

COMARCH

25 years



COMPANY
PROFILE

COMARCH AT A GLANCE

COMARCH IN EVERYDAY LIFE

CHAPTER I

COMARCH
AT A GLANCE



COMARCH - INNOVATIVE SOFTWARE AND SERVICES PROVIDER

1991 Comarch onset
Founding year 1993
 1999 Publicly traded on Warsaw Stock Exchange since

OVER **5300**
 EMPLOYEES



North America Europe Middle East Asia
 Latin America Africa Australia
GLOBAL PRESENCE



RECOGNIZED BY
 Gartner, Forrester Research, IDC
 and more



THOUSANDS
 OF SUCCESSFULLY
COMPLETED
PROJECTS ON



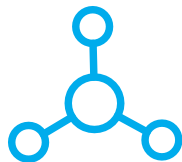
93%



of revenues
 sale of own software and solutions

SUBSIDIARIES

54



6 Continents in about
60 Countries

The total value of Comarch's shares on a Stock Exchange

500 mln
USD



HEADQUARTERS

 **KRAKÓW, POLAND**

ADDED VALUE

Comarch is a software house which sells own software products to large corporations along with implementation and managed services



COMARCH - WORLDWIDE CUSTOMERS, PROJECTS, COMPANY, DATA CENTER

54
SUBSIDIARIES

90
OFFICES

IN
61
CITIES

IN
31
COUNTRIES

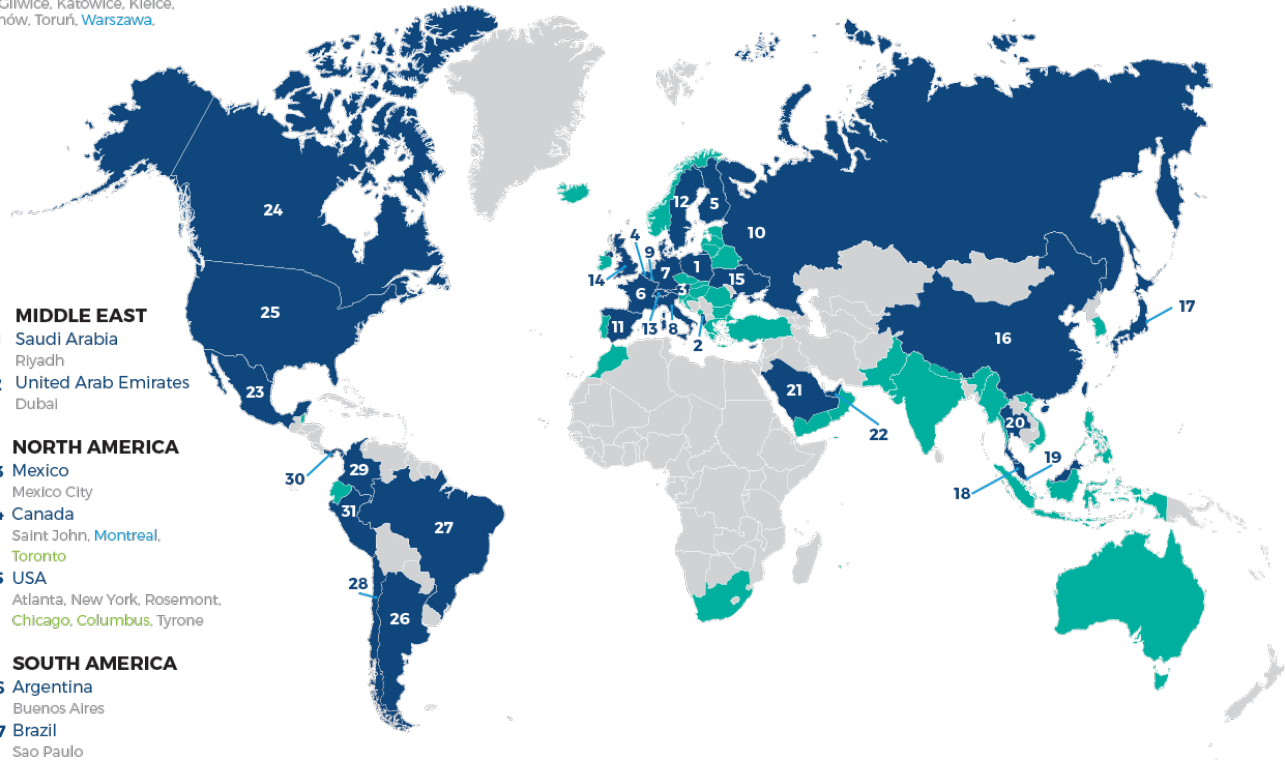
ON
6
CONTINENTS

EUROPE

- 1 Poland
Białystok, Bielsko-Biała, Częstochowa, Gdańsk, Gliwice, Katowice, Kielce, **Krakow HQ**, Lublin, Łódź, Poznań, Rzeszów, Tarnów, Toruń, **Warszawa**, Wrocław, Wrocław
- 2 Albania
Tirana
- 3 Austria
Innsbruck, Vienna
- 4 Belgium
Brussels
- 5 Finland
Espoo
- 6 France
Montbonnot Saint Martin, **Lille**
- 7 Germany
Berlin, Bremen, **Dresden**, Düsseldorf, Hamburg, Hannover, Munich, Münster
- 8 Italy
Milan
- 9 Luxembourg
Strassen
- 10 Russia
Moscow
- 11 Spain
Madrid, Malaga
- 12 Sweden
Stockholm
- 13 Switzerland
Arbon
- 14 UK
London
- 15 Ukraine
Kiev, Lviv

ASIA

- 16 China
Beijing, Shanghai
- 17 Japan
Tokyo
- 18 Malaysia
Kuala Lumpur
- 19 Singapore
Singapore
- 20 Thailand
Bangkok



MIDDLE EAST

- 21 Saudi Arabia
Riyadh
- 22 United Arab Emirates
Dubai

NORTH AMERICA

- 23 Mexico
Mexico City
- 24 Canada
Saint John, Montreal, Toronto
- 25 USA
Atlanta, New York, Rosemont, Chicago, Columbus, Tyrone

SOUTH AMERICA

- 26 Argentina
Buenos Aires
- 27 Brazil
Sao Paulo
- 28 Chile
Santiago
- 29 Colombia
Bogota
- 30 Panama
Panamá City
- 31 Peru
Lima

● Worldwide Subsidiaries, Customers, Projects
 ● Customers and Projects
 ● data center only

AREAS OF RESPONSIBILITY AND ORGANIZATIONAL STRUCTURE



prof. Janusz Filipiak

Founder and CEO of Comarch SA
Strategy, HR, Marketing



Konrad Tarański

Finance, Administration
and Internal IT Systems,
CFO, Vice-President
of the Management Board

DIVISIONS



Marcin Dąbrowski

Vice-President of
the Management Board,
Director of
**TELECOMMUNICATIONS
DIVISION**



Paweł Prokop

Vice-President of
the Management Board,
Director of
**PUBLIC SECTOR
DIVISION**



Andrzej Przewięźlikowski

Vice-President of
the Management Board,
Director of
**FINANCIAL SERVICES
DIVISION**



Zbigniew Rymarczyk

Vice-President of
the Management Board,
Director of
**ERP
DIVISION**



Marcin Warwas

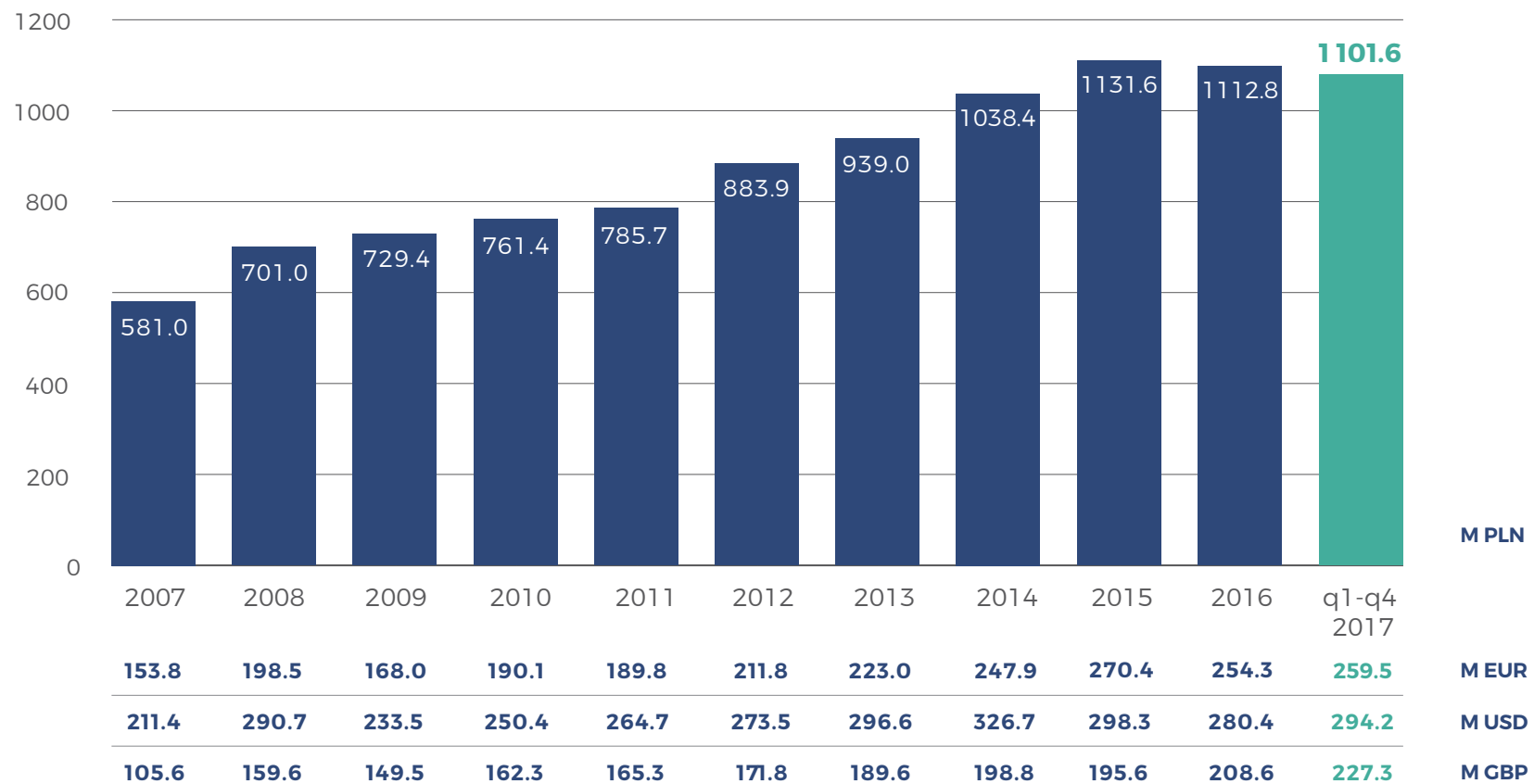
Vice-President of
the Management Board,
Director of
**SERVICES
DIVISION**



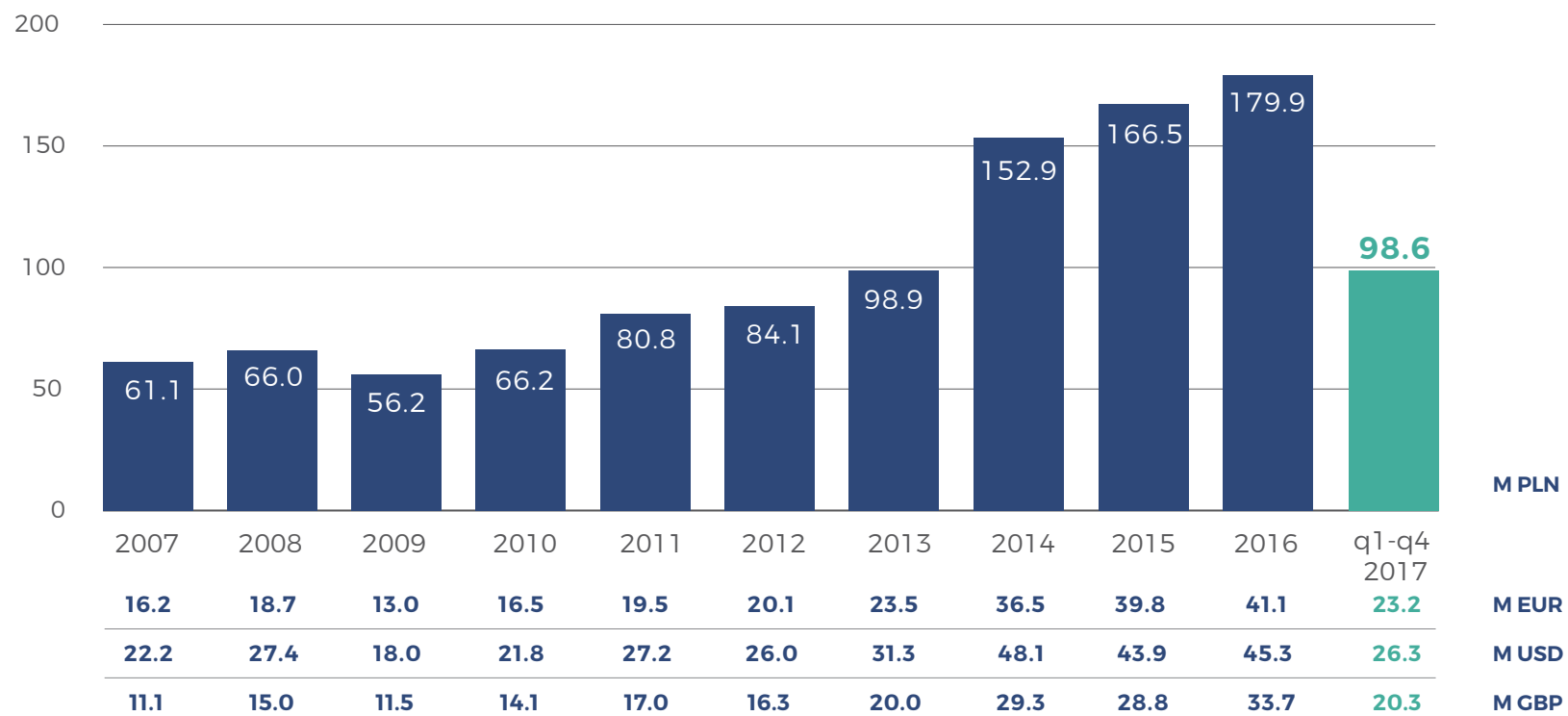
Piotr Piątosza

Director of
**COMARCH HEALTHCARE
DIVISION**

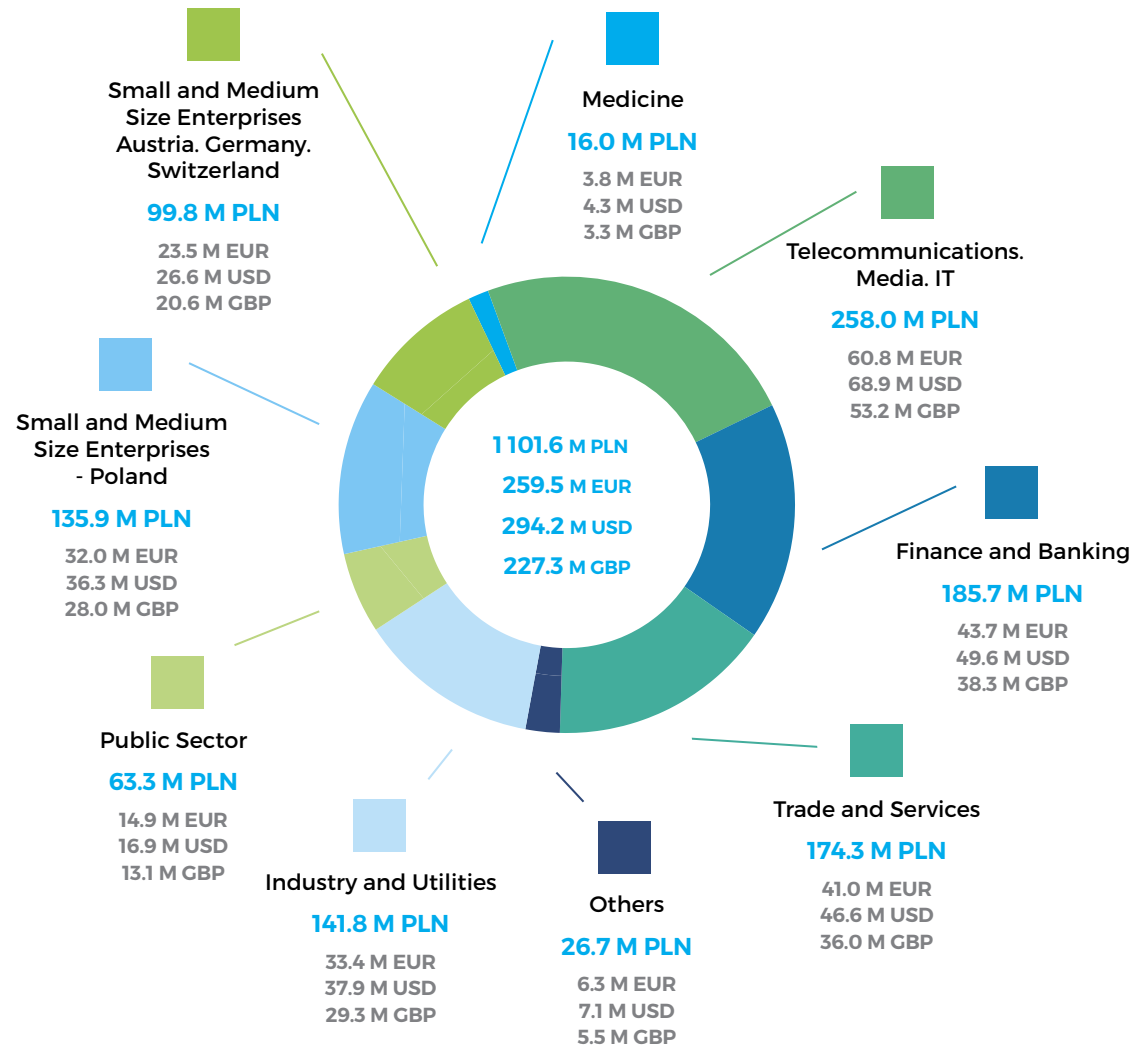
REVENUES



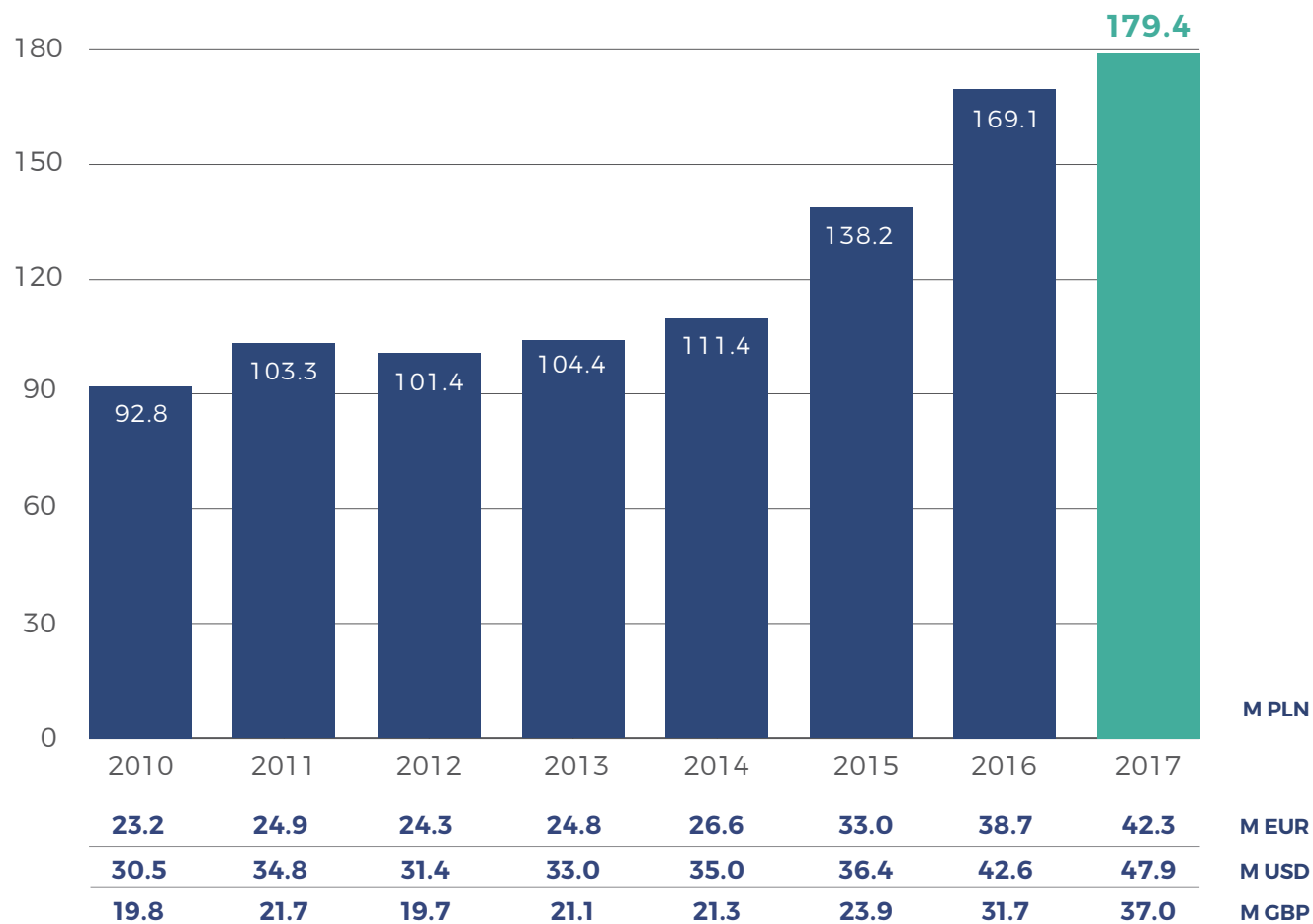
A HIGH & STABLE LEVEL OF EBITDA



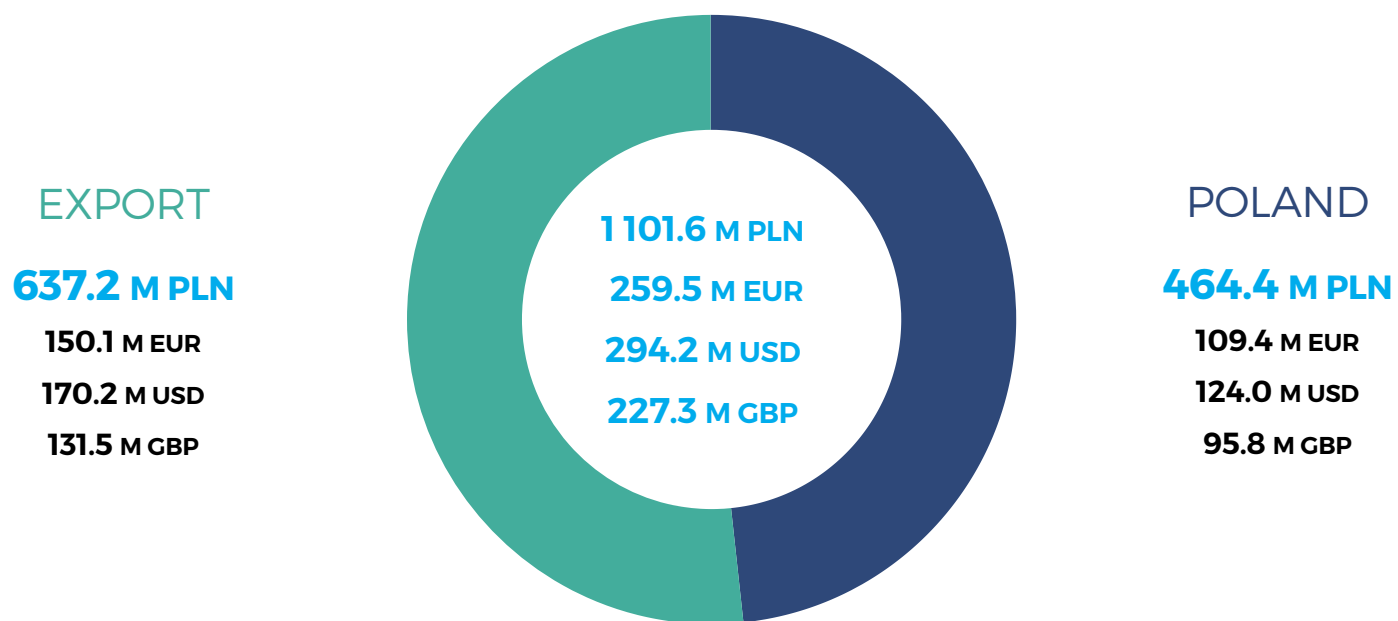
MARKET SALES STRUCTURE



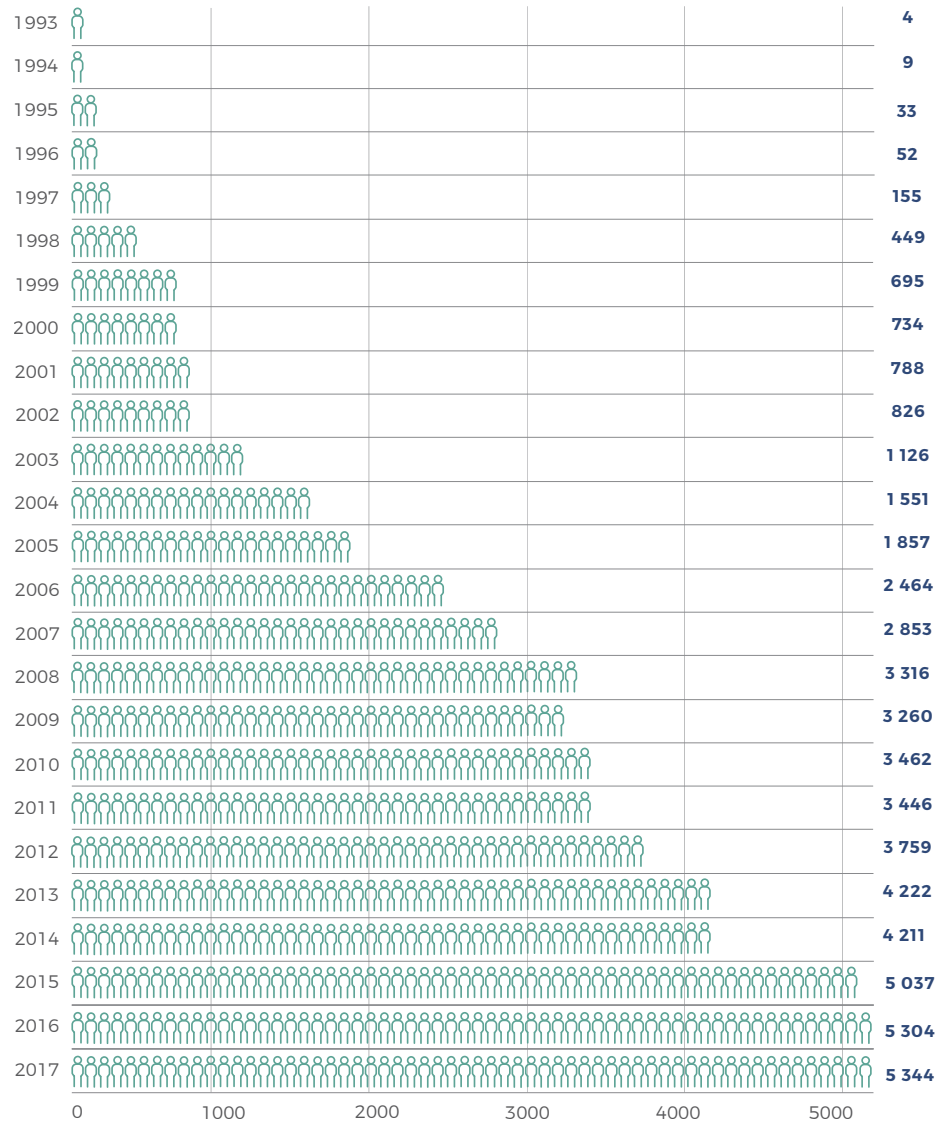
R&D SPENDING



REVENUES FROM SALES - GEOGRAPHICAL STRUCTURE



STABLE EMPLOYER

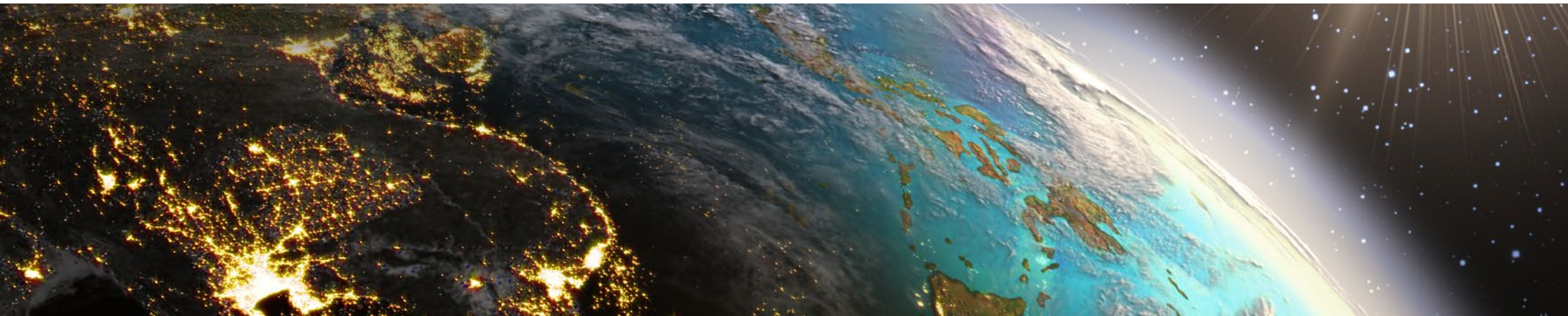


OVER
5300

first-class professionals (programmers, computer scientists and engineers), graduates from the best polish and foreign universities

PHILOSOPHY REGARDING COOPERATING WITH CUSTOMERS

- Implement projects within budgets and schedules.
- We understand your business needs and the technology that you use, we take these into consideration when creating solutions.
- We provide faster implementation and easier integration, thus reducing the risks of a project.
- We create easy, configurable solutions that will grow with business requirements.
- We offer the best value for money.
- We provide services to many business models from the traditional and wireless MVNOs.
- We specialize in ERP business management systems, information security, CRM systems and sales support, electronic communications, and business intelligence.
- We offer outsourcing services and consulting.



DIVERSIFIED PORTFOLIO OF PRODUCTS & CUSTOMERS

Telecommunications	Financial Services	FMCG & Beverages	Retail	Travel	Oils & Gas
    	    	     	     	     	    

CHAPTER II

**COMARCH IN
EVERYDAY LIFE**





8 MILLION

APPLICANTS HANDLED BY THE QUEUE MANAGEMENT SYSTEM OF THE SOCIAL INSURANCE COMPANY (ZUS)



MORE THAN
50

TELECOM COMPANIES WORLDWIDE ARE USING COMARCH BSS/OSS



475 000
TRIALS



500GB

(2.5 MILLION FILES) STATISTICS PROCESSED DAILY IN THE NG PERFORMANCE MANAGEMENT SYSTEM



MORE THAN
600 000

OWN CRYPTOGRAPHIC CARDS SOLD ON THE POLISH MARKET



ALMOST
2 000 REPORTS

COUNTED DAILY BY NG PERFORMANCE MANAGEMENT, IN LESS THAN ONE MINUTE (ON AVERAGE)



MORE THAN
12 000

OWN MICROSD CRYPTOGRAPHIC CARDS DELIVERED TO THE GENERAL POLICE HEADQUARTERS OF POLAND



67 000 000 000

CDR RECORDS PROCESSED BY COMARCH BSS ANNUALLY



6.6 MILLION

OBJECTS MANAGED WITHIN ONE PROJECT BY COMARCH FAULT MANAGEMENT



MORE THAN
5 MILLION
SWIFT MESSAGES PROCESSED ANNUALLY



OVER
200
BUSINESS PROCESSES DEFINED IN THE COMARCH
LOAN ORIGINATION SYSTEM



MORE THAN
2.5 MILLION
OPERATIONS ON SECURITIES ANNUALLY



OVER
16 YEARS
OF EXPERIENCE IN IMPLEMENTING CREDIT SYSTEMS



MORE THAN
50
ENTITIES MANAGING ASSETS ALL AROUND THE WORLD



OVER
5 THOUSAND
BANK BRANCHES USING THE COMARCH CRM FRONT OFFICE
SYSTEM EVERYDAY COMARCH



MORE THAN
2 MILLION
NEW INSURANCE POLICIES PROCEED MONTHLY



2.5 MILLION
INVESTMENT REPORTS GENERATED ANNUALLY



OVER
50
ASSET AND WEALTH MANAGEMENT COMPANIES WORLDWIDE



290 MILLION
MEMBERS OF LOYALTY PROGRAMS IMPLEMENTED
BY COMARCH



MORE THAN
180 THOUSANDS
CLIENTS USE THE BACKUP COMARCH IBARD SERVICES



8.1 BILLION
PROCESSED LOYALTY TRANSACTIONS



MORE THAN
51 THOUSANDS
CLIENTS USE COMARCH ERP XT



600 MILLION
DOCUMENTS PROCESSED BY COMARCH'S EDI SYSTEM IN 2015



MORE THAN
1160
CLIENTS BUILT ONLINE STORES BASED
ON COMARCH e-Shop



15 BILLION
DOCUMENTS STORED IN THE IMPLEMENTED COMARCH ECM
SOLUTIONS



MORE THAN
2260
ACCOUNTANCY OFFICES IN THE IKSIEGOWOSC 24 SOCIETY



20 MILLION
GENERATED DELIVERY ORDERS IN THE COMARCH SFA
SYSTEM



MORE THAN
224
THOUSANDS CLIENTS USE COMARCH CLOUD



15 DATA CENTERS
AROUND THE WORLD



30
DIFFERENT SYSTEMS
INTEGRATED IN ONE PROJECT BI

COMARCH

25 years

CONTACT US

Visit www.comarch.com for the contact information of our offices in the following countries:

Albania	Luxembourg
Austria	Panama
Argentina	Peru
Belgium	Poland
Brazil	Russia
Canada	Saudi Arabia
Chile	Singapore
China	Spain
Colombia	Sweden
Finland	Switzerland
France	Thailand
Germany	UK
Italy	Ukraine
Japan	United Arab Emirates
Malaysia	USA
Mexico	

ABOUT COMARCH

Comarch was established in Kraków, Poland, in 1993. The company delivers projects for leading Polish and global brands in the most important economy sectors such as telecommunications, finance, banking and insurance, trade and services, IT infrastructure, public administration, manufacturing, healthcare, and SMEs. Comarch has already designed solutions for global brands in 40 countries on 5 continents .

Comarch's products have been mentioned in analyst reports by Gartner, IDC, Forrester, Frost & Sullivan, and more. Every year, Comarch invests 12 percent of its revenue in innovative projects. In 2014, the company's investments amounted to 26 million euros.

The company has been listed on the Warsaw Stock Exchange since 1999. In 2014, Comarch generated 244 million euros of revenue. It currently employs over 5000 experts in 71 offices and 24 countries: from Asia, via Europe, all the way to Chile.

Comarch Spółka Akcyjna with its registered seat in Kraków at Aleja Jana Pawła II 39A, entered in the National Court Register kept by the District Court for Kraków-Śródmieście in Kraków, the 11th Commercial Division of the National Court Register under no. KRS 000057567. The share capital amounts to 8,133,349.00 zł. The share capital was fully paid. NIP 677-00-65-406.

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