



## Columbus delivers significant progress in 2015

March 17, 2016

**Columbus increased revenue by 28% and earnings by 29% and hereby delivered the best result ever.**

Ballerup, 2016-03-17 15:37 CET (GLOBE NEWSWIRE) -- **Ballerup, 17 March 2016:** Columbus continued the recent year's progress, and for the third year in a row announces record high earnings. Columbus hereby seals the Columbus 15 strategy in a satisfying way.

In 2015, Columbus delivered a revenue of DKK 1,123m, and EBITDA\* amounted to DKK 105.2m., corresponding to increases of 28% and 29% respectively compared to 2014. The net result for the year increased by 24% to DKK 65.3m.

"The results for 2015 is the strongest result we have delivered so far, and I am proud to announce a good closing of Columbus' strategic program Columbus 15", says CEO in Columbus Thomas Honoré.

### **Record-breaking sale of Columbus Software**

In 2015, Columbus increased the sale of own software by 57% to DKK 96.8m. This is significant progress and above the expectations of DKK 80m for the year.

"We have experienced significant growth in sale of Columbus' industry software in 2015. The demand for solutions that can help companies optimize and automate their business while creating a better customer experience has increased greatly during the recent year", says Thomas Honoré.

### **Strong revenue growth in the services business**

In 2015, Columbus' services revenue grew by 20%, which is mainly due to acquisitions of InterDyn BMI in the US and MW data A/S in Denmark. At the same time productivity in the services business increased. The progress in the services business is in line with expectations for the year, and the company has thus achieved a key objective for the year.

### **Stable development in sale of industry solutions**

In 2015, revenue from Columbus' industry solutions in manufacturing, food and retail increased from 77% to 78%, which is in line with expectations and above the target of 75%. Manufacturing is still our leading industry with 35% of the total revenue.

### **New acquisitions strengthen Columbus' market position**

In 2015, Columbus acquired four companies: In February, Columbus acquired the US consultancy InterDyn BMI with 125 employees and coast-to-coast representation in the US serving more than 2,000 customers. In May, Columbus acquired the Danish consultancy MW data A/S and MW Solutions A/S with specialized production competencies and 27 employees. In July, Columbus acquired the US consultancy Sherwood Systems with 10 employees and more than 300 customers.

Columbus strives to grow organically as well as through acquisitions of companies with a profile similar to Columbus within the company's key industries and in selected geographical areas.

### **Expectations of growth and increased earnings in 2016**

With Columbus 15, Columbus reached the announced objectives, and today the company is a strong global consultancy with industry expertise and own software solutions.

"Columbus is well positioned to take the next strategic step with the Columbus2020 strategy plan, which focuses on increased growth, strong customer focus and digital leadership", says Thomas Honoré.

In 2016, Columbus expects revenue in the level of DKK 1.2bn and EBITDA\* in the level of DKK 120m.

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