

Comarch Financial Results H1 2009



Prof. Janusz Filipiak – CEO

Konrad Tarański - CFO

2nd of September 2009, Krakow

Agenda

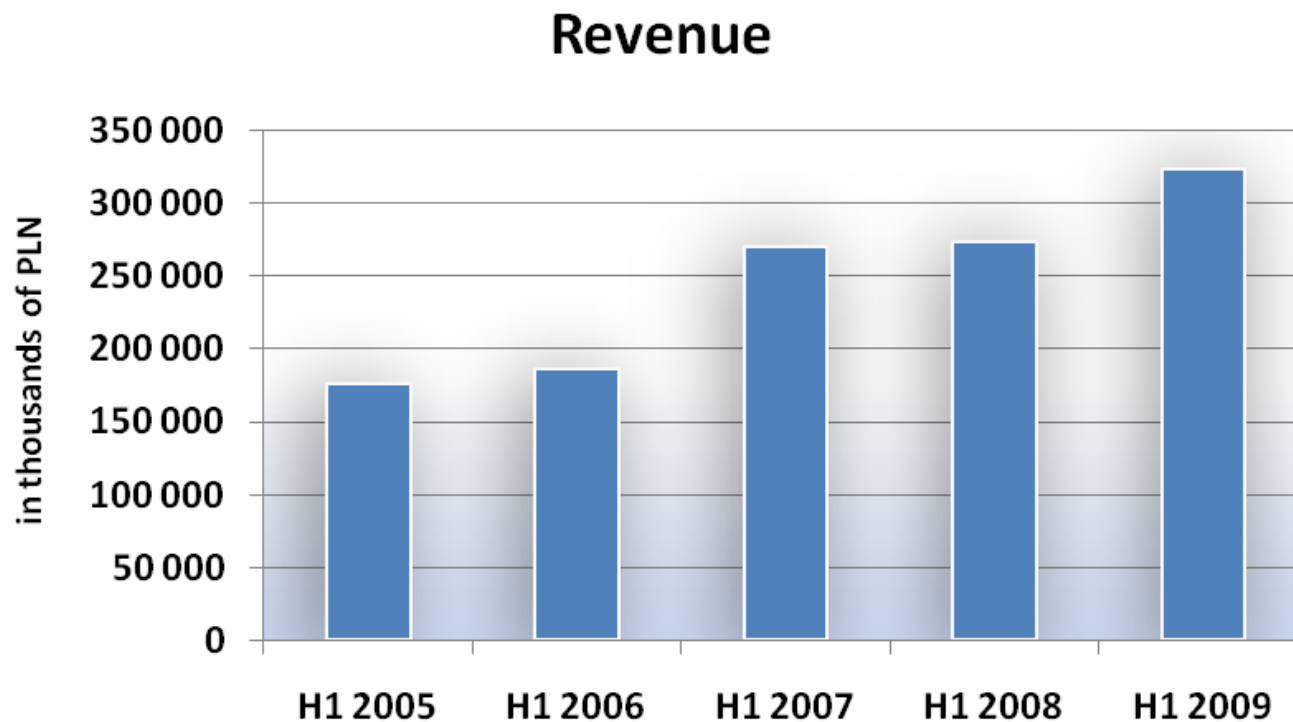
- Financial results
- Sales structure
- Human resources
- Backlog
- CCF FIZ subsidiaries
- Summary

Financial Results H1 2009

	H1 2009	H1 2008
Revenue	323,465	274,229
Operating result	(18,676)	10,148
Net result	(7,133)	160,052

In thousands of PLN

In H1 2009 Revenues from Sales Increased by 18 %

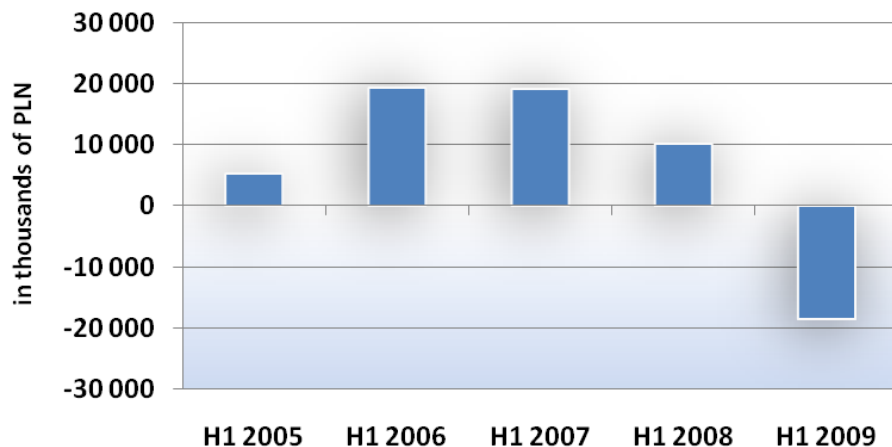


Comparison of the Financial Results for H1 2009 and H1 2008

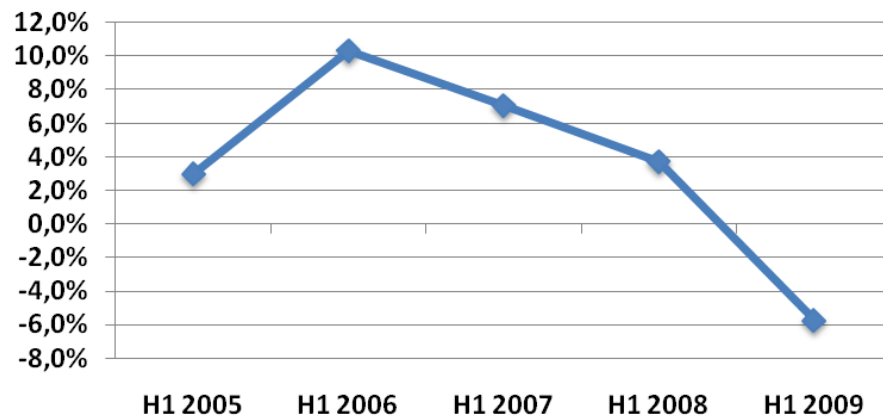
Comarch Group	H1 2009	H1 2008	Change %
Revenue	323,465	274,229	18.0%
Depreciation	24,208	9,382	158.0%
Nominal operating result (according to the IFRS)	-18,676	10,148	-284.0%
Nominal net result attributable to the company's shareholders (according to the IFRS)	-7,133	160,052	-104.5%
Nominal EBIT margin	-5.8%	3.7%	
Nominal net margin	-2.2%	58.4%	
Nominal EBITDA (operating profit + depreciation)	5,532	19,530	-71.7%
Nominal EBITDA margin	1.7%	7.1%	

Operating Margin H1 2005 –H1 2009

Operating Profit

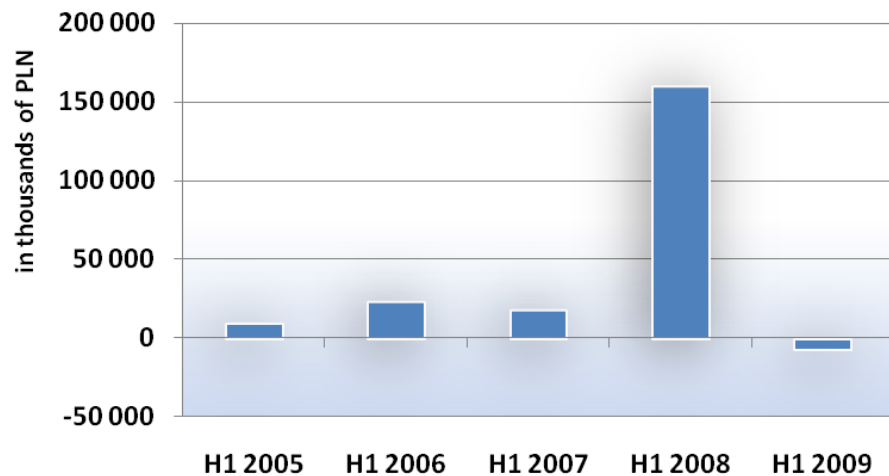


Operating Margin

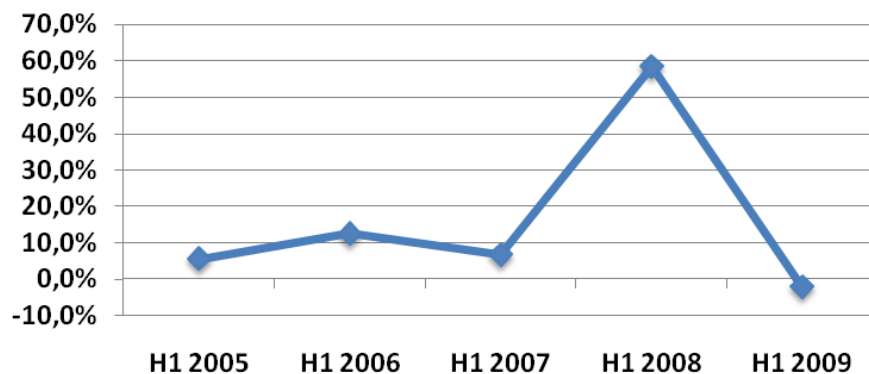


Net Margin H1 2005 – H1 2009

Net Profit attributable to the Company's Shareholders

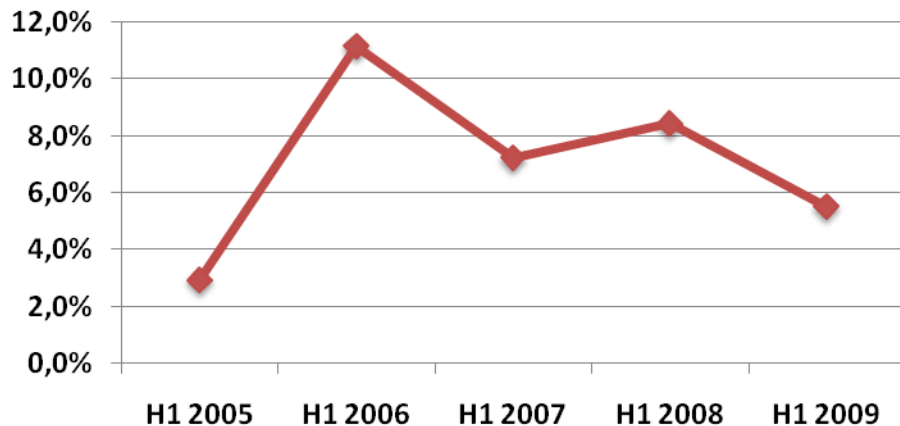


Net Margin

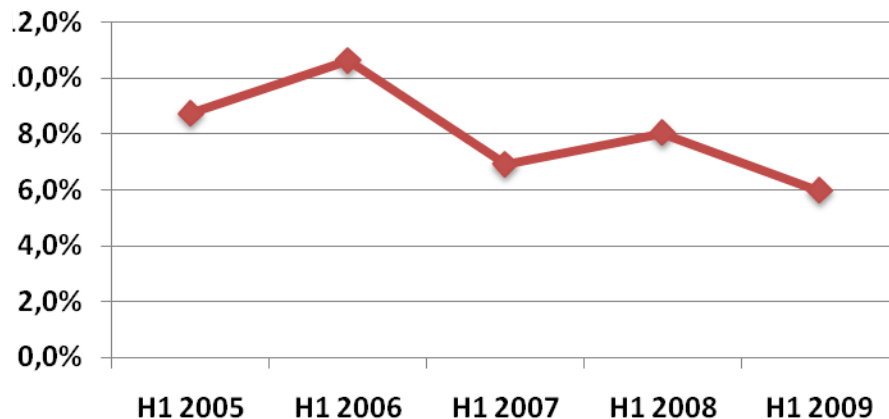


Adjusted EBIT Margin and Adjusted Net Margin H1 2005 – H1 2009

Adjusted Operating Margin

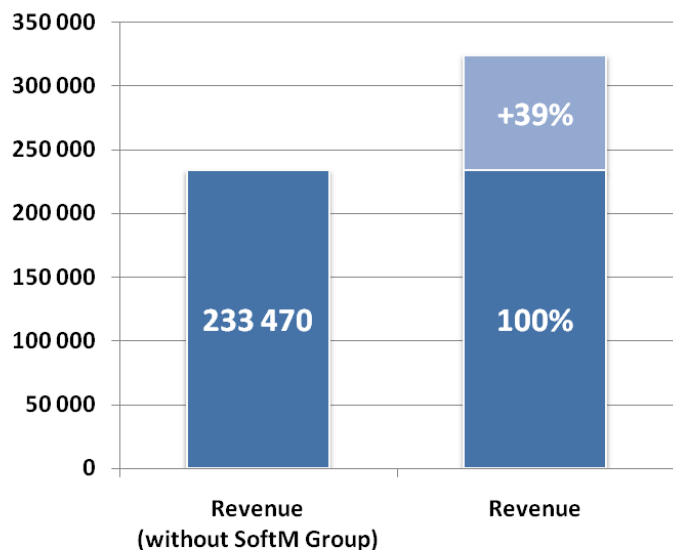


Adjusted Net Margin

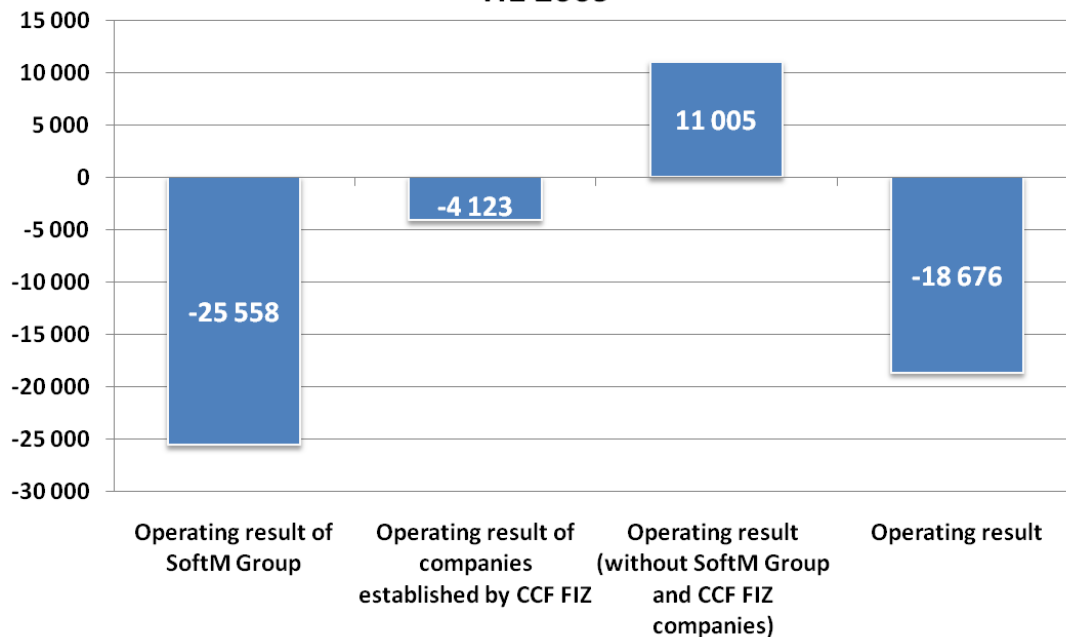


Impact of SoftM Group and companies established by CCF FIZ on Comarch Group's Revenue and Operating Result

H1 2009



H1 2009

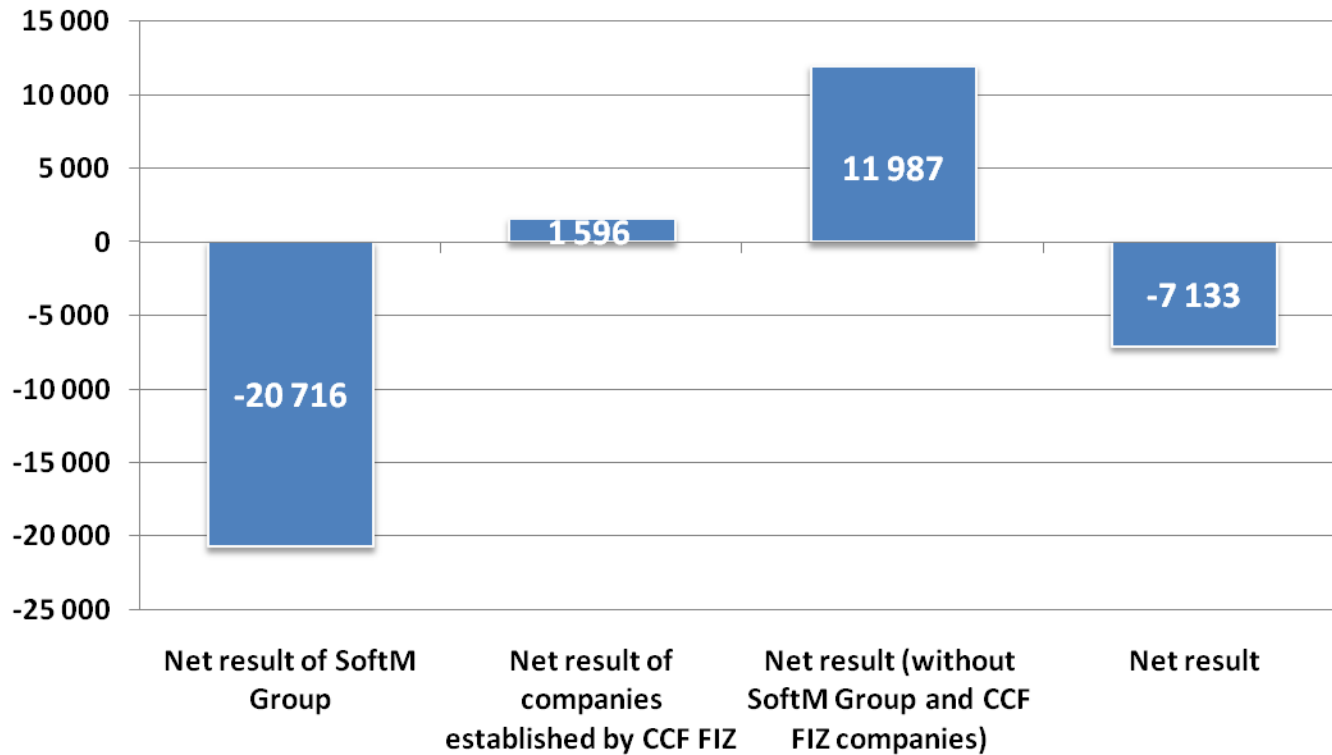


Comparison of the Net Results for H1 2009 and H1 2008 after Eliminating One-Off Events

Comarch Group	H1 2009	H1 2008	Change
Nominal net profit (according to the IFRS)	-18,676	10,148	-284.0%
Earnings impact of the costs of the managerial option	-1,490	-2,970	
Impact on earnings of the CCF FIZ and companies where CCF FIZ is a shareholder	-4,123	-1,453	
Impact on earnings of the provisions for premium from profit achieved in H1	-429	-8,602	
SoftM Group's operating profit	-25,558	0	
Adjusted operating profit	12,924	23 173	-44.2%
Adjusted EBIT margin	5.5%	8.5%	
Adjusted EBITDA (operating profit + depreciation (without SoftM))	23,932	32,555	-26.5%
Adjusted EBITDA margin	7.4%	11.9%	

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

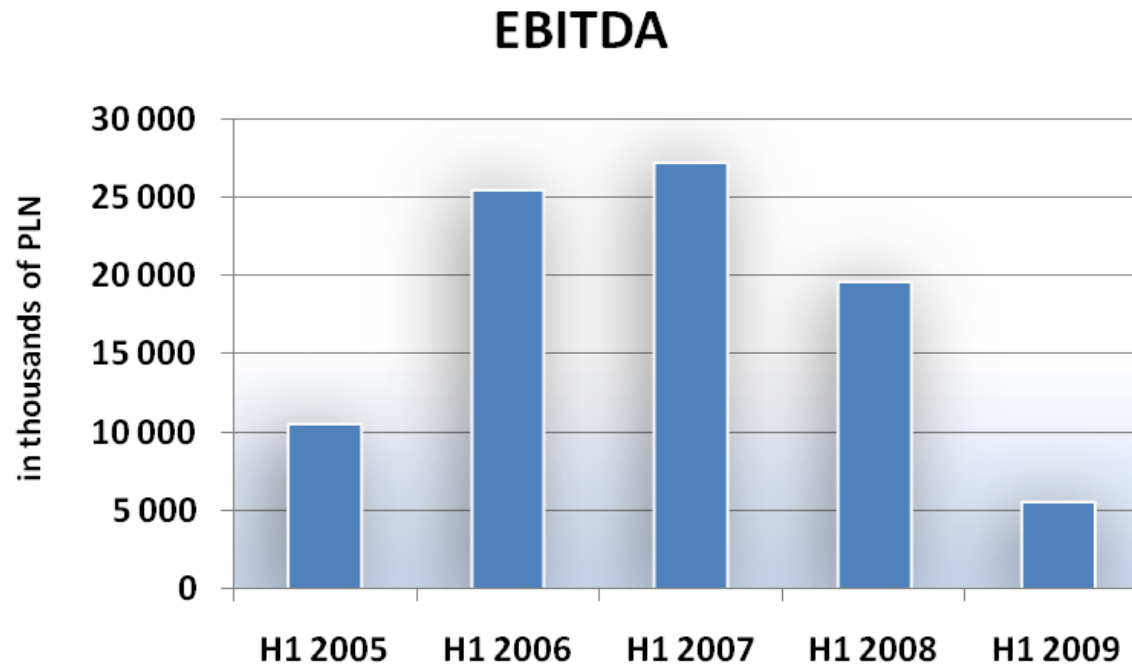
H1 2009



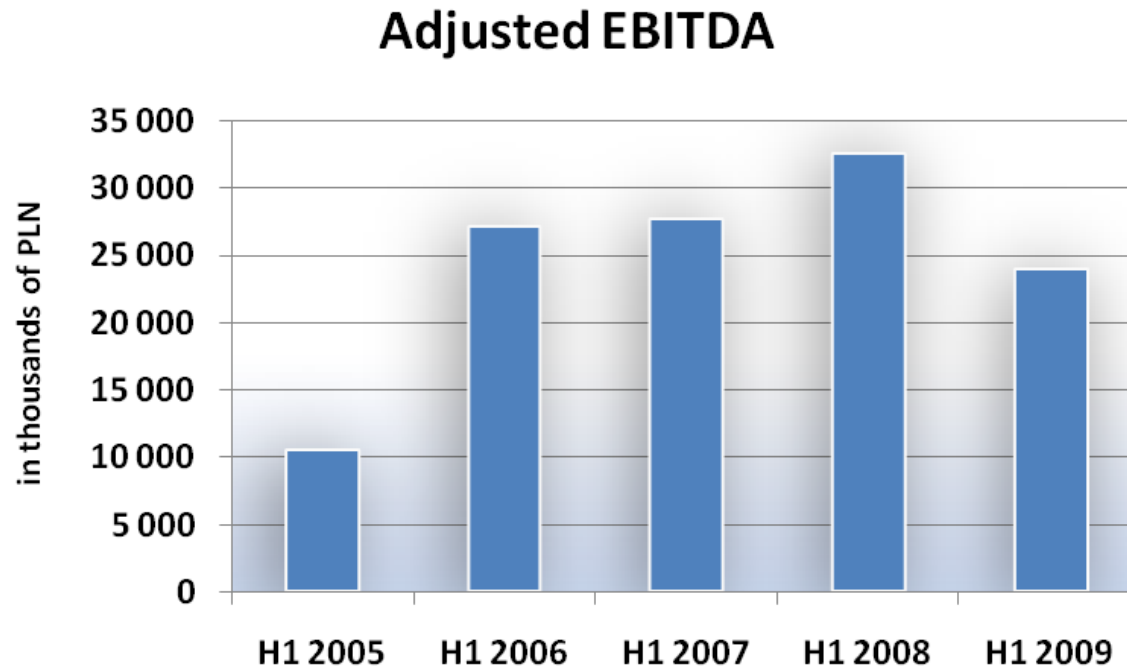
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Comarch Group	H1 2009	H1 2008	Change
Nominal net profit (according to the IFRS)	-7,133	160,052	-104.5%
Earnings impact of the costs of the managerial option	-1,490	-2,970	
Impact on earnings of the CCF FIZ and companies where CCF FIZ is a shareholder	1,596	1,881	
Impact on earnings of the provisions for premium from net profit achieved in H1	-429	-8,602	
Impact of asset and provision on earnings due to deferred tax (due to activities in Special Economic Zone)	0	-4,804	
Impact of the valuation of net assets of CCF FIZ on earnings due to sale of INTERIA.PL S.A. shares	0	152,556	
SoftM Group's net profit	-20,716	0	
Adjusted net profit	13,906	21,991	-36.8%
Adjusted net margin	6.0%	8.0%	

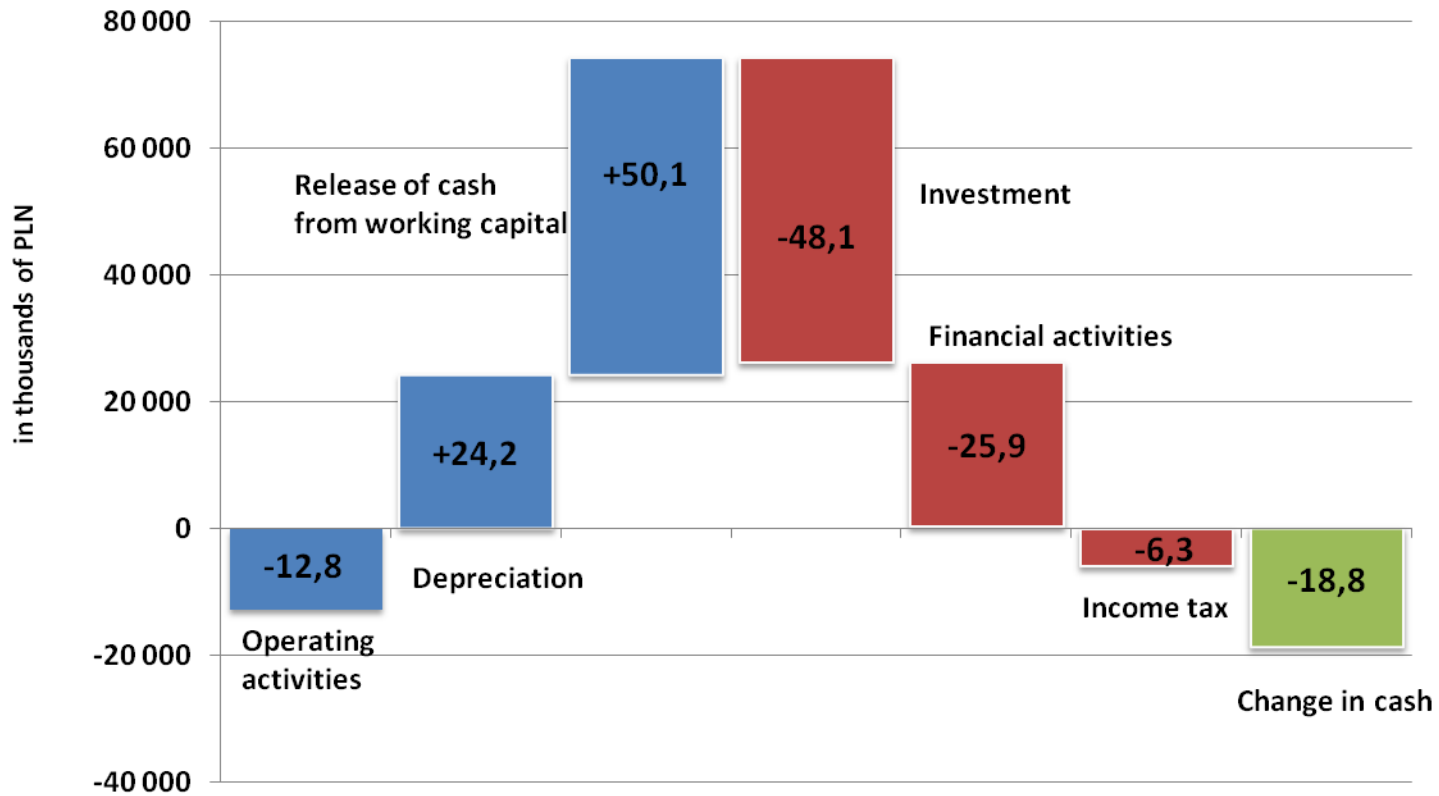
Nominal EBITDA H1 2005 – H1 2009



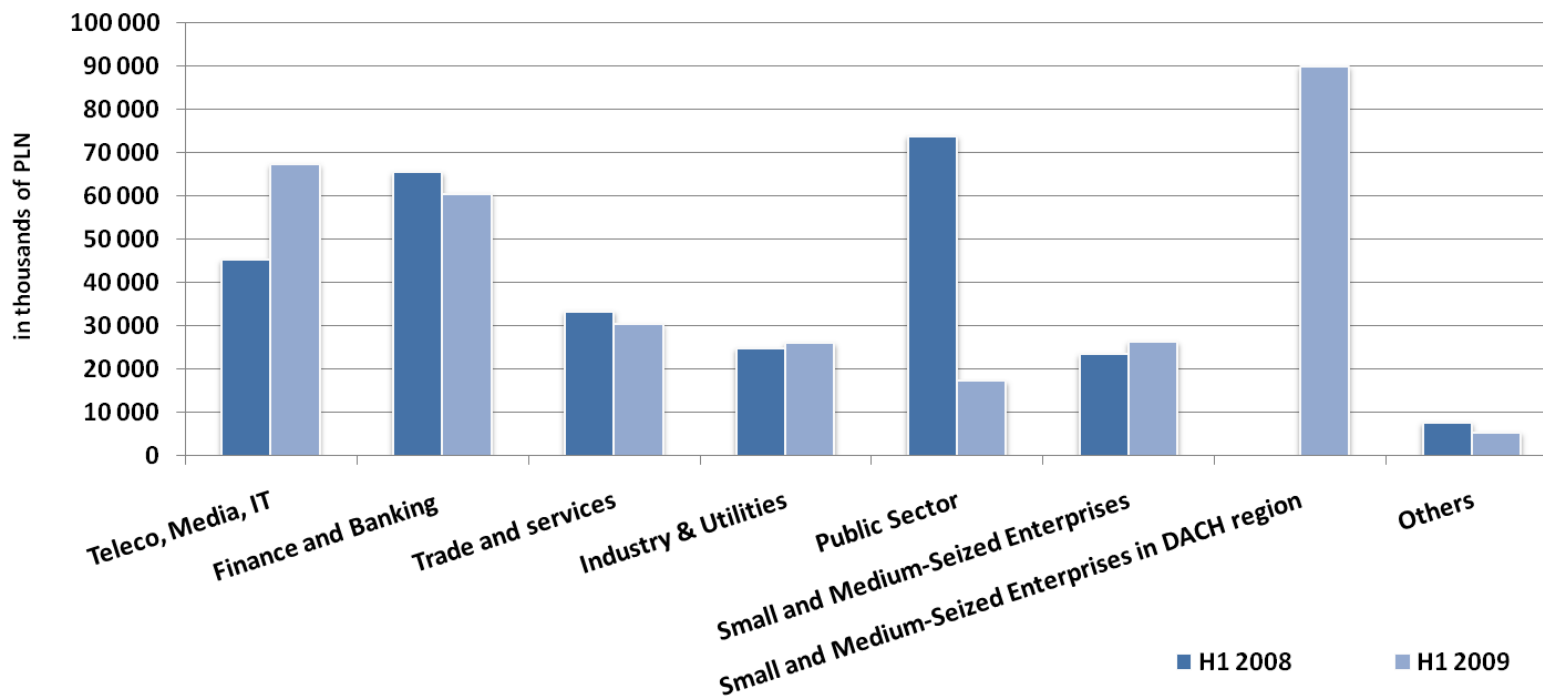
Adjusted EBITDA H1 2005 – H1 2009



Cash Flow H1 2009



Revenue from Sectors H1 2008 and H1 2009



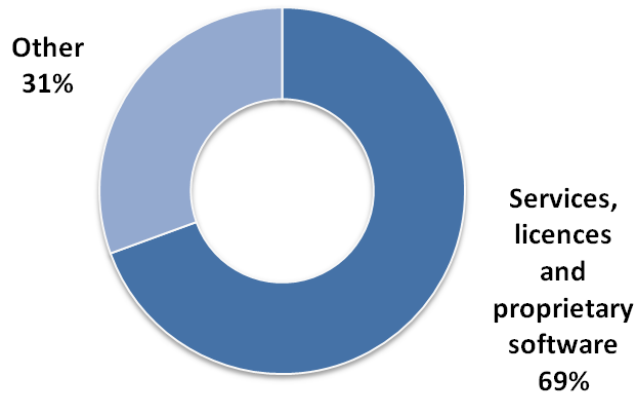
In thousands of PLN

Market Sales Structure

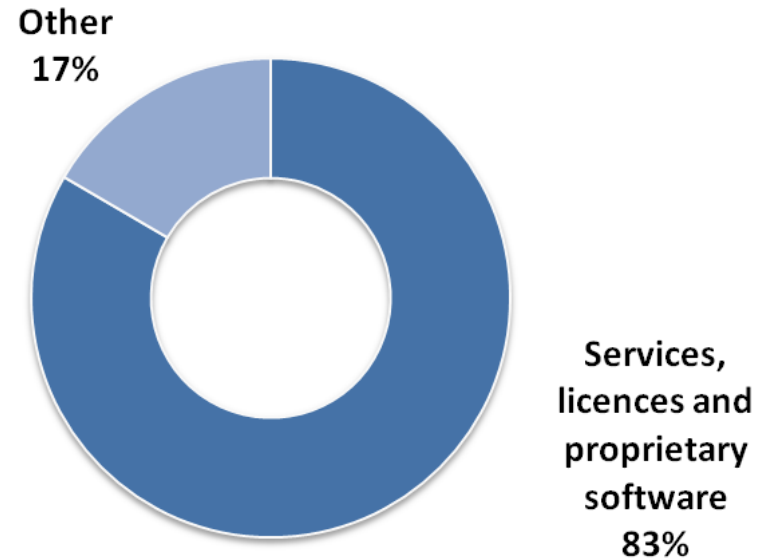
	H1 2009	%	H1 2008	%
Telecommunications, Media, IT	67,367	20.8%	45,294	16.5%
Finance and Banking	60,622	18.8%	65,551	23.9%
Trade and Services	30,424	9.4%	33,426	12.2%
Industry & Utilities	26,109	8.1%	24,871	9.1%
Public Sector	17,271	5.3%	73,945	26.9%
Small and Medium- Seized Enterprises – Poland	26,321	8.1%	23,493	8.6%
Small and Medium- Seized Enterprises – DACH	89,976	27.8%	-	-
Others	5,375	1.7%	7,649	2.8%
TOTAL	323,465	100.0%	274,229	100.0%

Products Sales Structure

Sales Structure H1 2008



Sales Structure H1 2009

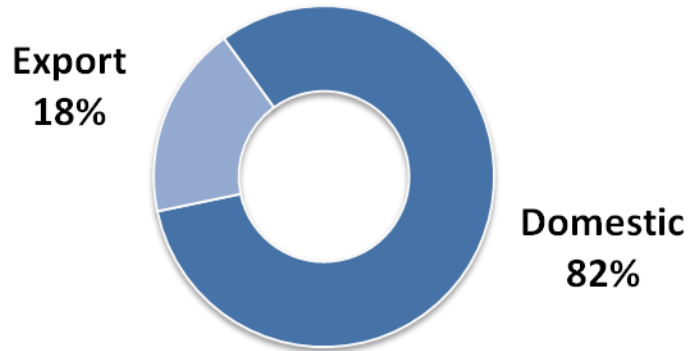


Products Sales Structure

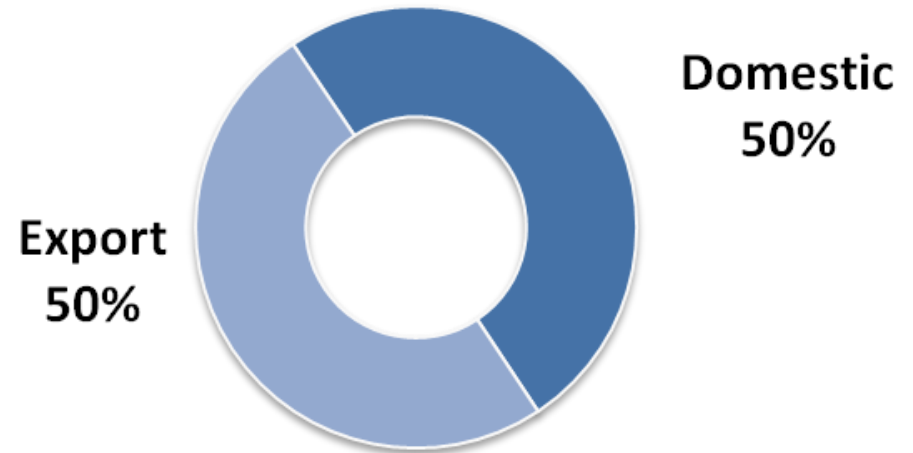
	H1 2009	%	H1 2008	%
Services	237,989	73.6%	151,907	55.4%
Proprietary Software	31,838	9.8%	38,557	14.1%
Third-party Software	21,596	6.7%	11,631	4.2%
Hardware	25,935	8.0%	63,152	23.0%
Others	6,107	1.9%	8,982	3.3%
TOTAL	323,464	100.0%	274,229	100.0%

Geographical Sales Structure

H1 2008



H1 2009



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 **30th of June, 2009**, the Comarch Group had 2 866 employees (excluding employees in SoftM Group and MKS Cracovia SSA), i.e. 43 less than at the end of the previous year (a decrease of 1.5%)

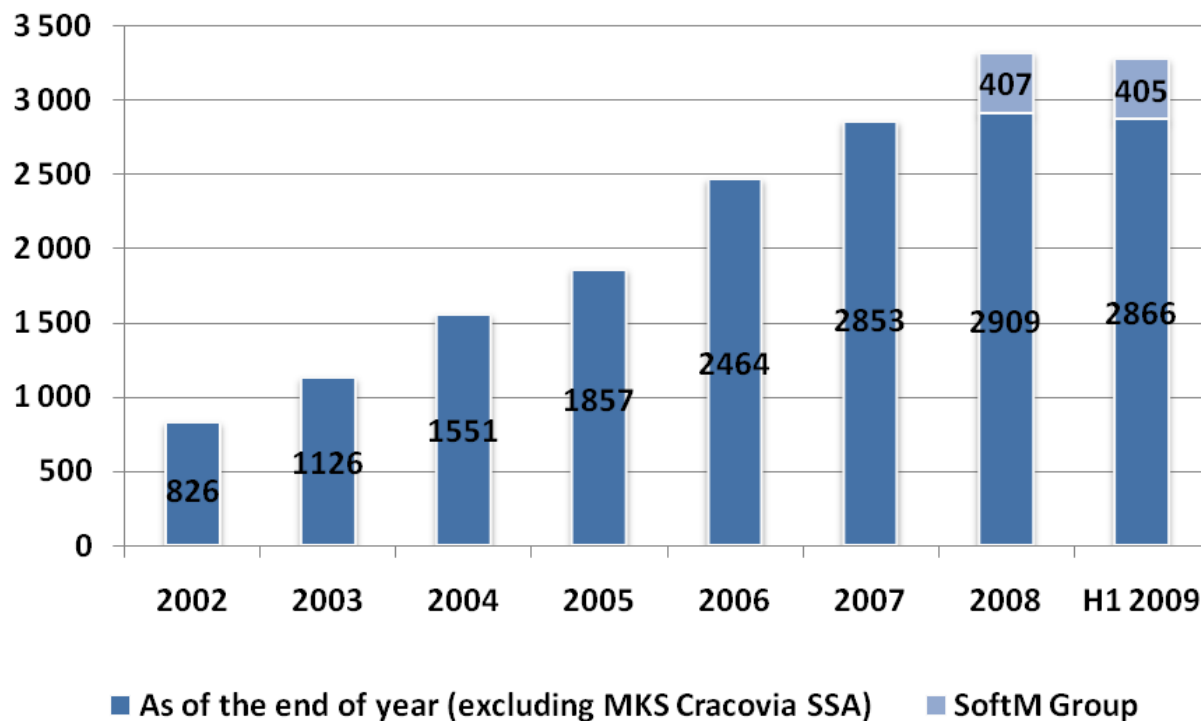
As of **30th of June, 2009**, the SoftM Group had 403 employees

Within the current year we are keeping watch over costs – employment in Comarch won't be growing; in SoftM we are conducting a restructuring programme called DASD

Employment in Comarch Group

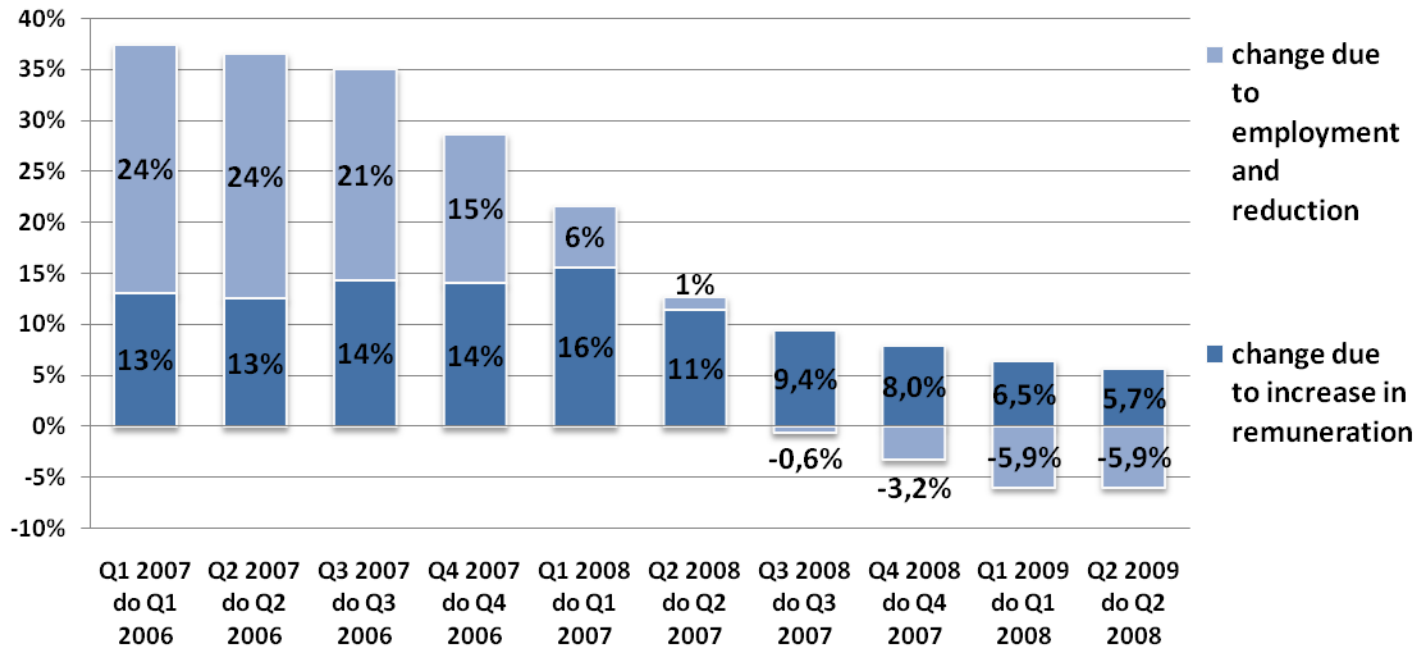
(excluding employees in MKS Cracovia SSA)

Human Resources



Employment Costs 2007 - 2009

Change in Remuneration



Backlog for 2009

As of the 31st of July, 2009, revenues contracted for the current year amounted to 487 million PLN and were lower by 0.6% than in the previous year.

Contracted revenues from the sales of services and proprietary software amounted to 396.2 million PLN and were higher by 7.3 % than in the previous year.

Share of export sales in total sales amounted to 24.2 %.

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 H1 2009 amounted to circa 4 million PLN, revenue amounted to circa 0.8 million PLN.

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

Purchase of Comarch SA Shares by CCF FIZ

- Project under execution
- Transaction is planned for Q4 2009
- The decision depends on capital market situation and business development

DASD in SoftM

- Restructuring programme called DASD implemented at the end of Q2 2009 (*Decentralization of organization, lean Administration, Sales driven organization, Development increase*)
- Significant reduction of employment and expenses
- Q2 results include the costs of DASD in the amount of 3.2 million EUR). We expect savings in the amount of circa 6 million EURO by the end of 2010
- Change in organizational structure and company management methods
- Pressure on sales development and investment in new products

H1 2009 Situation Summary

- Significant increase of revenue in H1 2009 and positive level of consolidated EBITDA
- Export sales constitute 50% of revenue in the Group
- Despite economic slowdown, we achieve good financial results on core activity, negative influence of SoftM
- Slight decrease in employment as well as control of costs level
- Strong development of export sales, concentration on DACH market

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Thank you

