



Financial Results Q1

Webcast & Tele Conference

10 May 2022 at 13:00 CET

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Introducing today's presenters



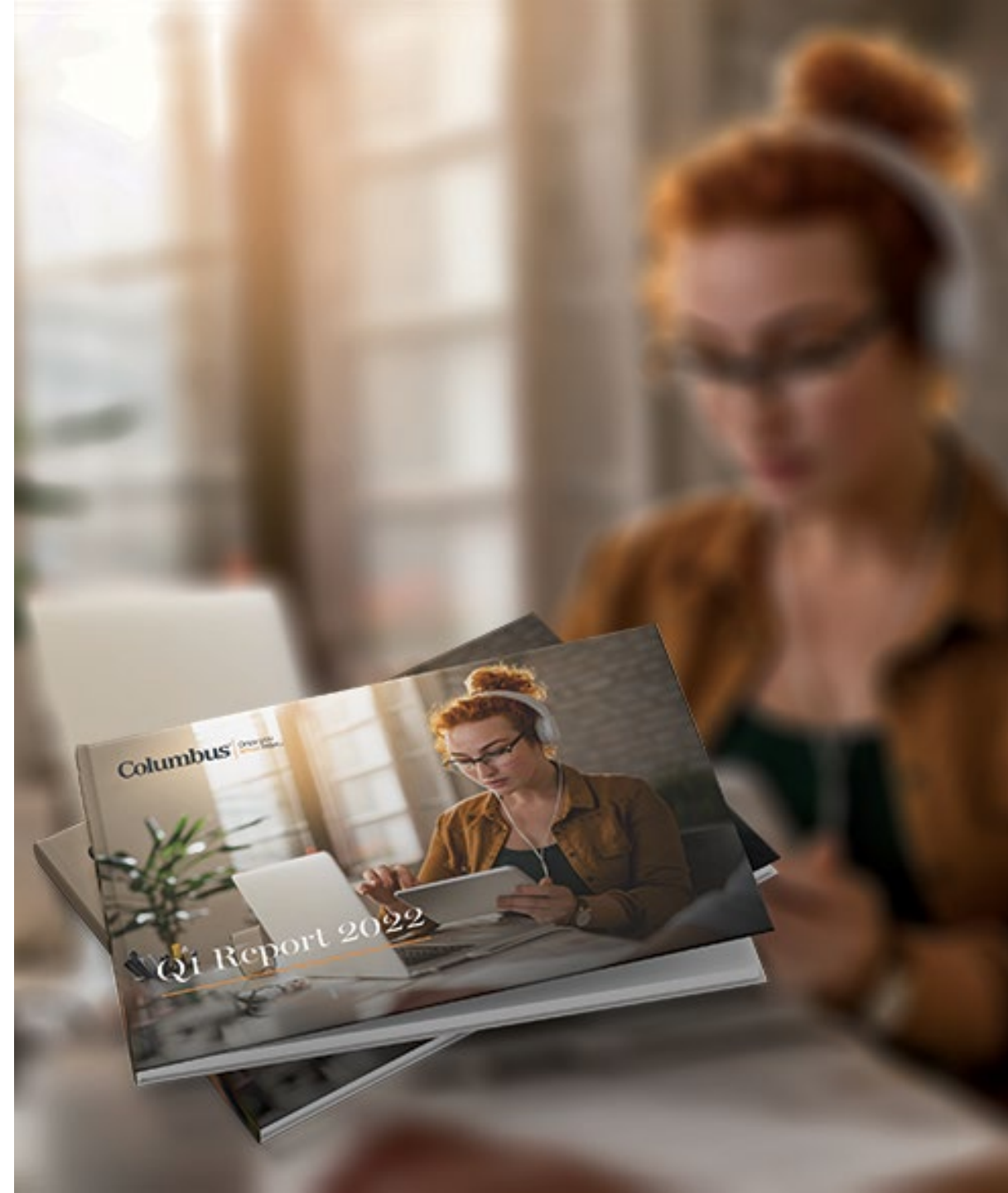
Søren Krogh Knudsen, CEO & President



Nicole Bluhme, Head of Global Finance Operations

Agenda

- Highlights of Q1 2022
- Financial review of Q1 2022
- Outlook 2022 & long-term financial ambitions
- Questions



Milestones & Financial highlights of Q1 2022

Strategic milestones:

- Divestment of Russia
- Growth in strategic business areas
- The war for talents continues
- Strengthening our One Columbus culture
- Focus on building sustainability solutions

Revenue

7% organic growth

amounting to DKK 393m

Service Revenue

7% increase

amounting to DKK 343m

EBITDA

23% decline

amounting to DKK 30m

EBITDA margin

7.5%

10% in Q1 2022

Efficiency

62%

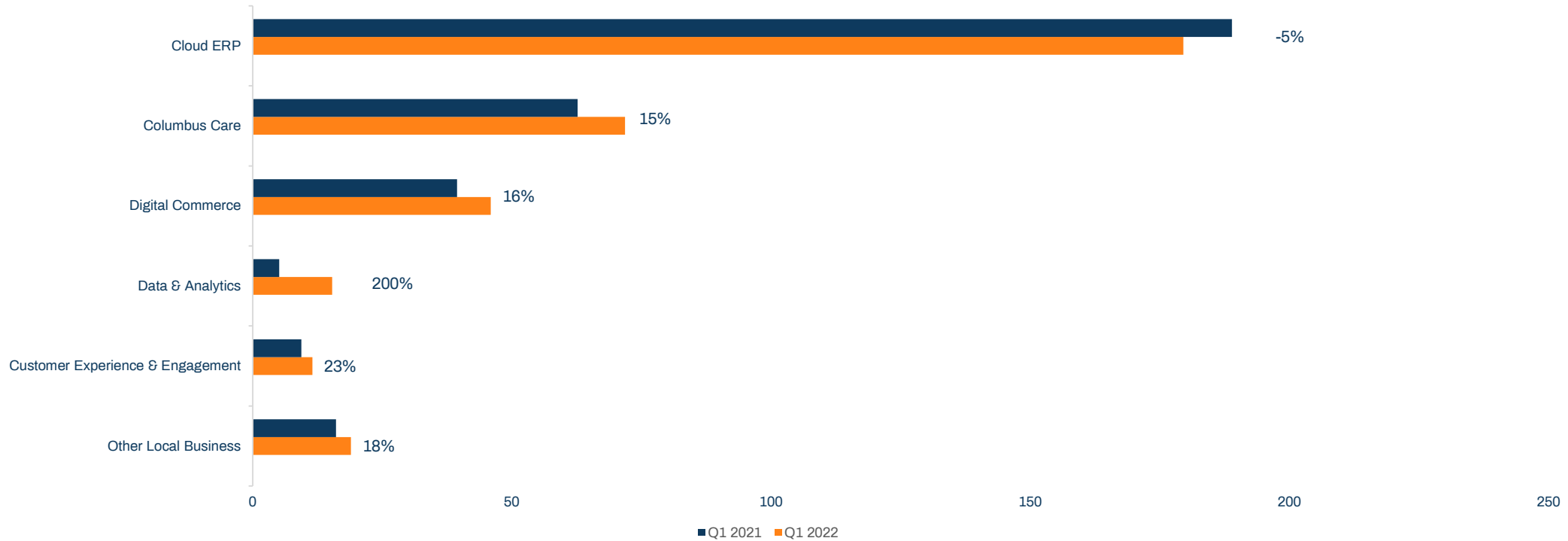
59% in Q4 2021

Income Statement

Income statement (mDKK)	Q1 2022	Q1 2021	Δ%
Sale of services	343	322	7%
Sale of products	50	45	11%
Net Sales	393	367	7%
External project costs	-62	-55	-13%
Gross profit	331	312	6%
Staff expenses and remuneration	-269	-247	-9%
Other external costs	-32	-27	-19%
Other operating income/costs	0	0	-100%
EBITDA before share-based payment	30	38	-22%
Share-based payment	0	0	-5%
EBITDA	30	38	-23%
Depreciation/amortization	-14	-12	-17%
Financial Income	4	7	-49%
Financial Expenses	-2	-2	-16%
Profit before tax	17	32	-45%
Tax	-4	-2	-70%
Profit after tax from continuing operations	13	30	-55%
Profit after tax from discontinued operations	-25	736	-103%
Profit after tax for the period	-12	766	-102%

Growth in the Service Business

Service revenue split on Business Lines DKKm



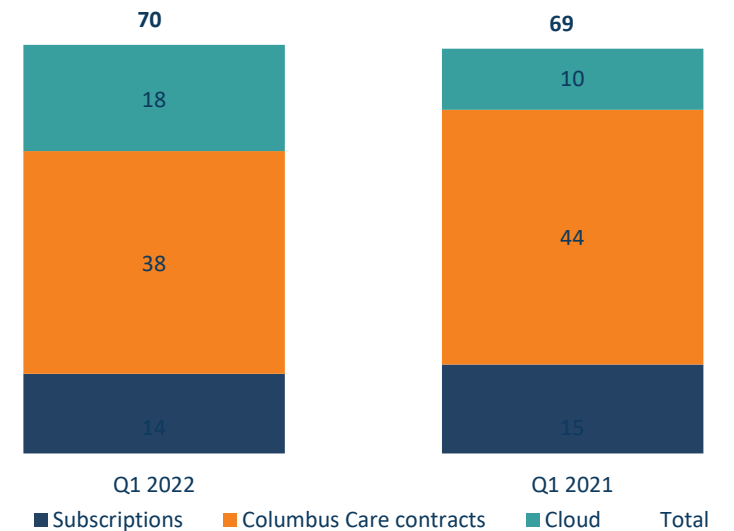
Service revenue 2022:

- 7% growth to DKK 343m

Increase in Recurring Revenue

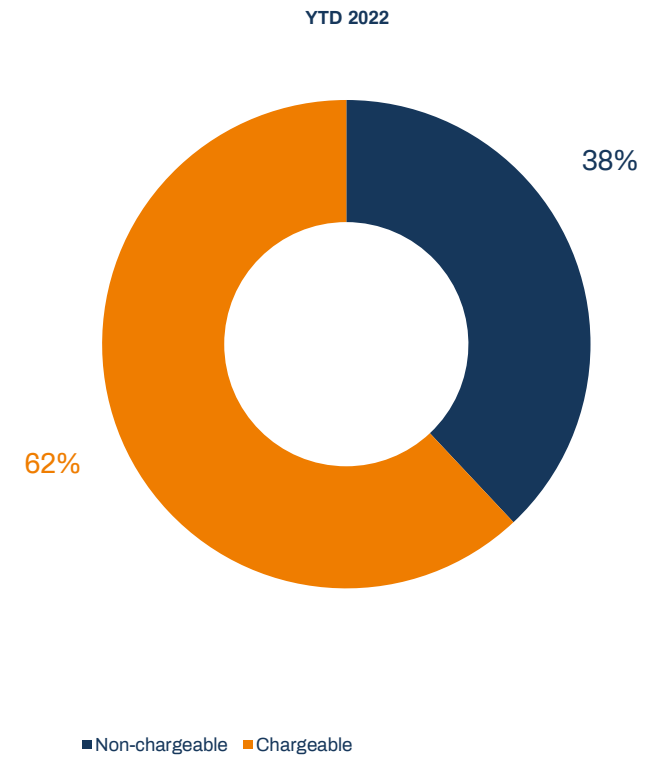
- Recurring revenue increased by 1% to DKK 70m
- Constitutes 18% of total revenue. (Q1 2021: 19%)
- Cloud 75% growth
- Columbus Care 13% decline
- Subscriptions 10% decline

Development in recurring revenue DKKm



Efficiency

- New efficiency KPI
- Efficiency 62% Q1 2022
- Up from 59% in Q4 2021



Market Units

Q1 2022

Market Units

(mDKK)	Q1 2022	Q1 2021	Δ	Δ%
Sweden	152.9	139.3	13.6	10%
Denmark	81.1	80.7	0.5	1%
Norway	76.5	67.9	8.6	13%
UK	51.0	48.1	2.9	6%
US	22.8	21.8	1.0	5%
Other	7.3	7.7	-0.5	-6%
GDC	1.2	1.1	0.0	3%
Total Revenue	393	367	26	7.2%

EBITDA (mDKK)	Q1 2022	Q1 2021	Δ	Δ%
Sweden	7.5	12.2	-4.7	-39%
Denmark	4.0	7.9	-3.9	-49%
Norway	8.8	7.2	1.6	22%
UK	1.9	7.7	-5.8	-75%
US	-0.8	-4.4	3.6	81%
Other	0.9	3.1	-2.3	-72%
GDC	7.0	4.3	2.7	63%
Total EBITDA	30	38	-9	-22.6%

Outlook

Guidance for 2022

- Revenue expected to be in the range of DKK 1,525m and DKK 1,625m
 - Organic growth of 8% to 15%
- EBITDA expected to be in the range of DKK 120m and DKK 145m
 - An increase of 34% to 62%

DKKm	Revenue	EBITDA
2022 Outlook	1,525 - 1,625	120 - 145
Implied growth to 2021	8% - 15%	34% - 62%
Implied EBITDA margin		7.4% - 9.5%





Questions?

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