



# **| Digia Plc's Financial Statement Bulletin 2020**

9.2.2021

**digia**



# Content

- 1 Year 2020
- 2 Q4 highlights
- 3 Net sales and operating profit Q4/2020
- 4 Key figures
- 5 Digia's strategy and year 2021
- 6 Profit guidance



# Digia's year 2020



**Next Level strategy**  
Value is created in ecosystems making intelligent use of data



**Digia Hub**  
Network of over 1800 freelancers

**Digia Business Engine**



**Functional community – also remotely**

continuity of customer's services secured



**Climber as part of Digiaa**

Swedish business analytics expert, 73 professionals



**Carbon neutral Digia 2020**



Net sales

**139,0 MEUR**  
(131,8)

Operating profit (EBITA)

**16,0 MEUR**  
(11,0)

Earnings per share

**0,40 EUR**  
(0,27)

Personnel

**1 258**  
(1 266)

## **2020:** Growth continued, profitability was strong

### Growth

- Net sales + 5.5%
- EBITA operating profit + 45.4%
- Earnings per share + 49.4%

### Profitability

- EBITA operating margin 11.5% (8.3%)
- Return on investment 16.5% (13.5%)

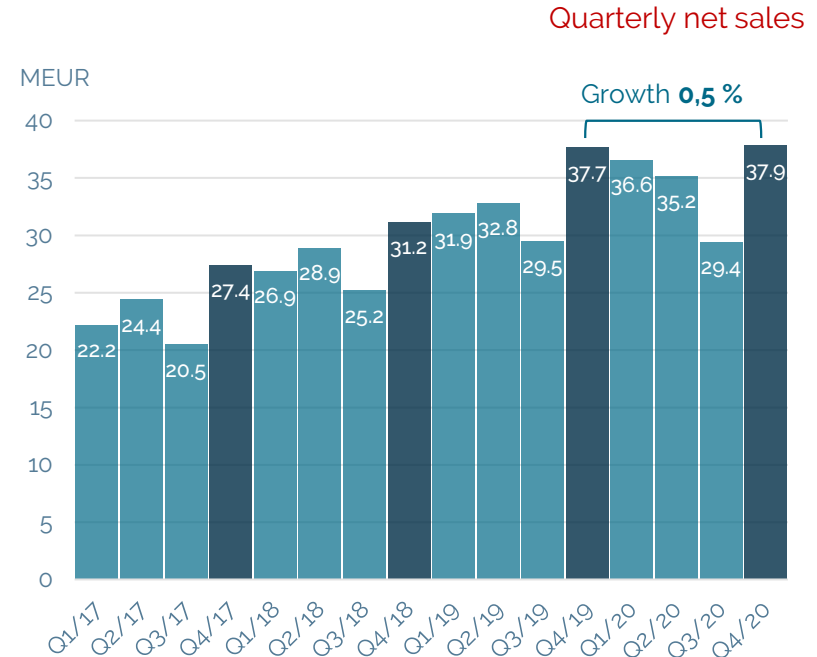


## Q4 highlights

- » Record result despite continued uncertainty of market conditions
- » Signing of Climber acquisition –more power for providing data driven services
- » Renewal of own business continued based on the strategy:
  - Digia Business Engine
  - Digia's operating model

# Stable net sales – demand especially in core business systems

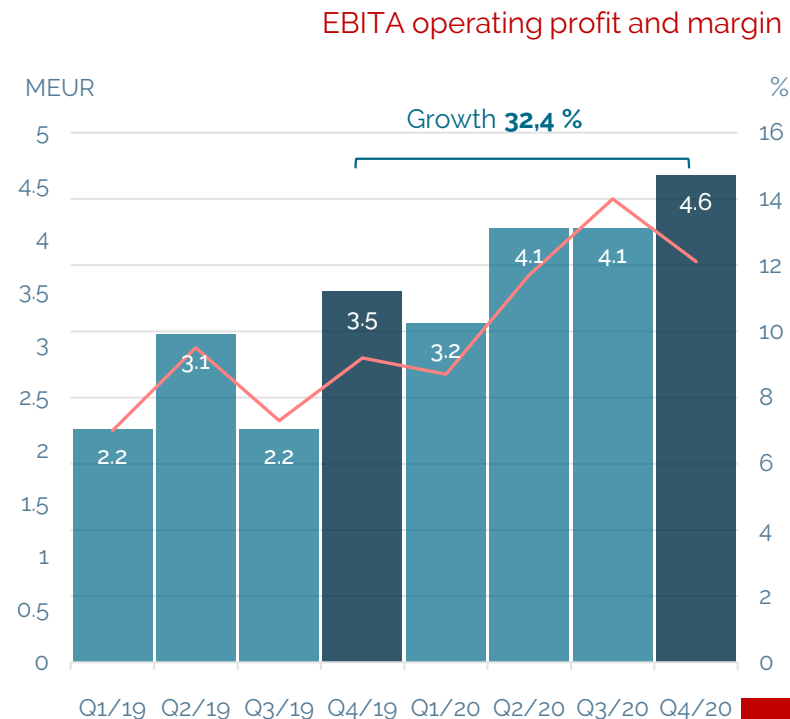
- Net sales 37.9 (37.7) MEUR
  - Growth especially in ERP systems and customized solutions
  - Need for utilising data is reflected in the renewal of core systems
- Project business:
  - 38.4% of net sales
- Service and maintenance business:
  - 61.6% of net sales



# EBITA operating profit 4.6 MEUR, growth 32.4%

Q4/  
2020

- EBITA operating profit was increased by good project management and savings brought by corona
- EBITA operating profit 4.6 (3.5) MEUR
- EBITA margin 12.1% (9.2%)



*Digia proceeded to EBITA guidance in the beginning of 2020*



# Key figures December 31 2020

- Cash flow from operations 23.6 (12.3) MEUR
- Return on equity (ROE) 18.7% (14.0%)
- Return on investment (ROI) 16.5% (13.5%)
- Interest bearing liabilities 10.5 (22.6) MEUR
- Net gearing 17.3% (42.5%)
- Equity ratio 50.7% (47.2%)
- Shareholder's equity 60.7 (53.1) MEUR
- Balance sheet total 121.1 (114.1) MEUR





# Year 2021 – Next Level

Year of renewing operations  
and investing in growth



digia

# Financial objectives for strategy period 2020-2022

- An annual net sales growth exceeding 10%
- The target level of profitability is an EBITA margin of 10 per cent by the end of the strategy period



# Digia Next Level strategy

Growth journey of Digia and customers



- › Digians and company culture

COURAGE | SHARING |  
LEARNING | PROFESSIONAL PRIDE

- › Partners and networks

- › Visionary and responsible partner
- › Extensive service and product offering
- › Value from data

- › Value is created in ecosystems through smart data management
- › In modern companies, symbiosis between human and software takes place





Extensive service  
and product offering

*"Toolbox for **modern**  
digital business"*

## DIGITAL SERVICES AND CUSTOMER EXPERIENCE

Business and service design,  
online services, e-commerce,  
mobile services

## VALUE FROM DATA

AI, data driven services and  
processes, business analytics

## DIGITAL CORE

Data, IoT and cloud  
platforms, integrations,  
information security,  
continuous services,  
24/7 service management &  
monitoring

## BUSINESS SYSTEMS

Enterprise resource  
planning, customer  
relationship management  
and solutions for financial  
sector

The image is a banner for the acquisition of Clumber by Digia. It features a dark red background with a faint geometric pattern of lines and triangles. In the center is a large, light-colored heart outline. To the left of the heart is the 'digia' logo in white lowercase letters. To the right is the 'clumber' logo in white lowercase letters. Inside the heart, the text '"Taking intelligent business to the Next Level"' is written in a white, italicized serif font.

digia

*"Taking intelligent business  
to the Next Level"*

clumber

- Climber International AB offers consulting and solutions for developing data driven business
- Net sales 2019: 137.7 MSEK\* (inc. operations in UK which is not included in the acquisition, 18.4 MSEK)
- Acquisition concerned operations in Sweden, Finland, Denmark and the Netherlands
- 73 new professionals to Digia
- Signing 15.12.2020, closing 7.1.2021

\*Swedish GAAP

digia

# Our journey towards the symbiosis of people and software

2030's company in 2022





# Responsibility is part of Digia's strategy

The focal points of Digia's responsibility



## Sustainable **digital value**

For our customers while  
building a functional society



## Sustainable **digital expertise**

For both our personnel and  
Finland as a whole



## Sustainable **digital life**

In our own work with respect  
for the environment

# Carbon neutral Digia 2020

- Digia compensates emissions of its own operations and flights from 2020 by financing the recovery of peatland through Hiilipörssi (Carbon Market).
- Our compensation will revitalize around 9 hectares of peatland in Piitsonsuo, North Karelia
- Approximately half of the carbon footprint of the entire value chain comes from the purchase and recycling of production equipment – their emissions have already been cut by previous circular economy measures.



# Implementing Digia Next Level strategy 2020-2022

**2020**

Exceptional year,  
strong performance

**2021**

Renewing of operations  
and investing in growth

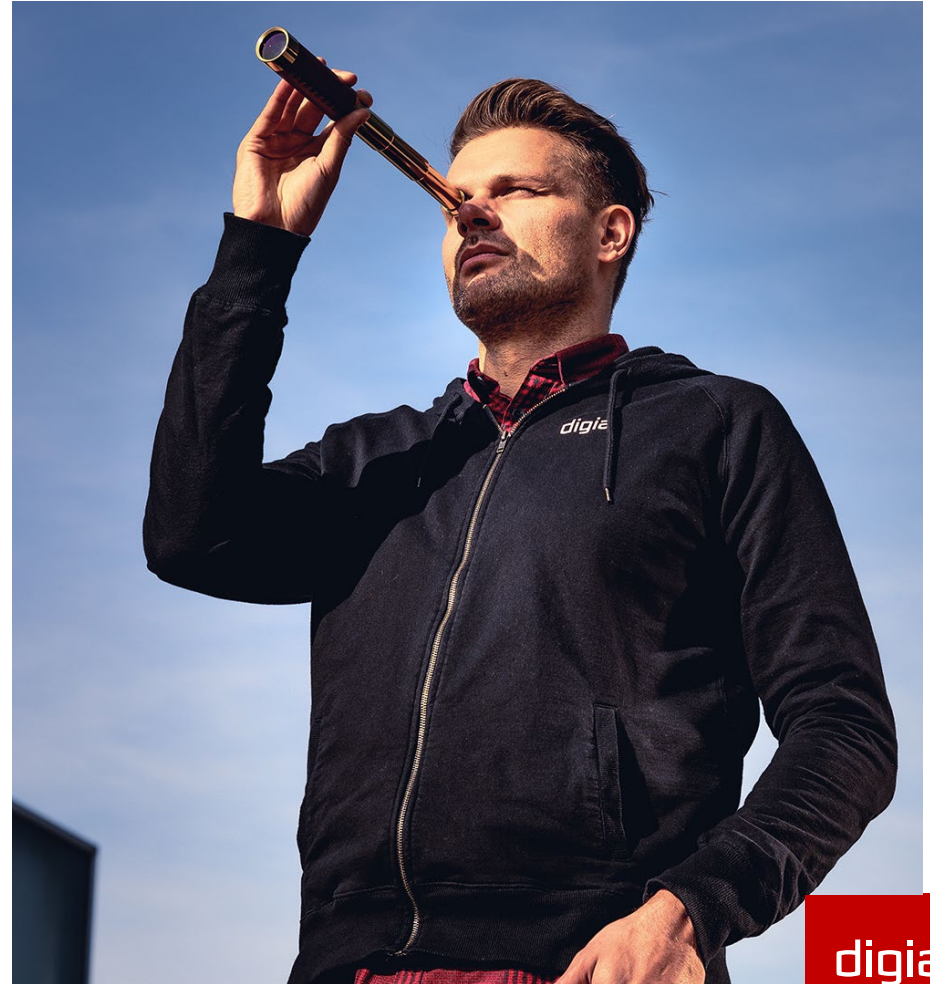
**2022**

Profitable growth and  
Digia Next Level



# Profit guidance for 2021

- Growth in Digia's net sales will outpace the previous year (5.5% in 2020) and the EBITA margin will be at a level of about 10%.





## Proposal for the distribution of profit

- The Board of Directors will propose that a dividend of EUR 0.15 per share be paid (EUR 0.10 per share in 2019)



digia

Digitalisation that  
makes a difference.

**Thank you.**