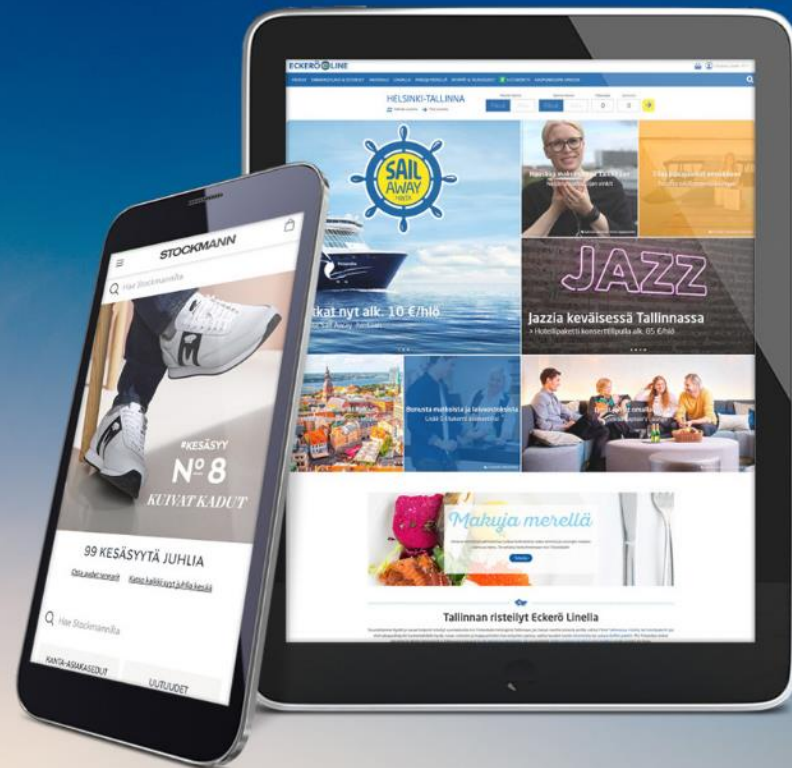
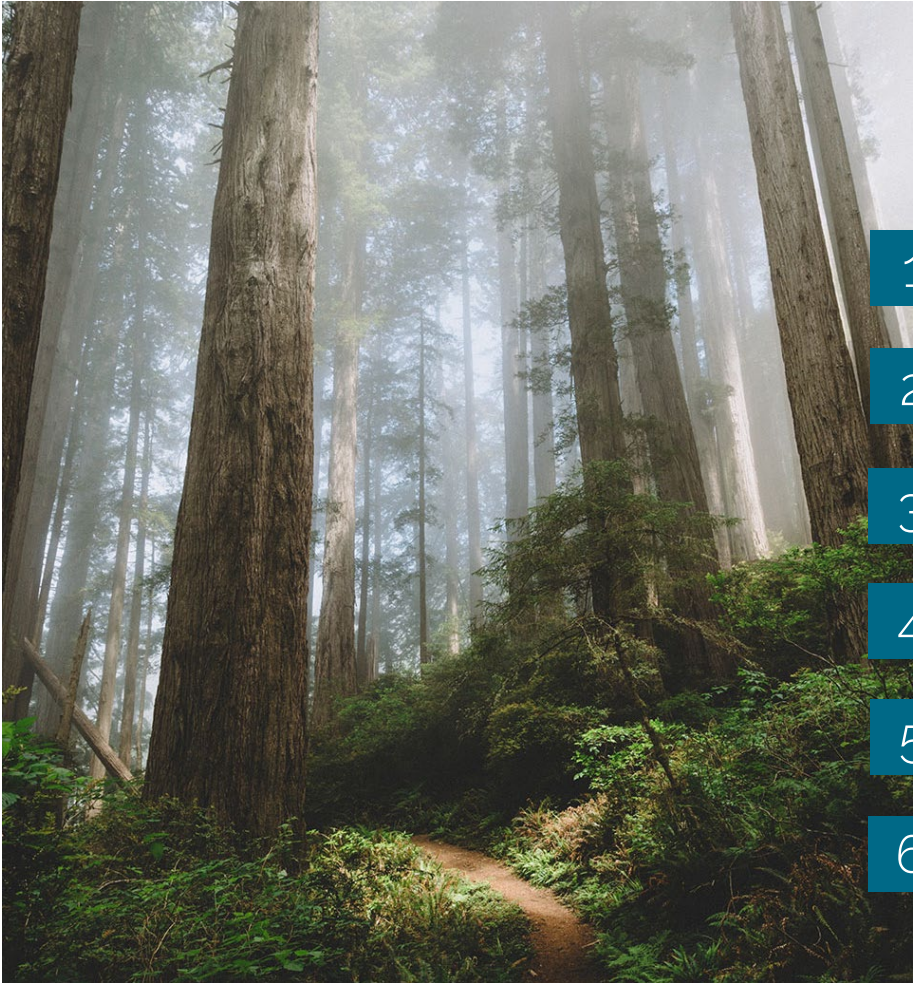


Digia Plc

Business Review January-March

May 3, 2019





Business Review January–March 2019

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Summary Q1/2019

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Net sales and operating profit Q1/2019

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Financing and cash flow

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Personnel

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Future outlook

Strong growth in the beginning of the year: Growth 18.7%

- Organic growth 10.0%
- Good offering
 - Growth in several areas
- Operating profit 2.0 MEUR, growth 25.2%
- Acquisition of Starcut Oy to bolster Digia Digital service area
 - Service design, analytics, e-commerce and agile development

Growth
18.7%

Net sales
31.9 MEUR

Operating profit
2.0 MEUR

Earnings per share
0.06 EUR

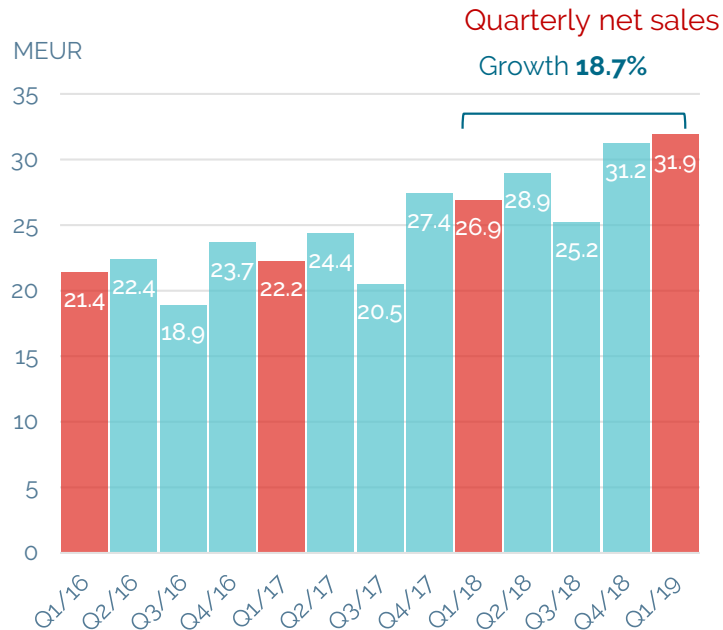
Personnel
1 114



digia

Net sales grew 18.7%

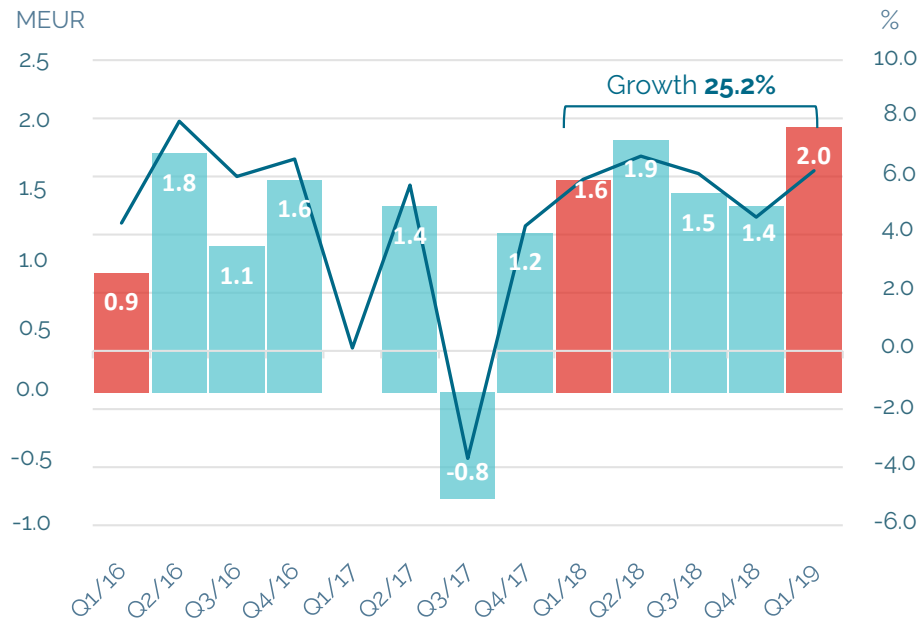
- Net sales 31.9 (26.9) MEUR
 - Service and maintenance business: 15.8 MEUR, (49.5%)
(2018: 13.9 MEUR, 51.5 %)
 - Project business: 16.1 MEUR, (50.5%)
(2018: 13.0 MEUR, 48.5%)
- Growth of net sales was supported especially by
 - Modern online business
 - Integration ja API solutions

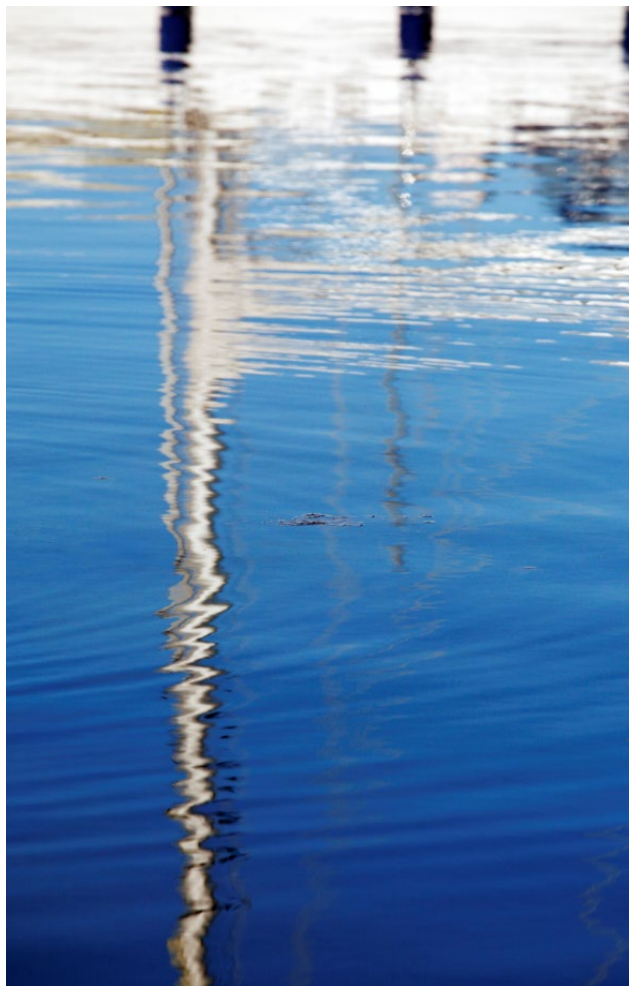


Operating profit 2.0 MEUR, growth 25.2%

- Operating profit 2.0 (1.6) MEUR and operating margin 6.2% (5.9%) of net sales.
- Earnings per share 0.06 EUR (0.04).
- Growth of operating profit was supported by improved profitability of all service areas.

Quarterly net sales and operating margin





Business development

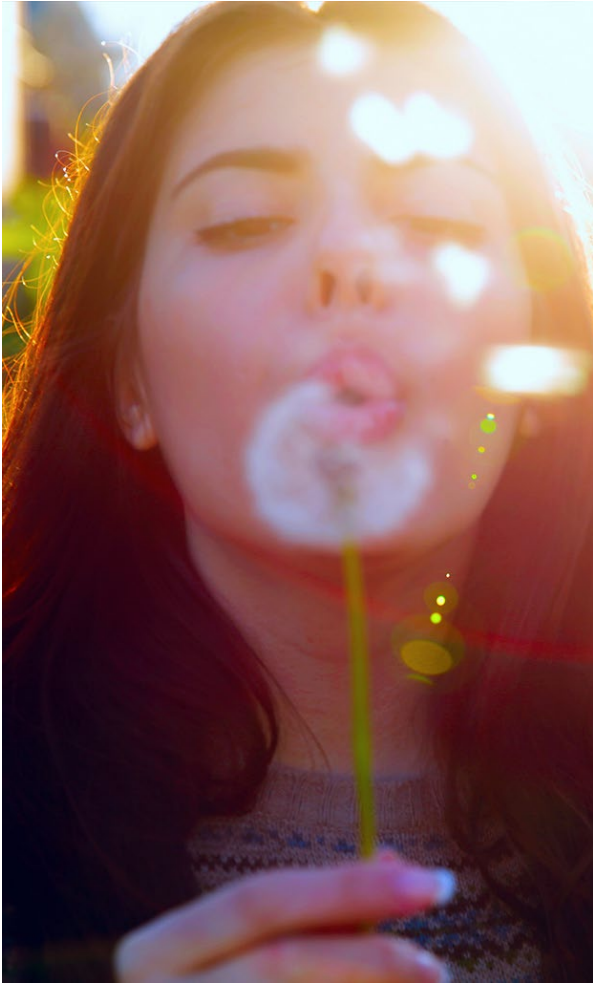
- UNA: Integration and data management solution to social and health care sector.
- Incomes Register: Tax Administration and Digia will continue to cooperate in the maintenance of the system and the development of the benefits phase and additional functionalities.
- Further development and maintenance of HSL app and the platform.
- The first reference delivery release in Finland employing cloud-based Microsoft Dynamics 365 Talent.



Financing and Cash Flow

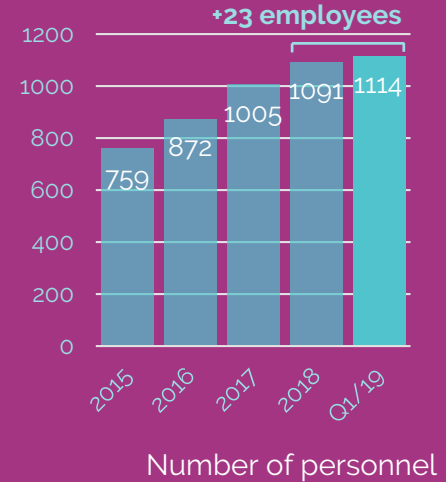
March 31, 2019

- Return on equity (ROE) 12.5% (10.0%)
- Return on investment (ROI) 12.3% (11.0%)
- Interest bearing liabilities 19.6 (12.2) MEUR
- Net gearing 41.4% (27.6%)
- Equity ratio 49.2% (51.6%)
- Total shareholders' equity 47.5 (44.1) MEUR
- Balance sheet total 97.8 (86.2) MEUR
- The effect of IFRS 16 on the lease payment obligation recognised in Digia's balance sheet as at 1 January 2019 amounts to EUR 8.3 million. Right-of-use assets as per IFRS 16 amounted to EUR 11.2 million on 1 January 2019 and EUR 10.4 million on 31 March 2019. The amount decreased by EUR 0.9 million during the review period. The standard does not have a material impact on the operating profit or result for the review period.



Personnel

- Skilled and motivated personnel is the corner stone of our success.
- Emphasis on developing expertise and renewal of expertise structure to implement growth strategy.
- Number of personnel at the end of March 2019 was 1 114.



An aerial photograph of a city, likely Helsinki, taken during the "blue hour" of sunset. The sun is low on the horizon to the left, casting a warm, golden glow over the city and the water. The city features a mix of modern and older architecture, with several tall buildings and a prominent church with a golden dome on the left. A large body of water is visible in the background. A semi-transparent circular graphic is positioned in the upper center of the image, containing the text "OUR WORLD VIEW".

OUR
WORLD
VIEW

Using digital platforms and networks for operations will become more common.

**At Digia, we believe in a world in which
value is created in ecosystems
through smart data management.**

This is **how the world will develop**



Digital
projects

Separate projects



Digital
business
and platforms

- Considering the big picture, implementing in phases
 - Business criticality



Digital
ecosystems

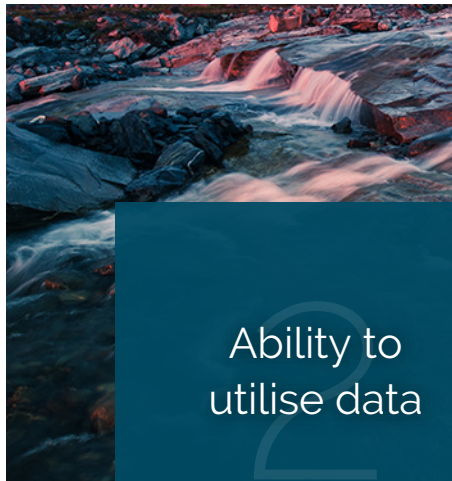
Working through networks

Three things that customers must take care of



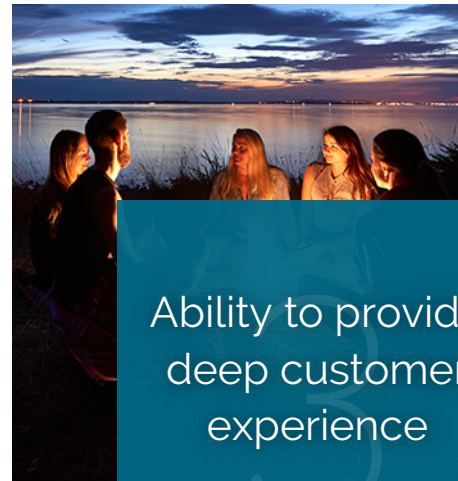
Ability to build
platforms and join
ecosystems

Platform economy



Ability to
utilise data

Data and algorithms



Ability to provide
deep customer
experience

Feeling and functionality

Our services

Customer experience

Business and service design

Data-driven

Analytics

Continuity

Service management
24/7 and continuous development

Digital services

e-commerce | product data management | online services | mobile services

Integration and API

integrations | API

Business systems

customer relationship management | ERP | solutions for the financial sector

“To ensure that the whole package works involves going beyond the surface — **that is digital value**”

—
Trusted operator in
several sectors



Handelsbanken SEB



Terveystalo

posti

Valmet



elisa

VARMA



Profit guidance for 2019

- Digia's net sales will continue to grow and operating profit in euros will improve compared to 2018.