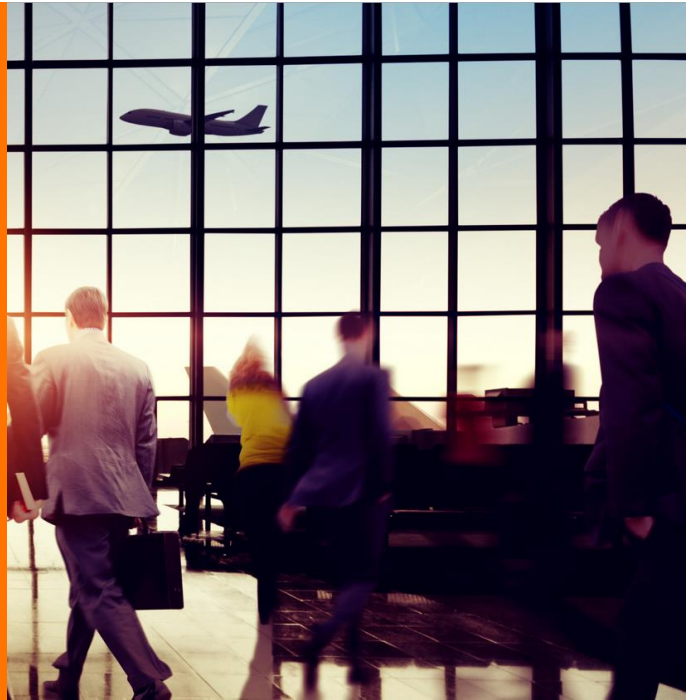


COMARCH

The flexibility you need in the digital era

Anna Pruska**COMARCH GROUP
FACTS & FIGURES****COMARCH**

COMARCH AT A GLANCE

1 REVENUE
BILLION
PLN (2014)

1991
FOUNDED

POLISH CAPITAL
- HEADQUARTERS
LOCATED IN



KRAKÓW

THOUSANDS



OF SUCCESSFULLY COMPLETED
PROJECTS
ON **5** CONTINENTS

IN OVER **40** COUNTRIES



High ranking in IT analyst ratings:

**Analysys Manson, EU Industrial R&D
Investment Scoreboard, Gartner, IDC,
TOP200 IDG, Truffle 100** and others.



4211
**FIRST-CLASS
PROFESSIONALS**

(PROGRAMMERS, COMPUTER SCIENTISTS AND ECONOMISTS),
GRADUATES FROM THE BEST POLISH AND FOREIGN UNIVERSITIES



Publicly traded on Warsaw stock
exchange since

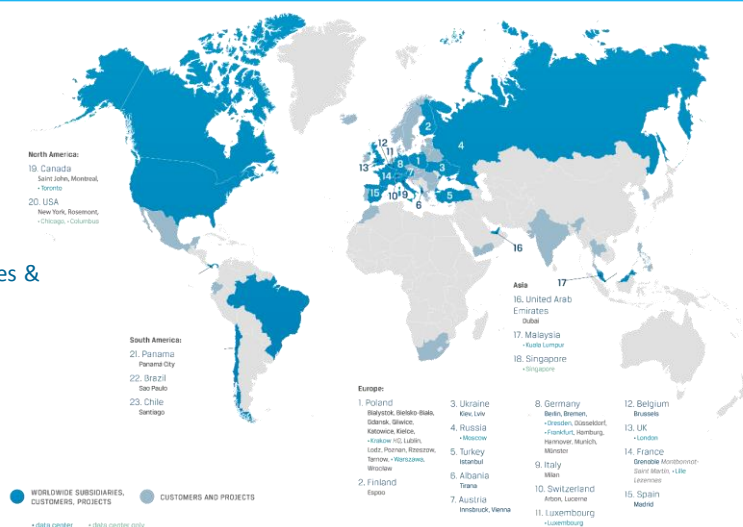
1999

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CUSTOMERS & OFFICES WORLDWIDE

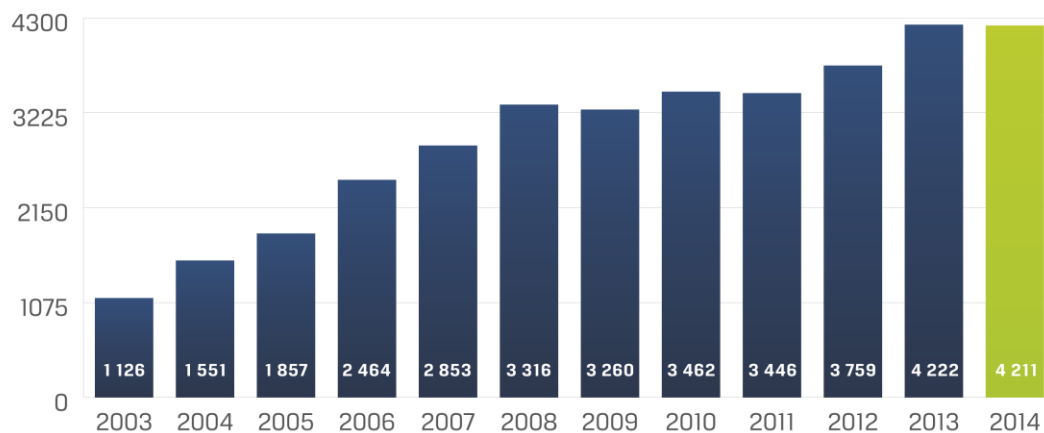
- **46** Subsidiaries & associates
- **49** Cities
- **23** Countries
- **4** Continents



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STABILIZATION OF EMPLOYMENT

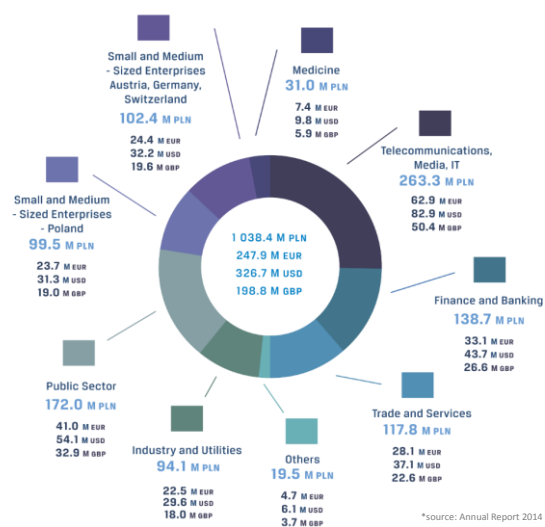


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*source: Annual Report 2014

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MARKET SALES STRUCTURE

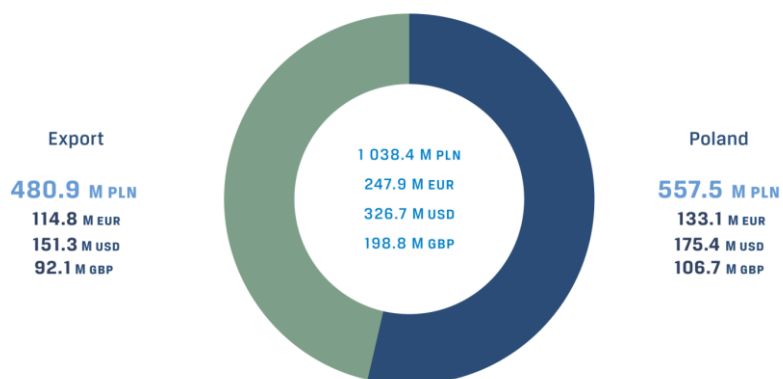


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*source: Annual Report 2014

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GEOGRAPHICAL SALES STRUCTURE

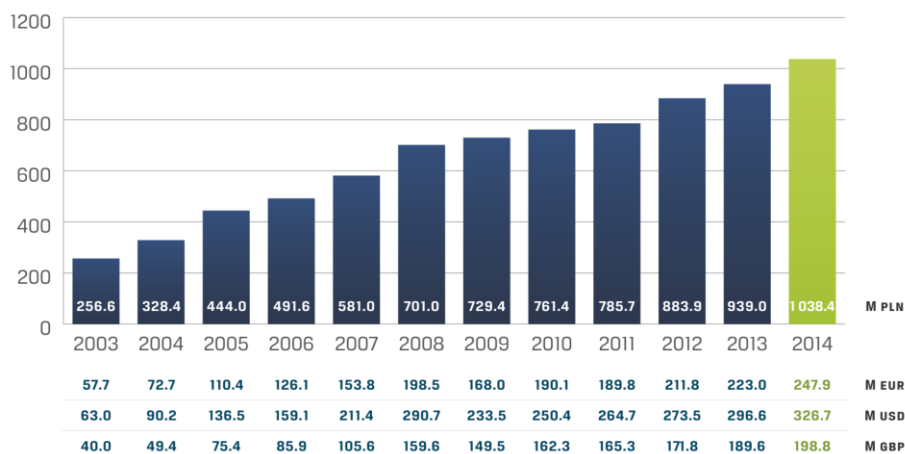


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*source: Annual Report 2014

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REVENUE GROWTH



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EBITDA

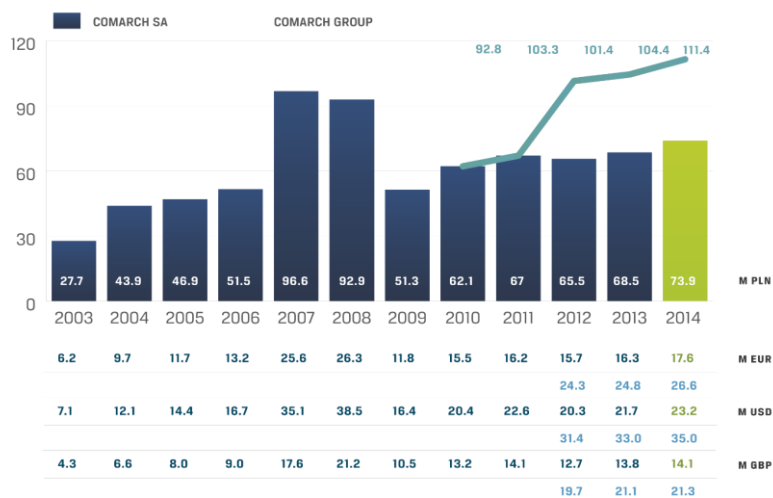


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*source: Annual Report 2014

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RESEARCH AND DEVELOPMENT EXPENDITURE



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DIVERSIFIED PORTFOLIO OF PRODUCTS & CUSTOMERS

INDUSTRIES

Telecommunications
Retail
Transport & Tourism
Oil & Gas
Logistics
Banking
Capital Markets
Automotive
Financial Services
Insurance
Services
Consumer Products
Industrial Manufacturing
Healthcare
Public Administration
Mobility

PRODUCTS / SOLUTIONS
















BSS/OSS
Business Intelligence
CRM & Loyalty Management
Enterprise Content Management
Enterprise Marketing Management
Enterprise Resource Planning
IT Management
IT Security
M2M
Mobile Applications
Multi-Enterprise Communication
Network & Service Management
Revenue Management & Billing
Risk Management
Sales Support
Supply Chain Management

SERVICES

Business Continuity
Business Process Optimization
Cloud Computing
Customer Analytics Services
Data Center
Data Protection & Security
IT Audits
IT Integration
Managed Services
Mobile Channels
OSS/BSS Transformations
Outsourcing
Professional services
Training
UPnP & DLNA Certification

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DIVERSIFIED PORTFOLIO OF PRODUCTS & CUSTOMERS

TELECOMMUNICATIONS	FINANCIAL SERVICES	FMCG	RETAIL	TRAVEL	OIL & GAS
					
					
					
					
					

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COMARCH IN BUSINESS AND EVERYDAY LIFE

215 MILLION

members of loyalty programmes implemented by Comarch



OVER 2 MILLION

submitted PKI certificate requests per hour



475 000

registered trials



1.2 BILLION

documents stored in the implemented Comarch ECM solutions



OVER 300 MILLION

mobile subscribers in Europe served by Comarch BSS/OSS



120 THOUSANDS

clients use Comarch Cloud



50 000 000 000

CDR records processed by COMARCH BSS in 2014



OVER 15 THOUSAND

users of Comarch loan origination/Comarch business process management systems



OVER 2.7 MILLION

balances on securities accounts



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OWN INFRASTRUCTURE



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COMARCH IN SWITZERLAND



- Acquisition of a German company SoftM: 2008
- Acquisition of a Swiss partner of SoftM: 2012
- Offices in Arbon, Luzern
- 27 Employees
- Strategy:

ERP (enterprise resource planning), **ECM** (enterprise content management), **BI** (business intelligence), **SFA** (sales force automation)

MITTELSTAND

CRM/ Loyalty

Large Mittelstand, MULTINATIONALS

Gradual, consistent & organic growth

COMARCH

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SWISS EXPERIENCE



- **Flexible Labour Law (compared to France, Germany)**

= allows for flexible growth strategy and corporate employment policy within your company

- **Saturated Labour Market (Unemployment Rate: 3.2%)**

= It is not easy to find employees, especially highly qualified employees
& there is a premium to be paid

- **Highly Specialised and Mature Economy**

= you need to offer state of the art products and services

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THANK YOU

COMARCH