2015-04-24 Conference

Sławomir Sajak

Speakers

Sławomir Sajak
Sales Director

Agenda

1. Comarch facts and figures
2. Comarch 2014/15 news
3. Comarch non-EDI solutions

Key facts

20 years of experience

Over **4200** employees

61 local offices all over the world

3000 successfully finished projects

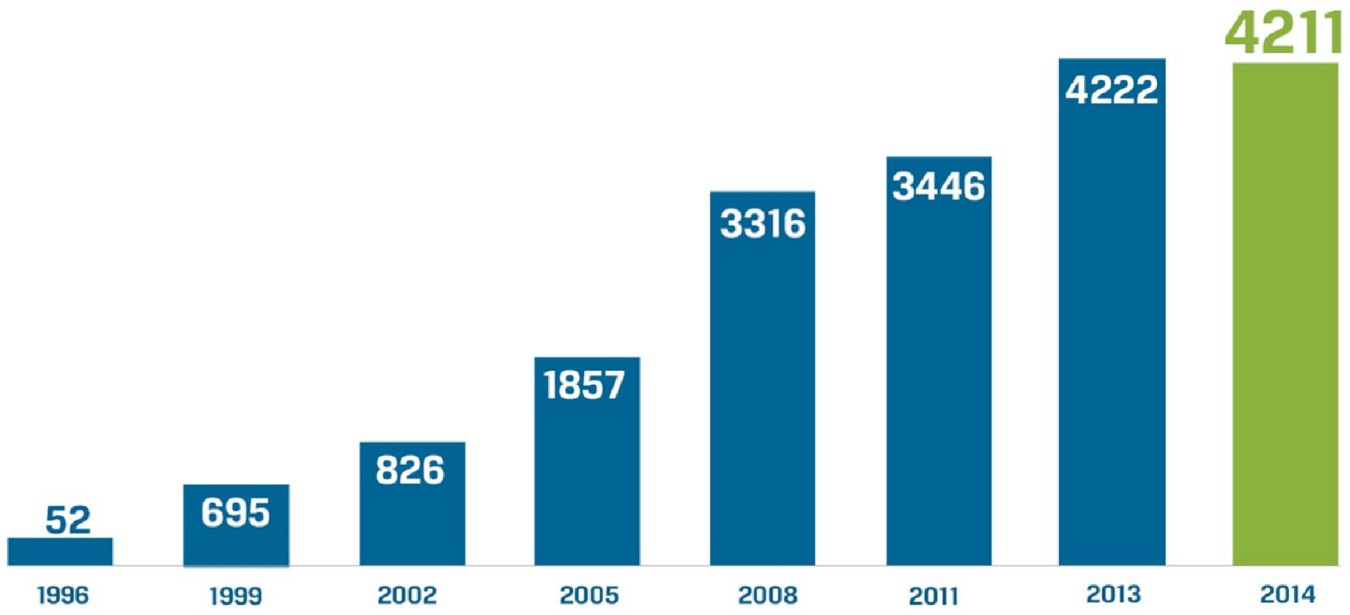
Activity on **5** continents in over **40** countries

Offices Worldwide

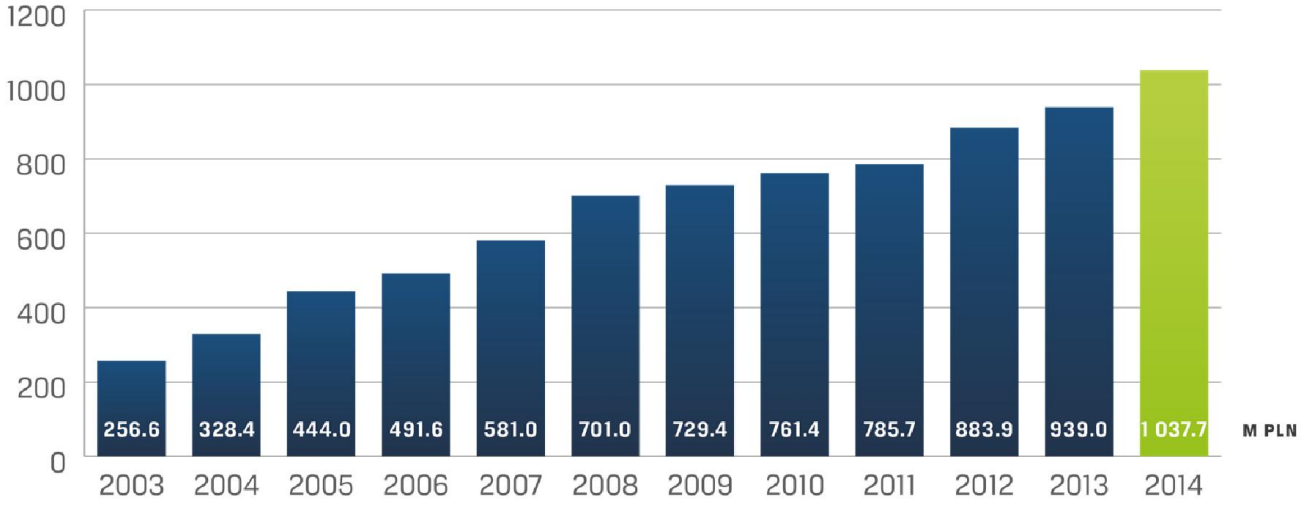
Global Reach

Selected Customers

Employees

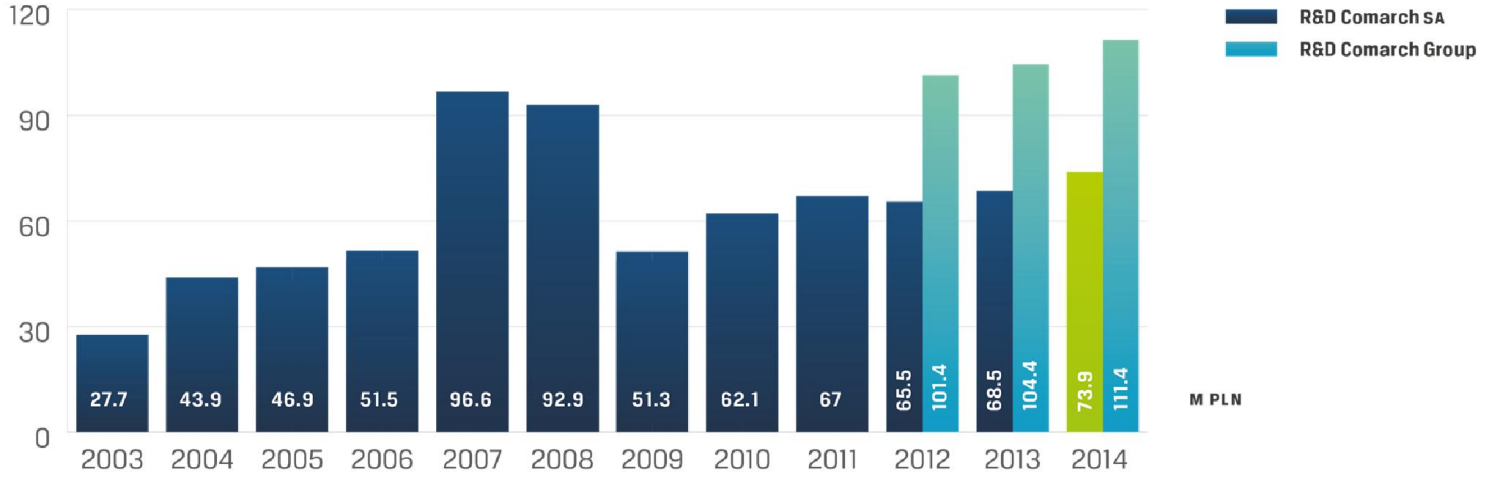

52
695
826
1857
3316
3446
4222
4211
1996
1999
2002
2005
2008
2011
2013
2014

Sales Revenue



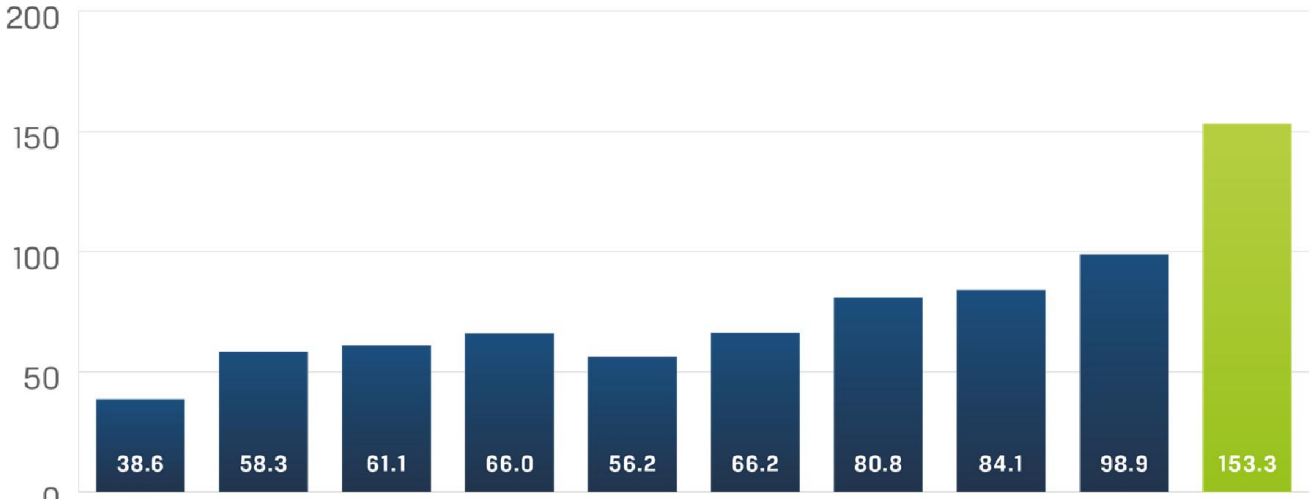
2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	
57.7	72.7	110.4	126.1	153.8	198.5	168.0	190.1	189.8	211.8	223.0	247.7	M EUR
63.0	90.2	136.5	159.1	211.4	290.7	233.5	250.4	264.7	273.5	296.6	326.5	M USD
40.0	49.4	75.4	85.9	105.6	159.6	149.5	162.3	165.3	171.8	189.6	198.7	M GBP

Expenditures on research and development



6.2	9.7	11.7	13.2	25.6	26.3	11.8	15.5	16.2	15.7	16.3	17.6	M EUR
									24.3	24.8	26.6	
7.1	12.1	14.4	16.7	35.1	38.5	16.4	20.4	22.6	20.3	21.7	23.2	M USD
									31.4	33.0	35.0	
4.3	6.6	8.0	9.0	17.6	21.2	10.5	13.2	14.1	12.7	13.8	14.1	M GBP
									19.7	21.1	21.3	

EBITDA



	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	
	38.6	58.3	61.1	66.0	56.2	66.2	80.8	84.1	98.9	153.3	M PLN
	9.6	14.9	16.2	18.7	13.0	16.5	19.5	20.1	23.5	36.6	M EUR
	11.9	18.9	22.2	27.4	18.0	21.8	27.2	26.0	31.3	48.2	M USD
	6.6	10.2	11.1	15.0	11.5	14.1	17.0	16.3	20.0	29.4	M GBP

Data Center map

Comarch Certificates

ITIL

ISAE 3402

ISO

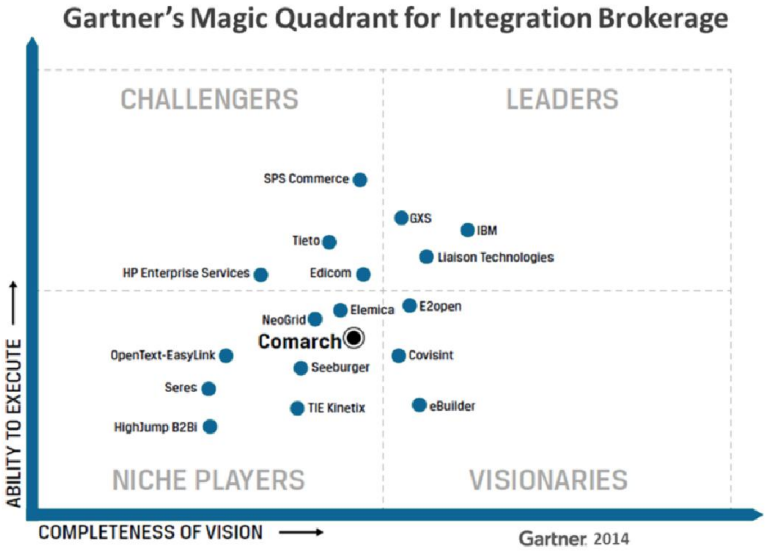
Industrial Safety

UE SECRET

PCI DSS

IQNet

Gartner Annual Report



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Forbes 100 – World's Biggest Public Companies

OUR CLIENTS:

FORBES POSITION	COMPANY
4	General Electric
7	Royal Dutch Shell
18	BP
19	Citigroup
21	Samsung Electronics
22	BNP Paribas
25	Allianz
32	Nestlé
33	Vodafone
35	Procter & Gamble

FORBES POSITION	COMPANY
37	Pfizer
38	Statoil
39	AXA Group
47	Johnson & Johnson
60	ING Group
63	Telefónica
72	Sanofi
76	Anheuser-Busch InBev
82	Merck & Co
88	PepsiCo

Ranking calculated May 2013

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1 Comarch facts and figures

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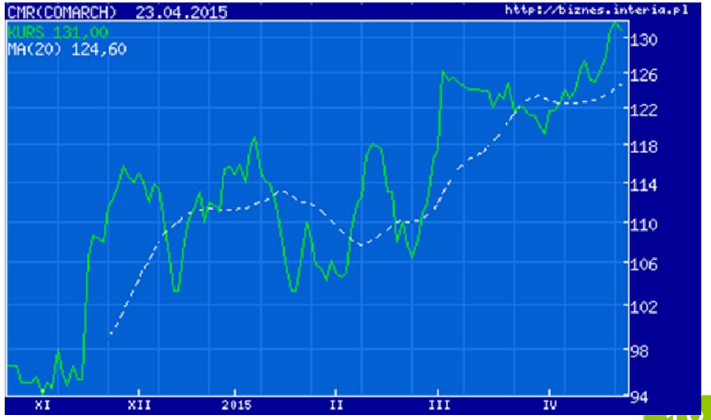
New developments at Comarch in 2014/15

- Best finanancial KPIs ever (revenue, EBITDA, R&D, profitability ratio)
- Investment in new areas: IoT: Iternet of Things and e-Medicine
- Investment in infrastructure – Datacenters, DRC, Security, Cloud-solutions
- Development in global presence: Brasil, Canada, (AE) Dubai, Spain, Italy, Turkey, Malysia, US (2-nd office in NYC)
- New R&D projects: Smart City – MONTREAL
- Changes in Board of Directors
- Great focus on acqusition of global customers



Comarch Internet of Things Lab

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3. Comarch non-EDI solutions

Business solutions

COMARCH CRM&MARKETING

- Customer Loyalty Solutions
- Loyalty Program Analytics
- Social Mining
- Campaign Management
- Engagement
- Gamification
- Creative Services

COMARCH EDI

- B2B Integration
- Master Data Synchronization
- Purchase-to-Pay
- Supply Chain Management
- e-Invoicing
- e-Commerce

COMARCH SFA

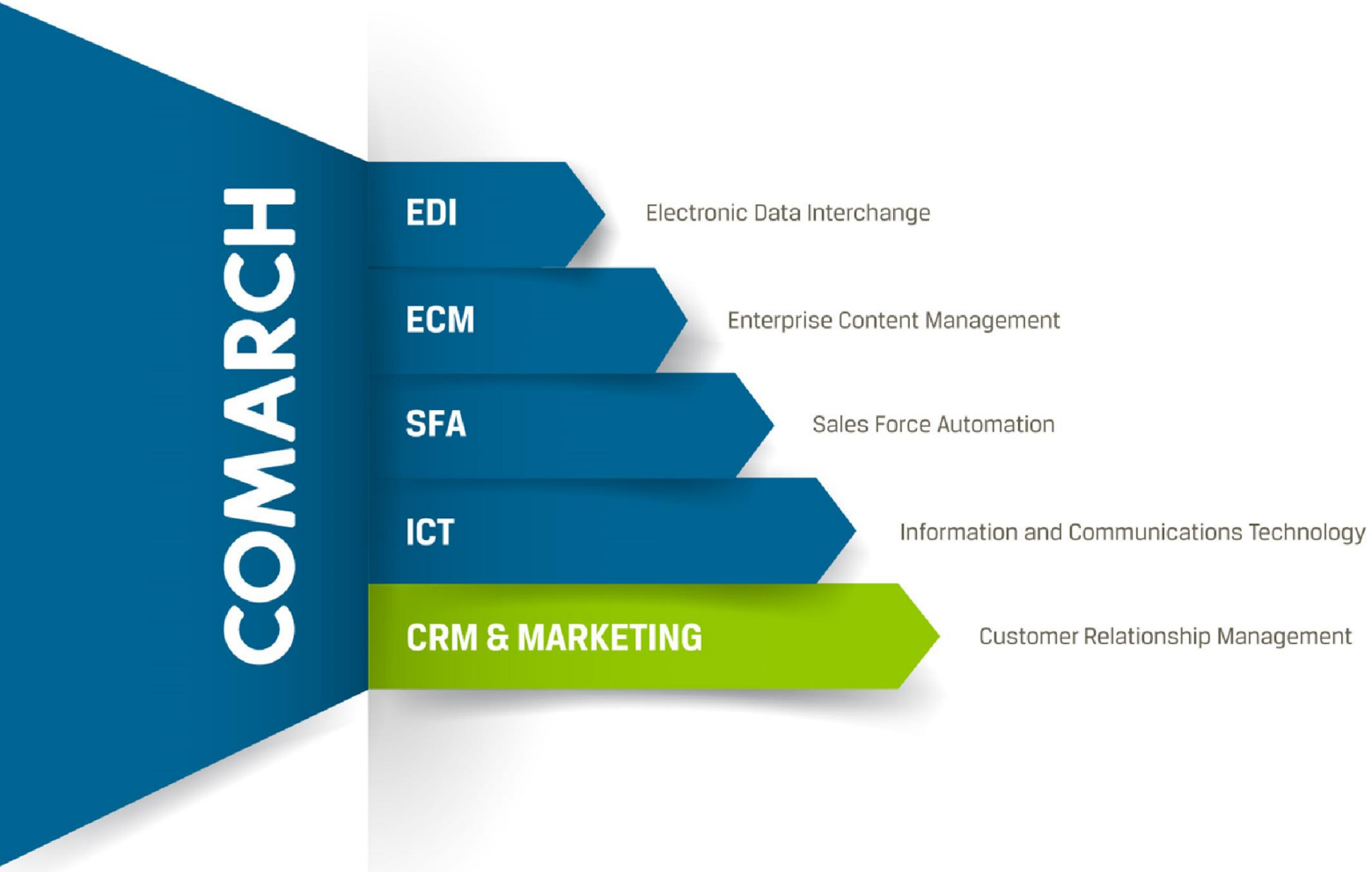
- Mobile Sales Force
- Online Sales Support
- Online Distribution
- Trade Promotion Management

COMARCH ECM

- Enterprise Content Management
- Business Process Management
- Data Capture
- OCR

COMARCH ICT

- Data Center
- Network Managed Services
- Contact Center
- Network Operations Center
- IT Outsourcing
- IT Integration


COMARCH
EDI
Electronic Data Interchange
ECM
Enterprise Content Management
SFA
Sales Force Automation
ICT
Information and Communications Technology
CRM & MARKETING
Customer Relationship Management

COMARCH CRM&MARKETING

CRM & Marketing - Key Industries

COMARCH CRM&MARKETING

80+
successfully implemented loyalty & marketing
initiatives supported in 29 countries all over the world

More than **14** years of experience & growth
in the customer loyalty management

350+
experts in 13 countries
dedicated for marketing products development, implementation, maintenance, sales, consulting, program management, trainings

27 500
system users

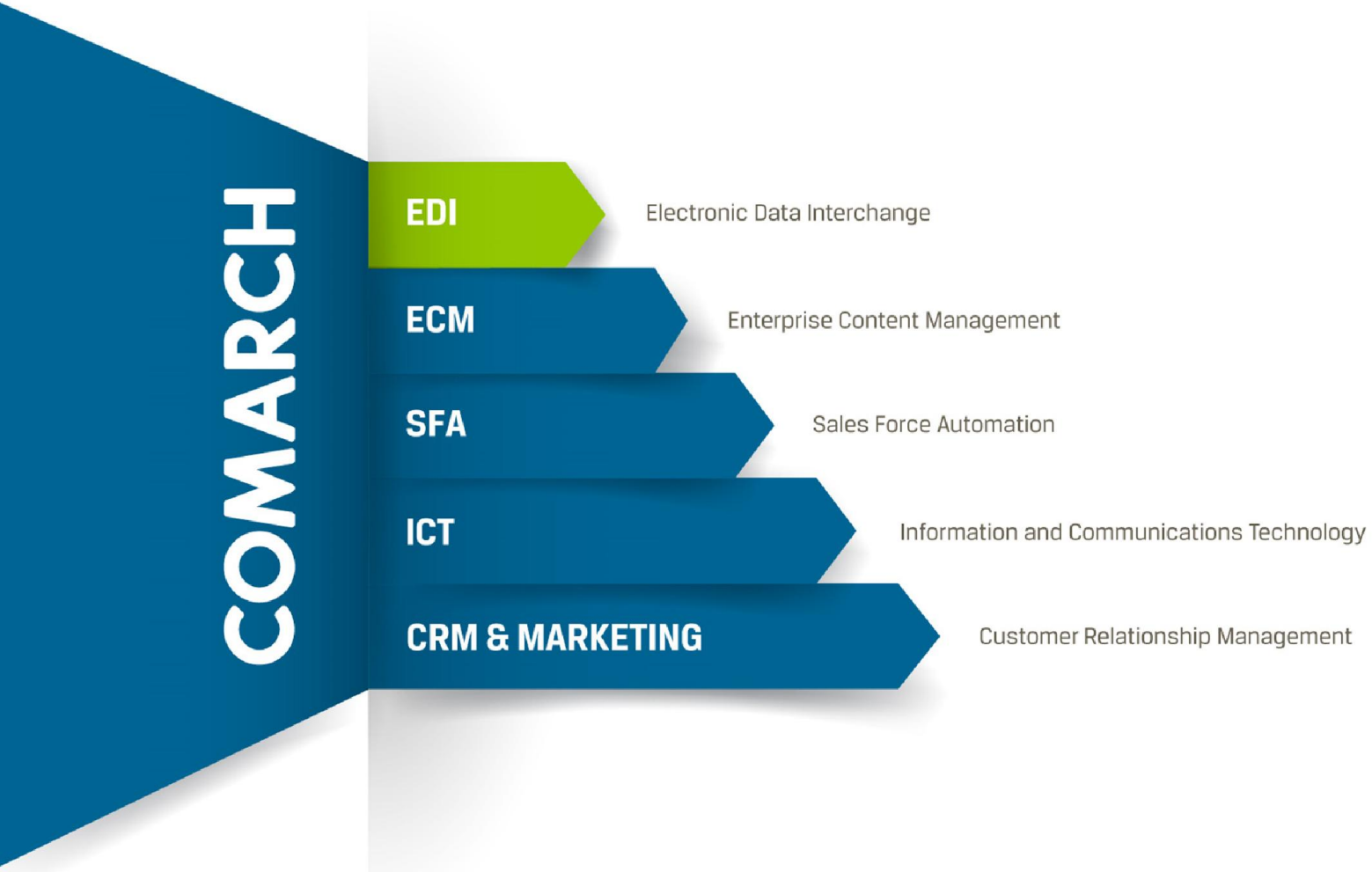
Our systems process more than **4.7** million transactions on a daily basis

215 million
members of loyalty programs

700+
issuance & redemption program partners

More than **20** years on the market

5.9 billion
processed loyalty transactions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CRM & MARKETING
Customer Relationship Management

Ольга Вислављных

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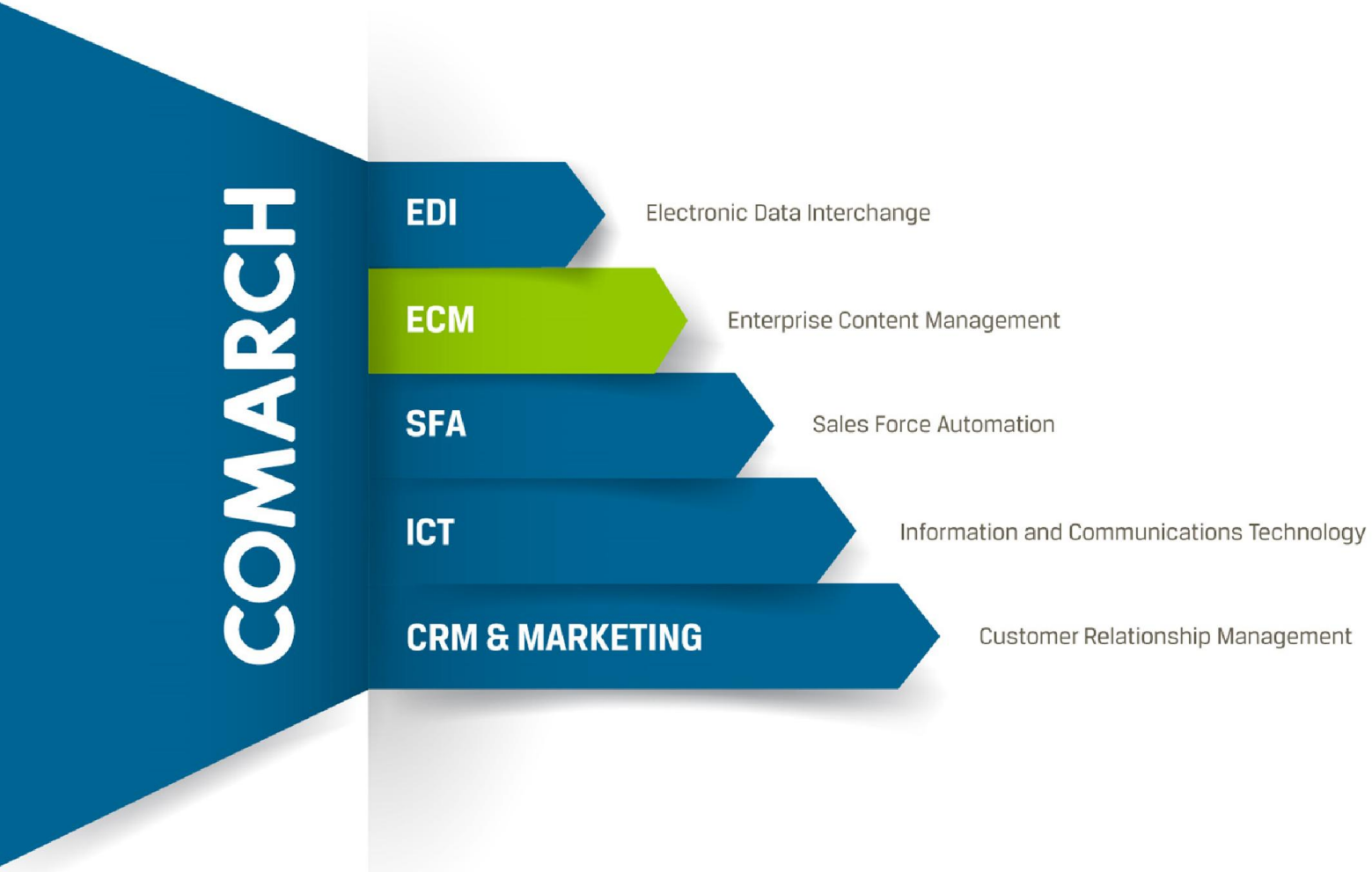
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CRM & MARKETING
Customer Relationship Management

COMARCH ECM

technicolor
technicolor
ING
T-Mobile
SSP
AXA
Ahold
Valeo
hilcona
Carrefour
GÓRAŻDŻE CEMENT
Energa
ROSSMANN
RÖHLIG
SUUS
EUROCASH
synthos
chemical innovations
MITSUBISHI
Pfeifer & Langen
Nestlé Waters

ECM - Key Industries

COMARCH ECM

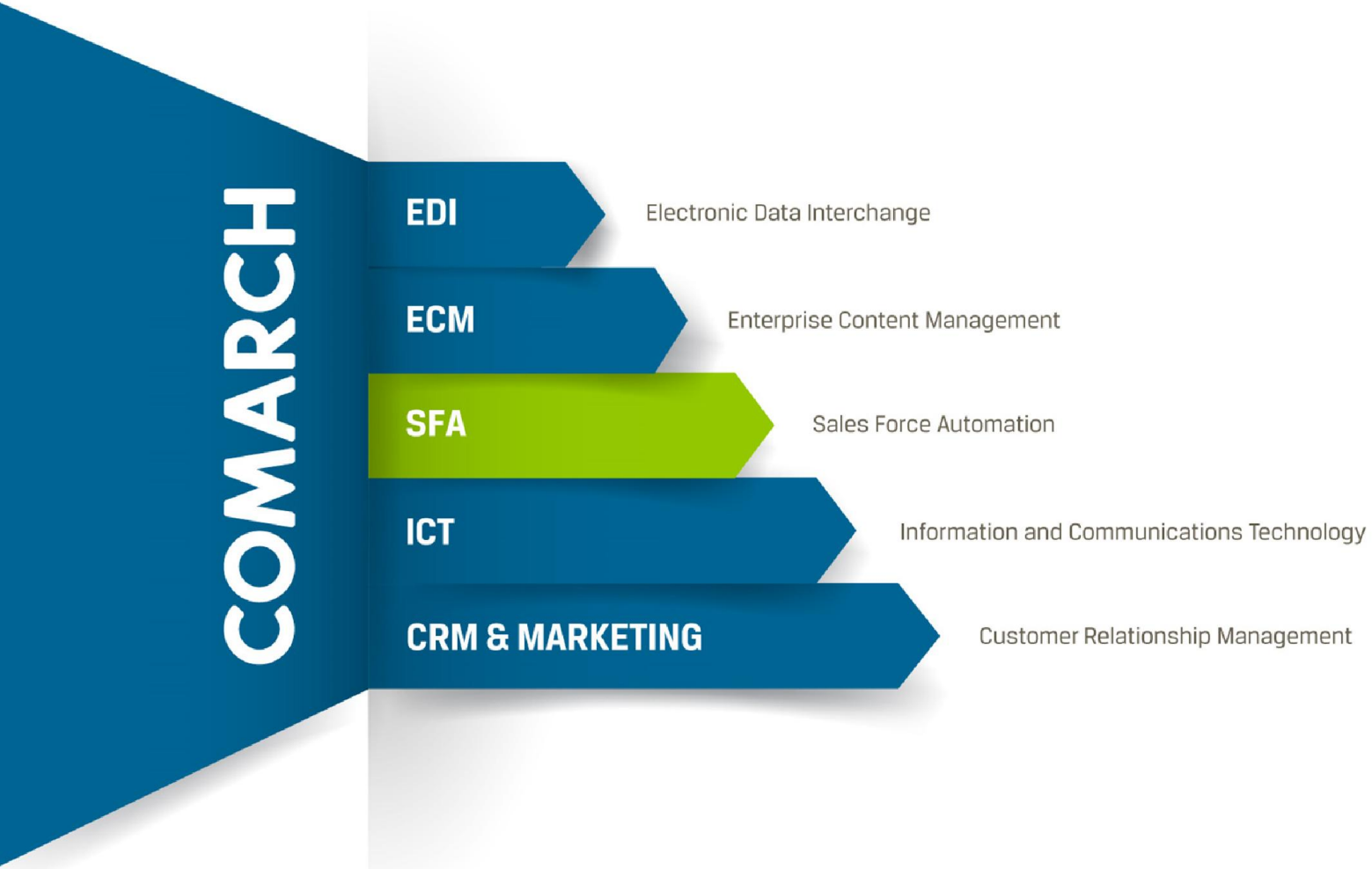
10 among the **100 most successful companies in Poland** have already entrusted us (data from Forbes)

TOP 3 customers of Comarch ECM process more than **23 million** documents annually

More than **1,2 billion** documents are stored in the implemented solutions

OCR modules process over **1,5 million invoices** and other financial documents per month

Database of over **600** customers across **15 countries** on **4 continents**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COMARCH SFA

NIVEA
Red Bull
PPG
DIAGEO
Hortex
Carlsberg Group
Barlinek
AGROS NOVA
Grupa Żywiec
Amica
MARS
BioMed
P&G
Procter & Gamble
Wawel
NAVO
COLGATE-PALMOLIVE
AkzoNobel
Energizer
IREKS
IDS GROUP
cersanit
Śnieżka

SFA - Key Industries

COMARCH SFA

More than **4.5** thousand users of Mobile Sales Force Apps

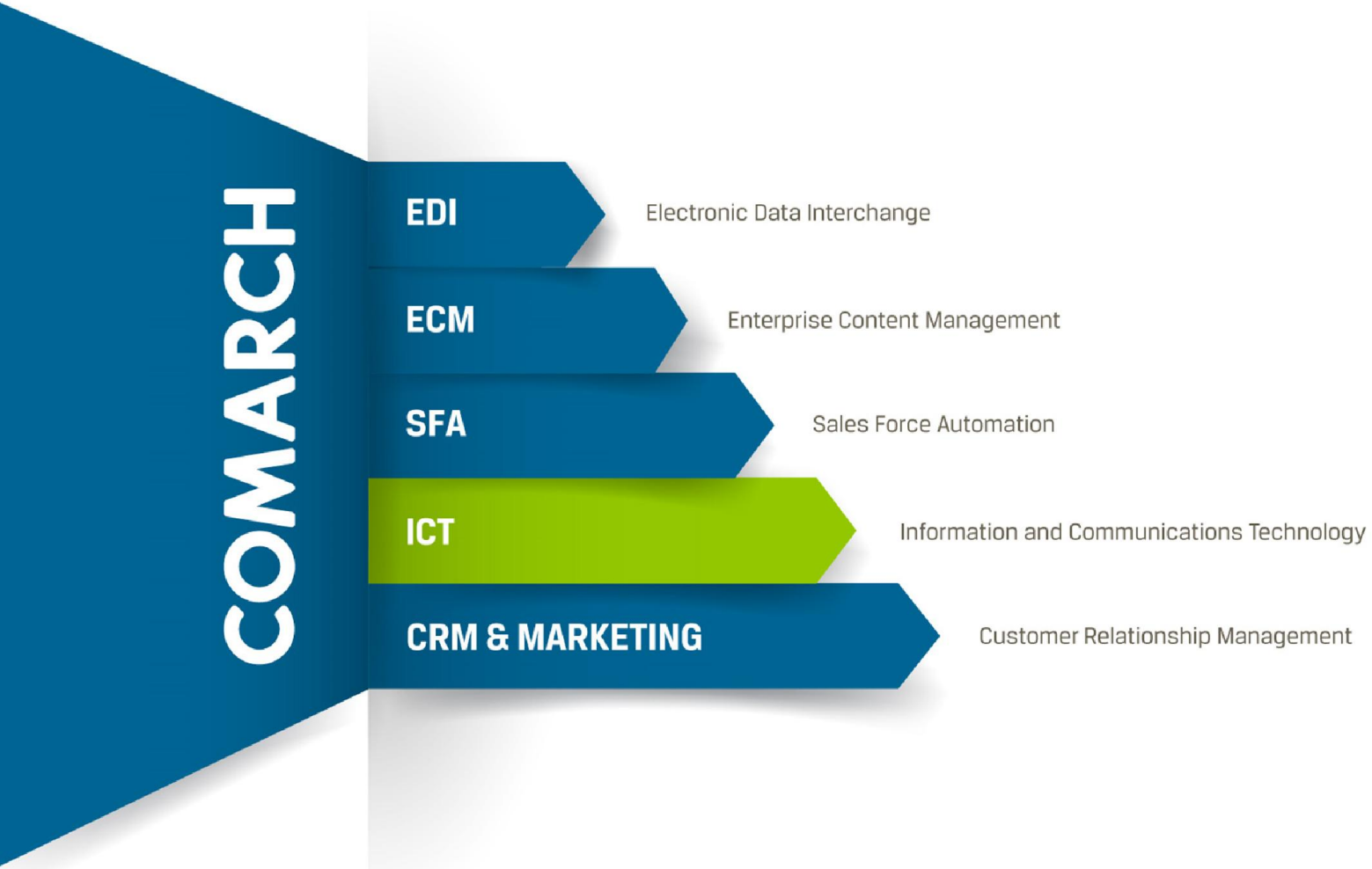
20 million generated delivery orders

More than **15** million documents transmitted in Comarch Online Distribution

6.5 billion bottles of beer "transferred" by Comarch Online Distribution

300 000 active retail points of sales

More than **650** chemical and grocery wholesalers that report inventory and sales data daily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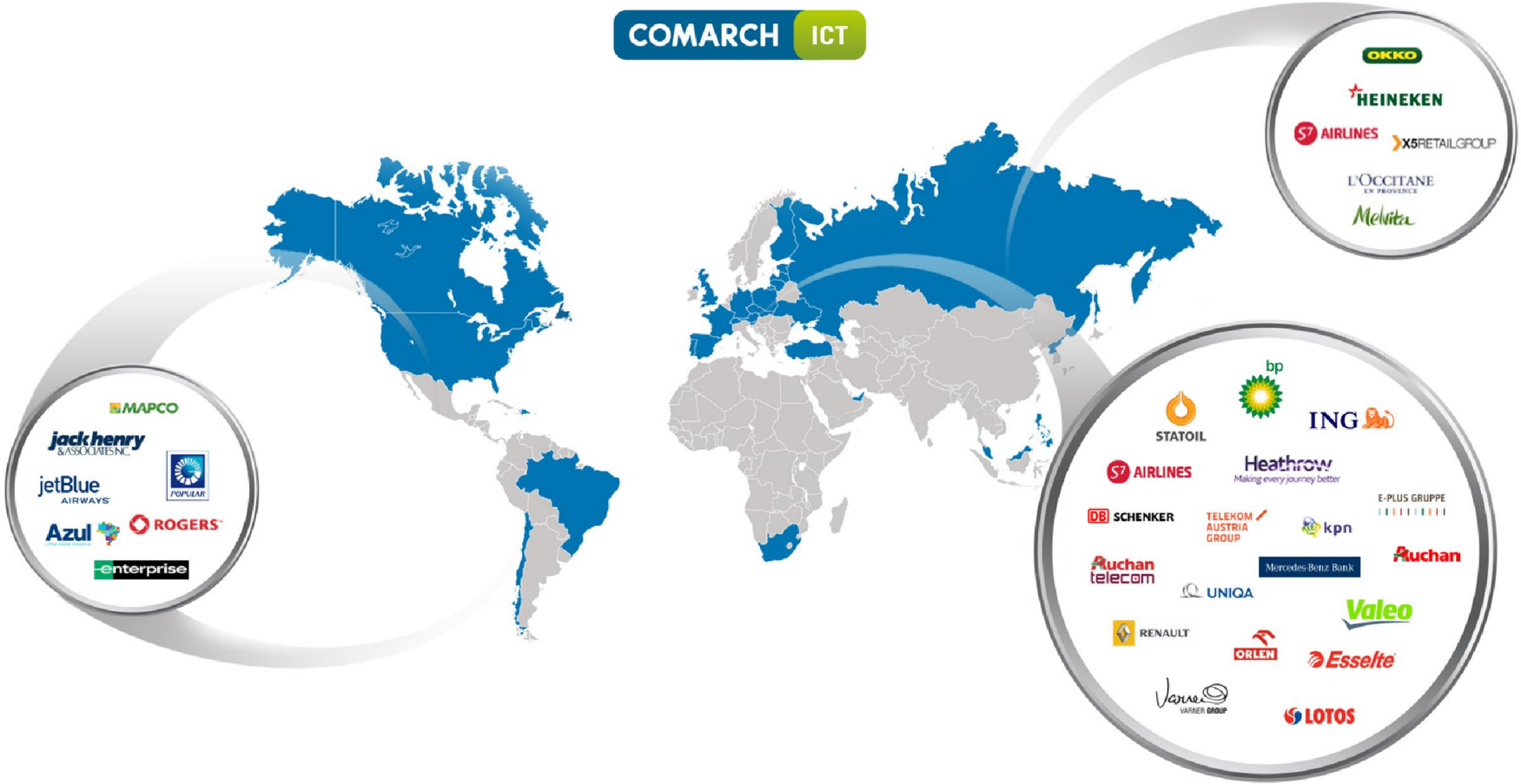

OKKO
HEINEKEN
S7 AIRLINES
X5RETAILGROUP
L'OCCITANE EN PROVENCE
Melvita
MAPCO
jack henry & ASSOCIATES INC.
jetBlue AIRWAYS
POPULAR
Azul
ROGERS
enterprise
bp
STATOIL
ING
S7 AIRLINES
Heathrow
Making every journey better
E-PLUS GRUPPE
DB SCHENKER
TELEKOM AUSTRIA GROUP
kpn
Auchan telecom
Mercedes-Benz Bank
Auchan
UNIQA
Valeo
RENAULT
ORLEN
Esselte
Varner
VARNER GROUP
LOTOS

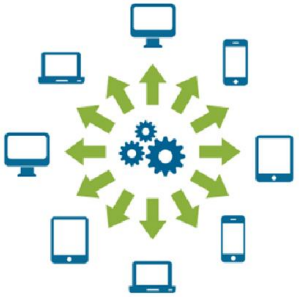
ICT - Key Industries

5 Data Centers around the world

clients in more than **50** countries

COMARCH Data Center

5 petabytes of data is currently stored in our Data Centers

Half a million end users

5 thousand monitored devices and services