

Columbus



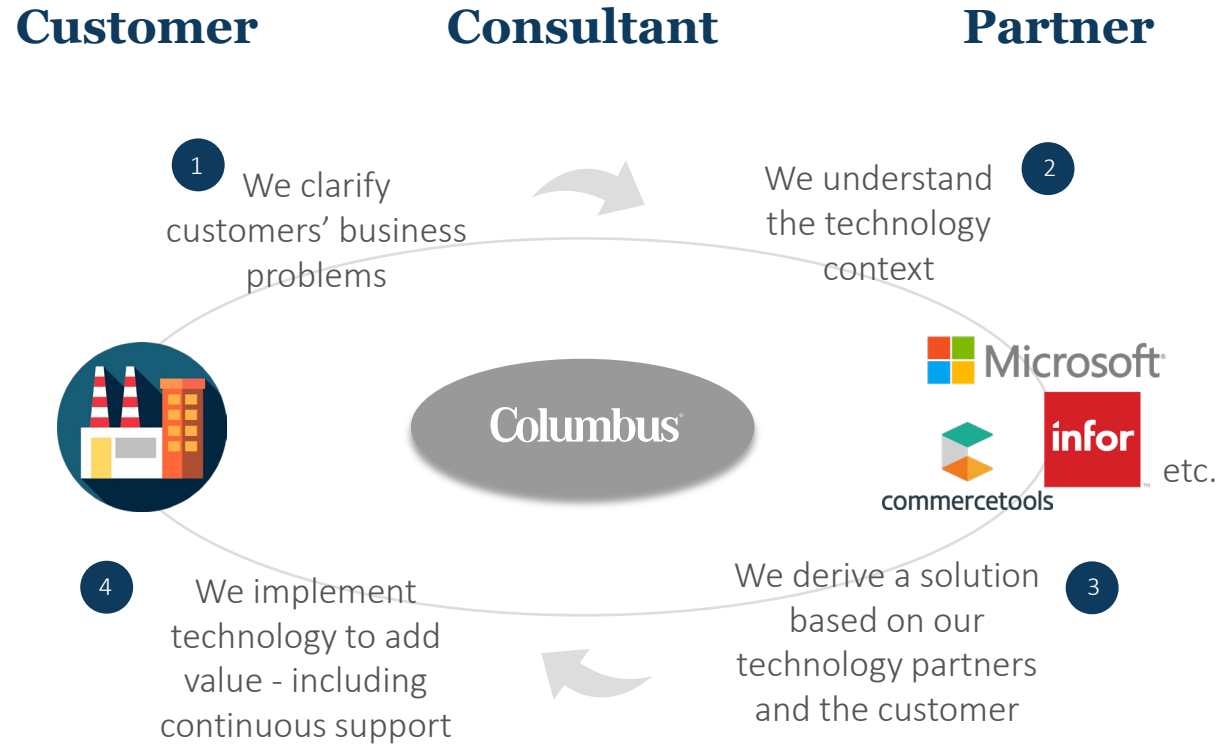
Investor Presentation
HC Andersen Capital

17-09-2024



Columbus are digital consultants who help customers adopt and implement technology

OUR BUSINESS MODEL



KEY FACTS



+1600
EMPLOYEES



1,6bn
ANN. REVENUE (DKK)



**Scandinavia
& UK** (US, GE)
KEY MARKETS



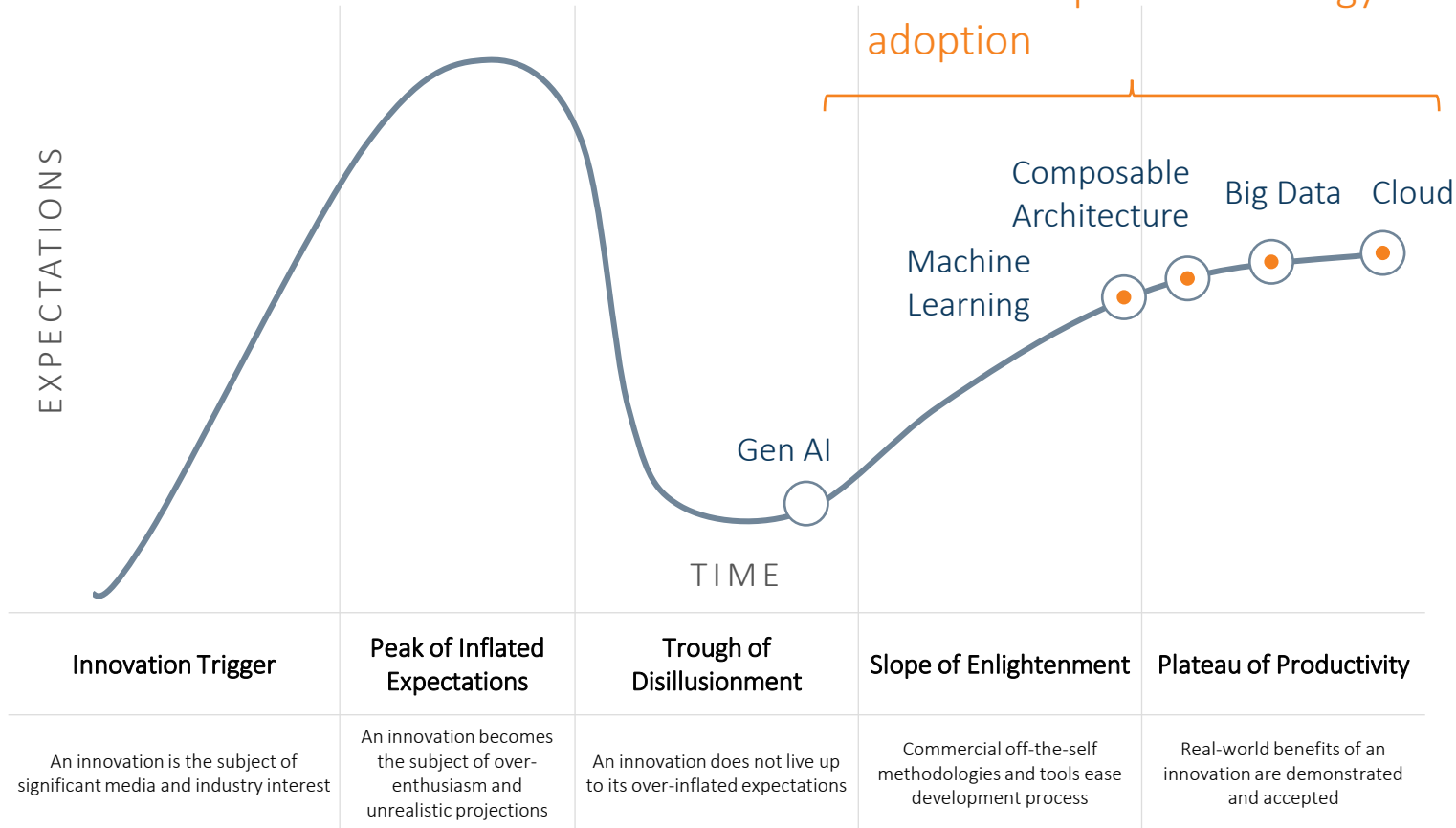
Global (IN, CZ, PL, CL)
DELIVERY

We ride the rising mega trend of increased technology adoption

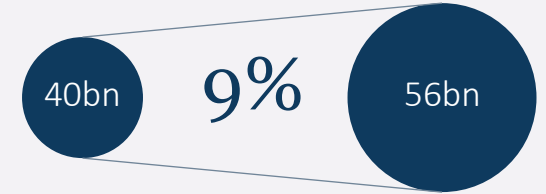
MARKET TRENDS

Hype cycle and adoption

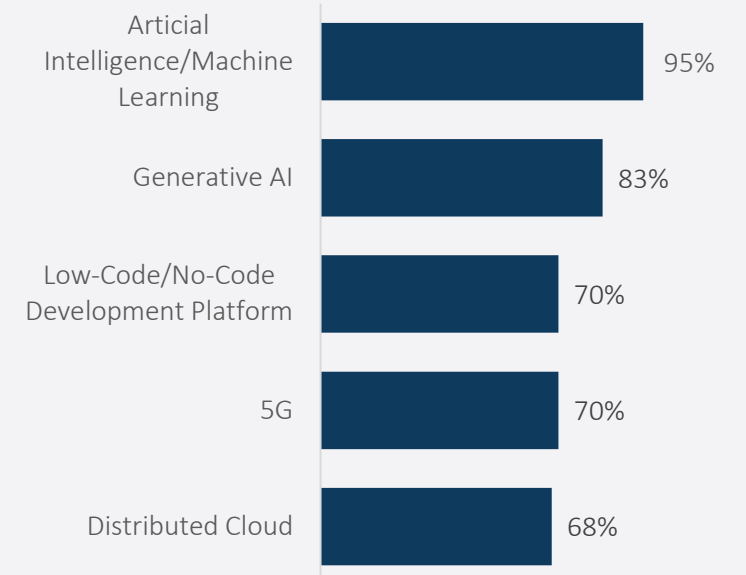
Columbus strength:
Mass Enterprise technology adoption



IT SPEND ON CONSULTING
KEY MARKETS CAGR (USD)¹
2025-2028



WHICH TECHNOLOGIES ARE MOST LIKELY TO BE IMPLEMENTED BY 2026?



Sources: Gartner IT Spending, Gartner CIO Technology Survey 2024 Nordics

Note: 1) Key markets are Enterprises (non-public) in Sweden, Denmark, Norway and United Kingdom

We solve complex industry problems with technology

INDUSTRIES

Manufacturing

Retail & Distribution

Food & Beverage

Life Science

CHALLENGES

SUPPLY CHAIN
DISRUPTIONS

AUTOMATION
PRESSURES

DIGITAL CHANNEL
REQUIREMENTS

SUSTAINABILITY
& COMPLIANCE

RESILIENCE
& SECURITY

CUSTOMERS



We grow from our stronghold as market leader in the medium size segment toward larger customers

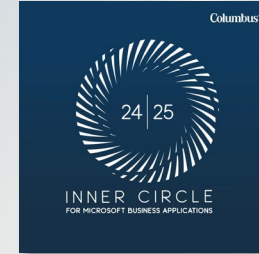
TARGET MARKET

Services and Segments

		Service				
		Cloud ERP	Digital Commerce	Data & AI	Customer Experience	Security
		Evolve (Managed Services)				
Customer segment	Global					
	Large size and multinational	Grow	Grow	Grow	Grow	Grow
	Medium size and regional	Grow	Grow	Grow	Grow	Grow
	Small size and local	Maintain	Maintain	Maintain	Maintain	Maintain
	Micro size	Non-focus	Non-focus	Non-focus	Non-focus	Non-focus

Grow
 Maintain
 Non-focus

AWARDS & RECOGNITIONS



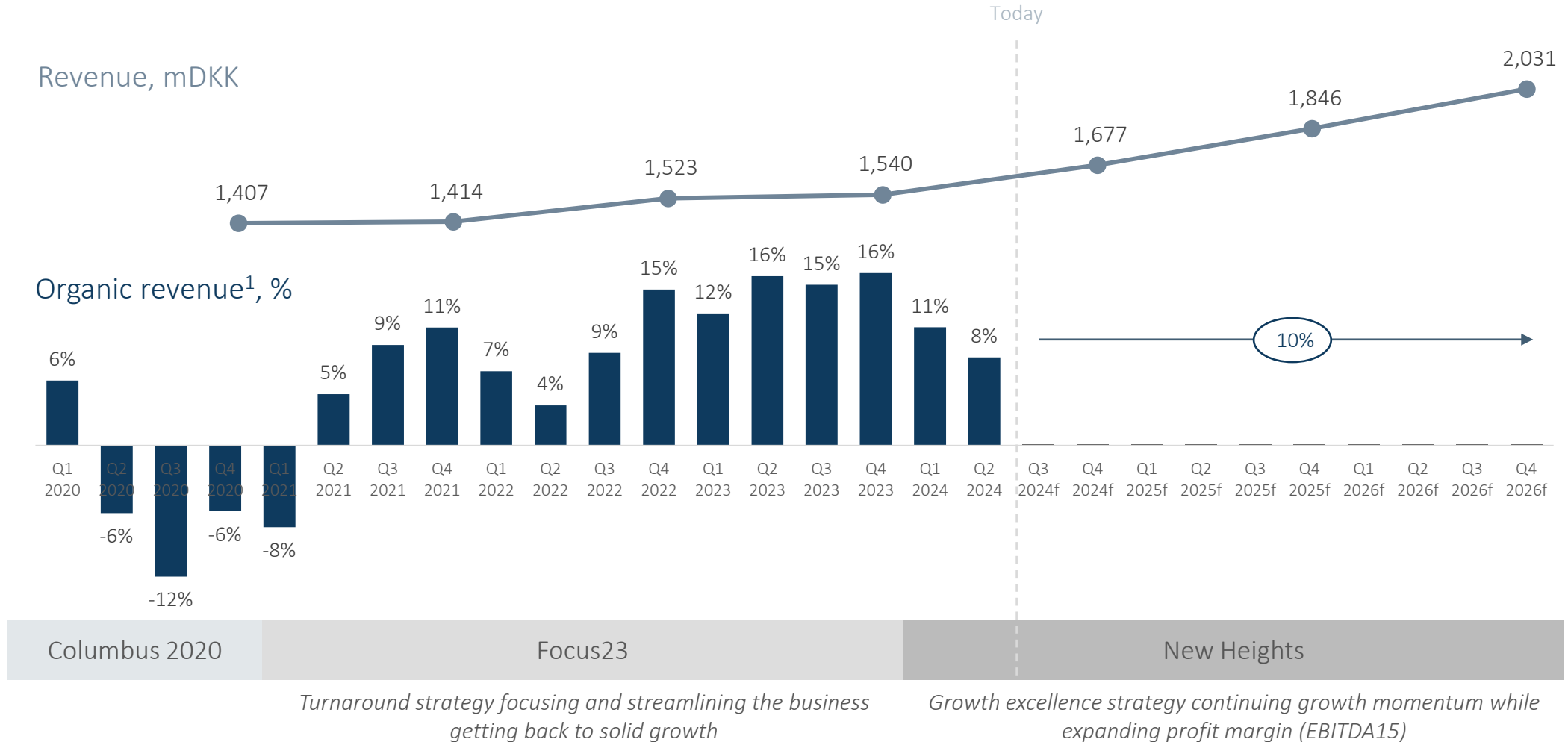
The largest independent Infor M3 partner in the world



We have tailored our business model to the needs of this particular segment

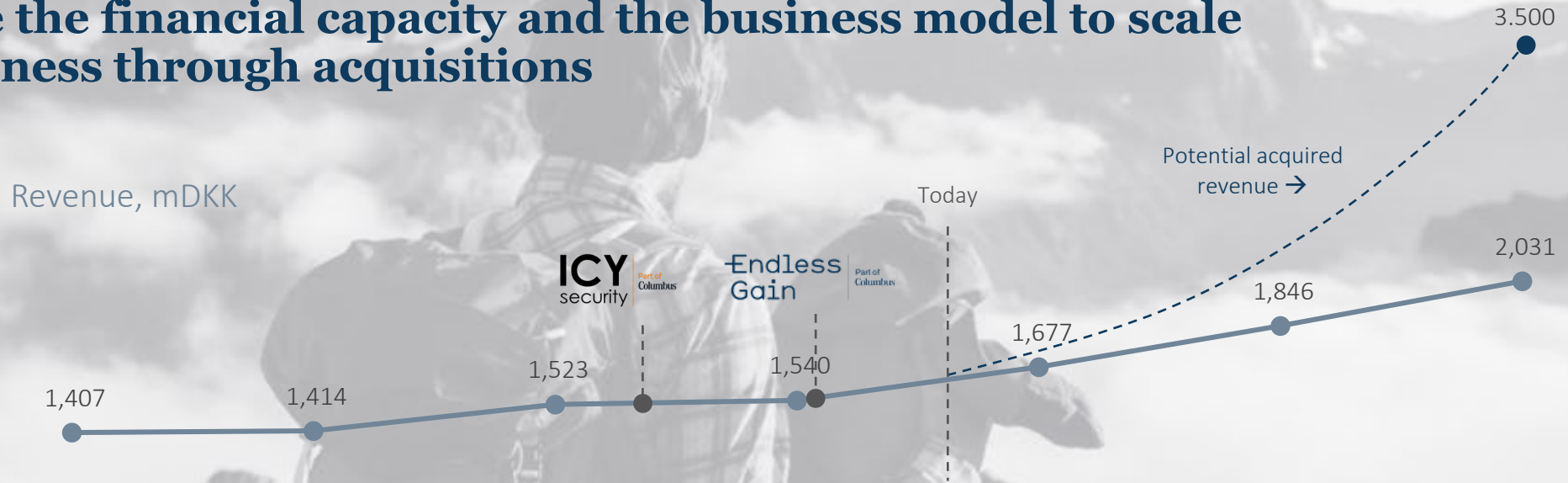
We continue growth momentum as proven leader delivering technology while increasing profitability

REVENUE DEVELOPMENT



Note: 1) Organic revenue is adjusted for acquisitions and divestments and in constant currencies

We have the financial capacity and the business model to scale our business through acquisitions



+1,5bn

Financial means to acquire additional revenue of 1,5bn (DKK)

x4

Strong balance sheet with low debt will give us an x4 leverage ratio

Scalable business model with a full integration approach given our system architecture and streamlined operations

We stay selective for getting the right fit. Key criteria are competencies, cultural fit, geography, and strong synergies

We build our company from a strong market- and financial position

STRATEGIC AMBITION

Proven leader in delivering core business technology and lasting value

in Manufacturing, Retail & Distribution, Food & Beverage and Life Science



FINANCIAL GOALS



REVENUE GROWTH¹

EBITDA MARGIN²



	H1 2024 Actuals	2024 Guidance	2026 Target
Revenue (DKK)	0,9 bn	1,7 bn	2 bn
EBITDA (DKK)	85 m	150-170 m	300 m

Note: 1) 10% compounded annual growth over the period; 2) 15% margin by end-2026