

A snowboarder wearing a white jacket, light-colored pants, and a white helmet with goggles is performing a trick on a dark metal rail. The snowboarder is in a crouched position, with one foot on the rail and the other slightly behind. The background shows a snowy mountain slope and a bright sun with lens flare in the upper left corner.

Columbus Q1 results 2014

Webcast, 25 April 2014 at 14.00 CET

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



Introducing today's presenters



Thomas Honoré, CEO



Hans Henrik Thrane, CFO

➤ Highlights Q1

- Income statement
- Columbus **15** strategy
- Geographical & business segments
- 2014 expectations
- Questions



Summary Q1

Strategic execution and increase in earnings

- 69% increase in EBITDA - DKK 12.8m.
- 2% (6% local currency) revenue growth: DKK 207.5m – driven by increased Consultancy revenue and Columbus Software.
- 15% growth in Columbus Software – driven by recurring revenue.
- High efficiency in consulting business – driven by Western and Eastern Europe.

Highlights

- Successful acquisition of e-commerce and multi-channel retail company in UK.
- Growth in industry solution sales to 75% of total sales - growth in all industry segments.
- Growth in Global Delivery by 39%.
- Decline in US business unit due to low sales pipeline conversion.
- Expected decline in 3rd party low margin software sales in Eastern Europe

A person wearing a brown cap, sunglasses, and a life vest is kayaking in white water rapids. The water is splashing around the kayak, and the person is holding a yellow paddle. The background is a blurred view of the river and surrounding trees.

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Income statement Q1 2014

Income statement (mDKK)	Q1 2014	Q1 2013	Δ %
Consultancy	161,9	146,0	11%
Columbus Software	10,5	9,1	15%
External Software	35,0	47,9	-27%
Net Sales	207,5	203,3	2%
External project cost	-41,0	-47,2	-13%
Gross Profit	166,5	156,2	7%
Staff Cost (ex. warrants)	-124,8	-118,9	5%
Other External Costs	-28,9	-29,6	-3%
EBITDA (before warrants)	12,8	7,6	69%
Warrants	-0,6	-0,2	283%
EBITDA	12,2	7,4	64%
Depreciation and amortization	-5,7	-6,4	-10%
Net Financial expense	0,4	-0,3	45%
Net result before tax from continued operations	6,8	0,8	808%



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Columbus *15*®

Extend Industry Leadership

Sell More Own Software

Global Delivery Model

Improve Services Profit

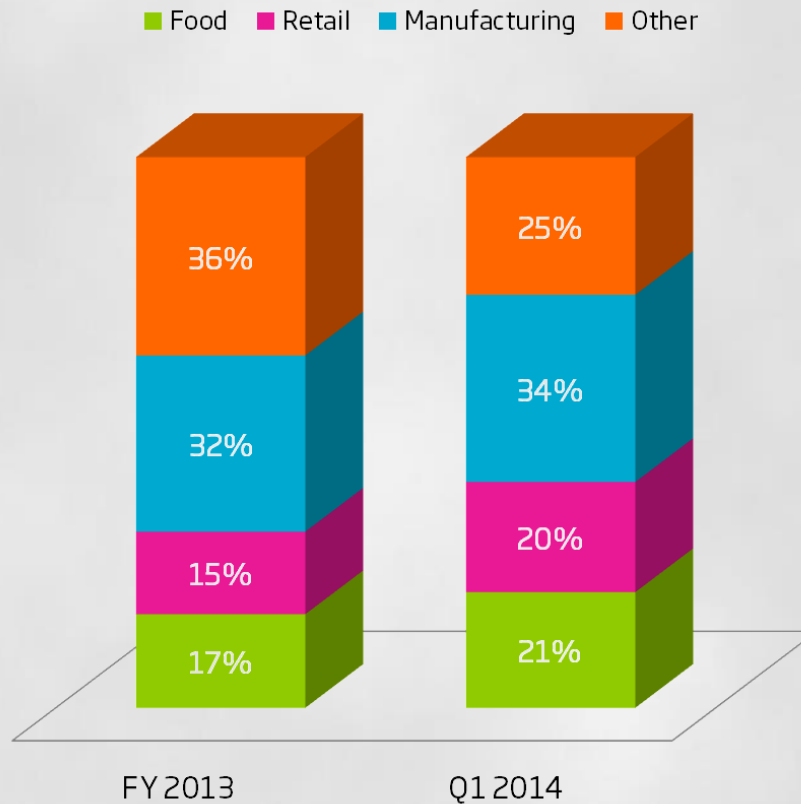
Geographic Focus



Extend Industry Leadership

Growth in sale of Industry Solutions

- 75% of total revenue from focus industries.
- Growth in all industries.
- Manufacturing still our leading industry.



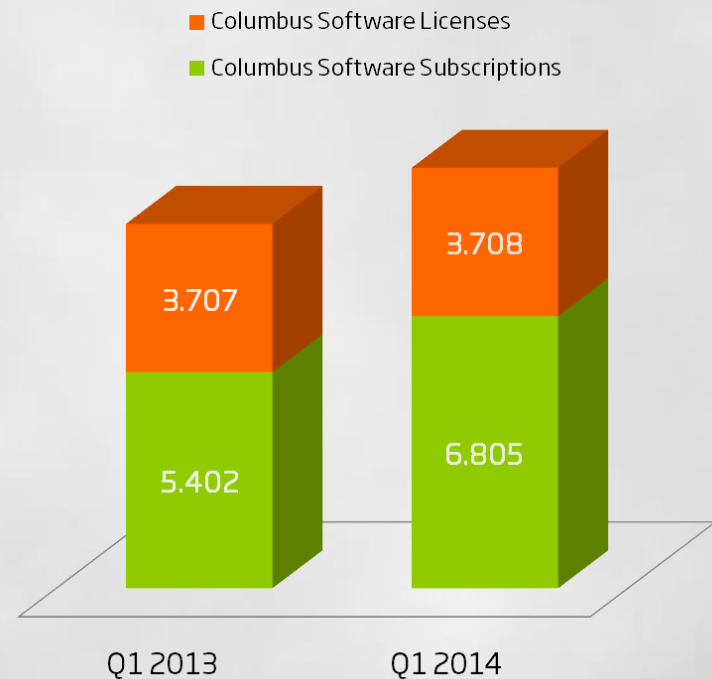


Columbus Software

15% increase in Columbus Software

- Revenue growth from subscriptions.
- Increased sale of Columbus Software through own companies and external partners.

Sale of Columbus Software



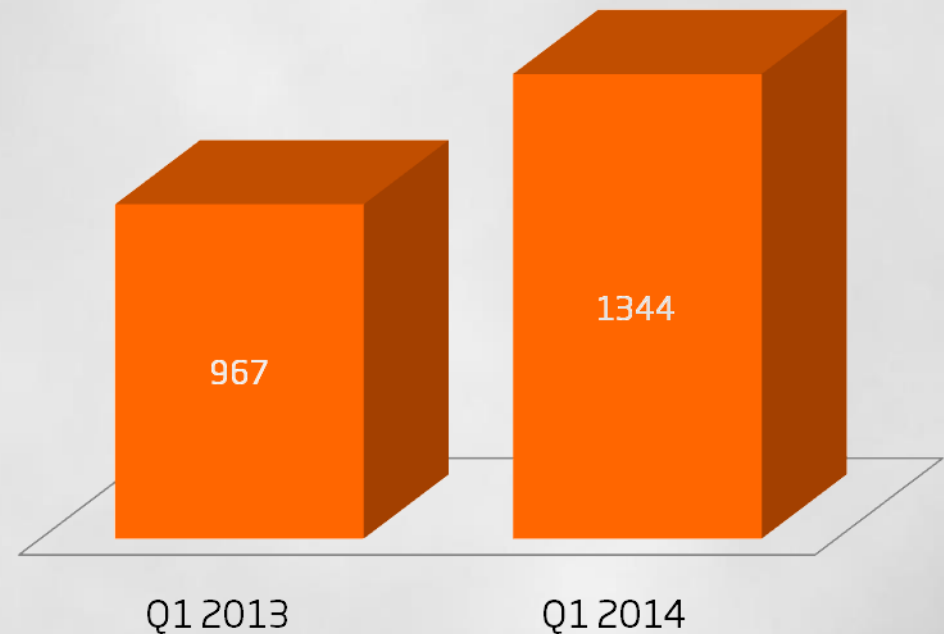


Global Delivery Center

Optimizing the Global Delivery Model

- In 2012 we established a Global Delivery Center in India
- In Q1 2014 we had 76 (2013: 69) consultants supporting customers worldwide 24/7
- 1,344 days of customer work and implementations
- 15 new ColumbusCare contracts in Q1

Days of customer work



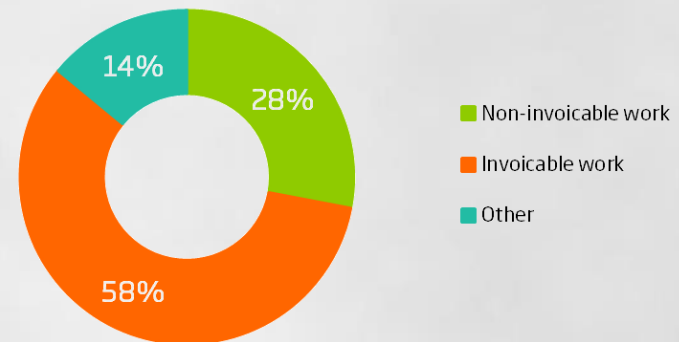


Improve Services Profit

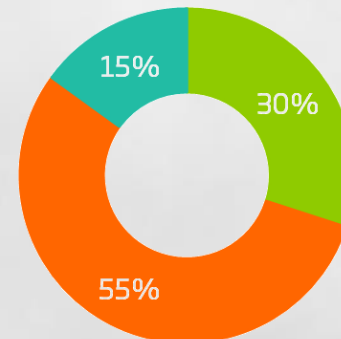
Increased earnings in consultancy

- 11% revenue growth in consultancy business
- Invoiceable work increased from 55% to 58%
- Improved risk & project management, efficiency and resource allocation

Q1 2014



Q1 2013



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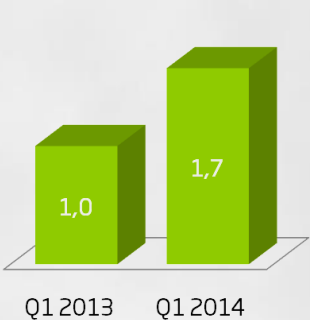
Western Europe

Overview

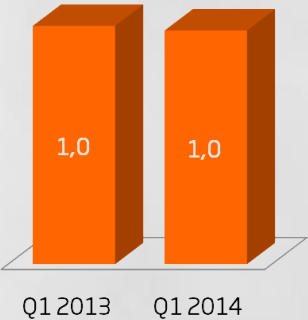
mDKK	Q1 2014	Q1 2013	Δ	Δ %
Net Sales	131,0	110,4	20,6	19%
EBITDA	12,9	5,2	7,8	151%

Columbus Software

Subscriptions (mDKK)

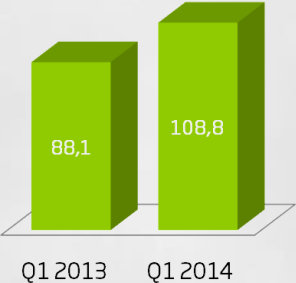


Licenses (mDKK)



Consultancy

Service Revenue (mDKK)

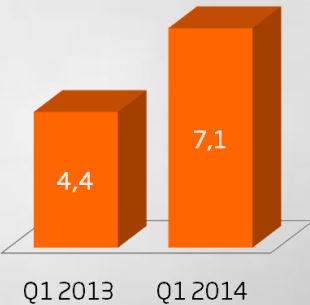


3rd party software

Subscriptions (mDKK)



Licenses (mDKK)





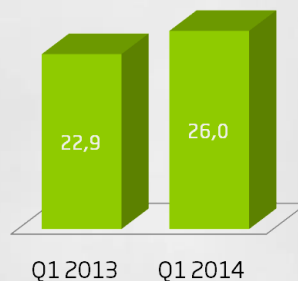
Eastern Europe

Overview

mDKK	Q1 2014	Q1 2013	Δ	Δ %
Net Sales	34,1	42,7	-8,6	-20%
EBITDA	2,0	2,7	-0,7	-26%

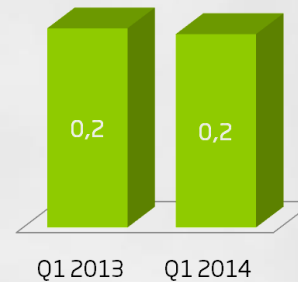
Consultancy

Service Revenue (mDKK)

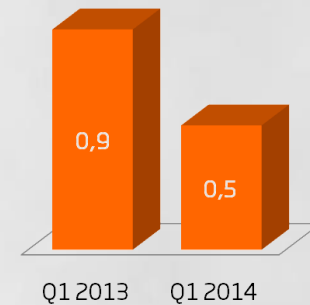


Columbus Software

Subscriptions (mDKK)

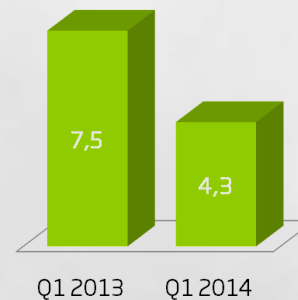


Licenses (mDKK)

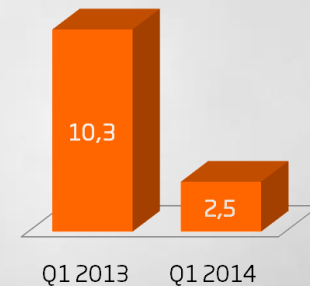


3rd party software

Subscriptions (mDKK)



Licenses (mDKK)



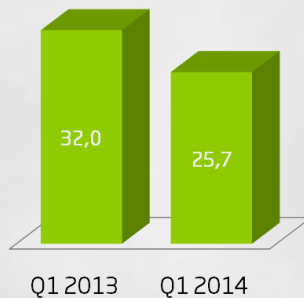
North America

Overview

mDKK	Q1 2014	Q1 2013	Δ	Δ %
Net Sales	39,6	46,8	-7,2	-15%
EBITDA	1,1	5,1	-4,0	-78%

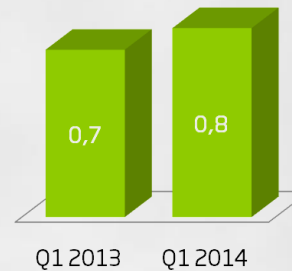
Consultancy

Service Revenue (mDKK)

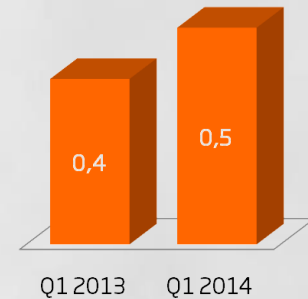


Columbus Software

Subscriptions (mDKK)

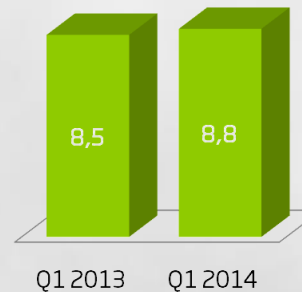


Licenses (mDKK)

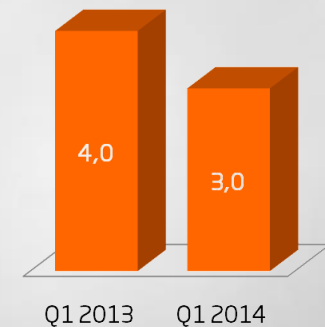


3rd party software

Subscriptions (mDKK)



Licenses (mDKK)





Columbus software (ISV)

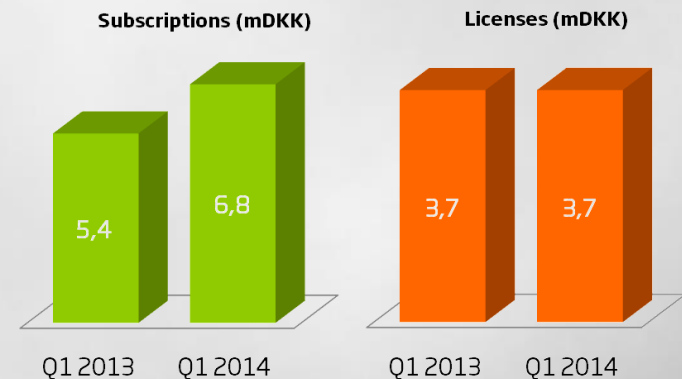
Increased Columbus subscriptions

- 12% increase in subscriptions - recurring revenue
- Increased sale through Columbus
- Increased sale through other partners
- Increased EBITDA 13%

Overview

mDKK	Q1 2014	Q1 2013	Δ	Δ %
Net Sales	12,0	10,8	1,2	11%
EBITDA	4,1	3,6	0,5	13%

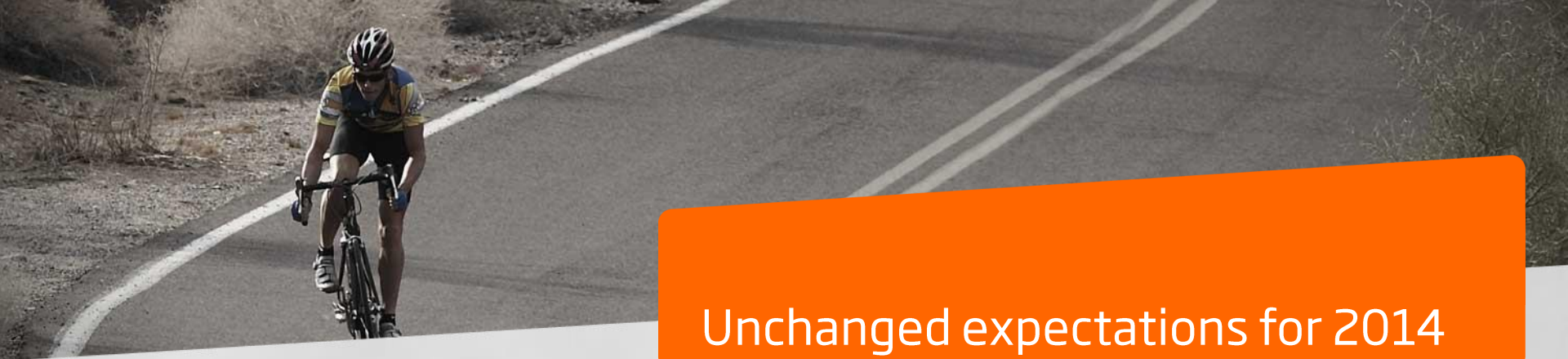
Columbus Software





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Unchanged expectations for 2014

Group	2012	2013	2014
Revenue (mDKK)	881	880	900
EBITDA (mDKK)	58	72	80
Extend Industry Leadership	52%	64%	70%
Columbus software (mDKK)	60	60	70
Global Delivery Center consultants	43	69	95
Improve Service Profits – invoicable work	51%	53%	55%

Questions



Columbus®
Once you *know* how...