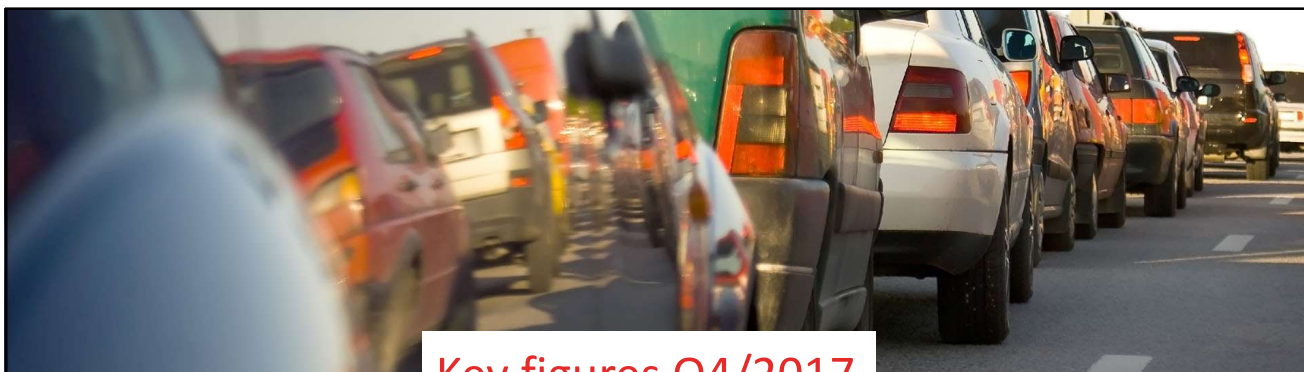


## A truly visionary partner in the development of digital business operations

Digia Plc's Financial Statement Bulletin 2017  
6 February 2018

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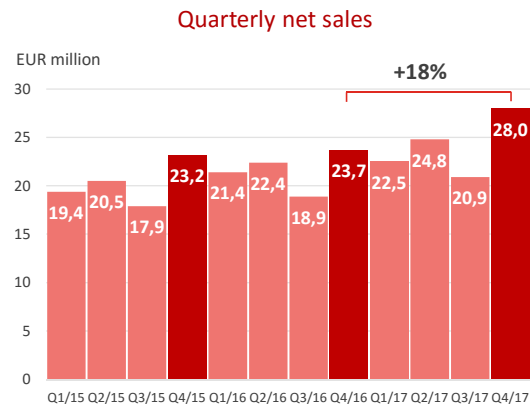
## Key figures Q4/2017

- Net sales increased 18.0%
- Operating profit 3.9% of net sales
- Earnings per share EUR 0.03

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## Q4/2017: Net sales increased by 18%

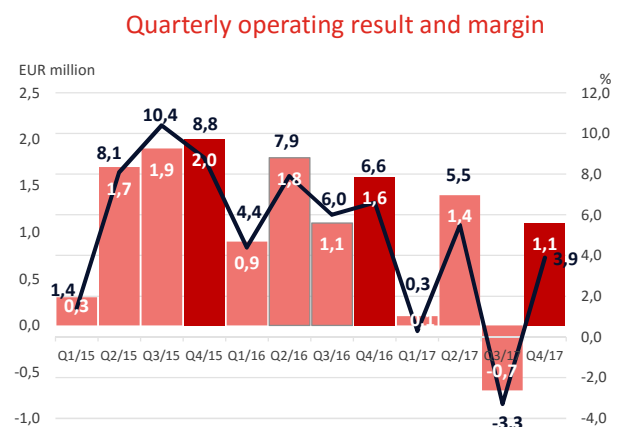
- Net sales EUR 28.0 (23.7) million
- Net sales increased in several areas, in particular
  - e-commerce solutions
  - Customised digital solutions
  - service continuity management
  - Income Register project that is being implemented with the Tax Administration
- The project business was 54.7% (46.0%) and the service and maintenance business for 45.3% (54.0%) of net sales
- The product business was 23.1% (26.8%) of net sales



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## Q4/2017: operating profit EUR 1.1 million

- Operating profit was EUR 1.1 (1.6) million, with an operating margin of 3.9% (6.6%)
- Operating profit was weakened by
  - several challenging delivery projects
  - loss provisions mainly consist of personnel expenses



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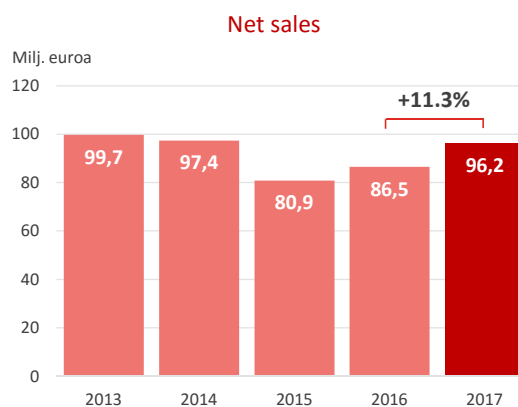
## Key figures 1–12/2017

- Net sales increased 11.3%
- Operating profit 1.9% of net sales
- Earnings per share EUR 0.04

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## 1–12/2017: net sales increased by 11.3%

- Net sales was EUR 96.2 (86.5) million
- Net sales growth was supported particularly by
  - e-commerce solutions
  - Microsoft Dynamics 365 solutions
  - Income Register project that is being implemented with the Tax Administration
  - corporate acquisitions
- The project business was EUR 51.8% (44.2%) and the service and maintenance business for 48.2% (55.8%) of net sales
- The product business was 25.3% (29.7%) of net sales

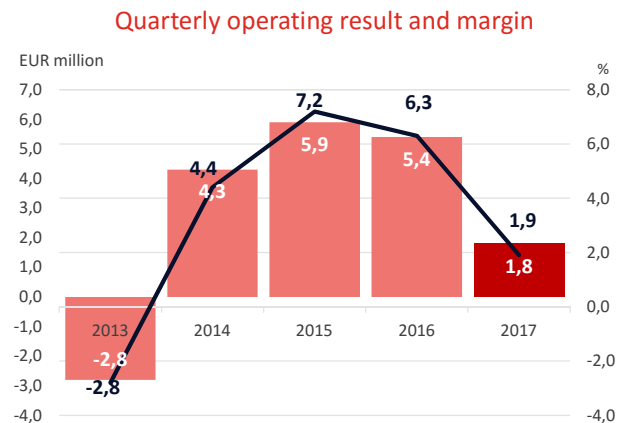


The figures of 2013 and 2014 include the Qt business.

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## 2017: operating profit was EUR 1.8 million

- Operating profit for 2017 was EUR 1.8 (5.4) million and operating margin of 1.9% (6.3%)
- **Operating profit was significantly burdened by**
  - delivery challenges in three projects (EUR 3.5 million loss in 2017) during the second half of 2017
  - strong investments in the development of digital and financial services as well as in personnel competences



The figures of 2013 and 2014 include the Qt business.

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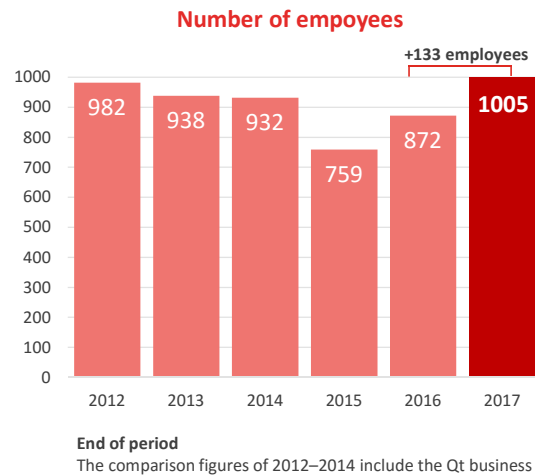
## Financing and Cash Flow 31 Dec 2017

- Return on equity 2.5% (11.0%)
- Return on investment 3.7% (11.0%)
- Interest-bearing liabilities EUR 16.6 (13.7) million
- Cash and cash equivalents EUR 11.9 (2.0) million
- Net gearing 10.8% (35.6%)
- Equity ratio 51.0% (49.8%)
- Total shareholders' equity EUR 44.1 (32.8) million
- Balance sheet total EUR 86.6 (66.4) million
- The balance sheet was strengthened by a EUR 12.5 million rights issue

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## Employees – **cornerstone** of Digia's success

- In order to realise our growth strategy, Digia continued to recruit professionals
- The number of Digia's employees were 1,005 at the end of Dec 2017, increased by 133 employees compared to the end of 2016
- Acquisitions
  - Omni Partners Oy: +52 employees
  - Intergration House Oy: +21 employees



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## Outlook for 2018

- The digitalisation trend keeps gaining momentum
- Digia's customers have a strong need to develop multichannel business operations, digitalise their business operations and operating models, and expand their online operations in order to boost the efficiency of their processes and to create new products and services, and their related income flows.
- Digia continually strengthen, develop and renew its expertise and services.
- The goal is to bolster company's position, particularly in the growing markets for digital services, process digitalisation and the service business as well as to accelerate the growth of net sales and boost efficiency to improve profitability.

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## Digia's **guidance** for 2018

- Digia's net sales continues to increase and operating profit improves significantly compared to 2017.

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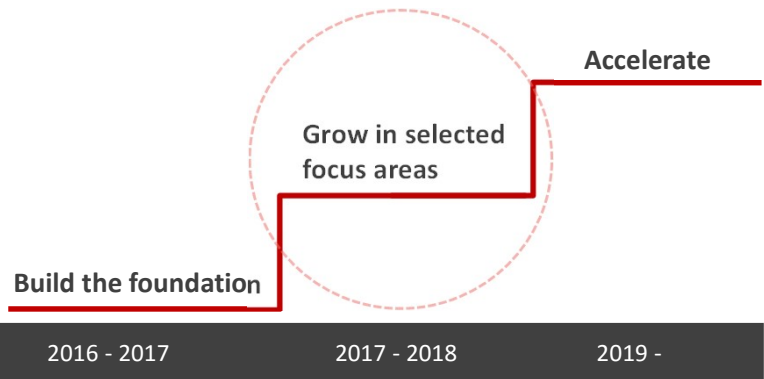
## Renewed **dividend** policy

- Digia aims to distribute at least 30 per cent of the Group's annual result in dividends.

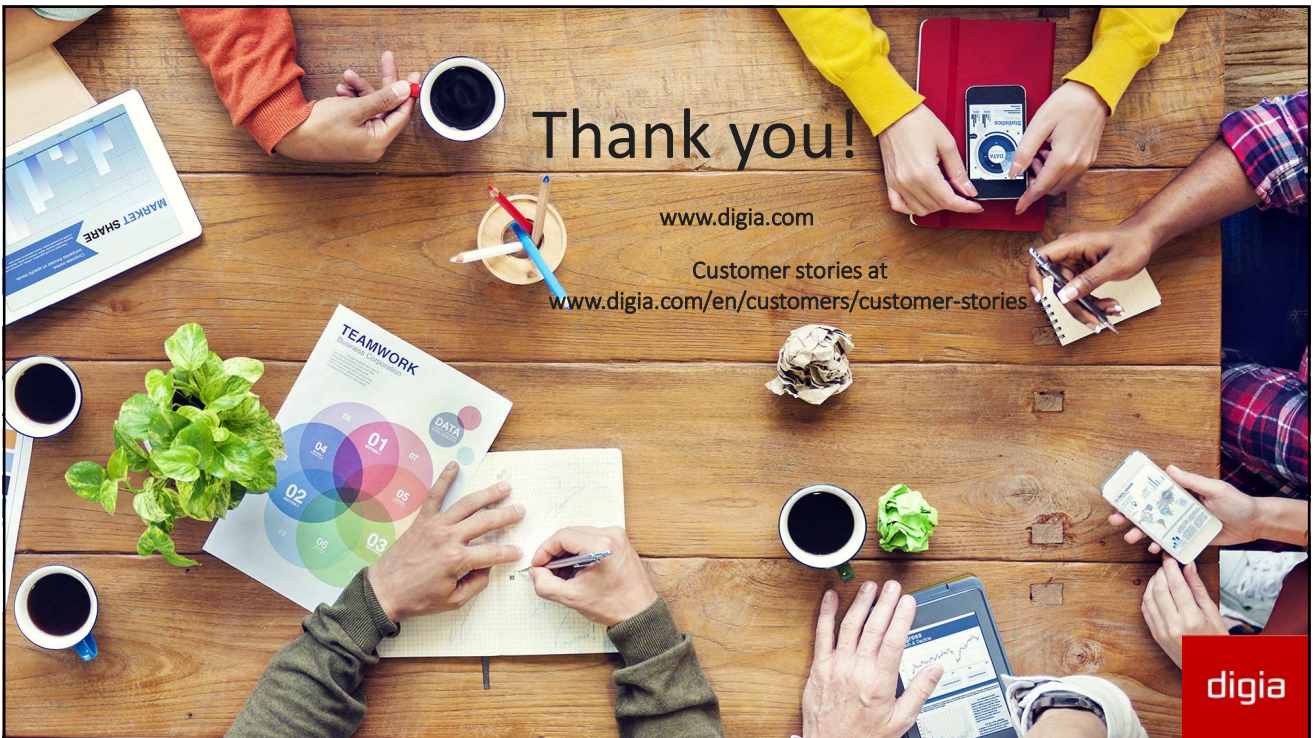
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## Steps in the growth strategy



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