

Columbus

Small & Mid Cap seminar
14 April 2016



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



AGENDA

- Highlights of 2015
- Sealing Columbus15
- Presentation of Columbus2020
- Short-term & long-term guidance
- Questions

Highlights 2015

Revenue

28% growth

amounting to DKK 1,123m

EBITDA*

29% growth

amounting to DKK 105.2m

Net result after taxes

24%

increased to DKK 65.3m

Columbus Software

57% growth

in revenue

Consultancy Revenue

20% growth

Customer work

55%

chargeable work

Industry Solutions

78%

of total revenue

Global Delivery Center

17%

increase in customer deliveries

Acquisitions

InterDyn BMI

MW data

MW Solutions

Sherwood Systems

Sealing Columbus15

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We reached important milestones



Sealing Columbus15

Columbus15[®]

Focus on creating a profitable
consultancy based on own
Software and Services

Extend Industry Leadership

Sell More Own Software

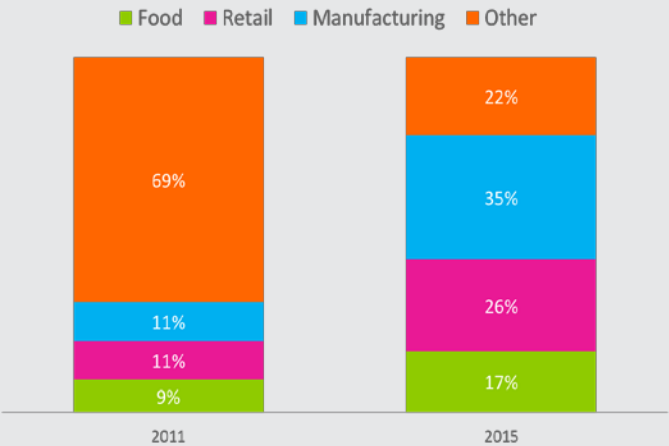
Global Delivery Model

Improve Service Profit

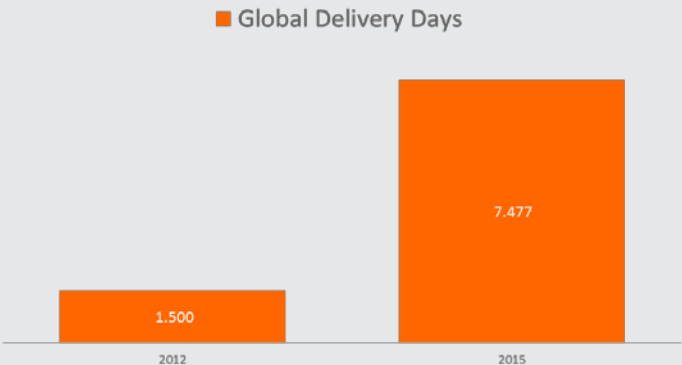
Geographic Focus

Sealing Columbus15

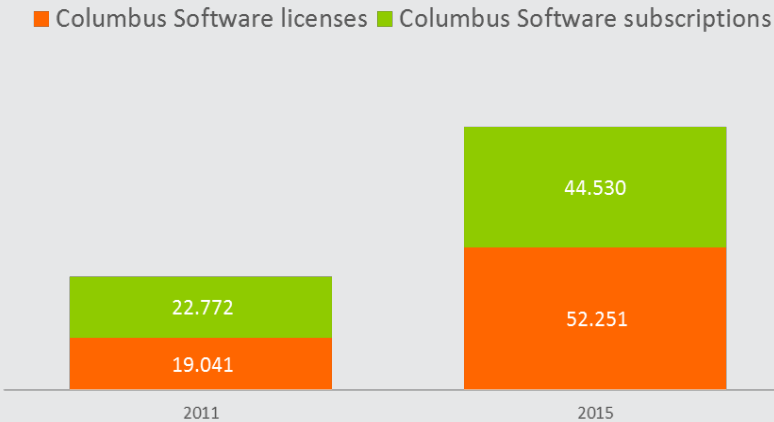
Extend industry leadership



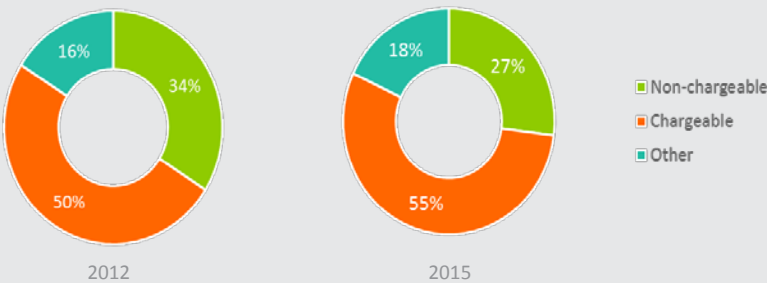
Global delivery center



Columbus Software



Improve services profit



Columbus2020

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The journey towards growth



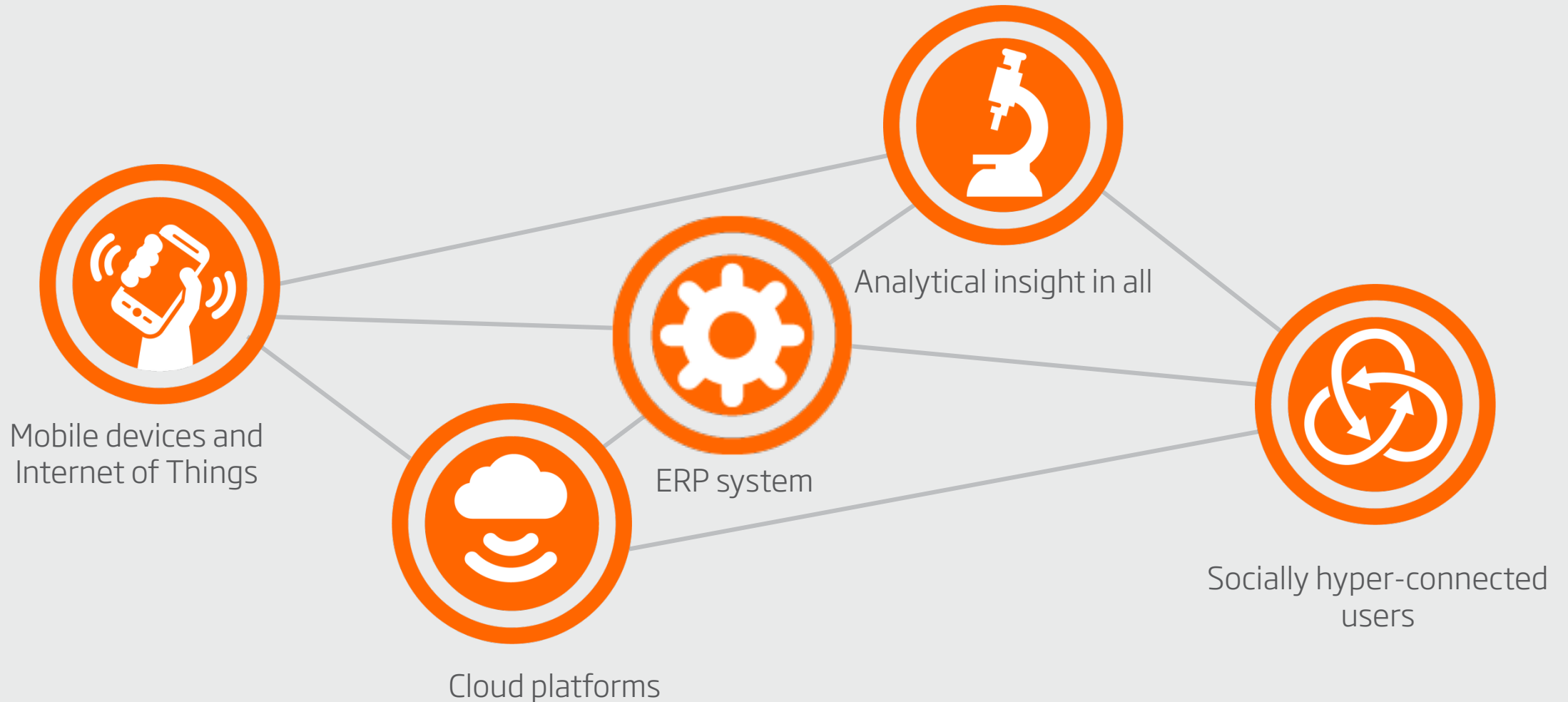
Columbus2020 towards growth

Columbus® | 2020

Mega trends are accelerating change

- Global trends drive spending in digital business solutions
- More **complex business** processes
- Need for improved **customer experiences** to create better customer relations
- **Compliance management** and **risk management** are becoming major obligations
- High demands to excel in **change management**
- **Mergers, acquisitions** and **selling businesses** increase demand for **secure, sustainable and transparent** operations
- Urge to improve **efficiency and manage cost**

ERP is the cornerstone in digital transformation



Financial Value Drivers

1 High productivity in the services business

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

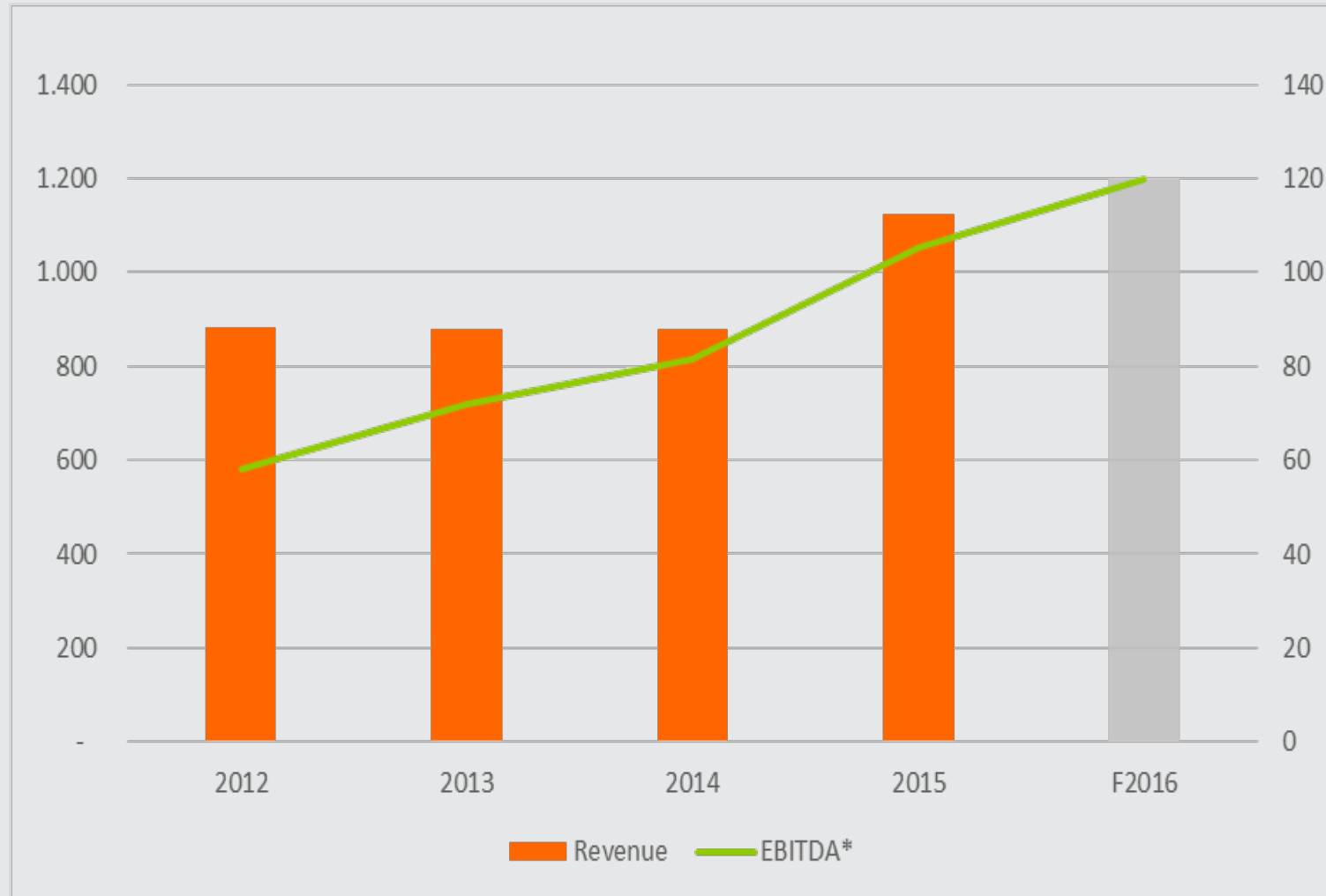
2 Scaling of own software sales

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

3 Recurring service revenue and cloud revenue

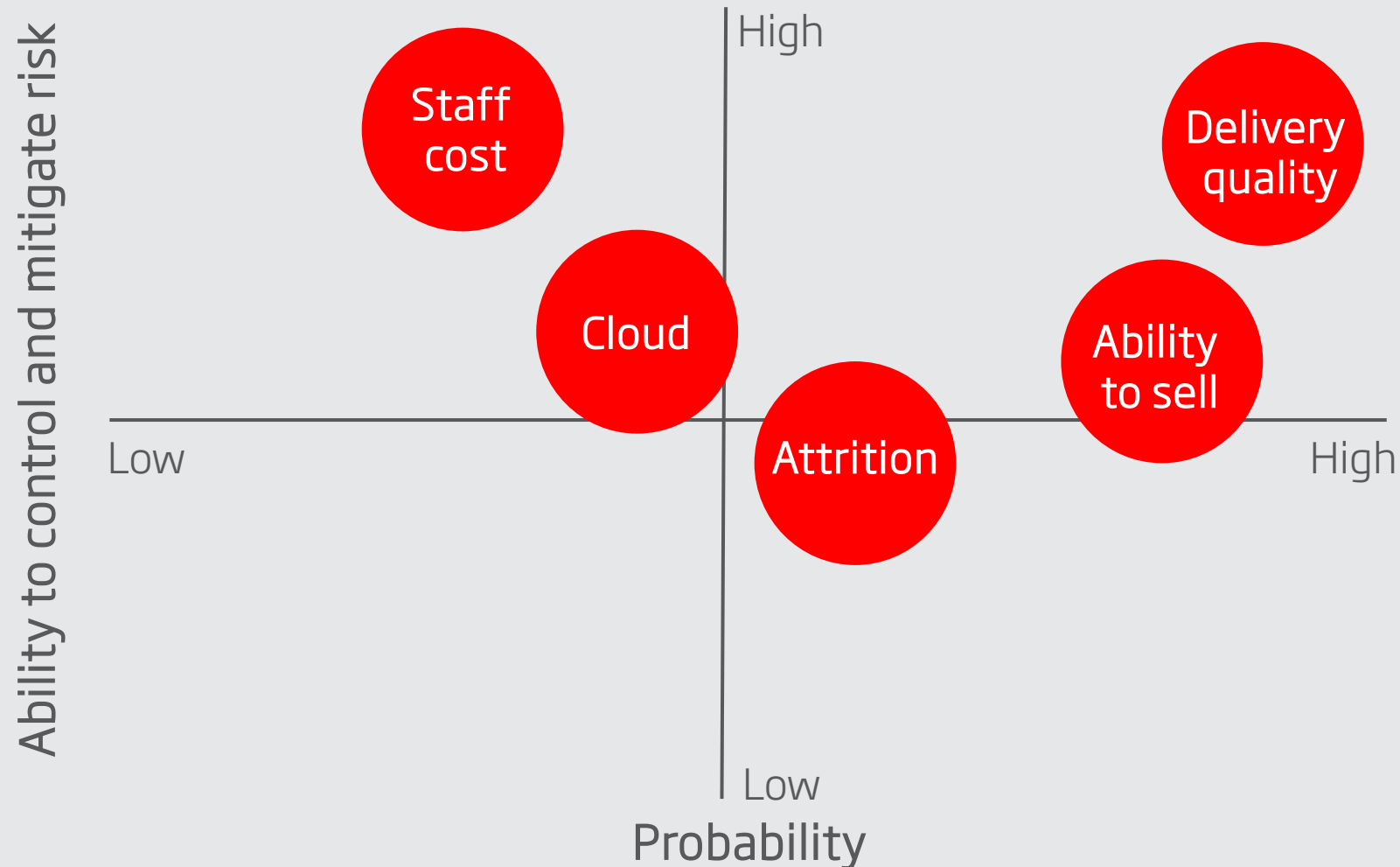
Support agreements and cloud revenue are recurring revenue, which also establish long and strong customer relationships

Revenue and EBITDA



*EBITDA before warrent

Risk Assessment and Mitigation



Financial guidance for 2016

Revenue, in the range of
DKK 1.2bn

EBITDA*, in the range of
DKK 120m

Service EBITDA, in the range of
DKK 80m

Software revenue, in the range of
DKK 105m

Dividend
10% dividend
on nominal share capital

Short-term guidance



Long-term guidance for 2018

Revenue

10% growth

average per year

EBITDA

10%

EBITDA margin per year

Recurring revenue

30%

Of total revenue in 2018

Dividend

10% pay-out

of nominal value each year



Long-term guidance



Thank You!

Questions

Upcoming events

Financial Statement for Q1
28. april 2016

Interim Report H1 2016
25. august 2016





Columbus[®] | Once you
know how...