



Digia Plc

| Business review

January-March 2020

May 7, 2020

digia



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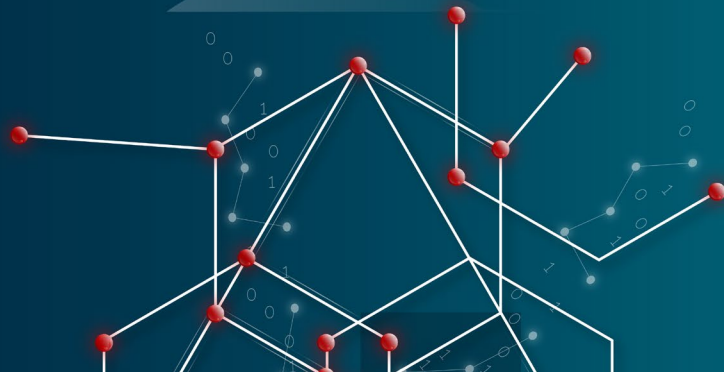
Profitable growth continued

Q1 highlights

- Digia's contingency arrangements and personnell demonstrated their ability to operate in exceptional circumstances.
- The operations of customers' solutions and services have been secured. .
- Digia's overall offering is strong – the importance of maintenance was emphasised

» All our service areas posted growth and improved their profitability.

- Launch of a new strategy, Next Level



Next Level

We take our customers' digital business to the next level –
as a partner

1

From point-to-point solutions
to a managed entity

2

Utilizing data in services
and processes

Long-term cooperation and continuous renewal



Digia Plc
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Kehitys ei pysähdy poikkeusoloissa – Etola-yhtiöt ja Digia ovat sopineet uudistushankkeesta koskien Digia Enterprise -liiketoiminta-alustaa. Uudistushanke mahdollistaa uusien innovaatioiden, liiketoimintatarpeiden sekä digitalisaatiotratkaisujen tehokkaamman toteuttamisen Etolan konserniyhtiöissä.

Lue lisää lehdistötiedotteestamme: <https://hubs.ly/H0qbTkr0>

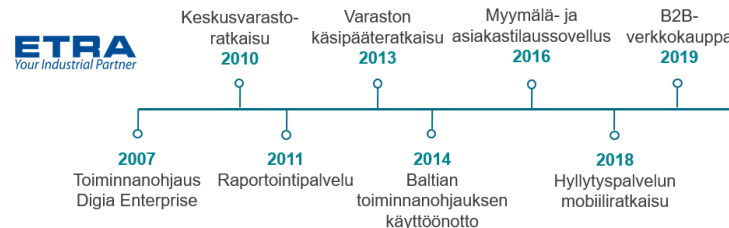
[See translation](#)



Kehitys ei pysähdy poikkeusoloissa – Etola-yhtiöt uudistaa liiketoiminta-alustansa Digian kanssa

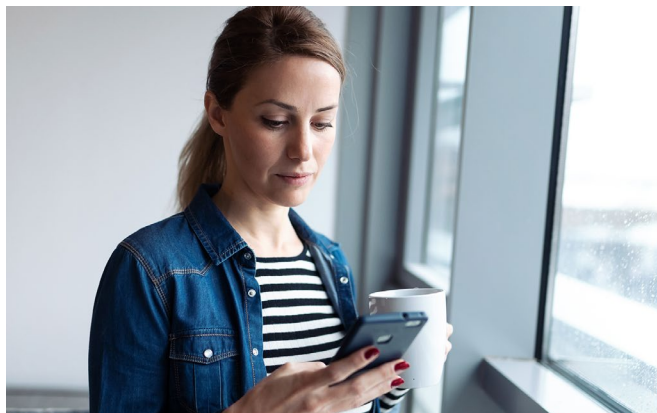
digia.com

- On 15th April, Digia ja Etola-yhtiöt signed an agreement to renew Digia Enterprise business platform



digia

A responsible operator as a part of society



APUA MYÖS POIKKEUSOLOISSA

Saat sovellukseen oman alueesi viranomaistiedotteet. Sovelluksen kautta pääset myös täyttämään koronavirustaudin oirearvion.



**Suomen Punainen Risti**
Eilen 7.52 · 🌐

Koronakriisi on herättänyt suomalaisten auttamisen halun. Punaiselle Ristille ilmoittautui maaliskuussa 1070 uutta vapaaehtoista, kun keskimäärin vapaaehtoisia ilmoittautuu noin 600 kuukaudessa.

Punainen Risti hyödyntää nyt data-analytiikkaa, jotta uudet vapaaehtoiset saadaan nopeammin mukaan toimintaan ja mielekkäisiin tehtäviin.

"Digitalisoinnin ansiosta pystymme tarjoamaan yhä useammalle ihmiselle entistä nopeammin mielekkäitä vapaaehtoistehtäviä, joissa ihminen kokee auttamisen iloa", sanoo projektipäällikkö Tapani Tulkki Punaiselta Ristiltä.

Digian kanssa yhteistyössä rakennettu datamalli otettiin käyttöön juuri ennen koronakriisin alkua.



[PUNAINENRISTI.FI](#)
Korona toi Punaiselle Ristille ryntäyksen uusia vapaaehtoisia – Digian kanssa tehty datamalli auttaa hyödyntämään...

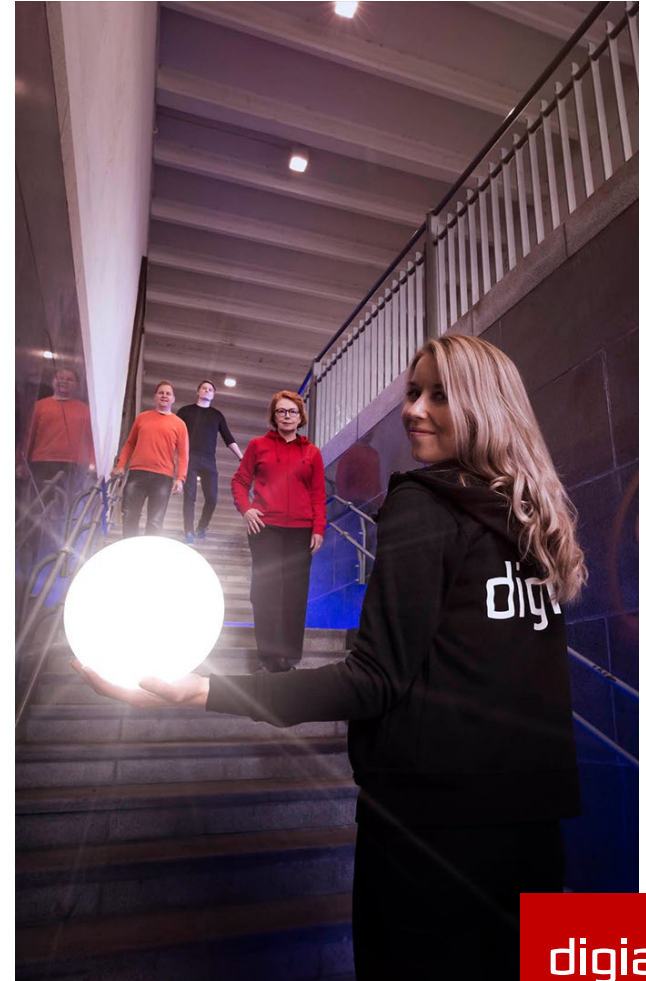
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6 kommenttia 16 jakoa

Digia's arrangements during coronavirus epidemic

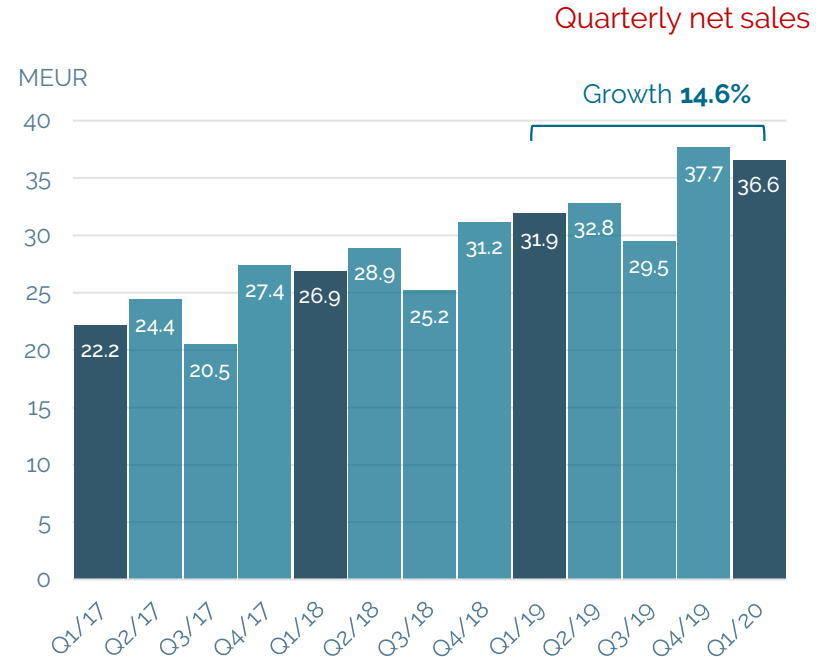
- We introduced extensive contingency arrangements at the beginning of March to ensure the safety of our personnel and customers
 - Remote work and decentralization..
- The contingency arrangements and the implementation of the necessary measures are led by Digia's safety organisation under the leadership of the Chief Security Officer (CSO).
 - This organisation also anticipates and reacts to deviations under normal operating conditions.

Professional personnel and good preparedness have secured the continuity of customers' services and our own operations.



Net sales grew 14.6%

- Net sales was 36.6 (31.9) MEUR
 - Growth on all service areas
- Service and maintenance business:
 - Its importance is emphasised in exceptional circumstances.
 - 23.5 MEUR, 65% of net sales
- Project business:
 - 13.0 MEUR, 35% of net sales
- Number of personnel grew 13.1%

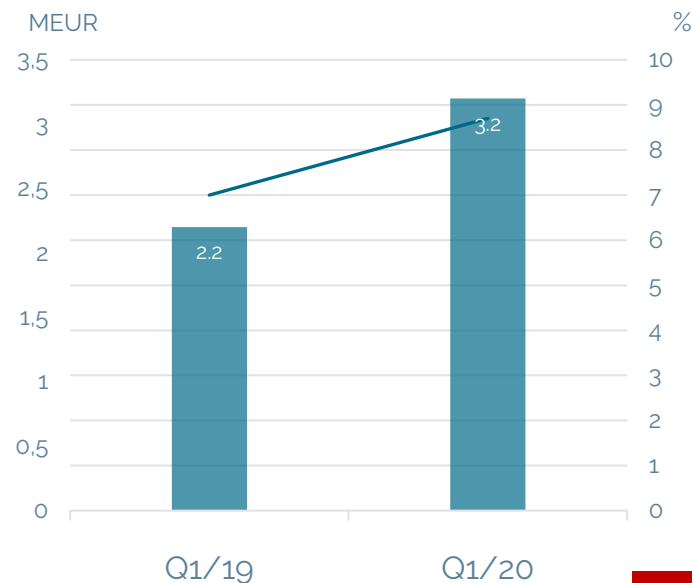


EBITA operating profit 3.2 MEUR, growth 42.0%

Q1/
2020

- EBITA operating profit was 3.2 (2.2) MEUR
- EBITA margin 8.7% (7.0%)
- Profitability in all service areas improved

EBITA operating profit and margin



Digia proceeded to EBITA guidance in the beginning of 2020.

Key figures March 31 2020

- Return on equity (ROE) 16.6% (12.5%)
- Return on investment (ROI) 13.8% (12.3%)
- Interest bearing liabilities 20.8 (19.6) MEUR
- Net gearing 39.8% (41.4%)
- Equity ratio 46.2% (49.2%)
- Total shareholder's equity 52.2 (47.5) MEUR
- Balance sheet total 115.1 (97.8) MEUR



The effects of coronavirus on Digia's business

The impacts of uncertainty are expected to have a strong impact, but it is currently difficult to estimate its extent.

- Epidemic has a strong impact on the fields of business of some of our customers.
- Possible effects on sales.

In uncertainty, Digia is supported by:

- The large share of operations accounted for by continuous services and maintenance.
- Broad offering.
- Cost-aware operations.

Our financial position is stable, and our liquidity is at a good level.

The outlook for net sales and earnings during the present year involves significantly more uncertainty than usual, but on the basis of the current information, we have no reason to change the profit guidance we provided in our financial statement release.

Profit guidance for 2020

- Digia's net sales will grow and operating profit (EBITA) will improve compared to 2019.

Operating profit before amortisation of acquisition costs (EBITA)



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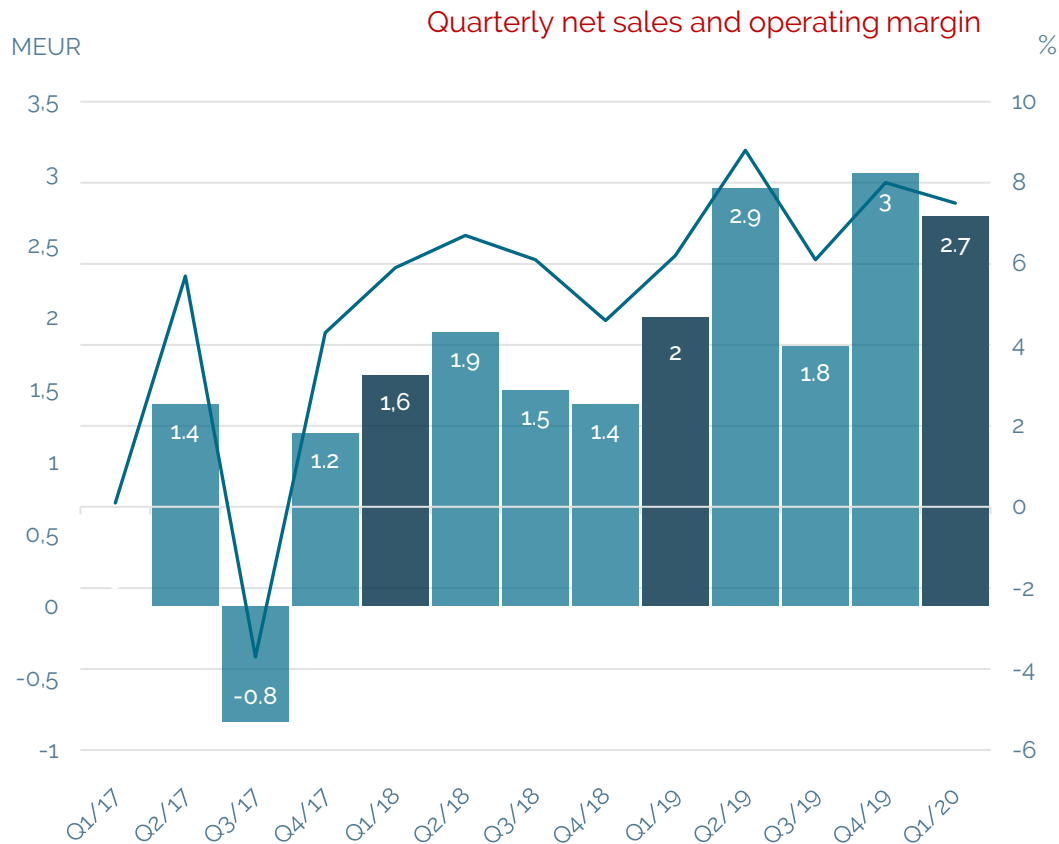
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Digitalisation that
makes a difference.

Thank you.

Operating profit (EBIT)

Q1/
2020



Digia proceeds to EBITA guidance

EBITA

Operating profit before amortisation of acquisition costs

- Digia has grown during the past strategy period both organically and through acquisitions
 - Helps to perceive the company's true operative performances
 - Comparing the development of profitability with comparable companies

