

NNIT Interim report 9M 2015

17 November 2015

The NNIT Presenting Team



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Agenda

Highlights for first nine month of 2015

Sales and backlog

Financial performance

Outlook for 2015

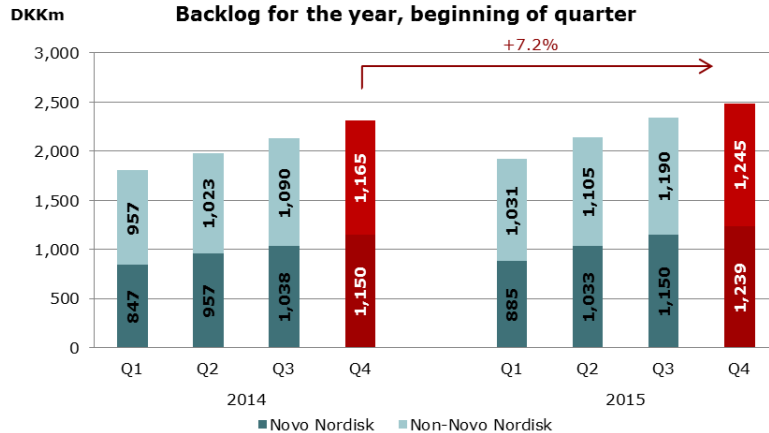
Forward looking statements

This presentation contains forward-looking statements. Words such as 'believe', 'expect', 'may', 'will', 'plan', 'strategy', 'prospect', 'foresee', 'estimate', 'project', 'anticipate', 'can', 'intend', 'outlook', 'guidance', 'target' and other words and terms of similar meaning in connection with any discussion of future operating or financial performance identify forward-looking statements. Statements regarding the future are subject to risks and uncertainties that may result in considerable deviations from the outlook set forth. Furthermore, some of these expectations are based on assumptions regarding future events which may prove incorrect.

First nine months of 2015 at a glance

	Constant currencies	Reported currencies	vs. 9M 2014 (constant curr.)	vs. 9M 2014 (reported curr.)
Revenue	DKK 1,862m	DKK 1,877m	+8.2%	+9.0%
Operating profits	DKK 202m	DKK 177m	+15.3%	+0.7%
Operating profit margin	10.9%	9.4%	+0.7pp	-0.8pp
Net profits		DKK 144m		+4.7%
Order backlog		DKK 2,483m		+7.2%
Free cash flow		DKK 123m		+DKK 19m

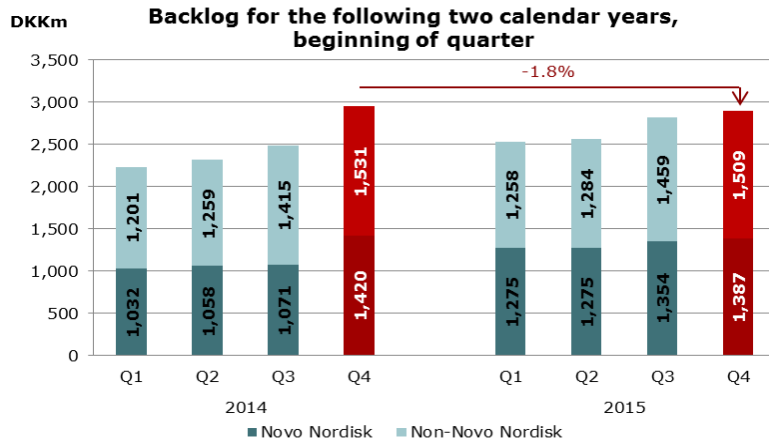
Backlog development



Backlog for 2015 increased 7.2% y-o-y to DKK 2,483m driven by:

- New contracts in public and life sciences segments
- Extension and expansion of infrastructure and support agreements with Novo Nordisk
- Mainly add-on sales to existing clients

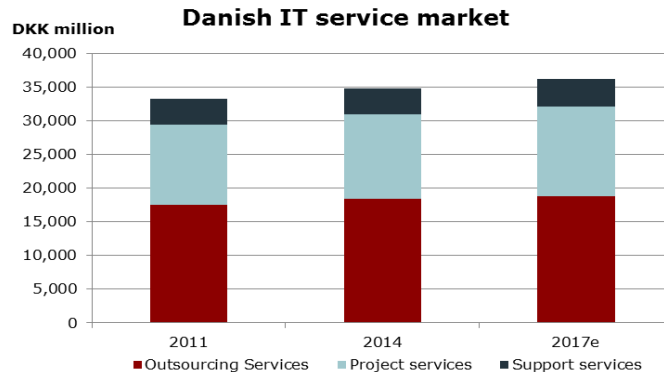
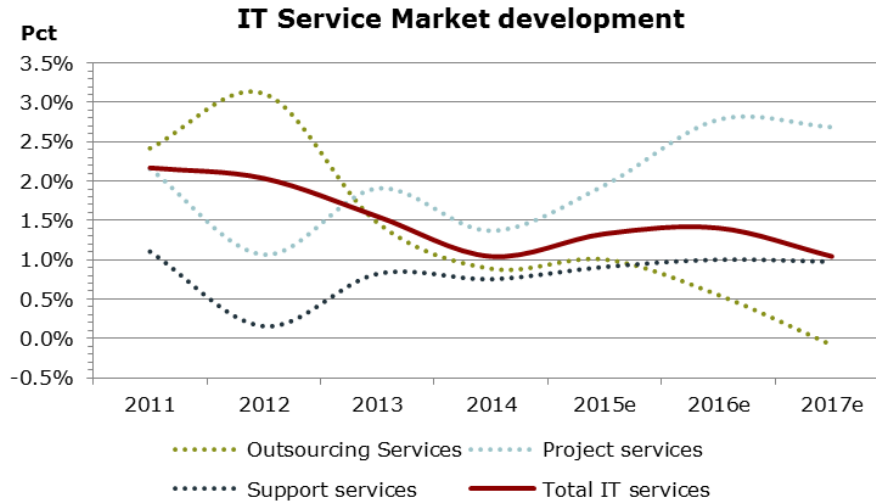
9M 2015 order backlog intake for delivery in 2015 is DKK 567 million



The backlog for 2016 and 2017 decreased 1.8% y-o-y to DKK 2,896m

- Outsourcing contracts expiring in 2017 but not yet renegotiated
- Q3 2014 impacted by extension of major Novo Nordisk infrastructure contracts

Market update



The Danish IT service market grew 1.2% in 2014

- Project services grew by 1.4% to DKK 12.4 billion in 2014
- Outsourcing services grew by 1.2% to 18.5 billion
- Support services grew by 0.8% to DKK 4.0 billion

The expected CAGR 2014-2017 for the Danish IT service market is 1.3%

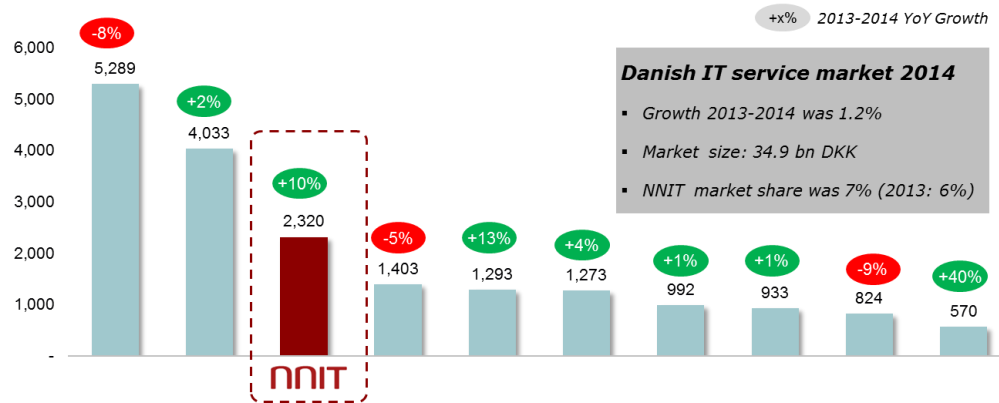
- Project services are expected to grow fastest at 2.5%
- Outsourcing services and support services are expected to grow 0.5% and 1.0% respectively

Source: IDC

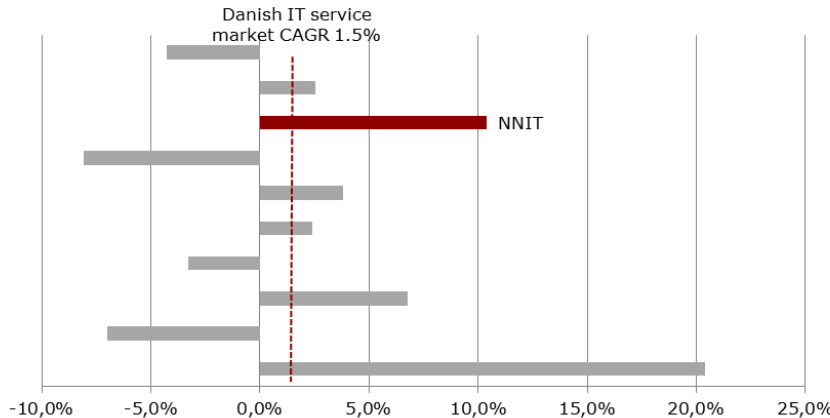


Market update

Danish IT Services Market Development vs. NNIT



Top 10 Danish IT service vendors 2011-14 CAGR



- NNIT continues to gain market shares and now has 6.7% share in the Danish IT service market
- This is an increase of 0.5pp compared to 2013
- The Danish IT service market grew by 1.2% in 2014 and has grown CAGR 1.5% since 2011
- Since 2011 NNIT has increased its market share from 5.2% to 6.7%

Source: IDC



Financial statement first nine month

DKK million	9M 2015 (reported)	9M 2015 (constant*)	9M 2014*	Pct/pp Change (reported)	Pct/pp Change (constant)
Revenue	1,877.4	1,862.1	1,721.6	9.0%	8.2%
Cost of goods sold	1,518.4	1,481.9	1,389.3	9.3%	6.7%
Gross profit	358.9	380.2	332.3	8.0%	14.4%
<i>Gross profit margin</i>	19.1%	20.4%	19.3%	-0.2pp	1.1p
Sales and marketing costs	94.4	92.7	81.7	15.6%	13.5%
Administrative expenses	87.9	85.3	75.2	16.9%	13.4%
Operating profit	176.6	202.2	175.4	0.7%	15.3%
<i>Operating profit margin</i>	9.4%	10.9%	10.2%	-0.8pp	0.7pp
Net financials	3.6	n.a.	0.8	n.a.	n.a.
Profit before tax	180.2	n.a.	176.2	2.3%	n.a.
Tax	36.0	n.a.	38.5	-6.5%	n.a.
<i>Effective tax rate</i>	20.0%	n.a.	21.8%	-1.9pp	n.a.
Net profit	144.3	n.a.	137.8	4.7%	n.a.

*Constant currencies measured using average exchange rates in first 9M of 2014

- Organic revenue growth of 8.2% in constant currencies and 9.0% in reported currencies
- Operating profit margin of 10.9% in constant currencies and 9.4% in reported currencies
- Net financials impacted positively by:
 - Currency hedging, although effect is diminishing, and net adjustment of long-term incentive program from previous years (NN share development diminishing financials) countered by fees of being a listed company
- Effective tax rate of 20.0% partly due to lowering of the Danish corporate tax rate to 23.5%
- Net Profit growth of 4.7%

Segment development

DKKm	Revenue 9M 2015 (reported)	Revenue 9M 2015 (constant*)	Revenue 9M 2014*	Pct Change (reported)	Pct Change (constant)
Life Sciences	1,170.3	1,155.6	1,084.3	7.9%	6.6%
<i>Hereof Novo Nordisk Group</i>	923.9	915.9	882.6	4.7%	3.8%
<i>Hereof other Life Sciences</i>	246.4	239.7	201.7	22.2%	18.8%
Public	283.1	283.1	236.3	19.8%	19.8%
Enterprise	286.8	286.3	283.1	1.3%	1.1%
Finance	137.2	137.2	117.9	16.4%	16.4%
Total	1,877.4	1,862.1	1,721.6	9.0%	8.2%

* Constant currencies measured using average exchange rates in first 9M of 2014

Revenue from Novo Nordisk is affected by discontinuation of re-invoicing of software licenses of around DKK 25m

- Adjusting for this, Novo Nordisk growth was 7.7% (reported) and 6.8% (constant)

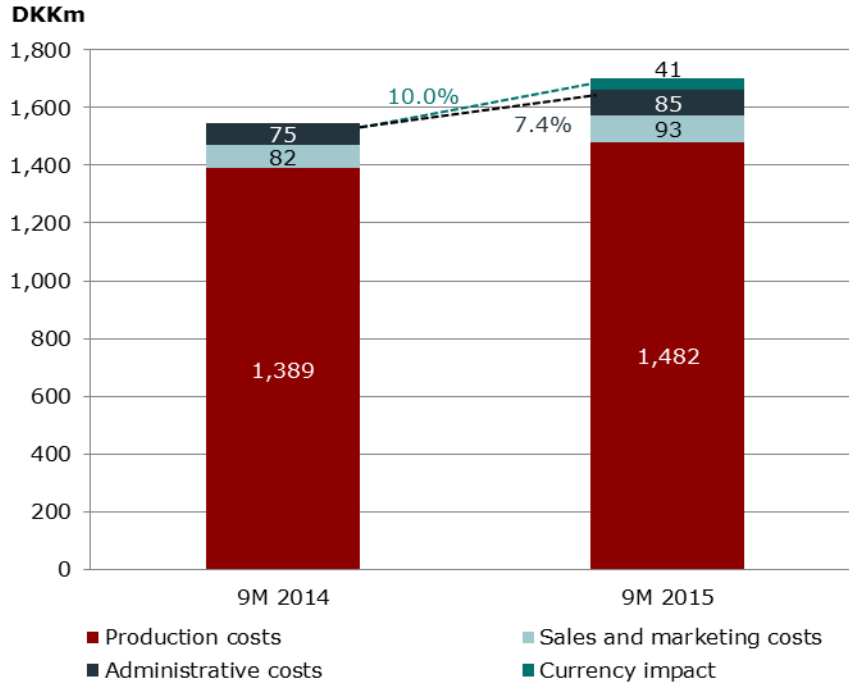
Growth in public is influenced by a reversal of revenue in 9M 2014 of DKK 25m

- Adjusting for this, the growth in public was 8.3% in both reported and constant currencies

Growth in enterprise is influenced by a compensation of a terminated contract in 9M 2014 of around DKK 7m

- Adjusting for this, the growth in public was 3.8%(reported) and 3.6% (constant)

Costs



Total costs DKK 1,701m (10.0%)

Currency headwinds influence costs of NNIT's offshore delivery centers

- 9M 2015 impact DKK 41m

In constant currencies costs increased 7.4%

- Increased employee costs caused by revenue growth
- IPO launch program (starting March 2015)
- Expanded office facilities
- Strengthened international life sciences sale force

Impact from efficiency measure program is limited in 9M 2015. Full effects will take place in 2016

IT Operations

DKK million	9M 2015 (reported)	9M 2015 (constant*)	9M 2014*	Pct/pp Change (reported)	Pct/pp Change (constant*)
Revenue					
Novo Nordisk Group	619.0	612.3	607.0	2.0%	0.9%
Non-Novo Nordisk Group	630.7	629.1	594.8	6.0%	5.8%
Total	1,249.7	1,241.4	1,201.7	4.0%	3.3%
Costs	1,137.4	1,108.0	1,064.3	6.9%	4.1%
Operating profit	112.3	133.4	137.4	-18.3%	-2.9%
<i>Operating profit margin</i>	<i>9.0%</i>	<i>10.7%</i>	<i>11.4%</i>	<i>-2.5pp</i>	<i>-0.7pp</i>

* Constant currencies measured using average exchange rates in first 9M of 2014

Revenue growth of 3.3% in constant currencies and 4.0% in reported currencies

- Revenue is influenced by discontinuation of re-invoicing of software licenses to Novo Nordisk
- Adjusted for this the growth is 5.1% in constant currencies and 6.3% in reported currencies

Operating profit margins decrease 0.7pp to 9.0% in constant currencies and 2.5pp to 9.0% in reported currencies

- Impacted by currency headwinds on deliveries from offshore delivery centers
- Impacted by IT Operations share of costs related to the IPO incentive program, new functions related to being a listed company and one off costs related to the expansion of facilities in Denmark
- Continued focus on efficiency gains as announced at the 6M 2015 release

IT Solutions

DKK million	9M 2015 (reported)	9M 2015 (constant*)	9M 2014*	Pct/pp Change (reported)	Pct/pp Change (constant*)
Revenue					
Novo Nordisk Group	304.9	303.6	275.6	10.6%	10.2%
Non-Novo Nordisk Group	322.8	317.1	244.3	32.1%	29.8%
Total	627.7	620.7	519.9	20.7%	19.4%
Costs	563.3	551.9	481.9	16.9%	14.5%
Operating profit	64.3	68.8	38.0	69.1%	80.9%
<i>Operating profit margin</i>	<i>10.2%</i>	<i>11.1%</i>	<i>7.3%</i>	<i>2.9pp</i>	<i>3.8pp</i>

* Constant currencies measured using average exchange rates in first 9M of 2014

Revenue growth of 19.4% in constant currencies and 20.7% in reported currencies

- Partly influenced by 9M 2014 events (reversal of revenue and compensation for a terminated contract)
- Growth net of these two items is 15.4% in constant currencies and 16.7% in reported currencies

Operating profit margins increase 3.8pp to 11.1% in constant currencies and 2.9pp to 10.2% in reported currencies

- 9M 2014 operating profit margin was unusually low due to the two events described above
- Adjusted for the two above events 9M 2014 operating profit margin was 9.5%

Net Financials

Net financials DKKm	9M 2015	9M 2014	Change
Net gains on Novo Nordisk shares*	3.9	0.2	3.7
Dividends received from Novo Nordisk shares	0.7	1.1	-0.4
Total Novo Nordisk share related items	4.6	1.3	3.2
Currency hedge gains	6.0	2.7	3.3
Currency losses	-2.7	-2.1	-0.6
Total currency related items	3.3	0.6	2.7
Interests and bank charges**	-4.2	-1.1	-3.1
Total interests and bank charges	-4.2	-1.1	-3.1
Net financials	3.6	0.8	2.8

* Market value of Novo Nordisk shares less adjustment of obligation related to long-term incentive programs from previous years. Prior to IPO the regulation was not made on a quarterly basis.

** Includes fees to banks in relation to being a public listed company

Total Currency hedges DKKm	9M 2015	9M 2014	Change
Currency hedge gains in P&L	6.0	2.7	3.3
Currency hedge gains on Equity	-4.2	0.0	-4.2
Total currency hedge gains	1.8	2.7	-0.9

Net financials for 9M 2015 are DKK 3.6m primarily due to:

- Net gains on Novo Nordisk shares held for management long-term incentive program of DKK 3.9m
 - For Q3 2015 the effect is DKK -1.1m
- Gains on currency hedges of DKK 6.0m
 - For Q3 2015 the P&L gain is DKK 0.6m
- Interest and bank charges of DKK -4.2m
 - Fees related to being a publicly listed company as well as guarantee and loan facilities

Currency hedging

- Realized gains on currency hedge contracts for 9M are DKK 6.0m
- Unrealized gains for future periods on currency hedge contracts are DKK -4.2m

Currency development and hedging

vs. DKK	Avg. Rates			Spot rates			9M y-o-y change
	9M 2015	6M 2015	3M 2015	30 Sep '15	30 Jun '15	31 Mar '15	
CHF	702.66	706.19	705.44	683.44	716.45	713.92	14.7%
CNY	106.26	107.51	107.22	104.76	107.55	111.97	18.9%
CZK	27.27	27.11	26.99	27.44	27.37	27.13	0.6%
EUR	745.79	745.58	745.03	745.98	746.04	746.97	0.0%
PHP	14.86	15.01	15.16	14.25	14.78	15.54	19.4%
USD	669.73	668.84	670.40	665.88	666.76	694.27	21.6%
INR	10.54	10.65	10.64	10.15	10.48	11.10	16.2%

vs. DKK	Spot rate		Change
	10 Nov '15	30 Sep '15	
CHF	693.00	683.44	1.4%
CNY	109.51	104.76	4.5%
CZK	27.59	27.44	0.5%
EUR	746.01	745.98	0.0%
PHP	14.74	14.25	3.4%
USD	696.49	665.88	4.6%
INR	10.51	10.15	3.5%

Estimated annual impact on NNIT's operating profit of a 10% increase in the outlined currencies against DKK*		Hedging period (months)
CNY	DKK -17 million	14
EUR	DKK 16 million	-
CZK	DKK -3 million	-
PHP	DKK -3 million	14
CHF	DKK -2 million	-
USD	DKK 0 million	14

Hedging gains and losses do not impact operating profit as they are recognized under net

*The above sensitivities address hypothetical situations and are provided for illustrative

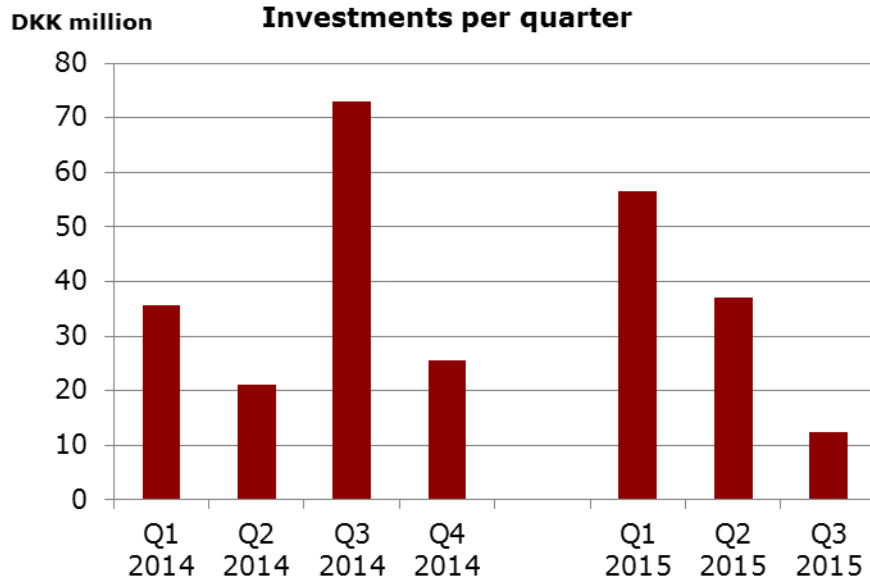
Currencies that NNIT is exposed to are still significantly higher compared to same period last year.

The increases in the exposed currencies have primarily taken place Q3 2014 to Q1 2015, whereas the development in Q2 2015 and Q3 2015 has been somewhat stable.

We have seen an increase in most exposed currencies after 30 September most noticeable the CNY, the PHP and the USD.

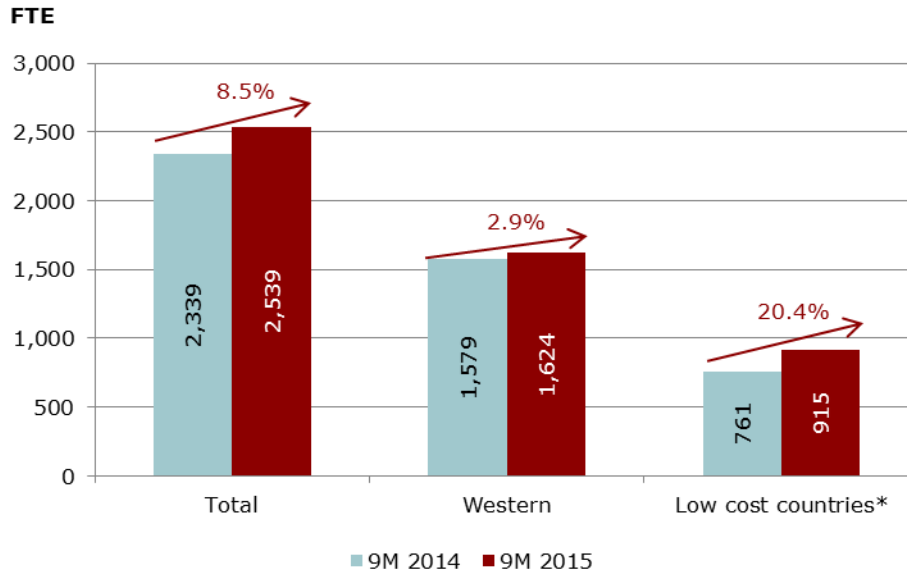
Starting 6 November we have begun hedging the CZK.

Investments



- Investments level in first nine month of 2015 was DKK 106.0m, which is DKK 23.7m lower than first nine months of 2014
- Unchanged expectations to investments for normal operation for full-year 2015
- NNIT is still investigating whether to build a second datacenter or whether to rent additional external capacity. Decision is expected to be taken in the end of 2015

Employee development



*Low cost countries: China, Philippines, Czech Republic

Number of employees increased by 9% to 2,539 FTE end of September 2015

- Since 30 June 2015 manning increased net 25 FTE, 20 of these in low cost countries

Largest growth came in low cost countries

- Increase of 142 FTE (20.4%) compared to end of September 2014

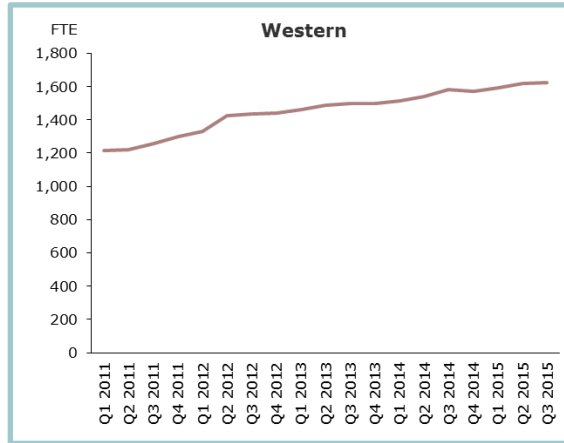
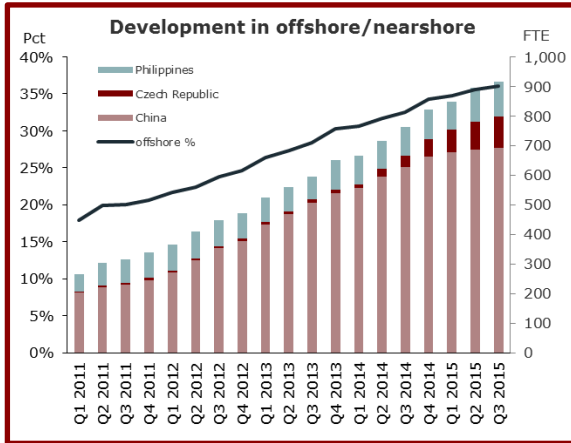
Number of employees in western countries grew 45 FTE (2.9%) based on demand from customers

- Since 30 June 2015 net increase of 5 FTE (0.3%)

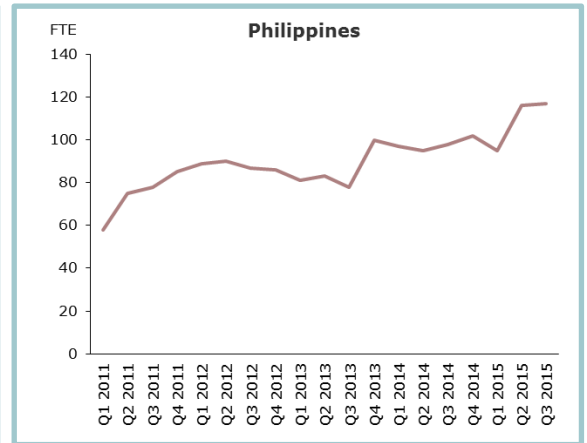
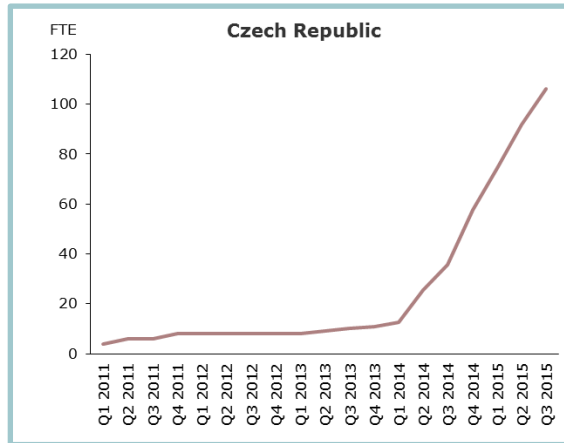
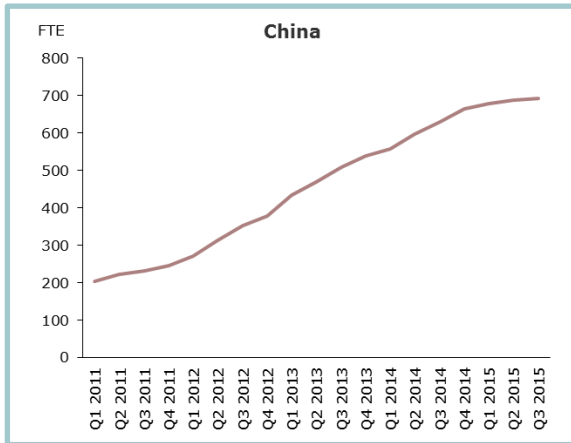
Share of employees in low cost countries grew to 36% end of September 2015

- Increase of 3 percentage-points compared to September 2014

Manning Development



- Offshore ratio increase by approx. 1% per quarter
- Western manning increase due to client demands
- Combined, China and Philippines have grown +20% per year, but recent growth has shifted to Czech Republic
- Czech Republic benefited from being within EU



Balance sheet

Assets DKKm	9M 2015	9M 2014
Intangible assets	29.5	37.4
Tangible assets	406.9	408.0
Deferred tax	33.7	2.2
Other financial assets	28.2	21.6
Total non-current assets	498.3	469.2
Inventories	2.2	1.4
Trade receivables	405.5	381.6
Work in progress	164.2	142.9
Other receivables and pre-payments	82.1	97.1
Tax receivables	0.1	0.0
Shares	44.2	59.6
Cash and cash equivalents	67.4	48.6
Total non-current assets	765.8	731.3
Total assets	1,264.1	1,200.5

Equity and liabilities DKKm	9M 2015	9M 2014
Share capital	250.0	250.0
Treasury shares	-7.5	0.0
Retained earnings	418.5	358.1
Other reserves	4.6	5.7
Total equity	665.6	613.8
Deferred tax	0.0	0.0
Employee benefits	15.3	14.5
Provisions	7.8	4.2
Total non-current liabilities	23.1	18.7
Provisions	6.8	0.0
Prepayments received	56.0	48.4
Trade payables	65.1	121.6
Employee cost payable	273.5	263.6
Bank debt	24.6	0.0
Tax payables	37.5	37.1
Other current liabilities	107.9	97.4
Derivative financial instruments	4.0	0.0
Total current liabilities	575.4	568.0
Total equity and liabilities	1,264.1	1,200.5

Cash flows

Cash flow DKKm	9M 2015	9M 2014
Net profit for the period	144.3	137.8
Reversal of non-cash items	160.1	132.9
Net interest and taxes paid	-20.3	-19.5
Changes in working capital	-45.2	-7.1
Cash flow from operating activities	238.8	244.0
Purchase of tangible assets	-106.0	-129.7
Change in trade payables related to investments	-4.9	1.5
Dividends received	0.7	0.0
Purchase of shares	0.0	-12.1
Payment of deposits	-5.9	-0.2
Cash flow from investing activities	-116.2	-140.4
Dividends paid	-83.7	-290.0
Purchase of treasury shares	-93.8	0.0
Cash flow from financing activities	-177.5	-290.0
Net cash flow	-54.9	-186.4
Free cash flow	122.6	103.6

Net cash flow is negative due to payment of dividends and purchase of treasury shares of DKK 178m, however DKK 132m higher than 9M 2014.

Cash flow from operating activities is DKK 5m lower than 9M due to an unfavorable development in working capital primarily caused by decline in trade payables.

Cash flow from investing activities improved by DKK 24m primarily due to lower investments.

Cash flow from financing activities improved DKK 113m due to 9M 2014 containing two dividend payments (ordinary of DKK 150m, extraordinary of DKK 140m)

Free cash flow was DKK 123m, which is DKK 19m higher than 9M 2014.

Outlook

	Current guidance	Previous guidance
Revenue growth	6-8% at constant currencies Around 0.8pp higher as reported	6-8% at constant currencies Around 0.7pp higher as reported
Operating margin	Around 11% at constant currencies Around 1.3pp lower as reported	Around 11% at constant currencies Around 1.3pp lower as reported
Capex	c.5-6% of total net turnover If NNIT decides to build another data center to support growth, NNIT expects additional capex of around DKK 250 million over a three-year period	c.5-6% of total net turnover If NNIT decides to build another data center to support growth, NNIT expects additional capex of around DKK 250 million over a three-year period

Closing remarks

- Solid overall development in-line with expectations
- Revenue growth for first 9 months is in-line with expectations
- Backlog development continues to support year-end targets
- Currency headwinds continue to impact offshore cost base
- We maintain expectations for year-end

Investor contact information

Upcoming events

24 November 2015: Presentation at ABG Sundal IT seminar, Copenhagen

3 December 2015: Presentation at Danske Bank Markets' Copenhagen Winter Seminar

7 January 2015: Presentation at SEB Nordic Seminar, Copenhagen

Investor contact

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Appendix

Q3 2015

Financial statement Q3 2015

DKK million	Q3 2015 (reported)	Q3 2015 (constant*)	Q3 2014*	Pct/pp Change (reported)	Pct/pp Change (constant)
Revenue	633.0	627.7	587.1	7.8%	6.9%
Cost of goods sold	505.8	494.8	465.4	8.7%	6.3%
Gross profit	127.2	132.9	121.7	4.5%	9.2%
<i>Gross profit margin</i>	20.1%	21.2%	20.7%	-0.6pp	0.4p
Sales and marketing costs	32.3	31.7	28.8	12.2%	10.1%
Administrative expenses	32.6	31.3	27.6	17.7%	13.2%
Operating profit	62.4	70.0	65.3	-4.5%	7.2%
<i>Operating profit margin</i>	9.9%	11.1%	11.1%	-1.3pp	0.0pp
Net financials	-0.8	n.a.	2.0	n.a.	n.a.
Profit before tax	61.5	n.a.	67.3	-8.5%	n.a.
Tax	11.0	n.a.	14.7	-24.8%	n.a.
<i>Effective tax rate</i>	18.0%	n.a.	21.8%	-3.9pp	n.a.
Net profit	50.5	n.a.	52.6	-4.0%	n.a.

*Constant currencies measured using average exchange rates for Q3 2014

- Organic revenue growth of 6.9% in constant currencies and 7.8% in reported currencies
- Operating profit margin of 11.1% in constant currencies and 9.9% in reported currencies
- Net financials decreased by DKK 2.8m due to negative net adjustment of long-term incentive program from previous years (NN share development diminishing financials) and lower gains on currency hedges
- Effective tax rate of 18.0% partly due to lowering of the Danish corporate tax rate to 23.5% as well as adjustment of taxes from previous years of DKK 2.7m
- Net Profit decreased by 4.0%

Segment development Q3 2015

DKKm	Revenue Q3 2015 (reported)	Revenue Q3 2015 (constant*)	Revenue Q3 2014*	Pct Change (reported)	Pct Change (constant)
Life Sciences	400.1	395.0	363.2	10.1%	8.7%
<i>Hereof Novo Nordisk Group</i>	319.8	318.2	297.6	7.5%	6.9%
<i>Hereof other Life Sciences</i>	80.3	76.8	65.7	22.3%	17.0%
Public	89.5	89.5	95.9	-6.7%	-6.7%
Enterprise	97.1	96.9	88.2	10.0%	9.8%
Finance	46.4	46.4	39.7	16.7%	16.7%
Total	633.0	627.7	587.1	7.8%	6.9%

* Constant currencies measured using average exchange rates for Q3 2014

Revenue from Novo Nordisk is affected by discontinuation of re-invoicing of software licenses of around DKK 8m

- Adjusting for this, Novo Nordisk growth was 10.4% (reported) and 9.8% (constant)

Growth in Life Sciences outside Novo Nordisk was 22.3% (reported) and 17.0% (constant) coming from both Danish and international life sciences customers

Growth in Public was -6.7% due to lower project activity in Q3 2015 compared with Q3 2014

Growth in Enterprise was 10.0% (reported) and 9.8% (constant) primarily driven by existing customers

Growth from Finance was 16.7% due to expansion of contracts with existing customers

IT Operations Q3 2015

DKK million	Q3 2015 (reported)	Q3 2015 (constant*)	Q3 2014*	Pct/pp Change (reported)	Pct/pp Change (constant*)
Revenue					
Novo Nordisk Group	216.0	214.5	206.0	4.8%	4.1%
Non-Novo Nordisk Group	210.3	209.5	201.5	4.4%	4.0%
Total	426.3	424.0	407.5	4.6%	4.1%
Costs	381.7	372.5	361.0	5.7%	3.2%
Operating profit	44.5	51.6	46.5	-4.2%	10.9%
<i>Operating profit margin</i>	<i>10.4%</i>	<i>12.2%</i>	<i>11.4%</i>	<i>-1.0pp</i>	<i>0.8pp</i>

* Constant currencies measured using average exchange rates for Q3 2014

Revenue growth of 4.1% in constant currencies and 4.6% in reported currencies

- Revenue is influenced by discontinuation of re-invoicing of software licenses to Novo Nordisk
- Adjusted for this the growth is 6.1% in constant currencies and 6.7% in reported currencies

Operating profit margins increase 0.8pp to 12.2% in constant currencies and decrease 1.0pp to 10.4% in reported currencies

- Impacted by currency headwinds on deliveries from offshore delivery centers
- Impacted by IT Operations share of costs related to the IPO incentive program, new functions related to being a listed company and one-off costs related to the expansion of facilities in Denmark
- Continued focus on efficiency gains as announced at the 6M 2015 release

IT Solutions Q3 2015

DKK million	Q3 2015 (reported)	Q3 2015 (constant*)	Q3 2014*	Pct/pp Change (reported)	Pct/pp Change (constant*)
Revenue					
Novo Nordisk Group	103.8	103.6	91.5	13.4%	13.2%
Non-Novo Nordisk Group	102.9	100.1	88.0	16.9%	13.7%
Total	206.7	203.7	179.6	15.1%	13.4%
Costs	188.9	185.3	160.8	17.5%	15.2%
Operating profit	17.8	18.4	18.8	-5.1%	-2.1%
<i>Operating profit margin</i>	8.6%	9.0%	10.5%	-1.8pp	-1.4pp

* Constant currencies measured using average exchange rates for Q3 2014

Revenue growth of 13.4% in constant currencies and 17.5% in reported currency

Operating profit margins decrease 1.4pp to 9.0% in constant currencies and 1.8pp to 8.6% in reported currencies

- Impacted by currency headwinds on deliveries from offshore delivery centers
- Impacted by IT Solutions share of costs related to the IPO incentive program, new functions related to being a listed company and one-off costs related to the expansion of facilities in Denmark