

Webcast, 3 November 2015 at 14.00 CETC

Columbus Q3 Results 2015



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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



Thomas Honoré, CEO



Hans Henrik Thrane, CFO

AGENDA

➤ Highlights Q3

- Income statement
- Columbus 15 strategy
- Geographical & business segments
- 2015 expectations
- Questions



HIGHLIGHTS Q3 YTD 2015

Revenue

28% growth

Amounting to DKK 800.3m

EBITDA

12% growth

Amounting to DKK 51.1m

Columbus Software

60% growth

in revenue

Acquisition

**Sherwood
Systems**

Consultancy Revenue

18% growth

Customer work

54%

Chargeable work

Industry Solutions

78%

of total revenue

Global Delivery Center

38%

increase in customer deliveries

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INCOME STATEMENT Q3 YTD 2015

Income statement (mDKK)	YTD 2015	YTD 2014	Δ %
Consultancy	526	446	18%
Columbus Software	62	39	60%
External Software	198	129	53%
Other	14	13	8%
Net Sales	800	627	28%
External project cost	-193	-139	39%
Gross Profit	607	488	24%
Staff Cost (ex. warrants)	-452	-355	27%
Other External Costs	-104	-87	19%
EBITDA (before warrants)	51	46	12%
Warrants	-1	-2	-56%
EBITDA	50	43	16%
Depreciation and amortization	-21	-18	21%
Net Financial income	5	4	15%
Net result before tax from continued operations	34	30	13%

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Columbus 15[®]

Extend Industry Leadership

Sell More Own Software

Global Delivery Model

Improve Service Profit

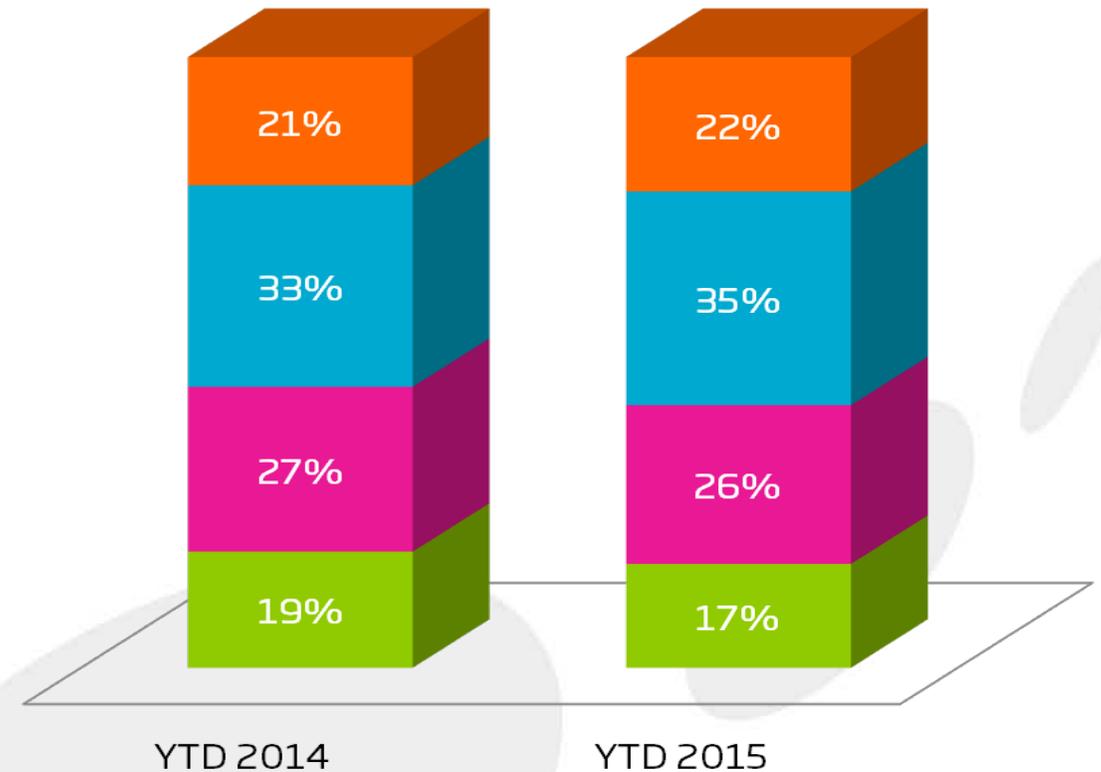
Geographic Focus

EXTEND INDUSTRY LEADERSHIP

78% of revenue from Industry Solutions

- 78% of total revenue from the focus industries retail, manufacturing and food
- Same level as 2014, due to less industry alignment in acquired companies
- Manufacturing still our leading industry with 35% of the total revenue
- Development in line with expectations

■ Food ■ Retail ■ Manufacturing ■ Other

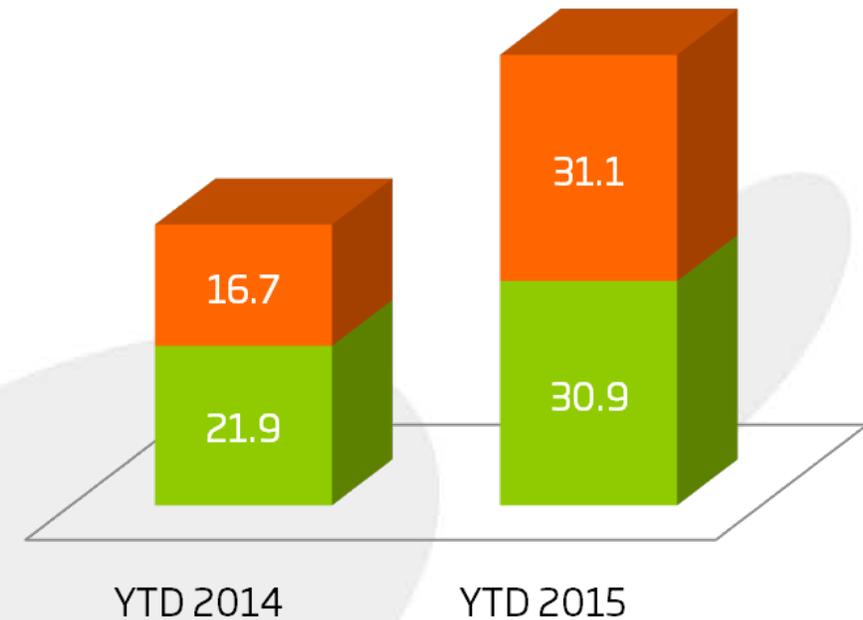


Significant growth in Columbus' software business

- Total revenue from sale of Columbus Software increased by 60%, amounting to DKK 62m
- Best Selling Solutions:
 - Columbus Invoice Workflow
 - Columbus Manufacturing & Food Solutions for Dynamics NAV
 - Columbus RapidValue
- Sale of Columbus licenses experienced the largest growth (86%)

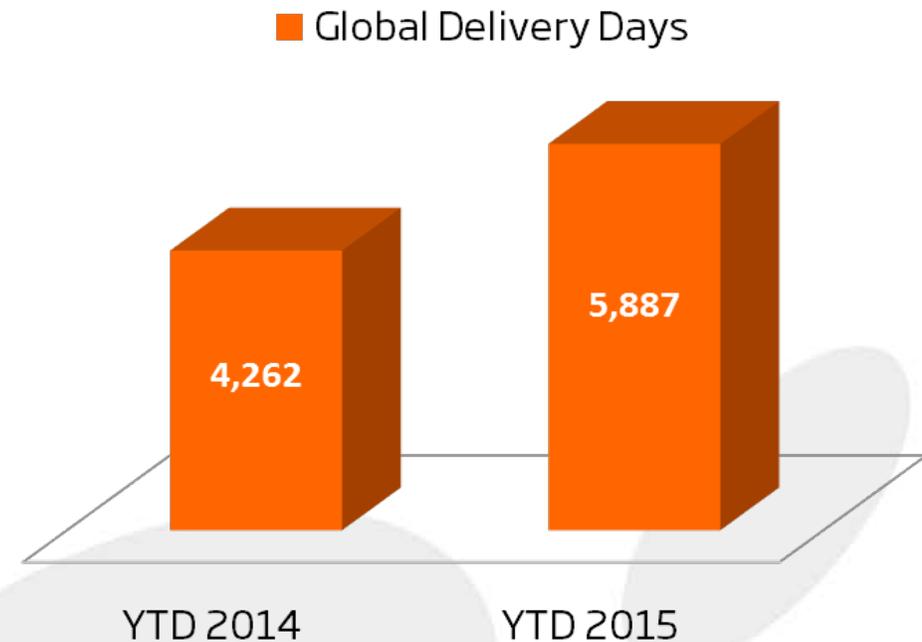
Sale of Columbus Software (mDKK)

■ Columbus Subscriptions ■ Columbus Licenses



Increased capacity and productivity in Columbus' Global Delivery Center

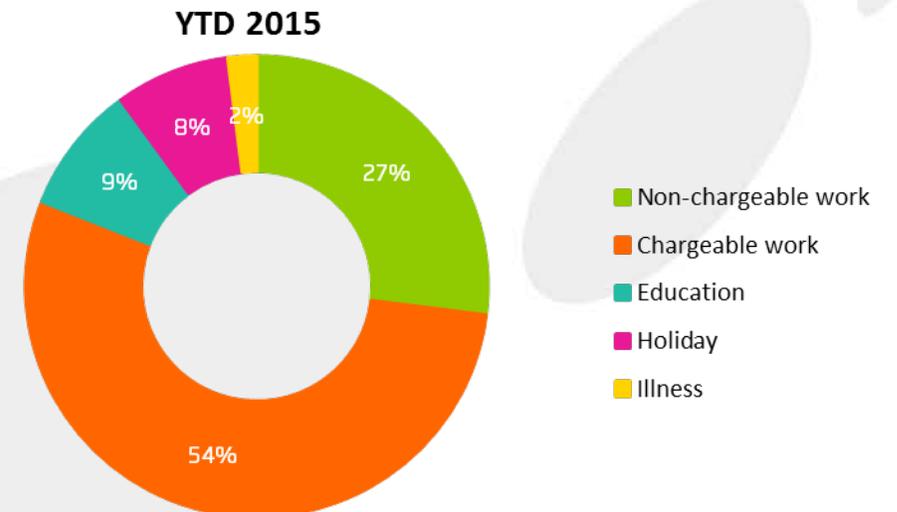
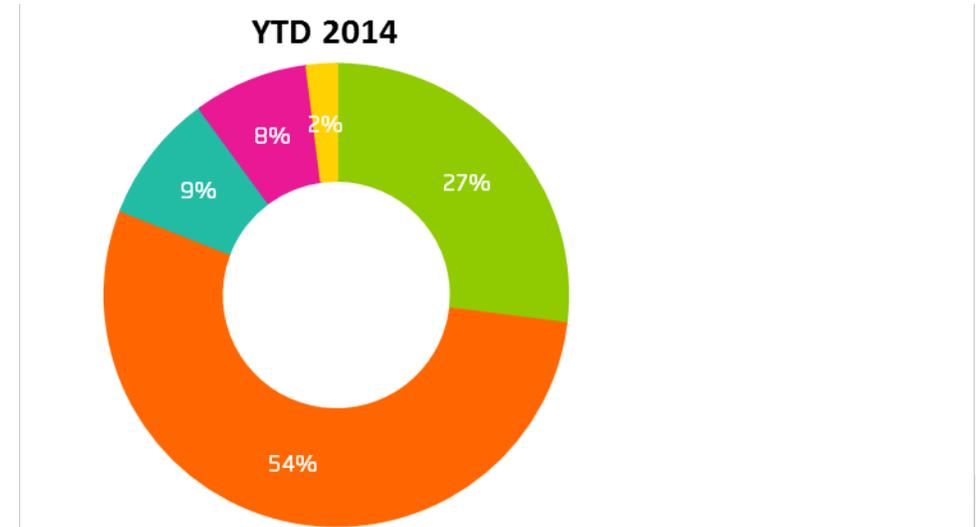
- 38% increase in Global Delivery Days
- 5,887 days of customer work
- The centre employs 100 consultants



IMPROVE SERVICES PROFIT

Growth in consultancy revenue

- 18% revenue growth in consultancy revenue, mainly due to acquisitions
- Chargeable work same level as Q3 2014
- The average number of consultants has increased by 19%



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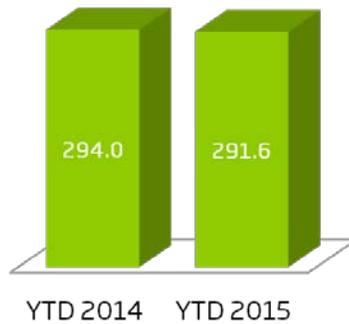
WESTERN EUROPE

Overview

mDKK	YTD 2015	YTD 2014	Δ	Δ%
Net Sales	390.0	382.6	7.4	2%
EBITDA	30.2	34.0	-3.8	-11%

Consultancy

Service Revenue (mDKK)

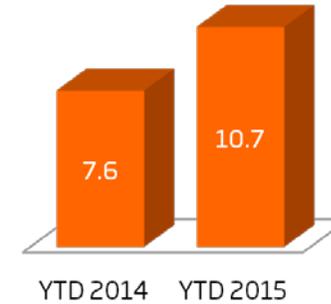


Columbus Software

Subscriptions (mDKK)



Licenses (mDKK)



3rd party software

Subscriptions (mDKK)



Licenses (mDKK)



EASTERN EUROPE

Overview

mDKK	YTD 2015	YTD 2014	Δ	Δ%
Net Sales	99.8	114.8	-14.9	-13%
EBITDA	5.7	10.3	-4.6	-45%

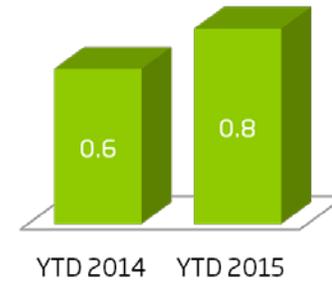
Consultancy

Service Revenue (mDKK)



Columbus Software

Subscriptions (mDKK)



Licenses (mDKK)



3rd party software

Subscriptions (mDKK)



Licenses (mDKK)



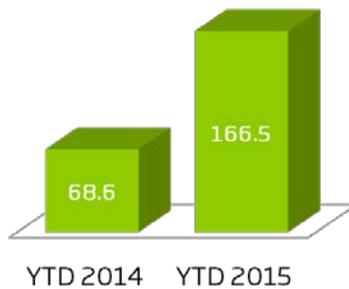
NORTHERN AMERICA

Overview

mDKK	YTD 2015	YTD 2014	Δ	Δ%
Net Sales	280.1	109.9	170.2	155%
EBITDA	7.2	1.1	6.1	537%

Consultancy

Service Revenue (mDKK)

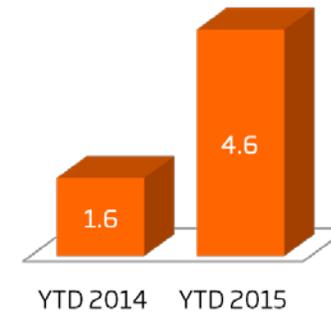


Columbus Software

Subscriptions (mDKK)



Licenses (mDKK)



3rd party software

Subscriptions (mDKK)



Licenses (mDKK)



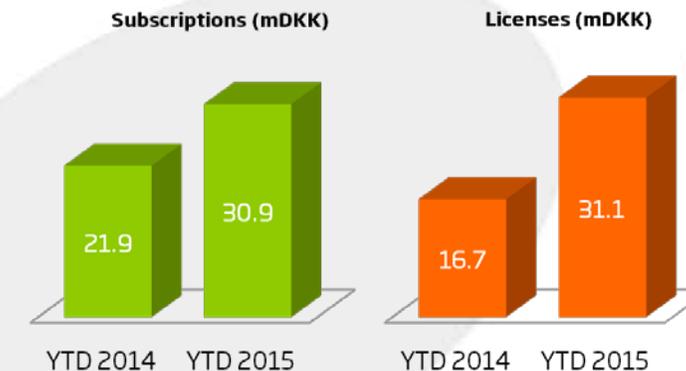
Increased earnings in Columbus' software business

- Revenue in our Software ISV business grew by 43%
 - 60% increase in sale of Columbus Software
 - 86% increase in Columbus licenses
 - 41% increase in subscriptions.
- EBITDA increased by 61%.

Overview

mDKK	YTD 2015	YTD 2014	Δ	Δ%
Net Sales	60.1	41.9	18.2	43%
EBITDA	28.2	17.5	10.7	61%

Columbus Software



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EXPECTATIONS FOR 2015

Group	2012	2013	2014	2015
Revenue (mDKK)	881	880	878	1,030
EBITDA before share based payment (mDKK)	58	72	82	94
Extend Industry Leadership	48%	64%	77%	75%
Columbus software (mDKK)	60	60	62	80
Global Delivery Center consultants	43	69	97	125
Improve Service Profits - invoicable work	50%	53%	54%	55%

QUESTIONS



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