

Small & Mid Cap Seminar

ABGSC

.....
26 September 2018



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

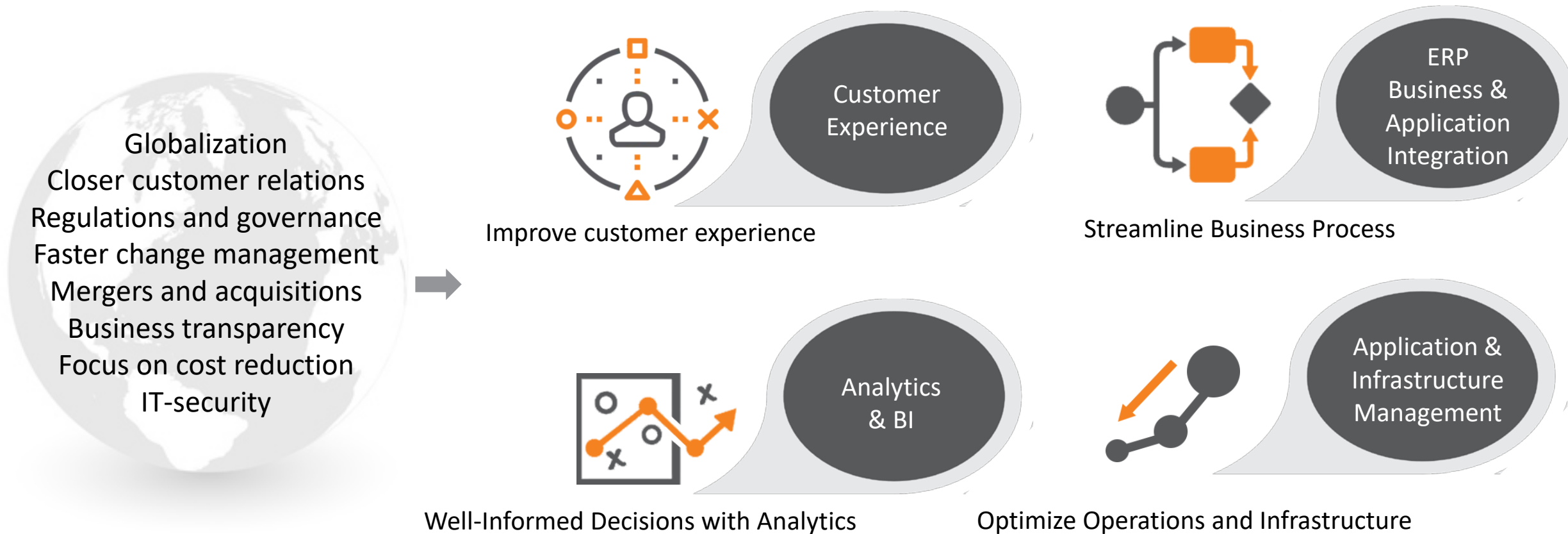
AGENDA

- **What we do every day**
- Highlights of H1 2018
- Financial Value Drivers
- Short- and long-term Guidance
- Questions

What we do each and every day...

Columbus help **ambitious** companies
transform, maximize and **futureproof**
their business digitally

Global trends drive corporate spending on digital transformation



A peak into our customers

 Wittusen & Jensen

 FATLAND

 MELLANSKOG
Skogsägarna

 OSI SYSTEMS, INC.

 ЭКСПЕРТ
Автоматическая & ручная

 LINAK

 DYNAUDIO



 Scandlines

 APOTEK
 STONEWALL
KITCHEN

 adelie
a fresher way
Bolia.com
new scandinavian design

 horizon
 M/V
MINI VESTAS OFFSHORE WIND

 ASSA ABLOY
 TRELLEBORG

 wheelabrator
shaping industry

 PUNTA
DEL AGUA

 D'Arrigo

 Makita

 Mazak

 PEPCO

 TRELLEBORG
GEORG JENSEN


 eason

 РУССКАЯ КОЖА
группа компаний

 JULA

 mio

 Ole & Steen
LACKAGENHUS

 Nudie Jeans co

 TEKNIK
MAGASINET

 PARRS
Experts in Workplace Equipment

 LINDEX
we make fashion feel good

 ADDETECH

 Domino's

 BOSCH

 Filippa K

 MAERSK
CONTAINER INDUSTRY

 MONIN
ULTIMATE TASTE
ULTIMATE CREATIVITY

 LINDEX
we make fashion feel good

 ROYAL CANIN
шанс и удовольствие

 LUNDBERG

 SANDVIK

 ПРОСВЕЩЕНИЕ
ИЗДАТЕЛЬСТВО

 Felleskjøpet

 Carletti

 Höganäs

 SWEDISH MATCH

 Danish Agro
MACHINERY

 SANDVIK

 SÖDRA

 FRISTADS

 BoConcept

 Höganäs

 Santa Maria

 ice
power

 OBI

 AMTROL

 SAC

 ORBITAL RESPONSE

 CANADA GOOSE
ARCTIC PROGRAM

 NCC

 Spendrups
GRUNDTAL 1897

 Pägen

 TOYOTA
TOYOTA MATERIAL HANDLING

 GETINGE

 XXL
sport & vildmark

 CANADA GOOSE
ARCTIC PROGRAM

 scan

 Lantmännen

 ETON

 B&B TOOLS

 AIRFLO

 BROOKS

 DIGNITY
DANISH INSTITUTE
AGAINST TORTURE

 Atlas Copco

 Tretorn

 Elkem

 ORIFLAME
SWEDEN

 obuv.com

 LINDEX

 DIGNITY
DANISH INSTITUTE
AGAINST TORTURE

Improved customer experience



Who	Among Europe's leading fashion chains with close to 500 stores in 18 markets and online shops in 28 countries.
Challenge	Product and promotional information in disparate systems with high risk of errors and very ineffective
Solution	New omnichannel PIM-system (product information management) as product information and campaign management
Outcome	Streamlined and optimized processes Improved customer communication across channels Unified product information across channels and markets

Streamlined business processes



Who	World leader on the market for iron and metal powders with a yearly capacity of 500,000 tons. 2,500 customers across 75 countries and 2,300 employees.
Challenge	Needed to improve reporting, communication and usability by implementing same ERP system across the Group
Solution	ERP platform in 12 countries within a short timeframe Migration of data in 24 hours
Outcome	Improved consolidated reporting Simplified processes in all companies Long-time saving in time and costs

Effective decision making



Who

A global pet food company with cutting edge pet nutrition to dogs and cats

Challenge

Goal of becoming data driven in a global context

Solution

Columbus forecast BI solution as a repository for the forecast and demand planning along with dashboards

Outcome

Effective decision making based on unique data globally
Better dialogue across business units and international teams
(more than 1,200 users across 60 countries)

Keeping the lights on 24/7



Who	Canadian manufacturer and among the world's leading makers of luxury outdoor apparel
Challenge	Lack of internal support resources to support their business critical business applications
Solution	Columbus Care support to ensure 24/7 availability to the business critical business applications
Outcome	24/7 business application availability to support growth Increased productivity with guaranteed uptime Mitigate risk while business evolve

Columbus by the numbers



8,600

Business applications
implementations



28 years

of business



45

countries with clients
running our business
applications & services



1,700,000

hours of consultancy
every year



50+

award winning
solutions



4,200

Customers world-wide



2,000 employees
across the world



2bn

DKK Market Cap



24/7

global support



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Highlights H1 2018

Revenue

52% growth

amounting to DKK 978m

EBITDA*

40% growth

amounting to DKK 99,6m

Integration of

iStone

High Software

according to plan

Columbus Software

37% growth

amounting to DKK 56m

Profit after tax

28% growth

amounting to DKK 51m

Acquisitions

iStone

HiGH Software

Hät Systems

Integration of iStone on track

Stronger Together integration program progress as planned:

- Revenue and EBITDA according to plan
- Strategic partnership with itelligence including divesting of the SAP ERP Business Unit
- Organizational changes
- Strong cultural fit and common values



Business Growth synergies:

- Sell more Columbus Software & Columbus Care to Dynamics customers
- Expand commerce to Columbus markets
- Expand M3 business globally

Business Efficiency synergies:

- Leverage Columbus GDC setup
- Headquarter simplification & shared services
- Synchronize methods and tools (PE)



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Financial Value Drivers

1 Growth in the services business

Growth and high earnings 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

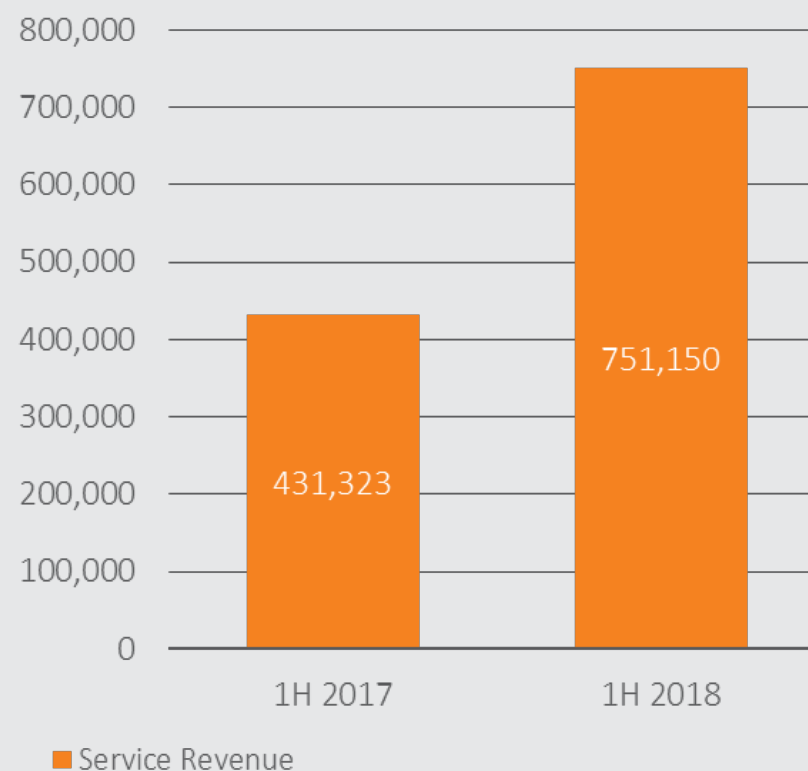
3 Recurring revenue and cloud revenue

Support agreements and cloud revenue are recurring revenue, which also establish long and strong customer relationships

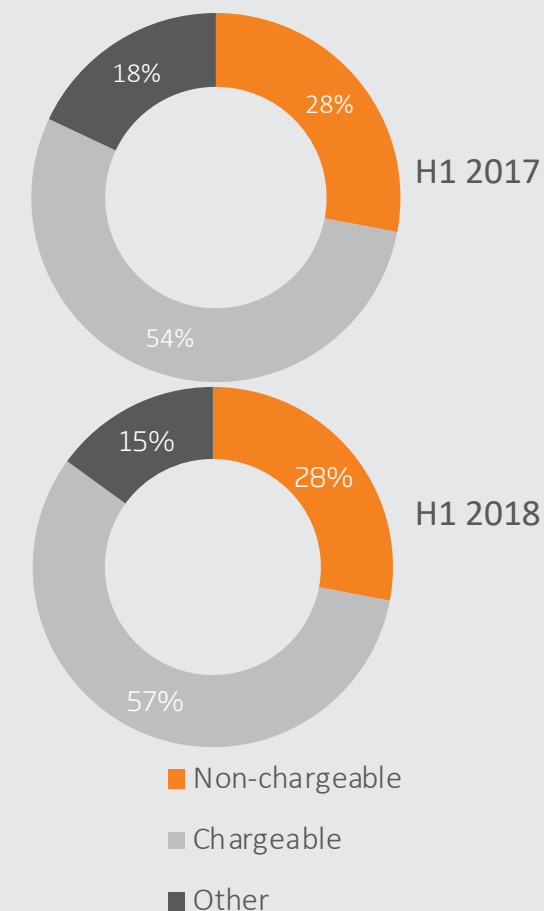
H1: Growth in the Services Business

- Service revenue grew by 74% to DKK 751m
 - Acquisition of iStone
 - High activity in the services business
- Increase in chargeable hours (54% to 57%)
 - General progress in our services business
 - Progress within ERP, Cloud and new offerings such as Analytics & BI

Development in the service revenue

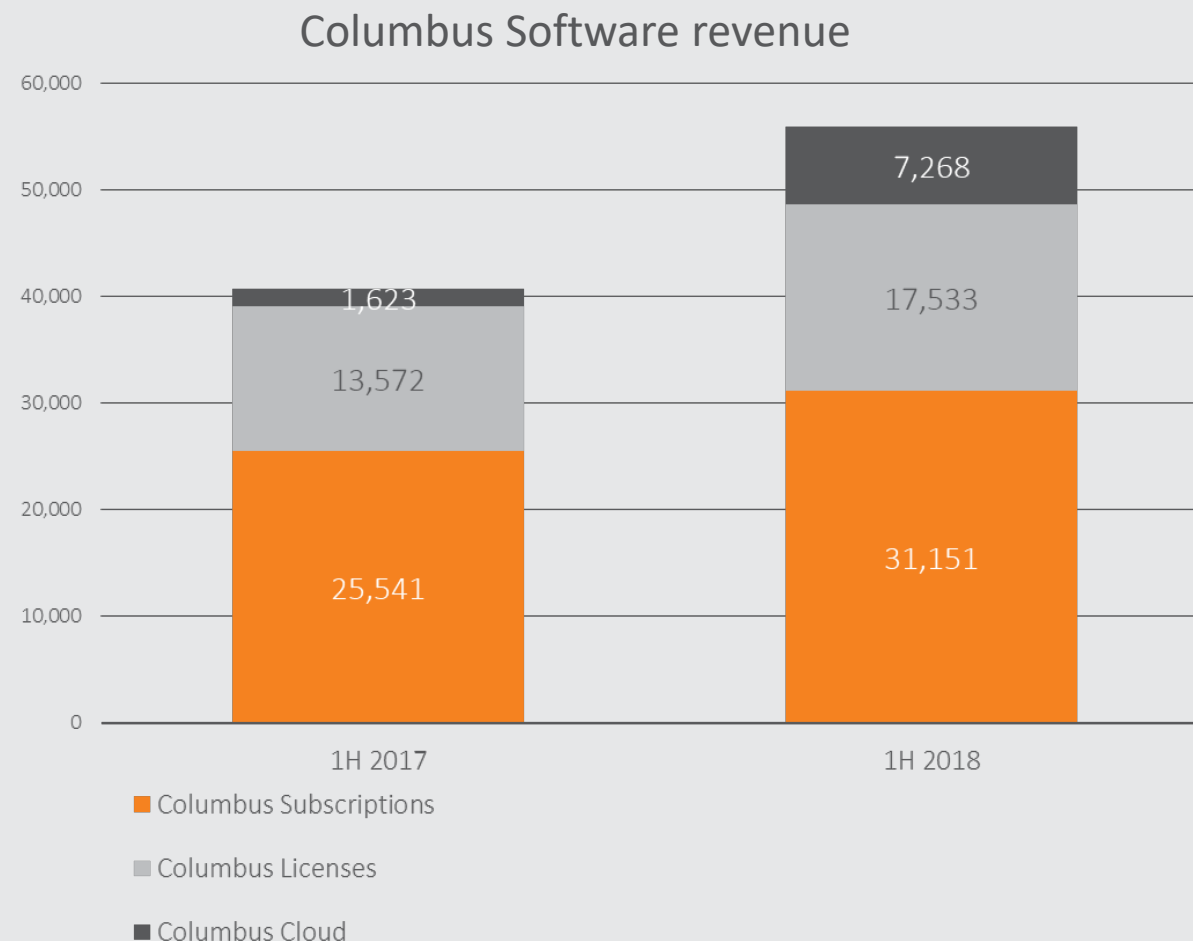


Customer Work



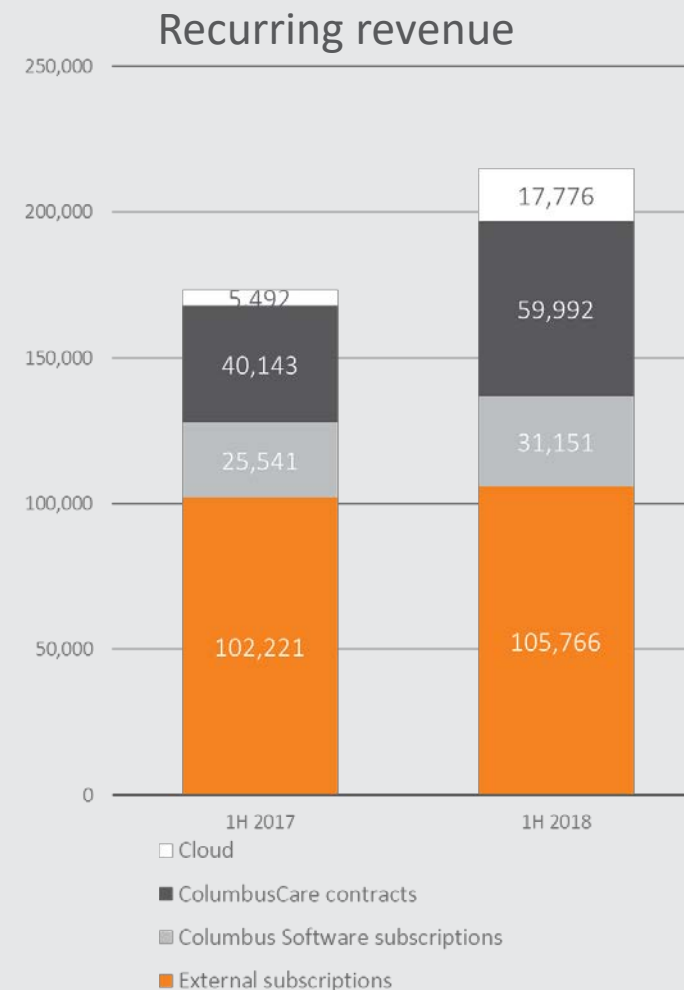
H1: Growth in Columbus Software sales

- Total revenue from sale of Columbus Software increased by 37%, amounting to DKK 56m
 - Subscriptions grew by 22%
 - License sales grew by 29%
- Cloud sales increased from 1.6m to 7.3m Danish kroner



H1: Growth in Recurring Revenue

- Recurring revenue increased by 24%
- Recurring revenue constitutes 22% of total revenue
- Columbus Care contracts grew by 49%
- Total Cloud revenue grew by 224%





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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



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



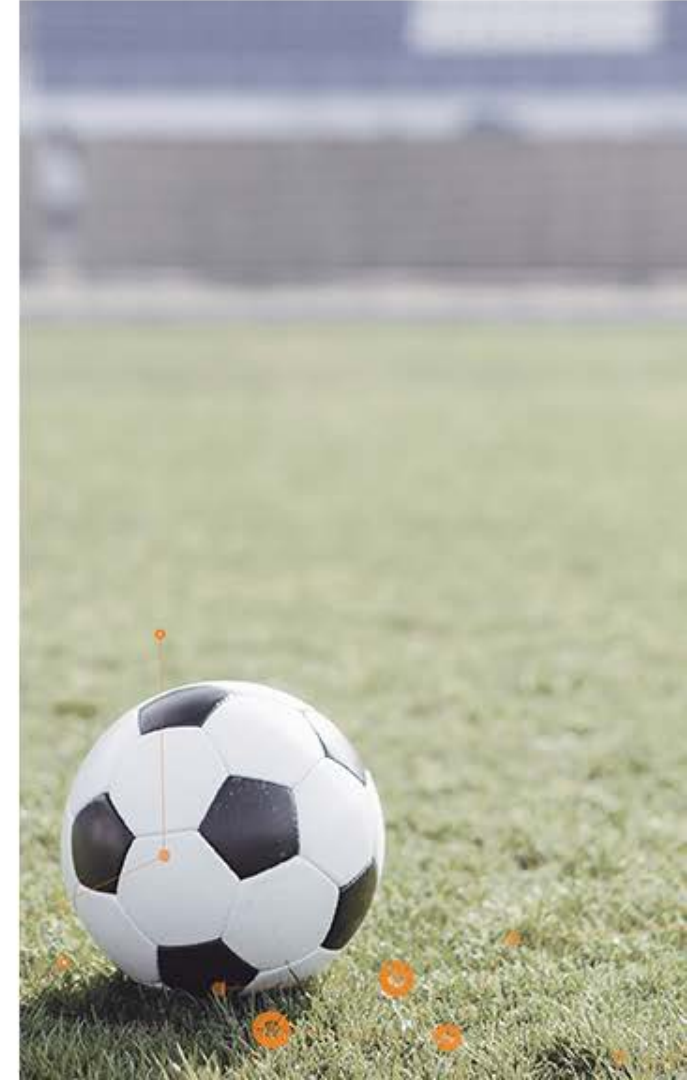


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Thank you!

Questions



Upcoming events

- Interim Management Statement Q3 2018
– 7 November, 2018





Columbus[®] | Once you
know how...