

Columbus®

Interim Report Q3 2023

15 November 2023

Highlights

11% revenue growth in Q3 2023 including a negative impact from currencies and acquisitions of 4 percentage points. EBITDA result was DKK 21m corresponding to an EBITDA margin of 6.0% up from 5.2%. During Q3 we have prepared our next strategic journey – New Heights – with ambitious financial goals and plans to enter a new high growth industry; Life Science.

Q3 2023 highlights

- Revenue growth of 11% amounting to DKK 345m. 15% growth adjusted for acquisitions and currency.
- EBITDA amounted to DKK 21m.
- EBITDA margin was 6.0% compared to 5.2% in Q3 2022.
- Efficiency of 65% in Q3 2023, a 4 percentage point increase compared to Q3 2022.

YTD 2023 highlights

- Revenue growth of 10% amounting to DKK 1,126m. 14% growth adjusted for acquisitions and currency.
- EBITDA growth of 25% amounting to DKK 78m.
- EBITDA margin was 6.9% compared to 6.1% YTD 2022.
- Efficiency reached 67% YTD 2023, compared to 63% in Q3 YTD 2022.

Outlook 2023 maintained

Based on the development in the first nine months of 2023, our strong pipeline and order backlog, we maintain our 2023 expectations:

- Revenue guidance expected to be in the range of DKK 1,550m – 1,600m, corresponding to an organic growth of 8-12% (constant currencies).
- EBITDA guidance expected to be in the range of DKK 119m – 139m, equal to a margin of 7.4 - 9.0%.

“We have a strong starting point for our newly launched three-year growth strategy New Heights with the opportunity to improve profitability significantly.”

CEO & President Søren Krogh Knudsen

Contents

Highlights	2
Good momentum in Q3 2023	3
Ready for a new and exciting strategy period	4
Key figures and ratios	5
Strong topline growth continues in Q3	6
Outlook for 2023	9
Statement by management	10
Financial statements	11

Webcast 15 November 2023 at 13:00 CET:

Webcast and presentation material: [LINK](#)
 Registration to attend telephone conference: [LINK](#)

Columbus A/S
 Ballerup (Headquarter)
 Lautrupvang 6
 DK-2750 Ballerup

Tel: +45 70 20 50 00

Good momentum in Q3 2023

Columbus continued to grow the business in Q3 2023 with an underlying organic growth of 15% adjusted for acquisition and currency. EBITDA improved by 28% compared to Q3 2022. With 10 consecutive quarters delivering profitable growth, we now have the foundation to take Columbus to the next level with our new three-year strategy: **New Heights**.

Engagement size has increased

The growth journey from previous quarters continued in Q3 2023 - a quarter, where we also continued the work with our new growth strategy, **New Heights** covering the coming three years, 2024-2026.

The average engagement size has increased throughout the Focus23 strategy period, and today more and more Business Lines are involved on the same customers as we increasingly act as digital partner to solve multiple different challenges.

With a revenue of DKK 1.1bn YTD 2023, we have delivered a growth of 10% (14% adjusted for acquisitions and currency) in the first nine months of 2023, which is in line with the overall Focus23 financial goal. Thus, we are satisfied with the solid top line delivered throughout the last 10 quarters, building a strong and streamlined foundation for future growth.

EBITDA in Q3 2023 YTD improved to DKK 77.8m corresponding to a growth of 25% compared to Q3 2022 YTD, and the EBITDA margin improved slightly from 6.1% to 6.9%.

During Q3 2023, we have continued to adjust our organization with performance exercises supporting the execution of an EBITDA margin improvement to 15% by 2026 – our key focus in the new strategy **New Heights**.

Top highlights in Q3

In Q3 2023, we experienced strong growth in most Business Lines. We have managed to gain market share despite signs of slowdown in some of our markets by improving delivery quality and cross-selling.

In Q3, the following Business Lines and Market Units shaped the progress:

- **Our Dynamics Business Line** continued to deliver strong results with 17% organic revenue growth compared to Q3 2022.
- **Our strategic Business Lines** Data & Analytics, Customer Experience & Engagement and Strategy & Change delivered growth of 34%, 56% and 120% respectively.
- **Our Security Business Line** – our most recent acquisition – expanded into the Norwegian and Swedish markets, and we are currently up-staffing to drive sales. With Security as part of

our offerings, we are in a strong position to help our customers to become compliant with the NIS2 Directive which will become a legal requirement next year.

- **The UK Market Unit** delivered organic growth of 51% while Sweden continues their momentum with 15% organic growth. Denmark also continues to stand strong with 11% organic growth compared to Q3 2022.

In Q3 2023, efficiency reached 65% which is an improvement compared to 61% in Q3 2022. Traditionally, the efficiency in Q3 is affected by summer vacation and at a lower level than Q2 (Q2 2023 efficiency was 70%).

Strengthening our strategic partnerships

Around 75% of our business involves our partners Microsoft Dynamics and Infor M3, and we have invested many resources in strengthening the strategic partnerships with regular meetings with top management agreeing on joint go-to-market plans.

Therefore, we are very pleased to receive the International Infor Channel Innovation Award 2023 acknowledging our strong

commitment to innovation and to deliver excellent customer experience which our M3 Accelerator program underlines; In August 26 young M3 professionals from different countries graduated from a year of intense training program to become the next generation of IT consultants.

In Q3, Columbus also earned the Inner Circle membership for Microsoft Business Application Partners globally and won the Microsoft Business Application partner of the year award in Norway.

Maintaining the 2023 expectations

We maintain our expectations for 2023:

- Revenue of DKK 1,550m – 1,600m, corresponding to a growth of 12-15% and an organic growth of 8-12% (constant currencies)
- EBITDA of DKK 119m – 139m, corresponding to an EBITDA margin of 7.4 - 9.0%.

On behalf of the entire management in Columbus, I would like to thank all employees for a great team effort.



Søren Krogh Knudsen
CEO & President

Ready for a new and exciting strategy period

During Q3 2023, we have been working intensely to finalize our new three-year growth strategy, **New Heights** comprising action plans for the coming years 2024-2026 and we feel more than ready to implement the new growth initiatives.

New Heights builds on the successful Focus23 strategy, which will be concluded by the end of 2023. During the last three years we have streamlined our business - transforming from a software implementation partner to a global digital transformation partner, while delivering profitable growth.

Ambitious long-term goals

Our new long-term financial ambitions are clear with a compounded annual growth rate (CAGR) of 10% and a significant improvement in profitability with an EBITDA margin of 15% by the end of 2026.

10% revenue growth

With an estimated market growth in our primary markets of 3% CAGR we expect to continue to gain market shares and outgrow the market by:

- **Expand our playing field:** Enter new industries with high potential. We have recently acquired ICY Security, thus entering the market for cyber security. In the next strategic period, we will enter Life Science which entails high synergies to our existing business.
- **Expand and invest in our service portfolio:** Acquisitive growth to

existing and new high-growth services such as cyber security.

- **Seize market opportunity as constant partner:** Accelerate our operations business and expand coverage to multiple services.

15% EBITDA margin

To reach an EBITDA margin of 15%, we will initiate the EBITDA15 program which consist of the following core elements comprising a multitude of specific changes:

- **Increased project value delivered,** translating to higher price points and better project execution.
- **Changed delivery mix** in relation to shoring and seniority will improve margins.
- **Efficiency improvement** through better utilization of available customer facing hours and larger engagements.
- **Better utilization of our scalable model:** Global functions and other support staff diminishing in ratio to growing delivery organization.

With New Heights, we will take advantage of our strong position to accelerate growth and profitability – we will make digital

transformation happen and create value for our customers and for Columbus' shareholders.

The strategy is built on three strategic pillars:

- **People First:** We stand out as an attractive and caring employer.
- **Industry Expertise:** We win customers with our unique industry expertise.

- **Rapid Adaptation:** We help our customers navigate the complex tech landscape as a constant partner.

More details on New Heights can be found in Company Announcement no. 22, 15 November 2023.

New Heights 20²⁴ → 26

→ AMBITION
Proven leader in delivering core business technology and lasting value
in Manufacturing, Retail & Distribution, Food & Beverage and Life-science

→ GOAL

10% REVENUE GROWTH¹

15% EBITDA MARGIN²

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

Key figures and ratios

DKK '000	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Income related figures					
Sale of services	330,239	294,265	1,077,609	971,697	1,317,042
Sale of products	14,559	15,261	48,160	52,804	72,392
Net revenue	344,798	309,526	1,125,769	1,024,501	1,389,434
Recurring revenue % of total revenue	14.7%	15.3%	13.5%	13.9%	13.8%
EBITDA	20,640	16,067	77,776	62,107	91,830
EBIT	6,499	1,762	35,070	19,587	35,135
Net financial items	-1,090	-3,306	-14,828	-1,453	-3,047
Profit before tax	5,409	-1,544	20,242	18,134	32,088
Profit after tax, continuing operations	3,596	-3,585	14,748	10,674	29,903
Profit after tax, discontinued operations	-231	2,031	2,845	-22,956	-41,216
Profit after tax	3,365	-1,554	17,593	-12,282	-11,313
Balance sheet					
DKK '000			30 Sep 2023	30 Sep 2022	2022
Non-current assets			887,445	795,600	796,222
Current assets			418,649	399,706	387,725
Total assets			1,306,095	1,195,306	1,183,947
Group shareholder equity			698,047	701,455	706,405
Total liabilities			608,048	493,851	477,542
Total equity and liabilities			1,306,095	1,195,306	1,183,947

DKK '000	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Investments in tangible assets	1,702	2,365	4,526	6,653	8,239
Cash flow					
Cash flow from operating activities	324	-43,173	48,099	-24,279	27,431
Cash flow from investing activities	-134	-2,953	-40,141	-37,249	-37,987
Cash flow from financing activities	-17,573	34,109	-633	32,933	-13,932
Total net change in cash and cash equivalents	-17,383	-12,017	7,325	-28,595	-24,488
Cash flow from continuing operations	-17,383	-12,132	7,325	-29,395	-25,227
Cash flow from discontinued operations	0	115	0	800	739
Total net change in cash and cash equivalents	-17,383	-12,017	7,325	-28,595	-24,488
Key ratios					
EBITDA-margin	6.0%	5.2%	6.9%	6.1%	6.6%
EBIT-margin	1.9%	0.6%	3.1%	1.9%	2.5%
Equity ratio	53.4%	58.7%	53.4%	58.7%	59.7%
Return on equity	0.5%	-0.2%	2.5%	-1.7%	-1.6%
Return on invested capital (ROIC)	1.4%	0.9%	5.8%	4.4%	7.0%
Number of shares	129,276	129,276	129,276	129,276	129,276
Average number of shares	129,276	129,276	129,276	129,276	129,276
Book value of equity per share (BVPS) (DKK)	5.40	5.43	5.40	5.43	5.46
Earnings per share (EPS) from continuing operations (DKK)	0.03	-0.03	0.11	0.08	0.23
Cash flow per share (DKK)	0.00	-0.33	0.37	-0.19	0.21
Share price, end of period (DKK)	6.40	6.65	6.40	6.65	6.29
Average full time employee for the period	1,588	1,551	1,572	1,528	1,536

The key figures and financial ratios above have been calculated in accordance with Danish Finance Society's "Recommendation & Financial Ratios"

Strong topline growth continues in Q3

Revenue development

In Q3 2023 Columbus realized a revenue of DKK 345m, corresponding to an increase of 11% compared to Q3 2022. The increase is mainly driven by sale of services, which increased by 12% compared to the same period last year and count for 96% of total revenue in Q3 2023. Product sales decreased by 5% in Q3 2023 as expected.

We continue to see strong growth in service revenue in most Business Lines, although weakened currencies remain a headwind when comparing to last year. Our strategic Business Lines Data &

Analytics (+36%) and Customer Experience & Engagement (+57%) are key Business Lines in extending our capabilities within digital advisory.

In Q3, Customer Experience & Engagement completed a global rollout of D365 Customer Engagement to 40 locations and 650 users worldwide for **Watson Marlow Fluid Technology Systems**, a world leader in niche peristaltic pump manufacture and associated fluid path technologies.

Data & Analytics has won a contract with **Devold** to create a modern data platform

connected to their new Dynamics 365 ERP implementation which is under construction. With the new data platform created by Columbus, Devold will gain a business advantage with self-serve analytics and automated data transformation for better insights and decision support.

Our largest Business Line, Dynamics, delivered a strong Q3 with growth of 13% in service revenue, despite significant impact by weakened currencies in Sweden and Norway. Organic growth for Dynamics was 17%. New customer wins in Dynamics include a Care agreement with **Bavarian Nordic A/S** for the period of 2023-2026.

Under this agreement, Columbus will provide comprehensive support services for Bavarian's Microsoft Dynamics 365 Finance and Operations system. The agreement encompasses almost all our Columbus Care offerings.

Further, Dynamics successfully closed a contract with **Louvolite** in the UK, where Columbus is beginning the analysis of their AX 2012 solution and customer specific modifications with a view to highlighting fits/gaps with standard D365 functionality as they look to reimplement Dynamics 365 Finance & Supply Chain Management.

Service revenue split on Business Lines

DKK '000	Q3 2023	Q3 2022	Δ%	YTD 2023	YTD 2022	Δ%
Dynamics	178,636	157,542	13.4%	566,278	516,463	9.6%
M3	64,666	69,749	-7.3%	219,978	228,461	-3.7%
Digital Commerce	38,116	40,044	-4.8%	146,999	133,007	10.5%
Data & Analytics	18,115	13,294	36.3%	56,200	42,928	30.9%
Customer Experience & Engagement	15,468	9,851	57.0%	46,923	33,916	38.4%
Security	9,769	0	-	22,070	0	-
Strategy & Change	1,719	782	119.8%	6,839	5,155	32.7%
Other Local Business	3,750	3,003	24.9%	12,322	11,767	4.7%
Total sale of services	330,239	294,265	12.2%	1,077,609	971,697	10.9%
Total sale of products	14,559	15,261	-4.6%	48,160	52,804	-8.8%
Total net revenue	344,798	309,526	11.4%	1,125,769	1,024,501	9.9%

Service revenue split on Market Units

DKK '000	Q3 2023	Q3 2022	Δ%	YTD 2023	YTD 2022	Δ%
Sweden	112,317	107,676	4.3%	405,912	388,521	4.5%
Denmark	76,121	58,568	30.0%	240,206	185,056	29.8%
Norway	46,802	55,789	-16.1%	175,947	193,051	-8.9%
UK	61,614	41,085	50.0%	161,356	119,153	35.4%
US	23,225	21,209	9.5%	64,584	59,472	8.6%
Other	8,990	9,020	-0.3%	26,488	23,577	12.3%
GDC	1,170	918	27.5%	3,116	2,867	8.7%
Total sale of services	330,239	294,265	12.2%	1,077,609	971,697	10.9%
Total sale of products	14,559	15,261	-4.6%	48,160	52,804	-8.8%
Total net revenue	344,798	309,526	11.4%	1,125,769	1,024,501	9.9%

In addition, new customer wins in Dynamics include **Furnes Jernstøberi** in Norway, where Columbus has initiated an explore phase project.

M3, our second largest Business Line, saw a decrease in service revenue of 7%, however, an organic growth of 0.3% when adjusted for currency impact.

New customers in M3 include **L-Fashion Group Oy**. Columbus has in cooperation with Infor signed an agreement to implement M3 Cloud Edition for Fashion at **L-Fashion Group Oy**. Infor supplies Project Management and Solution Architecture as well as technical solutions. Columbus consultants supply most of the business-oriented areas, such as PLM, finance, procurement, sales, warehouse and logistics.

New customers also include **REEtec AS** with an Infor CloudSuite IA Chemicals implementation using our On Target implementation method as well, helping Elkem ASA globally to upgrade from on-prem to Infor CloudSuite.

Digital Commerce has decreased by 5% in Q3 2023 compared to Q3 2022. The development is significantly affected by currency, with an organic growth of 5%. The lower than usual growth in the Business Line comes from a challenged Norwegian market which declined in the quarter.

In Q2 2023 we introduced our new Business Line Security for the first time. The Business Line came with the acquisition of ICY Security in April 2023.

During Q3, Security has started the expansion to the Swedish and Norwegian markets and is currently in the process of setting the team while engaging with new customer leads.

Strategy & Change is continuing to bring value on projects across the Business Lines. The Market Unit is working on getting a critical mass setup within the Scandinavian markets but remains valuable for the group. Services revenue grew to DKK 2m in Q3 2023.

The first nine months of 2023 closed with a service revenue of DKK 1,078m compared to DKK 972m in the same period last year, corresponding to an increase of 11%. The growth is in line with management expectations and continues to build towards the announced guidance for the year. Product revenue declined by 9%, which follows the trend seen in previous quarters. In total, revenue grew by 14% when adjusting for currency and acquisitions.

Development in Market Units

Nearly all our Market Units delivered significant organic growth in service revenue in Q3 2023, but we continue to see that the Norwegian and the Swedish krone have a negative impact on the revenue.

The Swedish market, which is our largest market, delivered 4% increase in service revenue in Q3 2023. The growth was primarily driven by Dynamics and Digital Commerce. The M3 Business Line decreased slightly in Sweden compared to Q3 2022 due to postponement of new contracts. Sweden was affected negatively by DKK 13m due to the Swedish krone weakening compared to Danish krone. Measured in constant currencies service revenue grew by 16%.

Denmark continues their strong track with growth in Q3 2023 of 30% in service revenue, primarily driven by Dynamics and introduction of Security. Excluding the acquisition of ICY Security, Denmark grew by 11%.

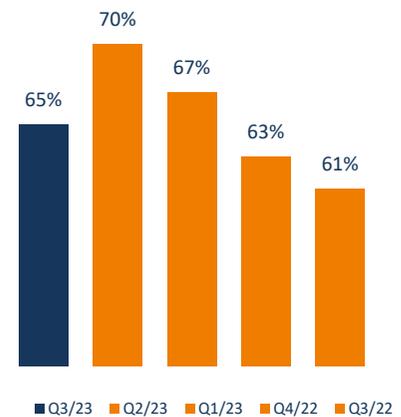
The Norwegian Market Unit is currently facing more challenging market conditions, along with currency impacting negatively with DKK 7m, resulting in a negative growth of -16%. Measured in constant currencies service revenue decreased by 4%. Due to the weakened currency, all Business Lines in Norway declined, except for Data & Analytics and Customer Experience & Engagement which both grew slightly.

The UK Market Unit delivered an impressive growth of 50% in Q3 2023, with all Business Lines contributing to the progress. Dynamics and Digital Commerce are leading the development with significant growth. Currency development only impacted the Market Unit marginally.

Development in recurring revenue



Development in efficiency



The US Market Unit closed Q3 2023 with 10% growth. Currency impacted the Market Unit negatively with 8 percentage points in Q3. The growth is driven by the M3 Business Line, with the Dynamics Business Line decreasing slightly.

Recurring revenue

In Q3 2023 recurring revenue amounted to DKK 50m, corresponding to a 6% increase compared to Q3 2022. Cloud business continued to grow as expected.

Recurring Care contracts followed the same trend as the overall service revenue in Q3 2023, resulting in recurring revenue constituting a stable part of total revenue of around 15%.

Efficiency

The efficiency in Q3 2023 was 65%, compared to 61% in Q3 2022. The increase is the result of a number of initiatives implemented since second half of 2022 and in line with expectations. We continue our work to optimize the usage of our consultant pool across our contract and geographies for the time being.

EBITDA development

In Q3 2023 reported EBITDA amounted to DKK 21m, which is an increase of DKK 5m compared to Q3 2022. The EBITDA margin corresponds to 6.0%, which is an increase compared to Q3 2022 with an EBITDA margin of 5.2%. Although we saw an increased EBITDA, we continue to implement new initiatives to further increase our profitability.

The improvement in efficiency continues to result in better earnings from the business, although Q3 remains to be a period with generally lower earnings. Other external expenses increased by DKK 9m caused by the acquisition of activities and an increased amount of travelling cost in the quarter.

Other operating income amounts to DKK 3m which is mainly due to partly reversal of earn out from the acquisition of ICY Security in Q2 2023.

Profit before tax

Compared to Q3 2022, profit before tax increased by 7m to DKK 5m. The result is affected by the slightly increased EBITDA, and only slightly affected by weakened currencies. The Group has been affected primarily by the weakened Swedish and Norwegian krone, although the development in the currencies has stabilized in Q3.

Discontinued operations

In Q3 2023 no new events related to discontinued operations occurred. The loss of DKK 0.2m relates to expenses related to former divestments.

Cash

Cash flow from operating activities in Q3 2023 was positive with DKK 0.3m. The cash flow is significantly improved compared to Q3 2022 where cash flow was DKK -43m, due to the better performing business as well as a stabilized net working capital.

Overdraft facilities is negative with DKK 10m, which is caused by gradual repayment of short-term credit facilities. The repayment is a result of the improved operation cash flow.

Equity

Columbus' equity decreased by net DKK 8m since 31 December 2022, primarily due to the negative impact on the investments in subsidiaries and change in currency which has impacted the equity negatively by DKK 10m. In addition, dividend of DKK 16m was paid out in Q2 2023.

Outlook for 2023

The financial guidance is maintained.

Financial guidance

During the past two years Columbus has continued to deliver solid organic growth despite increased uncertainty in our business environment.

Investments in new business areas and higher value consulting skills have proven to deliver growth. Equally, streamlining of our operations and processes continues to deliver positive impact.

Columbus continues to deliver solid performance in 2023, and the business is in accordance with the guidance announced for 2023. In April, we announced the acquisition of ICY Security, and as a direct consequence the guidance was adjusted in Q1 2023.

Guidance for 2023

Based on the financial performance in Q3 2023, current order books and pipeline, our full year guidance for 2023 is maintained as follows:

Revenue in the range of DKK 1,550m – 1,600m, corresponding to a growth of 12-15% and an organic growth of 8-12%, both in constant currencies.

EBITDA in the range of DKK 119m – 139m, corresponding to an EBITDA margin of 7.4 - 9.0%

Columbus' ambition during the current strategy period is maintained to gradually increase organic growth to minimum 10% annually by 2023.



Statement by management

We have today considered and approved the interim financial report for the period 1 January 2023 – 30 September 2023 for Columbus A/S.

The interim financial report has been prepared in accordance with IAS 34 and additional Danish interim reporting requirements for listed companies. The interim financial report is unaudited and has not been reviewed by the Company's auditor.

We consider the accounting policies applied to be appropriate to the effect that the interim financial report gives a true and fair view of the Group's assets, liabilities and financial position at 30 September 2023, and of the results of the Group's operations and cash flows during the first nine months of 2023.

We consider the management report to give a true and fair view of the development in the Group's business activities and financial situation, the financial result for the period and the Group's financial position as a whole together with a true and fair description of the significant risks and uncertainty factors which the Group faces.

Ballerup, 15 November 2023

Executive Board



Søren Krogh Knudsen
CEO & President



Brian Iversen
Group CFO

Board of Directors



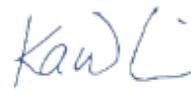
Ib Kunøe
Chairman



Sven Madsen
Deputy Chairman



Peter Skov Hansen



Karina Kirk Ringsted



Per Ove Kogut

Financial statements



Statement of comprehensive income

DKK '000	Note	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Net revenue	2	344,798	309,526	1,125,769	1,024,501	1,389,434
External project costs		-38,242	-30,371	-116,860	-102,661	-135,350
Gross profit		306,556	279,155	1,008,909	921,840	1,254,084
Staff expenses and remuneration	3	-250,009	-234,039	-820,787	-775,828	-1,036,275
Other external costs		-39,038	-30,073	-113,836	-101,868	-144,090
Other operating income		3,131	1,024	3,490	17,963	18,111
EBITDA		20,640	16,067	77,776	62,107	91,830
Depreciation, amortization and impairment	4	-14,141	-14,305	-42,706	-42,520	-56,695
Operating profit (EBIT)		6,499	1,762	35,070	19,587	35,135
Financial income		3,811	306	1,751	3,092	2,909
Financial expenses		-4,901	-3,612	-16,579	-4,545	-5,956
Profit before tax from continuing operations		5,409	-1,544	20,242	18,134	32,088
Corporate tax		-1,813	-2,041	-5,494	-7,460	-2,185
Profit after tax from continuing operations		3,596	-3,585	14,748	10,674	29,903
Profit (loss) after tax from discontinued operations	8	-231	2,031	2,845	-22,956	-41,216
Profit (loss) after tax for the period		3,365	-1,554	17,593	-12,282	-11,313

DKK '000	Note	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Items that may be reclassified subsequently to profit and loss:						
Foreign exchange adjustments of subsidiaries		-5,818	-216	-10,214	-12,036	-8,201
Other comprehensive income		-5,818	-216	-10,214	-12,036	-8,201
Total comprehensive income for the period		-2,453	-1,770	7,379	-24,318	-19,514
Profit (loss) after tax allocated to:						
Shareholders in Columbus A/S		3,365	-1,554	17,593	-12,282	-11,313
		3,365	-1,554	17,593	-12,282	-11,313
Total comprehensive income allocated to:						
Shareholders in Columbus A/S		-2,453	-1,770	7,379	-24,318	-19,514
		-2,453	-1,770	7,379	-24,318	-19,514
Earnings per share of DKK 1.25 (EPS)		0.03	-0.01	0.14	-0.10	-0.09
Earnings per share of DKK 1.25, diluted (EPS-D)		0.03	-0.01	0.14	-0.10	-0.09

Balance sheet

DKK '000	Note	30 Sep 2023	30 Sep 2022	31 Dec 2022
ASSETS				
Goodwill		701,793	611,797	603,299
Customer base		11,627	19,563	17,430
Internal applications		44,927	50,660	51,029
Development projects finalized		859	1,988	1,650
Property, plant and equipment		11,999	12,788	12,349
Right-of-use assets		68,524	56,227	65,316
Deferred tax assets		26,768	27,291	28,640
Other receivables		20,948	15,286	16,509
Total non-current assets		887,445	795,600	796,222
Trade receivables	5	274,162	233,745	254,800
Contract assets	6	11,228	10,814	5,822
Corporate tax receivables		3,384	13,752	2,254
Other receivables		7,610	18,240	12,930
Receivables from divestment of activities	8	59,832	64,844	59,264
Prepayments		29,465	19,896	19,868
Receivables		385,680	361,291	354,938
Cash		32,969	38,415	32,787
Total current assets		418,649	399,706	387,725
TOTAL ASSETS		1,306,095	1,195,306	1,183,947

DKK '000	Note	30 Sep 2023	30 Sep 2022	31 Dec 2022
EQUITY AND LIABILITIES				
Share capital		161,595	161,595	161,595
Reserves on foreign currency translation		-77,857	-71,478	-67,643
Retained profit		614,309	611,338	612,453
Equity		698,047	701,455	706,405
Deferred tax		3,890	5,313	2,852
Other provisions		829	955	866
Contingent consideration		73,469	0	0
Debt to credit institutions		116,000	76,000	76,000
Lease liability right-of-use assets		43,930	33,709	40,796
Non-current liabilities		238,118	115,977	120,514
Debt to credit institutions		49,934	91,816	52,335
Contract liabilities	6	6,316	7,454	9,960
Trade payables		42,728	38,462	64,926
Corporate tax payables		886	3,765	1,426
Other payables		213,081	186,646	164,557
Accruals and deferred income		30,239	24,655	36,898
Lease liability right-of-use assets		26,746	25,076	26,926
Current liabilities		369,930	377,874	357,028
Total liabilities		608,048	493,851	477,542
TOTAL EQUITY AND LIABILITIES		1,306,095	1,195,306	1,183,947

Statement of changes in equity

DKK '000	Shareholders in Columbus A/S			
	Share capital	Reserves on foreign currency translation	Retained profits	Equity
YTD 2023				
Balance at 1 Jan 2023	161,595	-67,643	612,453	706,405
Profit after tax	0	0	17,593	17,593
Currency adjustments of investments in subsidiaries	0	-10,214	0	-10,214
Total comprehensive income	0	-10,214	17,593	7,379
Share-based payment	0	0	423	423
Payment of dividend	0	0	-16,160	-16,160
Balance at 30 Sep 2023	161,595	-77,857	614,309	698,047

DKK '000	Shareholders in Columbus A/S			
	Share capital	Reserves on foreign currency translation	Retained profits	Equity
YTD 2022				
Balance at 1 Jan 2022	161,595	-59,442	638,827	740,980
Profit after tax	0	0	-12,282	-12,282
Currency adjustments of investments in subsidiaries	0	-12,036	0	-12,036
Total comprehensive income	0	-12,036	-12,282	-24,318
Share-based payment	0	0	953	953
Payment of dividend	0	0	-16,160	-16,160
Balance at 30 Sep 2022	161,595	-71,478	611,338	701,455

DKK '000	Shareholders in Columbus A/S			
	Share capital	Reserves on foreign currency translation	Retained profits	Equity
2022				
Balance at 1 Jan 2022	161,595	-59,442	638,827	740,980
Profit after tax	0	0	-11,313	-11,313
Currency adjustments of investments in subsidiaries	0	-8,201	0	-8,201
Total comprehensive income	0	-8,201	-11,313	-19,514
Share-based payment	0	0	1,099	1,099
Payment of dividend	0	0	-16,160	-16,160
Balance at 31 Dec 2022	161,595	-67,643	612,453	706,405

Cash flow

DKK '000	Note	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Operating profit (EBIT)		6,499	1,762	35,070	19,587	35,135
Depreciation, amortization and impairment	4	14,141	14,305	42,706	42,520	56,695
Cost of incentive scheme		180	318	423	953	1,099
Changes in net working capital		-14,213	-56,651	-18,201	-73,750	-61,086
Cash flow from primary activities		6,607	-40,266	59,998	-10,690	31,843
Interest received, etc.		992	307	2,054	646	1,361
Interest paid, etc.		-5,000	-1,277	-9,700	-4,544	-6,669
Corporate tax paid		-2,275	-2,052	-4,253	-10,817	-169
Cash flow from operating activities discontinued operations	8	0	115	0	1,126	1,065
Cash flow from operating activities		324	-43,173	48,099	-24,279	27,431
Acquisition of tangible assets		-1,702	-2,365	-4,526	-6,653	-8,239
Acquisition of intangible assets		-902	-2,919	-4,159	-12,357	-15,823
Disposal of tangible assets		10	-3	8	32	258
Acquisition of activities	7	2,691	303	-34,309	-5,415	-5,415
Disposal of activities	9	-231	2,031	2,845	-12,856	-8,768
Cash flow from investing activities		-134	-2,953	-40,141	-37,249	-37,987

DKK '000	Note	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Proceeds from borrowings		0	0	40,000	0	0
Overdraft facilities		-10,366	41,816	-2,401	72,802	33,324
Repayment of lease liabilities		-7,207	-7,707	-22,072	-23,383	-30,770
Dividends paid		0	0	-16,160	-16,160	-16,160
Cash flow from financing activities discontinued operations	8	0	0	0	-326	-326
Cash flow from financing activities		-17,573	34,109	-633	32,933	-13,932
Cash flow from continuing operations		-17,383	-12,132	7,325	-29,395	-25,227
Cash flow from discontinued operations		0	115	0	800	739
Total net change in cash and cash equivalents		-17,383	-12,017	7,325	-28,595	-24,488
Cash funds at the beginning of the period		46,589	47,618	32,787	62,943	62,943
Exchange rate adjustments		3,763	2,814	-7,143	4,067	-5,668
Cash funds at the end of the period		32,969	38,415	32,969	38,415	32,787

Notes

Note	Page
Note 1 – Material accounting principles	17
Note 2 – Segment data	17
Note 3 – Staff expenses and remuneration	23
Note 4 – Depreciation, amortization and impairment	23
Note 5 – Trade receivables	24
Note 6 – Contract assets and contract liabilities	25
Note 7 – Business combination	26
Note 8 – Discontinued operations	27
Note 9 – Disposal of activities	28
Key figures, ratios and Alternative Performance Measures	29

Notes

Note 1 – Material accounting principles

The consolidated interim financial report is prepared in accordance with IAS 34, Presentation of Interim Financial Reporting, as approved by the EU, and additional Danish disclosure requirements for interim reports of listed companies. The interim financial report is presented in Danish kroner (DKK), which is the Parent Company's functional currency.

The accounting policies applied in the interim financial report are unchanged compared to 2022, except for any new, amended or revised accounting standards and interpretations endorsed by the EU, effective for the accounting period beginning on 1 January 2023.

For more information on the accounting policies, we refer to our Annual Report for 2022.

Note 2 – Segment data

In order to support decisions about allocation of resources and assessment of performance of the segments, the Group's management reporting to the Executive Board is based on the following grouping of operating segments:

Strategic Business Lines	Market Units	Global Delivery Centers (GDC)
Dynamics	Sweden	Poland
M3	Denmark	Czech Republic
Digital Commerce	Norway	India
Data & Analytics	UK	
Customer Experience & Engagement	US	
Security	Other	
Strategy and Change		
Other Local Business		

Management monitors the business, primarily based on the Business Lines and secondarily on the geographical segments. Information about the Group's Business Lines is stated below.

Along with the Focus23 strategy, the Group has transformed its operations into a global operating model, with the Strategic Business Lines becoming the primary driver for decision-making. Previously, Columbus used geography to divide each segment. Markets are now a secondary driver and only used for assessing market strategies and maintaining customer relations.

The Business Lines relate to the type of services and products that are delivered, and comprise of Dynamics, M3, Digital Commerce, Data & Analytics, Customer Experience & Engagement, Security and Strategy & Change. The remaining revenue which does not fall into any of the above mentioned Business Lines, is classified as Other Local Business.

Market Units comprise of significant geographical markets that the Group operates in. Management uses the Market Units to assess market conditions and performance on revenue only.

The operating segments are measured from revenue to contribution, as this represents the significant part of the operation of the segments. The balance sheet is measured for legal entities only.

Cost related to functions necessary to support the business is classified as Enabling Functions, and comprise of all cost not directly related to a specific Business Line, including costs related to facility, marketing, finance, people, legal and management. Enabling Functions mostly operate as global teams, servicing across Business Line and geography.

Notes

Note 2 – Segment data (continued)

DKK '000	Services	Products	Total revenue	Direct costs	Contribution	CM %
Q3 2023						
Dynamics	178,636	9,422	188,058	-138,447	49,611	26.4%
M3	64,666	1,866	66,532	-49,213	17,319	26.0%
Digital Commerce	38,116	259	38,375	-35,616	2,759	7.2%
Data & Analytics	18,115	170	18,285	-16,168	2,117	11.6%
Customer Experience & Engagement	15,468	152	15,620	-15,127	493	3.2%
Security	9,769	749	10,518	-12,086	-1,568	-14.9%
Strategy & Change	1,719	0	1,719	-3,582	-1,863	-108.4%
Other Local Business	3,750	1,941	5,691	-3,210	2,481	43.6%
Total	330,239	14,559	344,798	-273,449	71,349	20.7%
Enabling Functions					-50,709	
EBITDA					20,640	
DKK '000	Services	Products	Total revenue	Direct costs	Contribution	CM %
Q3 2022						
Dynamics	157,542	11,644	169,186	-117,293	51,893	30.7%
M3	69,749	446	70,195	-56,034	14,161	20.2%
Digital Commerce	40,044	635	40,679	-39,646	1,033	2.5%
Data & Analytics	13,294	354	13,648	-12,222	1,426	10.4%
Customer Experience & Engagement	9,851	146	9,997	-10,505	-508	-5.1%
Strategy & Change	782	0	782	-3,108	-2,326	-297.4%
Other Local Business	3,003	2,036	5,039	-3,138	1,901	37.7%
Total	294,265	15,261	309,526	-241,946	67,580	21.8%
Enabling Functions					-51,513	
EBITDA					16,067	

Development in Business Lines

All comments relating to the growth of the strategic Business Lines have been described in the revenue development segment.

Reconciliation between EBITDA and Profit before tax is shown in the comprehensive income statement.

Introducing our new strategic Business Line Security

In response to the growing demand for robust security solutions in the market, we have expanded our offerings to address the evolving needs of our customers.

In a constant changing world, we have observed a significant surge in demand for security-related products and services across various industries. The rise in cybersecurity threats, data breaches, and the need for advanced physical security measures have prompted businesses to seek reliable partners in fortifying their defences.

By introducing our Security Business Line we are aiming to help both new and existing clients with their PAM and IAM security. By leveraging cutting-edge technologies, a dedicated team of experts, and a commitment to excellence, we have already garnered positive feedback from early adopters. Customers have lauded our comprehensive approach to security, which encompasses from state-of-the-art software solutions.

Notes

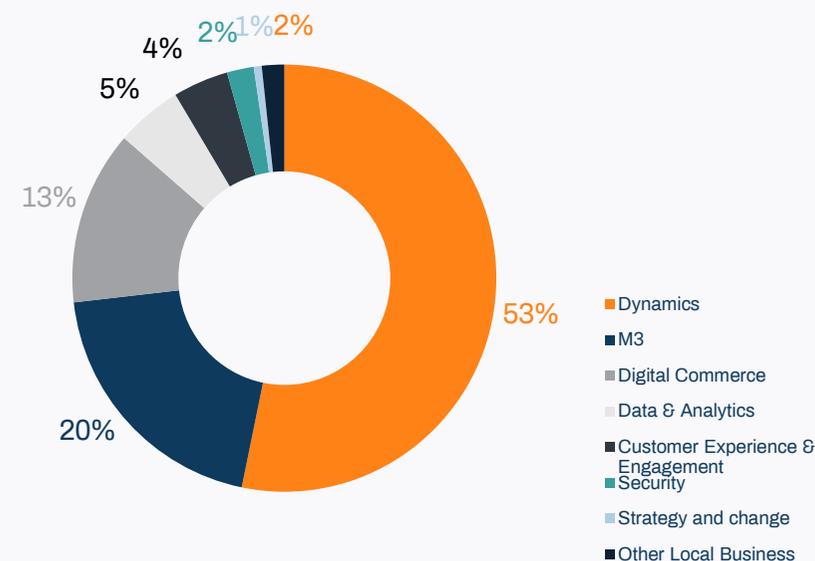
Note 2 – Segment data (continued)

DKK '000	Services	Products	Total revenue	Direct costs	Contribution	CM %
YTD 2023						
Dynamics	566,278	32,942	599,220	-434,099	165,121	27.6%
M3	219,978	4,687	224,665	-182,622	42,043	18.7%
Digital Commerce	146,999	1,496	148,495	-121,968	26,527	17.9%
Data & Analytics	56,200	556	56,756	-47,806	8,950	15.8%
Customer Experience & Engagement	46,923	605	47,528	-42,557	4,971	10.5%
Security	22,070	1,001	23,071	-25,625	-2,554	-11.1%
Strategy & Change	6,839	0	6,839	-13,373	-6,534	-95.5%
Other Local Business	12,322	6,873	19,195	-11,659	7,536	39.3%
Total	1,077,609	48,160	1,125,769	-879,709	246,060	21.9%
Enabling Functions					-168,284	
EBITDA					77,776	

DKK '000	Services	Products	Total revenue	Direct costs	Contribution	CM %
YTD 2022						
Dynamics	516,463	34,530	550,993	-404,115	146,878	26.7%
M3	228,461	8,641	237,102	-186,506	50,596	21.3%
Digital Commerce	133,007	1,759	134,766	-122,119	12,647	9.4%
Data & Analytics	42,928	468	43,396	-40,834	2,562	5.9%
Customer Experience & Engagement	33,916	610	34,526	-31,471	3,055	8.8%
Strategy & Change	5,155	0	5,155	-9,009	-3,854	-74.8%
Other Local Business	11,767	6,796	18,563	-12,113	6,450	34.7%
Total	971,697	52,804	1,024,501	-806,167	218,334	21.3%

Enabling Functions					-156,227	
EBITDA					62,107	

Business Lines Revenue Split YTD 2023



Notes

Note 2 – Segment data (continued)

DKK '000	Services	Products	Total revenue	Direct costs	Contribution	CM %
2022						
Dynamics	693,988	49,149	743,137	-546,600	196,537	26.4%
M3	303,231	10,455	313,686	-251,546	62,140	19.8%
Digital Commerce	192,262	1,751	194,013	-158,349	35,664	18.4%
Data & Analytics	59,653	690	60,343	-53,391	6,952	11.5%
Customer Experience & Engagement	45,179	876	46,055	-44,367	1,688	3.7%
Strategy & Change	6,513	0	6,513	-11,905	-5,392	-82.8%
Other Local Business	16,216	9,471	25,687	-17,032	8,655	33.7%
Total	1,317,042	72,392	1,389,434	-1,083,190	306,244	22.0%
Enabling Functions					-214,414	
EBITDA					91,830	

Accounting policies

Due to the changes within our reporting to the Executive Board, two new performance measures have been introduced in 2023.

Direct costs

Direct costs comprise all costs directly related to a given Business Line. This includes subcontractor costs, staff costs for consultants, sales personnel as well as management for the given Business Line, other external costs and other operating income and expenses.

Contribution and contribution margin (CM)

The contribution is comprising revenue for the given Business Line deducted all direct costs for the given Business Line. Contribution margin is calculated as contribution divided by total revenue.

	Average FTE	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Business Line						
Dynamics		646	630	630	637	635
M3		262	277	266	268	270
Digital Commerce		219	210	218	203	209
Data & Analytics		90	75	85	73	76
Customer Experience & Engagement		69	61	68	61	62
Security		49	0	48	0	0
Strategy & Change		15	12	15	11	11
Other Local Business		28	52	28	40	39
Business Line average number of FTE		1,378	1,317	1,358	1,293	1,302
Enabling Functions		210	233	214	235	234
Average number of FTE		1,588	1,550	1,572	1,528	1,536

Notes

Note 2 – Segment data (continued)

DKK '000	Sweden	Denmark	Norway	UK	US	Other	GDC	Eliminations	Total
Q3 2023									
Sale of services	112,317	76,121	46,802	61,614	23,225	8,990	1,170	0	330,239
Sale of products	4,743	5,299	1,275	2,277	965	0	0	0	14,559
Total revenue from own markets	117,060	81,420	48,077	63,891	24,190	8,990	1,170	0	344,798
Total revenue from group companies	9,147	15,963	3,311	2,656	1,861	1,819	25,892	-60,649	0
Total revenue	126,207	97,383	51,388	66,547	26,051	10,809	27,062	-60,649	344,798
Average number of FTE	434	364	181	195	46	37	331	0	1,588
Q3 2022									
Sale of services	107,676	58,568	55,789	41,085	21,209	9,020	918	0	294,265
Sale of products	5,032	5,166	2,263	1,556	1,244	0	0	0	15,261
Total revenue from own markets	112,708	63,734	58,052	42,641	22,453	9,020	918	0	309,526
Total revenue from group companies	11,214	15,462	2,321	3,817	580	488	23,007	-56,889	0
Total revenue	123,922	79,196	60,373	46,458	23,033	9,508	23,925	-56,889	309,526
Average number of FTE	429	294	178	188	60	35	367	0	1,551

Notes

Note 2 – Segment data (continued)

DKK '000	Sweden	Denmark	Norway	UK	US	Other	GDC	Eliminations	Total
YTD 2023									
Sale of services	405,912	240,206	175,947	161,356	64,584	26,488	3,116	0	1,077,609
Sale of products	18,858	13,188	4,870	7,763	3,481	0	0	0	48,160
Total revenue from own markets	424,770	253,394	180,817	169,119	68,065	26,488	3,116	0	1,125,769
Total revenue from group companies	34,713	55,246	9,131	9,475	4,590	5,101	78,434	-196,690	0
Total revenue	459,483	308,640	189,948	178,594	72,655	31,589	81,550	-196,690	1,125,769
Average number of FTE	438	354	181	188	47	37	327	0	1,572
YTD 2022									
Sale of services	388,521	185,056	193,051	119,153	59,472	23,577	2,867	0	971,697
Sale of products	18,617	13,520	6,816	10,115	3,736	0	0	0	52,804
Total revenue from own markets	407,138	198,576	199,867	129,268	63,208	23,577	2,867	0	1,024,501
Total revenue from group companies	37,660	54,527	8,883	12,169	1,393	2,171	76,367	-193,170	0
Total revenue	444,798	253,103	208,750	141,437	64,601	25,748	79,234	-193,170	1,024,501
Average number of FTE	417	292	170	188	63	33	365	0	1,528
2022									
Sale of services	525,024	252,862	262,271	159,916	80,284	32,337	4,348	0	1,317,042
Sale of products	25,168	20,412	9,019	12,880	4,913	0	0	0	72,392
Total revenue from own markets	550,192	273,274	271,290	172,796	85,197	32,337	4,348	0	1,389,434
Total revenue from group companies	52,462	72,879	11,599	15,996	2,073	3,032	103,587	-261,628	0
Total revenue	602,654	346,153	282,889	188,792	87,270	35,369	107,935	-261,628	1,389,434
Average number of FTE	426	294	173	188	60	34	361	0	1,536

Notes

Note 3 – Staff expenses and remuneration

DKK '000	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Staff expenses					
Salary and wages	217,401	198,271	701,391	653,555	865,700
Other social security costs	28,078	30,654	95,809	98,295	137,720
Other staff expenses	4,349	4,796	23,164	23,025	31,756
Share-based payment	181	318	423	953	1,099
Total staff expenses	250,009	234,039	820,787	775,828	1,036,275
Average number of FTEs	1,588	1,551	1,572	1,528	1,536

Note 4 – Depreciation, amortization and impairment

DKK '000	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Depreciation	8,719	9,025	26,543	26,999	35,814
Amortization	5,422	5,280	16,163	15,521	20,881
Total depreciation, amortization and impairment	14,141	14,305	42,706	42,520	56,695

Notes

Note 5 – Trade receivables

DKK '000	30 Sep 2023	30 Sep 2022	31 Dec 2022
Receivables (gross) at 1 Jan	261,422	281,133	281,133
Change in receivables during the period	16,502	-46,051	-19,711
Receivables (gross) end of period	277,924	235,082	261,422
Provisions for bad debt at 1 Jan	6,622	11,550	11,550
Change in provisions for bad debt during the period	-2,887	-12,327	-7,074
Loss realized during the period	27	2,114	2,146
Provisions for bad debt end of period	3,762	1,337	6,622
Carrying amount end of period	274,162	233,745	254,800

Provisions for bad debt are made based on the lifetime expected credit losses in line with the Group's accounting policies.

DKK '000	30 Sep 2023	30 Sep 2022	31 Dec 2022
Age of receivables (gross):			
Not due	241,302	214,085	174,400
0-30 days	15,321	12,113	72,614
30-60 days	8,268	5,689	9,009
61-90 days	3,878	1,153	3,358
91-180 days	7,941	1,343	1,724
181-270 days	583	137	114
270-360 days	485	532	3
Above 360 days	146	30	200
Total	277,924	235,082	261,422

DKK '000	30 Sep 2023	30 Sep 2022	31 Dec 2022
Age of impairment:			
Not due	16	34	5,091
0-30 days	77	61	363
30-60 days	207	142	226
61-90 days	291	87	252
91-180 days	1,985	314	431
181-270 days	555	137	57
271-360 days	485	532	2
Over 360 days	146	30	200
Total	3,762	1,337	6,622

DKK '000	30 Sep 2023	30 Sep 2022	31 Dec 2022
Provision matrix:			
Not due	0%	0%	3%
0-30 days	0%	1%	0%
30-60 days	2%	2%	3%
61-90 days	8%	8%	8%
91-180 days	25%	23%	25%
181-270 days	95%	100%	50%
271-360 days	100%	100%	75%
Over 360 days	100%	100%	100%

The change in provisions for bad debt as per 30 September 2023 is partly due to improved collection process and settlement of previous disputes with customers. We have no active disputes with customers as per 30 September 2023.

Notes

Note 6 – Contract assets and contract liabilities

DKK '000	30 Sep 2023	30 Sep 2022	31 Dec 2022
Balance at 1 Jan	-4,138	-5,815	-5,815
Changes contract assets during the period	19,084	5,835	136
Changes on account billing and prepayments during the period	-10,034	3,340	1,541
Balance at end of period	4,912	3,360	-4,138
Work in progress	32,750	19,364	13,666
On account billing and prepayments	-27,838	-16,004	-17,804
Balance at end of period	4,912	3,360	-4,138
The net value is included in the balance as follows:			
Contract assets	11,228	10,814	5,822
Contract liabilities	-6,316	-7,454	-9,960
Balance at end of period	4,912	3,360	-4,138

The Group's contract assets are subject to significant judgements in relation to the classification of the contract and in terms of how the contract is handled and recognized in the financial statements. When determining the appropriate recognition of the contract, the Group accounting policies are applied.

Notes

Note 7 – Business combination

Acquisition of companies in 2023

The Group has per 11 April 2023 acquired ICY Security ApS. The acquisition was a share purchase.

Name	Primary activity	Date of control gained	Acquired ownership	Acquired voting rights	Total consideration DKK '000
ICY Security ApS	Implementation of Identity and Access management solutions.	1 April	100%	100%	107,162
Total					107,162

With the acquisition of ICY Security, Columbus expanded its business to meet customers' increasing demand for secure access to business-critical data.

After recognition of identifiable assets, liabilities and contingent liabilities at fair value, goodwill in relation to the acquisition was assessed to DKK 104.3m.

Estimated tax deductibility of goodwill for ICY Security ApS is DKK 104.3m.

The opening balance presented is a preliminary balance since post-closing work is still ongoing.

Acquisition of companies in 2022

There have been no acquisitions during 2022.

Opening balance

DKK '000	ICY Security ApS	Total 2023	Total 2022
Tangible fixed assets	2,588	2,588	0
Other intangible assets	400	400	0
Total non-current assets	2,988	2,988	0
Trade receivables	9,370	9,370	0
Work in progress	505	505	0
Prepayments	507	507	0
Other receivables	439	439	0
Cash	3,517	3,517	0
Total current assets	14,338	14,338	0
Trade payables	-2,120	-2,120	0
Debt to credit institutions	-68	-68	0
Corporation tax and deferred tax	-220	-220	0
Deferred income	-1,037	-1,037	0
Accruals	-7,293	-7,293	0
Other debt	-3,727	-3,727	0
Total current debt	-14,465	-14,465	0
Net assets acquired	2,861	2,861	0
Goodwill	104,301	104,301	0
Total consideration	107,162	107,162	0
Net working capital not paid	7,554	7,554	0
Acquired cash funds	-3,449	-3,449	0
Contingent consideration	-71,267	-71,267	0
Cash consideration on acquisition date	40,000	40,000	0

Notes

Note 8 – Discontinued operations

DKK '000	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Net revenue	0	0	0	9,456	9,192
External project costs	0	0	0	-728	-464
Gross profit	0	0	0	8,728	8,728
Staff expenses and remuneration	0	0	0	-7,768	-7,768
Other external costs	0	0	0	-700	-700
EBITDA	0	0	0	260	260
Depreciation, amortization and impairment	0	0	0	-321	-321
Operating profit (EBIT)	0	0	0	-61	-61
Financial income	0	0	0	7,890	8,826
Financial expenses	0	0	0	-24,958	-3,772
Profit (loss) before tax from discontinued operations	0	0	0	-17,129	4,993
Corporate tax	0	0		-243	-243
Profit (loss) after tax from discontinued operations	0	0	0	-17,372	4,750
Total gain (loss) on divestment of discontinued operations	-231	2,031	2,845	-5,584	-45,966
Profit (loss) from discontinued operations	-231	2,031	2,845	-22,956	-41,216
Earnings per share from discontinued operations of DKK 1.25 (EPS)	0.00	0.02	0.02	-0.18	-0.32
Earnings per share from discontinued operations of DKK 1.25, diluted (EPS-D)	0.00	0.02	0.02	-0.18	-0.32

DKK '000	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Cash flow from operating activities	0	115	0	1,126	1,065
Cash flow from investing activities	0	0	0	0	0
Cash flow from financing activities	0	0	0	-326	-326
Cash flow from discontinued operations	0	115	0	800	739
DKK '000	Q3 2023	Q3 2022	YTD 2023	YTD 2022	2022
Gain (loss) on disposal of subsidiaries	0	0	0	-9,534	-9,534
Recirculation of historical currency adjustments	0	0	0	0	-34,938
Transaction costs related to disposal	-231	2,031	2,845	3,950	-1,494
Total gain (loss) on divestment of discontinued operations	-231	2,031	2,845	-5,584	-45,966

Discontinued operations in 2023

There have not been any discontinued operations in 2023. The transaction costs is related to previous disposals.

Receivables from divestments of activities

On 1st November 2021, our SMB business in our US entity was sold as part of the Focus23 strategy. The business activity is consequently classified as discontinued operations in 2021. The transaction was settled partly in cash at the transaction date (USD 8m), and partly as deferred consideration which was due in Q2 2022 (USD 8.5m). The buyer has still not paid the outstanding amount to which a legal collecting process has been initiated to collect our receivable.

Notes

Note 9 – Disposal of activities

The transaction costs is related to previous disposals.

DKK '000	30 Sep 2023	30 Sep 2022	31 Dec 2022
Goodwill	0	8,822	8,822
Property, plant and equipment	0	204	204
Right-of-use assets	0	2,102	2,102
Trade receivables	0	1,762	1,762
Contract assets	0	3,731	3,731
Other receivables	0	176	176
Prepayments	0	1,790	1,790
Cash	0	9,274	9,274
Total assets	0	27,861	27,861

DKK '000	30 Sep 2023	30 Sep 2022	31 Dec 2022
Deferred tax	0	358	358
Lease liability right-of-use assets	0	2,254	2,254
Contract liabilities	0	2,355	2,355
Trade payables	0	1,758	1,758
Corporate tax payables	0	5	5
Other payables	0	9,597	9,597
Total liabilities	0	16,327	16,327
Net assets disposed of	0	11,534	11,534
Cash and cash equivalents	0	2,000	2,000
Total consideration	0	2,000	2,000
Loss on disposal of activities	0	-9,534	-9,534
Net Cash inflow arising on disposal:			
Consideration received in cash and cash equivalents	0	2,000	2,000
Less: cash and cash equivalents disposed of	0	-9,274	-9,274
Transaction costs related to disposal	2,845	-5,582	-1,494
Net cash inflow arising on disposal	2,845	-12,856	-8,768

Notes

Key figures, ratios and Alternative Performance Measures

Key figures and ratios

Earnings per share (EPS) and diluted earnings per share (EPS-D) are calculated in accordance with IAS 33.

Other ratios are calculated in accordance with the Danish Finance Society "Recommendations & Financial Ratios". The financial ratios stated are calculated as follows:

EBITDA-margin	$\frac{\text{Earnings before interest, tax, depreciations and amortizations (EBITDA)}}{\text{Net revenue}}$	
Operating margin	$\frac{\text{Operating profit (EBIT)}}{\text{Net revenue}}$	
Return on equity	$\frac{\text{Profit after tax and excl. minority interests}}{\text{Average equity excl. minority interests}}$	
Return on invested capital (ROIC)	$\frac{\text{EBITA}}{\text{Average invested capital including goodwill}}$	
Equity ratio	$\frac{\text{Equity excl. minority interests}}{\text{Total equity and liabilities}}$	
Earnings per share (EPS)	$\frac{\text{Profit after tax and excl. minority interests}}{\text{Average number of shares}}$	x f
Book value per share (BVPS)	$\frac{\text{Equity excl. minority interests end of year} \times 100}{\text{Number of shares end of year}}$	x f
Cash flow per share	$\frac{\text{Cash flow from operations}}{\text{Average number of diluted shares}}$	x f
Adjustment factor (f)	$\frac{\text{Theoretical rate}}{\text{Listed price of stock the day before the subscription and/or stock right cease}}$	
Recurring Revenue % of total revenue	$\frac{\text{Recurring revenue}}{\text{Net revenue}}$	

Alternative Performance Measures

Recurring Revenue

Recurring Revenue includes Software maintenance, Cloud revenue and Columbus Care agreements.

Recurring revenue does not necessarily mean a binding contractual agreement. However recurring revenue is defined as revenue with a high degree of certainty for renewal >95%.

The purpose of defining Recurring Revenue is to express a level of predictability in the revenue. The higher degree of Recurring Revenue in pct. of total revenue – the more predictable is the Columbus revenue going forward.

Efficiency

Efficiency is calculated as all invoiced customer hours divided by available customer hours. Available customer hours are calculated as normal work schedule hours for all productive employees, less hours for holiday and parental leave.

Constant currency growth

Growth is measured in constant currency by converting actual figures in local currency to DKK with the historical exchange rate for the given currency. When measuring for a period, the average historical exchange rate is used. Growth is measured based on the actual historical figure compared to the calculated constant currency figure.

Columbus® | Once you
know how...

For more information about Columbus visit www.columbusglobal.com