

Kapitalmarkeds- eftermiddag

22 November 2018
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

- Columbus at a glance
- Q3 YTD Highlights
- Financial Value Drivers
- Update on the iStone acquisition
- Short & Long-term Guidance
- Questions

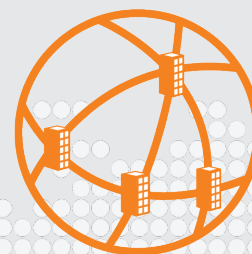
Columbus at a glance



Global IT-Services and Consultancy company with development and sale of own industry specific business solutions



6.490 Shareholders
Established in 1989 Listed on NASDAQ Copenhagen in 1998

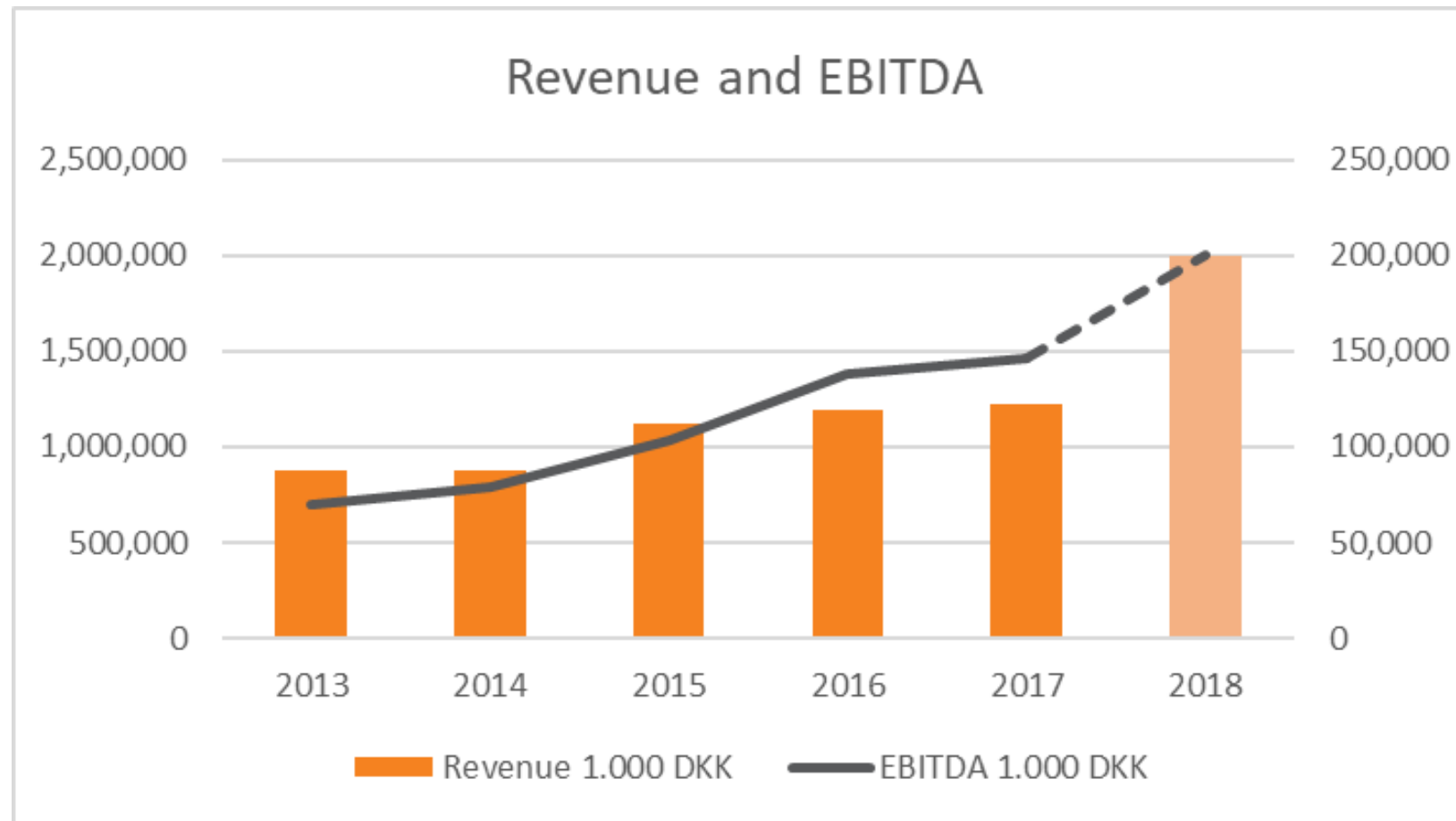


Subsidiaries in 17 countries with **2,000 employees** in Denmark, Sweden, Norway, England, USA, Lithuania, Estonia, Russia, Holland, India, Germany, Switzerland, Czech Republic, Spain, Poland, Chile, China



Solid industry know-how within Manufacturing, Retail, Distribution and Food

6 years of continuous growth



What we do each and every day...

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

A peak into our customers

 Wittusen & Jensen

 FATLAND

 MELLANSKOG
Skogsägarna

 OSI SYSTEMS, INC.

 ЭКСПЕРТ
Аутентичная техника & оборудование

 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
LACKAGENSET

 Nudie Jeans co

 TEKNIK
MAGASINET

 PARRS
Experts in Workplace Equipment

РУССКАЯ КОЖА
группа компаний

 LINDEX
we make fashion feel good

 ADDETECH

 Domino's

 BOSCH

 Filippa K

 MAERSK
CONTAINER INDUSTRY

 MONIN
ULTIMATE TASTE
ULTIMATE CREATIVITY

РУССКАЯ КОЖА
группа компаний

 Höganäs

 ROYAL CANIN
шанс и удовольствие

 LUNDBERG

 SANDVIK

 ПРОСВЕЩЕНИЕ
ИЗДАТЕЛЬСТВО

 Felleskjøpet

 Carletti

 BoConcept



DIGNITY
DANISH
INSTITUTE
AGAINST TORTURE

 HAARSLEV
INDUSTRIES

 SWEDISH MATCH

 Danish Agro
MACHINERY

 OBIX

 SÖDRA

 FRISTADS

 BoConcept



DIGNITY
DANISH
INSTITUTE
AGAINST TORTURE

 HAARSLEV
INDUSTRIES

 Santa Maria

 ice
power

 OBIX

 AMTROL

 SAC

 ORBITAL
RESPONSE



DIGNITY
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INSTITUTE
AGAINST TORTURE

 HAARSLEV
INDUSTRIES

 NCC

 Spendrups
GRUNDTAHL 1897

 Pägen

 TOYOTA
TOYOTA MATERIAL HANDLING

 GETINGE

 XXL
sport & vildmark



DIGNITY
DANISH
INSTITUTE
AGAINST TORTURE

 HAARSLEV
INDUSTRIES

 scan

 Lantmännen

 ETON

 B&B TOOLS

 AIRFLO

 BROOKS



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AGAINST TORTURE

 HAARSLEV
INDUSTRIES

 Atlas Copco

 Tretorn

 Elkem

 ORIFLAME
SWEDEN

 obuv.com

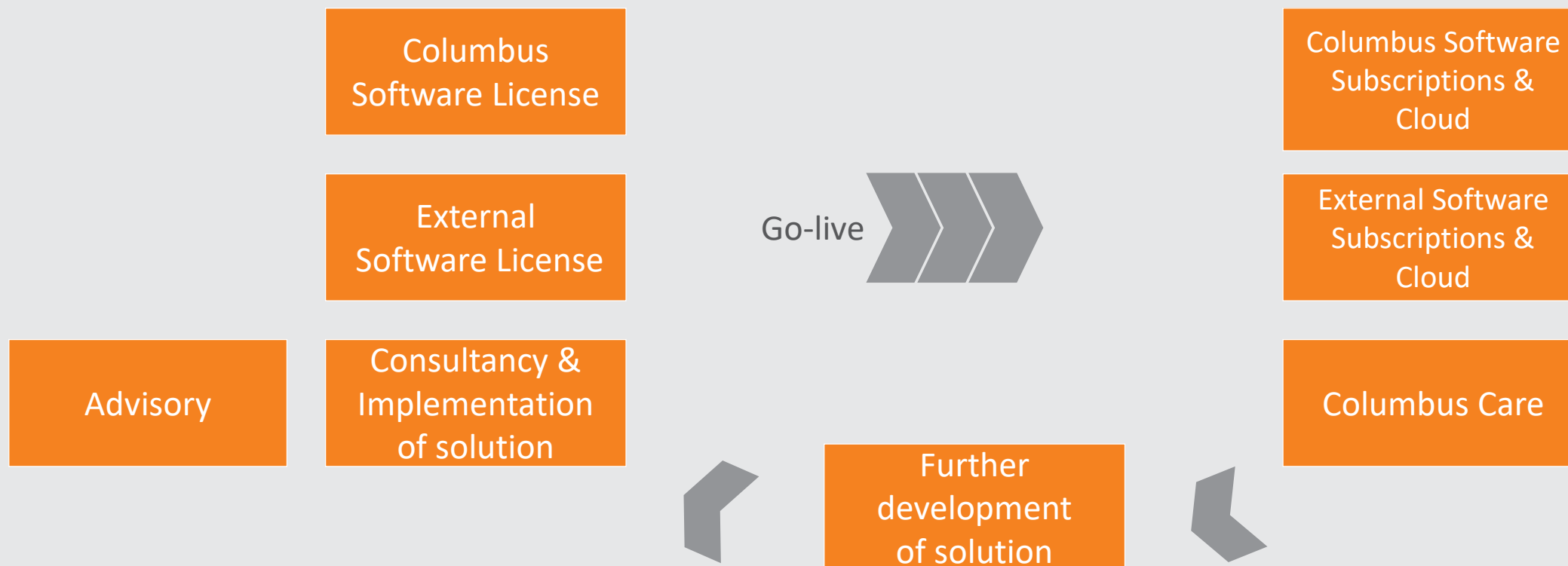
 LINDEX



DIGNITY
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AGAINST TORTURE

 HAARSLEV
INDUSTRIES

Lifetime engagement with our customers



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

Keeping the lights on 24/7



Who	Manufacturer of bearings and units, seals, motion technologies and lubrication systems with customers in 130 countries and 45,000 employees in 103 manufacturing sites
Challenge	Current support not proactive enough with several partners delivering services
Solution	Columbus Care support to ensure 24/7 availability. Dedicated customer team with a separate time bank to perform proactive activities
Outcome	24/7 business application availability to increase productivity with guaranteed uptime.

Q3 YTD

Highlights & Financial Value Drivers

Highlights Q3 YTD 2018

Revenue

52% growth

amounting to DKK 1.4bn

EBITDA*

22% growth

amounting to DKK 119m

Integration of

iStone

High Software

according to plan

Columbus Software

34% growth

amounting to DKK 79m

Profit before tax

8% growth

amounting to DKK 66m

Acquisitions

iStone

HiGH Software

Hät Systems

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**



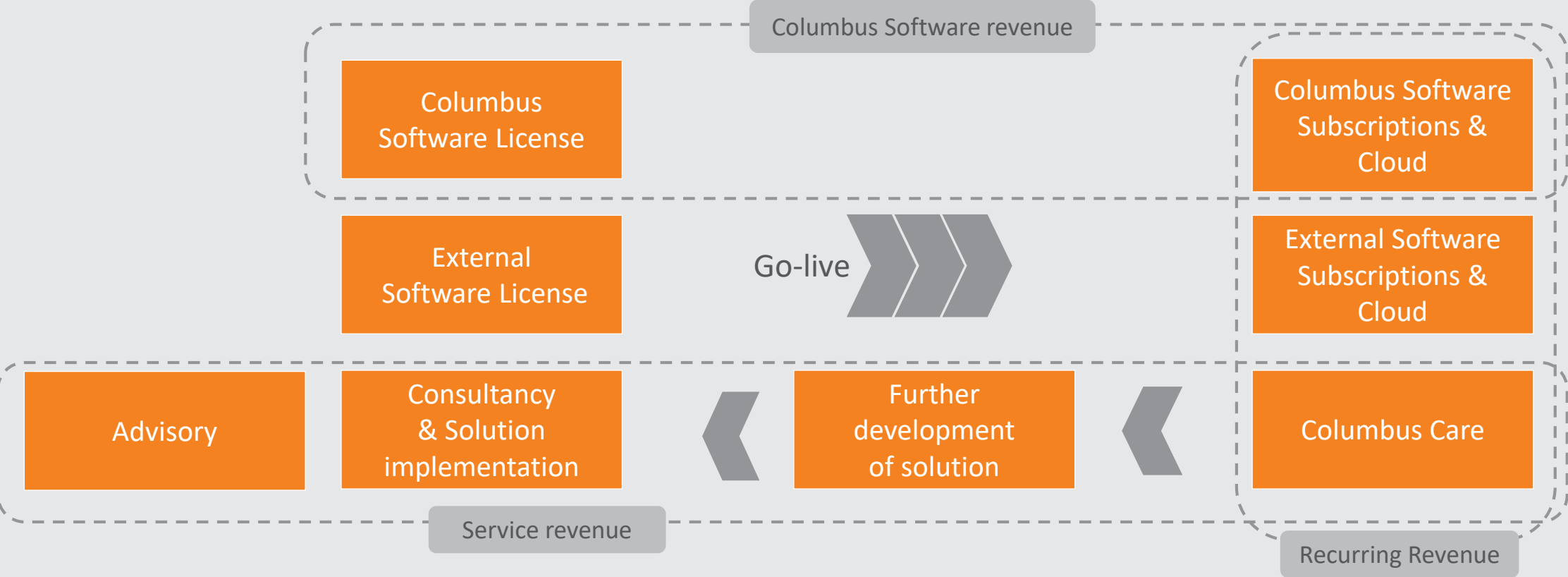
High **margin** on sales of own software which opens opportunities for additional sales and creates value for customers

3 **Recurring** revenue and **cloud** revenue



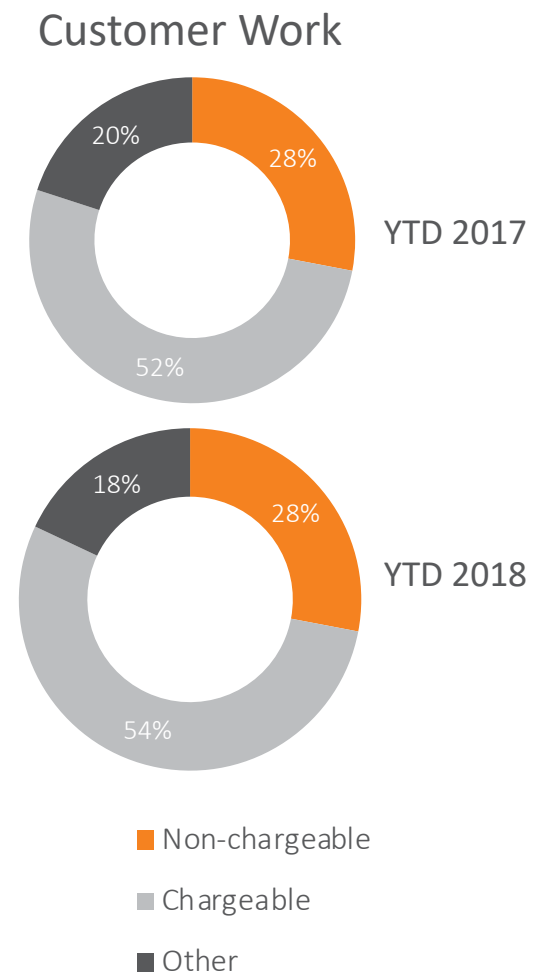
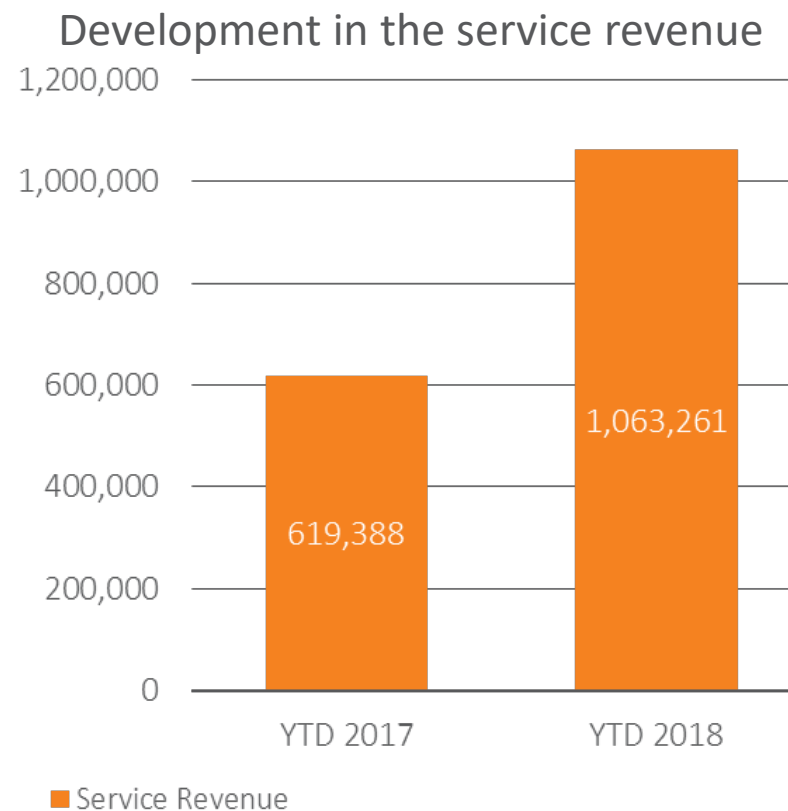
Support agreements and cloud revenue are **recurring revenue**, which also establish long and strong customer relationships

Financial value drivers in customer lifetime engagement



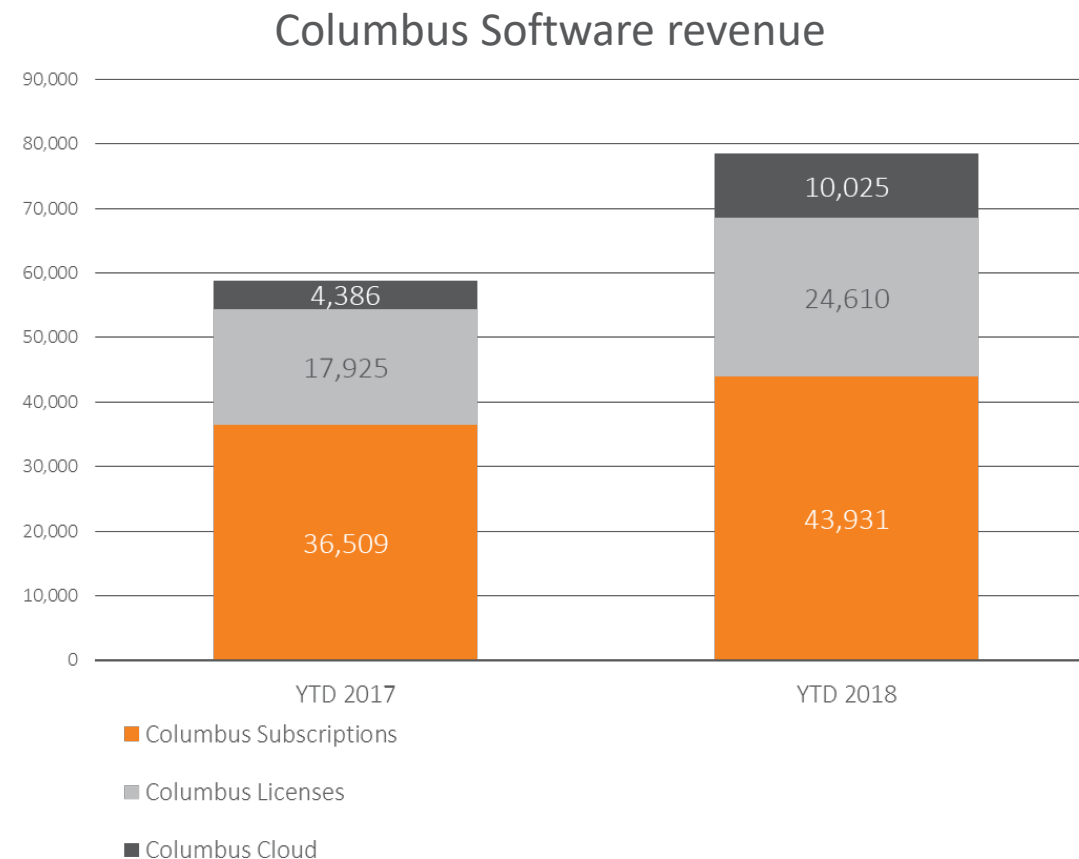
Growth in the Services Business

- Service revenue grew by 72% to DKK 1,063m
 - Acquisition of iStone
 - High activity in the services business
- Increase in chargeable hours (52% to 54%)
 - General progress in our services business
 - Progress within ERP, Cloud and offerings such as Analytics & BI and Customer Experience



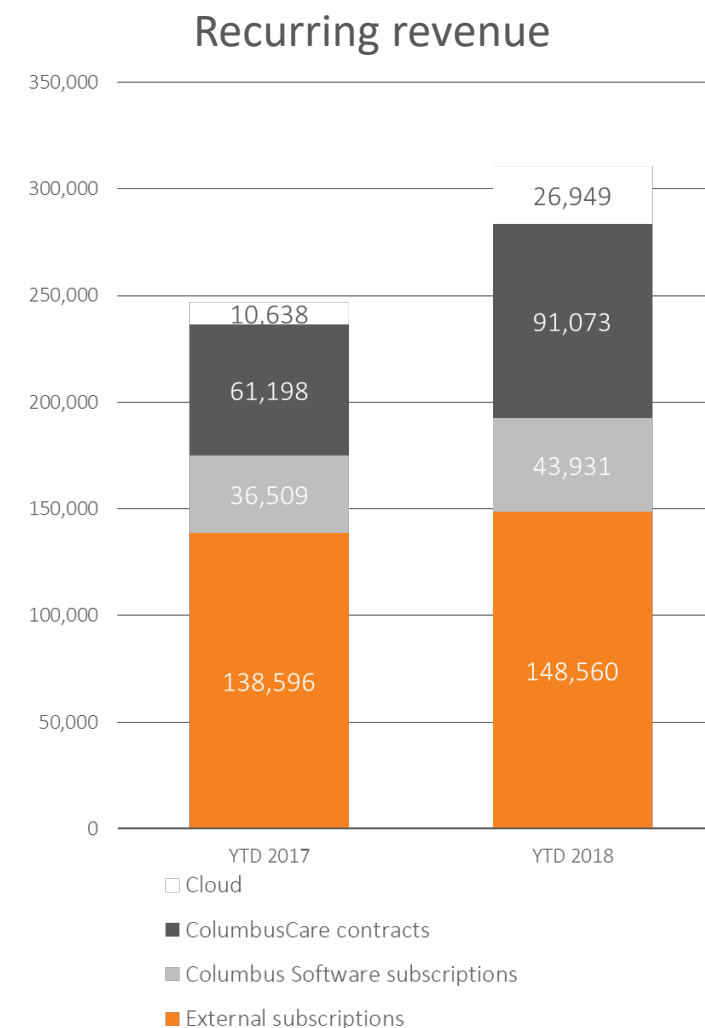
Growth in Columbus Software sales

- Total revenue from sale of Columbus Software increased by 34%, amounting to DKK 79m
 - Subscriptions grew by 20%
 - License sales grew by 37%
- Cloud sales increased from DKK 4.4m to DKK 10m



Growth in Recurring Revenue

- Recurring revenue increased by 26%
- Recurring revenue constitutes 22.5% of total revenue
- Columbus Care contracts grew by 49%
- Total Cloud revenue grew by 153%



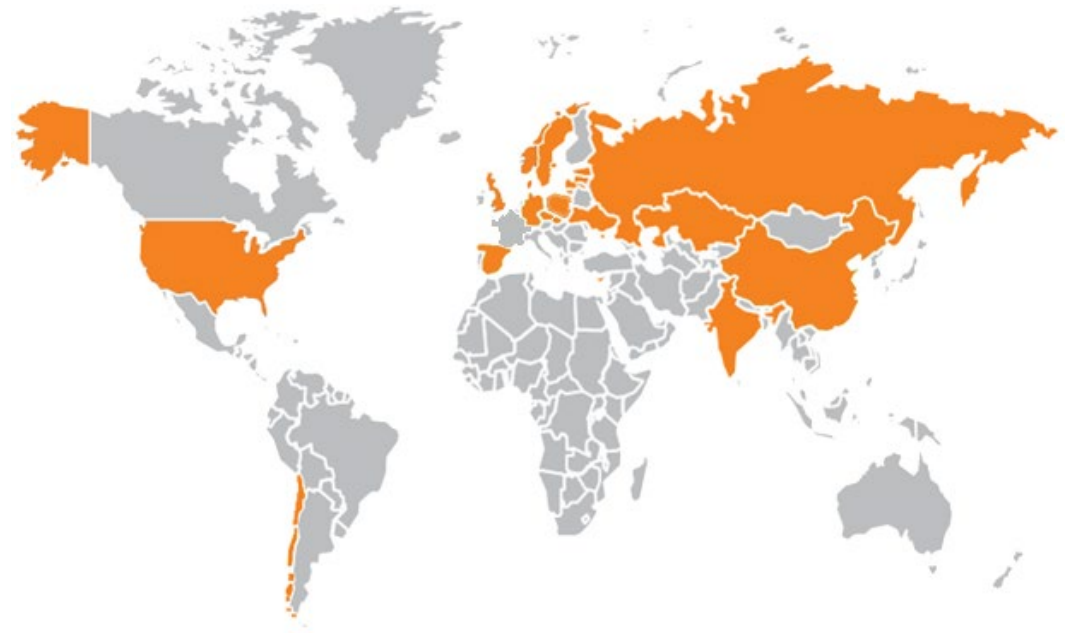
A photograph of two people sitting at a table in a meeting. One person is holding a pen and writing on a notepad, while the other is holding a coffee cup. The background is blurred. Overlaid on the bottom half of the image is a network diagram consisting of orange dots connected by lines. A large orange rectangle is positioned in the bottom left corner, containing the text 'Update iStone acquisition'.

Update

iStone acquisition

The strategic rationale for the acquisition of iStone

- Create a market leading position in the Nordic region
- 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 and reach



Status on the iStone integration

Stronger Together integration progress as planned:

- Revenue and EBITDA according to plan
- Strong cultural fit and common values
- Joint work on customer projects



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)

A hiker with a backpack is standing on a rocky ridge, looking out over a vast mountain valley. The hiker is wearing a blue jacket, dark leggings, and a colorful headband. The valley below is filled with green hills and a winding river. In the distance, snow-capped mountains rise against a cloudy sky. The overall scene is one of adventure and exploration.

Short- and long-term Guidance

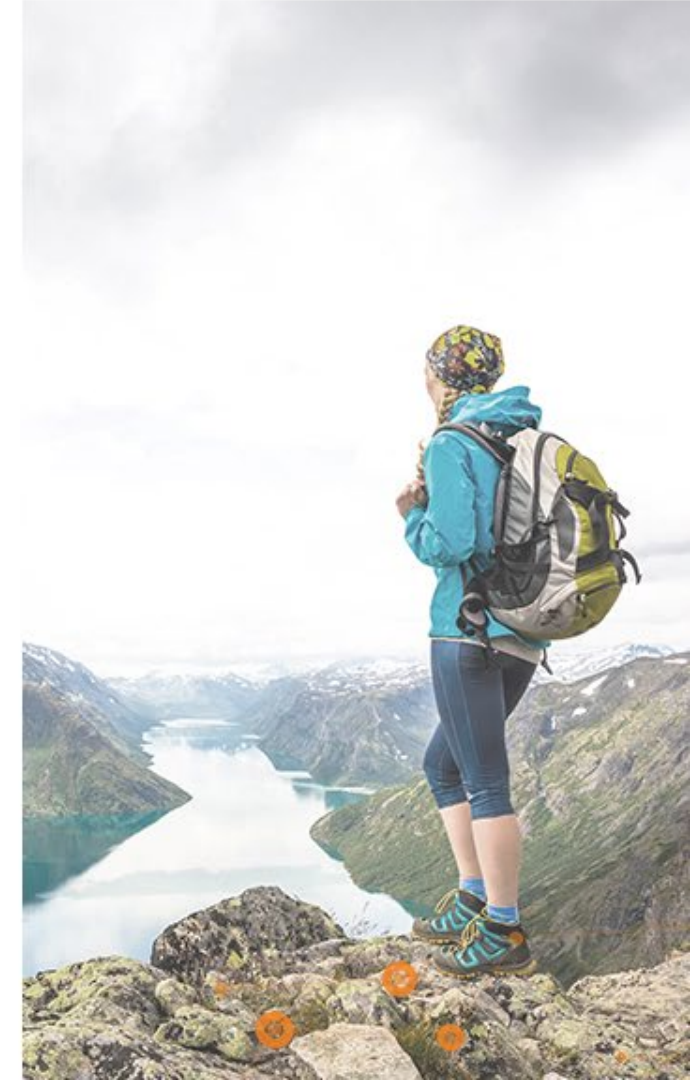
Financial guidance for 2018

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



Long-term guidance for 2020

Revenue

3-5% growth

average per year organically

EBITDA*

11%

EBITDA margin

Recurring revenue

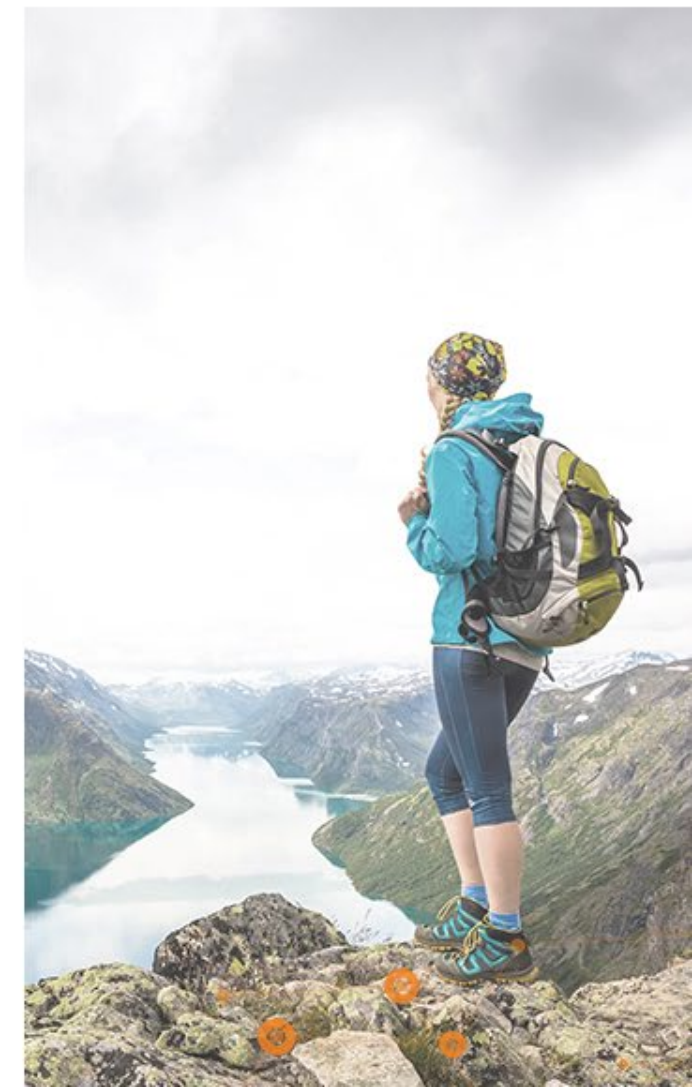
25%

of total revenue in 2020

Dividend

10% pay-out

of nominal value each year





Columbus[®] | Once you
know how...