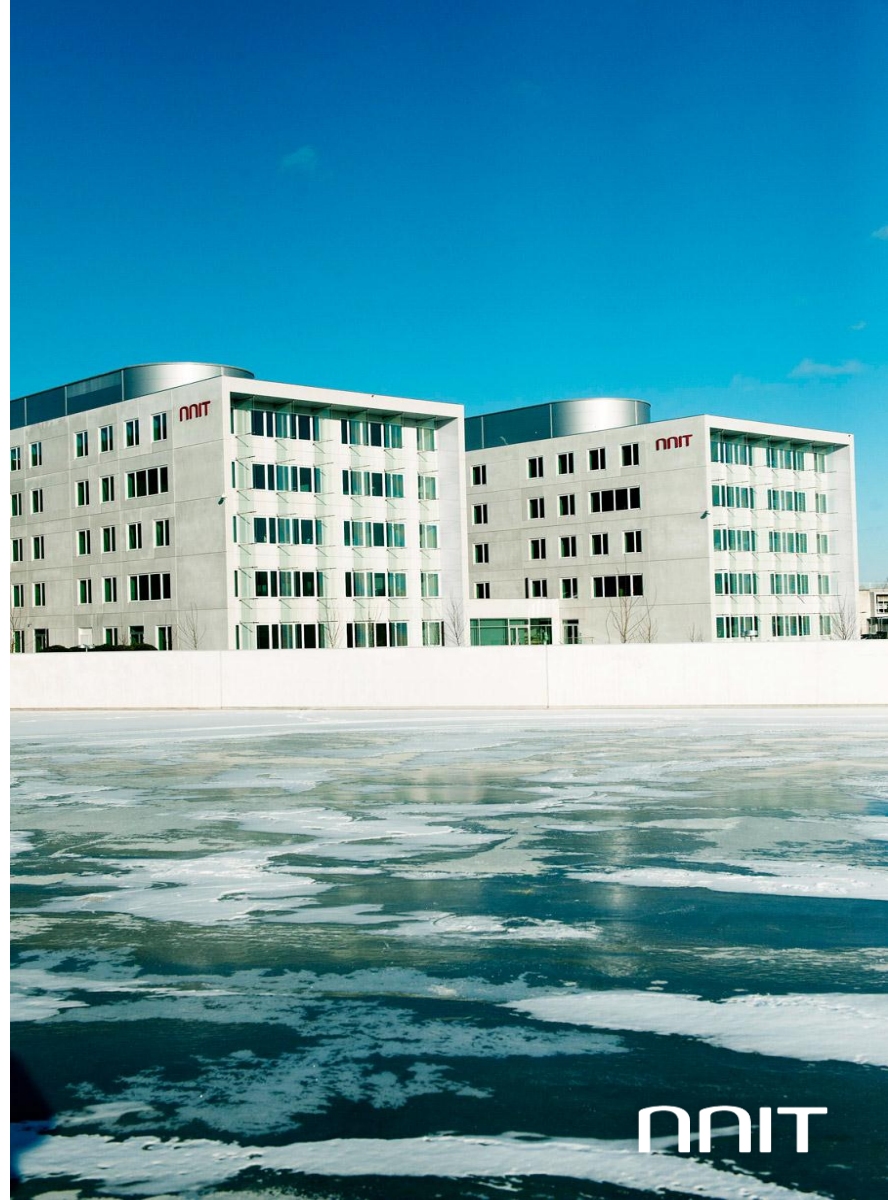# NNIT A/S

ABG Sundal Collier
November 24, 2015

Per Kogut, CEO

Karsten Fogh Ho-Lanng, CTO

NNIT Introduction

2015

Leveraging our Novo Nordisk Heritage and Differentiated Compliance DNA to Win Profitable Market Shares

Danish IT Market Leader
Top 3
Leading market share in IT services market in Denmark and Fastest Growing Player [1]

Global Delivery Model
36%
Percentage of FT Employees based outside Denmark [5]

Market Share Winner with Historical Organic Revenue Growth
>10%
Last 10 years average revenue growth rate

High Pay-out Ratio [4] Objective set at
40%

Life Sciences Leader
>40%
Market Share in Danish Life Sciences IT Services [2]

Healthy Backlog and High Visibility
>70%
Revenue contracted for 2014 as a percentage of 2014A total revenue as of 31 December 2013 [3]

Industry-Leading Margins
>10%
Last 10 years operating margin

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NNIT – who we are

Our Core

Life Sciences
DKK 1,547m (64%)

Leveraging Our Compliance DNA

Public
DKK 326m (14%)

Finance
DKK 166m (7%)

Enterprise
DKK 371m (15%)

DKK 743m (31%)

IT Solutions Services:
Advisory services, business solutions and application management

DKK 1,667m (69%)

IT Operations Services:
Infrastructure outsourcing and related consulting, support services
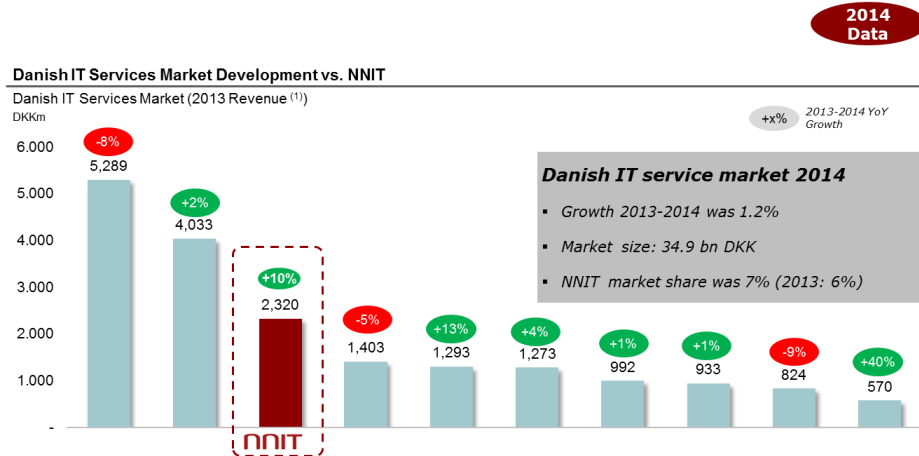
Revenue 2014 (contribution to total - %)

See Note [1]

coop

Arla

Lundbeck

DSB

PFA PENSION

DANISH CROWN

Vestas

novo nordisk

Note
1. Selection of current NNIT customers, as of February 2015

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Distinct value add has lead to growing market shares

Danish IT Services Market Development vs. NNIT

Danish IT Services Market (2013 Revenue [1])
DKKm

2014 Data

+x% *2013-2014 YoY Growth*

Danish IT service market 2014
- *Growth 2013-2014 was 1.2%*
- *Market size: 34.9 bn DKK*
- *NNIT market share was 7% (2013: 6%)*

Value	Growth
5,289	-8%
4,033	+2%
2,320 (NNIT)	+10%
1,403	-5%
1,293	+13%
1,273	+4%
992	+1%
933	+1%
824	-9%
570	+40%

Source: IDC Nordic IT Services 2014 Vendor Shares

- **Trusted, high degree of customer proximity and intimacy, and a conscience driven culture**

- **IT for Life Sciences**

- **In-depth knowledge about our customers environments**
  - SAP
  - System integration
  - Single point of contact in 24/7 service desk

- **A broad portfolio of services**
  - Advise, build, operate, support

Customers require agility and service orchestration
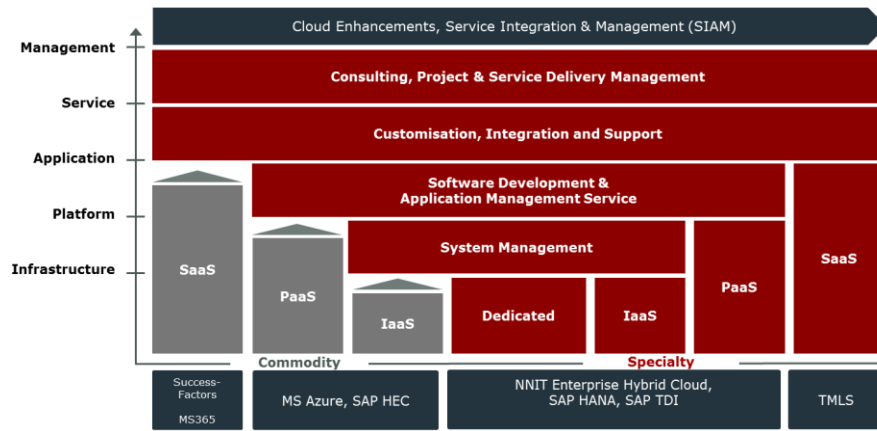
The NNIT Halfpipe® illustrates the total IT services stack. From basic infrastructure in the buttom, to system management, system development, integration and service delivery on top. It covers public cloud services (grey) and NNIT datacenter based services (red).

Cloud enhancement services	
IaaS	**SaaS**
Regulatory compliance	Single point of contact
Change management	Support and helpdesk
Incident management	Transformation expertise
Monitoring	User and license management
Backup	SLA monitoring
Patch management	Business continuity and exit plans
Security	Enhanced backup

- **NNIT cloud services**
  - Advisory Services
  - Enterprise Hybrid Cloud – incl GxP
  - SAP TDI Cloud
  - SaaS based services
  - Cloud enhancement services, to add value to public cloud
  - Integration services
  - Security and compliance services
  - Resell, implementation and process management

- **Complement existing portfolio**
  - Continue to develop differentiating offerings

- **Support CIO in delivering bimodal IT**
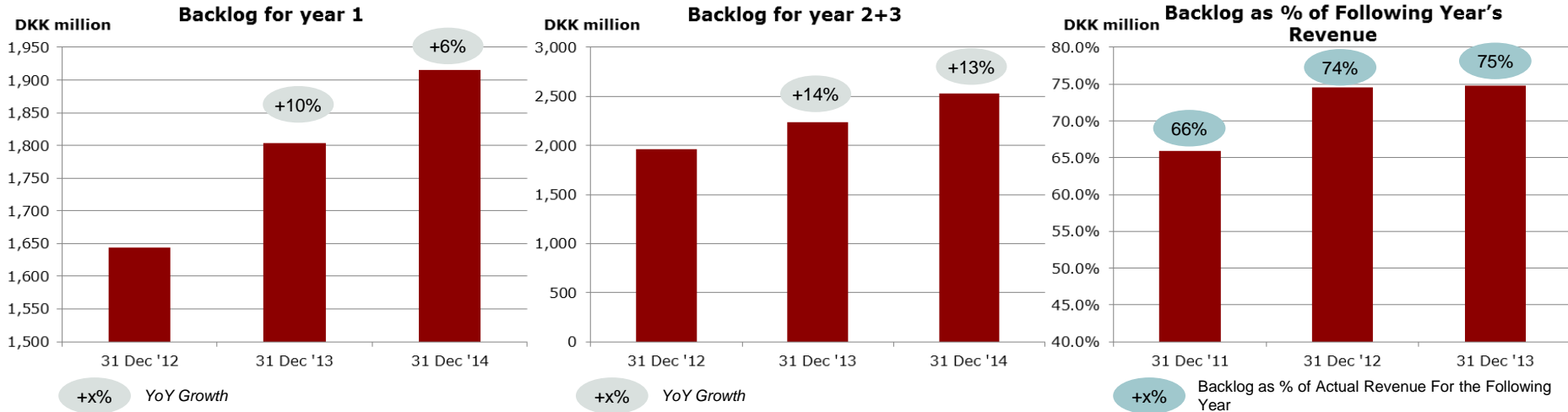 - Stable operations, standardization and differentiation

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Key partnerships for growth

- **Microsoft Cloud Solutions Provider**
  - Full range of MS cloud products
  - Long-time Microsoft Gold partner
- **Close partnership with SAP**
  - Go to market
  - Building our solutions and operational environments on their latest technologies (Serialisation, TDI)
  - Resellers and implementation partners of their cloud software
- **-Long-time partners with HP**
  - base our automation of business primarily on their technologies
  - We offer their software as SaaS out of NNIT cloud
- **Life sciences specific software vendors**
  - Entimo
  - We build software as a service solutions with them, based on our infrastructure and industrial/implementation competences

Backlog Provides Strong Visibility – Clouds on the Horizon

High visibility growing to more than 70% of annual sales covered by the backlog at beginning of the year – long-term backlog increasing long-term visibility

Backlog for year 1
DKK million

+6%
+10%

31 Dec '12	31 Dec '13	31 Dec '14

+x% *YoY Growth*

Backlog for year 2+3
DKK million

+13%
+14%

| 31 Dec '12 | 31 Dec '13 | 31 Dec '14 |

+x% *YoY Growth*

Backlog as % of Following Year's Revenue
DKK million

66% 74% 75%

| 31 Dec '11 | 31 Dec '12 | 31 Dec '13 |

+x% Backlog as % of Actual Revenue For the Following Year

Cloud impact this in the future

- Move from large long-term outsourcing SLAs toward SLA towers and cloud
- Cloud enables clients to buy capacity on-demand
- Thus long-term visibility will be impacted as lead time is reduced significant

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Summing up: Stability and agility

- Customers require stability and agility

- Regulated industries continue to have high requirements on a.o.
  - data handling
  - datacenter location
  - documentation levels
  - supplier competencies

- Hybrid business models like cloud and tower based sourcing will require increased focus on service orchestration and enabling partner ecosystems, and could impact backlog visibility

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