



Half Year Financial Report 2019

Summary 1-6/2019

Net sales and operating profit Q2/2019

Key figures

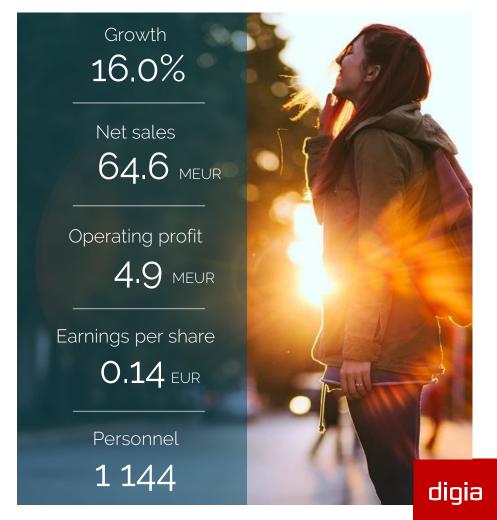
Business Development 1-6/2019

Markets, strategy and acquisition of AES Oy

Profit guidance

1-6/2019: Profitable growth continued Net sales +16.0%, operating profit +37.5%

- Net sales grew 16%, organic growth 8.9%
- Operating profit 4.9 MEUR, growth 37.5%
 - H1 operating profit percentage 7.5 (6.3)%
 - Q2 operating profit percentage 8.8 (6.7)%
- Good offering
 - Growth in several areas
- Acquisitions
 - 31.1.2019: Starcut Oy to bolster Digia Digital service area
 - Signed 27.6.2019 and closed 1.8.2019 acquisition of Accountor Enterprise Solutions Oy

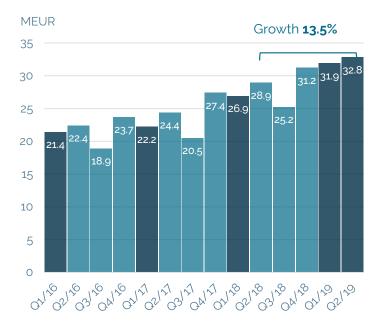




Net sales grew 13,5%

- Net sales 32.8 (28.9) MEUR
- Growth of net sales was supported especially by
 - Modern online business entity
 - Design, analytics, e-commerce and agile software development
 - Integration and API solutions
 - Core business systems
 - Business systems based on Microsoft technologies
- Service and maintenance business:
 - 15.9 MEUR, growth 12%
- Project business:
 - 16.8 MEUR, growth 15%

Quarterly net sales



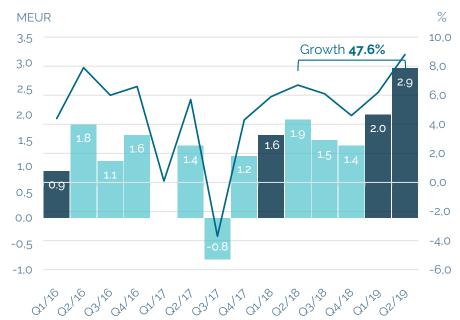




Operating profit 2.9 MEUR, growth 47.6%

- Operating profit 2.9 (1.9) milj. euroa
- Operating margin 8.8 % (6.7 %) of net sales
- Growth of net sales was supported by improved profitability of nearly all service areas
- Earnings per share 0.08 EUR (0.06)

Quarterly net sales and operating margin



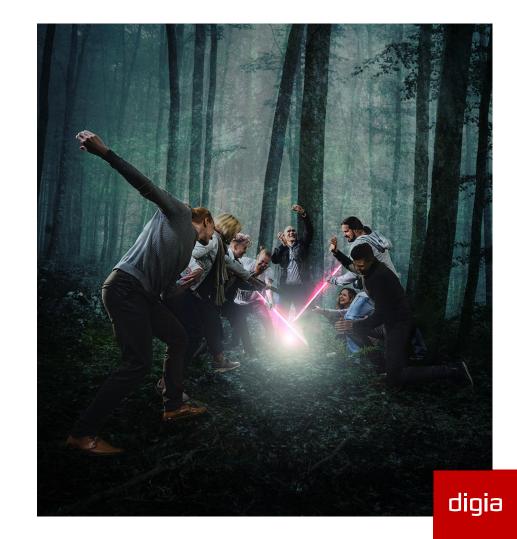




Key Figures 30 June 2019

- Return on equity (ROE) 15.3% (11.6%)
- Return on investment (ROI) 14.8% (11.8%)
- Interest bearing liabilities 16.8 (14.3) MEUR
- Net gearing 33.8% (31.4%)
- Equity ratio 49.8% (52.5%)
- Total shareholders' equity 49.7 (45.6) MEUR
- Balance sheet total 100.4 (87.3) MEUR

Business Development 1-6/2019

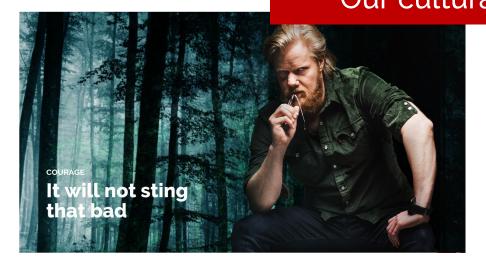


Business Development 1-6/2019

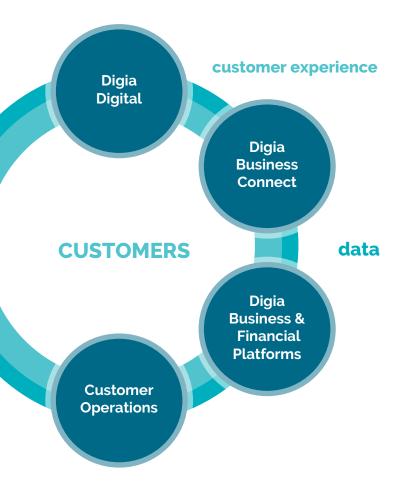
Society People and Culture Operating model Customers and Offering











Digia service areas 1.1.2019

- Data, design and customer experience
- Integration capability
- Business platforms
- 24/7 services and continuous development

- Structure supports:
 - strategy
 - the developing needs of the customers
 - development opportunities for the personnel



Digia **Digital** Digia **Business** Connect data **CUSTOMERS** Digia **Business & Financial Platforms** Customer **Operations** customer experience

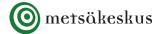
Customers and Offering









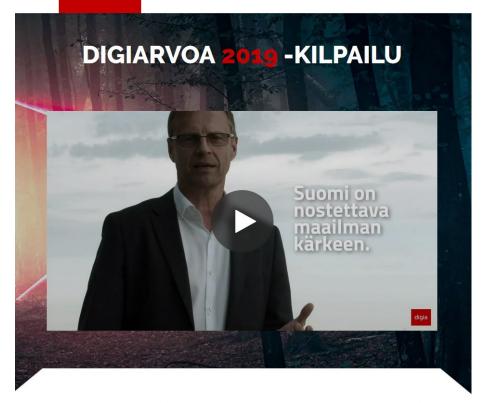








Etusivu Osallistu Raati Säännöt Ota yhteyttä



Etsimme huippuluokan digiarvoa tuottavaa ideaa tai hanketta. Tuemme kilpailun voittajaa 100 000 euron arvoisella panostuksella.

Digiarvoa 2019 -competition

- The competition was about looking for ideas or projects that create value digitally in following themes:
 - platforms and ecosystems
 - valuable data
 - exciting customer experiences
- 93 applications
- Digia supports the winning idea, concept or project to the sum of EUR 100,000
- Winner will be announced September 24



Markets and strategy





This is how the world will develop



Separate projects





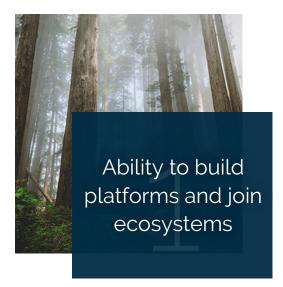
Business criticality



Working through networks



Three things that customers must take care of





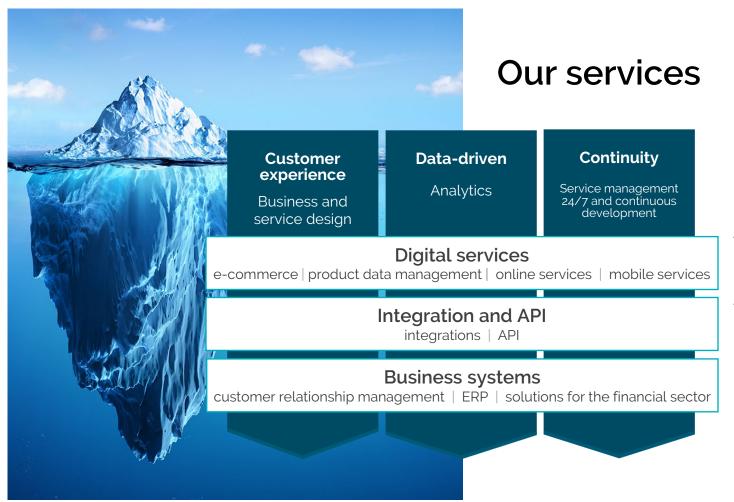


Data and algorithms

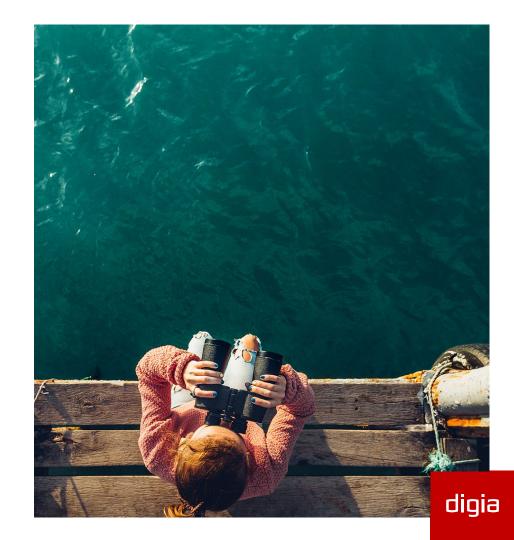


Feeling and functionality





"To ensure that the whole package works involves going beyond the surface that is digital value" Acquisition of AES Oy





Accountor Enterprise Solutions

- Specialiced in Microsoft Dynamics 365 ja Oracle NetSuite solutions, including projects and continuous services
- Offices in Helsinki, Tampere and Turku
- Agreement signed Juny 27 2019
- Acquisition closed August 1 2019

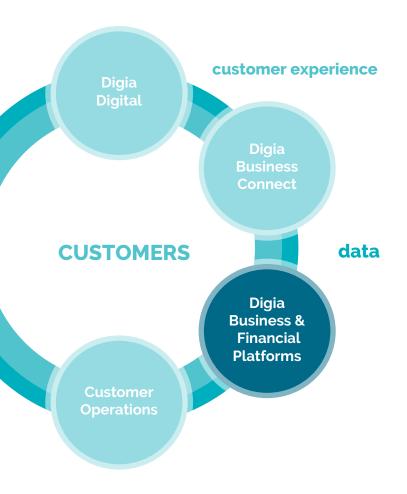












Digia Business Platforms 1.8.2019

- core of digital business
- Over 360 ERP and CRM professionals
- Suitable solutions for different customers
- Goal is to be the number one operator in the business
 - know-how, offering, implementation cabability















Profit guidance for 2019

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

