

Columbus® | Once you
know how...



Digital transformation for a better tomorrow

Thomas Honoré, CEO

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.

Agenda

- Columbus in short – our equity story
- Empower Digital Leadership
- Status on COVID-19
- Financial Highlights
- Upcoming events
- Questions



Columbus in short

Columbus helps ambitious companies to **maximize, transform and futureproof their business digitally** through **9 Doors to Digital Leadership** that delivers **end-to-end digital solutions**



5,000

Customers worldwide



2,200

Employees across the world



30+

Years of experience



80,000

Customers cases solved every year



9,000

Business application implementations

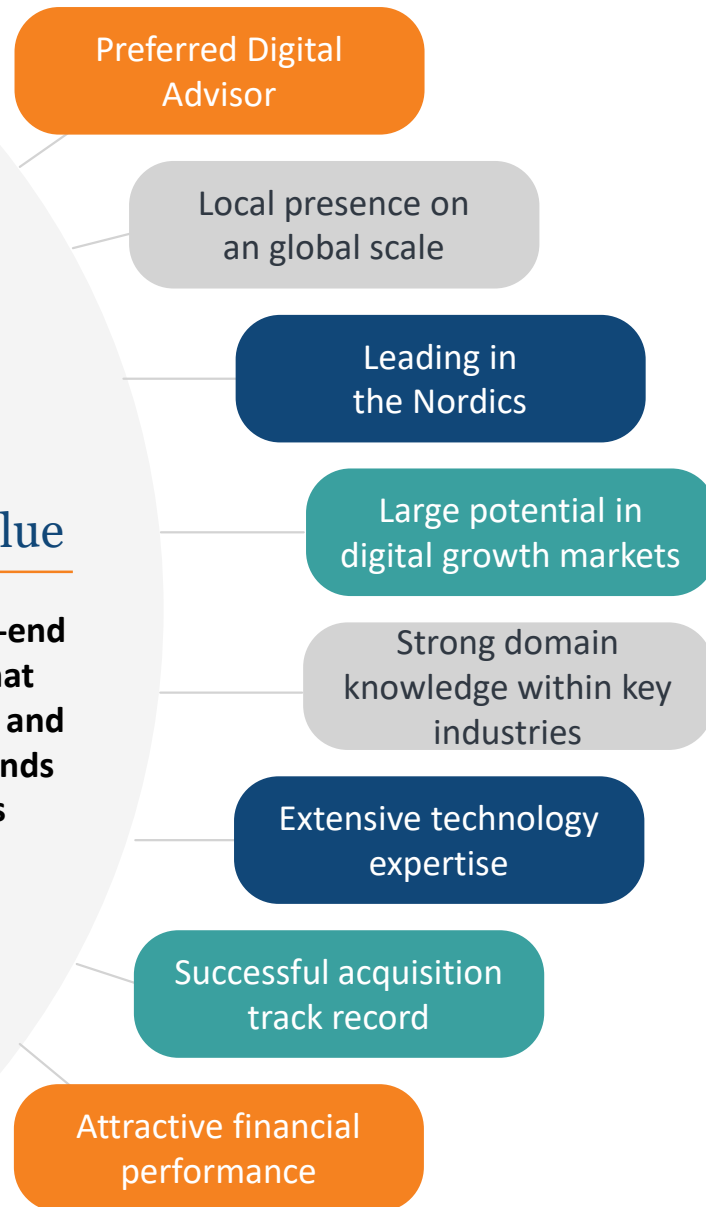


Global partners

Global partnerships with Infor M3, Microsoft, Litium, Medius, LS Retail

Creating shareholder value

By delivering end-to-end digital solutions that address the lifecycle and sustainability demands of our customers



Preferred Digital Advisor

Deep industry knowledge with +30 years experience and profound customer insight with 5,000 customers worldwide

Local presence on a global scale

Unique delivery model with presence in 16 countries and global delivery centers in India, Poland and Czech Republic

Leading in the Nordics

Leading position in the Nordic region within Retail, Manufacturing and digital commerce, +1,000 employees in Norway, Sweden and Denmark in total

Large potential in digital growth markets

9 Doors to Digital Leadership address global digital growth markets

Strong domain knowledge within key industries

Manufacturing, Retail & Distribution, Food, Rental & Lease and Fashion

Extensive technology expertise

Strategic global partnerships with Microsoft, Infor M3 and Medius, Litium, LS Retail

Successful acquisition track record

Columbus has completed 15 acquisitions during the past 8 years. iStone being the largest one with 600 employees successfully integrated into Columbus
Efficient integration program achieving fast synergy effects

Attractive financial performance

Recurring revenue constitutes 24% of total revenue in 2019
High margins and positive cash flow from operations invested in long-term value creation

Our growth strategy

Empower digital leadership



Digital Commerce
Delight your customers with a unified experience

Compliance & Business Continuity
Prevent business disruption events and recover faster

Application Management
Avoid business disruption through reliable uptime of digital platforms

Cloud & Infrastructure Management
Mitigate operational risk; increase service reliability



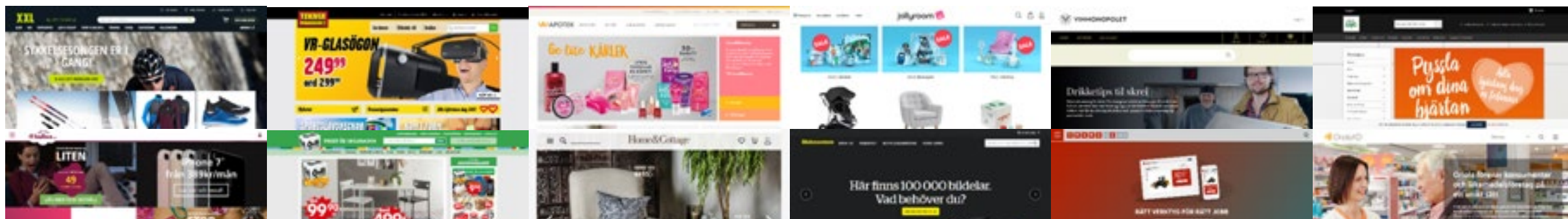
Strategy & Change
Future-proof your organization's growth through innovation

Cloud ERP
Improve internal processes and business performance at reduced costs

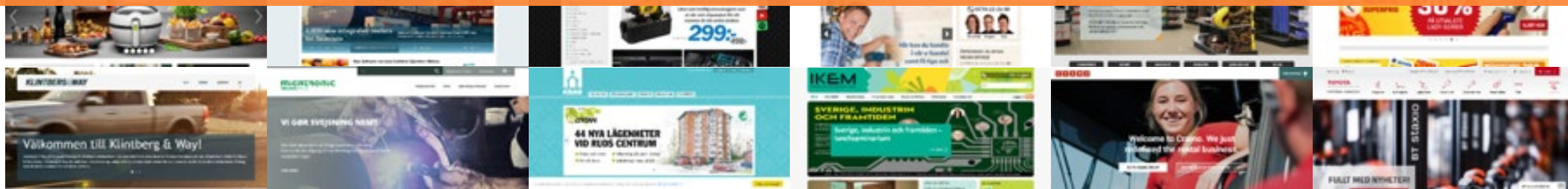
Modern Workplace
Maximize productivity through optimized processes, tools, and resources

Data & Analytics
Predict and solve complex business challenges using analytics

Business & Application Integration
Resolve process bottlenecks and productivity issues proactively



During the last 12 years, Columbus have helped more than **200 companies** succeed with digital commerce



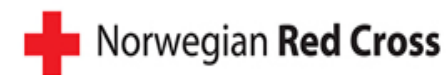
Key customer examples



An overhead, top-down view of three people sitting at a long white desk in an office. They are all focused on their work, with their hands on keyboards and mouse. The desk is equipped with multiple computer monitors, keyboards, mice, and office phones. The floor is made of light-colored wood. The entire image has a dark blue overlay, and the text is centered in white.

More than **500+** clients have benefited from our AMS Services who experience stable business applications and digital platforms that evolve with business needs

Key customer examples



COVID-19 Business execution

Protect our business and mitigate risk



Business Continuity Plan

- Business Continuity Plan executed with thorough governance
- Focus on mitigate risk and protect our business during COVID-19:
 - Global Resource Allocation (weekly)
 - Booking and sales forecast (weekly)
 - COVID Capacity Board (Biweekly)
 - Leadership Calls (Biweekly)
 - Fast track commercial Board
- Find new opportunities in COVID-19:
 - Fast-track security check
 - Remote workplace
 - SWIFT Care & Commerce
 - Ecommerce go-life in 10 days
 - Carbon free implementations



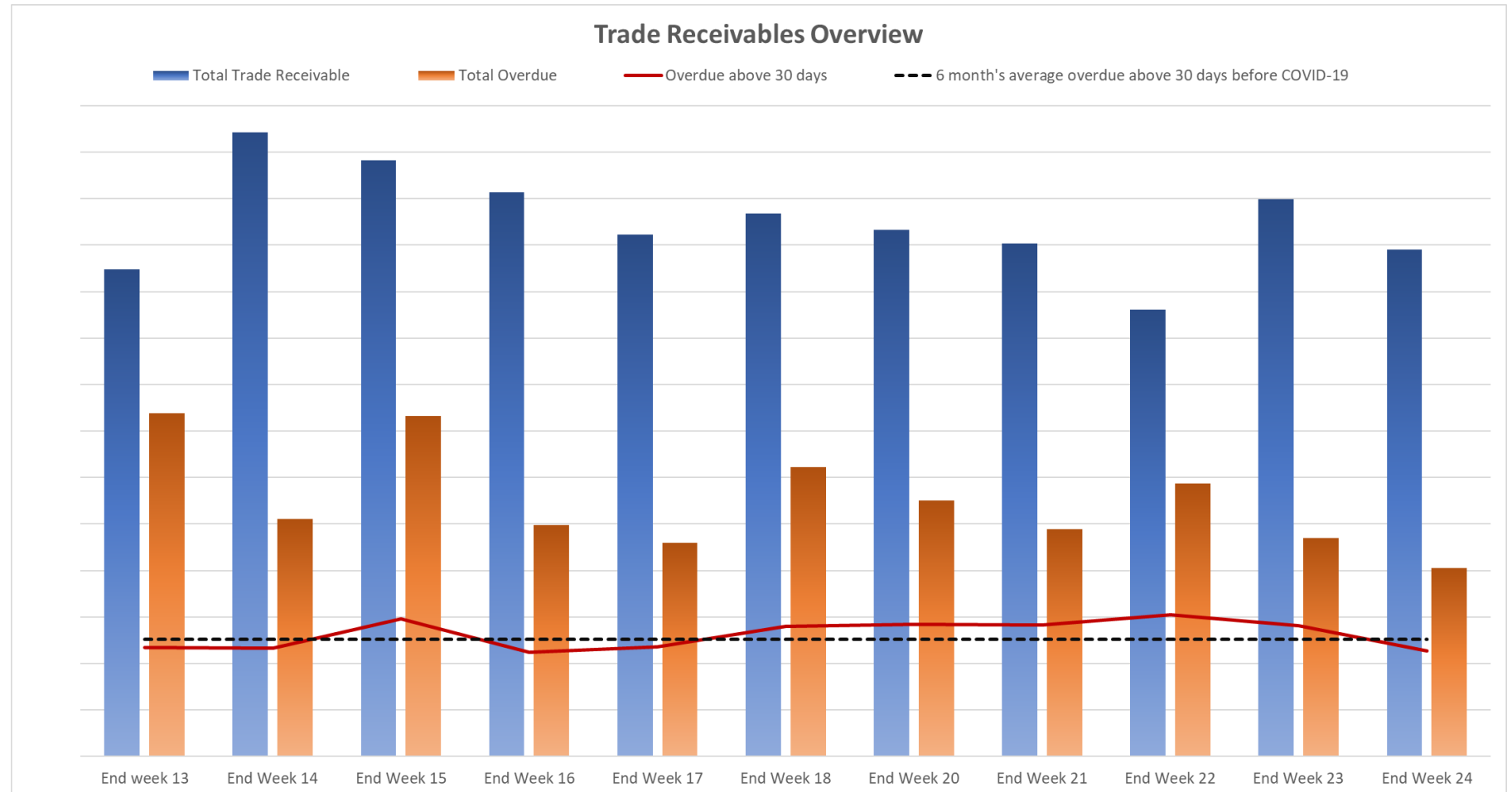
Remote – carbon free - implementation



<https://youtu.be/a0kray2ckz4>

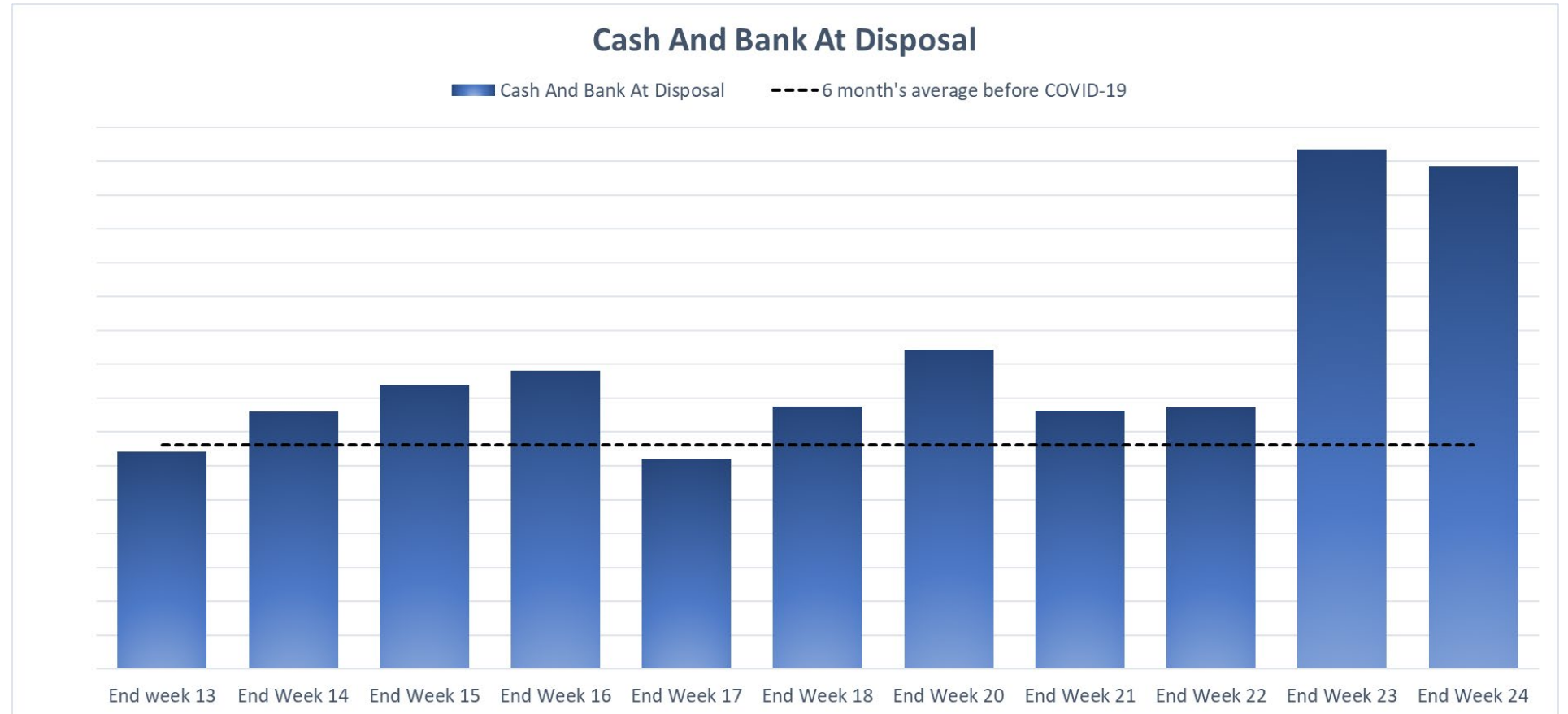
Trade receivables remain stable

- COVID-19 have not affected Group Trade Receivable collection significantly
- Average overdue above 30 days remains on the level it was before COVID-19 and shows slight decrease due to more efforts put into collection



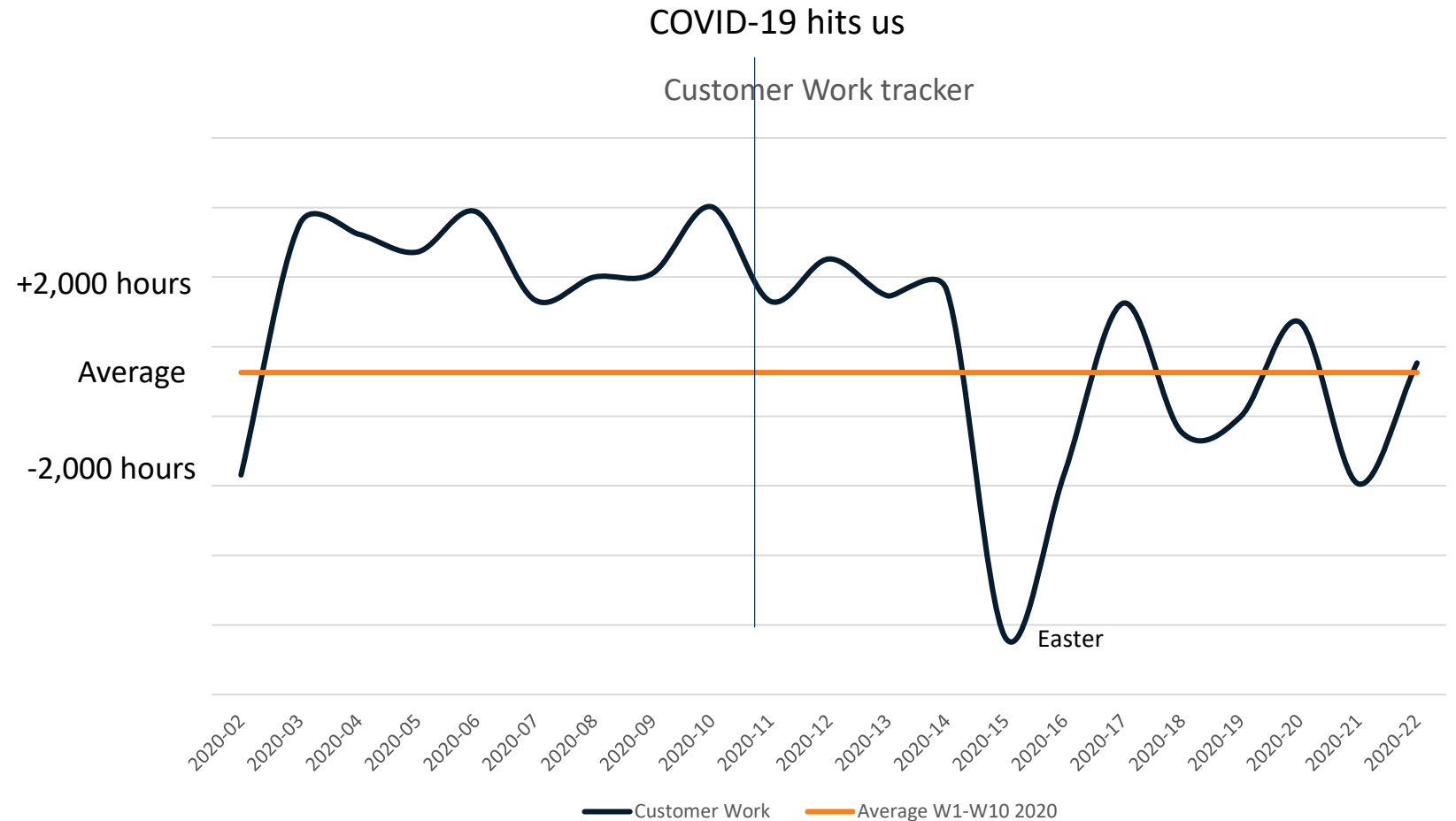
Cash reserves intact

- During weeks 13-22 Cash and bank at disposal shows average increase of 10%, compared to 6 month's average before COVID-19
- Beginning of June additional credit line received from corporate bank



Customer work impacted by COVID-19

- Early warning system performance tracker
- Holiday has great impact on customer work
- A decline in customers work compared to the first 10 weeks of the year
- UK and US worst impacted where the COVID-19 lock-down was severe



Financial Highlights

Q1 2020

Acceptable Q1 2020

Revenue

6% growth

amounting to DKK 510m

Recurring Revenue

12% growth

constituting 23.4% of total revenue

EBITDA

12% decrease

amounting to DKK 53m

Columbus Care Contracts

26% growth

amounting to DKK 43m

Columbus Cloud

39% growth

amounting to DKK 6m

Suspended financial outlook

- Columbus does not provide a financial guidance for 2020/long term due to the current market uncertainty caused by COVID-19
- As clarity of the market impact is still limited, Columbus will not provide financial outlook for 2020/long term guidance
- Columbus will provide updated financial outlook as soon as an assessment of the full-year results with reasonable confidence is possible

Columbus	Initial long term guidance for 2021	Long term guidance for 2021	Financial guidance for 2020	Realized in Q1	Realized growth in Q1 2020
Revenue	3-5% growth	Suspended	No guidance	DKK 510m	6%
EBITDA	13% margin	Suspended	No guidance	DKK 53m	-12%
Software		Suspended	No guidance	DKK 22m	-1%
Recurring Revenue	25% of total revenue	Suspended	No guidance	23.4% of total revenue	12%

Upcoming events

- Financial report for first half 2020
 - 19 august 2020
- New strategy announcement
 - Launch in Q4 2020
 - More information will follow with H1 report



Questions are welcome



A wide-angle, high-altitude photograph of the Earth at night, showing the curvature of the planet and the glowing lights of cities and continents against the dark background of space. The lights are concentrated in the lower half of the frame, with a bright blue glow along the horizon line.

Digital transformation
for a better tomorrow

Financial Highlights Q1

DKK '000	Q1 2020	Q1 2019	%	2019
Income related figures				
Columbus licenses	2.802	3.649	-23%	38.449
Columbus subscriptions	13.891	14.775	-6%	55.527
Columbus cloud	5.562	4.009	39%	24.002
Columbus Software	22.255	22.433	-1%	117.978
External licenses	27.224	17.020	60%	75.153
External subscriptions	45.528	45.861	-1%	200.588
External cloud	11.170	7.102	57%	35.511
Service	396.584	379.729	4%	1.468.533
Other	7.350	10.328	-29%	33.921
Net revenue	510.111	482.473	6%	1.931.684
Recurring revenue % of total revenue	23,4%	21,9%		24,1%
EBITDA before share-based payment	54.505	61.467	-11%	243.540
EBITDA	53.289	60.469	-12%	238.070
EBIT	29.767	38.377	-22%	59.188
Profit before tax	28.339	35.726	-21%	48.736
Group shareholder equity	655.722	687.374		665.354
Minority interests	2.924	3.281		3.126
Total liabilities	957.960	1.094.010		986.037
Total equity and liabilities	1.616.606	1.784.665		1.654.517