

Q1 Results 2016

ABG Sundal Collier, 2 May 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.

Today's presentation

AGENDA

- Highlights of Q1
- Income statement
- Presentation of Columbus2020
- Financial Value Drivers
- 2016 expectations
- Long-term guidance
- Questions

Highlights Q1

Revenue

15% growth

amounting to DKK 275m

EBITDA*

85% growth

amounting to DKK 26m

Columbus Software

7% growth

in revenue

Service Revenue

15% growth

Acquisition

Systemhosting

Income Statement Q1 2016

Income statement (mDKK)	Q1 2016	Q1 2015	Δ%
Columbus Software	18,4	17,2	7%
External Software	60,3	51,1	18%
Consultancy	196,6	171,5	15%
Net Sales	275,3	239,9	15%
External project costs	-52,7	-50,7	4%
Gross profit	222,7	189,2	18%
Staff expenses and remuneration	-160,4	-143,8	12%
Other external costs	-36,3	-31,4	16%
EBITDA before share-based payment	25,9	14,0	85%
Share-based payment	-0,5	-0,3	73%
EBITDA	25,4	13,7	85%
Depreciation	-7,5	-6,0	25%
Net Financial Income	-1,7	13,5	-112%
Pre-tax earnings	16,2	21,2	-23%

⁶ EBITDA before share-based payment

Towards Growth
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Columbus2020

Customer Success



Customer Success; Taking care of customers for life

- Create the ultimate customer experience
- Increase customer satisfaction and loyalty
- Build long and close relations to our customers by offering lifecycle services

“We strive to keep our customers for life by providing the best customer experience and high quality when engaging with Columbus”



Digital Leadership



Digital Leadership; Accelerate business innovation

- Develop new products and services that increase the value of ERP investments
- Extend beyond ERP using cloud, big data, IoT and mobile technologies



“We help our customers accelerate business innovation by maximizing the value realization of ERP and by leading them in the digital business transformation”.

Our People



Our People;

Attract, develop & retain the
best people

- Foster a customer success culture
- Achieve global Performance Excellence
- Create a learning organization

“We provide challenging career opportunities, attractive working conditions and professional and personal development for Our People”.



Process Excellence



Process Excellence; Quality in everything we do

- World-class sales and marketing organization that creates the ultimate customer experience
- Supreme consulting and mitigating implementation risk at the right cost



“We strive to improve operations and best practices in order to achieve global sales excellence and deliver high quality services to our customers”.

Columbus2020

Columbus[®] | 2020





Financial Value Drivers

Financial Value Drivers

1 High profitability 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

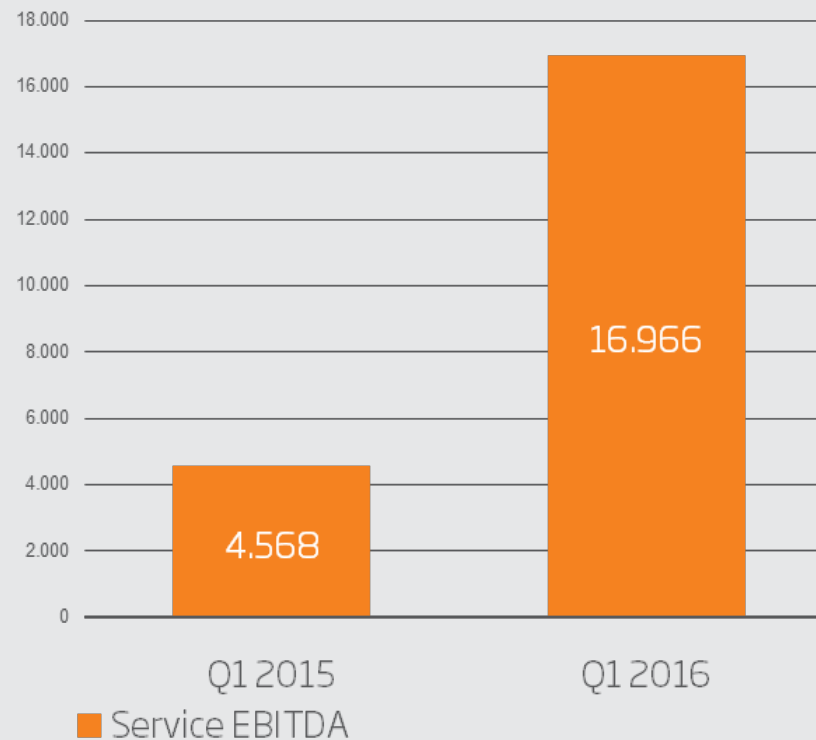
3 Recurring service revenue and cloud revenue

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

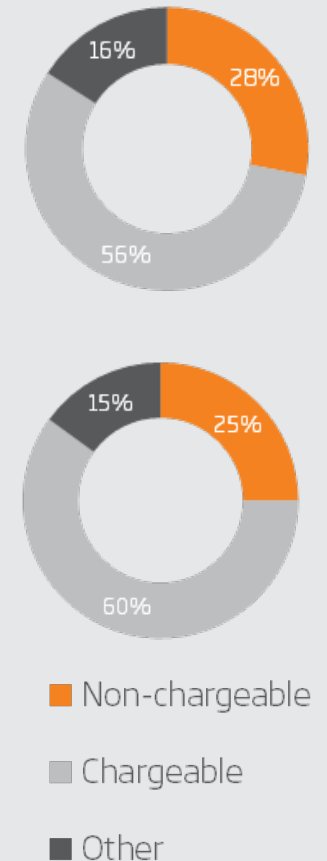
Improve profitability in the services business

- Service EBITDA increased by DKK 12.4m in Q1
- Primary due to an increase in customer work (56% to 60%) mainly in US and Norway
- Secondary due to full year effect of 2015 acquisitions and acquisition of Systemhosting in February 2016

Service EBITDA



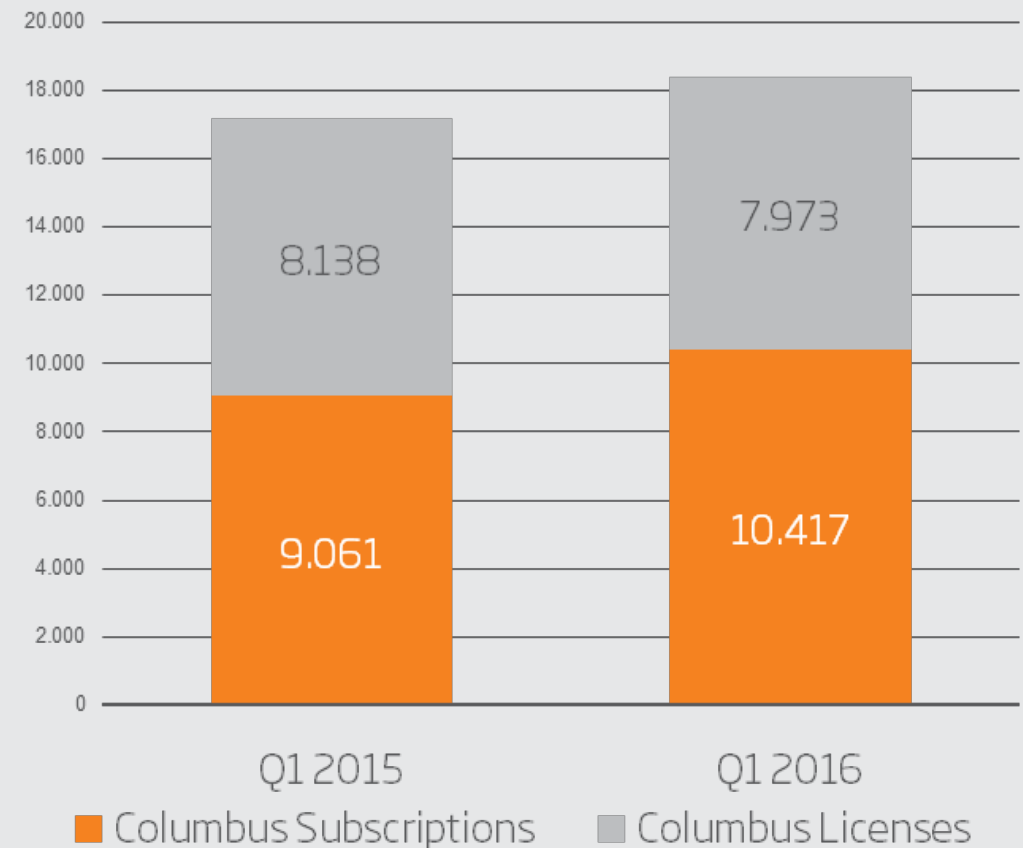
Customer Work



Scaling of Columbus Software

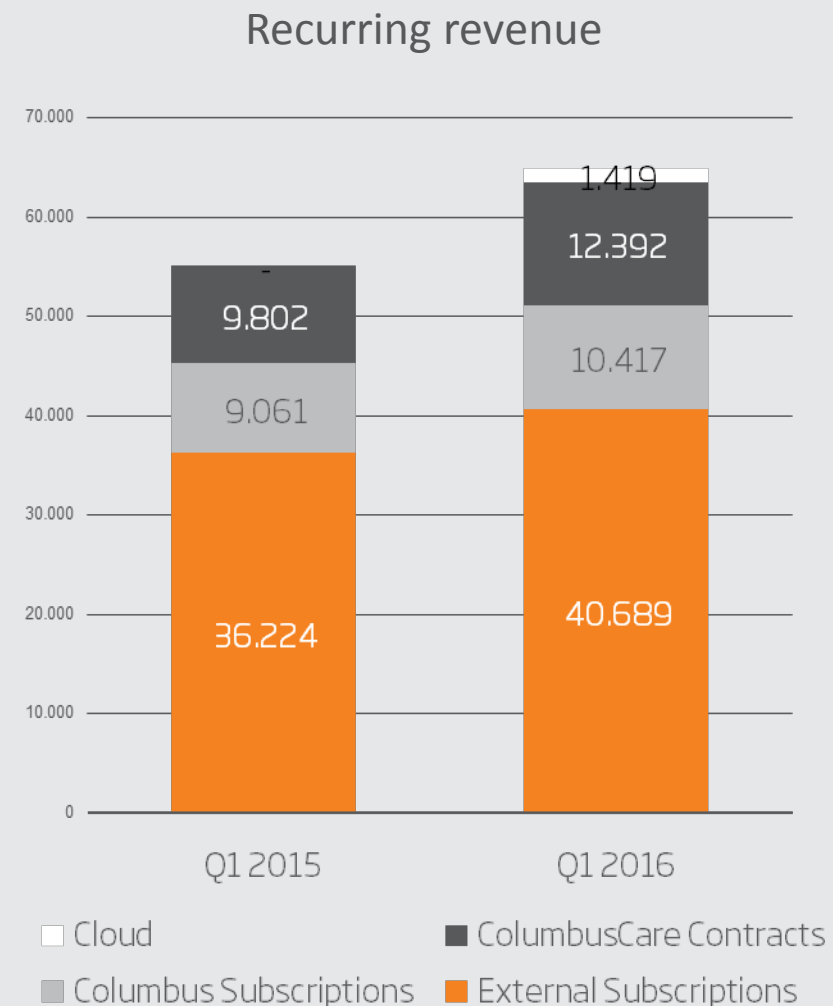
- Total revenue from sale of Columbus Software increased by 7%, amounting to DKK 18.4m
- Sales through external channel grew by 135%
- Best selling products:
 - Columbus Business Integration Solutions (BIS) with 380% growth
 - Columbus Advanced Discrete Manufacturing Solutions (ADM)
 - Columbus Invoice Workflow
 - Columbus AX Anywhere

Columbus Software revenue



Growth in Recurring revenue

- Recurring revenue consists of:
 - Columbus Software subscriptions
 - External subscriptions
 - ColumbusCare contracts
 - Cloud revenue
- Recurring revenue increased by 18% constituting 23% of total revenue
- Development in line with expectations



Short- and long-term Guidance

Maintaining 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

The background of the slide is a photograph of a swimmer in a pool, captured mid-stroke with water splashing. Overlaid on the right side of the image is a network diagram consisting of orange circular nodes of varying sizes connected by thin orange lines. The nodes are scattered across the right half of the frame, with some larger nodes acting as hubs.

Thank You!

Questions

Upcoming events

Interim Report H1 2016
25 August 2016





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know how...