

Columbus Financial Results H1/2015



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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

AGENDA

➤ Highlights H1

- About Columbus
- Columbus 15 strategy
- 2015 expectations
- Questions



HIGHLIGHTS H1 2015

Revenue

26% growth

Amounting to DKK 548.4m

EBITDA

8% growth

Amounting to DKK 39.4m

Columbus Software

57% growth

in revenue

Acquisitions

**InterDyn BMI
MW data**

Consultancy Revenue

15% growth

Customer work

56%

Chargeable work

Industry Solutions

78%

of total revenue

Global Delivery Center

32%

increase in customer deliveries

Challenges

**Market in Norway
Profitability in US**

INCOME STATEMENT H1 2015

Income statement (mDKK)	H1 2015	H1 2014	Δ%
Consultancy	355	310	15%
Columbus Software	42	27	57%
External Software	142	91	57%
Other	10	9	5%
Net Sales	548	436	26%
External project cost	-134	-98	37%
Gross Profit	414	339	22%
Staff Cost (ex. warrants)	-307	-245	25%
Other External Costs	-68	-57	19%
EBITDA (before warrants)	39	36	8%
Warrants	-1	-1	-51%
EBITDA	39	35	11%
Depreciation and amortization	-14	-12	20%
Net Financial income	7	0	1292%
Tax	-6	-6	9%
Net result	25	17	48%

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Columbus is an international consultancy supplying business solutions to

Columbus*Manufacturing*®

Columbus*Food*®

Columbus*Retail*®

We help our customers doing business by delivering

- Solid Industry Know-How and Best Practices
- High Performance Industry Solutions
- Global Support 24/7

We are 1,055 full time consultants with 26 years of experience and more than 6,000 successful business cases



- International Microsoft reseller with technological focus
- Limited Industry focus with 12 industries
- Wide geographic spread
- Limited focus on selling own software

Columbus®

- International Consultancy with industry focused business solutions
- 100% Industry focused.
Columbus*Food*®
Columbus*Retail*®
Columbus*Manufacturing*®
- Geographic focus
- Strong focus on selling own software

100% INDUSTRY FOCUSED

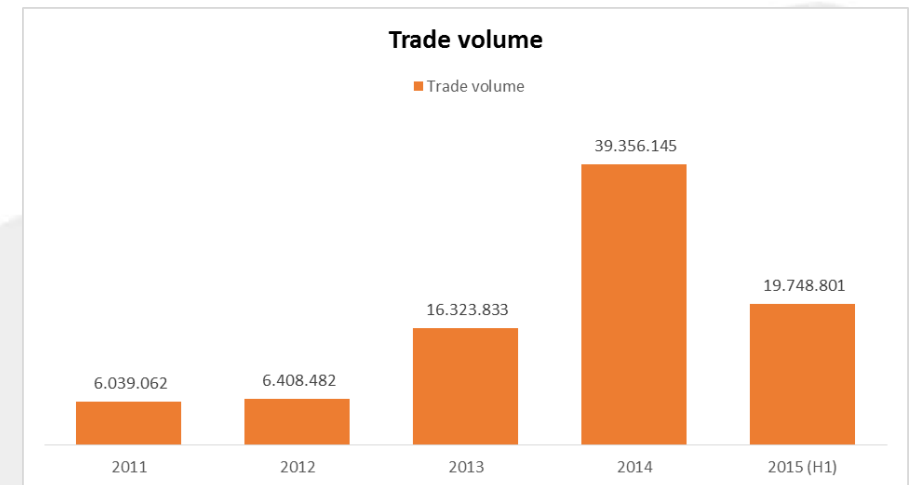
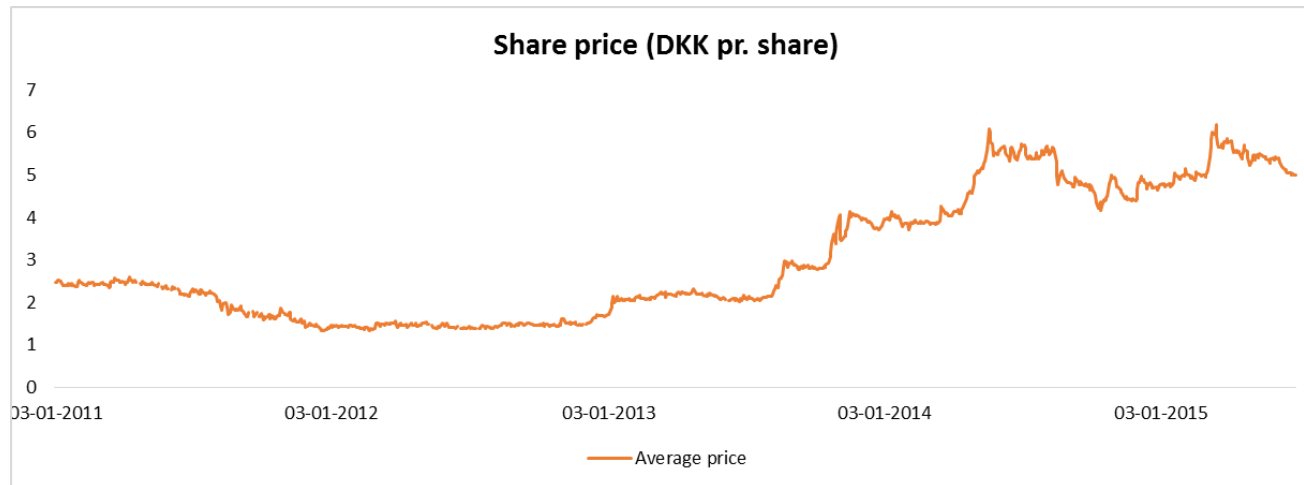
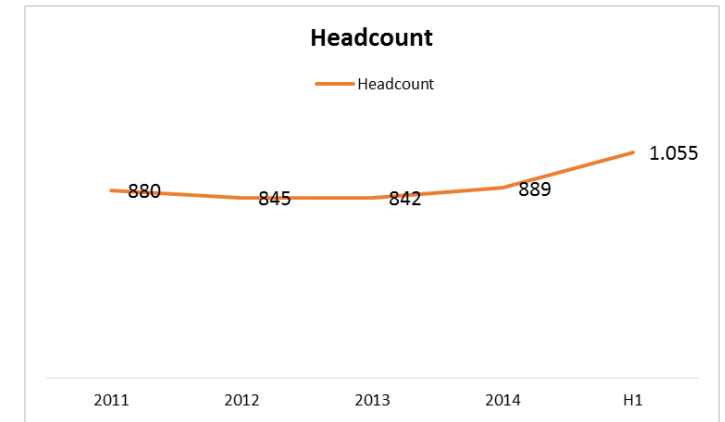
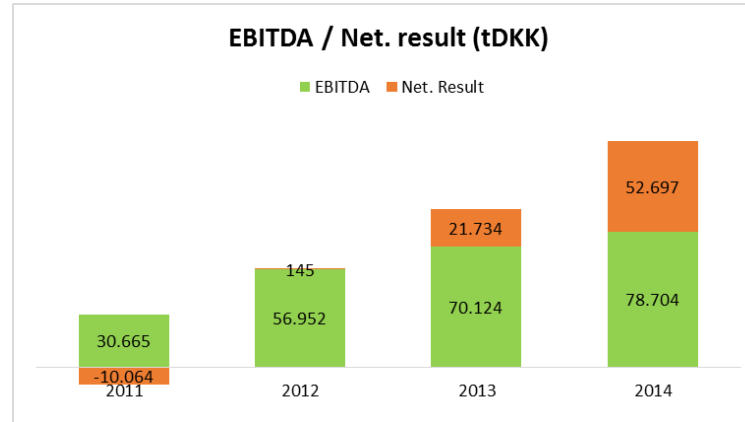
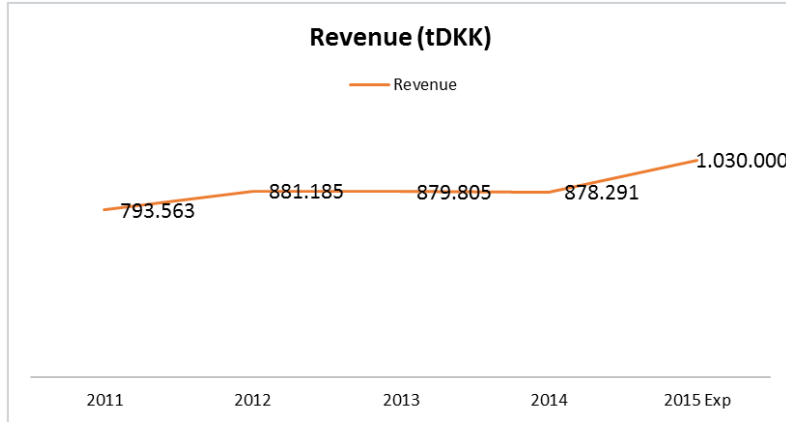
Columbus *Food*®

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Columbus *Manufacturing*®



DEVELOPMENT IN KEY FIGURES 2011 – H1 2015



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Columbus 15®

Extend Industry Leadership

Sell More Own Software

Global Delivery Model

Improve Service Profit

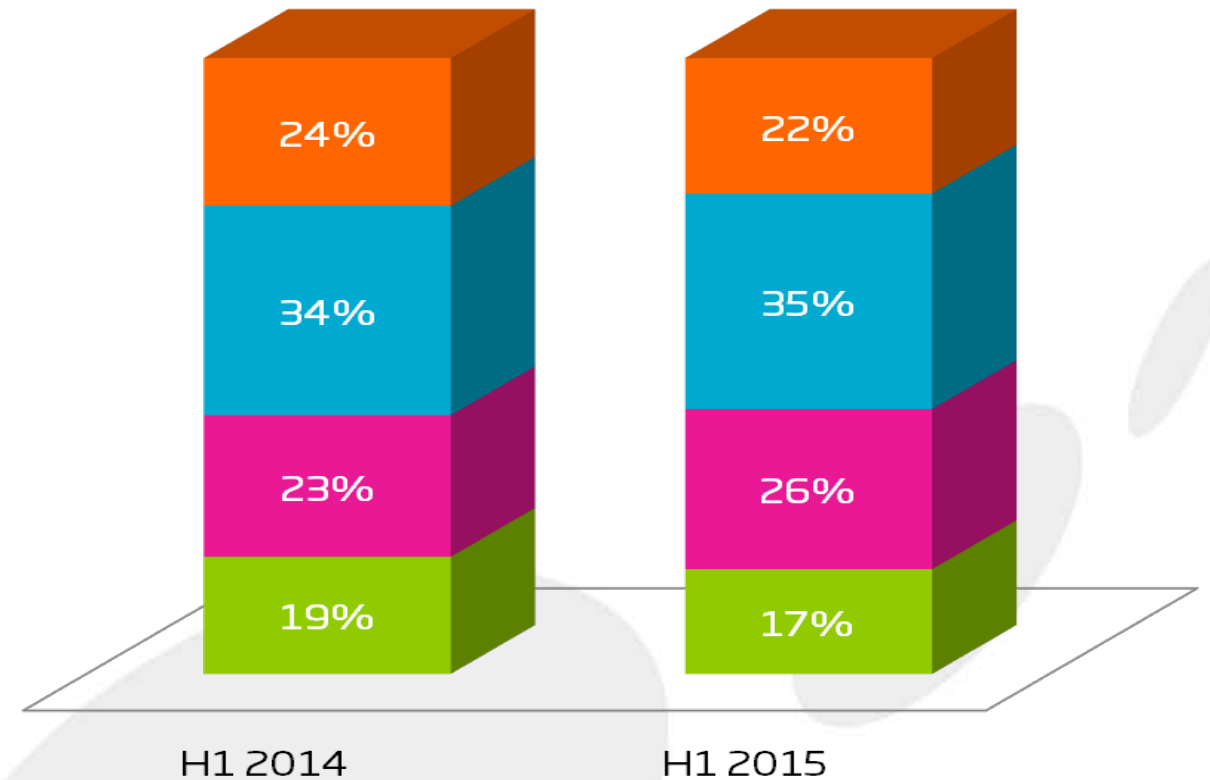
Geographic Focus

EXTEND INDUSTRY LEADERSHIP

78% of revenue from Industry Solutions

- 78% of total revenue from the focus industries retail, manufacturing and food
- Primarily growth in the manufacturing and retail industry
- Manufacturing still our leading industry with 35% of the total revenue

Food Retail Manufacturing Other

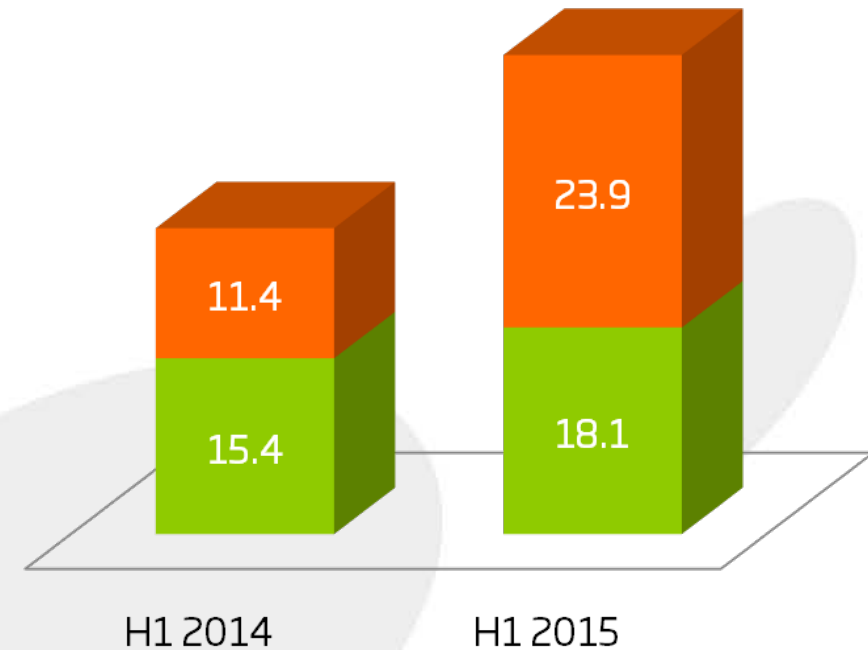


Growth in Columbus Software business

- Total revenue from Columbus Software increased by 57%, amounting to DKK 42.0m
- Best Selling Solutions:
 - **Columbus Advanced Manufacturing (ADM)**, with 435% growth
 - **Columbus Mobility Solutions** second largest revenue contributor
 - **Columbus RapidValue**, which is still one of Columbus' strongest solutions
- Sale of Columbus licenses experienced the largest growth

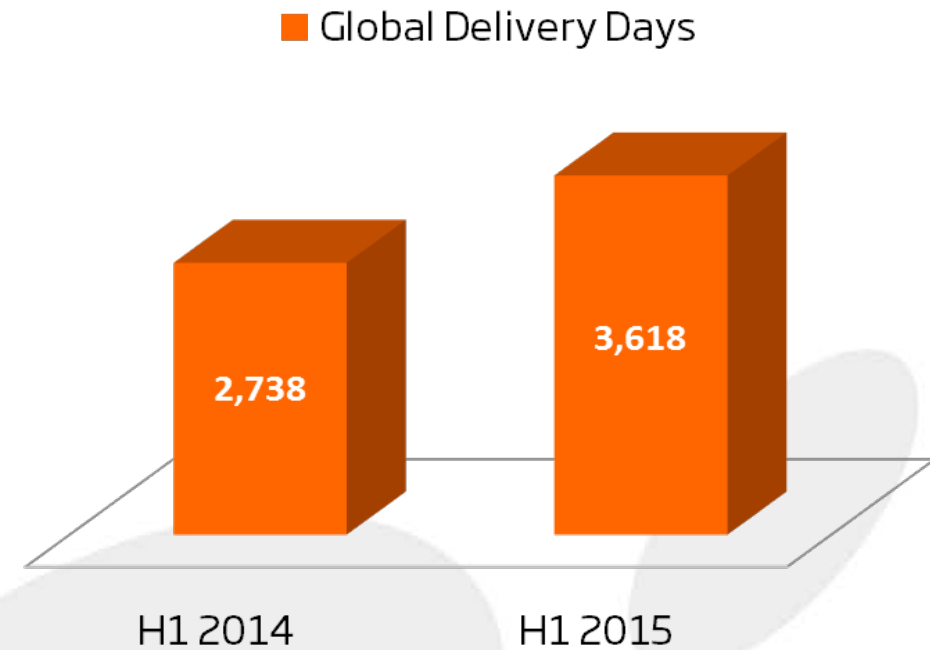
Sale of Columbus Software (DKK '000)

■ Columbus Subscriptions ■ Columbus Licenses



Increased capacity and productivity in Columbus' Global Delivery Center

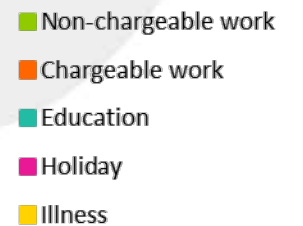
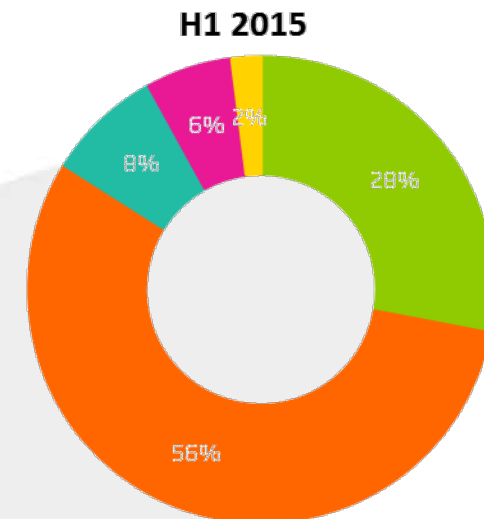
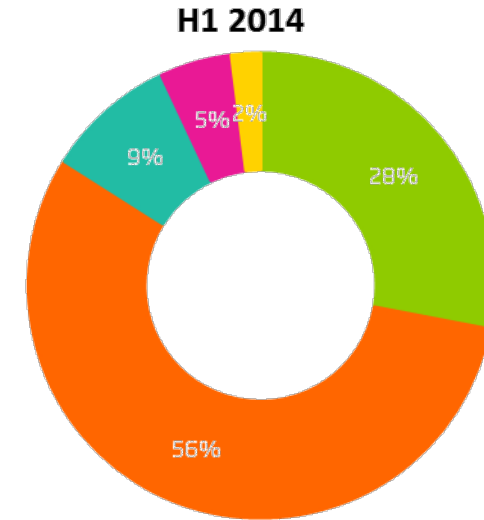
- 32% increase in Global Delivery Days
- 3,618 days of customer work
- The center employs 99 consultants



IMPROVE SERVICES PROFIT

Growth in consultancy revenue

- 15% revenue growth in consultancy revenue, mainly due to acquisitions
- Chargeable work same level as H1 2014
- The average number of consultants has increased by 16%



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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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