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# Comarch: Company overview 2008

**Konrad Tarański – Comarch CFO**

Deutsche Bank Second Annual Emerging Europe Conference  
Warsaw, October 3, 2008



## Comarch:

- Foundations
- Mission
- Business
- Expansion
- Global
- Infrastructure
- Vision

## Founder and History

- **1993** – Comarch established, initial

focus on commercial software based on R&D

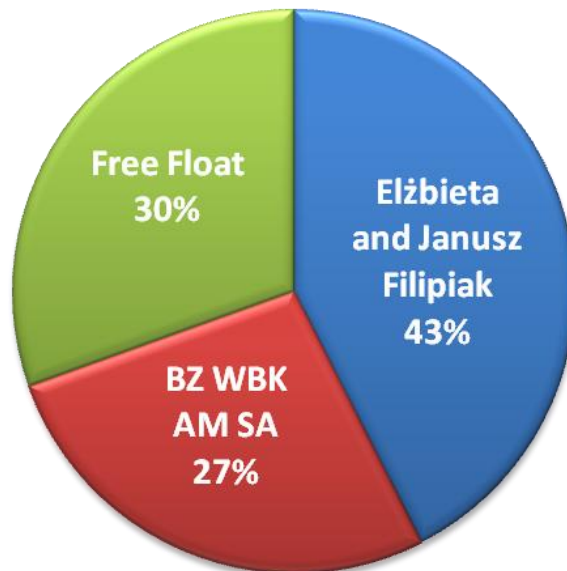


Founder & CEO **Prof. Janusz Filipiak**

- **1993-1999** Company with university background
- **1999** IPO on Warsaw Stock Exchange, 250 people, 32 Mio EUR revenue
- **2000** Starting of international activities, special economic zone
- **2000 – 2008** Dynamic growth, 2800 people, 170 Mio Euro revenue

# Shareholding Structure & Market Data

Shareholding Structure



Long-term planning possible thanks to a stable shareholding structure

## As of 31 August 2008:

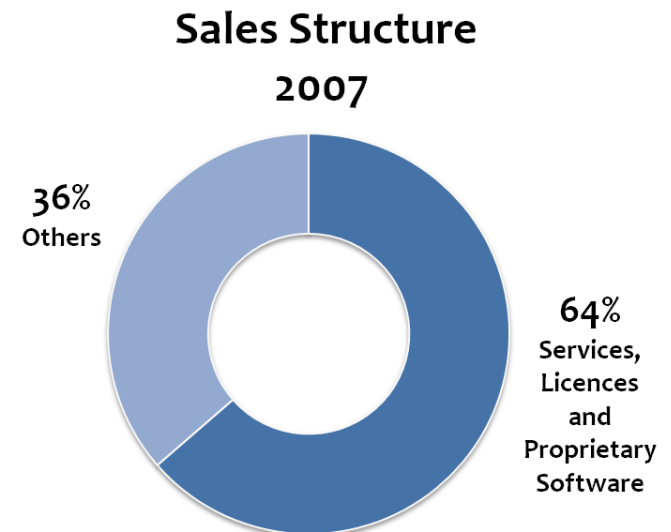
- Market Cap: 176 million EUR
- Free float: 53 million EUR
- Average 3 months volume: 0.22 million EUR
- Share price performance YTD: -58.2%
- 5Y share price performance: +185%

# The Mission in our Business

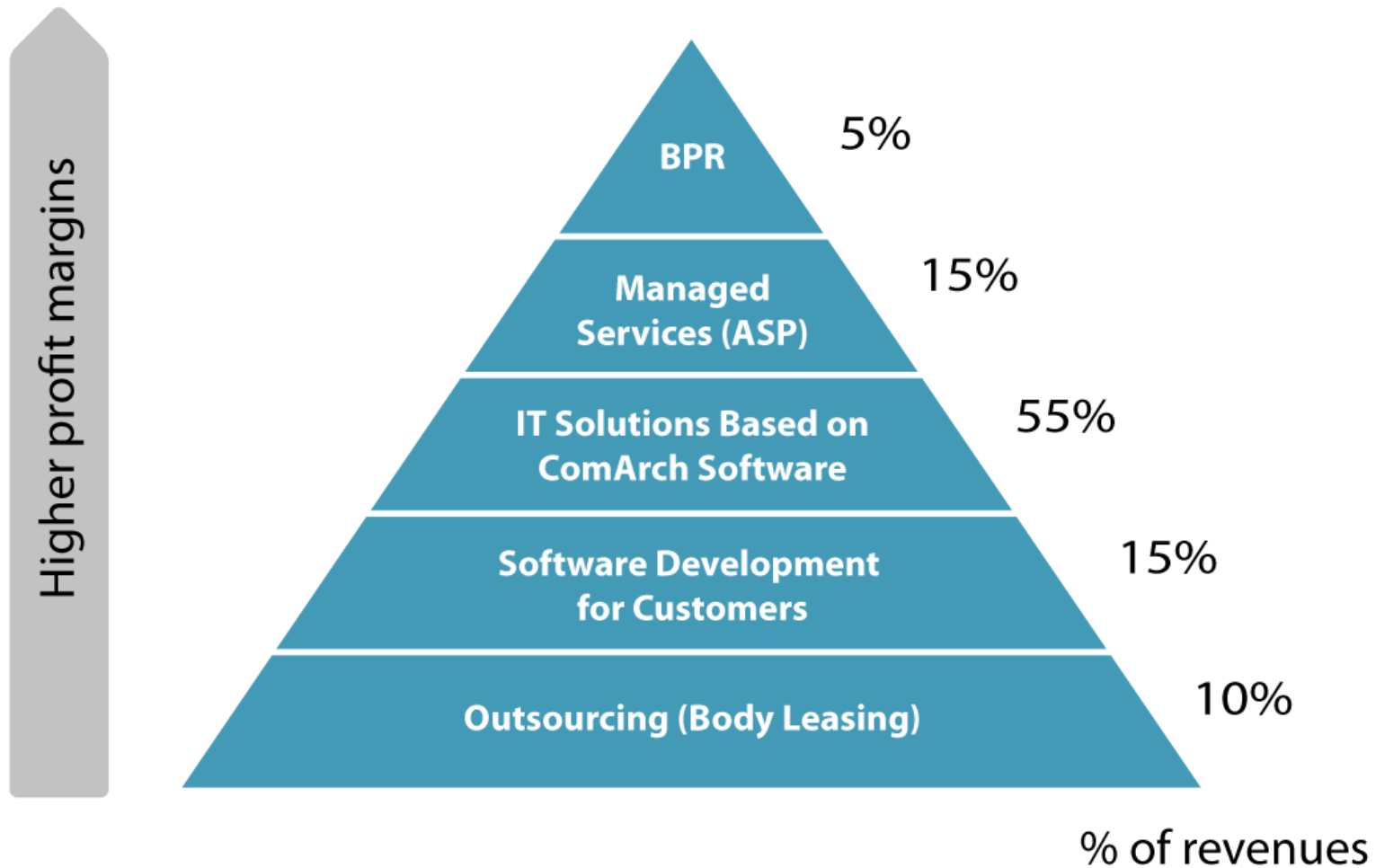
- Software house selling products as a service
- Significant investment in Research and Development
- Diversification of business sectors
- Empowering graduates from the best universities
- Strong direction towards matured markets of Western Europe

## Comarch as an Innovative Software House

- Most IT companies become service companies
- Comarch's strategy is to remain a software house
- The Comarch R&D budget is supported by the EU Research and Structural Funds
- Software products are developed in most of Comarch's locations in Poland and abroad



# IT Products and Services Pyramid



# Software Capabilities


## Comarch Software Products – examples

- 
- 2000: Comarch Internet Banking Platform
  - 1998: Comarch Leasing – software to support operations of leasing companies
  - 1997: Comarch Asset Management
  - 1995: Comarch CDN Egeria – an Oracle-based ERP system
  - 1994: Comarch Billing and Customer Care system
  - 1993: Comarch ERP products for small and medium enterprises based on Microsoft technology
  - 1993: Comarch OSS platform



# Software Capabilities

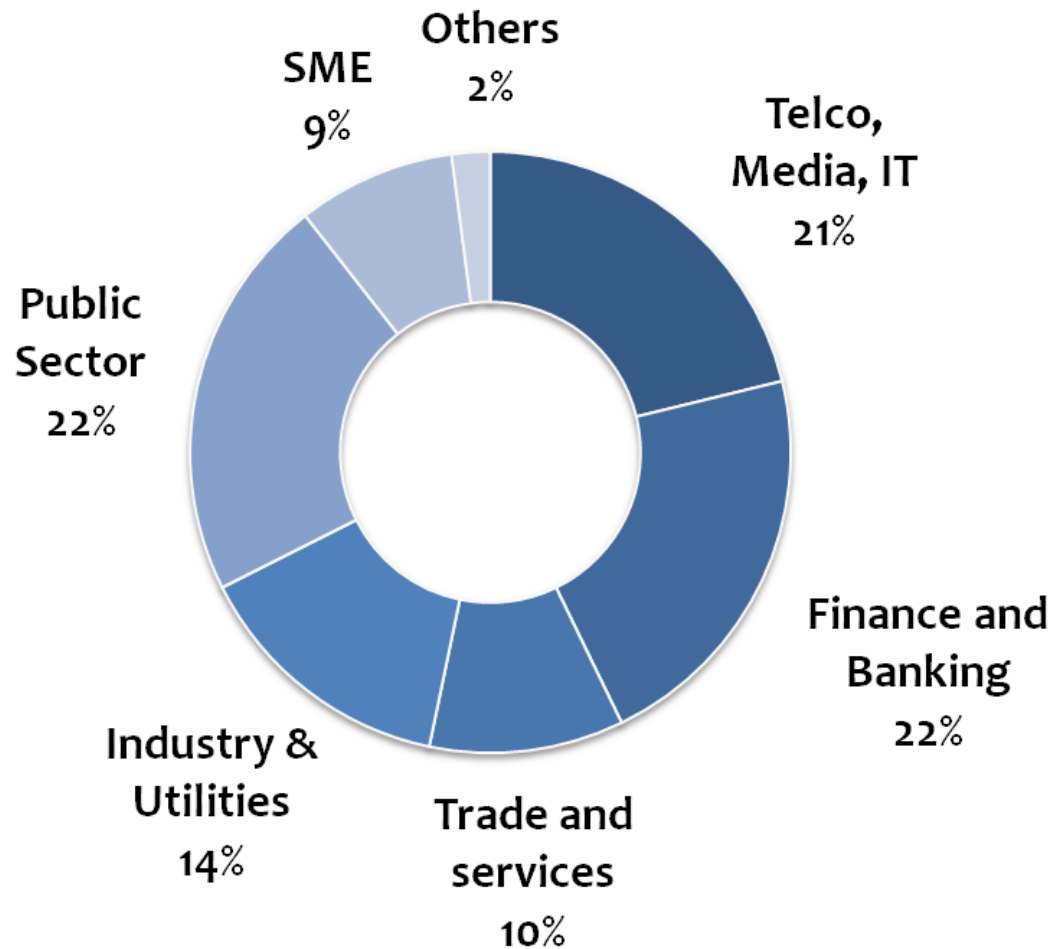
## Comarch Software Products – examples

- 
- 2007: Comarch CAFE – Front End Banking System
  - 2006: Comarch Credit Process Management
  - 2004: Comarch GenRap and Ocean: A new type of reporting tool and Business Intelligence platform
  - 2003: Comarch E-Government Platform
  - 2002: Comarch ECOD – Electronic exchange of documents
  - 2001: Comarch Loyalty Management, Comarch Insurance (Life and Non-life Insurance)

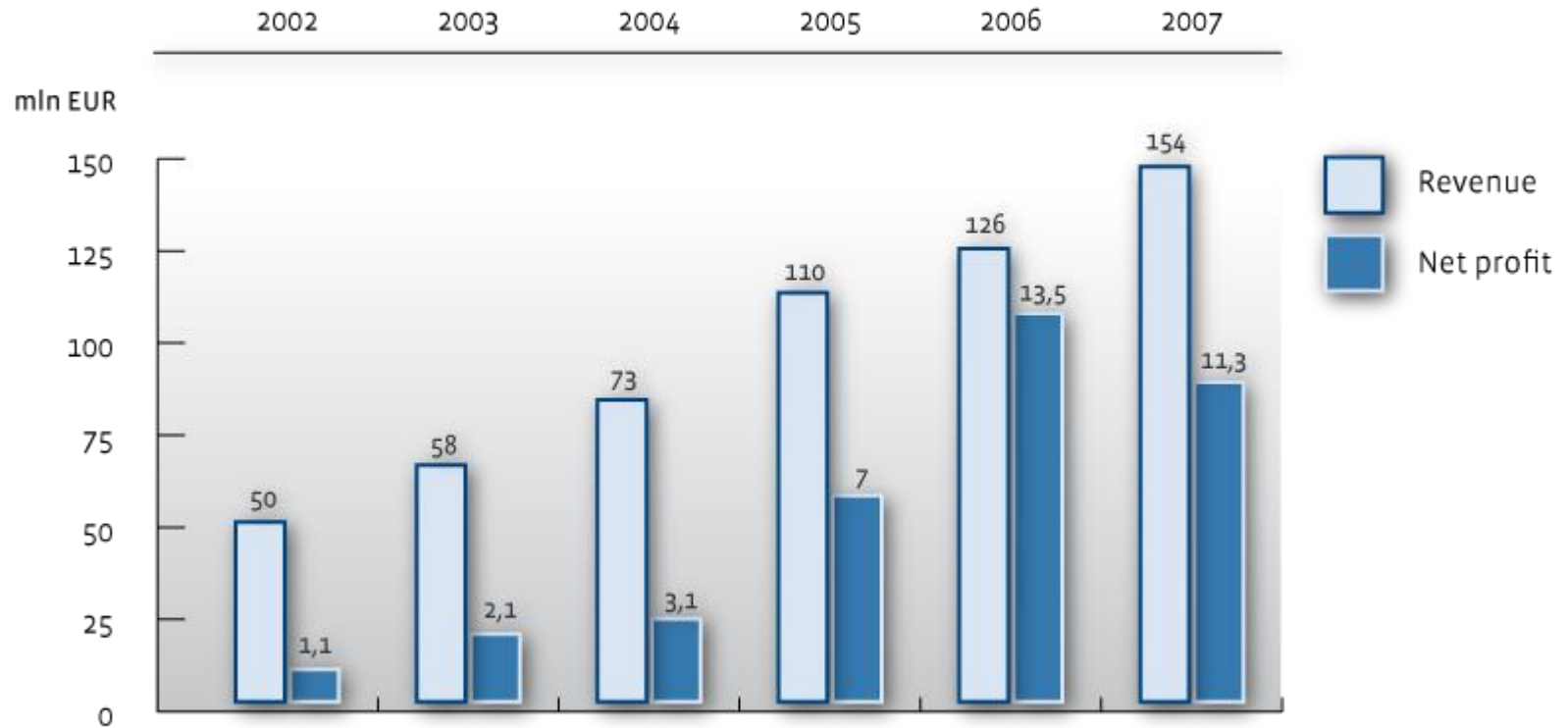
# Our Diversity is our Strength

- ERP Systems
- Government & Utilities
- Telecommunications
- Banking, Insurance & Capital Markets
- Trade & Services
- Infrastructure

# Market Sales Structure 2007



# Revenue and Net Profit



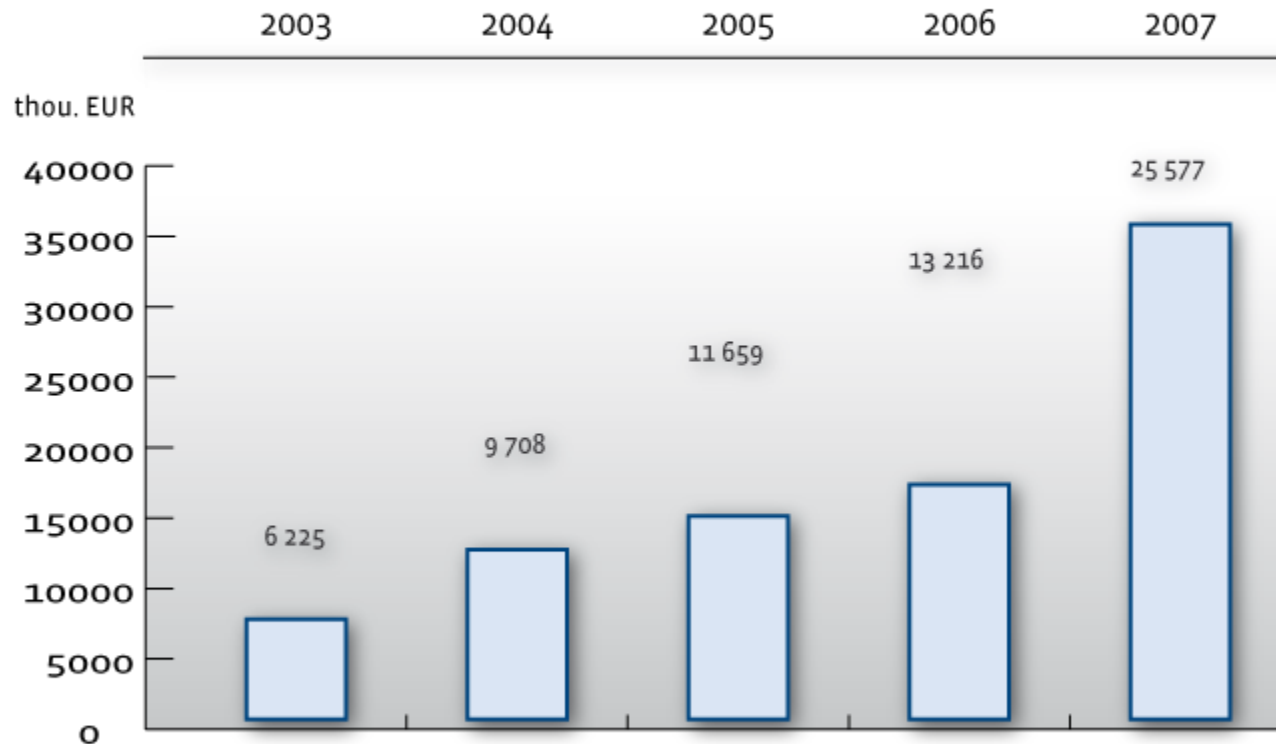
According to the Annual Report 2007

## Your Security is our Objective

- Ranked regional leader in
  - Software development
  - Implementation Central & Eastern Europe
- Global power in IT solutions
- 15% of revenues invested in R&D
- Software & services for international corporations
- Customers on 4 continents in more than 20 countries
- Over 3000 successfully completed projects



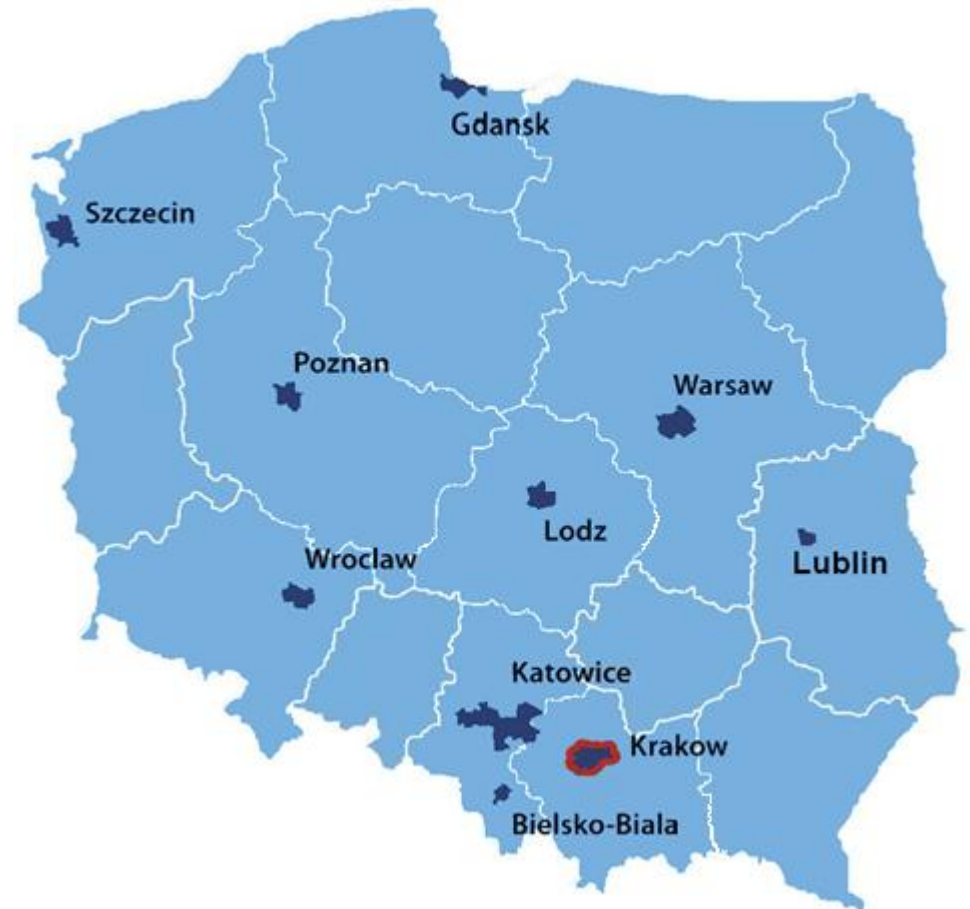
## Research and Development



According to the Annual Report 2007

# Comarch – Leader at Home

- Headquarter in Cracow
- Offices in **major** Polish cities
- Network of **1000** partners
- Clients – **53 000** Polish and worldwide companies



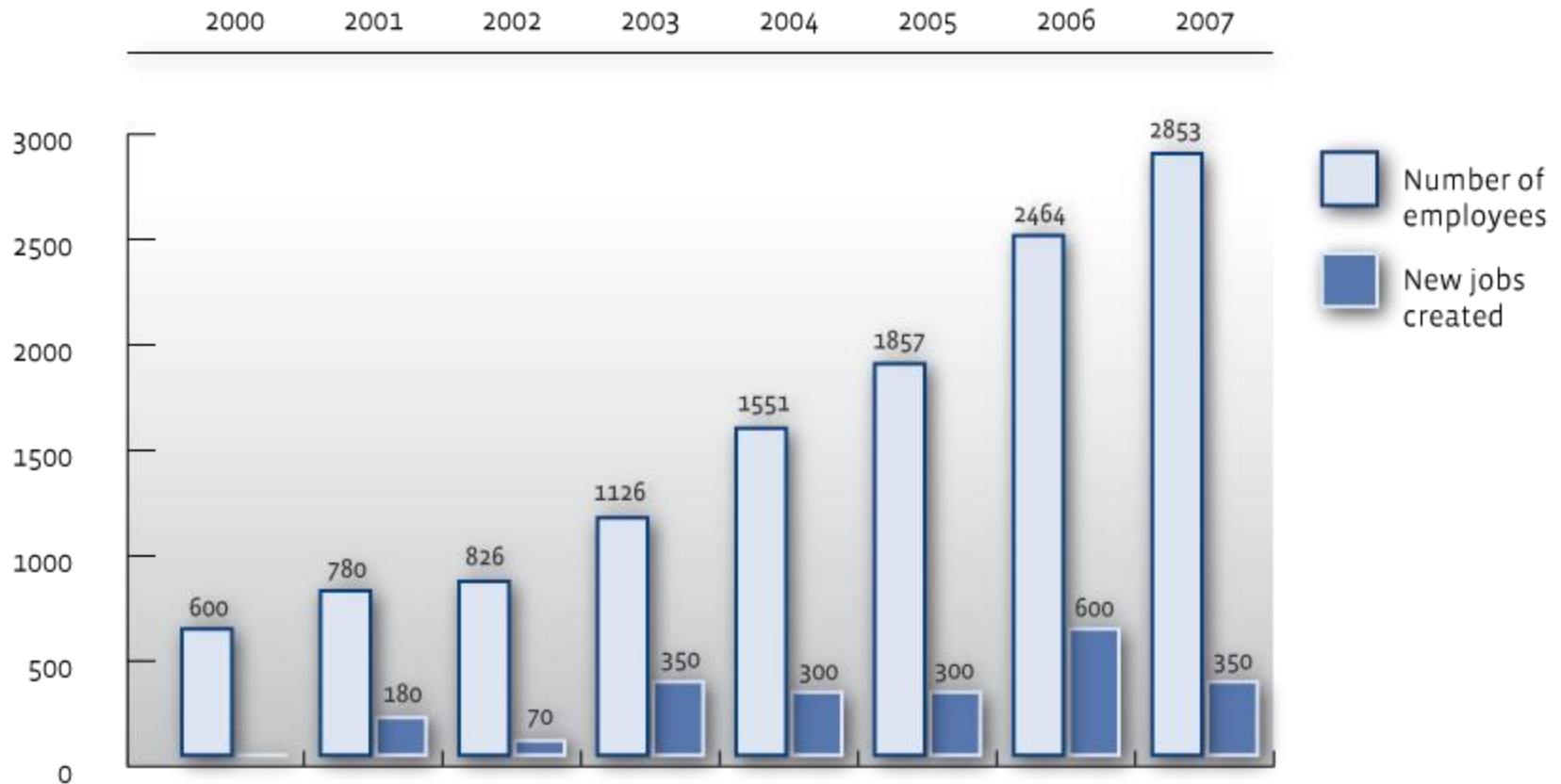
## Headquarter in Special Economic Zone in Cracow



Comarch is entitled to the tax shield of 7 million Euro which can be used up to 2017\*



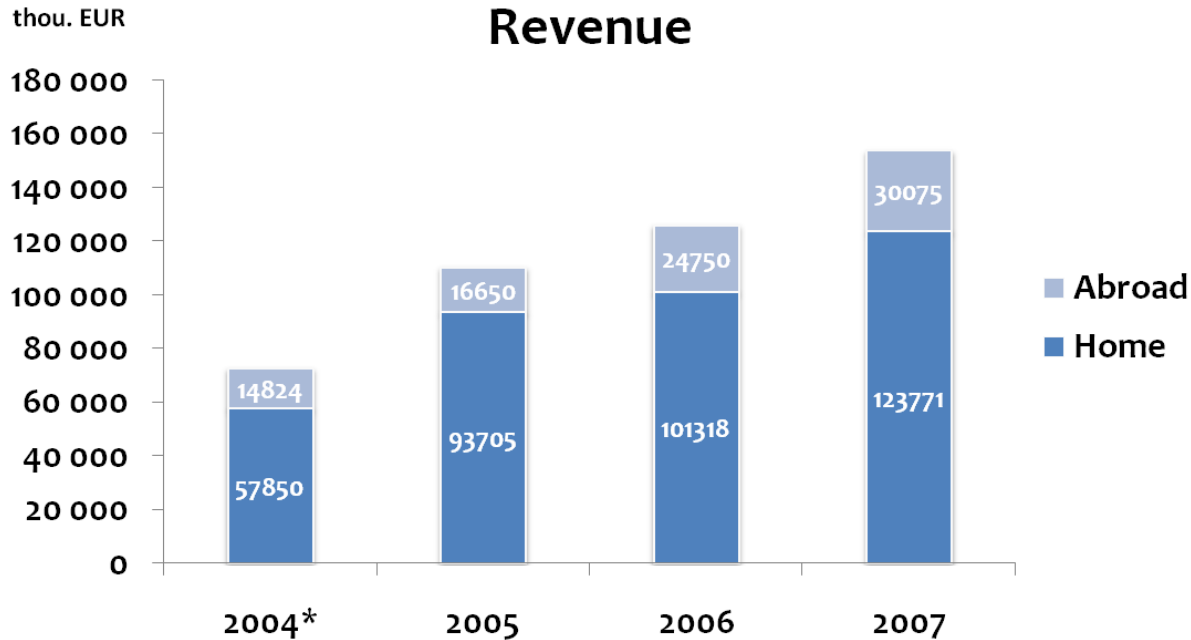
## Employment Growth



# Comarch Global Network

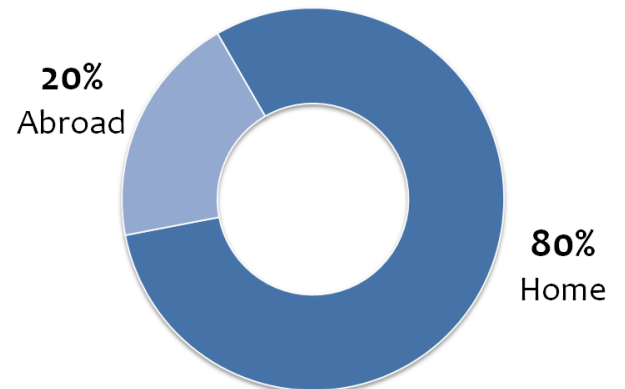


# Geographical Sales Structure

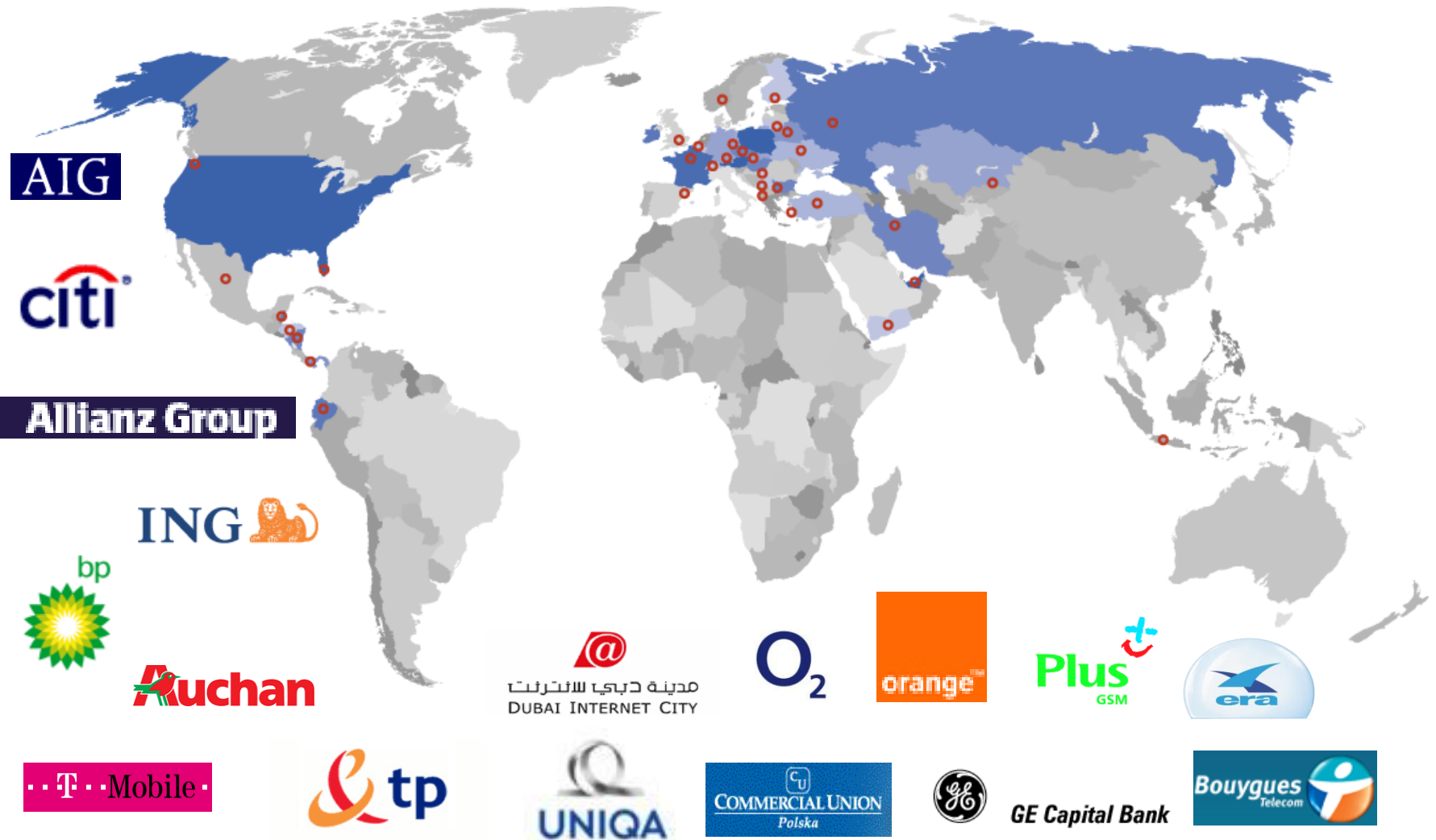


\* After adjustments to IFRS

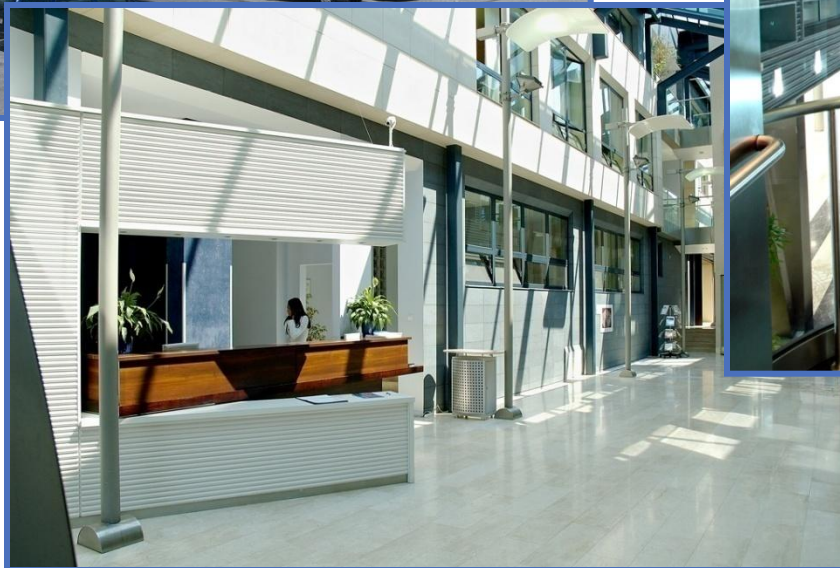
### Sales Structure 2007



# Global Customers



# Comarch Campus in Cracow





# Comarch Data Center



## Vision

- Diversified and Dynamic Offer
- Strengthening IT leadership in Central Europe
- Constant investment in infrastructure
- Permanent investment in human capital
- Emphasis on Research and Development
- Enhanced innovative solutions
- Increased presence on the international arena

**Thank you**

[Konrad.Taranski@comarch.com](mailto:Konrad.Taranski@comarch.com)

[Aleksandra.Zaniewska@comarch.com](mailto:Aleksandra.Zaniewska@comarch.com)

