

Financial Results Q3 YTD 2018

Webcast & Tele Conference
7 November 2018 at 13:00 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

Today's presentation

AGENDA

- Highlights of Q3 YTD 2018
- Income statement
- Financial Value Drivers
- Geographical & Business segments
- 2018 expectations
- Long-term guidance
- Questions

Highlights 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

Income Statement Q3 YTD 2018

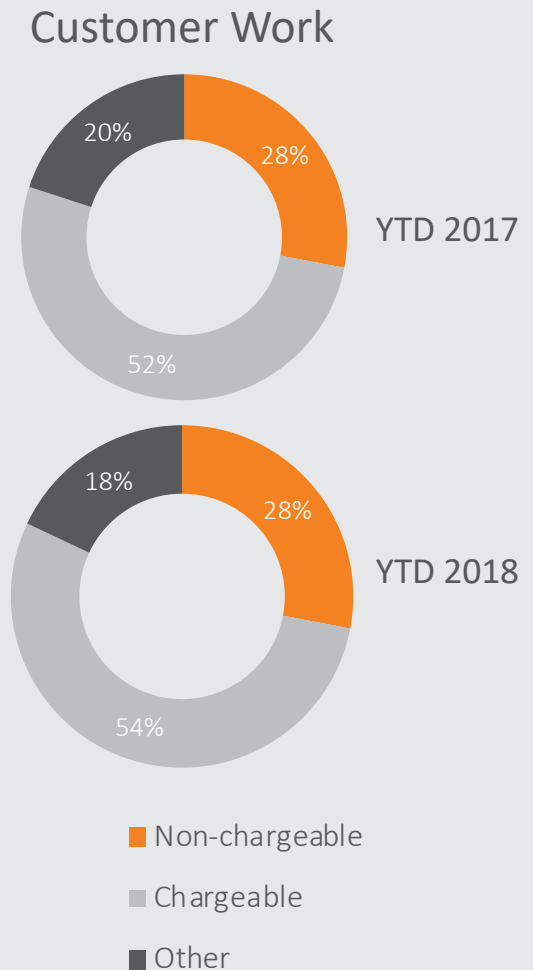
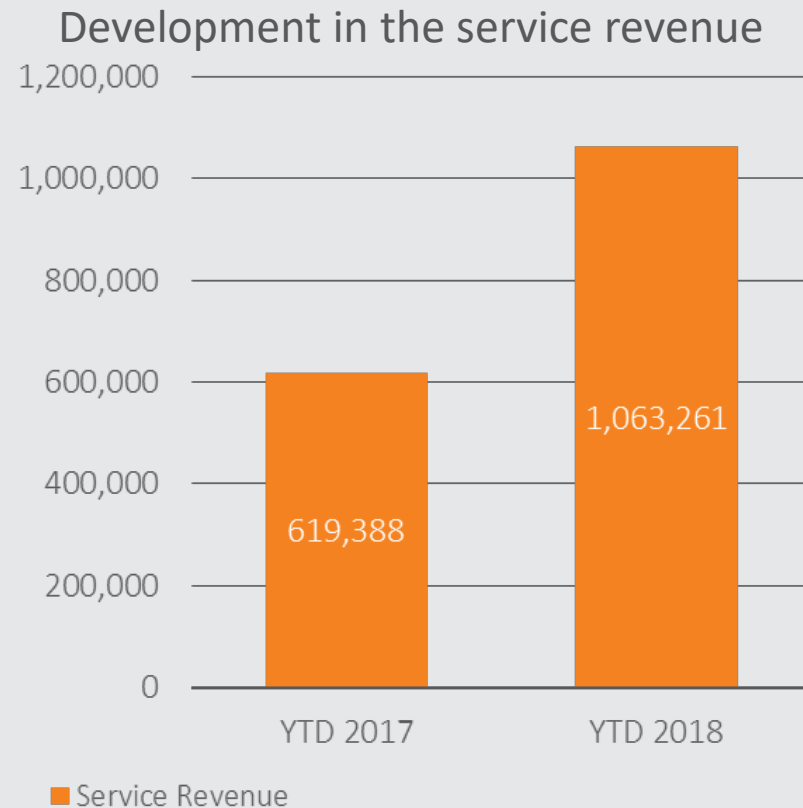
Income statement (mDKK)	YTD 2018	YTD 2017	Δ%
Columbus Software	78.6	58.8	34%
External Software	217.9	214.4	2%
Service	1,063.3	619.4	72%
Other	22.1	14.1	57%
Net Sales	1,381.8	906.7	52%
External project costs	-293.2	-193.4	52%
Gross profit	1,088.6	713.4	53%
Staff expenses and remuneration	-813.4	-505.6	61%
Other external costs	-156.2	-110.5	41%
EBITDA before share-based payment	119.0	97.3	22%
Share-based payment	-7.4	-1.7	326%
EBITDA	111.6	95.6	17%
Depreciation/amortization	-51.7	-29.4	76%
Net Financial Income	6.3	-5.1	-225%
Net result before tax	66.2	61.2	8%



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Financial Value Drivers

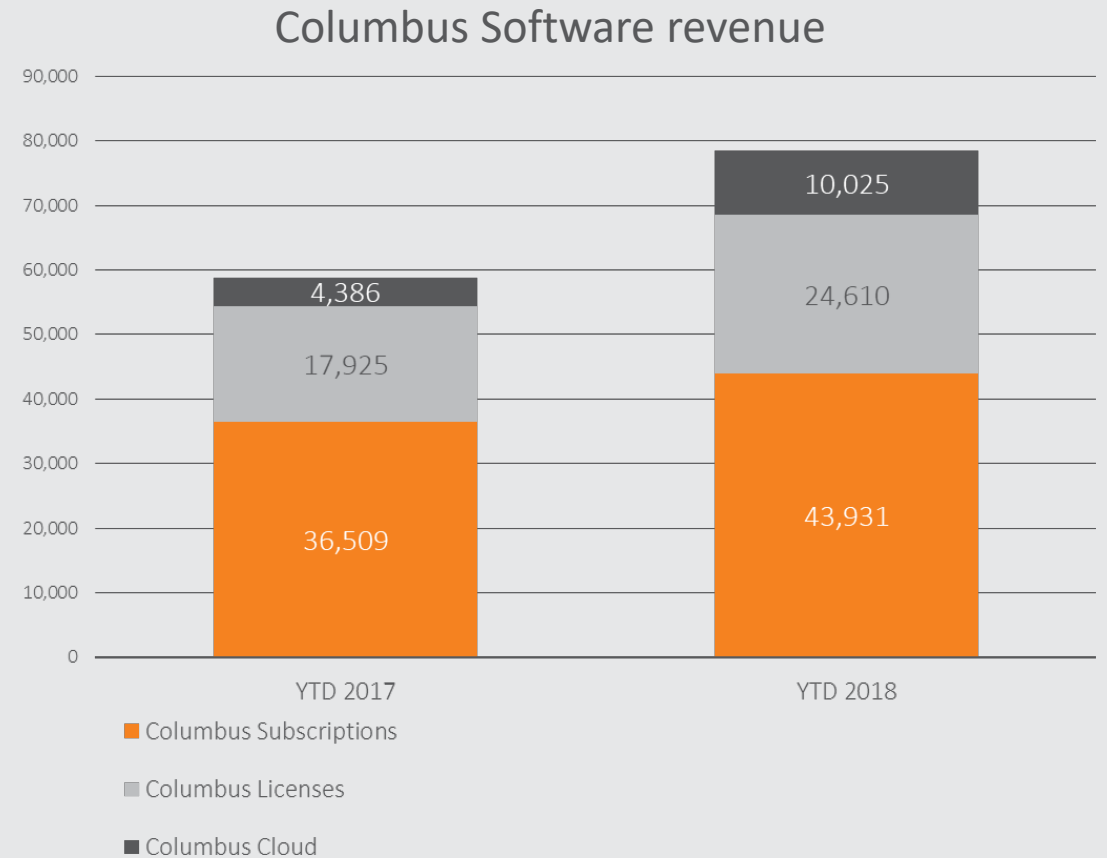
Growth in the Services Business

- 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



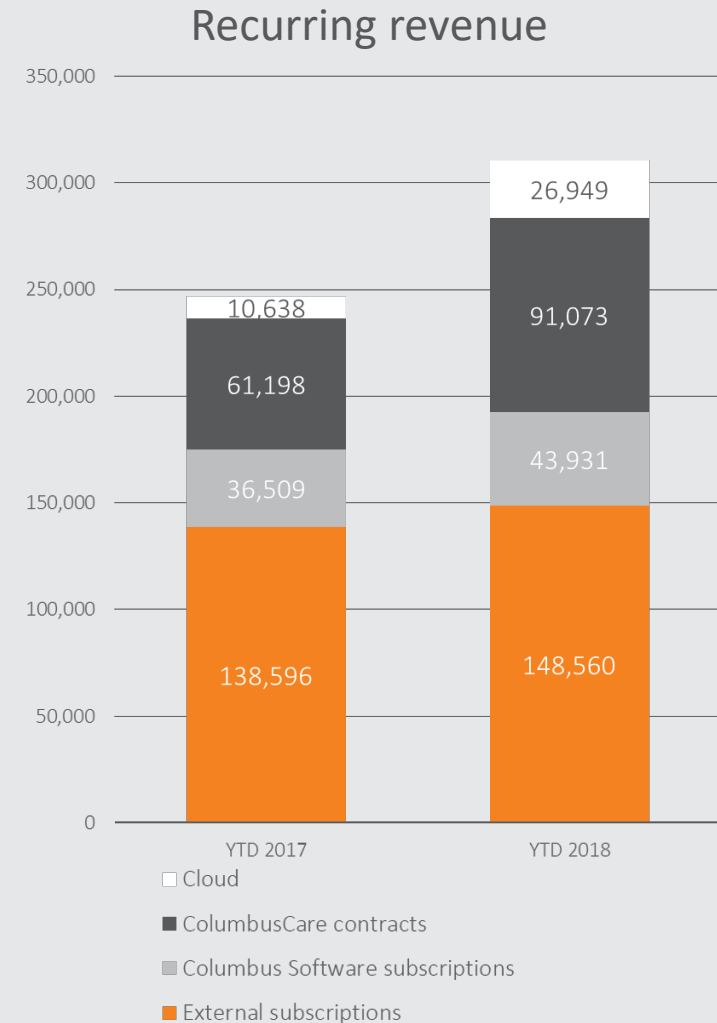
Growth in Columbus Software sales

- 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 4.4m to 10m Danish kroner (129%)



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%





Geographical & Business segments

Western Europe

Net Revenue

+115% (DKK 953m)

Columbus Software Revenue

+16% (DKK 23m)

Service Revenue

+141% (DKK 813m)

EBITDA

+14% (DKK 73m)

Western Europe mDKK	YTD 2018	YTD 2017	Δ	Δ%
Columbus Software	22.6	19.5	3.1	16%
External software	99.3	79.9	19.4	24%
Service revenue	813.0	337.6	475.4	141%
Other	17.6	6.6	11.1	169%
Total net revenue	952.5	443.6	509.0	115%
EBITDA	72.7	63.8	8.8	14%
Recurring revenue of total revenue	17%	26%	-9%	-34%

Eastern Europe

Net Revenue

-8% (DKK 96m)

Service Revenue

+2% (DKK 73m)

Columbus Software Revenue

+50% (DKK 4m)

EBITDA

-9% (DKK 8m)

Eastern Europe mDKK	YTD 2018	YTD 2017	Δ	Δ%
Columbus Software	4.2	2.8	1.4	50%
External software	17.4	28.6	-11.2	-39%
Service revenue	72.9	71.3	1.6	2%
Other	1.6	1.5	0.1	8%
Total net revenue	96.2	104.2	-8.1	-8%
EBITDA	8.0	8.8	-0.8	-9%
Recurring revenue of total revenue	20%	21%	-1%	-6%

Northern America

Net Revenue

-20% (DKK 264m)

Service Revenue

-25% (DKK 158m)

Columbus Software Revenue

-3% (DKK 6m)

EBITDA

+158% (DKK 17m)

North America mDKK	YTD 2018	YTD 2017	Δ	Δ%
Columbus Software	5.5	5.6	-0.2	-3%
External software	97.2	106.5	-9.2	-9%
Service revenue	158.2	210.4	-52.2	-25%
Other	3.6	6.4	-2.8	-44%
Total net revenue	264.4	328.9	-64.5	-20%
EBITDA	16.9	6.6	10.4	158%
Recurring revenue of total revenue	33%	27%	6%	24%

Columbus Software

Columbus software Subscriptions

+24% (DKK 40m)

Columbus Cloud Revenue

+118% (DKK 9m)

Columbus Software License

+32% (DKK 19m)

EBITDA

+56% (DKK 48m)

Columbus Software mDKK	YTD 2018	YTD 2017	Δ	Δ%
Columbus Software licenses	18.9	14.4	4.5	32%
Columbus Software subscriptions	40.0	32.3	7.7	24%
Columbus Cloud	8.9	4.1	4.8	118%
External software	8.8	0.0	8.8	100%
Service revenue	42.9	12.7	30.2	237%
Other	0.6	0.4	0.2	66%
Total net revenue	120.0	63.8	56.2	88%
EBITDA	47.8	30.6	17.2	56%
Recurring revenue of total revenue	51%	61%	-10%	-17%

Stronger Together on track

Stronger Together integration progress as planned:

- Revenue and EBITDA according to plan
- Strategic partnership with itelligence including divesting of the SAP Business Unit
- Columbus Norway becoming one company – one leadership team and one location
- Building GDC resources within M3, Dynamics and Columbus Care
- Common mail and calendar platform across the organization



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)



Short- and long-term Guidance

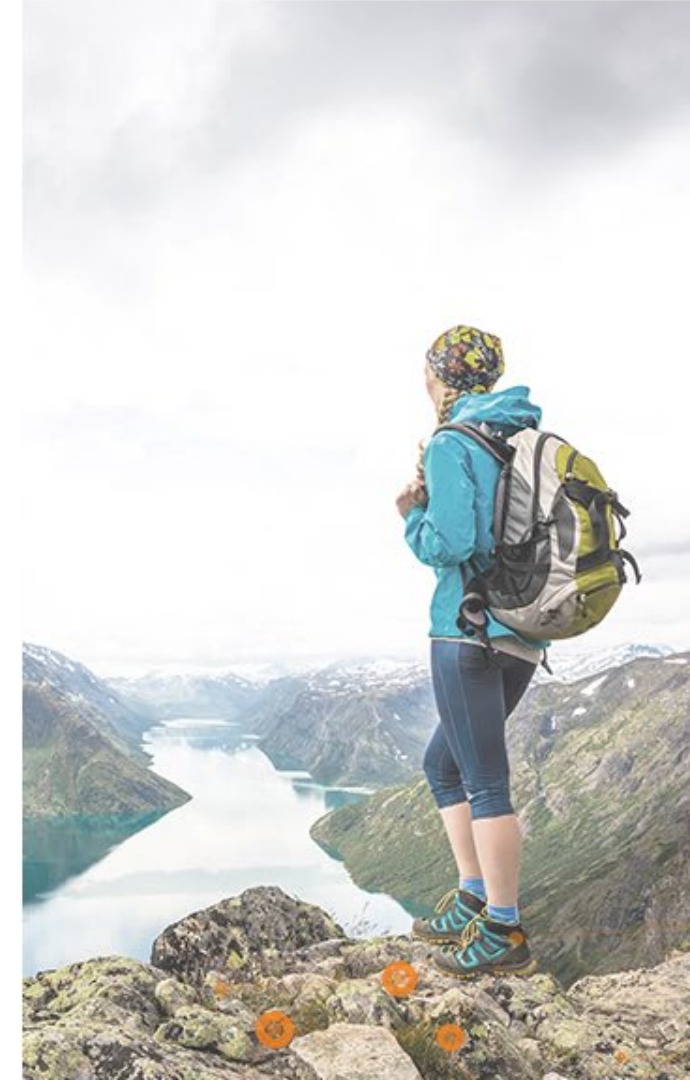
Financial guidance for 2018

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

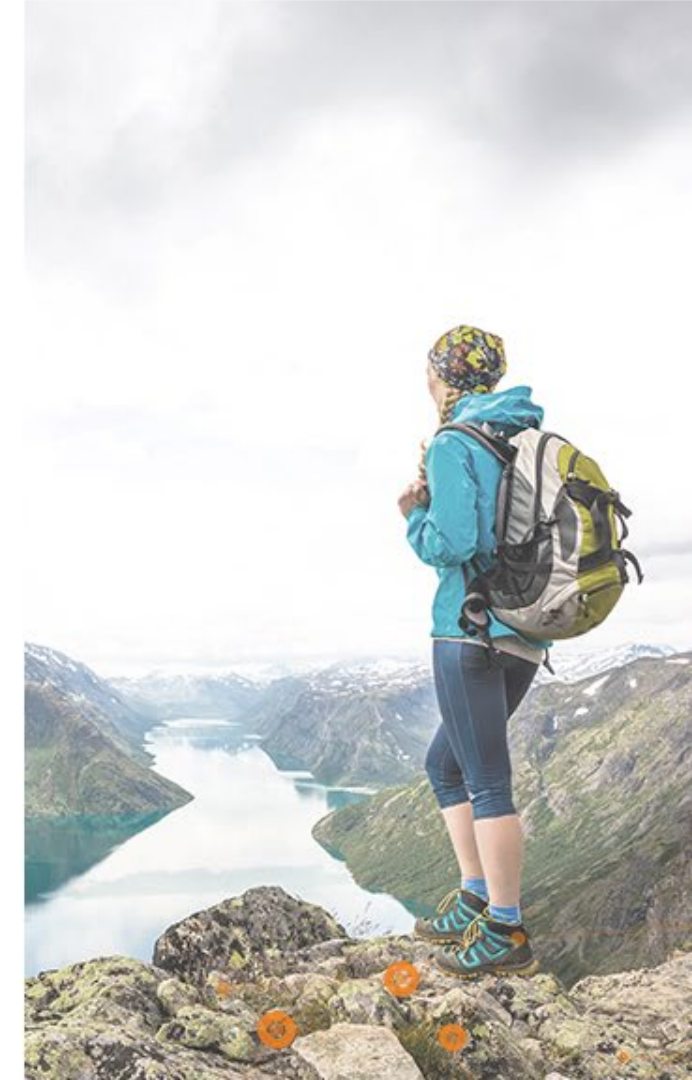
25%

of total revenue in 2020

Dividend

10% pay-out

of nominal value each year



Thank you!

Questions



Upcoming events

- Q3 Interim presentation
 - ABG Sundal Collier
 - Thursday 8 November 2018

INVITATION

ABG
SUNDAL COLLIER

ABGSC har fornøjelsen af at invitere dig til en præsentation af Q3 2018 regnskabet med:

Columbus | Once you know how...

Columbus vil være repræsenteret ved:

Thomas Honoré
CEO

Hans Henrik Thrane
CFO

Dato Torsdag den 8. november 2018

Tid Kl. 15:15 - 16:15

Sted ABG Sundal Collier
Forbindelsesvej 12
2100 København Ø.

S.U. Kontakt din sædvanlige kontakt hos ABGSC eller til ABGSC's event team.
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Meet Columbus





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