

Presentation of Columbus

Small & Mid Cap seminar
ABG Sundal Collier, 25 April 2018

By Hans Henrik Thrane, CFO



This presentation and related comments contain forward-looking statements. Such statements are subject to many uncertainties and risks, as various factors of which several are beyond Columbus A/S' control, may cause that the actual development and results differ materially from the expectations.

Today's presentation

AGENDA

- About Columbus
- Highlights of Q1 2018
- Financial Value Drivers
- Short- and long-term Guidance
- Questions

A person in a red jacket and black pants is rappelling down a dark, textured rock face on the left side of the image. The background shows a vast, blue mountain range under a bright, hazy sky. Overlaid on the image is a network diagram consisting of several orange circles of varying sizes connected by thin orange lines. The circles are scattered across the middle and right portions of the image, with some lines extending towards the bottom right corner. A solid orange rectangular box is positioned in the bottom left corner, containing the text 'About Columbus'.

About Columbus

Columbus at a glance

Global IT-Services company

with development and sale of
own industry specific business solutions

Solid industry know-how

within Manufacturing, Retail, Food

Subsidiaries in 17 countries with 2,000 employees in

Denmark, Sweden, Norway, England, USA, Lithuania, Estonia,
Russia, Holland, India, Germany, Switzerland, Czech Republic,
Spain, Poland, Chile, China

4200 Customers across 45 countries

6.394 Shareholders

Established in 1989

Listed on NASDAQ Copenhagen in 1998



How Columbus creates value to customers



We transform business

Recent technological advancements bring the potential of **digital transformation** to all companies. The opportunities are tremendous. Let us show you how.



We mitigate risk

The Columbus business-process approach and single-minded focus on selected industries **mitigates the inherent risks** of replacing core business solutions.



We build lasting relationships

We proactively lead our customers through their toughest challenges. We focus on innovation, support and customer satisfaction. We aspire to **keep our customers for life.**

A peak into our customers

Food



Manufacturing



Retail



A person in a red jacket and black pants is rappelling down a dark, craggy rock face on the left side of the image. The background shows a vast, blue mountain range under a bright, hazy sky. Overlaid on the scene is a network diagram consisting of several orange circles of varying sizes connected by thin orange lines, suggesting a global or interconnected theme.

Highlights Q1 2018

Highlights Q1 2018

Revenue

51% growth

amounting to DKK 469m

EBITDA*

75% growth

amounting to DKK 51m

Integration of

iStone

according to plan

Columbus Software

38% growth

amounting to DKK 27m

Result before tax

92% growth

amounting to DKK 32m

Acquisitions

iStone

HiGH Software

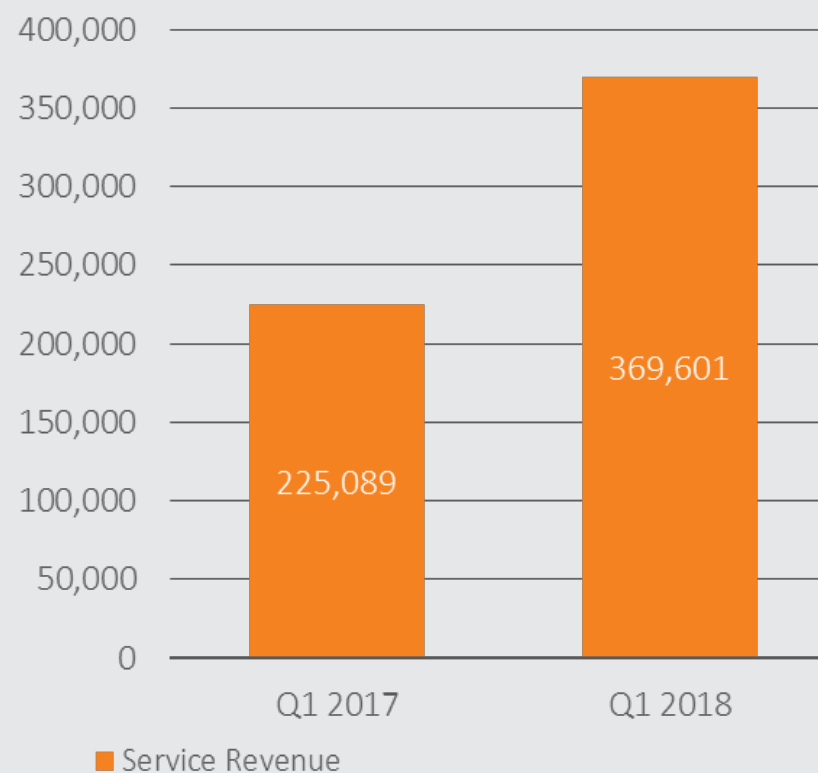
A person in a red jacket and black pants is rappelling down a dark, craggy rock face on the left side of the image. The background shows a vast, blue mountain range under a bright, hazy sky. Overlaid on the scene is a network diagram consisting of several orange circles of varying sizes connected by thin orange lines. The circles are scattered across the middle and right portions of the image, with some lines extending towards the bottom right corner. A large, solid orange rectangle is positioned in the bottom left corner, partially obscuring the rock face and the network diagram.

Financial Value Drivers

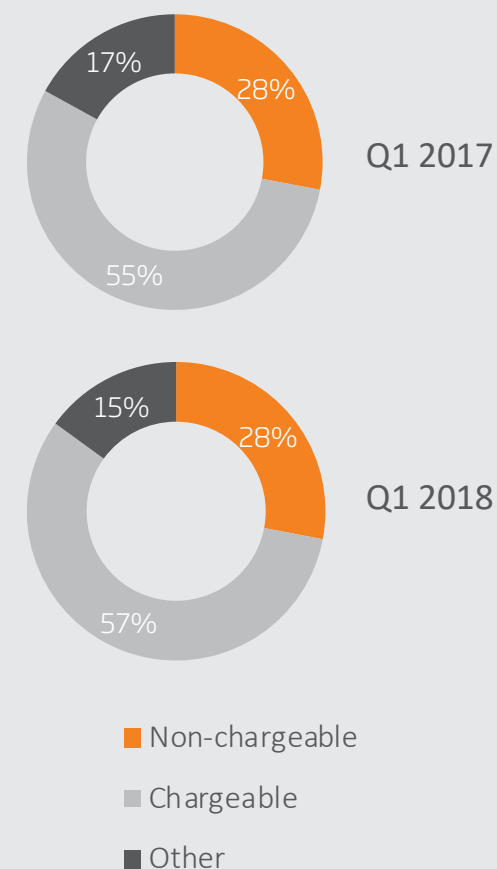
Growth in the services business

- Service revenue grew by 64% to DKK 370m
 - Acquisition of istone and HiGH Software
- Increase in chargeable hours (55% to 57%)
 - In line with expectations

Development in the service revenue

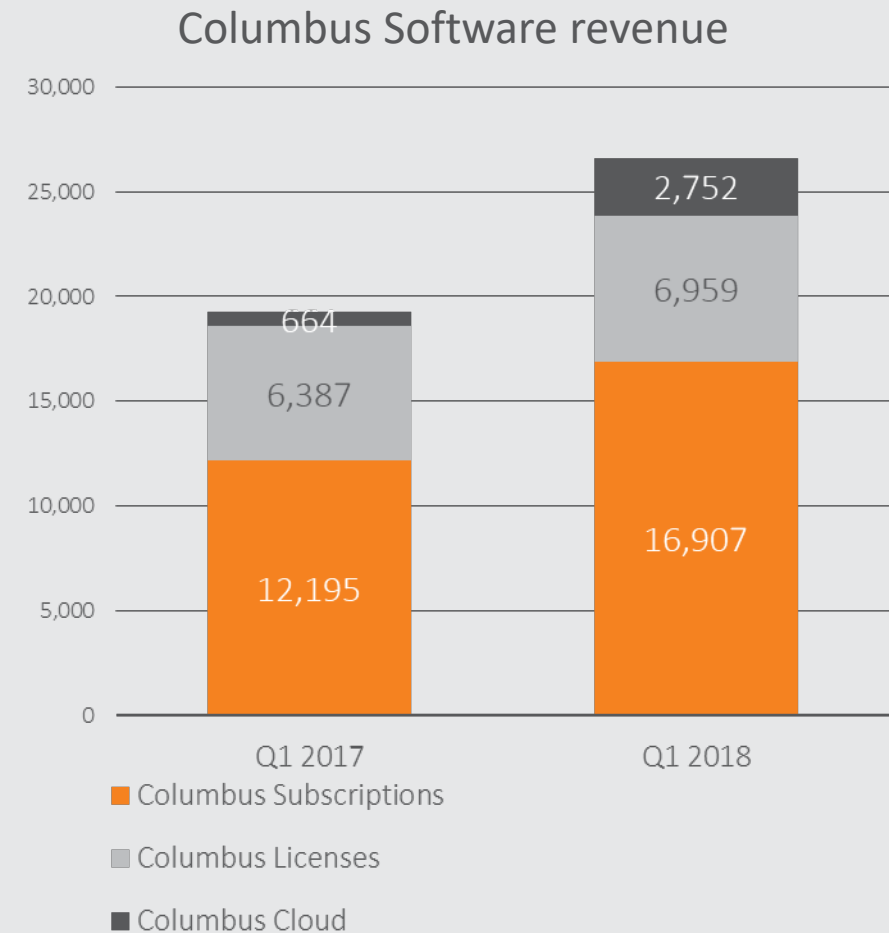


Customer Work



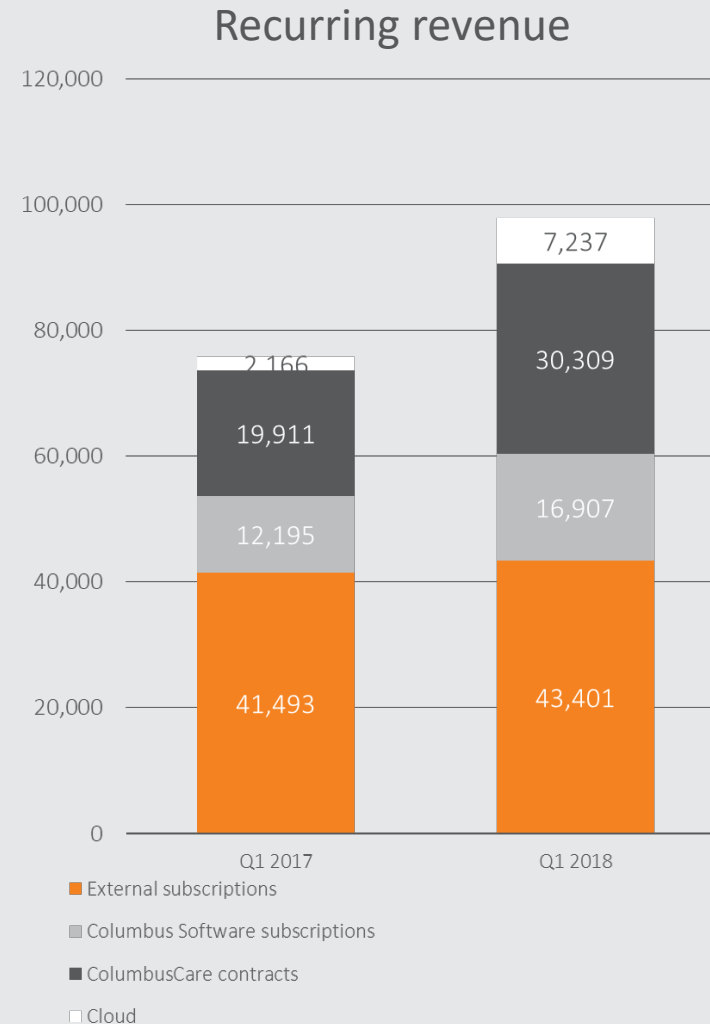
Growth in Columbus Software sales

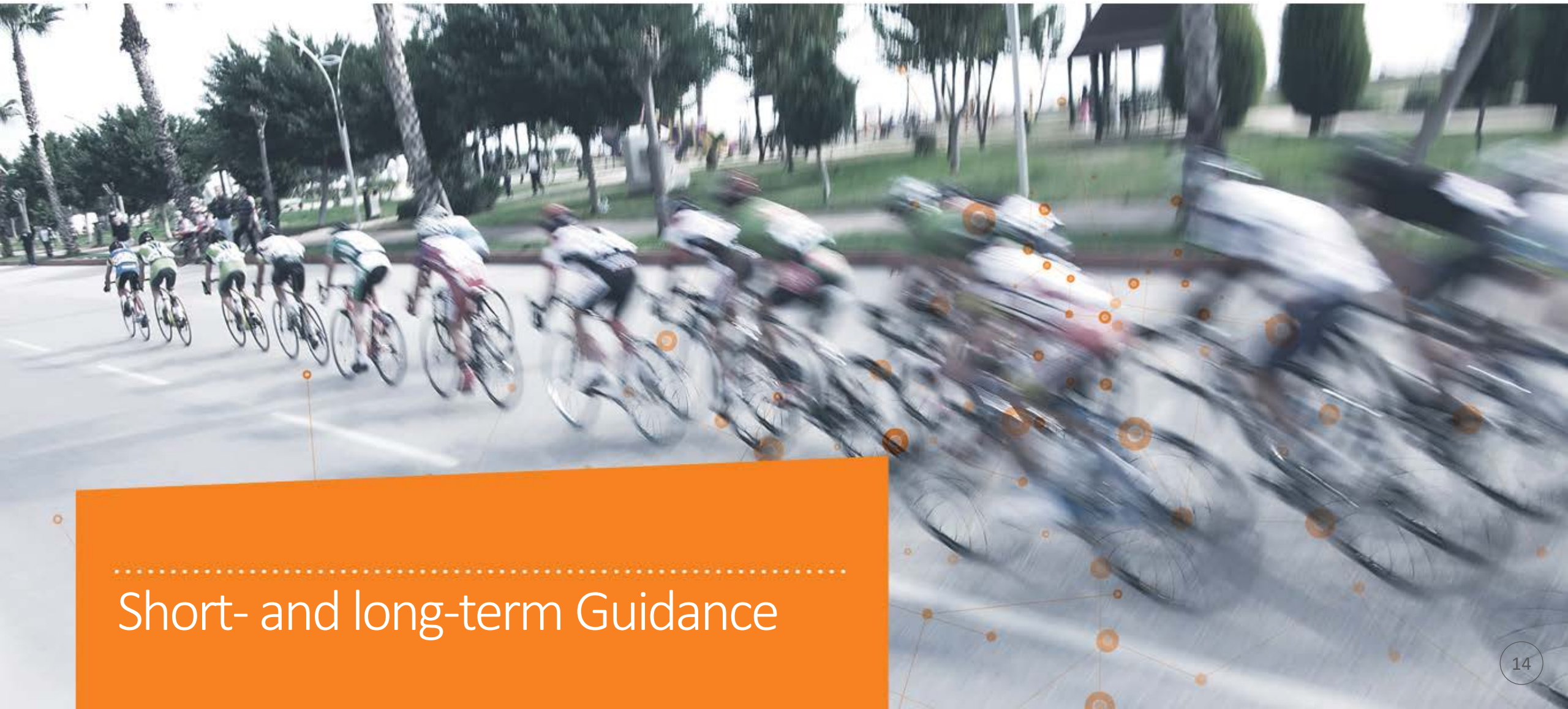
- Total revenue from sale of Columbus Software increased by 38%, amounting to DKK 27m
 - Subscriptions grew by 39%
 - License sales grew by 9%
 - Cloud sales increased as planned



Growth in Recurring Revenue

- Recurring revenue increased by 29%
- Recurring revenue constitutes 21% of total revenue
- Columbus Care contracts grew by 52%
- Total Cloud revenue grew by 234%





Short- and long-term Guidance

Financial guidance for 2018

Revenue, in the range of
DKK 2bn

EBITDA*, in the range of
DKK 200m

Software revenue, in the range of
DKK 90m

Dividend
10% dividend
on nominal share capital

Short-term guidance



Long-term guidance for 2020

Revenue

3-5% growth

average per year organically

EBITDA*

11%

EBITDA margin

Recurring revenue

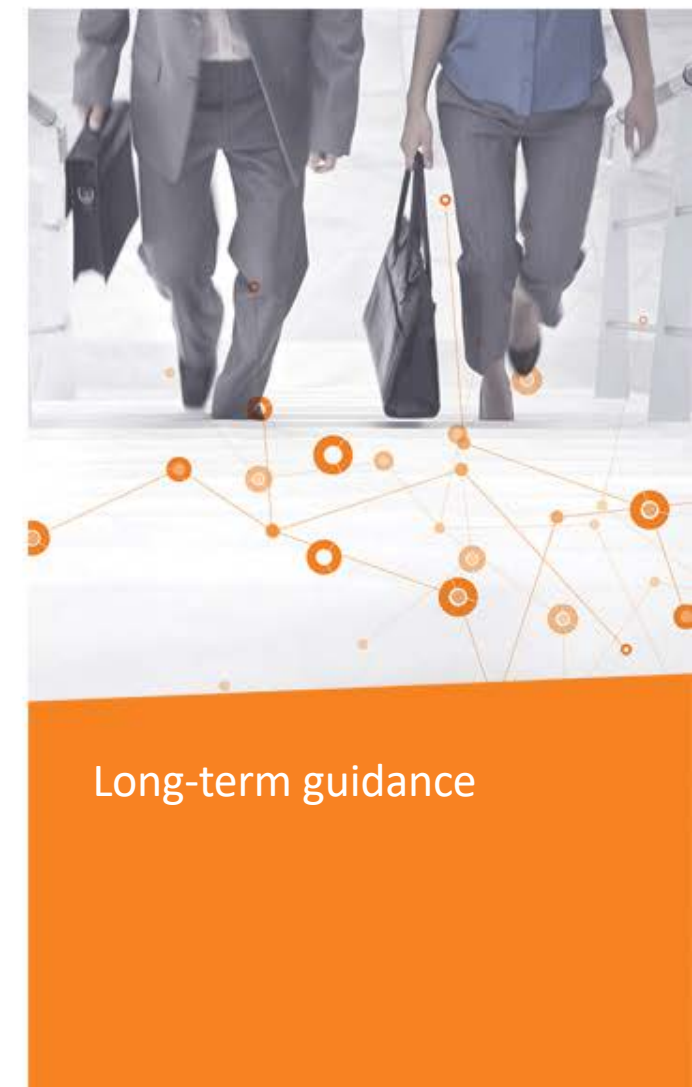
25%

of total revenue in 2020

Dividend

10% pay-out

of nominal value each year



Long-term guidance

A photograph of two people sitting at a table in a meeting. One person is holding a pen and the other is holding a marker. There is a coffee cup on the table. The background is a bright window. An orange geometric overlay with lines and circles is at the bottom of the image.

Thank You!

Questions

Upcoming events

- Interim Report H1 2018
 - 23 August, 2018
- Interim Management Statement Q3 2018
 - 7 November, 2018





Columbus[®] | Once you
know how...