



digia

Digia Plc

Visionary partner





# Business Review **January-March 2018**

27 April 2018

Strengthening offering  
Accelerating growth  
Improving profitability

digia

# Markets and Digia



Digia is an **agile partner** for digitalisation journey – from project to continuous development

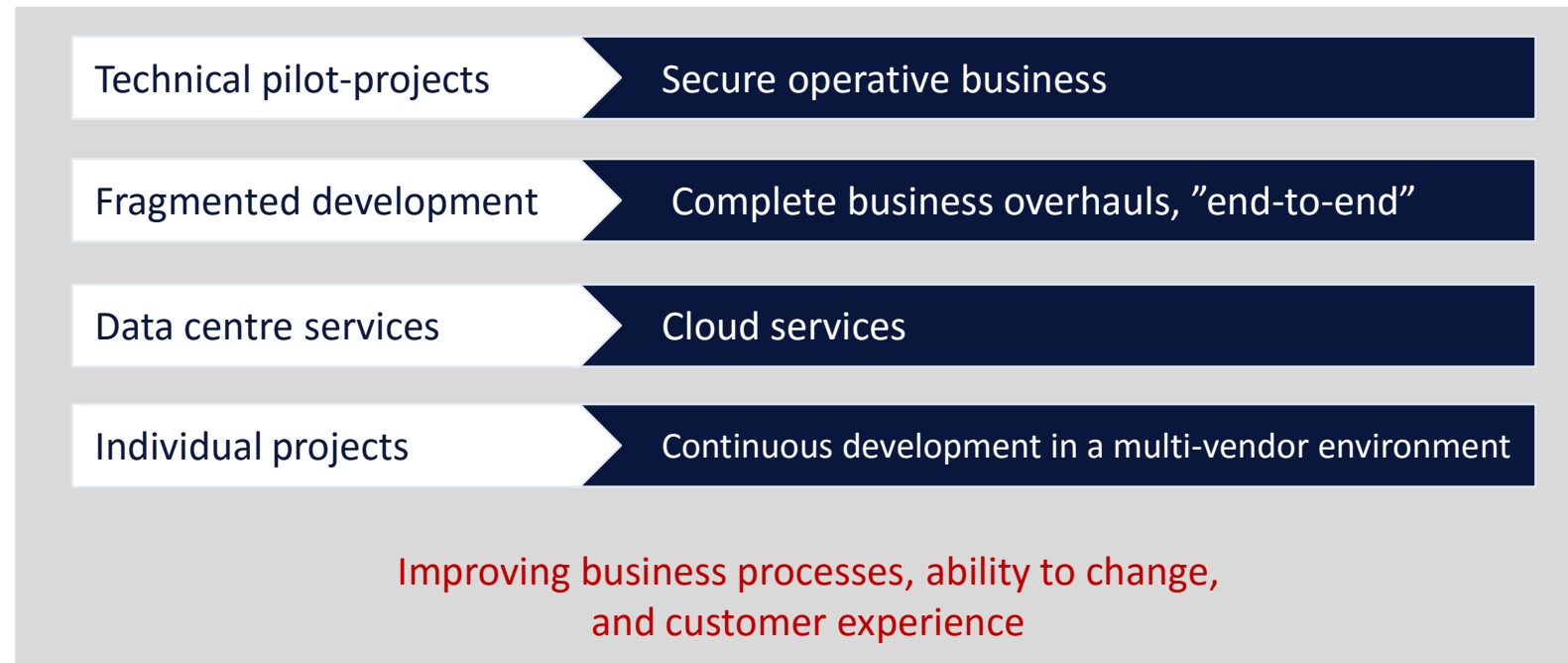
\* Source: Gartner Forecast: IT Services, Worldwide, 2015-2021, 2017/Q4 Update

\*\* Digia's estimation

Notice! Does not include system license market



## Market trends support Digia's success

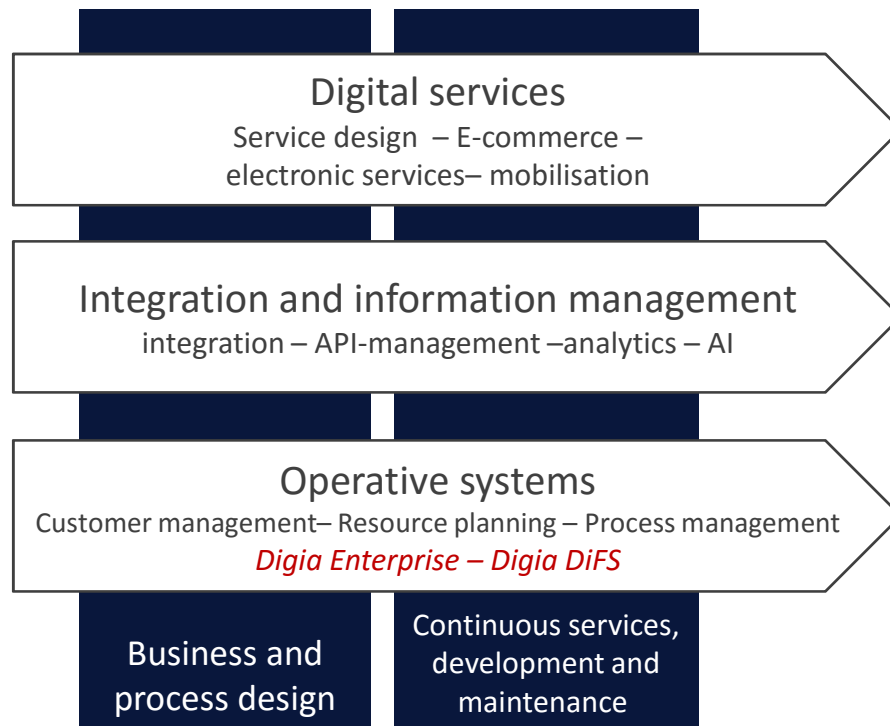


A photograph of an iceberg floating in a blue ocean under a cloudy sky. The iceberg's visible tip is small and jagged, while its massive, textured base is submerged beneath the water's surface. The text "We digitalise also beneath the surface." is overlaid in white, with "beneath the surface." in a larger font size.

We digitalise also  
beneath the surface.

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# Digian tarjoaman vahvistaminen Q1: dataohjautuvuus



15.03.2018

## Digia and Avarea joining forces to create top team of more than 200 experts focusing on data analytics and integration



Digia Plc and Avarea Oy signed an agreement on 14 March 2018, through which Digia Plc will acquire Avarea's entire share capital. This acquisition is the next step in Digia's strategy implementation, in which data utilisation and modern analytics are in a key position.





## Avarean acquisition

- Specialising in advanced analytics solutions (especially in customer analytics, profitability management and IoT solutions)
- Located in Helsinki, Finland

**2009**  
founded

**3.6 M€**  
net sales 2017

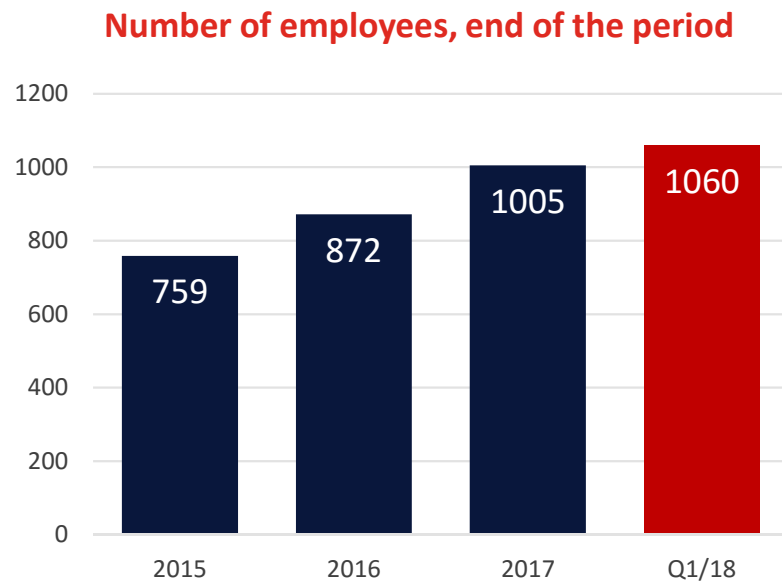
**41**  
employees

Customers



The logo for digia, consisting of the word 'digia' in a white, lowercase, sans-serif font inside a red square.

# Personnel – Our most important asset



Q1/2018 figure includes employees of the Avarea acquisition





# Digia Plc in January-March 2018

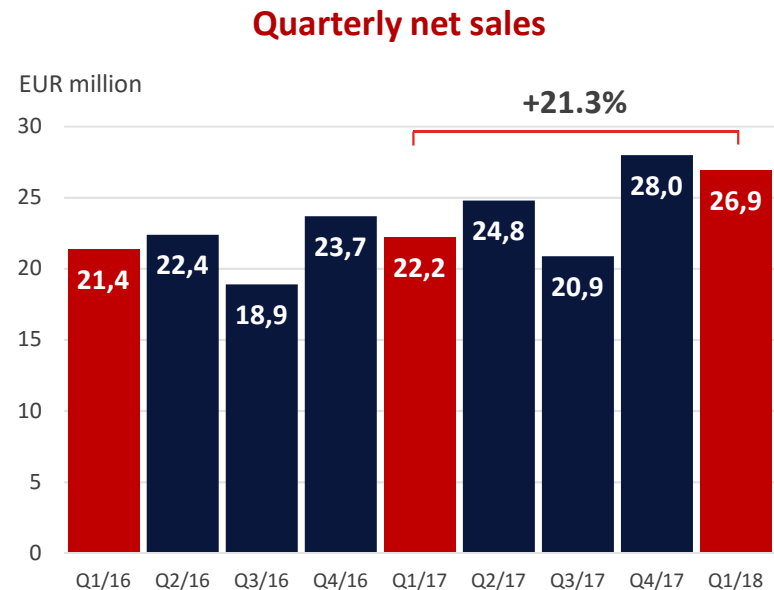


Figures: 31 March 2018



# Q1/2018: **net sales** increased by 21.3%

- Net sales was EUR 26.9 (22.2) million
- **Net sales growth was supported especially by**
  - integration and data utilisation
  - e-commerce solutions
  - Microsoft 365
  - Income Register project
- The project business was 52.9% (46.9%) of net sales
- Service and maintenance business increased by 6.0% and was 47.1% (53.1%) of net sales
- The product business was 19.2% (24.7%) of net sales

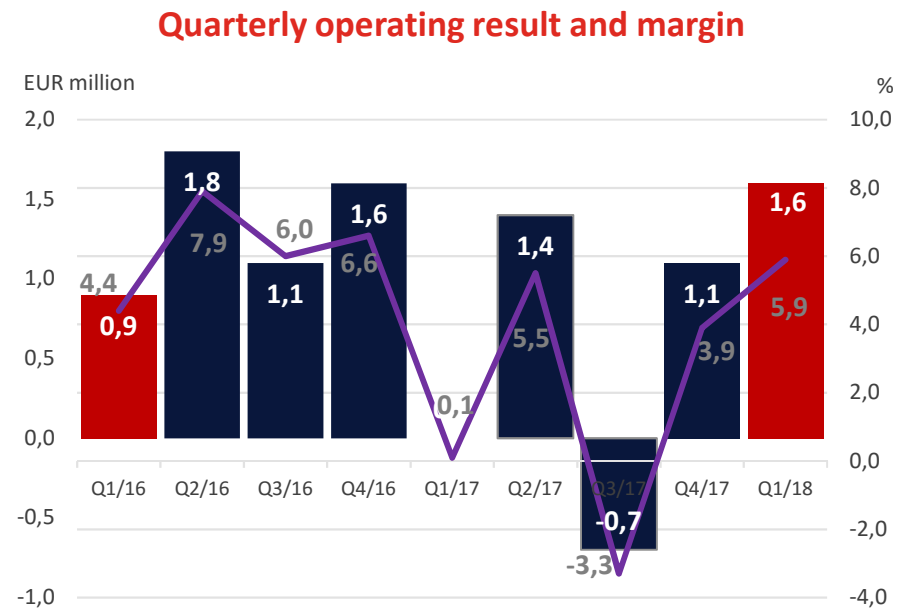


IFRS 15 adjustment to consolidated net sales 1-3/2017 is EUR -357 thousand

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## Q1/2018: **operating profit** was EUR 1.6 million

- Operating profit was EUR 1.6 (0.0) million and operating margin 5.9% (0.1%) of net sales.
- **Operating profit was improved by**
  - Net sales growth
  - tappiollisten kiinteähintaisten hankkeiden suunniteltu eteneminen tai päättyminen



IFRS 15 adjustment to consolidated operating profit 1-3/2017 is EUR -39 thousand

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## Financing and Cash Flow 31 March 2018

- Return on equity 10.0% (-1.6%)
- Return on investment 11.0% (0.5%)
- Interest-bearing liabilities EUR 16.2 (13.9) million
- Cash and cash equivalents EUR 4.1 (2.1) million
- Net gearing 27.6% (37.8%)
- Equity ratio 51.6% (48.2%)
  
- Total shareholders' equity EUR 44.1 (31.1) million
- Balance sheet total EUR 86.2 (65.7) million

A vertical photograph on the left side of the slide. It shows a person's hand holding a smartphone, with the screen displaying a crowd of people. The background is a bright, out-of-focus scene with warm colors like orange and yellow, suggesting a sunset or sunrise. The hand is in silhouette.

## Outlook for 2018

- Digia's goal in 2018 is to bolster its position in the domestic IT service market. We will continue to clarify and develop our offering and polish our services as a whole to ensure they are consistent and even more effective.

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



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Thank you!

#digiarki

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