

A group of five business professionals are seated around a white conference table in a modern office. They are engaged in a meeting, with some looking at laptops and others talking. The office has large windows with a decorative pattern. The scene is viewed through a glass partition.

Financial Results Q3 2022

Webcast & Tele Conference

15 November 2022 at 13:00 CET

Disclaimer

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Introducing today's presenters



Søren Krogh Knudsen, CEO & President



Brian Iversen, Group CFO

Agenda

- Highlights of Q3 2022
- Financial review of Q3 2022
- Update of financial Outlook 2022
- Long-term financial ambitions
- Questions



Business & Financial highlights of Q3 2022

Operational highlights:

- Customer Development Program
- Merge of Project and Care Business Lines
- Increased focus on cost and pricing measures
- Launch of new sustainability strategy
- Welcome to 46 new Accelerators

Revenue

9% organic growth
amounting to DKK 334m

Service Revenue

18% increase
amounting to DKK 294m

EBITDA

+DKK15m
amounting to DKK 16m

EBITDA margin

4.8%
0.2% in Q3 2021

Efficiency

61%
down from 64% in Q2 2022

Income Statement

Income statement (mDKK)	Q3 2022	Q3 2021	Δ%	YTD 2022	YTD 2021	Δ%
Sale of services	294	250	18%	972	892	9%
Sale of products	40	57	-30%	145	155	-7%
Net Sales	334	307	9%	1,117	1,047	7%
External project costs	-55	-47	-18%	-195	-168	-16%
Gross profit	279	260	7%	922	879	5%
Staff expenses and remuneration	-234	-220	-6%	-775	-722	-7%
Other external costs	-30	-37	19%	-102	-93	-10%
Other operating income/costs	1	-1	204%	18	-1	2777%
EBITDA before share-based payment	16	2	709%	63	64	-2%
Share-based payment	0	-1	75%	-1	-2	49%
EBITDA	16	1	2045%	62	62	-1%
Depreciation/amortization	-14	-12	-18%	-43	-36	-20%
Financial Income	0	0	0%	3	6	-50%
Financial Expenses	-4	-3	-42%	-5	-8	42%
Profit before tax	-2	-14	89%	18	25	-28%
Tax	-2	2	-209%	-7	-5	-64%
Profit after tax from continuing operations	-4	-12	70%	11	21	-48%
Profit after tax from discontinued operations	2	8	-74%	-23	750	-103%
Profit after tax for the period	-2	-4	64%	-12	771	-102%

Growth in global Business Lines

- Dynamics increased by 7% to DKK 145m covering both the Dynamics ERP and Care business.
- M3 delivered a growth of 24% to DKK 70m covering both the M3 Cloud ERP and Care business.
- Digital Commerce grew by 29% to DKK 40m primarily coming from Sweden.
- Data & Analytics grew by 50% to DKK 13m. The revenue increase is driven by Columbus Denmark and Sweden.
- Customer Experience & Engagement grew by 147% to DKK 10m driven by Columbus Sweden, UK and Norway.

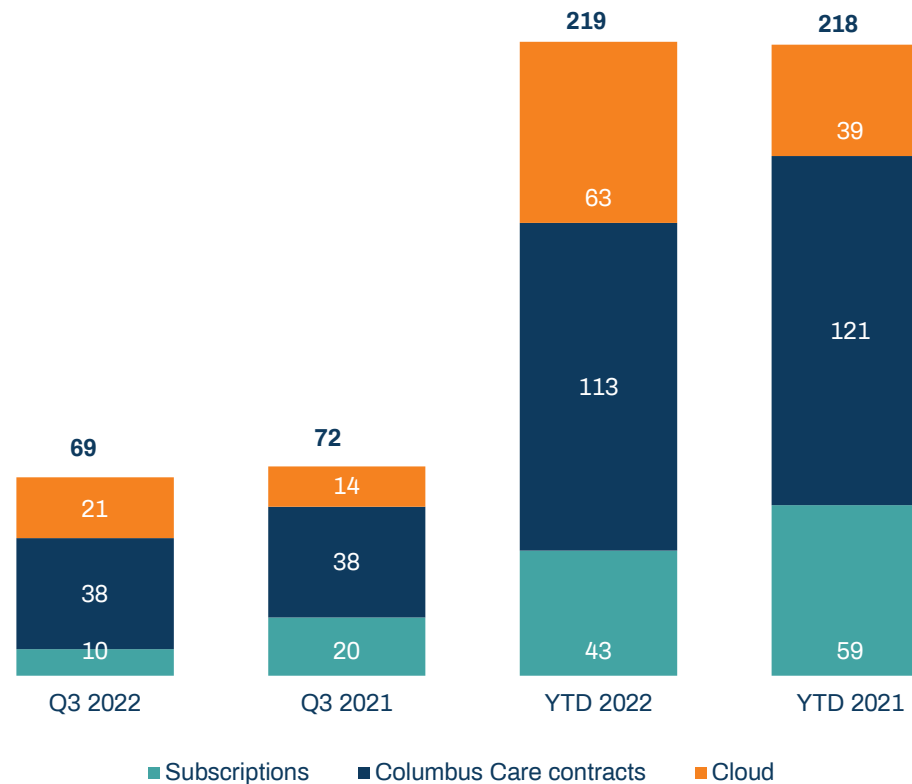
Service revenue split on Business Lines

DKK '000	Q3 2022	Q3 2021	Δ%	YTD 2022	YTD 2021	Δ%
Dynamics	144,764	134,794	7.4%	477,382	466,611	2.3%
M3	69,975	56,384	24.1%	230,516	219,571	5.0%
Digital Commerce	40,261	31,233	28.9%	133,448	112,684	18.4%
Data & Analytics	13,444	8,928	50.6%	44,046	25,910	70.0%
Customer Experience & Engagement	9,851	3,992	146.8%	33,916	20,552	65.0%
Other Local Business	15,967	14,378	11.1%	52,389	46,489	12.7%
Total sale of services	294,262	249,709	17.8%	971,697	891,817	9.0%
Total sale of products	40,026	57,114	-29.9%	145,143	155,377	-6.6%
Total net revenue	334,288	306,823	9.0%	1,116,840	1,047,194	6.7%

Decrease in Recurring Revenue

- Recurring revenue decreased by 4% to DKK 69m
- Cloud 52% growth
- Columbus Care same level as Q3 2021
- Subscriptions 52% decline
- Recurring revenue constitutes 21% of total revenue (Q3 2021: 24%)

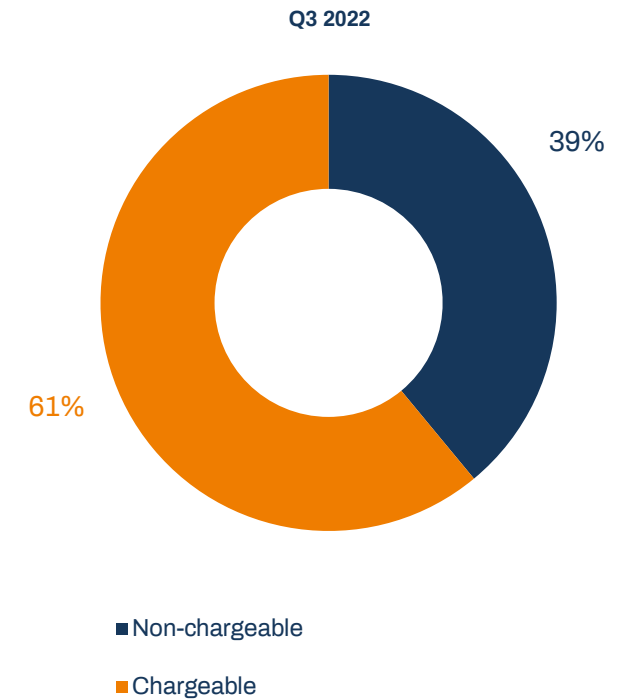
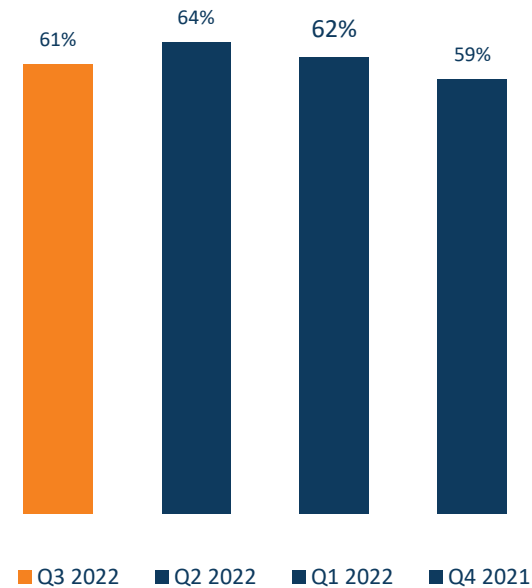
Development in recurring revenue DKKm



Efficiency in line with expectations

- 1,551 average number of FTE's in Q3
- Special focus on improving efficiency in our Global Delivery Center in India
- Efficiency 61% in Q3 2022

Development in Efficiency



Growth in Market Units

- The Swedish market which is our largest market delivered 23% increase in service revenue in Q3 2022.
- Columbus Denmark delivered 4% growth in Q3 2022.
- Columbus Norway continued their strong momentum, growing 23% in Q3 2022.
- The UK Market Unit delivered 21% growth in Q3 2022.
- The US Market Unit grew by 7% positively impacted by currency.

Service revenue split on Market Units

DKK '000	Q3 2022	Q3 2021	Δ%	YTD 2022	YTD 2021	Δ%
Sweden	107,676	87,566	23.0%	388,521	348,982	11.3%
Denmark	58,566	56,441	3.8%	185,056	184,632	0.2%
Norway	55,789	45,464	22.7%	193,051	170,851	13.0%
UK	41,085	34,101	20.5%	119,153	107,250	11.1%
US	21,209	19,859	6.8%	59,472	58,966	0.9%
Other	9,020	5,738	57.2%	23,577	19,262	22.4%
GDC	917	540	69.8%	2,867	1,874	53.0%
Total sale of services	294,262	249,709	17.8%	971,697	891,817	9.0%
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Outlook

Updated guidance for 2022

- Revenue expected to be DKK ~1,525m Organic growth of 8%
- EBITDA expected to be DKK ~100m
 - An increase of 12%

DKKm	Revenue	EBITDA
2022 Outlook	1,525	100
Implied growth compared to 2021	8%	12%
Implied EBITDA margin		7%





Questions?

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