

H1 RESULTS 2014

WEBCAST, 15 AUGUST 2014 AT 14.00 CET



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Once you *know* how...

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

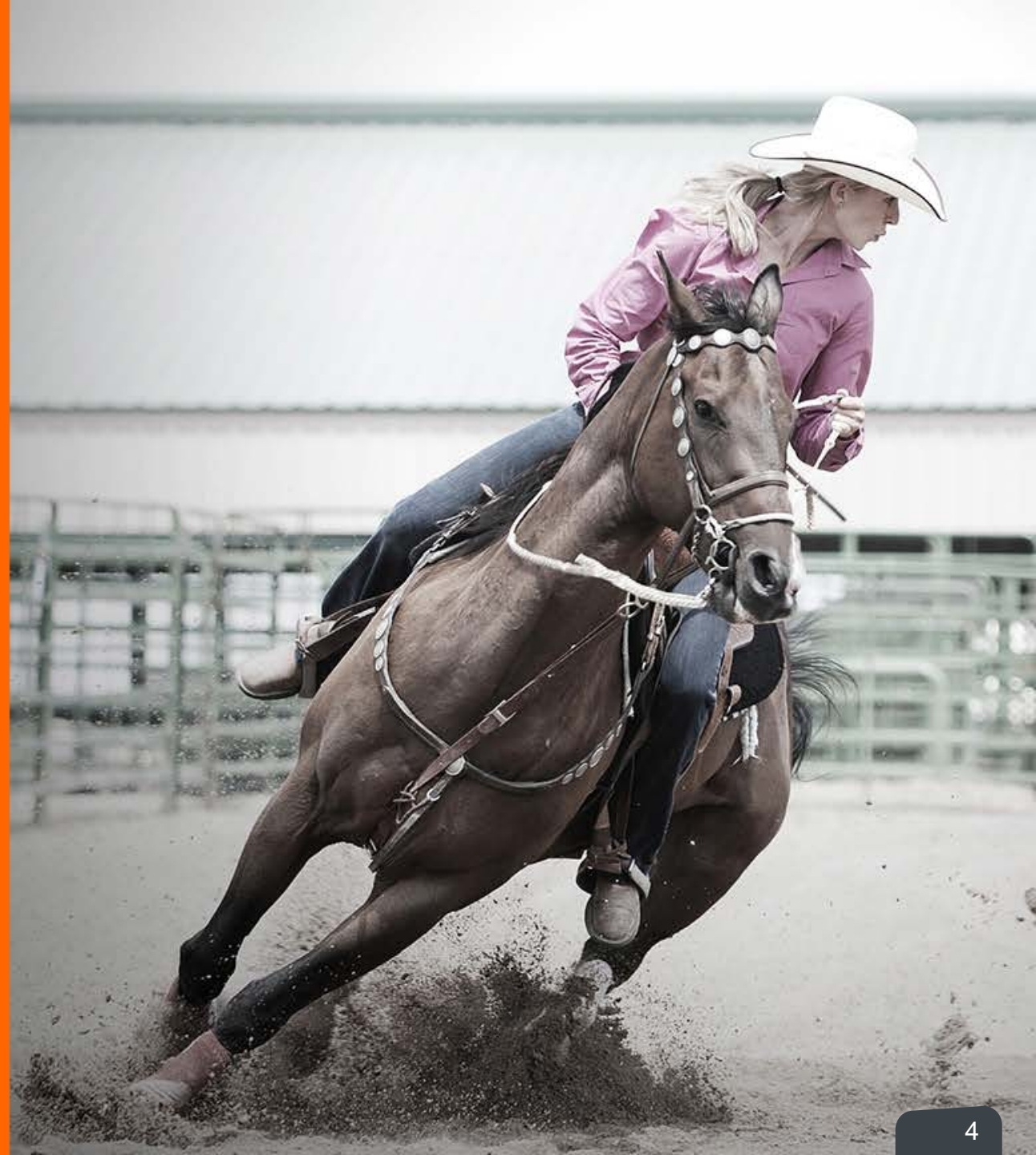


Hans Henrik Thrane, CFO

AGENDA

➤ Highlights H1

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



SIGNIFICANT IMPROVEMENT IN NET RESULT

Financial update H1

- 184% increase in net result: DKK 17.2m.
- 4.7% increase in EBITDA: DKK 36.3m.
- 4% (1% local currency) decline in revenue: DKK 436.4m.
- 6.2% increase in Columbus Subscriptions but 2% decline in total Columbus Software due to lack of new license sales.
- Cash Flow operating activities DKK 37.4m.
- Strong cash position of DKK 86.6m

Highlights

- Successful acquisition and integration of e-commerce and multi-channel retail company in UK.
- 38% growth in industry solution sales adding up to 76% of total revenues.
- 7.5% increase in consultancy revenue – driven by high efficiency in consulting business in Western and Eastern Europe.
- Increased capacity by 39.3% in Global Delivery.
- Decline in US business unit due to low sales pipeline conversion.
- Decline in Norwegian business unit due to heavy headhunting activities from a competitor.

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INCOME STATEMENT H1 2014

| Income statement (mDKK) | H1 2014 | H1 2013 | Δ % |
|---|--------------|--------------|-------------|
| Consultancy | 319.1 | 298.9 | 7% |
| Columbus Software | 26.8 | 27.3 | -2% |
| External Software | 90.5 | 127.4 | -29% |
| Net Sales | 436.4 | 453.6 | -4% |
| External project cost | -97.8 | -116.7 | -16% |
| Gross Profit | 338.6 | 336.9 | 1% |
| Staff Cost (ex. warrants) | -245.1 | -243.5 | 1% |
| Other External Costs | -57.2 | -58.8 | -3% |
| EBITDA (before warrants) | 36.3 | 34.7 | 5% |
| Warrants | -1.3 | -0.4 | 225% |
| EBITDA | 35.0 | 34.3 | 2% |
| Depreciation and amortization | -11.7 | -13.2 | -11% |
| Result in associated companies | 0.0 | -4.1 | -100% |
| Net Financial expense | -0.5 | -1.6 | -69% |
| Tax | -5.5 | -4.5 | 23% |
| Net result from continued operations | 17.2 | 10.9 | 58% |
| Discontinued operations | 0.0 | -4.8 | -100% |
| Net result | 17.2 | 6.1 | 184% |

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Extend Industry Leadership

Sell More Own Software

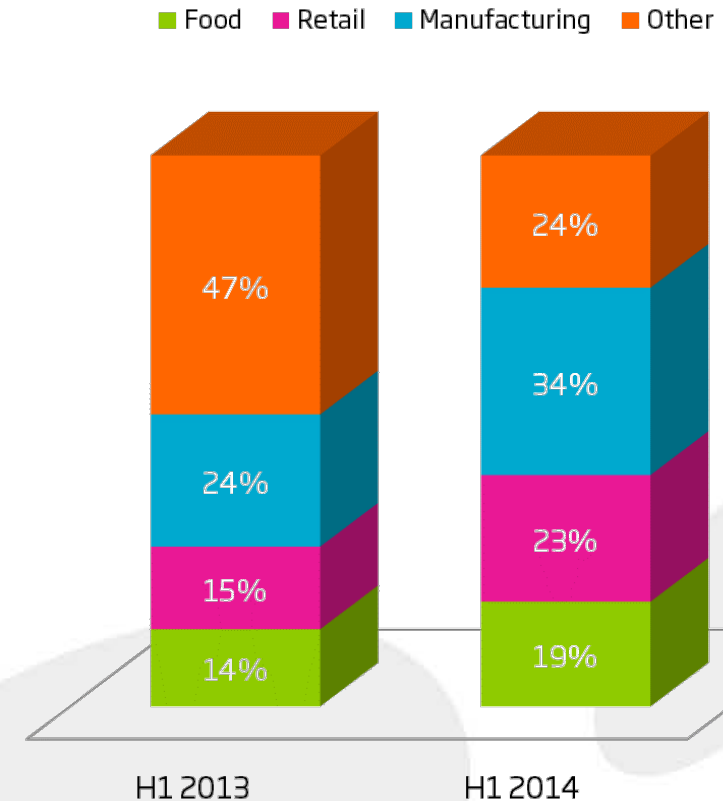
Global Delivery Model

Improve Services Profit

Geographic Focus

38% growth in sale of Industry Solutions

- Revenues from focus industries increased from DKK 240.4m to DKK 331.7m
- 76% of total revenue from focus industries.
- Growth in all industries.
- Manufacturing still our leading industry with 34% of the total revenue.
- The acquisition of Omnica had a positive impact on the retail industry.

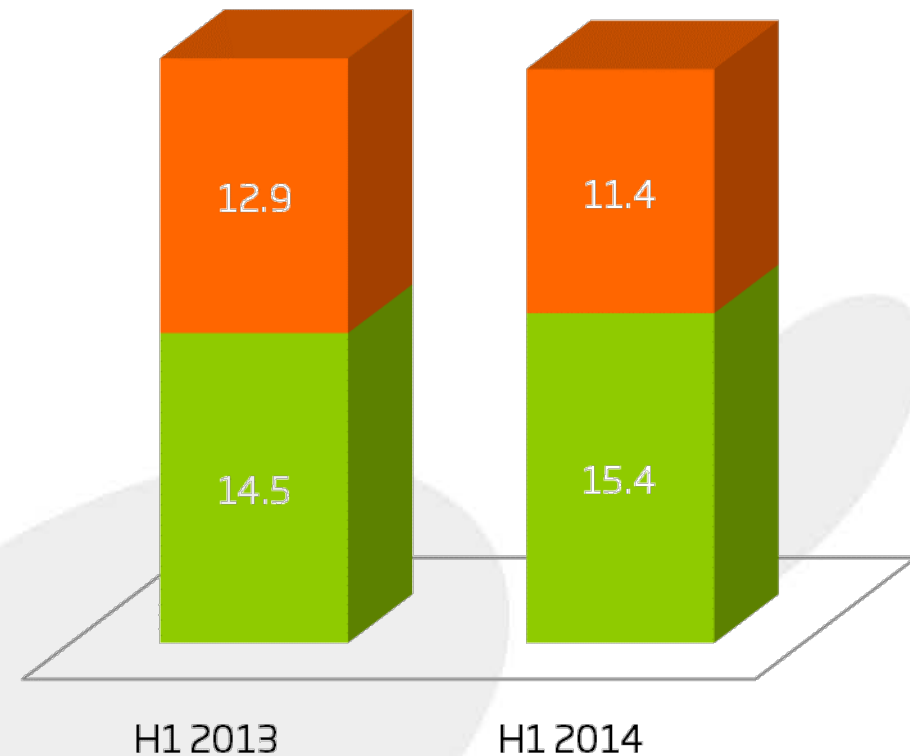


6.2% increase in Columbus Subscriptions

- Revenues from Columbus subscriptions grew by 6.2%.
- Total revenues from Columbus Software decreased by 2%.
- EBITDA in line with 2013.
- Best selling solutions: RapidValue, Business Integration.
- New e-commerce solutions: ColumbusMCR and ColumbusWebstore.

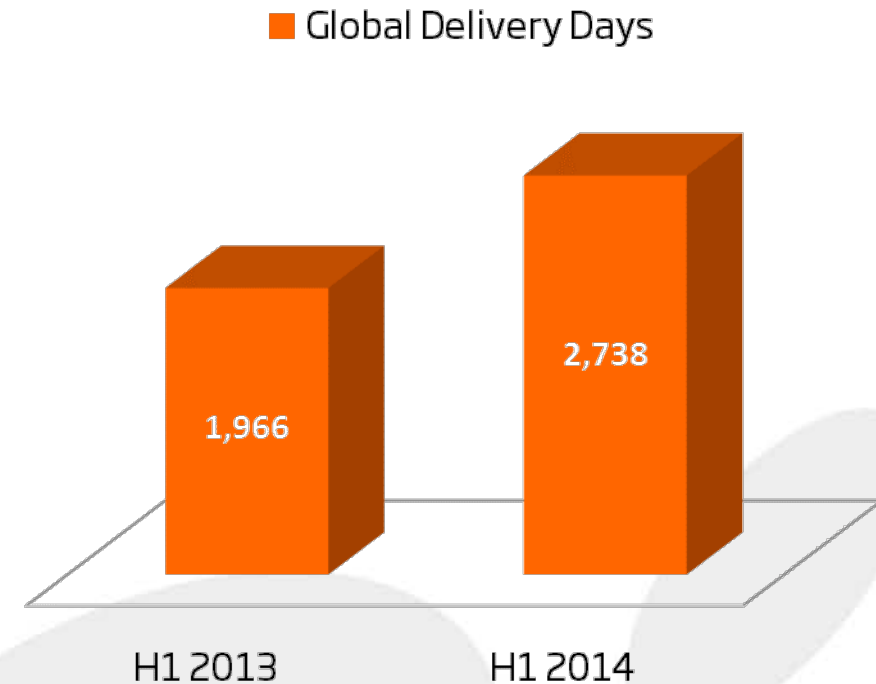
Sale of Columbus Software (mDKK)

■ Columbus Subscriptions ■ Columbus Licenses



Increased capacity in Global Delivery Center

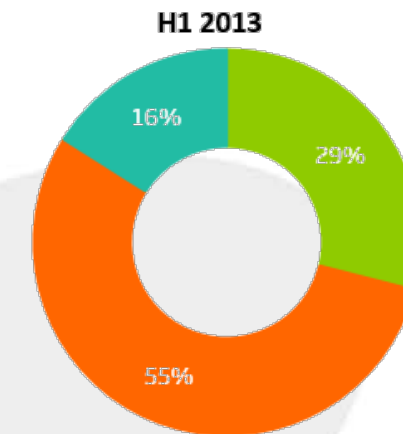
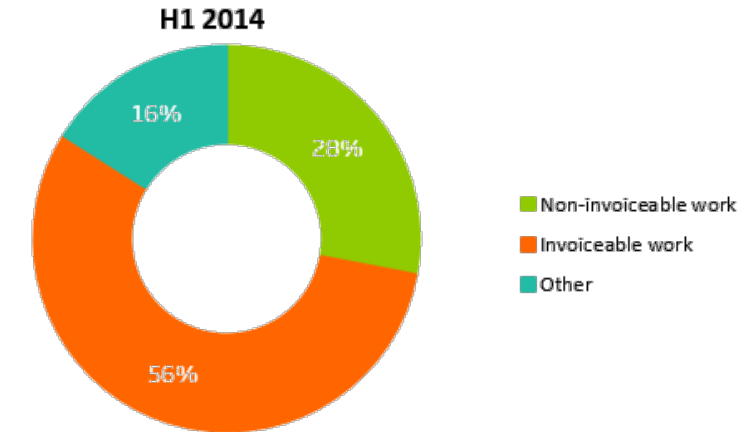
- In 2012 we established a Global Delivery Center in India.
- In H1 2014 we had 82 consultants supporting customers worldwide 24/7.
- 39,3% increase in customer work and implementations.
- In 2013 we introduced our global support offering – ColumbusCare.
- In H1 ColumbusCare grew with 88 new customers, adding up to a total number of 110 customers.



IMPROVE SERVICES PROFIT

Increased earnings in consultancy

- 7,5% revenue growth in consultancy business.
- Invoiceable work increased from 55% to 56%.
- Improved risk & project management, efficiency and resource allocation.
- The average hourly rate has decreased by 5%.
- The average number of consultants has increased by 5%.



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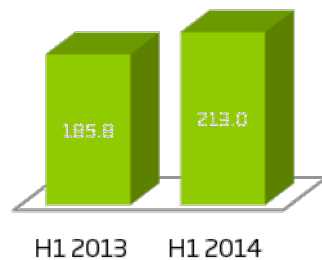


Overview

| mDKK | H1 2014 | H1 2013 | Δ | Δ % |
|-----------|---------|---------|------|-----|
| Net Sales | 266.3 | 245.0 | 21.3 | 9% |
| EBITDA | 24.2 | 20.2 | 4.0 | 20% |

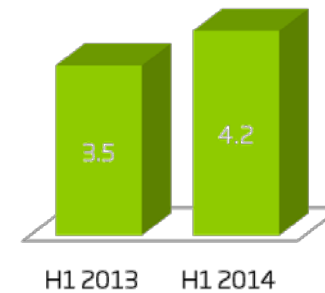
Consultancy

Service Revenue (mDKK)

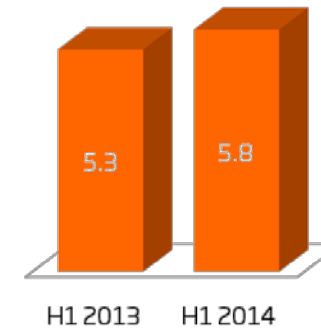


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Subscriptions (mDKK)

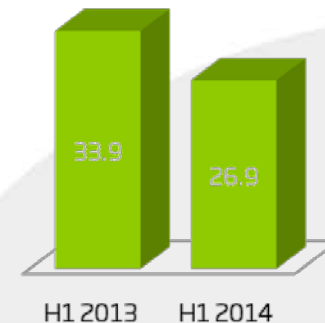


Licenses (mDKK)

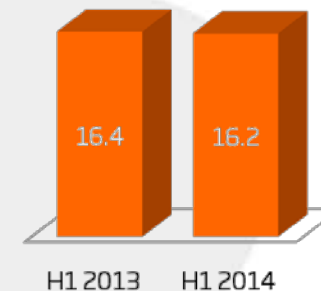


3rd party software

Subscriptions (mDKK)



Licenses (mDKK)

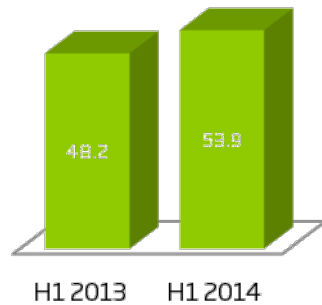


Overview

| mDKK | H1 2014 | H1 2013 | Δ | Δ % |
|-----------|---------|---------|-------|------|
| Net Sales | 79.4 | 92.7 | -13.3 | -14% |
| EBITDA | 7.4 | 6.6 | 0.9 | 14% |

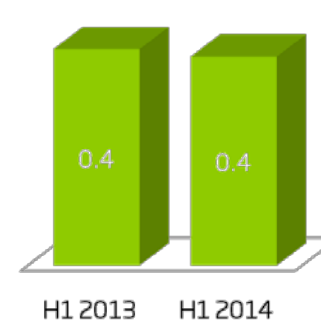
Consultancy

Service Revenue (mDKK)

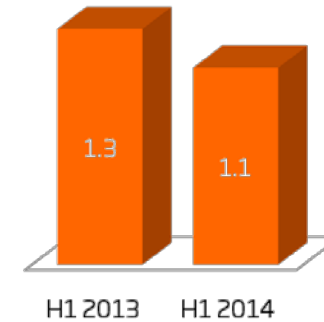


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Subscriptions (mDKK)

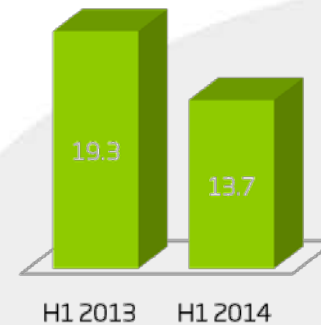


Licenses (mDKK)

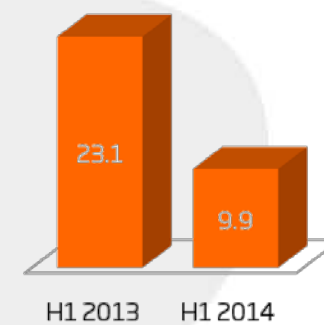


3rd party software

Subscriptions (mDKK)



Licenses (mDKK)

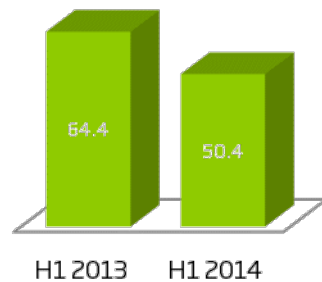


Overview

| mDKK | H1 2014 | H1 2013 | Δ | Δ % |
|-----------|---------|---------|-------|------|
| Net Sales | 76.1 | 101.0 | -24.9 | -25% |
| EBITDA | 1.8 | 10.8 | -9.0 | -84% |

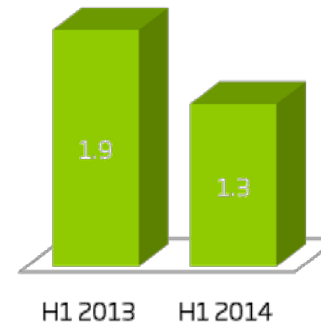
Consultancy

Service Revenue (mDKK)

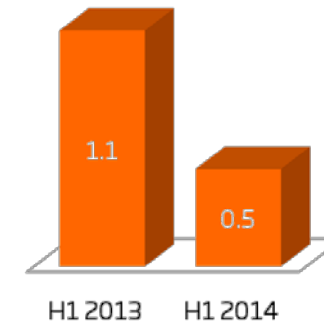


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Subscriptions (mDKK)

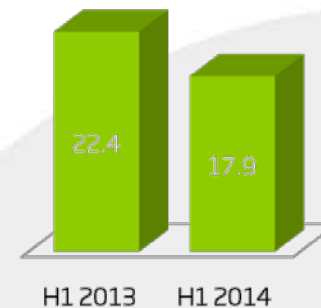


Licenses (mDKK)

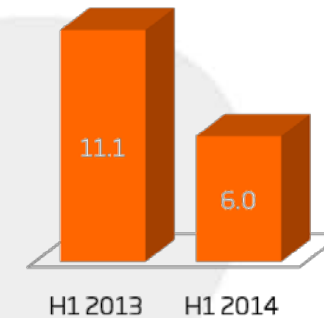


3rd party software

Subscriptions (mDKK)



Licenses (mDKK)



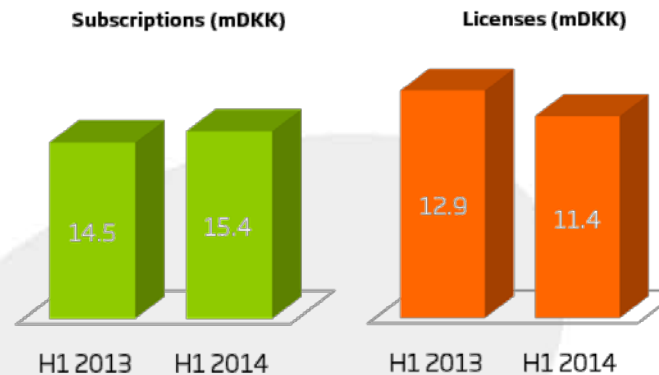
Increased Columbus subscriptions

- 6% increase in subscriptions - recurring revenue.
- Decreased sale of Columbus Software.
- EBITDA on the same level as last year.
- Microsoft ISV partner of the year.

Overview

| mDKK | H1 2014 | H1 2013 | Δ | Δ % |
|-----------|---------|---------|-----|-----|
| Net Sales | 29.5 | 28.7 | 0.8 | 3% |
| EBITDA | 12.8 | 12.8 | 0.0 | 0% |

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 - invoiceable work | 51% | 53% | 55% |

QUESTIONS



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