

Columbus® | Once you  
know how...

# Financial Results H1 2019

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Webcast & Tele Conference  
22 August 2019 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

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Thomas Honoré, CEO & President



Hans Henrik Thrane, Corporate CFO

# Agenda

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- Highlights of H1 2019
- Income Statement
- Financial Value Drivers
- Geographical & Business Segments
- Short & Long Term Guidance
- Questions



# Highlights H1 2019

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## Revenue

**2% organic growth**

amounting to DKK 977m

## EBITDA

**7% growth**

amounting to DKK 102m

## Columbus Cloud

**44% growth**

amounting to DKK 10m

## Integration of

**iStone**

according to plan

## Columbus Care Contracts

**16% growth**

amounting to DKK 69m

# Income Statement H1 2019

Income statement (mDKK)	H1 2019	H1 2018	Δ%
Columbus Software	49.1	56.0	-12%
External Software	155.5	155.0	0%
Service	752.9	751.2	0%
Other	19.8	16.1	23%
Net Sales	977.2	978.2	0%
External project costs	-209.0	-208.9	0%
Gross profit	768.2	769.2	0%
Staff expenses and remuneration	-576.2	-559.9	3%
Other external costs	-88.4	-109.7	-19%
EBITDA before share-based payment	103.5	99.6	4%
Share-based payment	-2.0	-4.9	-60%
EBITDA	101.5	94.7	7%
Depreciation/amortization	-44.0	-39.9	10%
Net Financial Income	-7.2	9.5	-176%
Net result before tax	50.4	64.2	-22%
Tax	-11.8	-13.0	-9%
Net result after tax	38.6	51.2	-25%

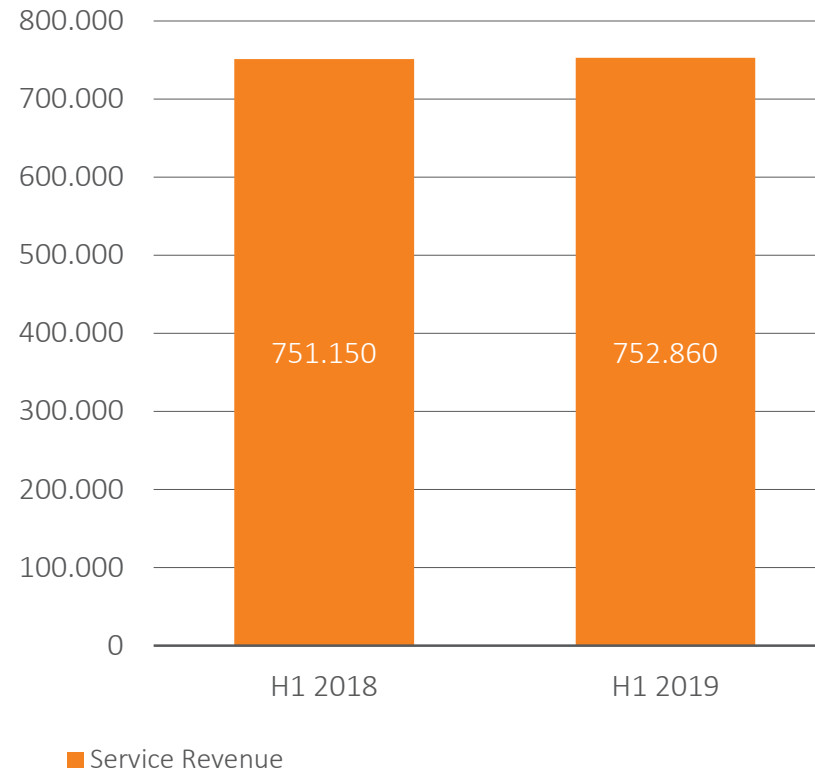
# Financial Value Drivers

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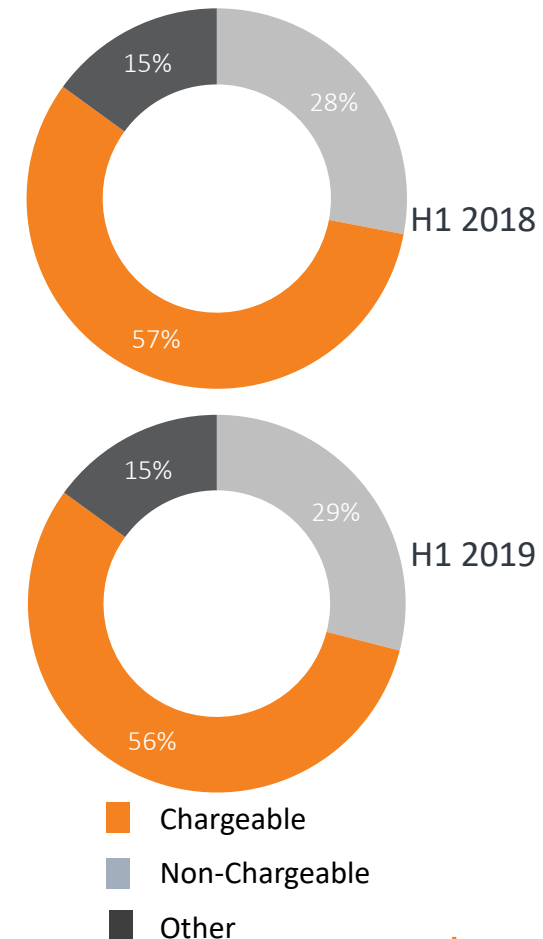
# Services Business in line with last year

- Service revenue amounted to DKK 753m
  - Growth in Columbus Care Services
  - Good progress in Denmark, Norway, Sweden, Commerce and M3
- Decrease in chargeable hours (57% to 56%)
  - Lower efficiency in RU, UK, US
  - Progress within ERP, Cloud and offerings such as Analytics & BI and Customer Experience

Development in the service revenue



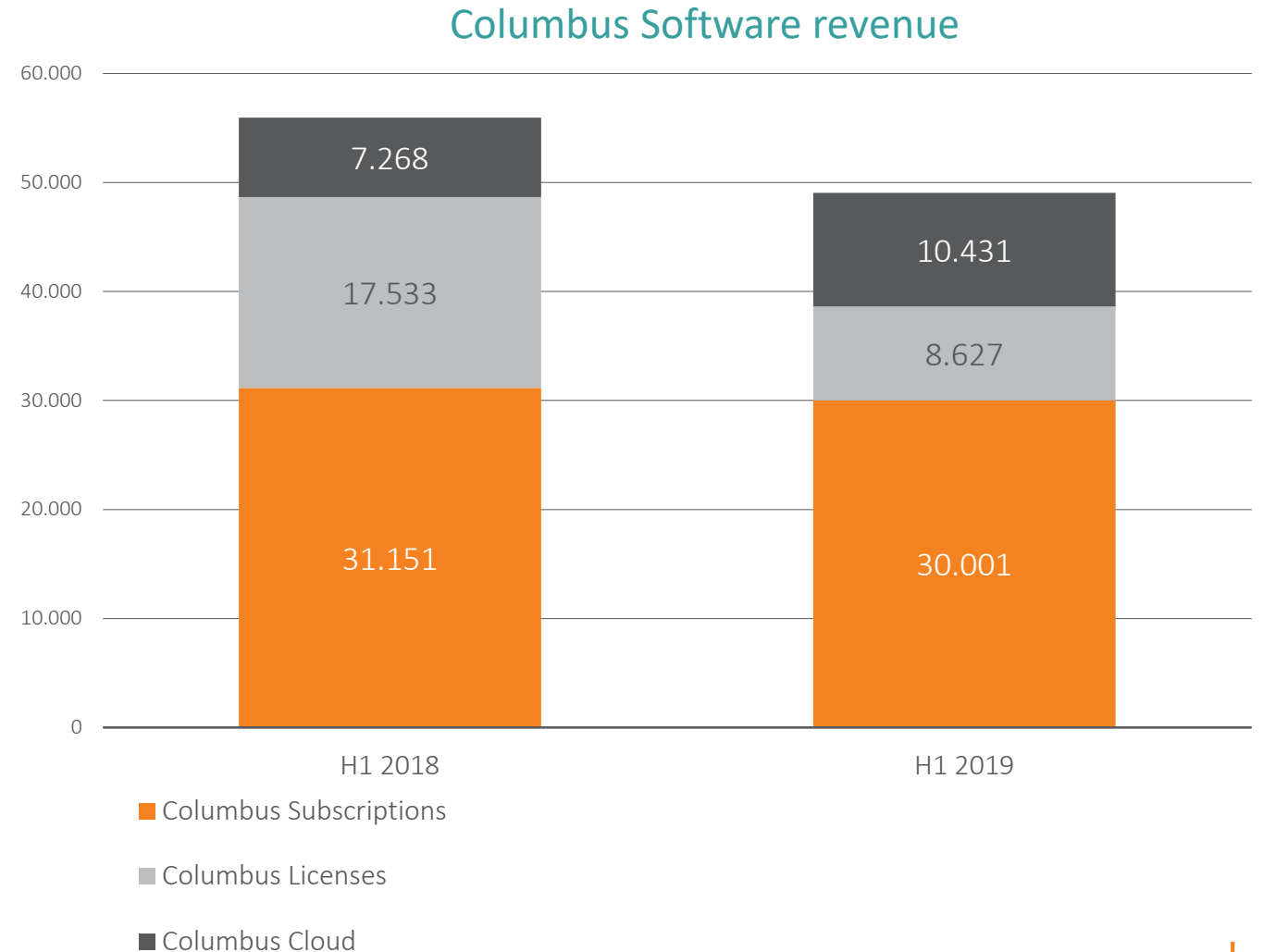
Customer Work





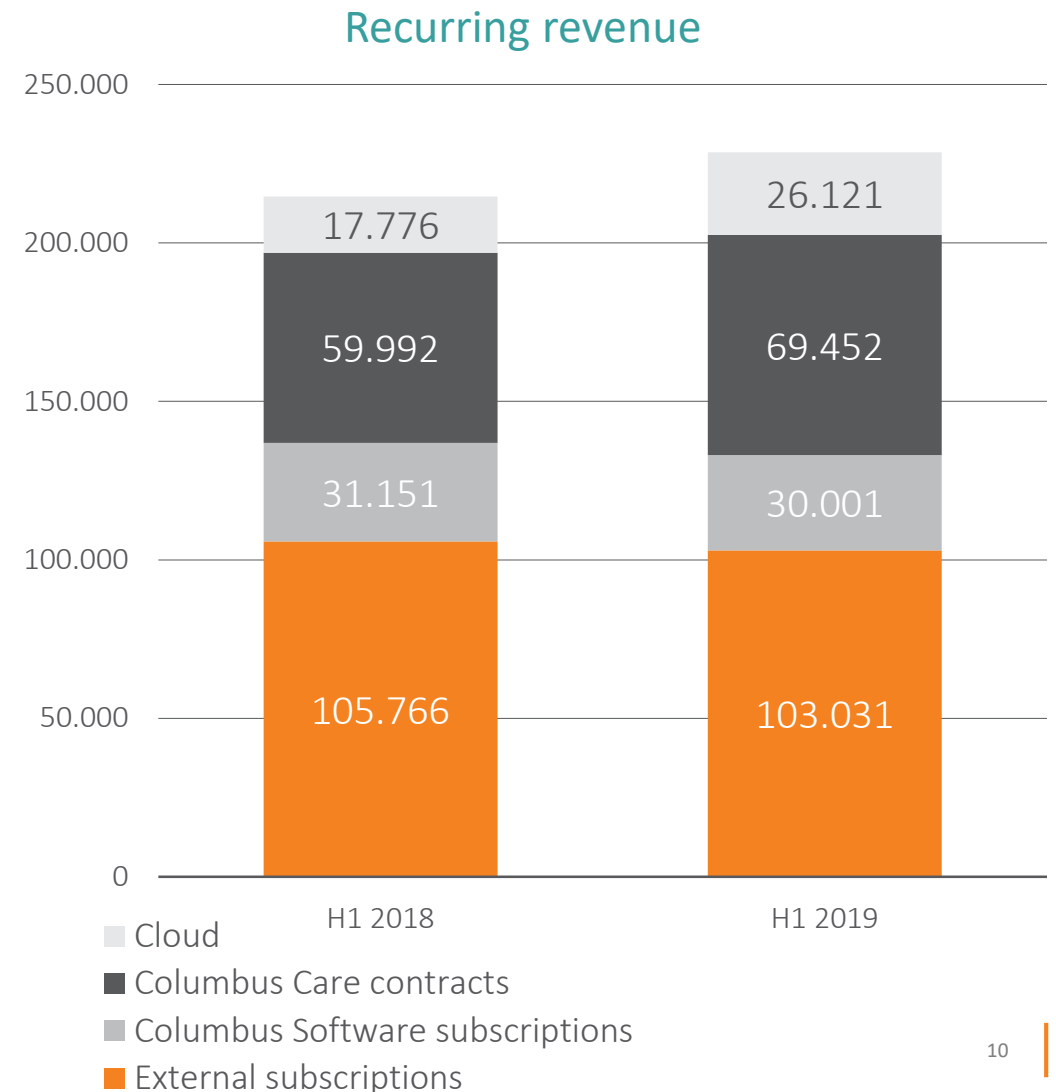
# Accelerated Cloud Conversion for Columbus Software

- Total revenue from sale of Columbus Software decreased by 12%, amounting to DKK 49m
  - Subscriptions declined by 4%
  - License sales declined by 51%
- Columbus Cloud sales increased by 44%, from DKK 7m to DKK 10m



# Growth in Recurring Revenue

- Recurring revenue increased by 6%
- Recurring revenue constitutes 23% of total revenue
- Columbus Care contracts grew by 16%
- Total Cloud revenue grew by 47%



# Geographical & Business Segments

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# Western Europe

## Net Revenue

**+6%** (DKK 710m)

## Service Revenue

**+6%** (DKK 608m)

## Columbus Software Revenue

**-19%** (DKK 15m)

## EBITDA

**+31%** (DKK 82m)

Western Europe mDKK	H1 2019	H1 2018	Δ	Δ%
Columbus Software	14.5	17.9	-3.4	-19%
External software	69.0	66.6	2.4	4%
Service revenue	608.2	573.1	35.2	6%
Other	18.4	12.5	5.9	47%
Total net revenue	710.2	670.0	40.1	6%
EBITDA	81.8	62.7	19.2	31%
Recurring revenue of total revenue	17%	16%	1%	6%

# Eastern Europe

## Net Revenue

**+6%** (DKK 71m)

## Service Revenue

**+4%** (DKK 51m)

## Columbus Software Revenue

**+60%** (DKK 3m)

## EBITDA

**-5%** (DKK 7m)

Eastern Europe mDKK	H1 2019	H1 2018	Δ	Δ%
Columbus Software	3.4	2.1	1.3	60%
External software	16.0	15.0	1.0	7%
Service revenue	50.7	48.6	2.1	4%
Other	0.5	1.1	-0.6	-54%
Total net revenue	70.5	66.7	3.9	6%
EBITDA	6.7	7.1	-0.4	-5%
Recurring revenue of total revenue	21%	22%	0%	-1%

# Northern America

## Net Revenue

**-14%** (DKK 158m)

## Service Revenue

**-19%** (DKK 87m)

## Columbus Software Revenue

**+10%** (DKK 4m)

## EBITDA

**-93%** (DKK 1m)

North America mDKK	H1 2019	H1 2018	Δ	Δ%
Columbus Software	3.6	3.3	0.3	10%
External software	65.6	69.3	-3.7	-5%
Service revenue	87.1	108.0	-20.9	-19%
Other	1.7	2.4	-0.7	-30%
<b>Total net revenue</b>	<b>158.0</b>	<b>182.9</b>	<b>-25.0</b>	<b>-14%</b>
EBITDA	1.0	15.0	-14.0	-93%
Recurring revenue of total revenue	39%	35%	5%	13%

# Columbus Software

## Columbus Software Subscriptions

**-11%** (DKK 25m)

## Columbus Cloud Revenue

**+34%** (DKK 9m)

## Columbus Software License

**-57%** (DKK 6m)

## EBITDA

**-10%** (DKK 33m)

Columbus Software mDKK	H1 2019	H1 2018	Δ	Δ%
Columbus Software licenses	5.8	13.4	-7.6	-57%
Columbus Software subscriptions	24.5	27.6	-3.0	-11%
Columbus Cloud	9.1	6.8	2.3	34%
External software	8.5	7.3	1.2	16%
Service revenue	27.7	29.1	-1.3	-5%
Other	0.8	0.3	0.5	148%
<b>Total net revenue</b>	<b>76.4</b>	<b>84.4</b>	<b>-8.0</b>	<b>-9%</b>
EBITDA	32.7	36.1	-3.4	-10%
Recurring revenue of total revenue	58%	51%	7%	13%

# Short & Long Term Guidance

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# Financial Guidance for 2019

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Revenue, in the range of  
DKK 2bn

EBITDA, in the range of  
DKK 240m

Software revenue, in the range of  
DKK 110m

Dividend  
10% dividend  
on nominal share capital

# Long Term Guidance for 2021

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## Revenue

**3-5% growth**

Compounded average growth  
each year organically

## Recurring revenue

**25%**

of total revenue in 2021

## EBITDA

**13%**

EBITDA margin

## Dividend

**10% pay-out**

of nominal value each year





# Questions?

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# Upcoming events

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- Interim Management Statement Q3
  - 6 November 2019
  
- Small & Mid Cap Seminar at ABG Sundal Collier
  - 25 September 2019
  - Sign up at “[invitations@abgsc.dk](mailto:invitations@abgsc.dk)”