




## Digia Plc' Half Year Financial Report

January–June 2017

11 August 2017

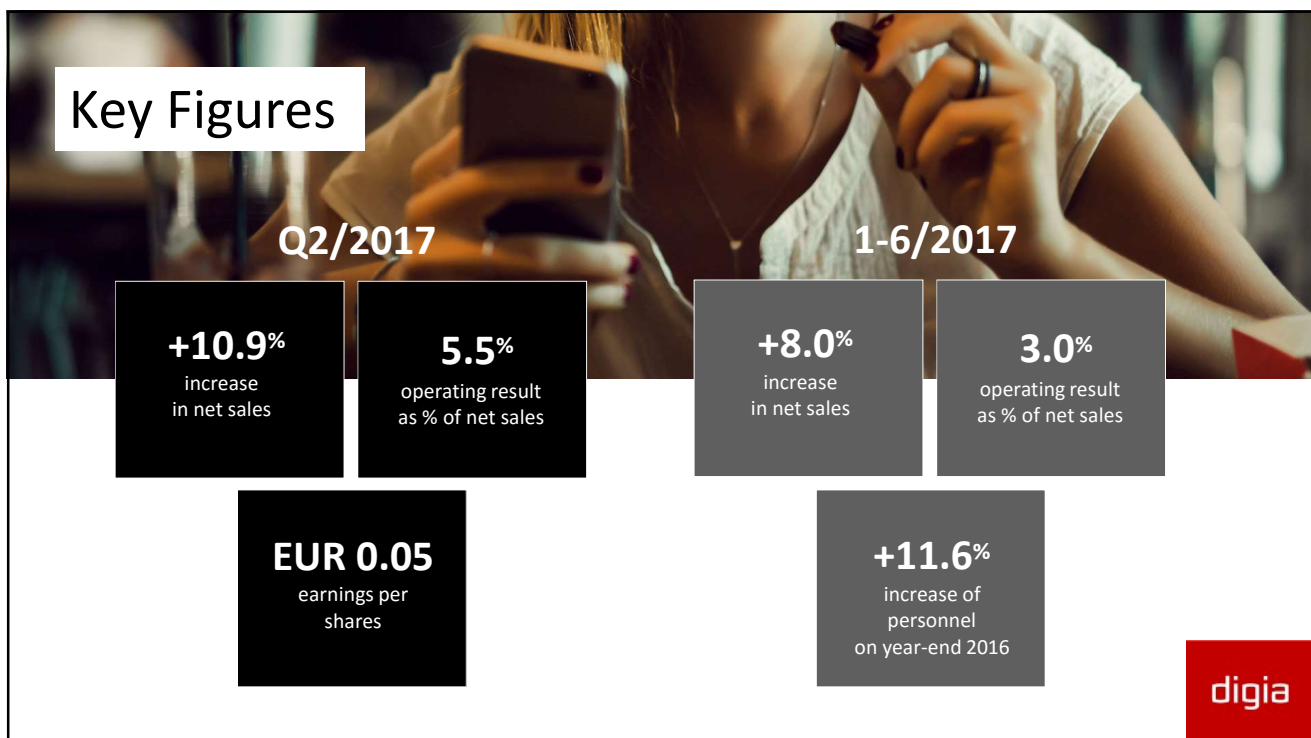
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## Stronger resources to implement a growth strategy

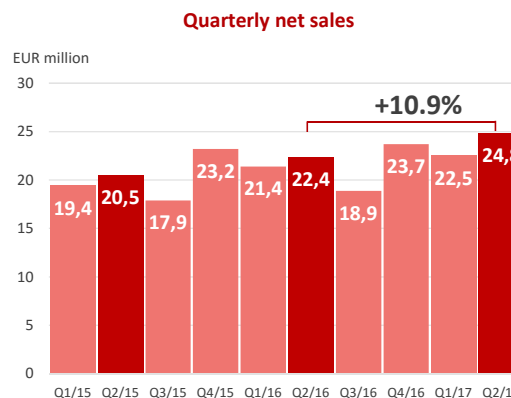
- Rights issue and bank financing
  - Digia raised gross proceeds of approximately EUR 12.5 million through the offering
- Acquisition of Omni Partners Oy
  - Bolster expertise in digital services
- Operating model change
  - Strengthen business in the financial sector by establishing a new business area, Financial Operations
  - Combine Horizontal services with functions reporting to the CTO
- Changes in the Management Team

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## Net sales increased by 8.0 in 1-6/2017

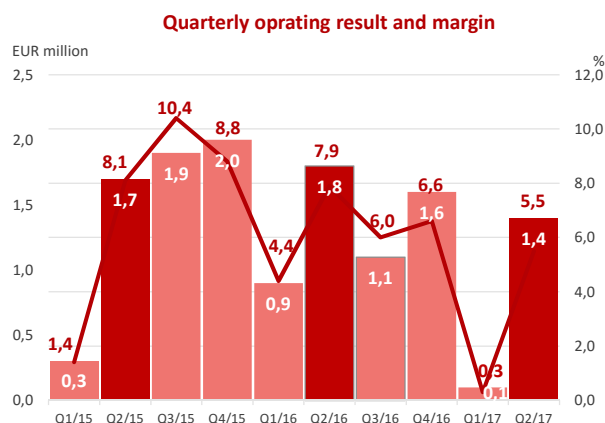
- Net sales EUR 47.4 (43.8) million, +8.0% on previous year
- **Net sales growth was supported by**
  - Digital services' e-commerce implementations
  - Acquisition of Omni Partners Oy
  - Income Register project implemented with the Tax Administration
  - Sales of Integration and information management and Microsoft Dynamics 365 as a service
- Service business 48.6% (55.4%) and project business 51.4% (44.6%) of net sales
- Product business 25.9% (31.8%) of net sales



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## Operating result EUR 1,4 million in 1-6/2017

- Operating result EUR 1.4 (2.7) million and operating margin 3.0% (6.2%)
- Q2/2017: operating result EUR 1.4 (1.8) million
- **Operating result was impacted by**
  - Challenging projects and the investments they required
  - Investments in Digital services
  - Restructuring and acquisition costs of EUR 0,3 million
  - Investments in growth and recruitment



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## Financing and Cash Flow

### Key figures on 30 June 2017

- Equity ratio 52.3% (50.6%)
- Net gearing 7.5% (33.9%)
- Cash and cash equivalents EUR 13.6 (1.8) million
- Interest-bearing liabilities EUR 17.0 (12.2) million
- Return on investment (ROI) 5.5% (13.1%)
- Return on equity (ROE) 5.0% (12.0%)
- Total shareholders' equity EUR 44.2 (30.9) million
- Balance sheet total EUR 84.8 (61.6) 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, we are continuing to recruit professionals
- The number of Digia's employees were 973 at the end of June, showing an increase of 101 employees or 11.6% since the end of 2016
  - 52 people transferred into Digia's employ as a result of the Omni Partners Oy acquisition
- During 2017, Digia will continue to make investments in developing and strengthening its competence structure



End of period

The comparison figures of 2012–2014 include the Qt business

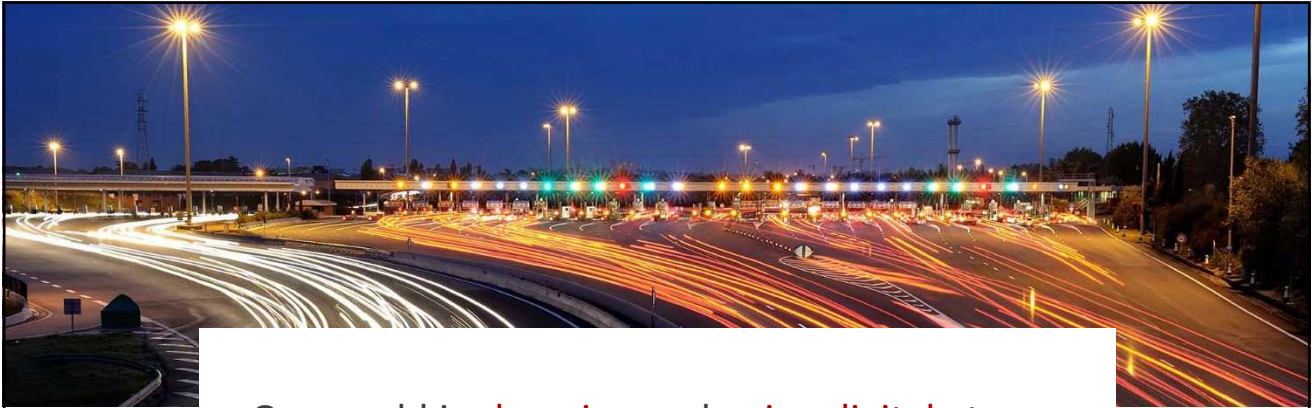
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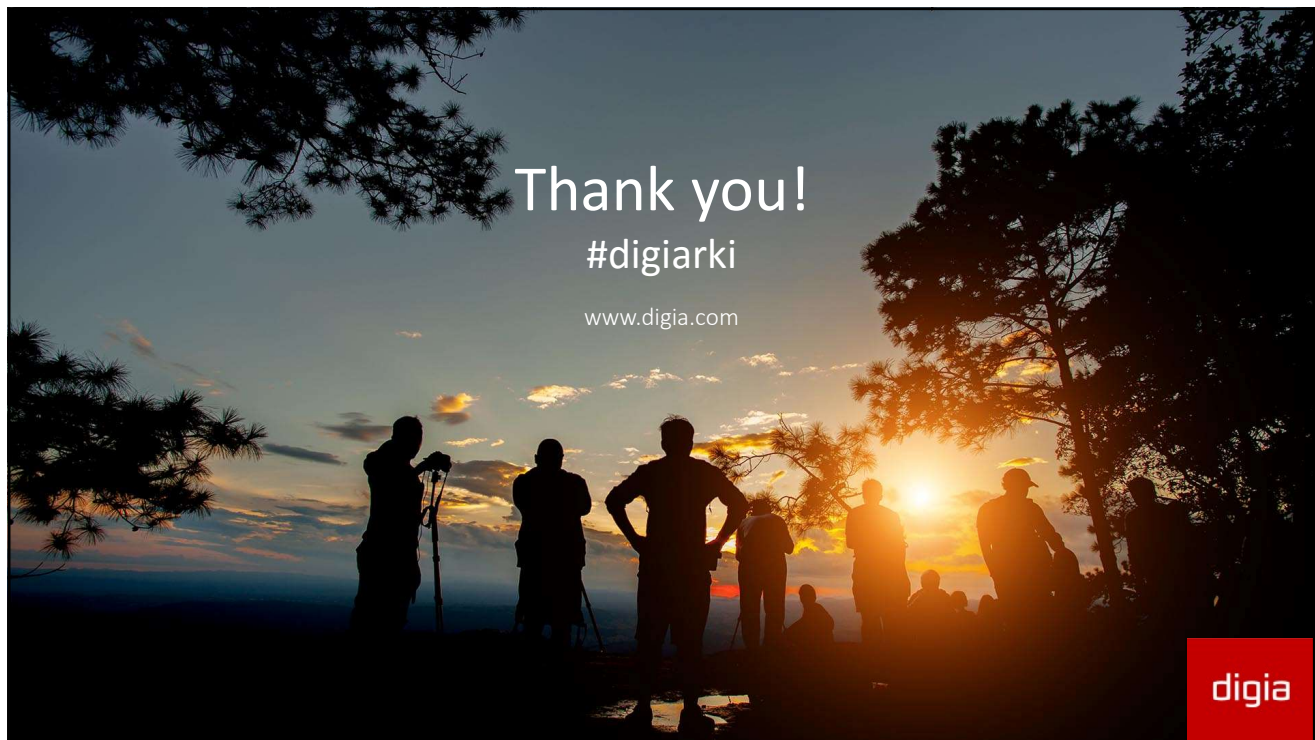
## Digia's **guidance** for 2017 remains unchanged

- Digia's net sales growth is expected to accelerate in 2017 (2016: net sales up 6.8%).
- Operating profit in 2017 is estimated to remain on a par with the previous year.

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

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Thank you!

#digiarki

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