



# Financial Results Q1 2020

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Webcast & Tele Conference

28 April 2020 at 14:00 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 Q1 2020
- COVID-19 Impact and Risks
- Income Statement
- Financial Value Drivers
- Geographical & Business Segments
- Short & Long Term Guidance
- Questions



# Highlights Q1 2020

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## Revenue

**6% growth**

amounting to DKK 510m

## Recurring Revenue

**12% growth**

constituting 23.4% of total revenue

## EBITDA

**12% decrease**

amounting to DKK 53m

## Corona Outbreak

Impacting Q1 2020 &  
short and long-term outlook

## Columbus Care Contracts

**26% growth**

amounting to DKK 43m

## Columbus Cloud

**39% growth**

amounting to DKK 6m

# COVID-19 Impact and Risks

- Business Continuity Plan to mitigate risk and keep business in good health
  - Capacity adjustments
  - Resource allocation
  - Applying Aid packages
  - Salary reduction in the Executive Board/Board of Directors of 30%
  - Hiring freeze
  - Close contact to customers
  - New services to secure remote setup & safe business environment
  - Global digital marketing campaigns
- Strong financial position to overcome turbulence
  - Group balance amounts to DKK 1,617m
  - Equity amounts to DKK 659m



# Income Statement

Income statement (mDKK)	Q1 2020	Q1 2019	Δ%
Columbus Software	22,3	22,4	-1%
External Software	83,9	70,0	20%
Service	396,6	379,7	4%
Other	7,4	10,3	-29%
Net Sales	510,1	482,5	6%
External project costs	-102,0	-95,8	6%
Gross profit	408,1	386,6	6%
Staff expenses and remuneration	-301,3	-283,9	6%
Other external costs	-52,3	-41,7	25%
Other operating income	0,0	0,5	-99%
EBITDA before share-based payment	54,5	61,5	-11%
Share-based payment	-1,2	-1,0	22%
EBITDA	53,3	60,5	-12%
Depreciation/amortization	-23,5	-22,1	6%
Financial Income	0,5	0,8	-28%
Financial Expenses	-2,0	-3,4	-42%
Net result before tax	28,3	35,7	-21%

# Financial Value Drivers

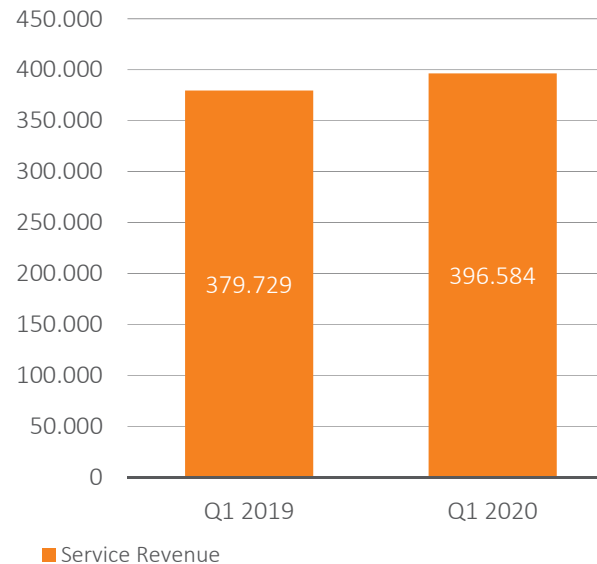
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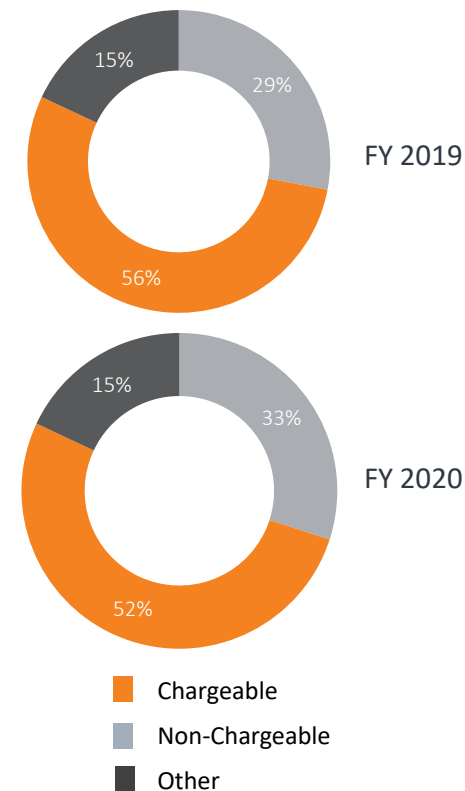
# Growth in the Services Business

- Service revenue grew by 4% to DKK 397m
  - Organic growth of 2%
  - General progress
  - Columbus Care and Dynamics Sweden showed strong growth
- Decrease in chargeable hours (56% to 52%)
  - Adjustment to remote working
  - Postponement of projects due to COVID-19

Development in the service revenue

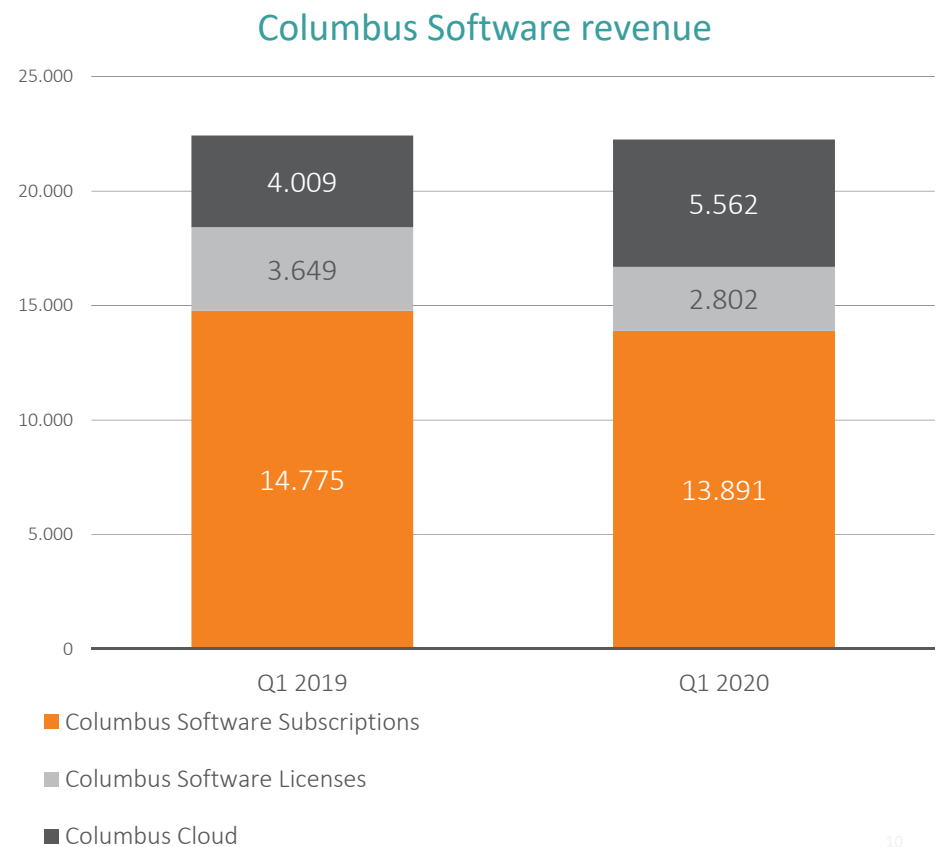


Customer Work



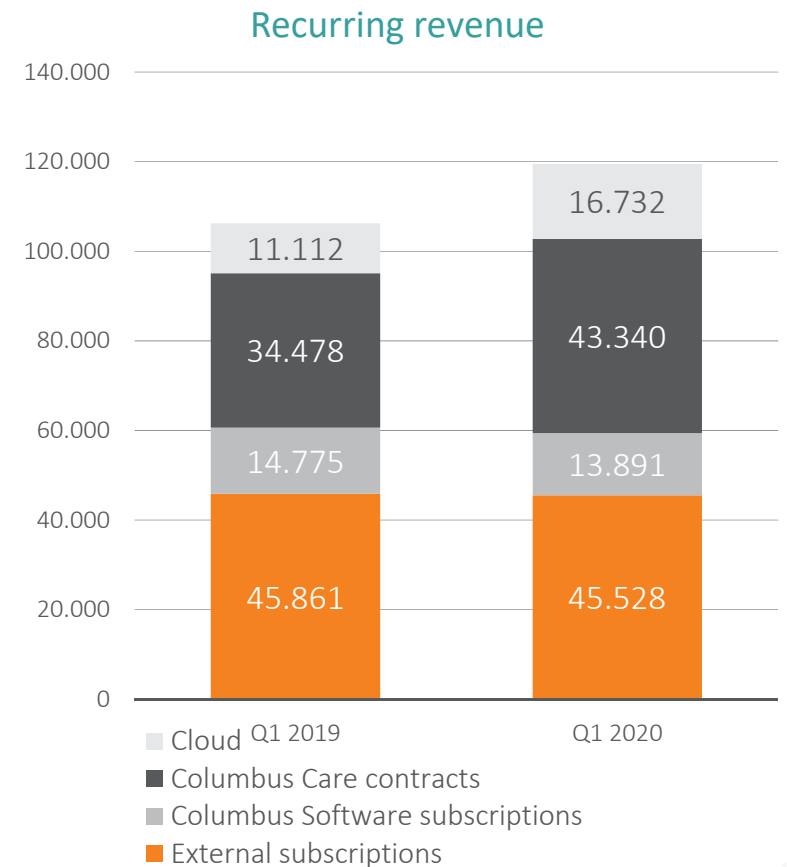
# Columbus Software Sales in line with last year

- Columbus Cloud sales increased by 39%, from DKK 4m to DKK 6m
- Total revenue from sale of Columbus Software same level as Q1 2019 amounting to DKK 22m
  - Subscriptions declined by -6%
  - License sales declined by -23%



# Growth in Recurring Revenue

- Recurring revenue increased by 12%
- Recurring revenue constitutes 23% of total revenue
- Columbus Care contracts grew by 26%
- Total Cloud revenue grew by 51%



# Geographical & Business Segments

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# Western Europe

## Net Revenue

**+8%** (DKK 382m)

## Service Revenue

**+7%** (DKK 327m)

## Columbus Software Revenue

**-3%** (DKK 7m)

## EBITDA

**-10%** (DKK 46m)

Western Europe mDKK	Q1 2020	Q1 2019	Δ	Δ%
Columbus Software	7.1	7.4	-0.3	-3%
External software	41.2	32.6	8.6	26%
Service revenue	326.6	306.0	20.5	7%
Other	7.2	9.3	-2.1	-23%
<b>Total net revenue</b>	<b>382.1</b>	<b>355.3</b>	<b>26.8</b>	<b>8%</b>
EBITDA	45.9	50.8	-4.9	-10%
Recurring revenue of total revenue	18%	16%	1%	8%

# Eastern Europe

## Net Revenue

**+13%** (DKK 37m)

## Service Revenue

**+9%** (DKK 28m)

## Columbus Software Revenue

**97%** (DKK 1m)

## EBITDA

**-22%** (DKK 2m)

Eastern Europe mDKK	Q1 2020	Q1 2019	Δ	Δ%
Columbus Software	0.9	0.5	0.4	97%
External software	7.8	6.1	1.8	29%
Service revenue	27.9	25.5	2.4	9%
Other	0.2	0.4	-0.2	-54%
<b>Total net revenue</b>	<b>36.8</b>	<b>32.5</b>	<b>4.3</b>	<b>13%</b>
EBITDA	2.0	2.6	-0.6	-22%
Recurring revenue of total revenue	19%	18%	1%	6%

# Northern America

## Net Revenue

**-9%** (DKK 71m)

## Service Revenue

**-15%** (DKK 38m)

## Columbus Software Revenue

**-5%** (DKK 2m)

## EBITDA

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

North America mDKK	Q1 2020	Q1 2019	Δ	Δ%
Columbus Software	1.6	1.7	-0.1	-5%
External software	30.9	30.1	0.8	3%
Service revenue	37.7	44.5	-6.8	-15%
Other	0.6	1.1	-0.5	-47%
<b>Total net revenue</b>	<b>70.8</b>	<b>77.4</b>	<b>-6.6</b>	<b>-9%</b>
EBITDA	1.2	1.2	0.0	-1%
Recurring revenue of total revenue	42%	37%	6%	15%

# Columbus Software

## Columbus Software License

**-36%** (DKK 2m)

## Columbus Software Subscriptions

**-10%** (DKK 11m)

## Columbus Cloud Revenue

**+53%** (DKK 5m)

## EBITDA

**+13%** (DKK 18m)

Columbus Software mDKK	Q1 2020	Q1 2019	Δ	Δ%
Columbus Software licenses	1.7	2.6	-0.9	-36%
Columbus Software subscriptions	11.2	12.4	-1.2	-10%
Columbus Cloud	4.7	3.1	1.6	53%
External software	3.7	3.1	0.6	19%
Service revenue	16.9	13.2	3.7	28%
Other	0.4	0.2	0.2	66%
<b>Total net revenue</b>	<b>38.6</b>	<b>34.7</b>	<b>4.0</b>	<b>11%</b>
EBITDA	17.5	15.5	2.0	13%
Recurring revenue of total revenue	54%	57%	-3%	-5%



# Short & Long Term Guidance

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Questions?