

COMARCH

Financial Results Q1 2010

Konrad Tarański – CFO

19th of May 2010, Krakow

Agenda

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

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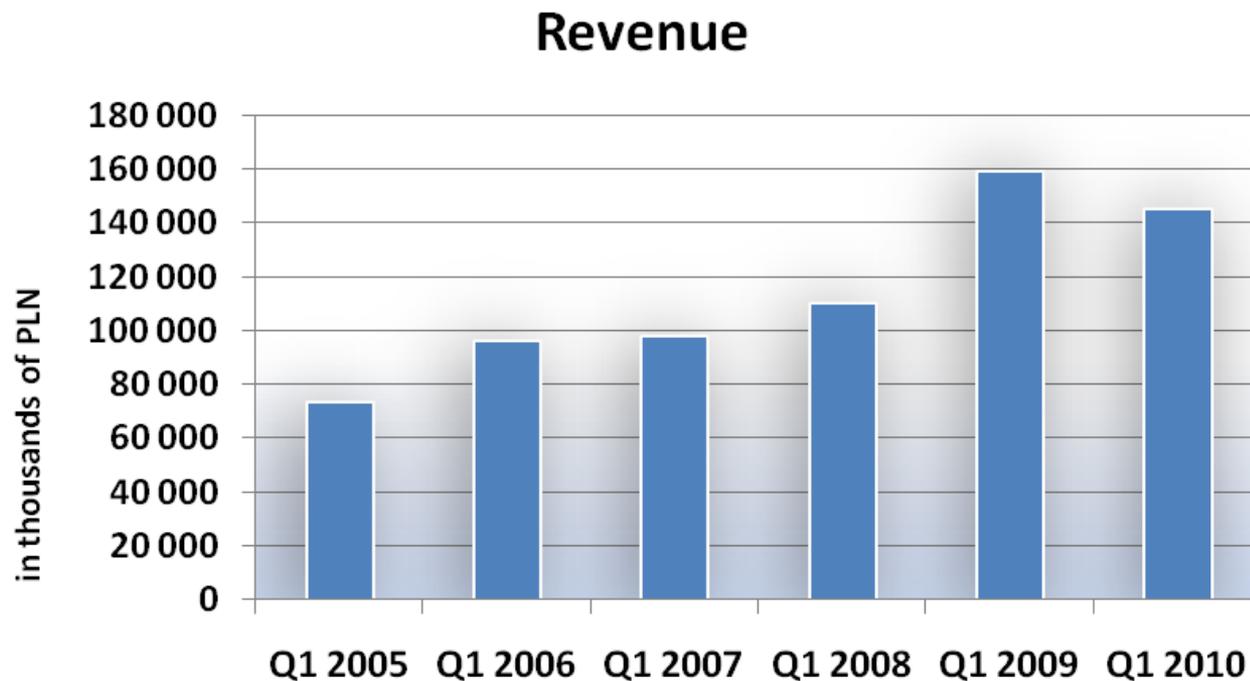
- **Financial results**
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Financial Results Q1 2010

	Q1 2010	Q1 2009
Revenue	145,714	159,691
Operating result	-3,142	-5,913
Net result	-121	-2,864

In thousands of PLN

Revenue Q1 2010



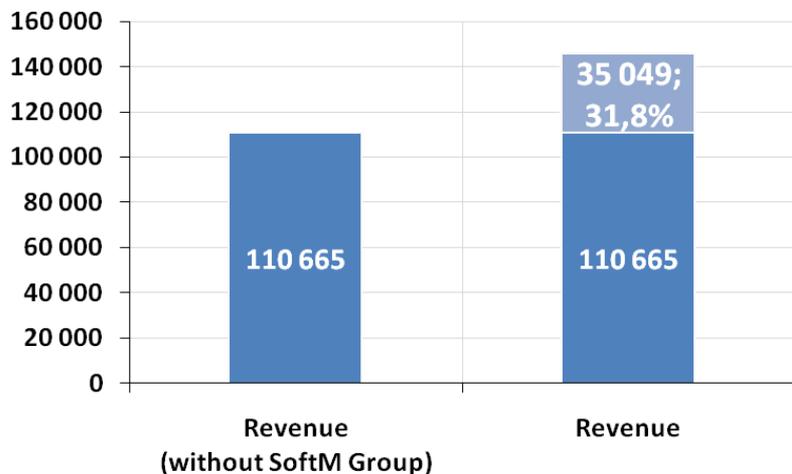
In thousands of PLN

Comparison of the Financial Results for Q1 2010 and Q1 2009

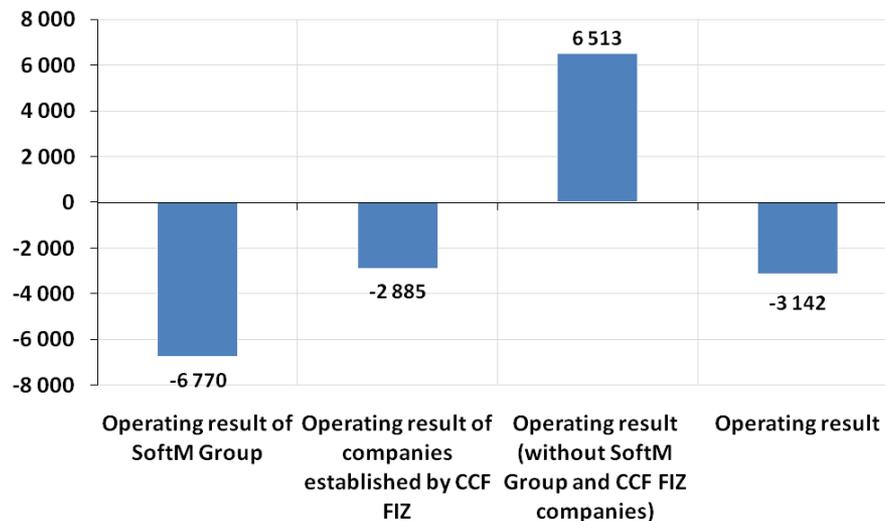
Comarch Group	Q1 2010	Q1 2009	Change
Revenue	145,714	159,691	-8.8%
Depreciation	11,497	9,159	+25.5%
Nominal operating profit (according to the IFRS)	-3,142	-5,913	+46.9%
Nominal net profit attributable to the company's shareholders (according to the IFRS)	-121	-2,864	+95.8%
Nominal EBIT margin	-2.2%	-3.7%	
Nominal net margin	-0.1%	-1.8%	
Nominal EBITDA (operating profit + depreciation)	8,355	3,246	+157.4%
Nominal EBITDA margin	5.7%	2.0%	

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

Q1 2010



Q1 2010



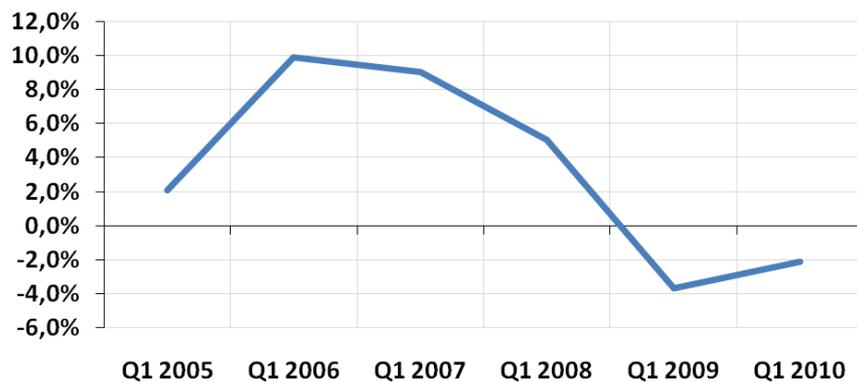
In thousands of PLN

Comparison of the Operating Profits for Q1 2010 and Q1 2009 after Eliminating One-Off Events

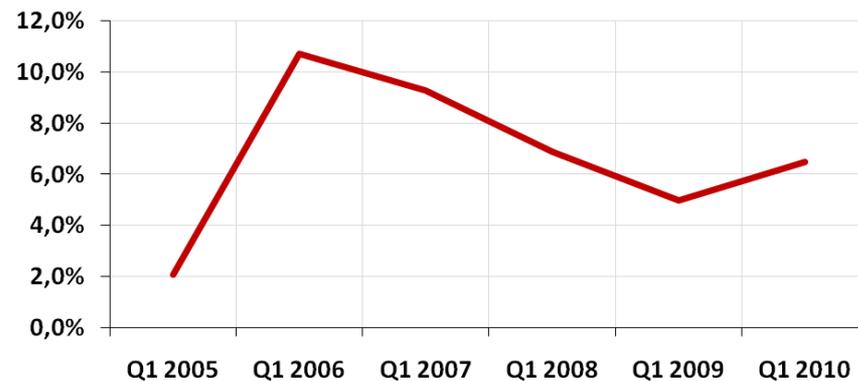
Comarch Group	Q1 2010	Q1 2009	Change
Nominal operating profit (according to the IFRS)	-3,142	-5,913	+46.9%
Earnings impact of the costs of the managerial option	-660	-745	
Impact on earnings of the CCF FIZ and companies where CCF FIZ is a shareholder	-2,885	-2,049	
SoftM Group's operating profit	-6,770	-8,766	
Adjusted operating profit	7,173	5,647	+27.0%
Adjusted EBIT margin	6.5%	5.0%	
Adjusted EBITDA (operating profit + depreciation)	13,177	10,842	+21.5%
Adjusted EBITDA margin	11.9%	9.5%	

EBIT Margin Q1 2005 – Q1 2010

Operating margin

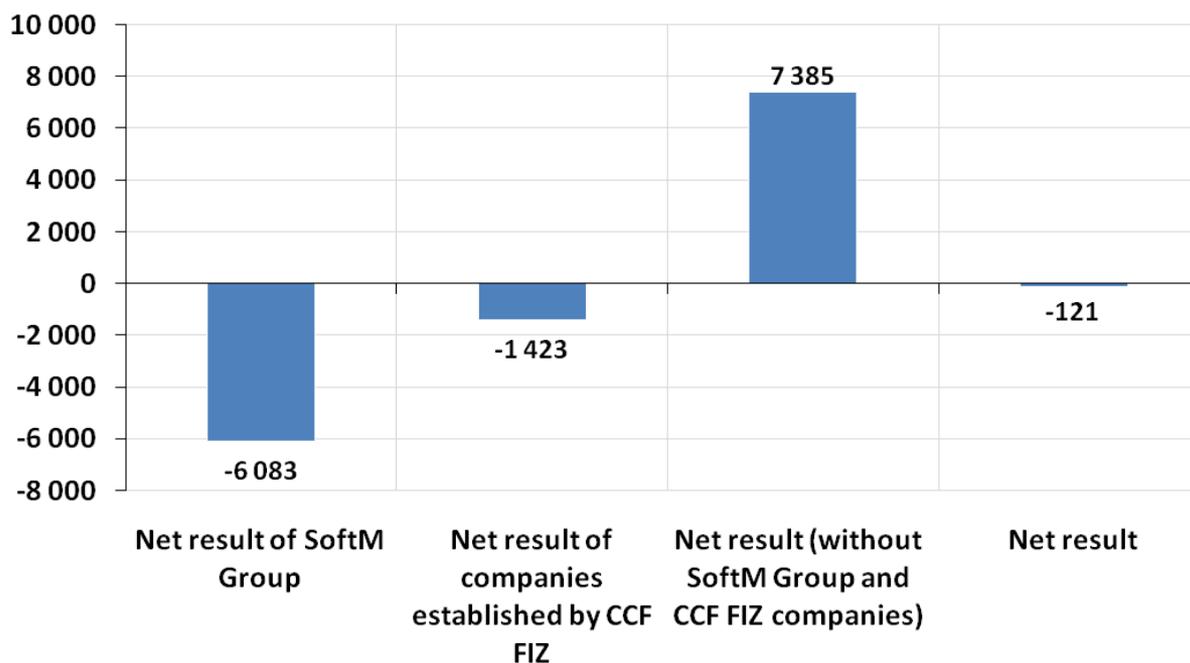


Adjusted operating margin



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

Q1 2010



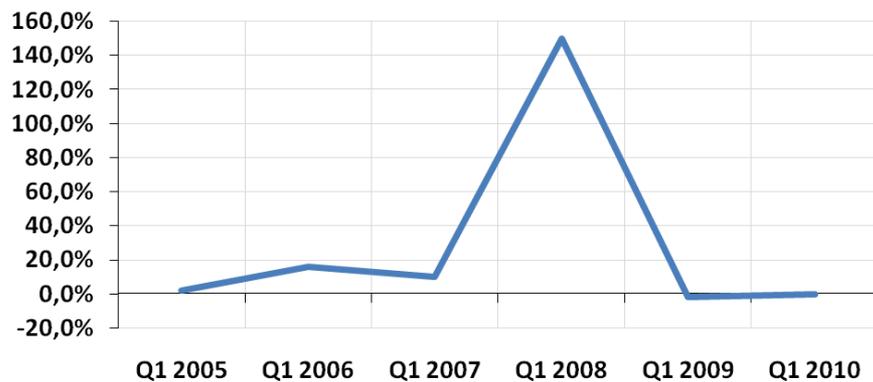
In thousands of PLN

Comparison of the Net Profits for Q1 2010 and Q1 2009 after Eliminating One-Off Events

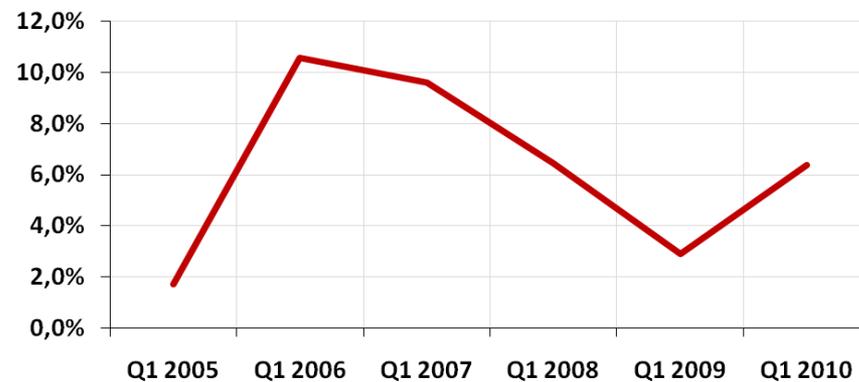
Comarch Group	Q1 2010	Q1 2009	Change
Nominal net profit (according to IFRS)	-121	-2,864	+95.8%
Earnings impact of the costs of the managerial option	-660	-745	
Impact on earnings of the CCF FIZ and companies where CCF FIZ is a shareholder	-1,423	2,175	
Impact of asset on earnings due to deferred tax (due to activities in Special Economic Zone)	-407	-	
Impact of provision on earnings due to deferred tax	1,211	-235	
Impact of asset on earnings due to tax loss in subsidiaries and temporary differences	171	-940	
SoftM Group's net result	-6,083	-6,381	
Adjusted net profit	7,070	3,262	+116.7%
Adjusted net margin	6.4%	2.9%	

Net Margin Q1 2005 – Q1 2010

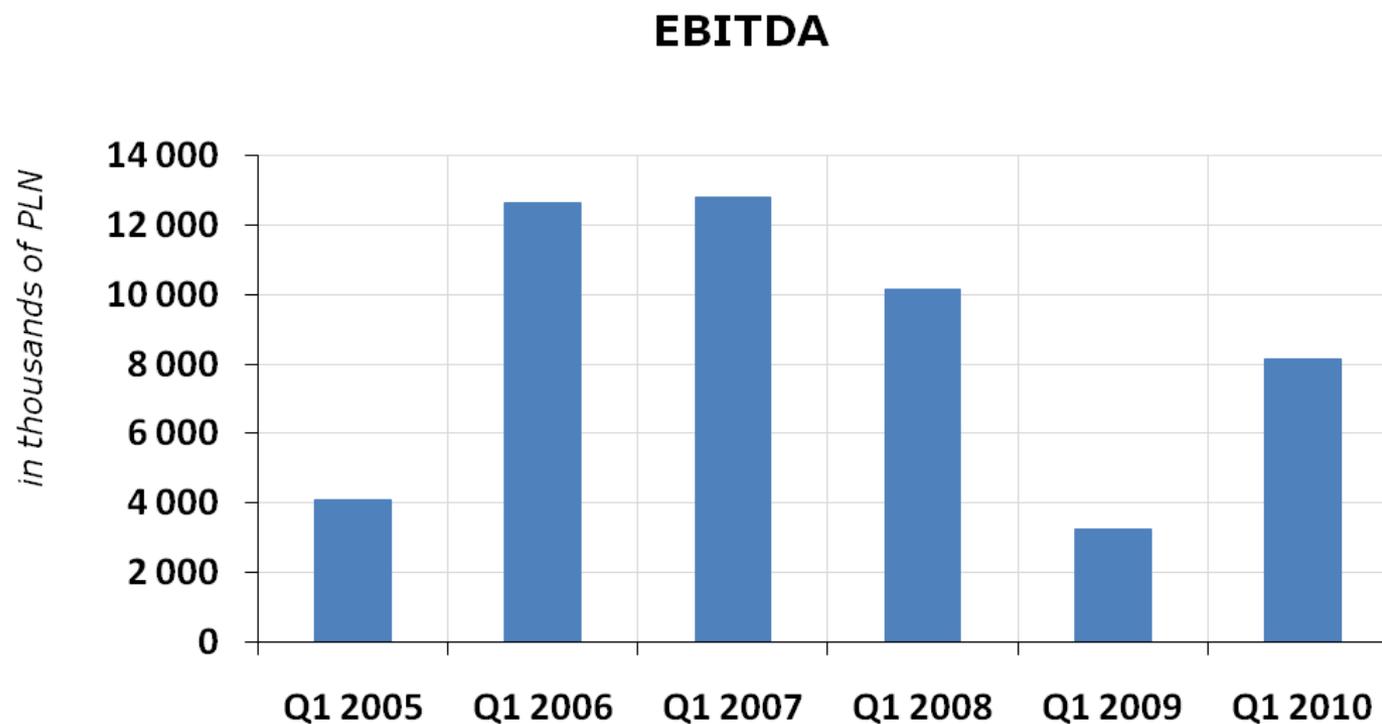
Net margin



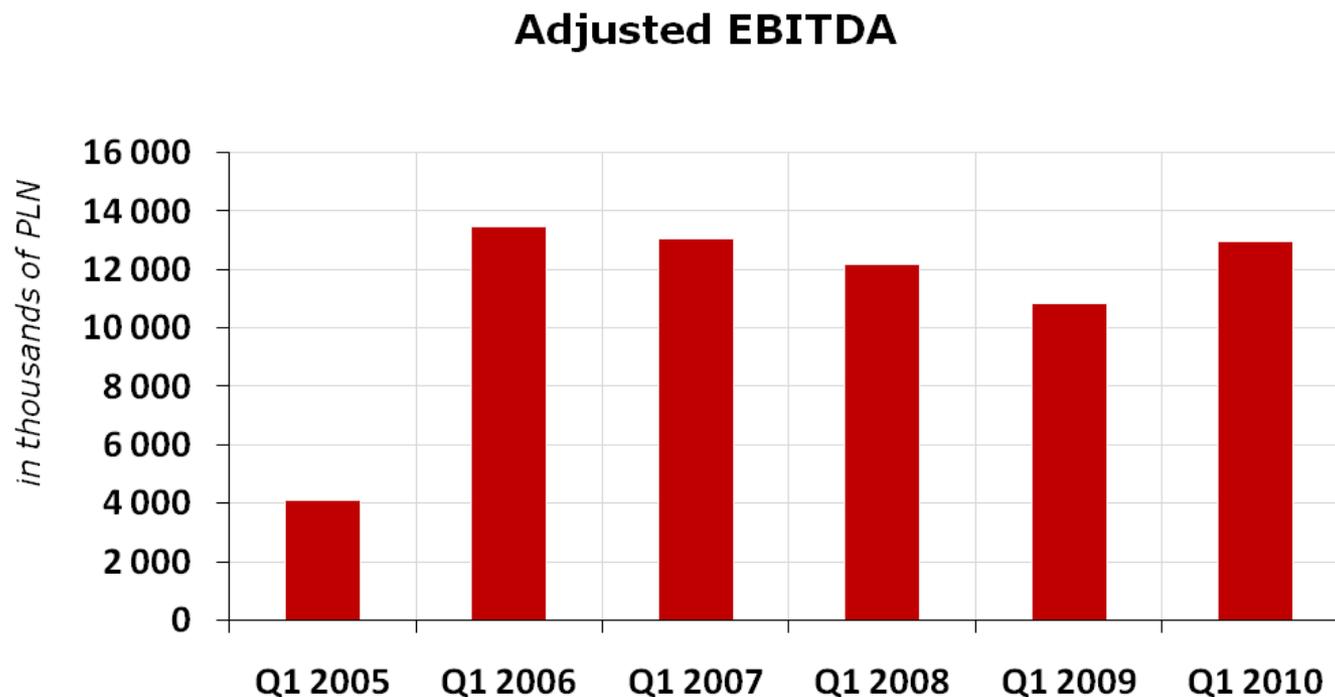
Adjusted net margin



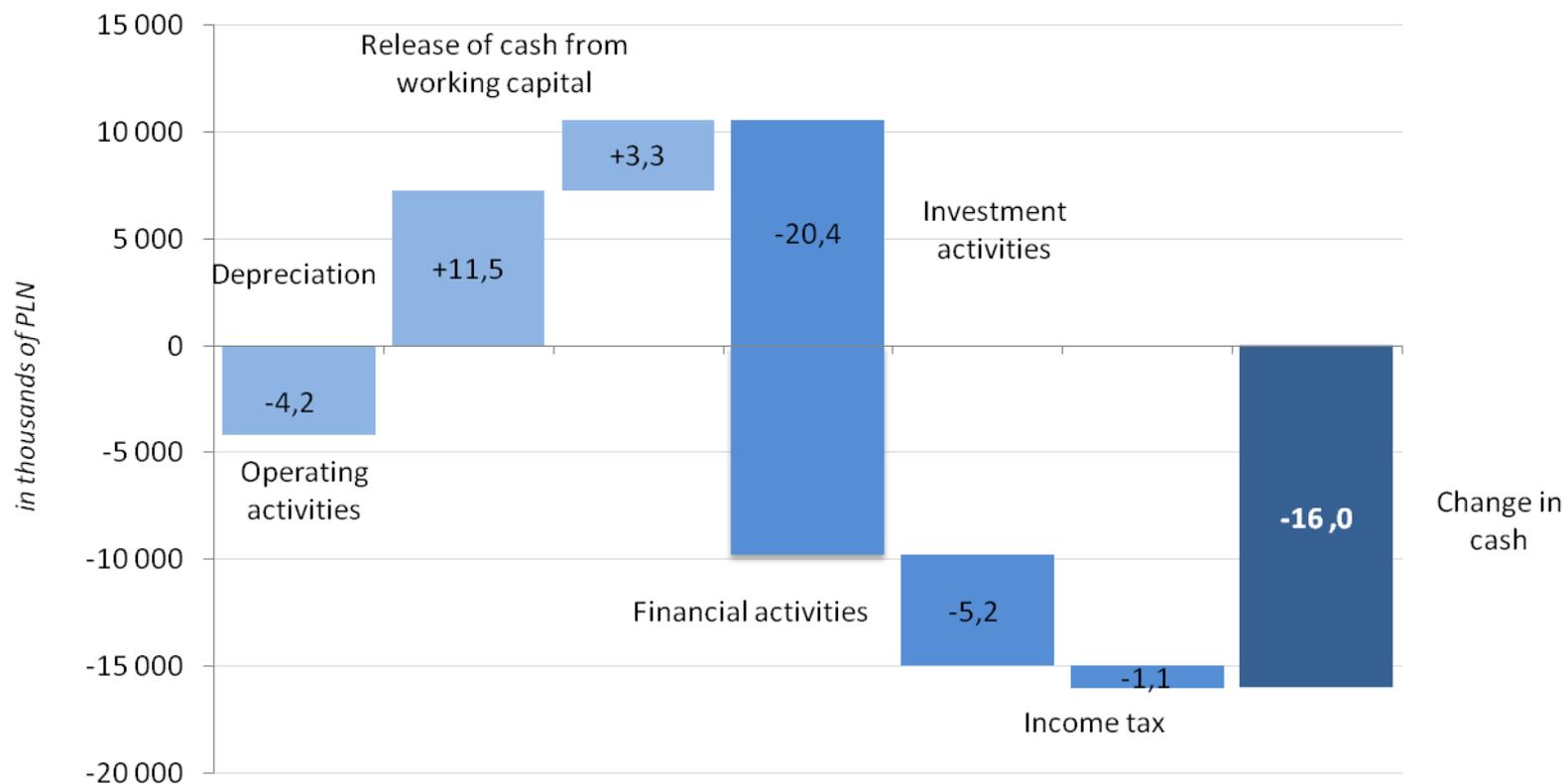
Nominal EBITDA Q1 2005 – Q1 2010



Adjusted EBITDA Q1 2005 – Q1 2010



Cash Flow Q1 2010

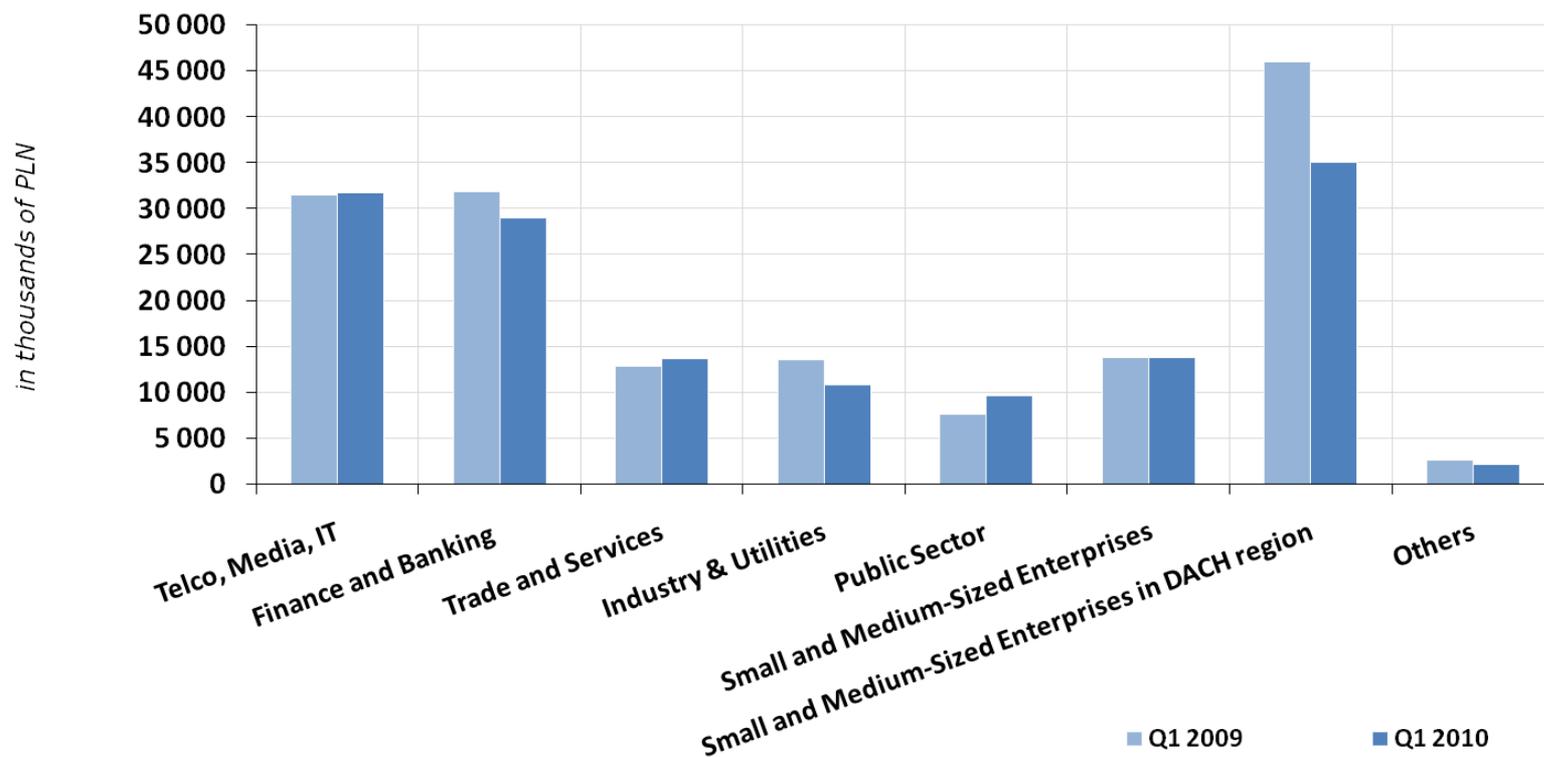


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Market Sales Structure Q1 2009 – Q1 2010

Revenue from Sectors Q1 2009 and Q1 2010



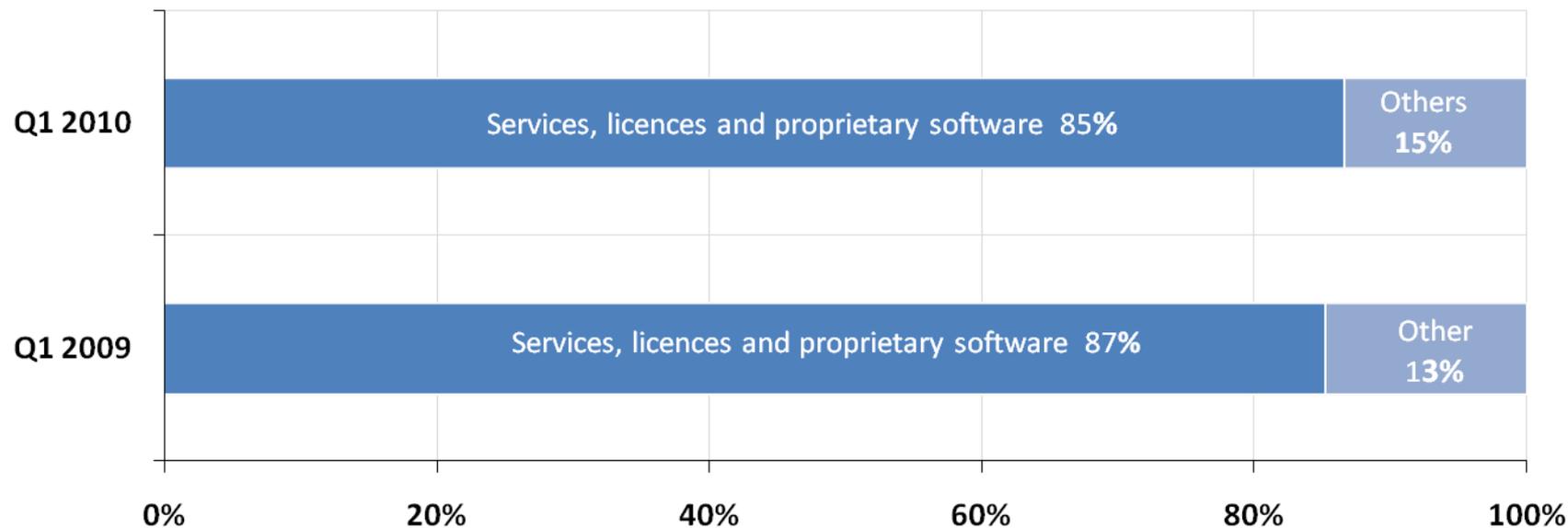
Market Sales Structure Q1 2009 – Q1 2010

Comarch Group	Q1 2010	%	Q1 2009	%
Telecommunications, Media, IT	31,660	21.7%	31,461	19.7%
Finance and Banking	28,938	19.9%	31,846	19.9%
Trade and Services	13,599	9.3%	12,845	8.1%
Industry & Utilities	10,858	7.5%	13,584	8.5%
Public Sector	9,666	6.6%	7,628	4.8%
Small and Medium- Sized Enterprises – Poland	13,833	9.5%	13,726	8.6%
Small and Medium- Sized Enterprises – DACH	35,049	24.1%	46,019	28.8%
Others	2,111	1.4%	2,582	1.6%
TOTAL	145,714	100.0%	159,691	100.0%

Products Sales Structure 2008 - 2009

Q1 2009 - Q1 2010

**Sales Structure
Q1 2009 vs Q1 2010**



Products Sales Structure 2008 - 2009

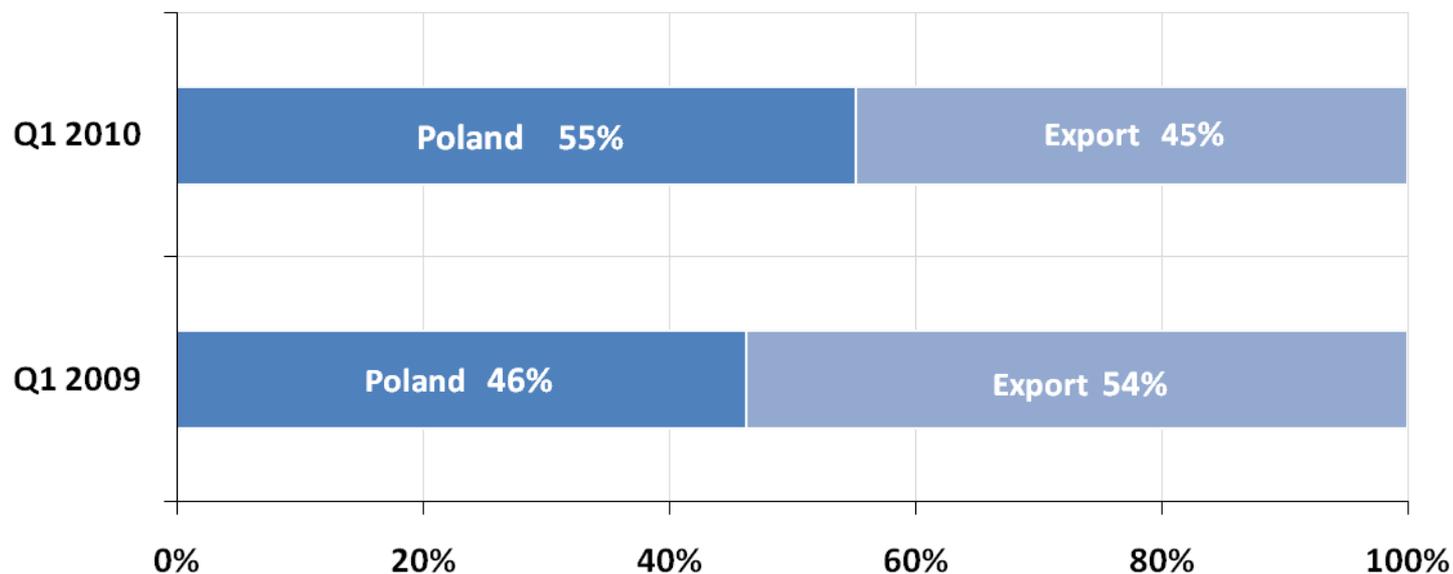
Q1 2009 – Q1 2010

Comarch Group	Q1 2010	%	Q1 2009	%
Services	104,468	71.7%	120,679	75.6%
Proprietary Software	19,681	13.5%	17,683	11.1%
Third-party Software	11,728	8.0%	7,936	5.0%
Hardware	7,140	4.9%	10,791	6.7%
Others	2,697	1.9%	2,602	1.6%
TOTAL	145,714	100.0%	159,691	100.0%

Geographical Sales Structure

Q1 2009 – Q1 2010

Q1 2009 vs Q1 2010



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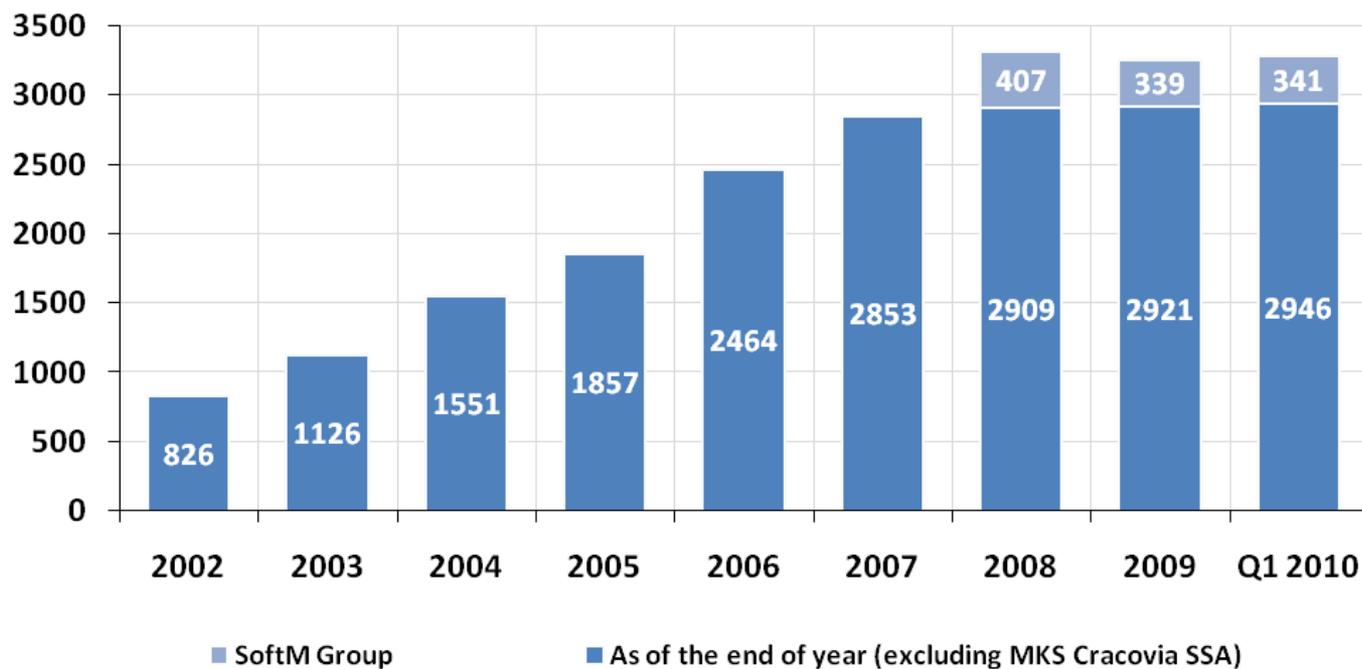
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Employment Level

- As of 31st of March ,2010 Comarch Group had 2 946 employees (excluding employees in SoftM Group and MKS Cracovia SSA), i.e. 25 more than at the end of 2009 (an increase of 1 %).
- As of 31st of March, 2010 SoftM Group had 341 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**

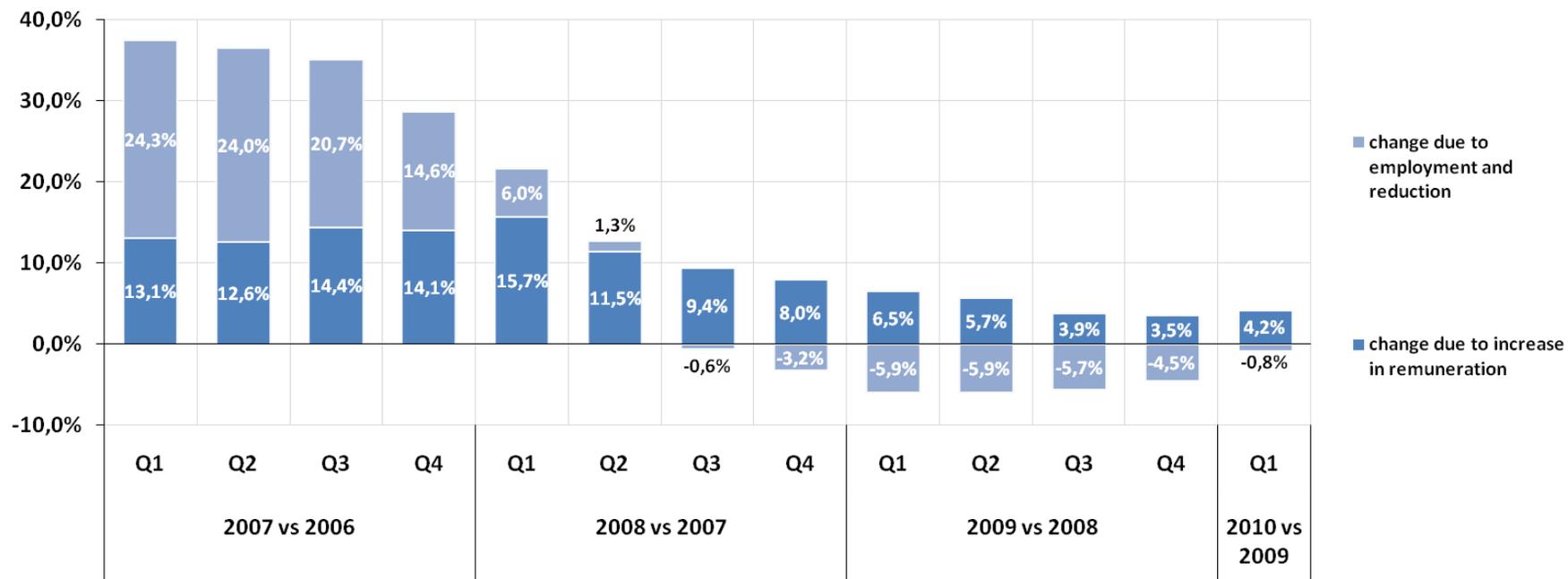
Employment in Comarch Group (excluding employees in MKS Cracovia SSA)

Human Resources



Employment Costs 2007-2010 (excluding SoftM Group)

Change in Remuneration

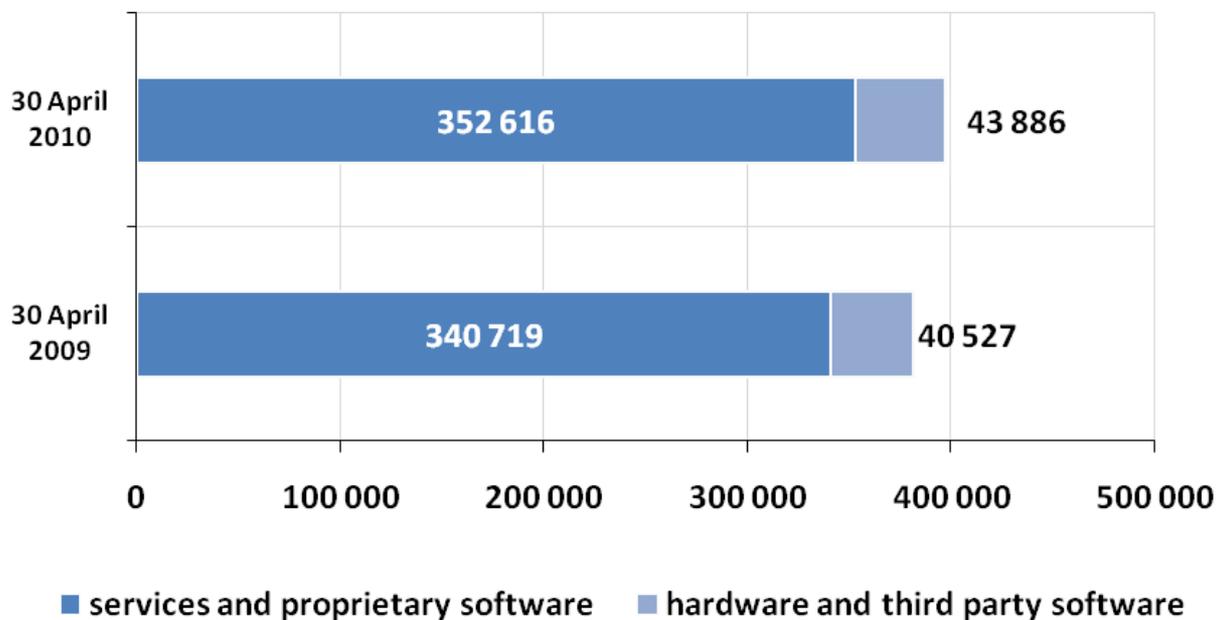


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Backlog for the Current Year (excluding SoftM Group)

Backlog for the current year



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Q1 2010 Situation Summary

- Good financial results in Q1, very high level of consolidated EBITDA
- Export sales constitute 45% of the Group's revenue, concentration on DACH market
- Dynamic development of activities in TMT sector
- Significant influence of exchange currencies on financial results in Q1 2010
- The continuation of restructuring program in SoftM, pressure on increase in sales
- 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
- Careful entrance into Asian markets
- Dynamic development of activities in TMT sector
- End of the restructuring program called DASD in SoftM
- Slight increase in employment level, further control of cost levels

COMARCH

Thank you