



Financial Results Q1 2024

Webcast & Tele Conference

8 May 2024 at 13:00 CET

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Presenters

Søren Krogh Knudsen
Columbus CEO



Brian Iversen
Columbus CFO

Will cover the financial and operational highlights for Q1 2024.

Will cover the financial performance for Q1 2024 and guidance.

Financial Highlights Q1 2024

Revenue (DKK)

444m

corresponding to an increase of 14%

Recurring revenue (DKK)

58m

corresponding to an increase of 18%

EBITDA (DKK)

55m

corresponding to an increase of 41%

Profit after tax (DKK)

35m

corresponding to an increase of 87%

EBITDA margin

12.4%

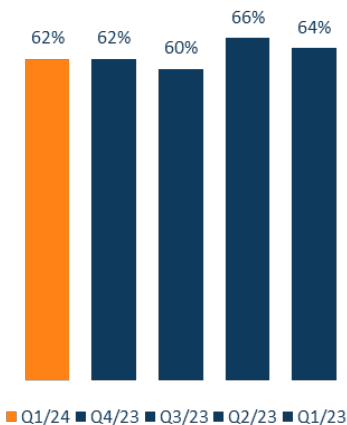
increased by 2,4 percentage points

Operating cash flow (DKK)

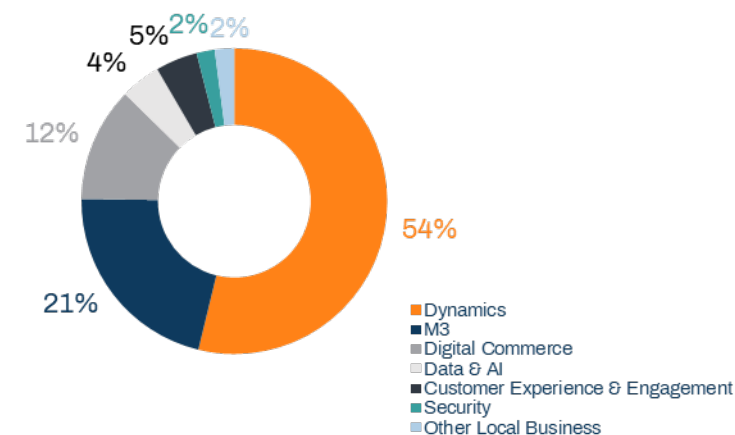
23m

decreased from DKK 36m in Q1 2023

Efficiency development



Business Lines Revenue Split Q1 2024



Operational highlights Q1 2024



- Enabling Life Science readiness
- Integration of Endless Gain
- Updating our physical locations in Oslo and UK

Service revenue split on Business Lines

- Mixed picture among the Business Lines
- Cloud ERP Business Lines off to a strong start in Q1
- M3 back on the growth track
- Digital Commerce and Data & AI off to a hard start - headwind from the Swedish and Norwegian marked

DKK '000	Q1 2024	Q1 2023	Δ%
Dynamics	230,038	196,380	17%
M3	93,074	80,595	15%
Digital Commerce	53,379	58,681	-9%
Data & AI	18,707	19,366	-3%
Customer Experience & Engagement	19,427	15,602	25%
Security	7,968	0	100%
Other Local Business	6,249	6,256	0%
Total sale of services	428,842	376,880	14%
Total sale of products	15,398	13,620	13%
Total net revenue	444,240	390,500	14%

Business Line Contribution

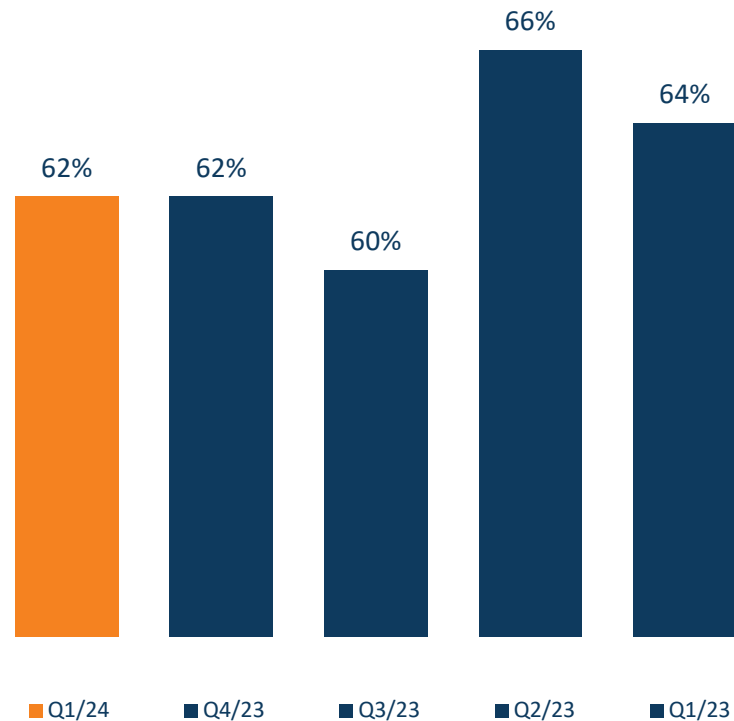
- Solid start from our Cloud ERP Business Lines
- M3 back on a healthy Contribution level
- Digital Commerce and Data & AI hit by slow revenue in Q1
- Security: Sales initiatives and cost adjustments initiated

DKK '000	Q1 2024	CM%	Q1 2023	CM%	pp
Dynamics	70,372	29%	60,644	30%	-1%
M3	24,769	26%	16,428	20%	6%
Digital Commerce	5,889	11%	15,514	26%	-15%
Data & AI	238	1%	4,637	24%	-23%
Customer Experience & Engagement	510	3%	2,071	13%	-10%
Security	-4,551	-53%	0	0%	-
Other Local Business	3,942	43%	205	2%	41%
Total Business Lines	101,169	23%	99,499	25%	-2%

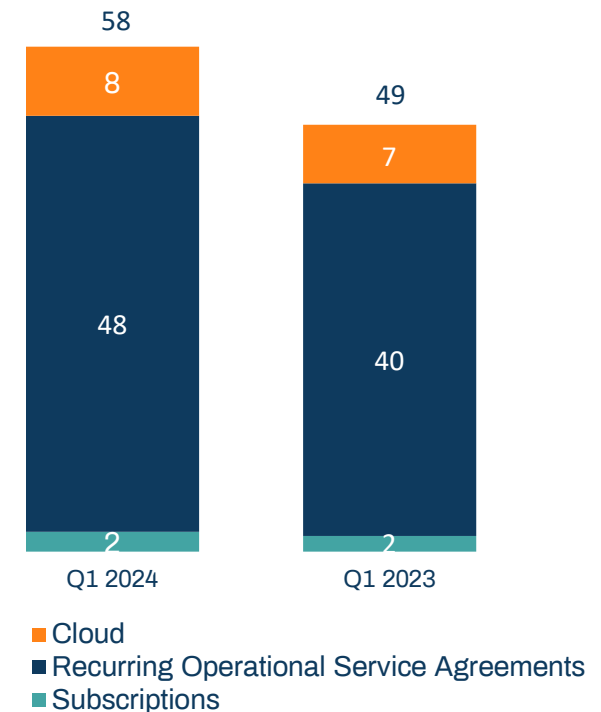
Efficiency and Recurring Revenue

- Mixed picture on efficiency between the Business Lines
- High focus on utilisation and setting the right teams
- Focus on growing our service offerings to continue high growth in our recurring business

Efficiency



Recurring revenue DKKm



Service revenue split on Market Units

- Denmark keep the high growth momentum
- Sweden is a mixed picture among our Business Lines but general challenging market
- Norway continuous to see challenging markets conditions
- UK is a strong growth case in a general challenging market

DKK '000	Q1 2024	Q1 2023	Δ%
Sweden	147,946	145,865	1%
Denmark	108,318	80,451	35%
Norway	66,115	71,807	-8%
UK	75,534	45,706	65%
US	19,555	22,020	-11%
Other	10,104	10,059	0%
GDC	1,270	972	31%
Total sale of services	428,842	376,880	14%
Total sale of products	15,398	13,620	13%
Total net revenue	444,240	390,500	14%

Outlook for 2024

Based on the financial performance in Q1 2024 and the current order book and pipeline forecast, our full year guidance for 2024 is maintained.

	Outlook 2024	Realized 2023
Organic revenue growth	8 - 10%	14.8%
EBITDA margin	9 - 10%	7.6%





Questions?

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