

NNIT

Copenhagen Winter Seminar2015

Danske Bank

3 December 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.

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

See Note ⁽¹⁾



DANISH CROWN

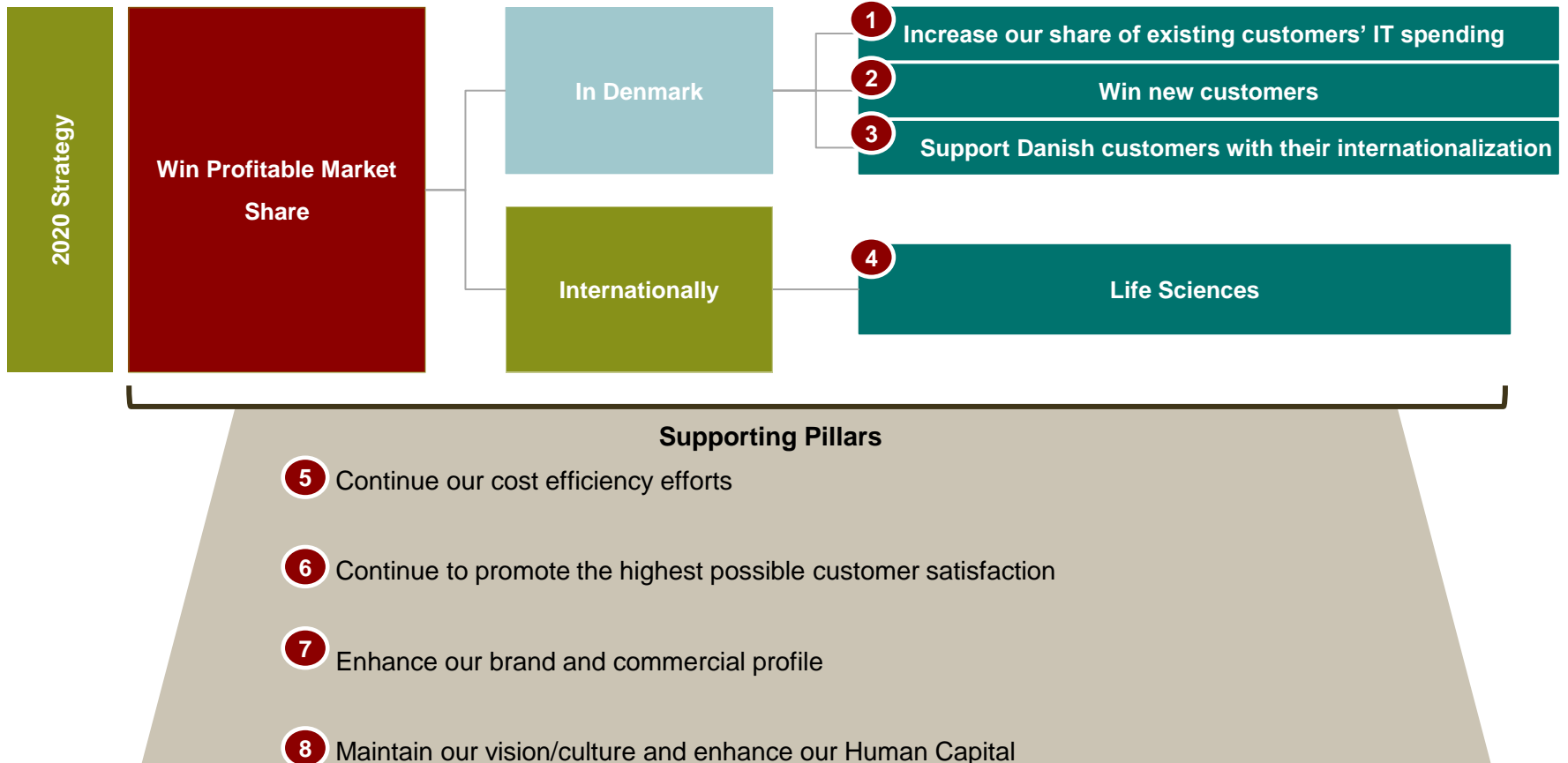


Revenue 2014
(contribution to total - %)

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



The Key Pillars of Our Growth Strategy



Life Sciences

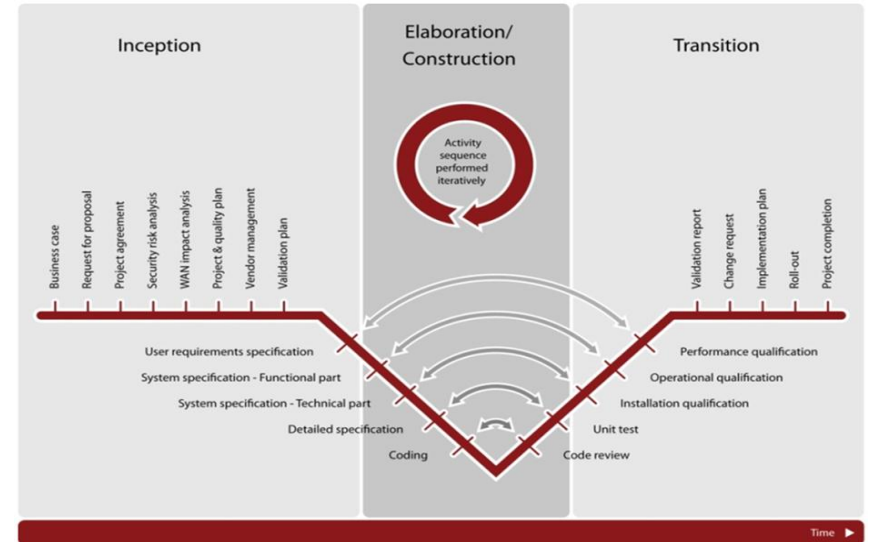
Our core

Generalist IT Providers are Not Tailored to a Complex Environment

Complexity of GxP

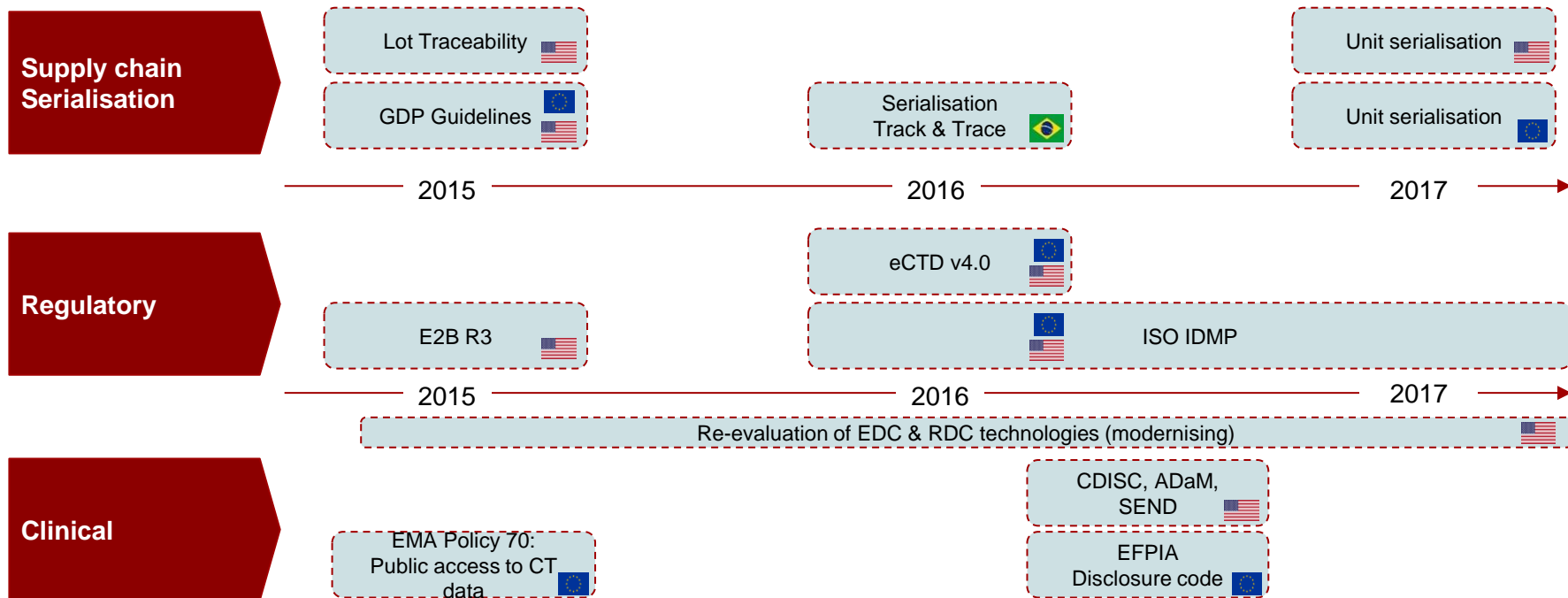
- Operation of GxP environments requires a high degree of industry and business understanding, as well as audit readiness
- GxP compliance includes requirements for:
 - Secure logging
 - Auditing
 - Keeping archives
 - Accountability
 - Non-repudiation
 - Stringent record-keeping requirements and traceability
 - Litigation and regulation support

Standard Practice to use the V-Model when Building Solutions within Life Sciences



Regulatory environment Drives IT investments

Expected Regulatory Changes



Deep Array of Differentiated Solutions



NNIT is ready

ISO IDMP

- NNIT is industry leading IDMP service provider
- Industry will start to move to next phase: Implementation
- NNIT have productized FDA's substance database (GiNAS) and are exploring the market for GiNAS as a Service

Serilization

- AT&T is SAP's solution for Serialization of the Pharmaceutical industry and was released September 15, 2015
- NNIT is qualified SAP AT&T implementation partner and have two Proof of Concept ongoing

ICE

- NNIT ICE offering is addressing the FDA - Regulatory Submissions in Electronic Format.
- NNIT ICE is the out-of-the box full implementation, support and hosting of a Clinical Information Environment

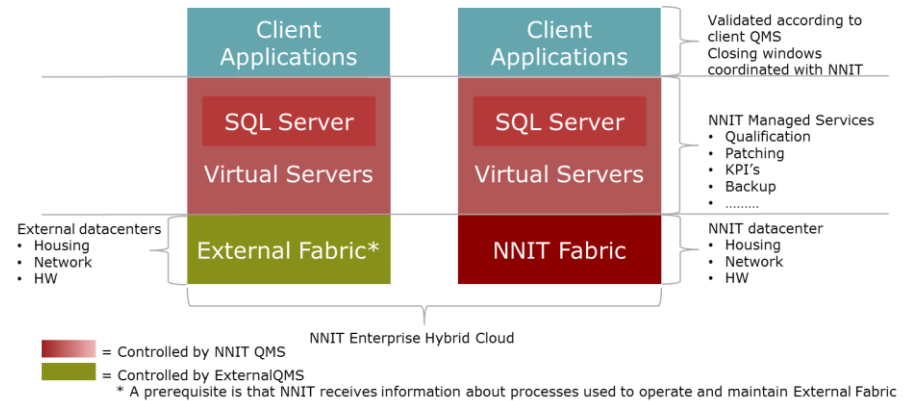
Offering GxP Cloud Dedicated to Life Sciences

Current GxP Cloud, pre-validated – private



- Offers the traditional cloud computing benefits such as scalability, elasticity, pay-per-use, monitoring, and availability, and adds:
 - **Full data control** with data and applications stored in a secure environment
 - **Security** through virtual network separation of customer applications and data
 - **Compliance** with qualified processes and components through organizational and platform audit readiness
 - **Agile and fast deployment** on a prevalidated platform
 - **Lower costs** through automation, standardization and shared platforms

Future GxP Cloud, pre-validated – Hybrid: Private and Public Roadmap



- Offers the same as the existing GxP Cloud however based on new technology which allows in future for the opportunity to use NNIT or third party Cloud provider
 - Third party provider in so far that NNIT receives information about processes used to operate and maintain

Life sciences in numbers

DKK million	9 Month			Pct Change (reported)	Pct Change (constant)
	2015 (reported)	2015 (constant)	2014		
Revenue	1,170.3	1,155.6	1,084.3	7.9%	6.6%



Hereof Novo Nordisk Group

923.9

915.9

882.6

4.7%

3.8%

Hereof other Life Sciences

246.5

239.7

201.7

22.2%

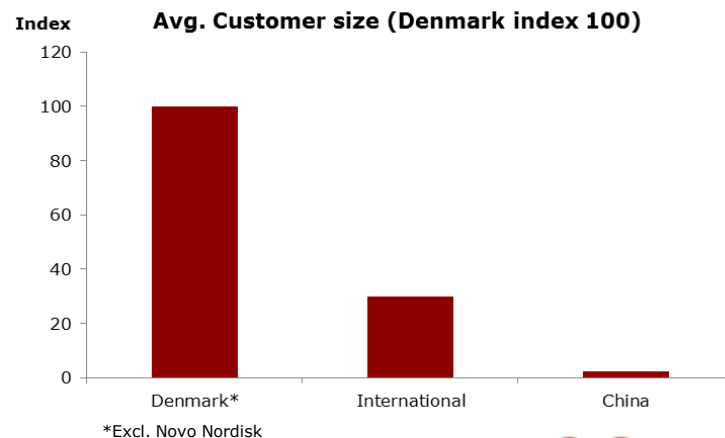
18.8%



Clients (in 2015): 34 – excl. China



Clients in China (in 2015): 10



Investor contact information

Upcoming events

- 3 December 2015: Presentation at Danske Bank Markets' Copenhagen Winter Seminar 7
- 7 January 2015: Presentation at SEB Nordic Seminar, Copenhagen
- 27 January 2015: Full year 2015 reporting

Investor contact

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Five phases towards IDMP compliance

