Today's presentation

AGENDA

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

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

Leading in the **Nordic region** with 1,150 consultants

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.
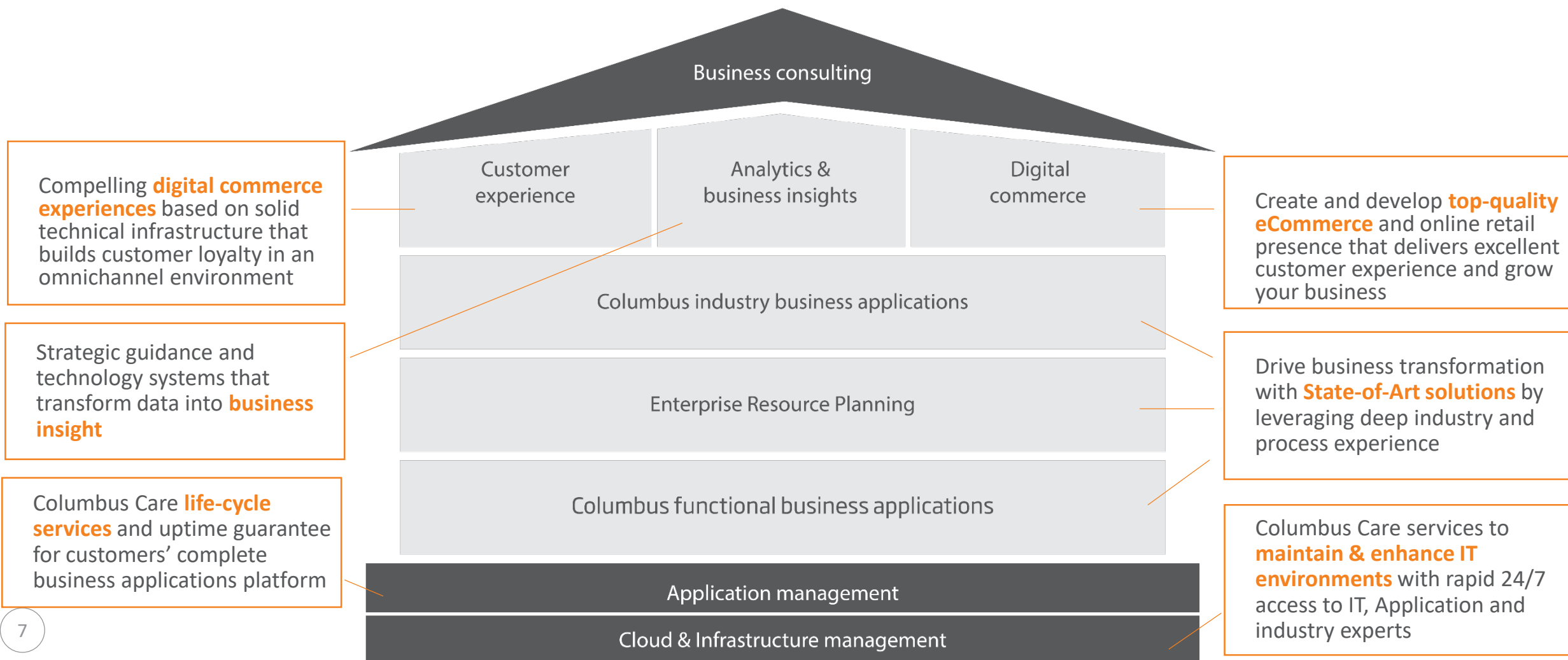
We build lasting relationships

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.

We mitigate risk

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

What we do

Compelling **digital commerce experiences** based on solid technical infrastructure that builds customer loyalty in an omnichannel environment

Strategic guidance and technology systems that transform data into **business insight**

Columbus Care **life-cycle services** and uptime guarantee for customers' complete business applications platform

Business consulting

Customer experience

Analytics & business insights

Digital commerce

Columbus industry business applications

Enterprise Resource Planning

Columbus functional business applications

Application management

Cloud & Infrastructure management

Create and develop **top-quality eCommerce** and online retail presence that delivers excellent customer experience and grow your business

Drive business transformation with **State-of-Art solutions** by leveraging deep industry and process experience

Columbus Care services to **maintain & enhance IT environments** with rapid 24/7 access to IT, Application and industry experts

A peak into our customers

Food

Manufacturing

Retail

Delivering digital transformation

MHI VESTAS OFFSHORE WIND

Who	Development, production, construction and service of offshore wind turbines
Challenge	Merger of two companies with multiple systems
Solution	Columbus Advanced Discrete Manufacturing Columbus Dynamic Security Management Columbus Invoice Workflow Columbus Connectivity Studio Microsoft Dynamics AX Columbus Care & ServerCare
Outcome	Solid ERP system that supports MVOW's digital transformation and strategic goals

Enabling growth

Bolia.
NEW SCANDINAVIAN DESIGN

Who	Danish furniture retailer online in 60 countries, 38 showrooms in 6 countries, and still expanding with a new store every third week.
Challenge	Needed a solution to support growth, high customer experience as well as streamlining of the supply chain.
Solution	Columbus RapidValue Columbus Invoice Workflow Columbus Dynamics Security Management Consulting Services Microsoft Dynamics 365 Operations & CRM
Outcome	Able to deliver excellent customer service within their supply chain – which is key to their strategy

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

* EBITDA before share-based payment

iStone – a gamechanger for Columbus

Columbus® | Once you know how...

- 600 employees in 12 countries
- Create a market leading position in the Nordic region within ERP, Commerce and Application Management
- Extend our solution portfolio with additional technology platforms and solutions
- Strong industry fit within manufacturing and retail, distribution and food
- Realize financial synergies
- Increase global delivery

M3	Among the largest Global Alliance Partner of Infor M3	SECO, Höganäs, Elkem, Sandvik, SKF, IKEA, Lantmännen, TMHE,
Dynamics AX	Leading Microsoft ERP provider in Sweden	SDC, NCC, Trelleborg, Lekolar, Blenta, Biotage, Eton
Commerce	Leader of customized e-commerce solutions in the Nordic market	Maersk Container Industry, Pågen, Lindex, IKEA, H&M, Vinmonopolet
SAP	Implementation of SAP	Sandvik, Försvarsmakten, H&M, Fora AB, Samsung Electronics, Volvo car
AMS	Managed support services within M3, Dynamics and SAP, + 140 customers	Sandvik, Elekta, Elkem, Addtech,TMHE

Q1 2018 results

Financial Value Drivers

Financial Value Drivers

1 High profitability in the services business

High earnings potential in the services business by continuing to optimize deliveries, minimize risk and control costs

2 Scaling of own software sales

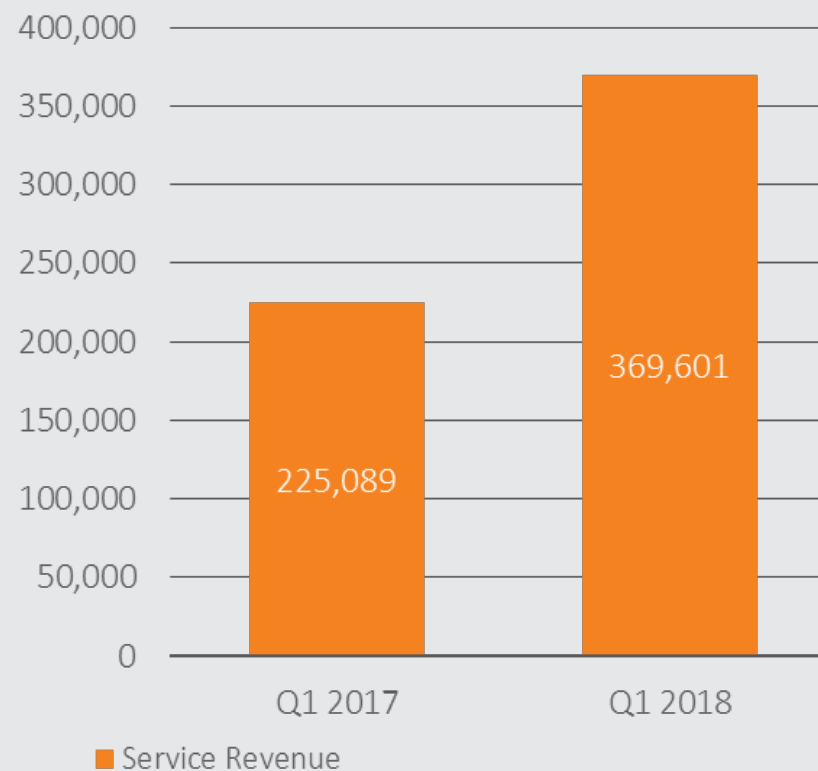High margin on sales of own software which opens opportunities for additional sales and creates value for customers

3 Recurring revenue and cloud revenue

Support agreements and cloud revenue are recurring revenue, which also establish long and strong customer relationships
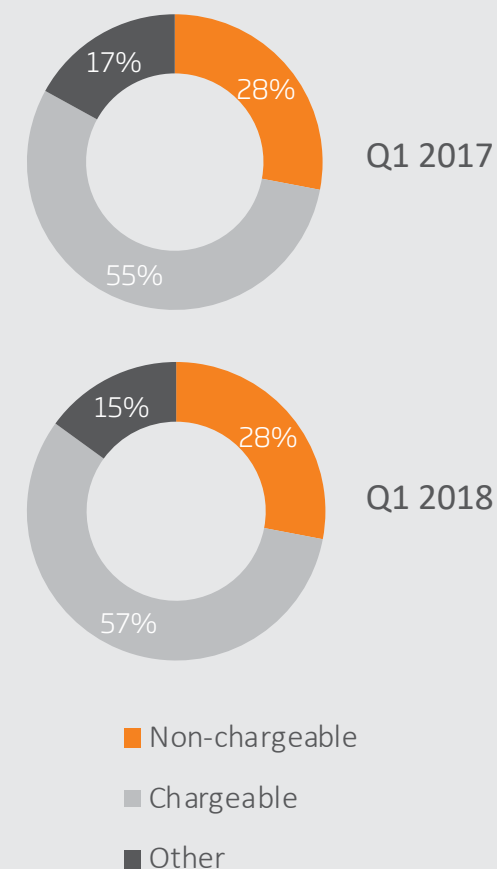
Growth in the services business

- **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
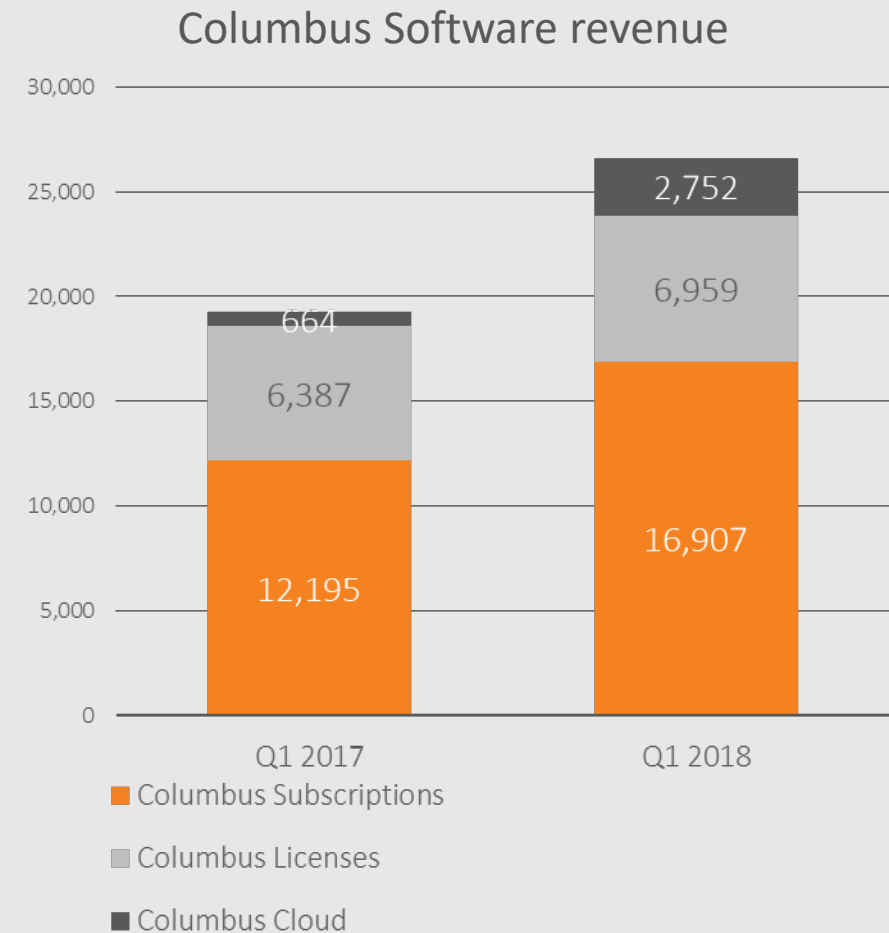
Development in the service revenue

	Q1 2017	Q1 2018
Service Revenue	225,089	369,601

Customer Work

Q1 2017: 28% Non-chargeable, 55% Chargeable, 17% Other

Q1 2018: 28% Non-chargeable, 57% Chargeable, 15% Other

- Non-chargeable
- Chargeable
- Other

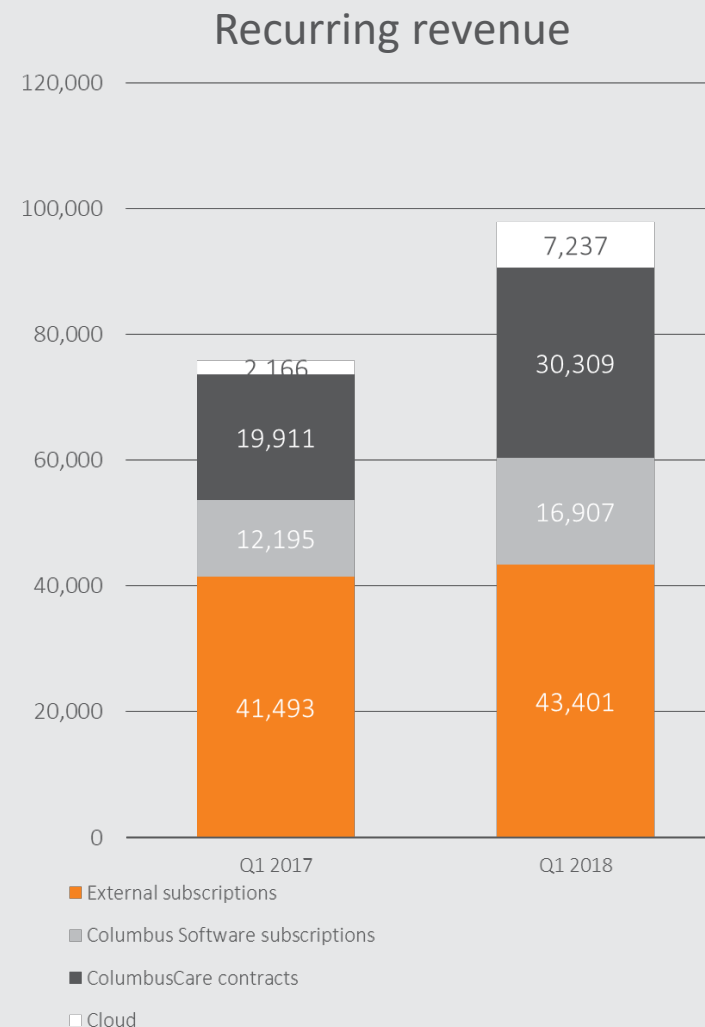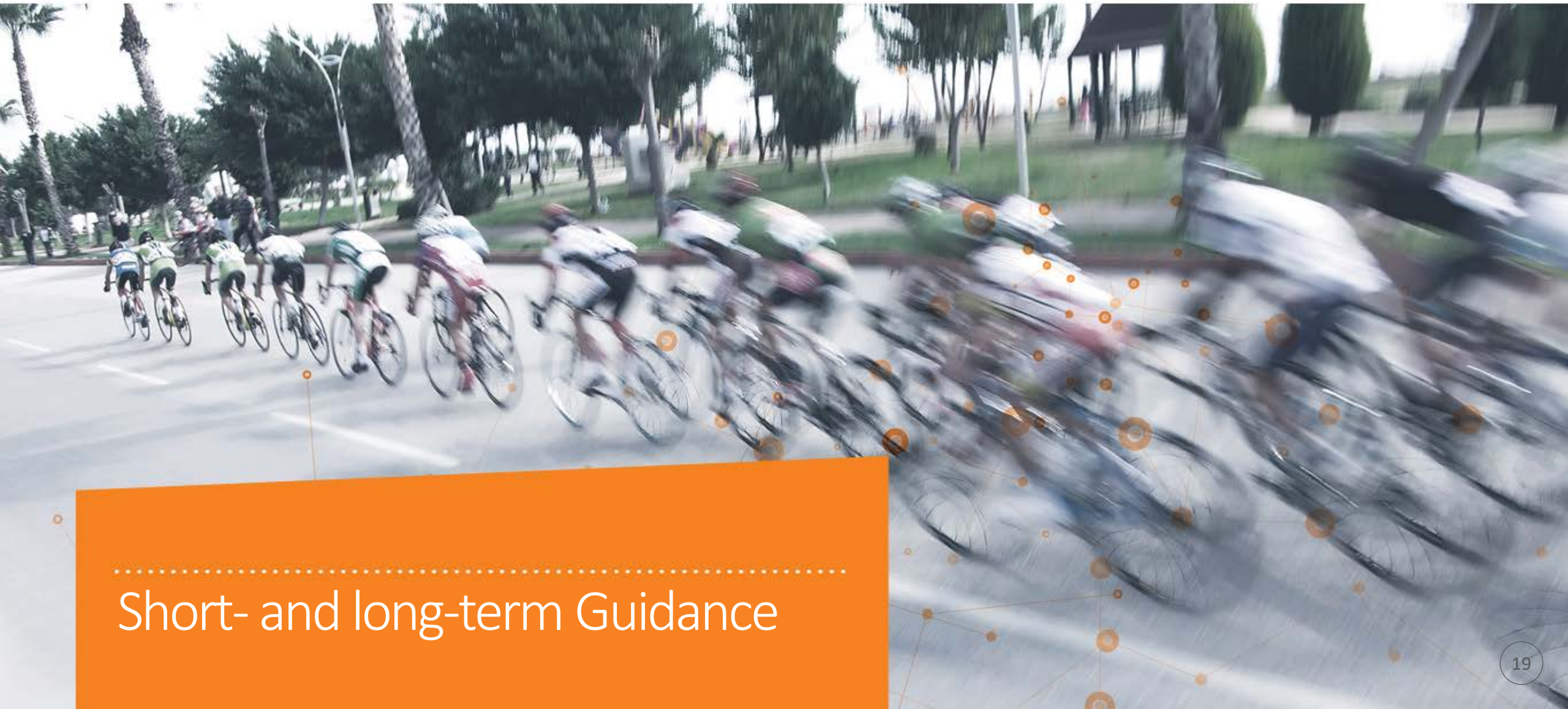# Growth in Columbus Software sales

- 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

Columbus Software revenue

	Q1 2017	Q1 2018
Columbus Cloud	664	2,752
Columbus Licenses	6,387	6,959
Columbus Subscriptions	12,195	16,907

■ Columbus Subscriptions
■ Columbus Licenses
■ Columbus Cloud

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%

Recurring revenue

	Q1 2017	Q1 2018
Cloud	2,166	7,237
ColumbusCare contracts	19,911	30,309
Columbus Software subscriptions	12,195	16,907
External subscriptions	41,493	43,401

Legend:
- External subscriptions
- Columbus Software subscriptions
- ColumbusCare contracts
- Cloud

Short- and long-term Guidance

6 years of continuous growth
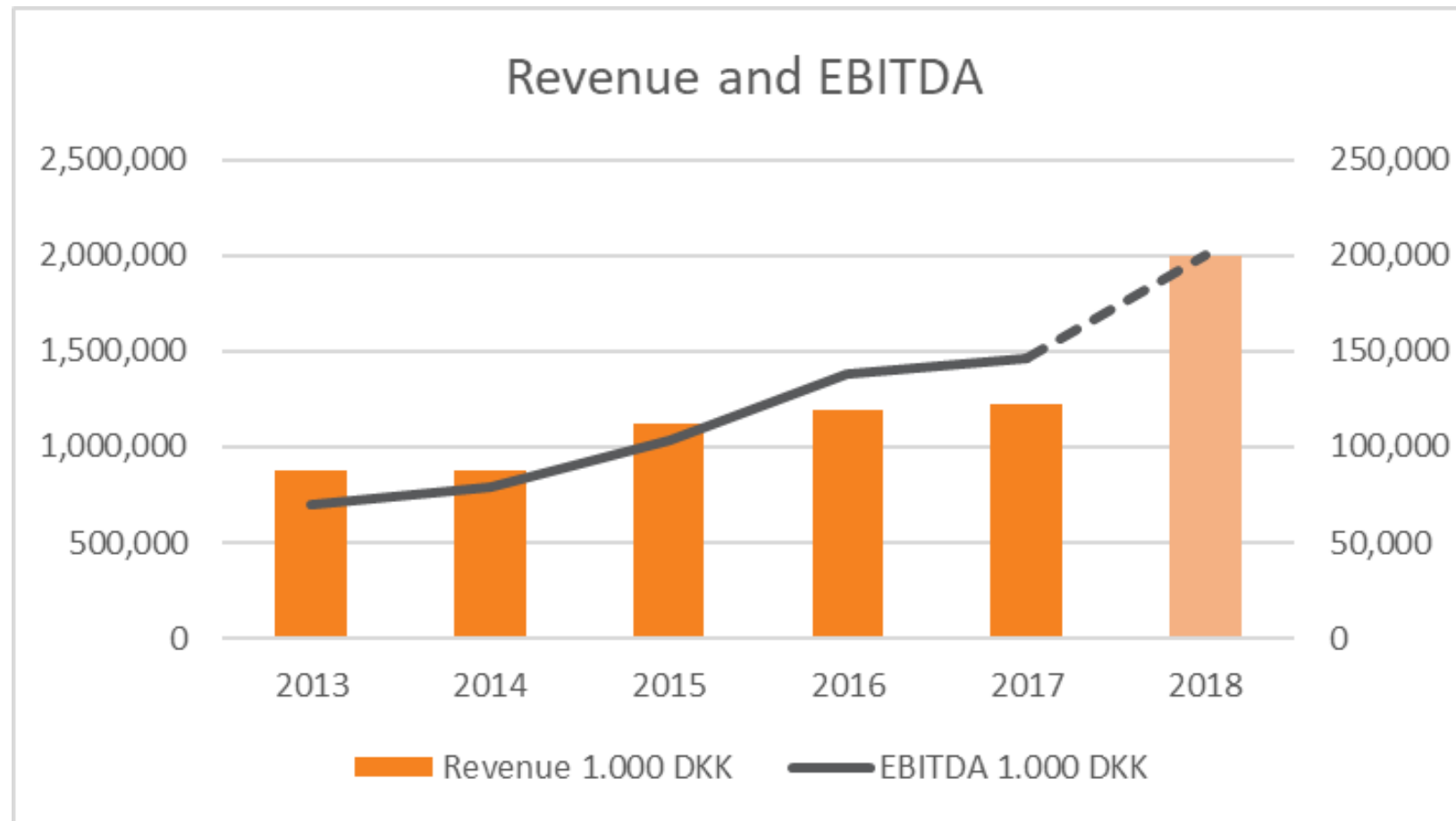
Financial guidance for 2018

Columbus | Once you know how...

Revenue, in the range of

DKK 2bn

corresponding to a growth of 64%

EBITDA*, in the range of

DKK 200m

corresponding to a growth of 35%

Software revenue, in the range of

DKK 90m

Dividend

10% dividend

on nominal share capital

* EBITDA before share-based payment

Long-term guidance for 2020

Columbus | Once you know how…

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

* EBITDA before share-based payment
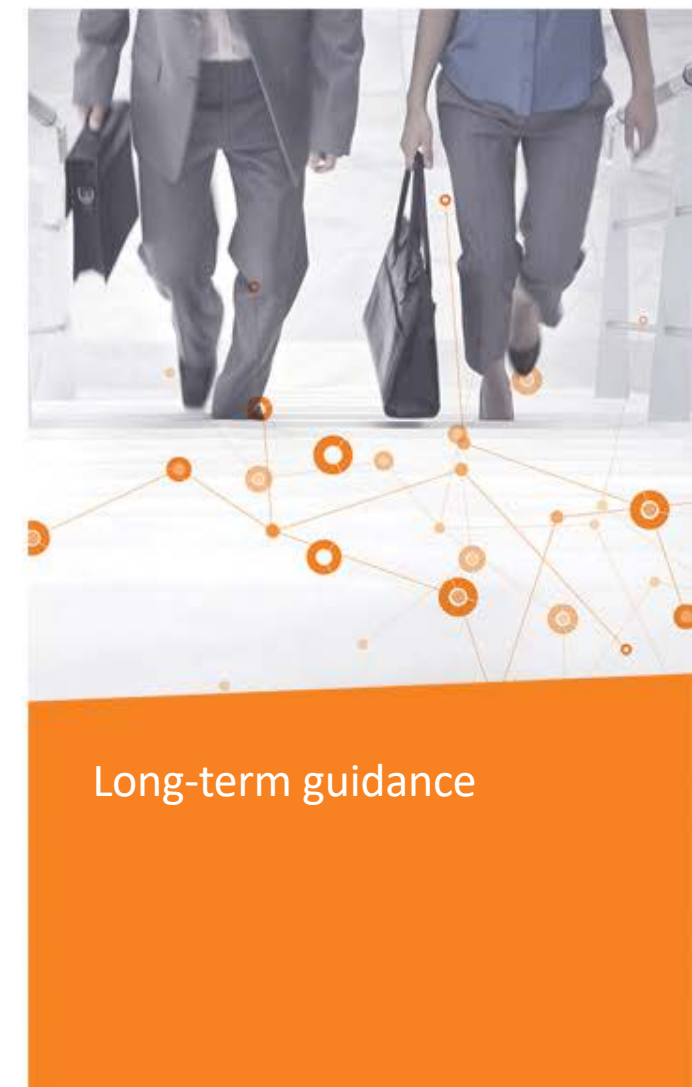
Questions

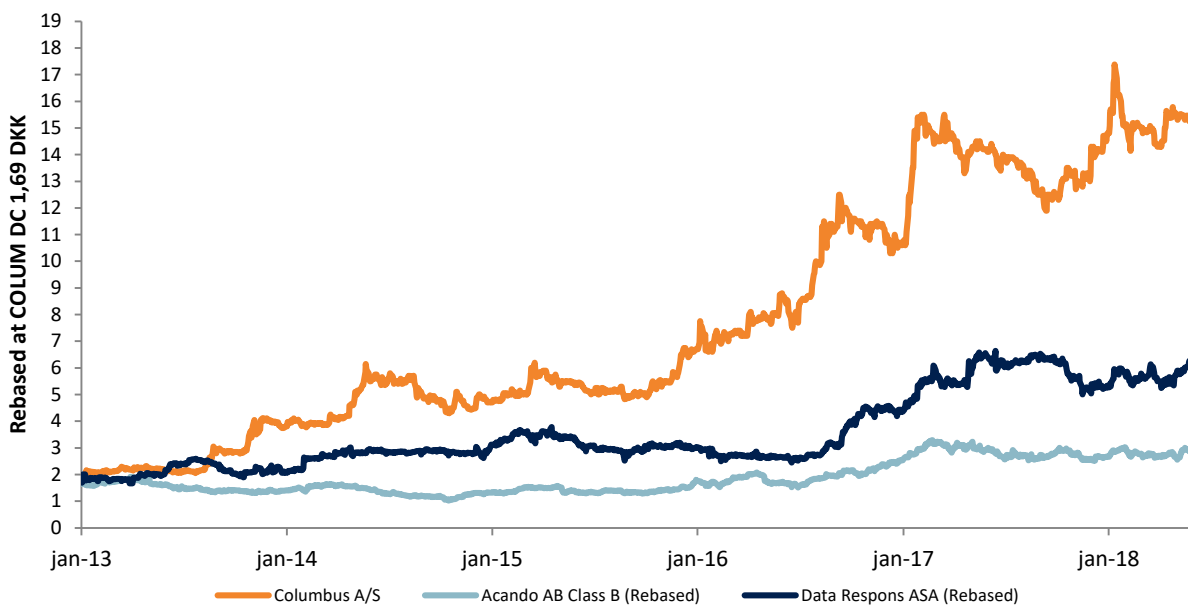# Appendix

Share development since 2013

Share price development since 2013

Share price development vs. peers

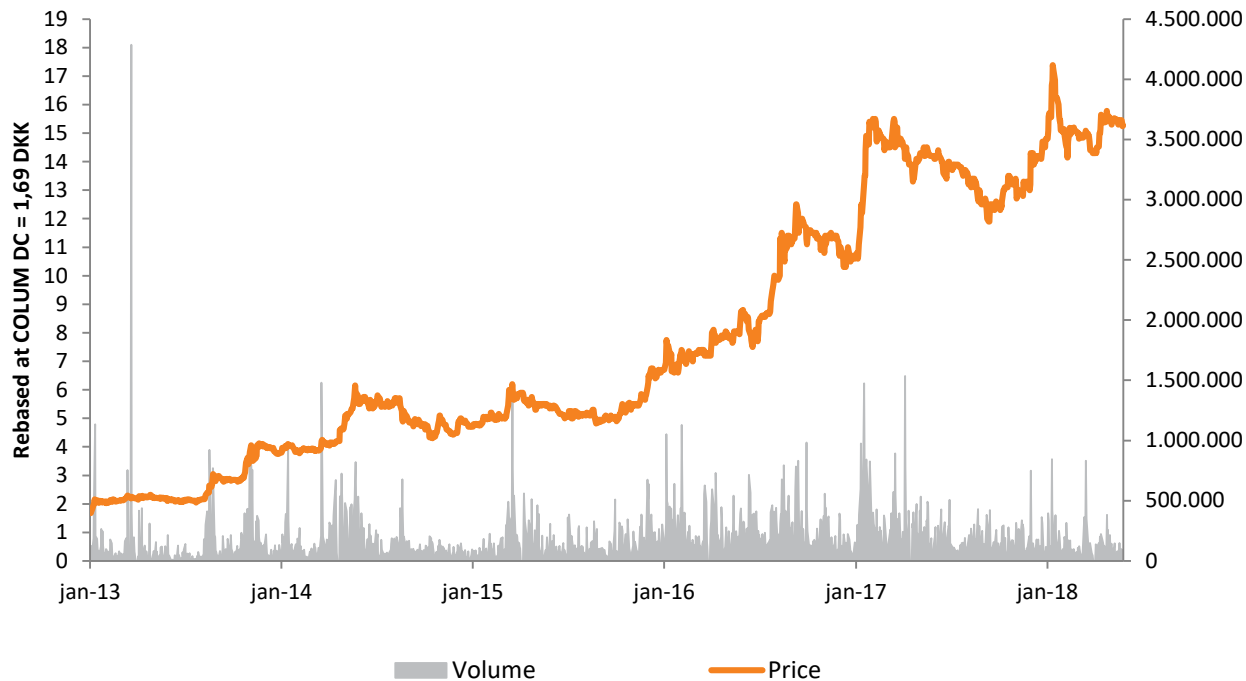Legend: Columbus A/S — Acando AB Class B (Rebased) — Data Respons ASA (Rebased)

Share price vs. benchmark

Legend: Columbus A/S — DENMARK_TECHNOLOGY (Rebased) — OMX Copenhagen Small Cap (Rebased) — OMX Copenhagen 20 (Rebased)
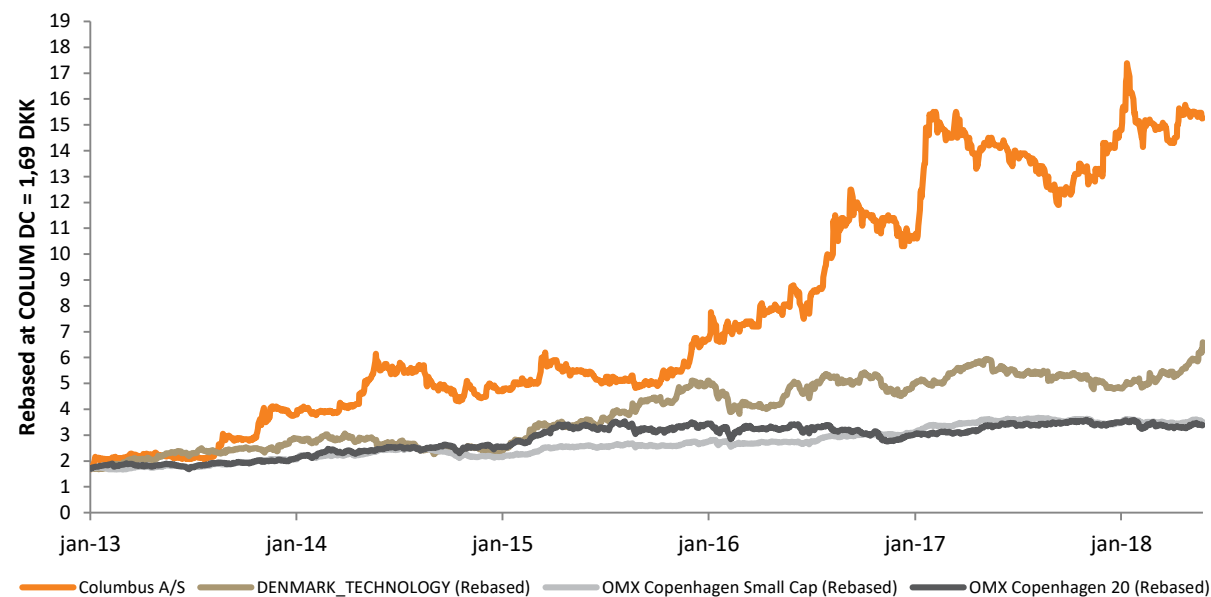
Positive development in volume and valuation since 2013

Share price development and volume

Rebased at COLUM DC = 1,69 DKK

Legend: Volume, Price

Valuation (DKKm)

	2013	2014	2015	2016	2017	Current
Market Cap (L)	403,7	518,2	761,8	1243,3	1784,6	1858,5
EBITDA (L)	70,1	78,7	103,9	138,6	146,2	
EV/EBITDA (R)	5,3	6,0	7,0	8,9	12,2	

Legend: Market Cap (L), EBITDA (L), EV/EBITDA (R)

2020 Strategy

Columbus | Once you know how...

Columbus® | 2020

CUSTOMER SUCCESS

DIGITAL LEADERSHIP

PROCESS EXCELLENCE

OUR PEOPLE
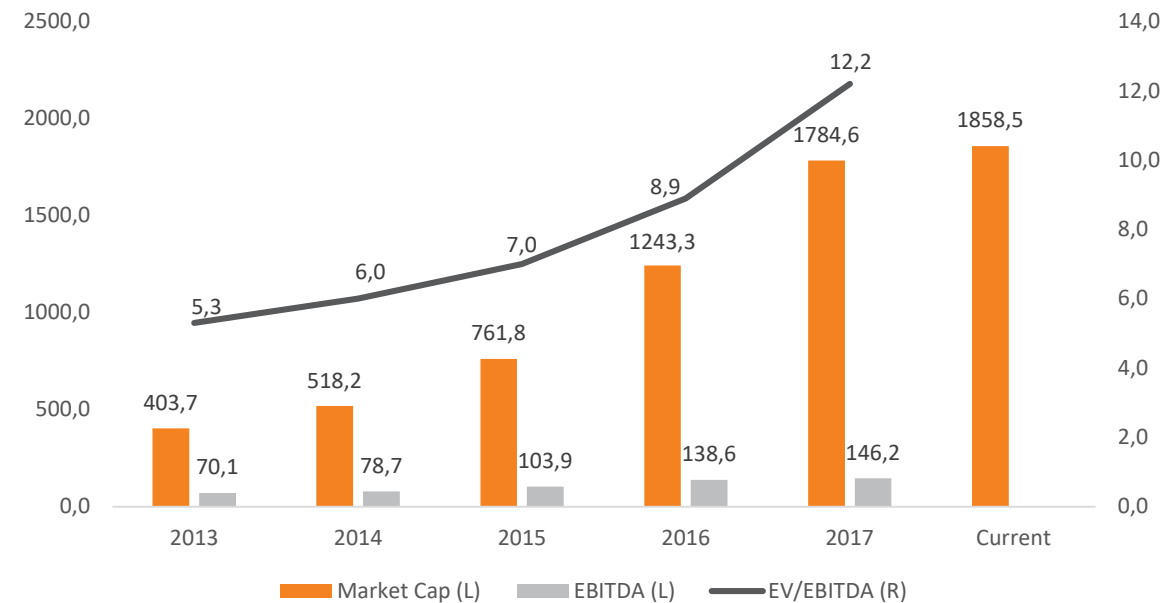
Taking care of customers for life

Accelerate business innovation

Quality in everything we do

Attract, develop and retain the best people

Upcoming events

- **Interim Report H1 2018**
  - 23 August, 2018

- **Interim Management Statement Q3 2018**
  - 7 November, 2018

Columbus® Once you know how...