2023
Impact on the operating result (exchange differences on receivables and payables)	3 540	-30 237
Impact on the result on financial activities (including valuation of financial instruments and loans)	981	26 182
Impact on the net result	4 521	-4 055

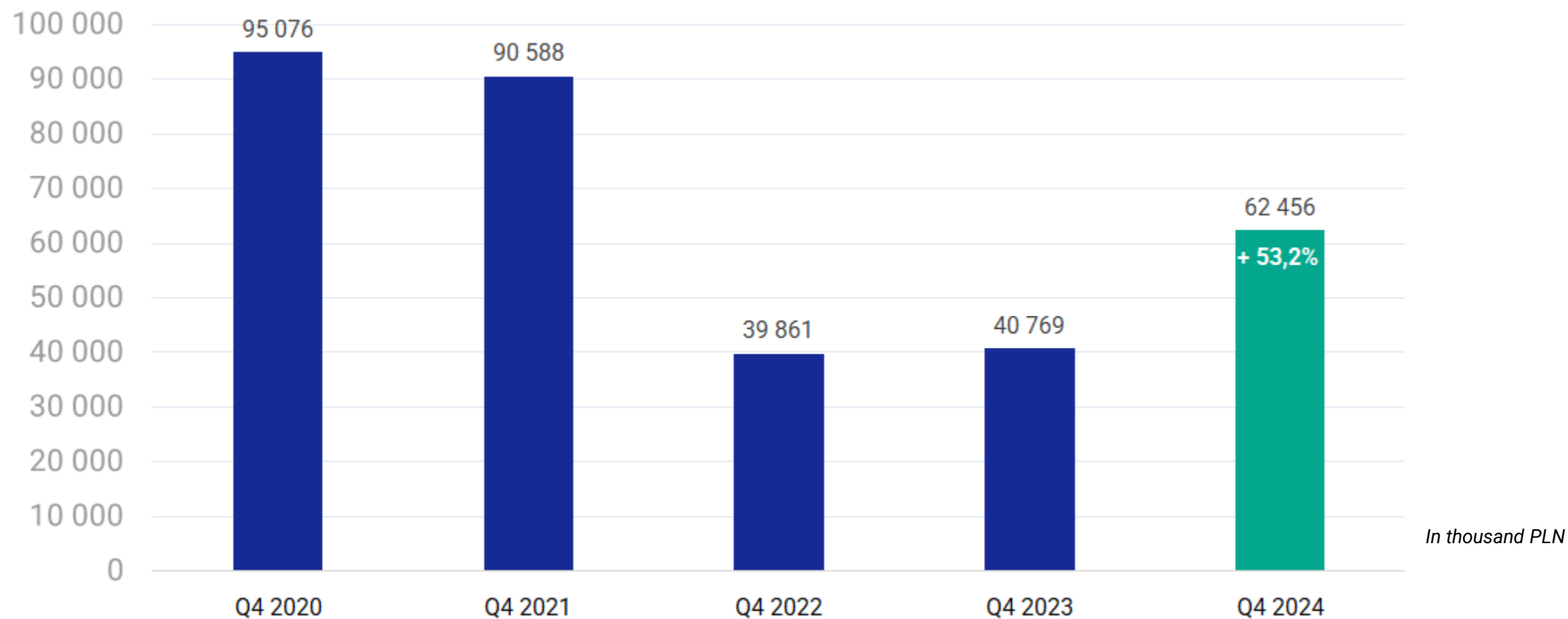
*In thousand PLN*



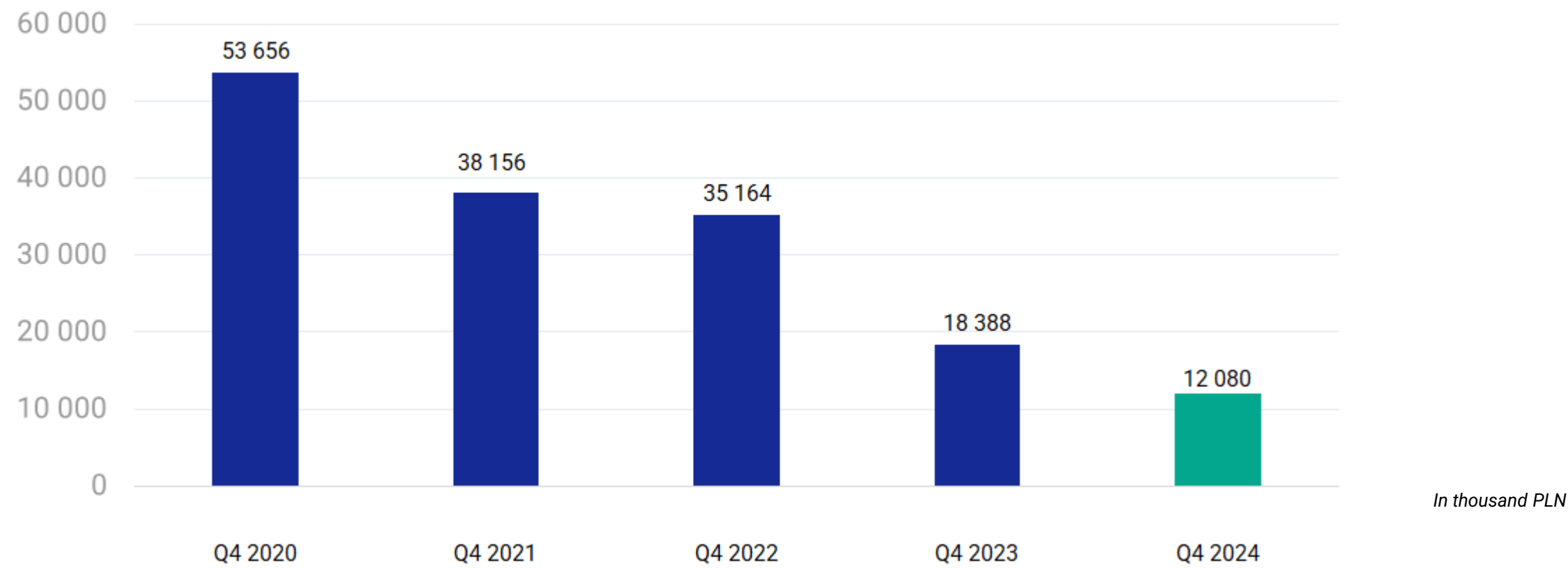
# Comarch Group EBIT Q4 2024



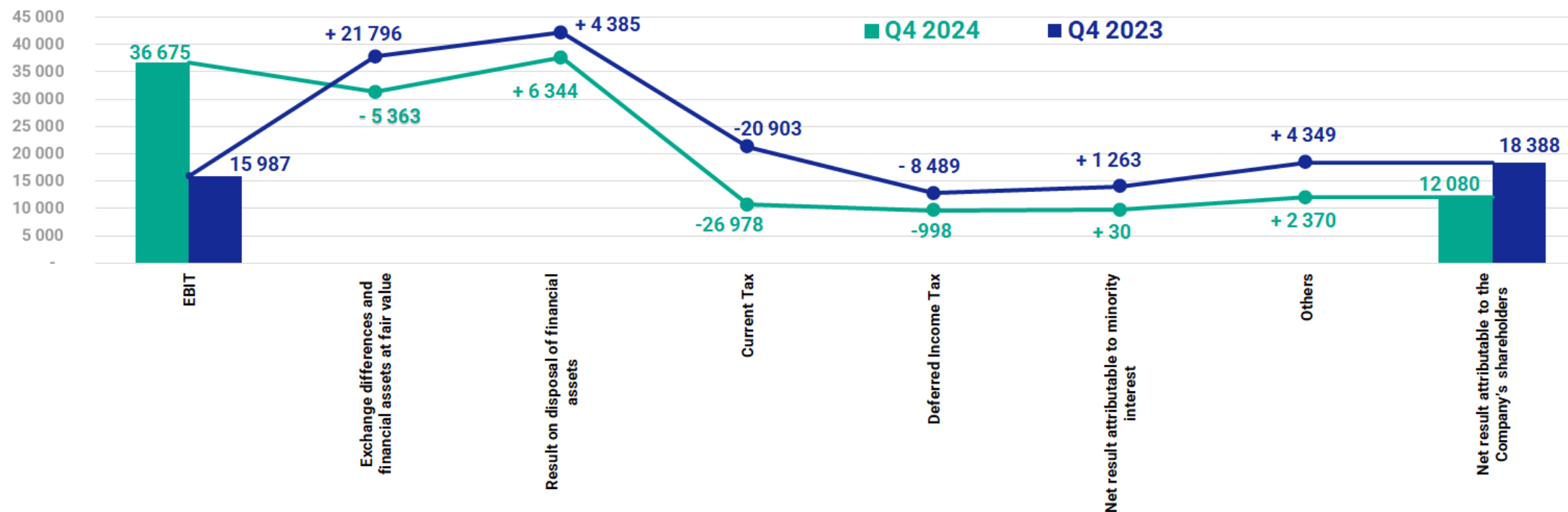
# Comarch Group EBITDA Q4 2024



# Net Profit Attributable to the Company's Shareholders Q4 2024



# EBIT vs. Net Profit Q4 2024



In thousand PLN

# Consolidated Financial Results Q1-Q4 2024

Comarch Group	Q1Q4 2024	2023
Revenue	1 916 425	1 815 839
Operating profit	101 035	96 261
Net profit attributable to the Company's shareholders	57 574	100 608

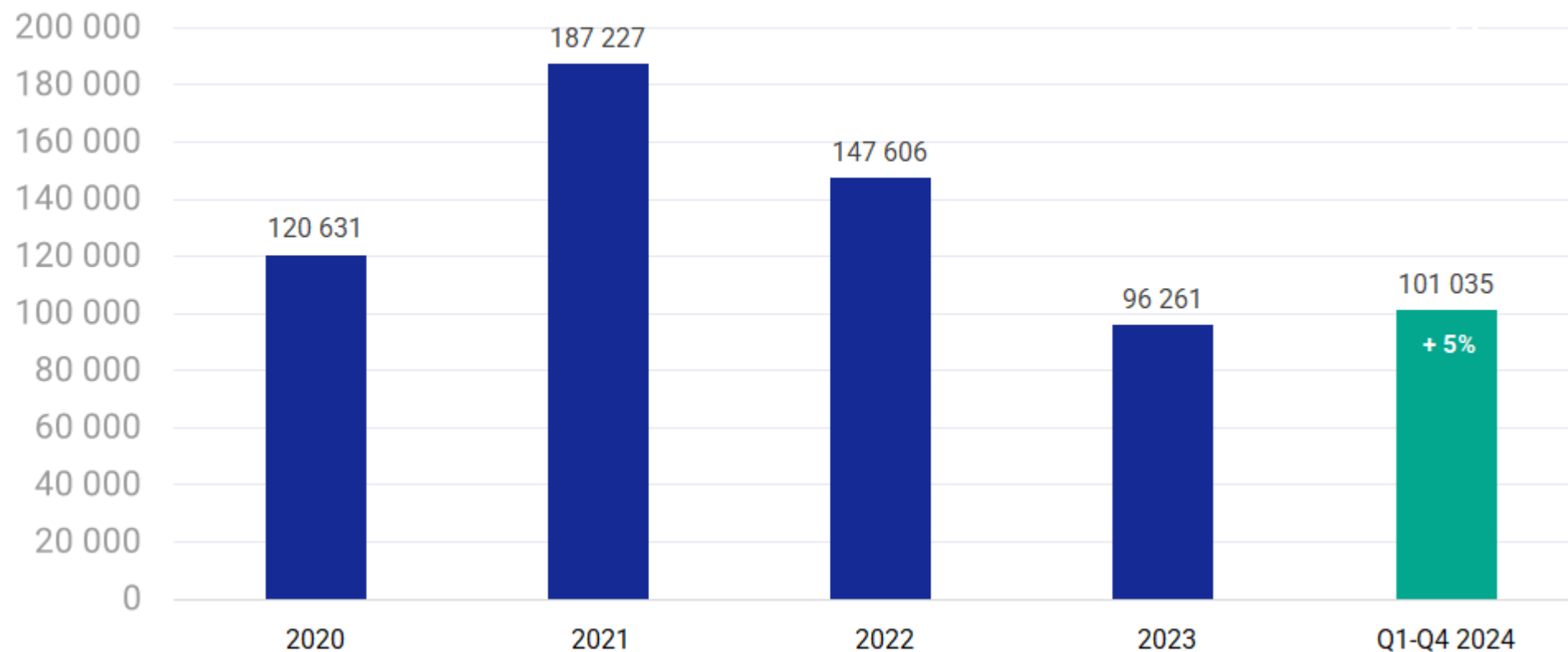
*In thousand. PLN*

# Impact of Changes in Exchange Rates on the Financial Results in Q1-Q4 2024

	Q1Q4 2024	2023
<b>Impact on revenue (exchange differences on receivables)</b>	<b>2 744</b>	<b>-40 444</b>
	Q1Q4 2024	2023
Impact on the operating result (exchange differences on receivables and payables)	-16 330	-41 073
Impact on the result on financial activities (including valuation of financial instruments and loans)	13 578	47 478
<b>Impact on the net result</b>	<b>-2 752</b>	<b>6 405</b>

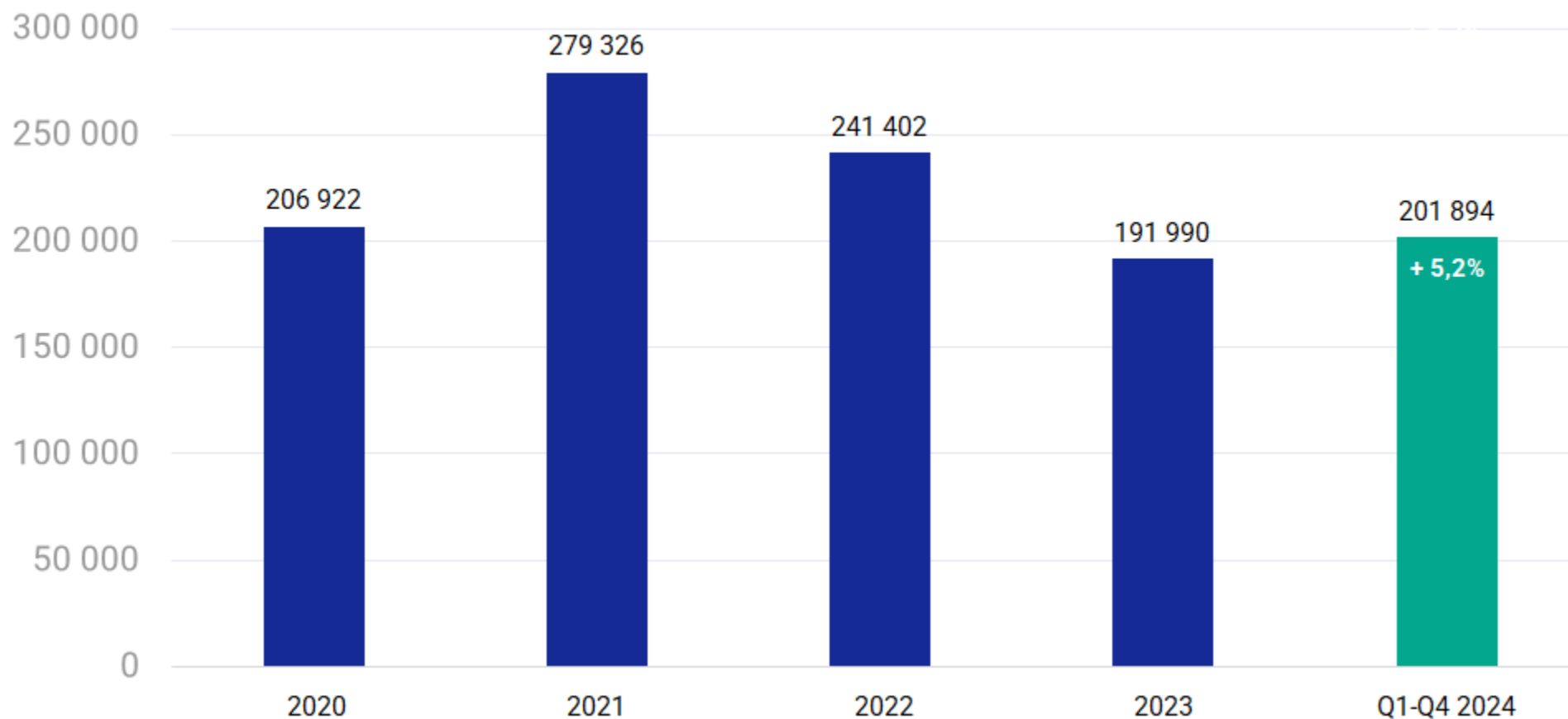
*In thousand PLN*

# Comarch Group EBIT Q1-Q3 2024



*In thousand PLN*

# Comarch Group EBITDA Q1-Q4 2024

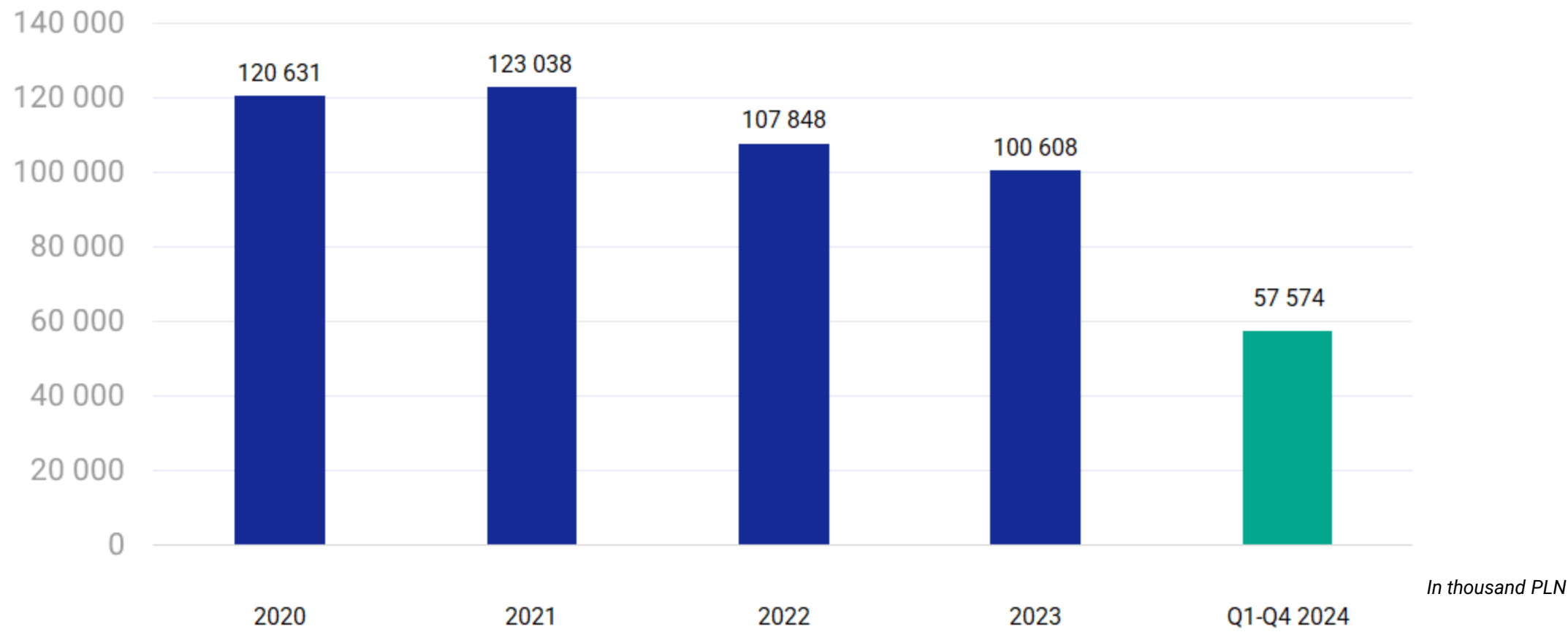


*In thousand PLN*

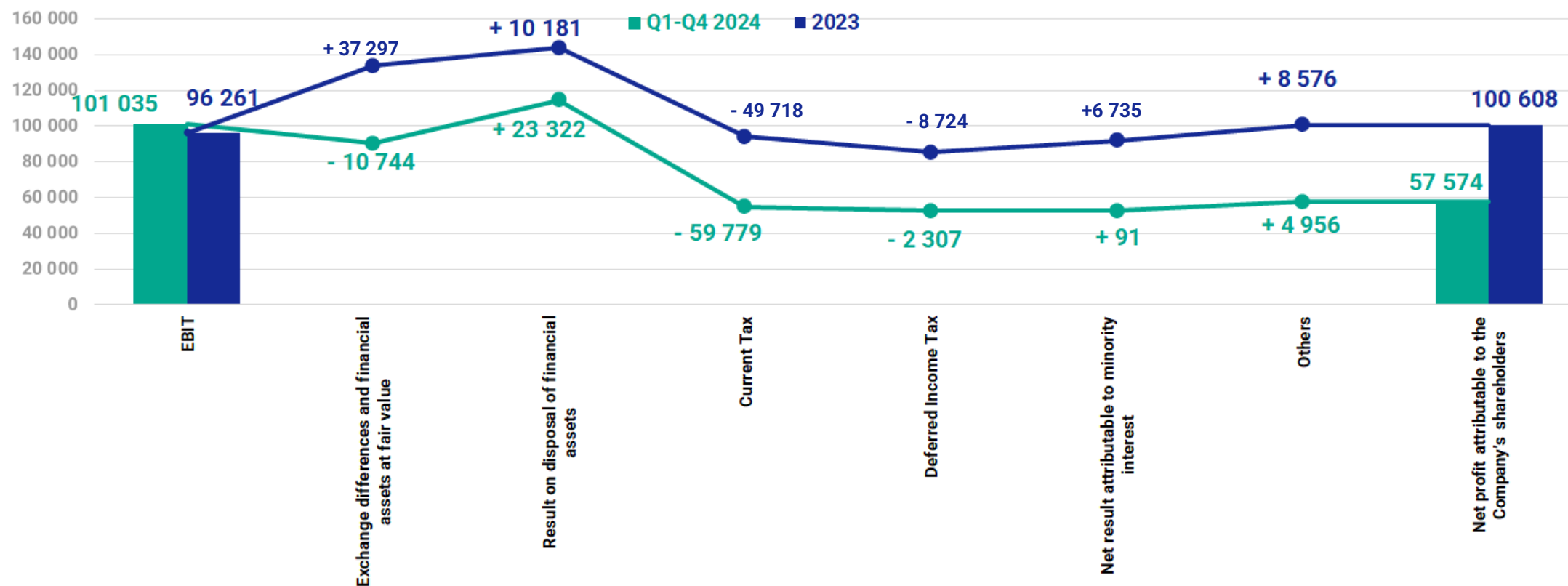


# Net Profit Attributable to the Company's Shareholders

## Q1-Q3 2024



# EBIT vs. Net Profit Q1-Q4 2024

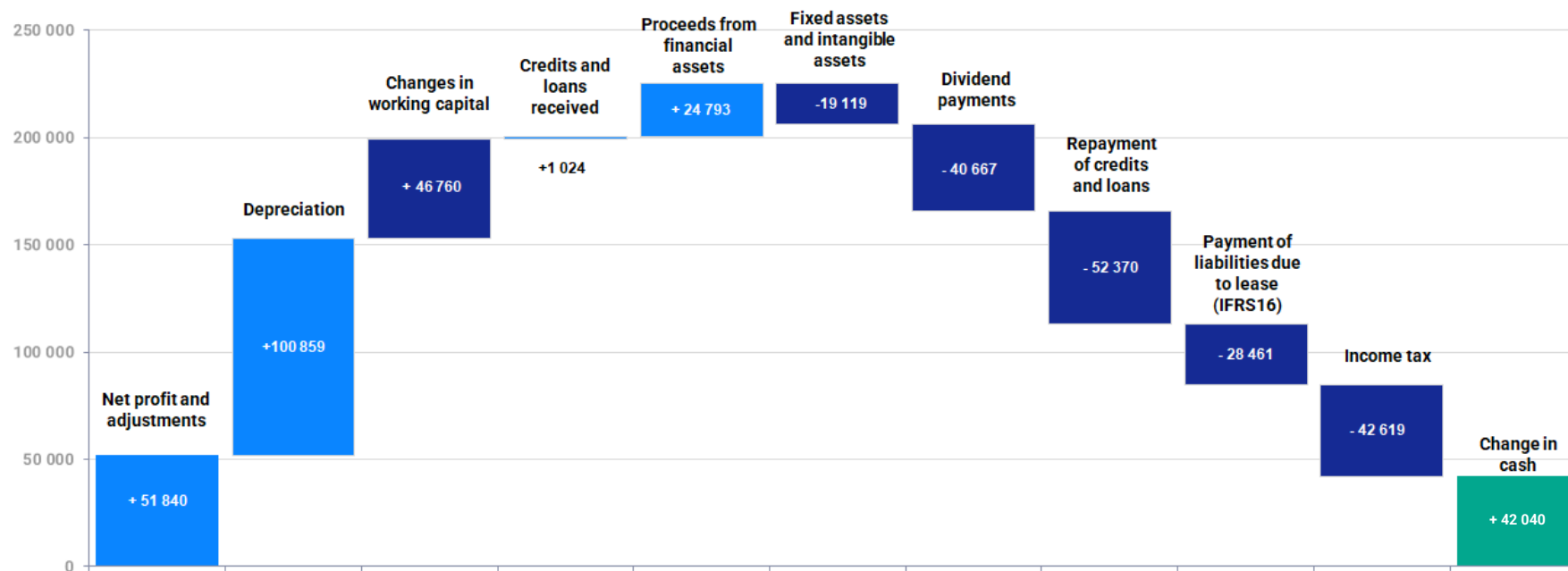


*In thousand PLN*

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# Cash Flow Q1-Q4 2024

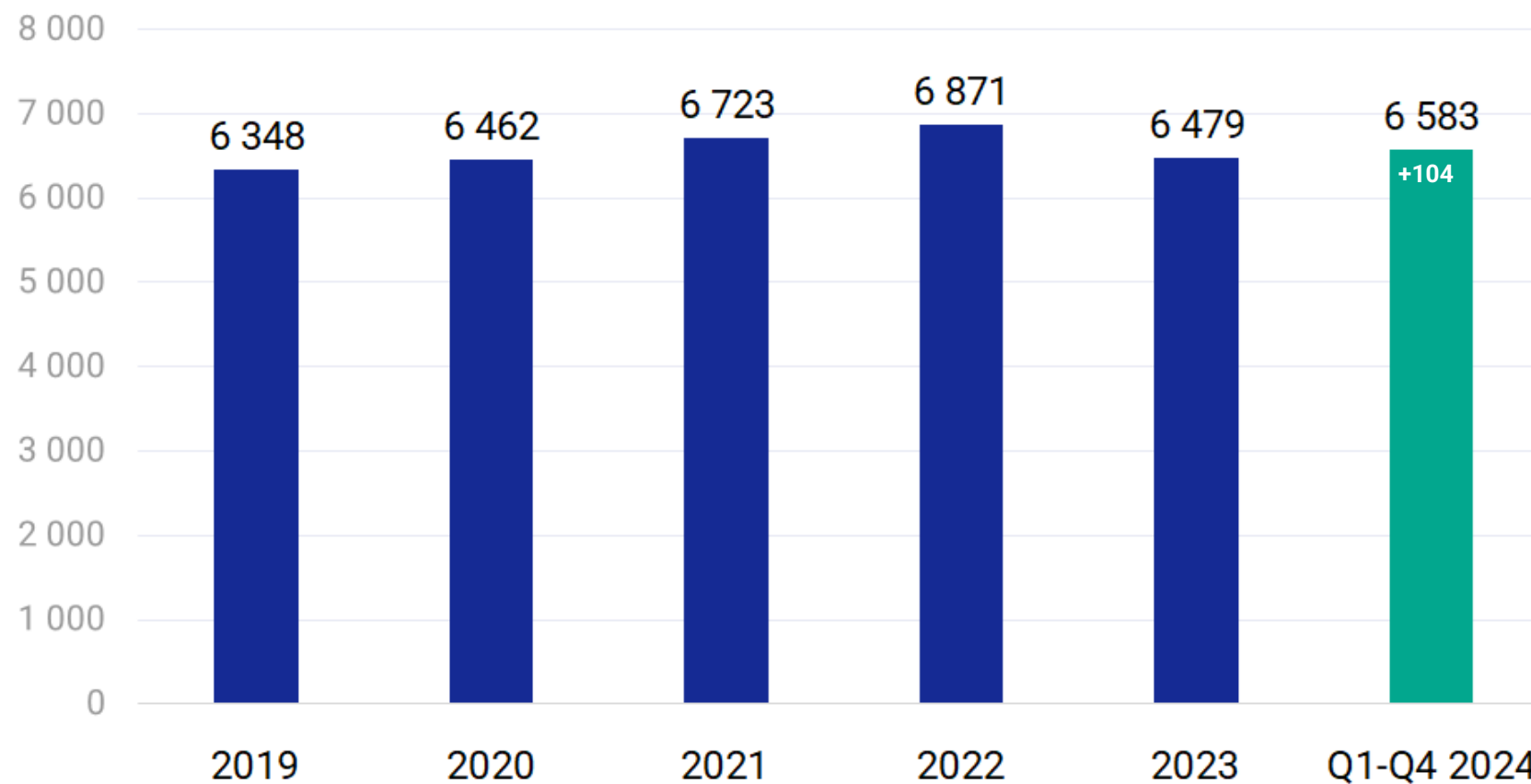


thousand PLN

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# Comarch Group Human Resources



# Human Resources

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- As of the 31<sup>st</sup> of December, 2024, the Comarch Group employed 6,583 people, which is 104 more than on the 31<sup>st</sup> of December, and 34 more than on the 30<sup>th</sup> of September, 2024.
- The basic wage fund in the Comarch Group in the four quarters of 2024 was by 3.3% higher compared to the four quarters of 2023, and in Q4 2024 alone it was by 7.7% higher than in Q4 2023.

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# Summary Q1-Q4 2024

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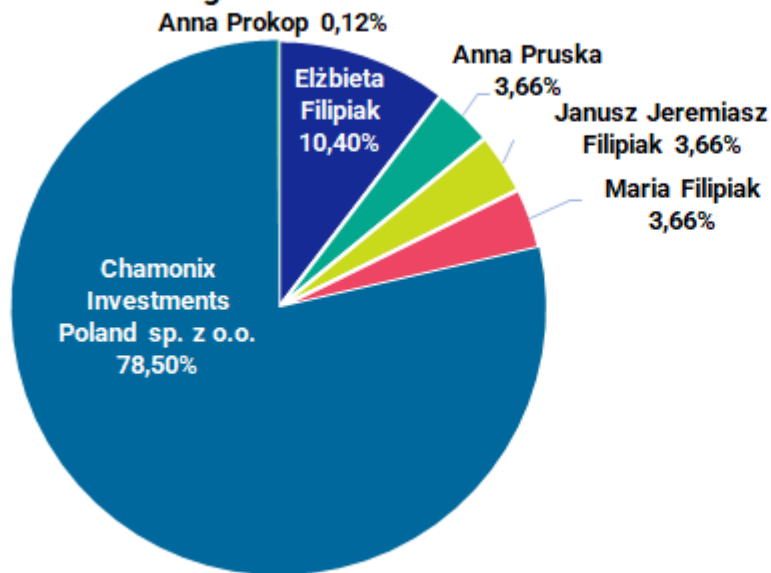
- In 2024, the Comarch Group's sales revenue increased by PLN 100.6 million, i.e. by 5.5%, compared to 2023. Operating profitability for the period was +5.3%, while net profitability was +3%.
- Domestic sales revenue increased by 6.3%, mainly due to the growth of sales to clients from the SME sector in Poland, the public sector, and the financial-banking sector. Sales revenue in foreign markets increased by 4.8%.
- Exchange rate fluctuations had a significant impact on financial results achieved in various quarters of 2024.
- In Q3 and Q4 2024, significant changes occurred in the company's shareholder structure, with the private equity fund CVC Capital Partners becoming the main shareholder.
- After the completion of a mandatory share buyout (squeeze out), an application for delisting was submitted to the Polish Financial Supervision Authority (KNF) in December 2024.

# Agenda

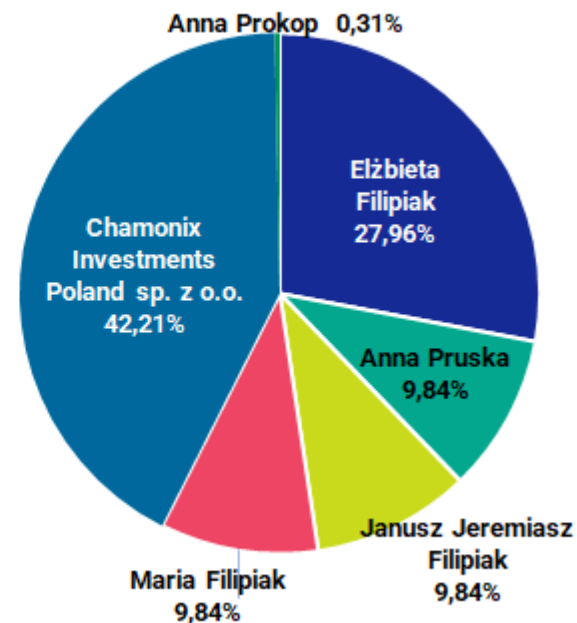
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# Shareholder structure by number of shares and votes

Shareholding- number of shares



Shareholding- number of votes



# Management Board of Comarch S.A.



**Jarosław Mikos**  
CEO



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



**Michał Mędrala**  
Vice President  
Director of the  
**SERVICES  
DIVISION**



**Andrzej Przewięźlikowski**  
Vice President  
Director of the  
**FINANCIAL  
SERVICES  
DIVISION**



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



**Konrad Tarański**  
Vice President,  
CFO

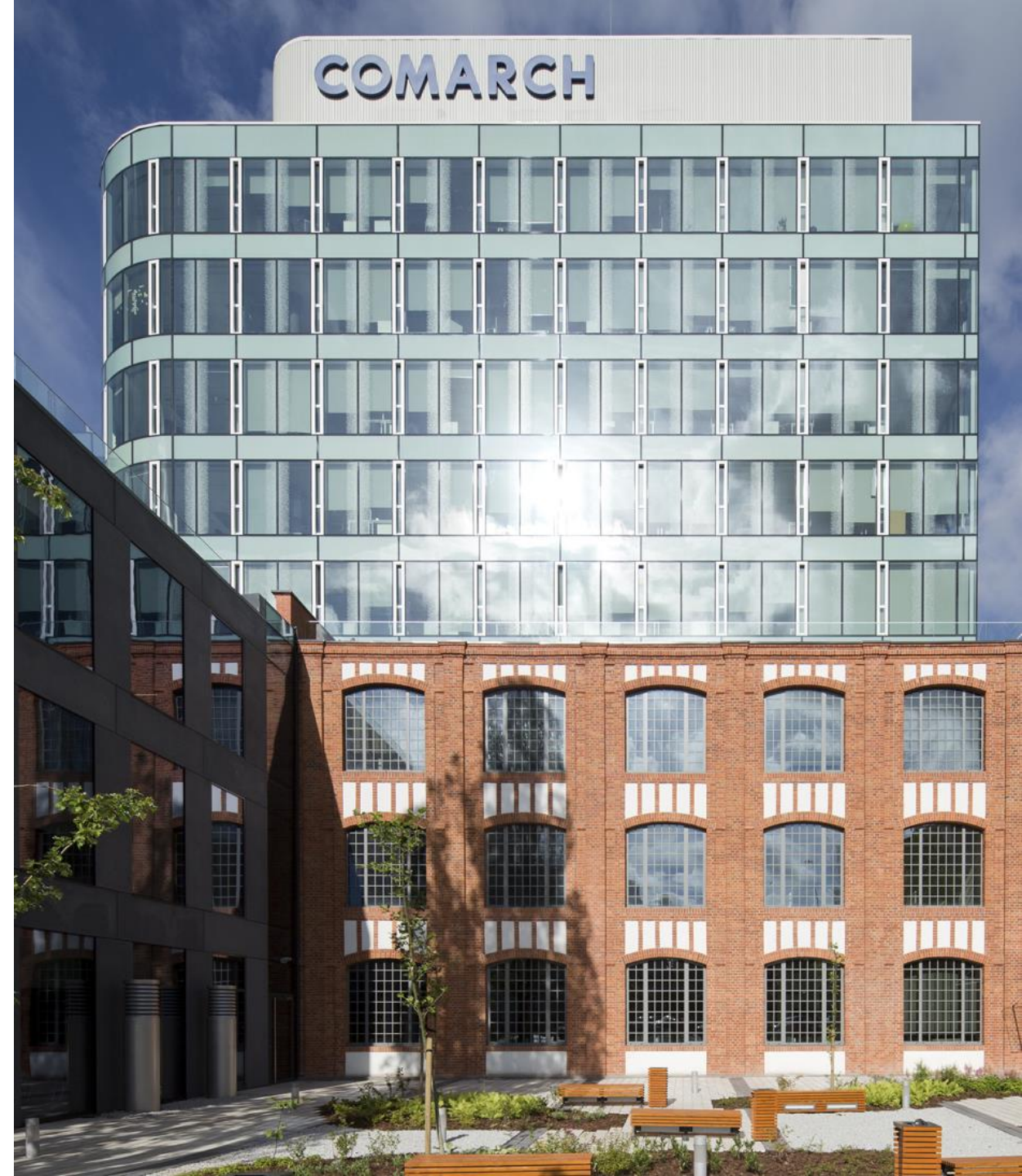
# Supervisory Board of Comarch S.A.

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- Elżbieta Filipiak – Chairman of the Supervisory Board
- Krzysztof Krawczyk – Vice Chairman of the Supervisory Board
- Michał Bobrzyński
- Elżbieta Bujniewicz-Belka
- Joanna Krasodomska
- Andrzej Pach
- István Szöke

**COMARCH**

**Thank you for your attention!**







# COMARCH

Developing the future

