# Company announcement 15/2015 Søborg/Copenhagen, 12 May 2015

# Financial report for Q1 2015

# Organic revenue growth of 10.4% and an operating profit margin of 11.6% in constant currencies

# **Performance highlights**

- Revenue increased by 10.4% in constant currencies (11.5% in reported currencies to DKK 615m). Q1 2014 was negatively impacted by a number of one-time events, adjusted for these the underlying growth was 8.7%
- Operating profit margin of 11.6% in constant currencies (10.3% in reported currencies)
- Net profit increased by 31% to DKK 58m in reported currencies due to higher operating profit, value adjustment of Novo Nordisk shares and the obligations related to long-term incentive programs from previous years and gain on currency hedges for Q1 2015
- Order backlog for 2015 increased by 8.0% compared with the backlog for 2014 at the same time last year
- Outlook for 2015 in constant currencies is maintained:
  - Organic revenue is forecasted to grow 5-8% in constant currencies, and revenue growth in reported terms is expected to be 0.8pp higher based on current exchange rates.
  - Operating profit margin is forecasted to be around 11% in constant currencies, whereas operating profit margin in reported terms is expected to be around 1.4pp lower based on current exchange rates

Per Kogut, CEO: "We are pleased that 2015 is progressing according to plan with a solid organic revenue growth in the first quarter of 10.4% and an operating profit margin of 11.6% in constant currencies. It is also encouraging that we have seen strong growth from our non-Novo Nordisk life sciences customers in Europe and public customers in Denmark."

# **Financial Overview**

DKK million	Q1 2015 (reported)	Q1 2015 (constant)*	Q1 2014 (Avg 14)*	Pct./pp Change (reported)	Pct./pp Change (constant)
Revenue	615	610	552	11.5%	10.4%
Gross margin	19.6%	20.9%	19.8%	-0.1pp	1.1pp
Operating profit	63	71	57	11.2%	24.5%
Operating profit margin	10.3%	11.6%	10.3%	0.0pp	1.3pp
Net profit	58	61	44	31.2%	37.0%
Investments	56	56	36	58.0%	58.0%
Free cash flow	35	35	-11	N/A	N/A
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<sup>\*</sup>Constant currencies measured using average exchange rates for Q1 2014.



# **Guidance 2015**

Investments / Revenue\*\*\*

	Guidance for 2015	Previous guidance	Long-term targets
Revenue growth In constant currencies*	5-8%	5-8%	<u>≥</u> 5%
as reported**	Around 0.8pp higher	Around 0.6pp higher	-
Operating profit margin In constant currencies*	Around 11%	Around 11%	> 100/-
In constant currencies*	Around 11%	Around 11%	<u>≥</u> 10%
as reported**	Around 1.4pp lower	Around 1.2pp lower	-

5-6%

Guidance for 2015

5-6%

5-6%

<sup>\*</sup>Constant currencies measured using average 2014 exchange rates.

\*\*Based on exchange rates as of May 6, 2015 as illustrated under key currency assumptions on page 14.

\*\*\*Investments for re-investments and new client investments in the near term are expected to be 5-6 percent of total revenue. If NNIT decides to build another data center to support growth, NNIT expects additional investments of around DKK 250 million over a three-year period.

#### **About NNIT**

NNIT A/S is one of Denmark's leading IT service providers and consultancies. NNIT A/S offers a wide range of IT services and solutions to its customers, primarily in the life sciences sector in Denmark and internationally and to customers in the public, enterprise and finance sectors in Denmark. As of December 31, 2014, NNIT A/S had more than 2,400 employees.

For more information please visit www.nnit.com.

#### **Conference call details**

NNIT will host a teleconference May 12 at 10:30 CET about the financial report for Q1 2015. Please visit the NNIT webpage at <a href="https://www.nnit.com">www.nnit.com</a> to access the teleconference, which can be found under 'Investors – Downloads'. Presentation material will be available on the website approximately one hour prior to the start of the presentation.

Conference call details

Webcast link: http://edge.media-server.com/m/p/i5k3erce

Participant telephone

Numbers: Confirmation code 5192611

Participants, Local - London, United Kingdom: +44(0)20 3427 1916
Participants, Local - New York, United States of America: +1 646 254 3362
Participants, Local - Paris, France: +33(0)1 76 77 22 22
Participants, Local - Copenhagen, Denmark: +45 3271 1659
Participants, Local - Stockholm, Sweden: +46(0)8 5051 3793
Participants, Local - Frankfurt, Germany: +49(0)69 2222 10627

### **Financial Calendar**

August 21, 2015 Financial statement for the first half year of 2015 November 17, 2015 Financial statement for the first nine months of 2015

# **Forward-looking statements**

This announcement 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.

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# Financial figures and highlights

Financial performance   Revenue   Life Sciences   378.2   360.5   Hereof Novo Nordisk Group   296.6   297.0   Hereof other Life Sciences   81.6   63.5   Public   101.1   55.1   Enterprise   90.4   97.2   Finance   45.6   39.2   Revenue by customer group   615.3   552.0   IT Operation Services   407.6   396.1   IT Solution Services   207.8   155.9   Revenue by business area   615.3   552.0	
Revenue   Life Sciences   378.2   360.5   Hereof Novo Nordisk Group   296.6   297.0   Hereof other Life Sciences   81.6   63.5   Public   101.1   55.1   Enterprise   90.4   97.2   Finance   45.6   39.2   Revenue by customer group   615.3   552.0   IT Operation Services   407.6   396.1   IT Solution Services   207.8   155.9   Revenue by business area   615.3   552.0	
Hereof Novo Nordisk Group       296.6       297.0         Hereof other Life Sciences       81.6       63.5         Public       101.1       55.1         Enterprise       90.4       97.2         Finance       45.6       39.2         Revenue by customer group       615.3       552.0         IT Operation Services       407.6       396.1         IT Solution Services       207.8       155.9         Revenue by business area       615.3       552.0         Depreciations and amortizations       34.4       28.1         Operating profit (EBIT)       63.3       56.9         EBITDA       97.7       85.0         Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share¹       Earnings per share¹       2.32       1.77	
Hereof other Life Sciences       81.6       63.5         Public       101.1       55.1         Enterprise       90.4       97.2         Finance       45.6       39.2         Revenue by customer group       615.3       552.0         IT Operation Services       407.6       396.1         IT Solution Services       207.8       155.9         Revenue by business area       615.3       552.0         Depreciations and amortizations       34.4       28.1         Operating profit (EBIT)       63.3       56.9         EBITDA       97.7       85.0         Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share 1         Earnings per share 2       1.77	1,546.8
Public       101.1       55.1         Enterprise       90.4       97.2         Finance       45.6       39.2         Revenue by customer group       615.3       552.0         IT Operation Services       407.6       396.1         IT Solution Services       207.8       155.9         Revenue by business area       615.3       552.0         Depreciations and amortizations       34.4       28.1         Operating profit (EBIT)       63.3       56.9         EBITDA       97.7       85.0         Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share (DKK)       2.32       1.77	1,260.3
Enterprise       90.4       97.2         Finance       45.6       39.2         Revenue by customer group       615.3       552.0         IT Operation Services       407.6       396.1         IT Solution Services       207.8       155.9         Revenue by business area       615.3       552.0         Depreciations and amortizations       34.4       28.1         Operating profit (EBIT)       63.3       56.9         EBITDA       97.7       85.0         Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share 1       Earnings per share (DKK)       2.32       1.77	286.6
Finance       45.6       39.2         Revenue by customer group       615.3       552.0         IT Operation Services       407.6       396.1         IT Solution Services       207.8       155.9         Revenue by business area       615.3       552.0         Depreciations and amortizations       34.4       28.1         Operating profit (EBIT)       63.3       56.9         EBITDA       97.7       85.0         Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share 1       Earnings per share (DKK)       2.32       1.77	326.1
Revenue by customer group       615.3       552.0         IT Operation Services       407.6       396.1         IT Solution Services       207.8       155.9         Revenue by business area       615.3       552.0         Depreciations and amortizations       34.4       28.1         Operating profit (EBIT)       63.3       56.9         EBITDA       97.7       85.0         Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share 1       Earnings per share (DKK)       2.32       1.77	371.3
IT Operation Services	166.3
IT Solution Services       207.8       155.9         Revenue by business area       615.3       552.0         Depreciations and amortizations         Operating profit (EBIT)       63.3       56.9         EBITDA       97.7       85.0         Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share¹         Earnings per share (DKK)       2.32       1.77	2,410.4
Revenue by business area       615.3       552.0         Depreciations and amortizations       34.4       28.1         Operating profit (EBIT)       63.3       56.9         EBITDA       97.7       85.0         Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share¹       Earnings per share (DKK)       2.32       1.77	1,667.1
Depreciations and amortizations       34.4       28.1         Operating profit (EBIT)       63.3       56.9         EBITDA       97.7       85.0         Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share¹       Earnings per share (DKK)       2.32       1.77	743.3
Operating profit (EBIT)       63.3       56.9         EBITDA       97.7       85.0         Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share 1       2.32       1.77	2,410.4
EBITDA 97.7 85.0  Net financials 10.2 -0.3  Net profit 58.1 44.3  Equity 579.2 669.3  Free cash flow 34.8 -11.4  Total assets 1,235.1 1,157.8  Investments in tangible and intangible assets 56.5 35.8  Dividends paid 83.7 140.0  Earnings per share 1  Earnings per share (DKK) 2.32 1.77	124.0
Net financials       10.2       -0.3         Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share¹       2.32       1.77	265.3
Net profit       58.1       44.3         Equity       579.2       669.3         Free cash flow       34.8       -11.4         Total assets       1,235.1       1,157.8         Investments in tangible and intangible assets       56.5       35.8         Dividends paid       83.7       140.0         Earnings per share¹       2.32       1.77	389.4
Equity 579.2 669.3 Free cash flow 34.8 -11.4 Total assets 1,235.1 1,157.8 Investments in tangible and intangible assets 56.5 35.8 Dividends paid 83.7 140.0  Earnings per share 1 Earnings per share (DKK) 2.32 1.77	2.4
Free cash flow 34.8 -11.4 Total assets 1,235.1 1,157.8 Investments in tangible and intangible assets 56.5 35.8 Dividends paid 83.7 140.0  Earnings per share¹ Earnings per share (DKK) 2.32 1.77	209.3
Free cash flow Total assets Investments in tangible and intangible assets Dividends paid  Earnings per share Earnings per share (DKK)  34.8 1,235.1 1,157.8 1,235.1 1,157.8 35.8 83.7 140.0	684.3
Total assets Investments in tangible and intangible assets Dividends paid  Earnings per share Earnings per share (DKK)  1,235.1 1,157.8 35.8 35.8 140.0	152.7
Investments in tangible and intangible assets  Dividends paid  Earnings per share¹ Earnings per share (DKK)  2.32  1.77	1,282.4
Earnings per share 1 Earnings per share (DKK)  2.32  140.0	155.2
Earnings per share 1 Earnings per share (DKK) 2.32 1.77	290.0
Earnings per share (DKK) 2.32 1.77	230.0
Diluted earnings per share (DKK) 2.40 1.77	8.37
	8.37
Employees	
Average number of full-time employees 2,424 2,167	2,276
Financial ratios	11.00/
Operating profit margin 10.3% 10.3%	11.0%
EBITDA margin 15.4%  Gross profit margin 19.6% 19.8%	16.2% 19.9%
Return on equity (MAT) 19.6% 31.3%	28.9%
Solvency ratio 46.9% 57.8%	53.4%
Effective tax rate 21.0% 21.8%	21.8%
Long-term financial metrics	
Operating profit margin 10.3%	11.0%
Revenue growth 11.5% 10.5%	9.3%
Return on invested capital (ROIC) <sup>2</sup> 41.9% 33.0%	39.9%
Cash to earnings 89.1% 104.6%	72.9%
Cash to earnings (three-year average) 61.1% 36.6%	45.0%
Additional numbers <sup>3</sup>	
Order entry backlog for the current year 2,138.1 1,980.4	
Order entry backlog for the following years 2+3 <sup>4</sup> 2,558.8 2,316.9	_

<sup>1)</sup> In Q3 2014 NNIT increased its share capital from a nominal value of DKK 1 million to a nominal value of DKK 250 million. Additionally, a stock split was carried out in which the nominal value of NNIT shares was changed from DKK 1,000 to DKK 1 each or multiples thereof and the shares are issued with a nominel value of DKK 10 each as a multiple of the nominel value of DKK 1. Comparison figures are recalculated.

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<sup>2)</sup> Net profit/Average invested capital.

<sup>3)</sup> Backlog represents anticipated revenue from contracts or orders executed but not yet completed or performed in full, and the revenue that is expected to be recognized in the future.

<sup>4)</sup> Year 2+3 represents 2016 and 2017 in the Q1 2015 column and 2015 and 2016 in the Q1 2014 column etc.

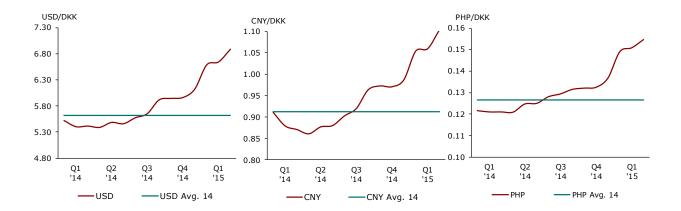


# **Currency development**

NNIT is exposed to a number of currencies with the largest net exposure coming from the Chinese yuan, the Euro, the Philippine peso, the Czech Koruna, the US dollar and the Swiss franc.

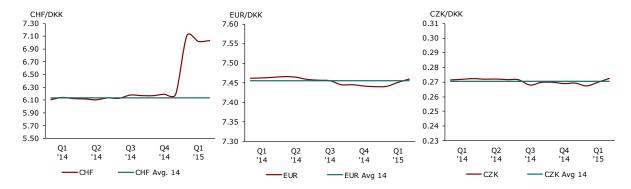
Since January 2014 the US dollar has appreciated approximately 25% versus the Euro and Danish kroner. 16% of the appreciation has taken place in the period since November 2014.

Danish kroner is pegged to the Euro while the Chinese yuan and the Philippine peso generally follow the development of the US dollar. Thus both the Chinese yuan (21% since January 2014 and 14% since November 2014) and the Philippine peso (27% since January 2014 and 17% since November 2014) have appreciated versus Danish kroner as illustrated below.



In the same period both the Euro and the Czech koruna have been virtually unchanged versus Danish kroner.

The Swiss franc has for a longer period had a set peg of CHF/EUR 1.20, however in January 2015 the Swiss Central Bank abandoned the peg and the Swiss franc appreciated almost 20% on one single day.



NNIT has a net cost exposure in the Chinese yuan, the Philippine peso, the Swiss franc the US dollar and therefore the appreciation of these currencies versus Danish kroner has had a negative impact on reported operating profit and a positive impact on NNIT's reported revenue.



Being a part of the Novo Nordisk Group, NNIT has in the past been part of the overall Novo Nordisk hedging policy and no hedging has taken place on NNIT company level.

In Q4 2014 NNIT hedged its net currency exposure for the first quarter of 2015 using the US dollar as a proxy. Since the end of January 2015 NNIT has hedged 90% of net exposure in Chinese yuan (CNY hedged with CNH), Philippine peso (PHP proxy hedged with USD) and US dollar for the coming 12 months. From April 20, 2015 NNIT has entered into hedging agreements 14 months ahead.

## **Performance overview**

DKK million	Q1 2015 (reported)	Q1 2015 (constant*)	Q1 2014 (Avg 14*)	Pct/pp Change (reported)	Pct/pp Change (constant)
Revenue	615.3	609.6	552.0	11.5%	10.4%
Cost of goods sold	494.5	482.4	443.0	11.6%	8.9%
Gross profit	120.8	127.2	109.0	10.8%	16.7%
Gross profit margin	19.6%	20.9%	19.8%	-0.1pp	1.1pp
Sales and marketing costs	29.9	29.4	28.4	5.2%	3.5%
Administrative expenses	27.6	26.9	23.7	16.4%	13.7%
Operating profit	63.3	70.9	56.9	11.2%	24.5%
Operating profit margin	10.3%	11.6%	10.3%	0.0pp	1.3pp
Net financials	10.2	5.9	-0.3	N/A	N/A
Profit before tax	73.6	76.8	56.7	29.8%	35.6%
Tax	15.4	16.1	12.4	24.9%	30.4%
Effective tax rate	21.0%	21.0%	21.8%	-0.8pp	-0.8pp
Net profit	58.1	60.7	44.3	31.2%	37.0%

<sup>\*</sup>Constant currencies measured using average exchange rates for Q1 2014.

Revenue in Q1 2015 increased by 10.4% in constant currencies and 11.5% in reported currencies compared with Q1 2014. Certain one time events such as reversal of revenue on a disputed contract, compensation for a terminated contract and reinvoicing of licenses to the Novo Nordisk Group had a net negative impact on revenue in Q1 2014 of 1.7pp. Consequently the underlying growth was 8.7% in constant currencies. Cost of goods sold increased by 8.9% in constant currencies and 11.6% in reported currencies. The increase in cost of goods sold in constant currencies was impacted by increased revenue, cost of the IPO incentive program and one off costs related to the expansion of facilities at the end of Q1 in Denmark. Cost of goods sold in reporting currencies is impacted by the increase in key exchange rates of the sourcing locations in China and Philippines as well as by increase of costs of software/hardware purchases in US dollar.

Accordingly gross profit margin increased by 1.1pp in constant currencies whereas it decreased by 0.1pp in reported currencies.

Sales and marketing costs increased by 3.5% in constant currencies and 5.2% in reported currencies, primarily due to a strengthening of the sales force to support future growth especially within international life sciences.

Administrative expenses increased by 13.7% in constant currencies and 16.4% in reported currencies, primarily due to costs of the IPO incentive program as well as additional costs relating to being a listing company such as treasury, investor relations and legal compliance functions.

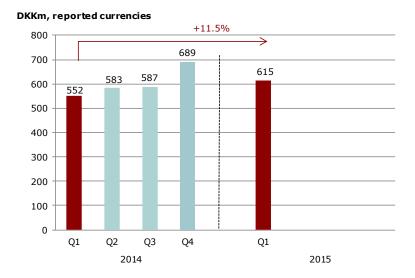


Operating profit increased by 24.5% in constant currencies and 11.2% in reported currencies to DKK 63.3m due to the increase in revenue corresponding to an operating profit margin of 10.3% in reported currencies in line with Q1 2014. In constant currencies operating profit margin increased with 1.3pp to 11.6%.

Net financials improved by DKK 10.5m to DKK 10.2m primarily due to net fair value adjustment of Novo Nordisk shares and the obligations related to long-term incentive programs from previous years (DKK 6.6m, net) and gains on currency hedges (DKK 4.3m) for Q1 2015. The decrease in the tax rate is due to the gradual lowering of the corporate tax rate in Denmark.

#### Revenue

In Q1 2015 revenue increased by 10.4% in constant currencies and 11.5% in reported currencies to DKK 615m compared with Q1 2014.



#### Revenue distribution:

	Q1 2015	Q1 2015	Q1 2014	Pct Change	Pct Change
DKKm	(reported)	(constant*)	(Avg 14*)	(reported)	(constant)
Life Sciences	378.2	372.4	360.5	4.9%	3.3%
Hereof Novo Nordisk Group	296.6	291.9	297.0	-0.1%	-1.7%
Hereof other Life Sciences	81.6	80.5	63.5	28.4%	26.7%
Public	101.1	101.1	55.1	83.6%	83.6%
Enterprise	90.4	90.4	97.2	-7.0%	-7.0%
Finance	45.6	45.6	39.2	16.5%	16.5%
Total	615.3	609.6	552.0	11.5%	10.4%
Non-Novo Nordisk Group	318.7	317.7	255.0	25.0%	24.6%
Novo Nordisk Group	296.6	291.9	297.0	-0.1%	-1.7%
Total	615.3	609.6	552.0	11.5%	10.4%
IT Operation Services	407.6	403.7	396.1	2.9%	1.9%
IT Solution Services	207.8	205.9	155.9	33.2%	32.0%
Total	615.3	609.6	552.0	11.5%	10.4%

<sup>\*</sup>Constant currencies measured using average exchange rates for Q1 2014.

In Q1 2015 revenue from the life sciences customer group increased by DKK 11.9m corresponding to 3.3% in constant currencies and 4.9% in reported currencies. The increase was driven by an increase of DKK 17.0m corresponding to 26.7% in constant



currencies and 28.4% in reported currencies from non-Novo Nordisk life sciences customers. Revenue from the Novo Nordisk Group was affected by the discontinuation of re-invoicing of software licenses. Adjusting for this discontinuation of re-invoicing the growth in revenue from the Novo Nordisk Group was 1.5% in constant currencies and 3.1% in reported currencies. The discontinuation has no effect on operating profit.

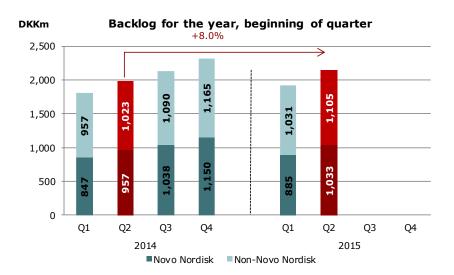
Revenue from the public customer group increased by DKK 46.0m (83.6%) in both constant and reported currencies due to several new contracts in the last three quarters of 2014. Q1 2014 was also influenced by a DKK 25m reversal of revenue on a disputed contract and adjusted for this the revenue growth was 26.3%.

Revenue from the enterprise customer group decreased by DKK 6.8m in Q1 2015 compared to Q1 2014 (-7.0%) in both constant and reported currencies. Q1 2014 was impacted by compensation to NNIT for a contract termination by a customer. Adjusted for this compensation, revenue in Q1 2015 was in line with revenue in Q1 2014.

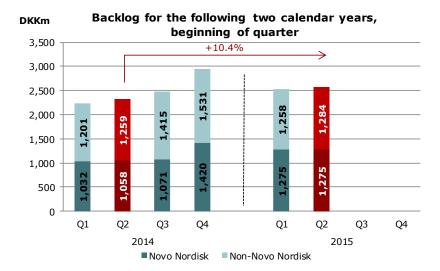
Revenue from the finance customer group increased by DKK 6.4m (16.5%) in both constant and reported currencies primarily due to expansion of existing customer contracts.

The share of NNIT's revenue from customers outside the Novo Nordisk Group in Q1 2015 reached 51.8% compared to 46.2% in Q1 2014 in reported currencies.

## Order backlog







NNIT's order backlog at the beginning of Q2 for 2015 amounted to DKK 2,138m, which is an increase of 8.0% compared with the backlog for 2014 at the same time last year. The increase is primarily due to new contracts with customers in the public and life sciences customer groups as well as extensions/expansions of infrastructure and support contracts with the Novo Nordisk Group and two customers in the finance customer group.

At the beginning of Q2 2015 the order backlog for 2016 and 2017 was 10.4% higher than for 2015 and 2016 at the same time last year. This increase supports NNIT's long-term target of revenue growth of at least 5% per year.

#### **Costs**

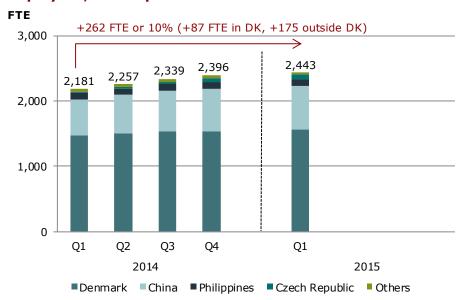




In Q1 2015 total costs increased by 11.5% in reported currencies compared with Q1 2014. The cost increase is primarily due to the costs of being a listed company including costs of the IPO incentive program and one time costs of expanding office facilities in Denmark as well as a strengthening of the sales force to support future growth especially within international life sciences. Currency headwind from primarily Chinese yuan had a negative impact on costs of 2.5%. In constant currencies costs increased by 8.8%.



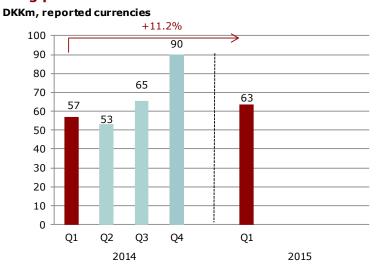
# Employees, end of period



In Q1 2015 the number of employees increased by 262 FTE or 10.0% compared with Q1 2014. Around two thirds of the FTE growth was outside Denmark, in line with the long-term strategy, primarily in China (121 FTEs) and Prague (62 FTEs).

NNIT has in Q1 2015 as planned established a subsidiary in the United Kingdom.

# **Operating profit**



In Q1 2015 operating profit increased by 24.5% in constant currencies and 11.2% in reported currencies compared with Q1 2014. This lead to an operating profit margin of 10.3% in reported currencies in Q1 2015, which is in line with Q1 2014. In constant currencies operating profit margin increased by 1.3pp to 11.6%.

#### **Net profit**

Net financials improved by DKK 10.5m to DKK 10.2m, primarily due to net fair value adjustment of Novo Nordisk shares and the obligations related to long-term incentive programs from previous years (DKK 6.6m, net) and gains on currency hedges (DKK



4.3m) for Q1 2015. Taxes for Q1 2015 were DKK 15.4m, which is an increase of DKK 3.0m compared with Q1 2014, due to higher profit before taxes partly countered by a lower effective tax rate due to the reduction of the Danish corporate taxrate from 24.5% to 23.5%. Net profit was DKK 58m for Q1 2015, representing an increase of 31% compared with Q1 2014.

## **Balance sheet**

NNIT's total assets, as of March 31, 2015 were DKK 1,235m compared with DKK 1,158m as of March 31, 2014. The increase was primarily due to investments in hardware etc.

Net financial cash position decreased as planned by DKK 129m compared with Q1 2014 to a net debt position of DKK 45m in Q1 2015, mainly due to payment of extraordinary interim dividend of DKK 150m in September 2014, payment of ordinary dividend of DKK 84m in February 2015 and the acquisition of NNIT shares of DKK 94 million in March 2015 in connection with the IPO incentive program. This is partly countered by the net profits from operating activities throughout the past year.

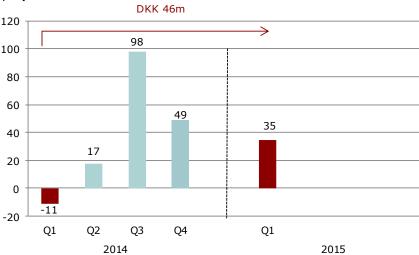
Equity was DKK 579m, as of March 31, 2015, which is a decrease of DKK 90m, compared with March 31, 2014 due to payment of dividends and the acquisition of NNIT shares partly countered by the net profits from the operating activities in the last 12 months.

#### **Investments**

Investments in Q1 2015 amounted to DKK 56m compared with DKK 36m in Q1 2014. The increase is mainly related to investments in hardware in connection with new and existing outsourcing contracts executed in Q1 2015.

### Free cash flow





Free cash flow in Q1 2015 was DKK 35m, which is a DKK 46m higher than Q1 2014, primarily driven by a timing difference in payments received from Novo Nordisk related to software licenses, which NNIT invoices to Novo Nordisk users on behalf of Novo Nordisk Group.

#### **Business areas**

#### **IT Operation Services**

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Østmarken 3A 2860 Søborg Denmark



DKK million	Q1 2015 (reported)	Q1 2015 (constant*)	Q1 2014 (Avg 14*)	Pct/pp Change (reported)	Pct/pp Change (constant)
Revenue					
Novo Nordisk Group	196.6	192.9	205.4	-4.3%	-6.1%
Non-Novo Nordisk Group	210.9	210.8	190.7	10.6%	10.6%
Total	407.6	403.7	396.1	2.9%	1.9%
Costs	367.3	357.6	341.3	7.6%	4.8%
Operating profit	40.3	46.2	54.8	-26.5%	-15.8%
Operating profit margin	9.9%	11.4%	13.8%	-4.0pp	-2.4pp

<sup>\*</sup>Constant currencies measured using average exchange rates in Q1 2014.

#### **IT Solution Services**

DKK million	Q1 2015 (reported)	Q1 2015 (constant*)	Q1 2014 (Avg 14*)	Pct/pp Change (reported)	Pct/pp Change (constant)
Revenue	'				
Novo Nordisk Group	100.0	99.0	91.6	9.1%	8.1%
Non-Novo Nordisk Group	107.8	106.8	64.3	67.6%	66.1%
Total	207.8	205.9	155.9	33.2%	32.0%
Costs	184.7	181.1	153.8	20.1%	17.8%
Operating profit	23.0	24.7	2.1	N/A	N/A
Operating profit margin	11.1%	12.0%	1.4%	9.7pp	10.7pp
·					

<sup>\*</sup>Constant currencies measured using average exchange rates in Q1 2014.

**IT Operation Services** revenue increased by 1.9% in constant currencies in Q1 2015 compared with Q1 2014 and 2.9% in reported currencies. Revenue from the Novo Nordisk Group is affected by discontinuation of re-invoicing of software licenses. Adjusting for this discontinuation the growth in revenue was 4.4% in constant currencies and 5.4% in reported currencies. The discontinuation has no effect on operating profit.

Operating profit decreased by 15.8% in constant currencies and 26.5% in reported currencies. This lead to an operating profit margin of 11.4% in constant currencies and 9.9% in reported currencies.

**IT Solution Services** revenue increased by 32.0% in constant currencies in Q1 2015 compared with Q1 2014 and 33.2% in reported currencies. Certain one time events such as reversal of revenue on a disputed contract and compensation for a terminated contract had a net negative impact on revenue in Q1 2014 of 13.9pp. Adjusting for one-time events the growth in revenue was 18.2% in constant currencies and 19.3% in reported currencies. The revenue increase is primarily driven by new customers in the life sciences and public customer groups.

Operating profit increased to DKK 23m in reported currencies leading to an operating profit margin of 11.1% in reported currencies.

#### **Events after balance sheet date**

There have been no events after the balance sheet date that have had a significant impact on the assessment of NNIT's financial position as of March 31, 2015.



## **Outlook for 2015**

Our outlook for 2015 is based on Q1 2015 results, the increase in order backlog for 2015 and expected revenue from our pipeline of potential orders. At the end of Q1 2015 the backlog for 2015 was DKK 2,138m.

The expectations are based on a number of important assumptions, including that relevant macroeconomic trends will not significantly change business conditions for NNIT during 2015, business performance, customer and competitor actions will remain stable and that currency exchange rates, especially the Chinese yuan, Euro, Czech koruna, Philippine peso, US dollar and the Swiss franc, will remain at the current levels versus Danish kroner (as of May 6, 2015).

The outlook in constant currencies is maintained compared with previous guidance, whereas the outlook in reported currencies has changed compared with the previous guidance following the appreciation of some of NNIT's key currencies. The foreign exchange risk in respect of NNIT's activities stems primarily from costs incurred in local currencies in NNIT's delivery centers in China, the Philippines and the Czech Republic and sales offices in Switzerland and the US, while the substantial majority of NNIT's revenue is earned in Danish kroner.

The current expectations summarized:

	Guidance for 2015	Previous guidance	Long-term targets
Revenue growth In constant currencies*	5-8%	5-8%	<u>≥</u> 5%
as reported**	Around 0.8pp higher	Around 0.6pp higher	-
Operating profit margin In constant currencies*	Around 11%	Around 11%	<u>≥</u> 10%
as reported**	Around 1.4pp lower	Around 1.2pp lower	-
Investments / Revenue***	5-6%	5-6%	5-6%

<sup>\*</sup>Constant currencies measured using average 2014 exchange rates.

<sup>\*\*</sup>Based on exchange rates at May 6, 2015.

<sup>\*\*\*</sup>Investments for re-investments and new client investments in the near term are expected to be 5-6 percent of total revenue. If NNIT decides to build another data center to support growth, NNIT expects additional investments of around DKK 250 million over a three-year period.



**Currency sensitivities** 

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

Hedging gains and losses do not impact operating profit as they are recognized under net financials. For further details on hedging, please see note 5 on page 23.

### **Key currency assumptions**

,	, assamptions			
DKK per 100	2013 average exchange rates	2014 average exchange rates	YTD 2015 average exchange rates at May 6, 2015	Current exchange rates at May 6, 2015
CNY	91.34	91.19	107.48	107.21
EUR	745.80	745.47	745.40	746.48
CZK	28.72	27.08	27.04	27.23
PHP	13.24	12.65	15.07	14.91
USD	561.66	561.76	669.38	664.72
CHF	605.95	613.79	702.50	719.57

<sup>\*</sup> The above sensitivities address hypothetical situations and are provided for illustrative purposes only. The sensitivities assume our business develops consistent with our current 2015 business plan.



# **Management statement**

Statement by the Board of Directors and the Executive Management on the unaudited interim condensed consolidated financial statements of NNIT A/S as at and for the three months ended March 31, 2015

The Board of Directors and Executive Management ("Management") have reviewed and approved the interim condensed consolidated financial statements of NNIT A/S (NNIT A/S, together with its subsidiaries, the "Group") for the first three months of 2015 with comparative figures for the first three months of 2014.

The interim condensed consolidated financial statements for the first three months of 2015 have been prepared in accordance with IAS 34 'Interim Financial Reporting', as adopted by the European Union and accounting policies set out in the annual report for 2014 of NNIT A/S. Furthermore, the interim condensed consolidated financial statement for the first three months of 2015 and Management's review are prepared in accordance with additional Danish disclosure requirements for interim reports of listed companies.

In our opinion, the accounting policies used are appropriate and the overall presentation of the interim condensed consolidated financial statements for the first three months of 2015 are adequate and give a true and fair view of the Group's assets, liabilities and financial position as at March 31, 2015 and of the results of the Group's operations and cash flow for the three months ended March 31, 2015. Furthermore, in our opinion, Management's review includes a true and fair account of the development in the operations and financial circumstances, of the results for the period and of the financial position of the Group as well as a description of the most significant risks and elements of uncertainty facing the Group in accordance with Danish disclosure requirements for listed companies.

Besides what has been disclosed in the interim condensed consolidated financial statements and Management's review for the first three months of 2015, no changes in the Group's most significant risks and uncertainties have occurred relative to what was disclosed in the Annual Report for 2014 of NNIT A/S.

Søborg, May 12, 2015

**Executive management** 

Per Kogut Carsten Krogsgaard Thomsen Jess Julin Ibsen

CEO CFO Executive Vice President,
IT Operations Services

**Board of Directors** 

Jesper Brandgaard Wilbert A.M. Kieboom Anne Broeng

Chairman Deputy Chairman

Eivind Kolding John Beck René Stockner

Anders Vidstrup Alex Steninge-Jacobsen Employee representive Employee representive

2860 Søborg www.nnit.com
Denmark CVR No: 21 09 31 06



# **Consolidated financial statements**

# Income statement and Statement of comprehensive income

	Note	Q1 2015	Q1 2014	3M 2015	3M 2014	2014
		DKK '000				
Income statement	1					
Revenue	2	615,333	551,998	615,333	551,998	2,410,396
Cost of goods sold		494,536	442,971	494,536	442,971	1,930,680
Gross profit		120,797	109,027	120,797	109,027	479,716
Sales and marketing costs		29,899	28,412	29,899	28,412	111,898
Administrative expenses		27,556	23,674	27,556	23,674	102,471
Operating profit		63,342	56,941	63,342	56,941	265,347
Financial income		13,419	814	13,419	814	7,480
Financial expenses		3,200	1,087	3,200	1,087	5,103
Profit before income taxes		73,561	56,668	73,561	56,668	267,724
Income taxes		15,448	12,370	15,448	12,370	58,441
Net profit for the period		58,113	44,298	58,113	44,298	209,283
Earnings per share  Earnings per share  Diluted earnings per share		DKK 2.32 2.40	DKK 1.77 1.77	DKK 2.32 2.40	DKK 1.77 1.77	DKK 8.37 8.37
Statement of comprehensive income		DKK '000				
Net profit for the period Other comprehensive income: Items that will not be reclassified subsequently to the Income statement:		58,113	44,298	58,113	44,298	209,283
Remeasurement related to pension obligations		2,768	-176	2,768	-176	-3,633
Items that will be reclassified subsequently to the Income statement, when specific conditions are met:						
Currency revaluation related to subsidiaries (net)		3,574	-170	3,574	-170	2,370
Cash flow hedges		7,191	0	7,191	0	0
Income taxes relating to other comprehensive income		- 958	-34	-958	-34	888
Other comprehensive income, net of tax		12,575	-380	12,575	-380	-375
Total comprehensive income		70,688	43,918	70,688	43,918	208,908

<sup>1)</sup> In Q3 2014 NNIT increased its share capital from a nominal value of DKK 1 million to a nominal value of DKK 250 million. Additionally, a stock split was carried out in which the nominal value of NNIT shares was changed from DKK 1,000 to DKK 1 each or multiples thereof and the shares are issued with a nominel value of DKK 10 each as a multiple of the nominel value of DKK 1. Comparison figures are recalculated.



# Balance sheet

## **Assets**

	Note	Mar 31, 2015 DKK '000	Mar 31, 2014 DKK '000	Dec 31, 2014 DKK '000
		DKK 000	DKK UUU	DKK 000
Intangible assets		33,451	41,290	35,411
Tangible assets		426,047	373,808	401,298
Deferred tax		24,123	4,064	5,583
Other financial assets		28,334	24,314	22,269
Total non-current assets		511,955	443,476	464,561
Inventories		1,690	2,122	1,639
Trade receivables	3	382,042	348,467	430,416
Work in progress	3	159,138	122,633	134,156
Other receivables and pre-payments		92,508	108,539	85,477
Tax receivables		8	0	13,478
Shares		49,941	49,039	55,035
Derivative financial instruments		7,998	0	0
Cash and cash equivalents		29,852	83,568	97,648
Total current assets		723,177	714,368	817,849
Total assets		1,235,132	1,157,844	1,282,410

# **Equity and liabilities**

Contingent liabilities and legal proceedings

Equity and nabinities		Mar 31, 2015	Mar 31, 2014	Dec 31, 2014
		DKK '000	DKK '000	DKK '000
Share capital		250,000	1,000	250,000
Other reserves		15,630	2,361	5,823
Retained earnings		407,326	665,901	344,716
Treasury shares		-93,750	0	0
Proposed dividends		0	0	83,713
Total equity		579,206	669,262	684,252
Deferred tax		1,708	0	4,143
Employee benefits		15,448	11,992	16,511
Provisions		6,775	3,400	4,534
Total non-current liabilities		23,931	15,392	25,188
Provisions		7,906	0	8,728
Prepayments received	3	117,315	53,108	41,146
Trade payables		100,718	73,233	110,942
Employee cost payable		241,868	232,211	296,615
Bank debt		74,893	0	0
Tax payables		11,459	17,230	2,589
Other current liabilities	3	77,836	97,408	112,950
Total current liabilities		631,995	473,190	572,970
Total equity and liabilities		1,235,132	1,157,844	1,282,410

Currency hedging



# Statement of cash flow

Statement of cash now	Q1 2015	Q1 2014	3M 2015	3M 2014	2014
	DKK '000				
	70.440				
Net profit for the period	58,113	44,298	58,113	44,298	209,283
Reversal of non-cash items	50,682	39,363	50,682	39,363	197,861
Interest received	9	26	9	26	338
Interest paid	-204	-91	-204	-91	-1,033
Income taxes paid	-14,050	-14,895	-14,050	-14,895	-81,600
Cash flow before change in working capital	94,550	68,701	94,550	68,701	324,849
Changes in working capital	-7,230	-44,211	-7,230	-44,211	-9,673
Cash flow from operating activities	87,320	24,490	87,320	24,490	315,176
Purchase of tangible assets	- 56,497	-35,751	-56,497	-35,751	-155,227
Change in trade payables related to investments	9,344	2,698	9,344	2,698	4,329
Dividends received	671	0	671	0	1,110
Purchase of shares	0	0	0	0	-12,057
Payment of deposits	-6,065	-2,859	-6,065	-2,859	-673
Cash flow from investing activities	-52,547	-35,912	-52,547	-35,912	-162,518
Dividends paid	-83,713	-140,000	-83,713	-140,000	-290,000
Purchase of treasury shares	-93,750	0	-93,750	0	0
Cash flow from financing activities	-177,463	-140,000	-177,463	-140,000	-290,000
Net cash flow	-142,690	-151,422	-142,690	-151,422	-137,342
Cash and cash equivalents at the beginning of the period	97,648	234,990	97,648	234,990	234,990
Cash and cash equivalents at the end of the period	-45,042	83,568	-45,042	83,568	97,648
Additional information <sup>1</sup> :					
Cash and cash equivalents at the end of the period	-45,042	83,568	-45,042	83,568	97,648
Undrawn committed credit facilities	332,131	25,000	332,131	25,000	300,000
Financial resources at the end of the period	287,089	108,568	287,089	108,568	397,648
Cash flow from operating activities	87,320	24,490	87,320	24,490	315,176
Cash flow from investing activities	-52,547	-35,912	-52,547	-35,912	-162,518
Free cash flow	34,773	-11,422	34,773	-11,422	152,658

<sup>&</sup>lt;sup>1</sup> Additional non-IFRS measures. 'Financial resources at the end of the period' is defined as the sum of cash and cash equivalents at the end of the period and undrawn committed credit facilities. Free cash flow is defined as 'cash flow from operating activities' less 'cash flow from investing activities'.

At the end of Q1 2015, the Group had a committed credit facility amounting to DKK 400 million with Danske Bank.



# Statement of changes in equity

DKK '000					Other reserves				
March 31, 2015	Share capital	Retained earnings	Treasury shares	Currency revaluation	Cash flow hedges	Tax	Total other reserves	Proposed dividends	Total
Balance at the beginning of the period	250,000	344,716	0	3,796	0	2,027	5,823	83,713	684,252
Net profit for the period	0	58,113	0	0	0	0	0	0	58,113
Other comprehensive income for the period	0	2,768	0	3,574	7,191	-958	9,807	0	12,575
Total comprehensive income for the period	0	60,881	0	3,574	7,191	-958	9,807	0	63,497
Purchase of treasury shares	0	0	-93,750	0	0	0	0	0	-93,750
Share-based payments	0	1,729	0	0	0	0	0	0	1,729
Dividends paid	0	0	0	0	0	0	0	-83,713	-83,713
Balance at the end of the period	250,000	407,326	-93,750	7,370	7,191	1,069	15,630	0	579,206

DKK '000	Other reserves								
March 31, 2014	Share capital	Retained earnings	Treasury shares	Currency revaluation	Cash flow hedges	Tax	Total other reserves	Proposed dividends	Total
Balance at the beginning of the period	1,000	621,779	c	1,426	0	1,139	2,565	140,000	765,344
Net profit for the period	0	44,298	(	0	0	0	0	0	44,298
Other comprehensive income for the period	0	-176	(	-170	0	-34	-204	0	-380
Total comprehensive income for the period	0	44,122	(	-170	0	-34	-204	0	43,918
Dividends paid	0	0	(	0	0	0	0	-140,000	-140,000
Balance at the end of the period	1,000	665,901		1,256	0	1,105	2,361	0	669,262

DKK '000					Other reserves			_	
December 31, 2014	Share capital	Retained earnings	Treasury shares	Currency revaluation	Cash flow hedges	Tax	Total other reserves	Proposed dividends	Total
Balance at the beginning of the period	1,000	621,779	(	1,426	0	1,139	2,565	140,000	765,344
Net profit for the period	0	209,283	(	0	0	0	0	0	209,283
Other comprehensive income for the period	0	-3,633	(	2,370	0	888	3,258	0	-375
Total comprehensive income for the period	0	205,650	(	2,370	0	888	3,258	0	208,908
Capital increase	249,000	-249,000	(	0	0	0	0	0	0
Dividends paid	0	-150,000	(	0	0	0	0	-140,000	-290,000
Proposed dividends for 2014	0	-83,713	(	) 0	0	0	0	83,713	0
Balance at the end of the period	250,000	344,716	(	3,796	0	2,027	5,823	83,713	684,252



#### **Notes**

#### Note 1

Accounting policies

#### General

The consolidated financial statements for the first three months of 2015 have been prepared in accordance with IAS 34 'Interim Financial Reporting' and on the basis of the same accounting policies as were applied in the annual report 2014 of NNIT A/S except as set out below.

Further, the financial reporting including the consolidated financial statements for the first three months of 2015 and Management's review have been prepared in accordance with additional Danish disclosure requirements for interim report of listed companies. See page 63 to 68 of the Annual Report 2014 for a comprehensive description of the accounting policies applied.

#### Changes

As of March 31, 2015 NNIT A/S has adopted all relevant new or revised International Financial Reporting Standards and IFRIC Interpretations as adopted by EU with effective date January 1, 2015 or earlier. The new or revised Standards and Interpretations did not affect recognition and measurement materially or result in any material changes to disclosures in the notes.

NNIT A/S has from January 1, 2015 applied hedge accounting for currency derivative financial instruments entered into as of this date for the purpose of hedging future cash flows.

All currency derivative instruments are initially recognized at fair value and subsequently remeasured at fair value at the end of the reporting period. Value adjustments of currency derivative financial instruments classified as cash flow hedges are recognized directly in Other comprehensive income, given hedge effectiveness, and recognized in a hedging reserve within equity. The cumulative value adjustment of these instruments is transferred from the hedging reserve to the Income statement as a reclassification adjustment under Financial income or Financial expenses, when the hedged transaction is recognized in the Income statement.

When a hedging instrument no longer meets the criteria for hedge accounting, any cumulative gain or loss recognized in the hedging reserve for the period where the criteria was meet remains in equity and will be recognized in the Income statement when the forecasted transaction is ultimately recognized in the Income statement. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was recognized in equity is immediately transferred to the Income statement under Financial income or Financial expenses.

Note 2

Quarterly numbers



	2015				
DKK '000	Q1	Q4	Q3	Q2	Q1
Revenue	615,333	688,766	587,073	582,559	551,998
Cost of goods sold	494,536	541,381	465,371	480,958	442,970
Gross profit	120,797	147,385	121,702	101,601	109,028
Sales and marketing costs	29,899	30,231	28,787	24,468	28,412
Administrative expenses	27,556	27,248	27,645	23,904	23,674
Operating profit	63,342	89,906	65,270	53,229	56,942
Net financials	10,219	1,585	2,009	-944	-273
Profit before income taxes	73,561	91,491	67,279	52,285	56,669
Income taxes	15,448	19,972	14,686	11,413	12,370
Net profit for the period	58,113	71,519	52,593	40,872	44,299



## Segment disclosures

	2015	2014					
DKK '000	Q1	Q4	Q3	Q2	Q1		
Revenue by business area							
Operations	407,579	465,359	407,484	398,184	396,077		
hereof Novo Nordisk Group	196,630	260,153	206,022	195,532	205,420		
hereof non-Novo Nordisk Group	210,949	205,206	201,462	202,652	190,657		
Solutions	207,754	223,407	179,589	184,375	155,921		
hereof Novo Nordisk Group	99,954	117,540	91,541	92,474	91,588		
hereof non-Novo Nordisk Group	107,800	105,867	88,048	91,901	64,333		
Total revenue	615,333	688,766	587,073	582,559	551,998		
Revenue by customer group							
Life Sciences	378,159	462,564	363,217	360,544	360,499		
hereof Novo Nordisk Group	296,584	377,693	297,563	288,006	297,008		
Public	101,146	89,730	95,896	85,352	55,087		
Enterprise	90,386	88,145	88,213	97,665	97,230		
Finance	45,643	48,327	39,747	38,998	39,182		
Total revenue	615,333	688,766	587,073	582,559	551,998		
Operating profit by business area							
Operations	40,304	50,978	46,485	36,108	54,817		
Solutions	23,038	38,928	18,785	17,121	2,125		
Total operating profit	63,342	89,906	65,270	53,229	56,942		
Ammortization, depreciation and impairment losses							
Operations	33,737	33,231	31,249	28,306	27,279		
Solutions	648	1,070	1,157	906	818		
Total ammortization, depreciation and impairment losses	34,385	34,301	32,406	29,212	28,097		

The Danish operations generated 94.9% of our revenue in Q1 2015 and 95.2% in Q1 2014 based on the location of customer purchase orders. As a consequence of the predominantly Danish revenue, we will not disclose a geographical revenue split.

**Note 3**Related party transactions

	March 31,	March 31,	Dec 31,
DKK'000	2015	2014	2014
Assets			
Receivables from related parties	169,926	166,516	194,878
Work in progress related parties	31,259	30,976	37,027
Liabilities			
Liabilities to related parties	1,810	35,863	11,153
Prepayments from related parties	75,970	22,899	1,142

# Note 4

Contingent liabilities and legal proceeding

# **Contingent liabilities**

In a recent decision (C-464/12) involving ATP PensionService A/S, the Court of Justice of the European Union rejected a Danish VAT practice previously applied by the Danish Tax Authorities, which required VAT to be charged on the provision of administration services to pension companies.



As a result of the Court decision, two pension companies have requested that NNIT refunds VAT paid on certain services provided by NNIT. Pursuant to the Danish Tax Administration Act, NNIT expects to claim a refund from the Danish Tax Authorities of the VAT collected on services provided to two pension companies in question and has in relation hereto sent a letter to the Danish Tax Authorities asking them to suspend the limitation period and reassess the VAT returns.

The Danish Tax Authorities have not yet indicated whether the two pension companies will be entitled to a refund and whether such a refund will be the full VAT amount or the full VAT amount less certain deductions. In either event, this is not expected to have any material adverse effect on our financial position and operating results as the terms of our customer contracts with these two pension companies allow us to pass on the net effects of any new or amended taxes in respect of the services provided to the two customers. Consequently, no provision has been made.

#### Legal proceeding

NNIT is currently involved in a legal dispute with a customer in our public customer group regarding the delivery of a supply and logistics IT system. The parties disagree as to which party is responsible for the delay. In April 2014, the customer terminated the agreement, alleging material breach as a particular delivery milestone was delayed and claiming that the solution was defective. NNIT disagrees with the basis for the customer's termination of the contract and believe they were not entitled to do so under the terms of the contract. In June 2014, the customer initiated arbitration proceedings in Copenhagen, Denmark. The arbitration dispute in question is still in its preparatory stages and therefore NNIT cannot reliably predict the potential outcome of the arbitration dispute and/or the time frame for the resolution of the arbitration dispute. In its audited consolidated financial statements for 2014 NNIT reversed DKK 35m of revenue previously recognized in connection with the contract to which the dispute relates. In the event that the arbitration award is granted entirely in favor of our counterparty, based on current pleadings, NNIT estimates that this would reduce its operating profit by approximately DKK 77m (a cash outflow of DKK 65m), plus costs of arbitration incurred and interest. This estimate takes into account and is additional to the reversal of revenue previously recognized. In the event that the arbitration award is granted entirely in our favor based on current pleadings, NNIT estimates that this would increase our operating profit by approximately DKK 51m (a cash inflow of DKK 63m), excluding any costs or interest awarded to us. NNIT does not currently expect a final ruling by the arbitration tribunal until 2016.

#### Note 5

Currency hedging

NNIT's objective at all time is to limit the company's financial risks.

NNIT is exposed to exchange rate risks in the countries where NNIT has its main activities. The majority of NNIT's revenue is in DKK and EUR, implying limited foreign exchange risk, due to the Group's functional currency being DKK and Denmark's fixedrate policy towards EUR. NNIT's foreign exchange risk therefore primarily stems from transactions carried out in the currencies of other countries in which NNIT mainly operate: primarily the Chinese yuan, and, to a lesser extent, the Philippine peso, the Swiss franc, the US dollar and the Czech koruna.

At present NNIT's revenue in these countries are not sufficiently large to balance these currency risks. To manage the foreign exchange rate risks, NNIT has entered into derivative financial instruments with a number of external banks to hedge up to 90% of



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the major foreign currency net exposure in Chinese yuan (CNY hedged via CNH), Philippine peso (PHP proxy hedged via USD) and US dollar for the coming 12 months. As at April 20, 2015 NNIT has entered into derivative financial instruments for up to 14 months.

NNIT uses forward exchange contracts to hedge forecast transactions. Currently, assets and liabilities, net investments in foreign subsidiaries are not hedged. None of the derivative financial instruments are held for trading.

Cumulative gains on derivative financial instruments regarding future cash flow per March 31, 2015 are recognized in Equity (Other comprehensive income) with an amount of DKK 7,191 thousand before tax (DKK 5,501 thousand after tax).

#### **Important notice**

Matters discussed in this announcement may constitute forward-looking statements. Forward-looking statements are statements that are not historical facts and that can be identified by words such as "believe", "expect", "anticipate", "intends", "estimate", "will", "may", "continue", "should", "potential" and similar expressions. The forwardlooking statements in this announcement are based upon various assumptions, many of which are based, in turn, upon further assumptions. Although the Company believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and are beyond its control. Such risks, uncertainties, contingencies and other important factors could cause actual events to differ materially from the expectations expressed or implied in this release by such forward-looking statements.

The information, opinions and forward-looking statements contained in this announcement speak only as at its date, and are subject to change without notice.