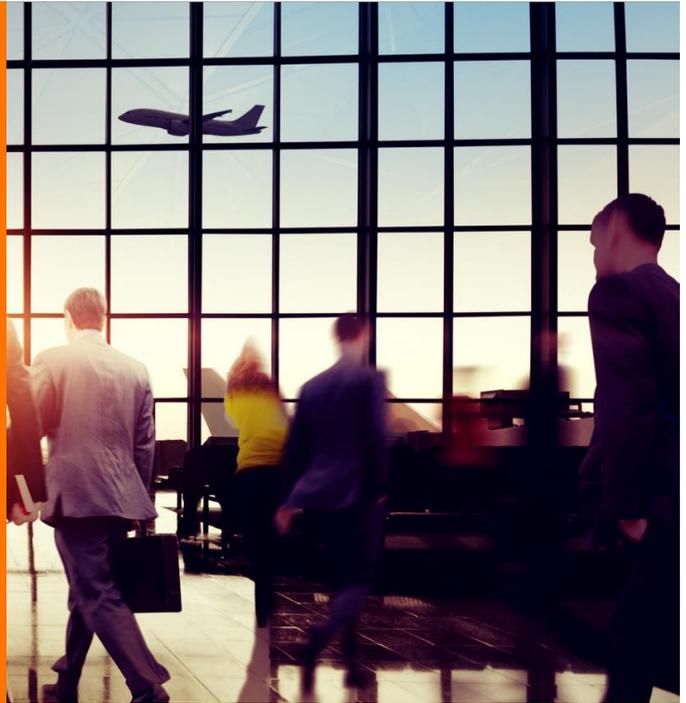


COMARCH

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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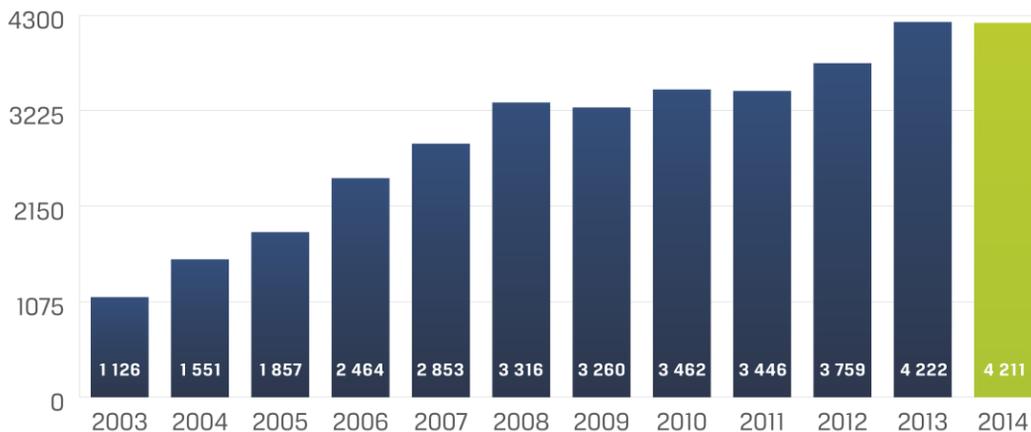
CUSTOMERS & OFFICES WORLDWIDE



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STABILIZATION OF EMPLOYMENT

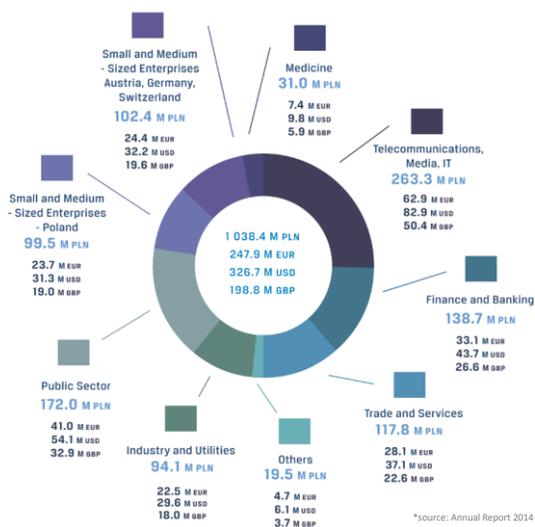


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MARKET SALES STRUCTURE



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GEOGRAPHICAL SALES STRUCTURE

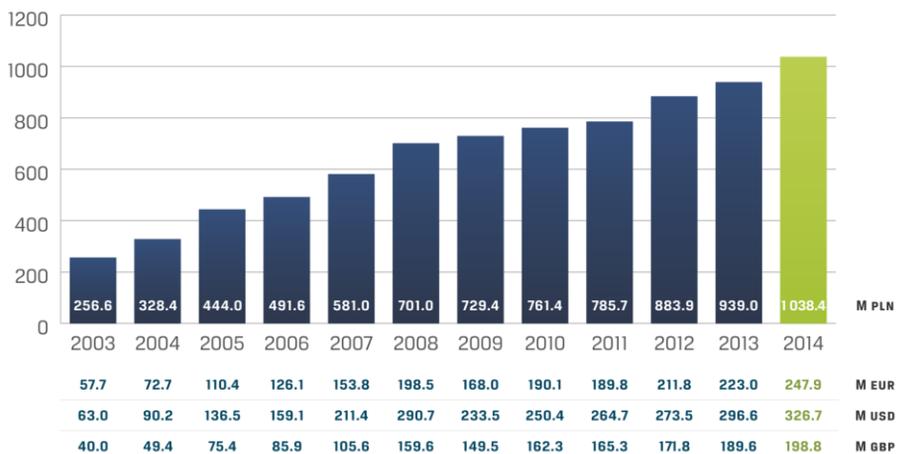


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REVENUE GROWTH

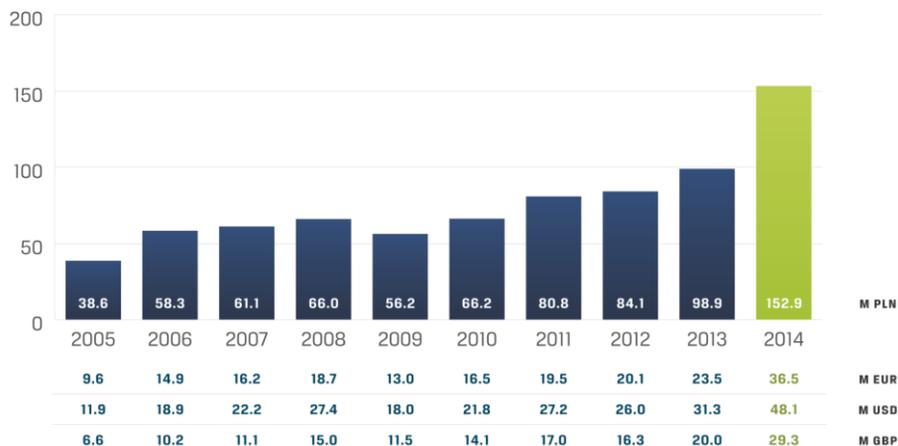


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EBITDA

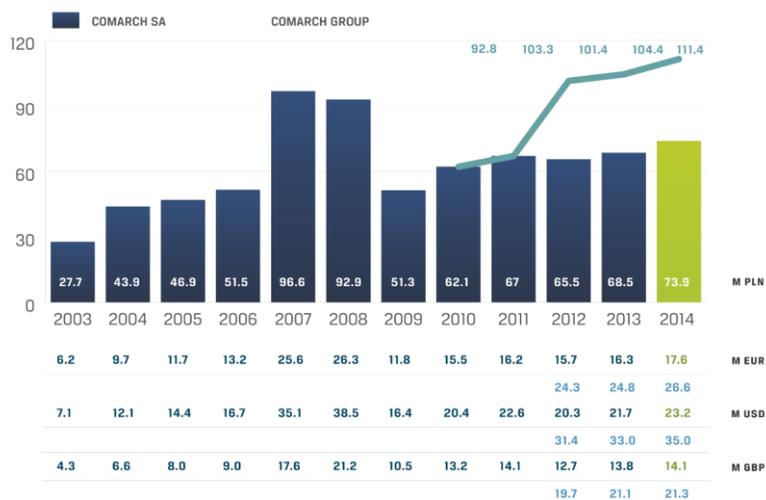


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RESEARCH AND DEVELOPMENT EXPENDITURE



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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

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

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