



Digia Plc's Business Review January–September 2017

25 October 2017



Key Figures

Q3/2017	1-9/2017
+10.3% increase in net sales	+8.7% increase in net sales
-3.3% operating result as % of net sales	1.1% operating result as % of net sales
-0.03 eur earnings per shares	+12.2% increase of personnel on year-end 2016

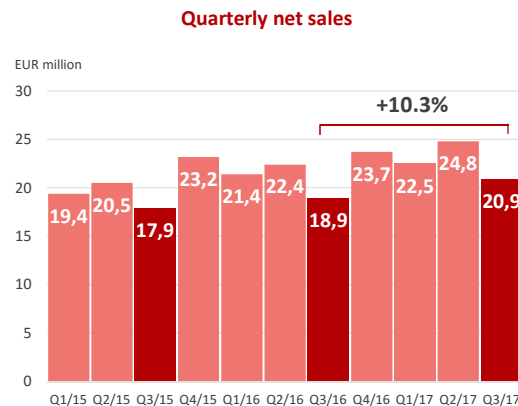
Q3/2017

1-9/2017



Net sales increased by 10.3% in Q3/2017

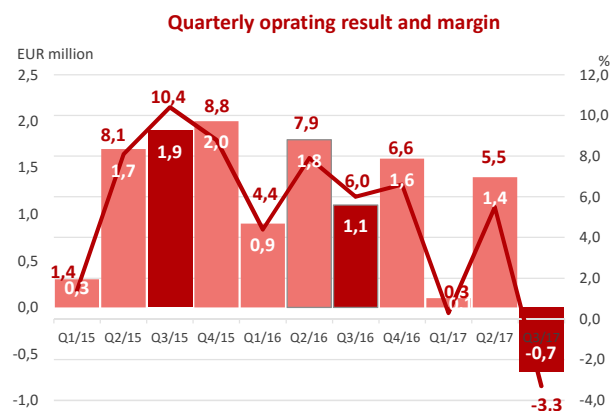
- Net sales EUR 20.9 (18.9) million, +10.3% on previous year.
- **Net sales growth was particularly supported by**
 - demand for both e-commerce and ERP solutions,
 - progress with the income register project, and
 - acquisition of Omni Partners Oy.
- Project business 50.6% (41.8%) and service and maintenance business 49.4% (58.2%) of net sales.
- Product business 27.0% (28.7%) of net sales.



digia

Operating result EUR -0,7 million in Q3/2017

- Operating result EUR -0.7 (1.1) million and operating margin -3.3% (6.0%) of net sales.
- **Operating result was impacted by**
 - delivery challenges in certain projects,
 - a one-off loss provision for Q3/17, and
 - investments on the development of digital services.



digia



Financing and Cash Flow

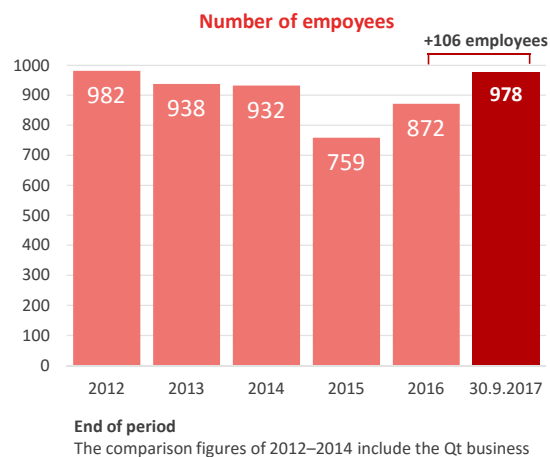
Key figures on 30 September 2017

- Return on equity 0.5% (10.3%)
- Return on investment 1.9% (11.1%)
- Interest-bearing liabilities EUR 17.0 (14.7) million
- Cash and cash equivalents EUR 11.9 (1.0) million
- Net gearing 11.7% (43.2%)
- Equity ratio 53.2% (50.1%)
- Total shareholders' equity EUR 43.4 (31.7) million
- Balance sheet total EUR 82.4 (64.4) million
- The balance sheet was strengthened by a EUR 12.5 million rights issue

digia

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 978 at the end of September 2017, showing an increase of 106 employees or 12.2% since the end of 2016
- 52 people transferred into Digia's employ as a result of the Omni Partners Oy acquisition



digia



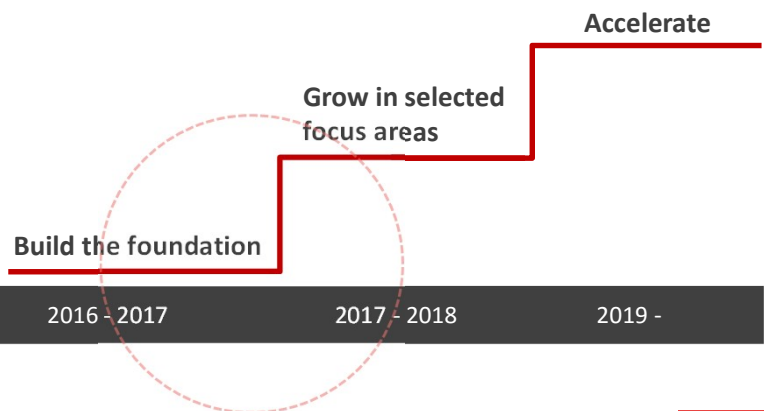
Digia's guidance for 2017

- Digia's net sales growth is expected to accelerate in 2017 (2016: net sales up 6.8%).
- The company expects its operating result to decline compared to 2016.

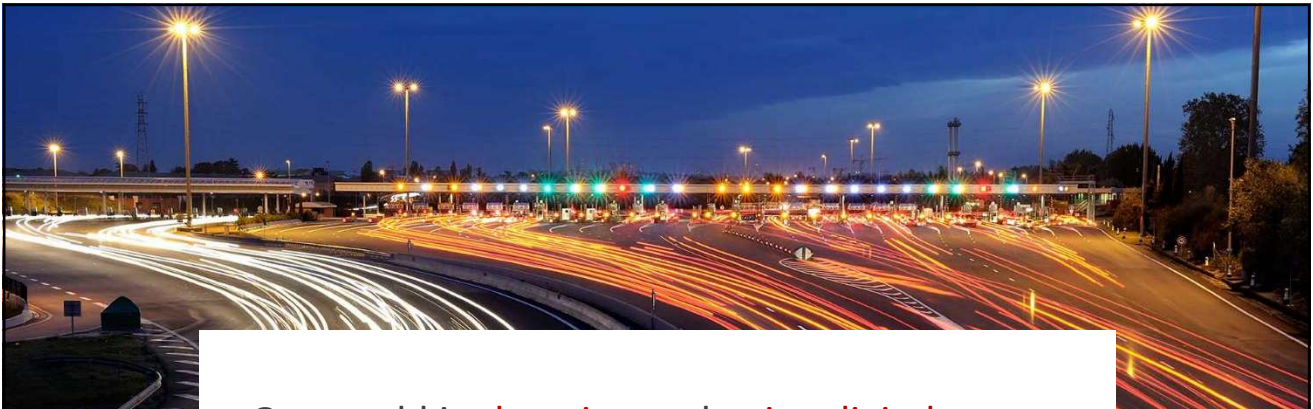
digia



Steps in the growth strategy

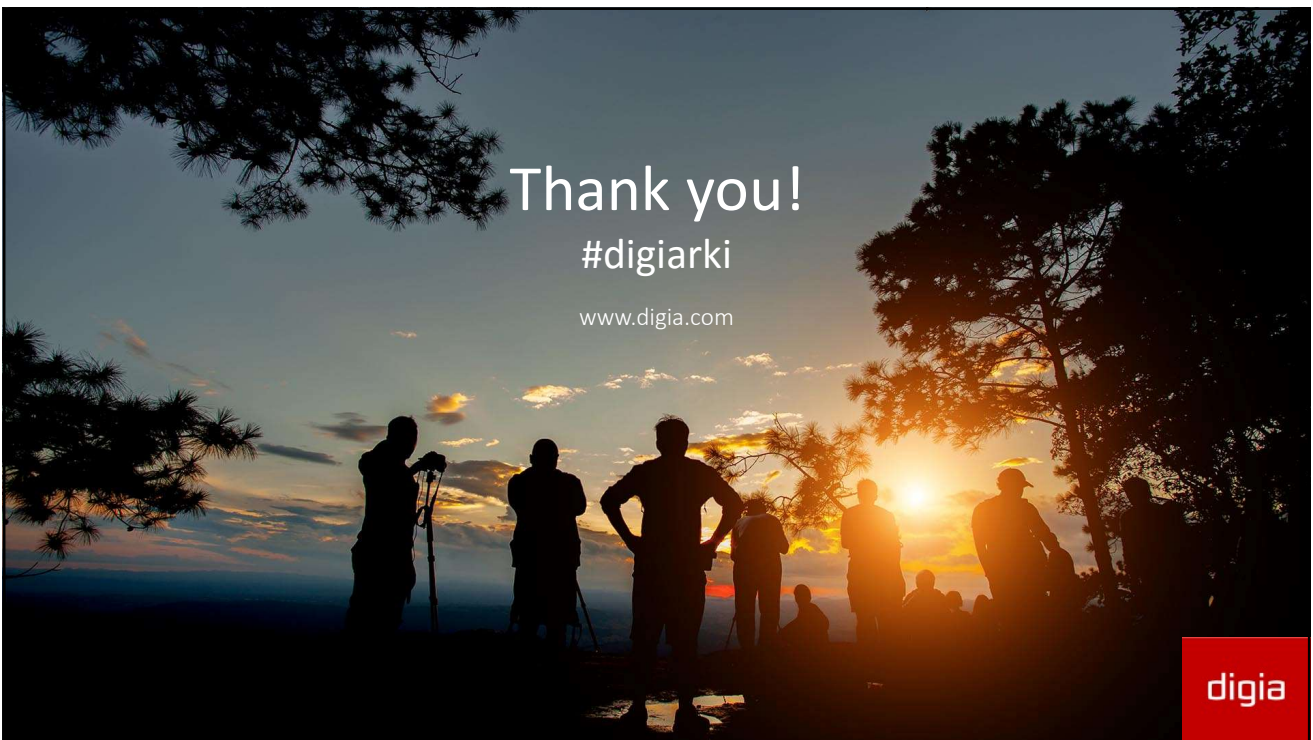


digia



Our world is **changing** and **going digital** at a rapid pace. This is evident in **new business** models in **all sectors**.

digia



Thank you!

#digiarki

www.digia.com

digia