



Digia Plc

| Business review

January-September 2020

October 30, 2020

digia



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Net sales

101.2 MEUR
(94.1)

Operating profit (EBITA)

11.4 MEUR
(7.5)

Earnings per share

0.29 EUR
(0.18)

Personnel

1 258
(1271)

1-9 2020: Strong performance

Growth

- Net sales + 7.5%
- EBITA operating profit + 51.4%
- Earnings per share + 61%

Profitability

- EBITA operating margin 9.9% (7.1%)
- Return on investment 15.7% (12.5%)

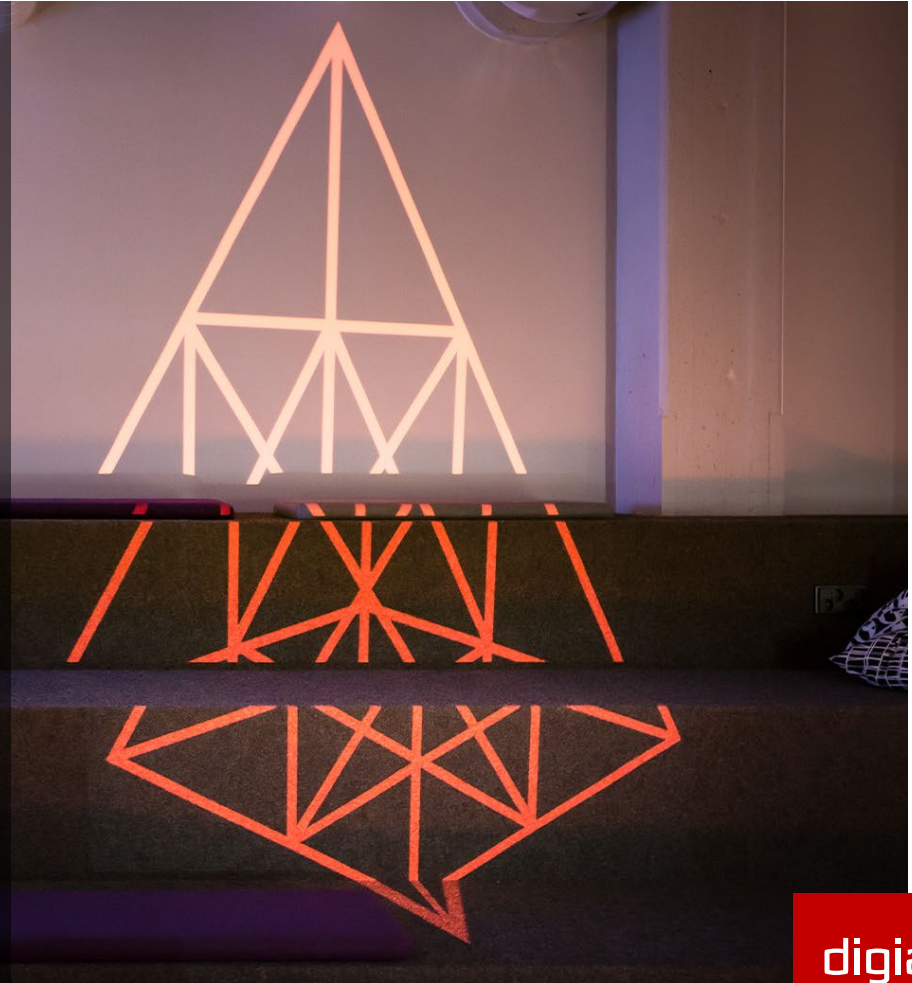
Q3 highlights

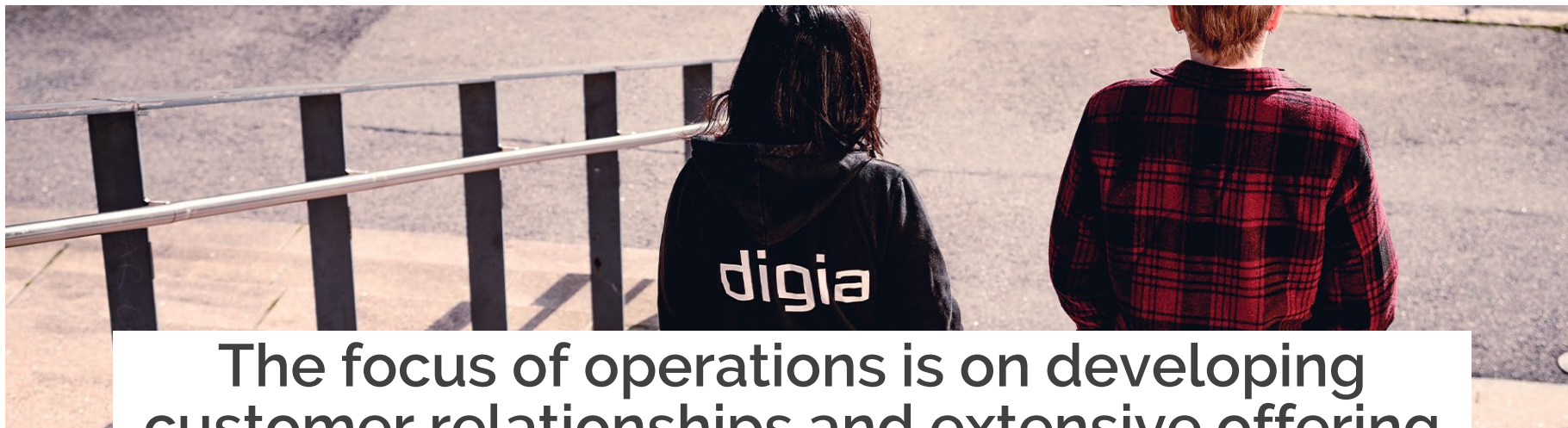
The investment level of customers varies depending on the business situation.

Digia's profitability is good:

- Development of operations and savings related to corona virus
- Evolving customer relationships and extensive offering

Growth is supported by investments in projects promoting strategy and personnel development.





The focus of operations is on developing customer relationships and extensive offering

Smart data utilisation

HUS⁺

Valtiokonttori
Statskontoret
State Treasury

Voimatel

Vibrant
products

elo

LAATTA
PISTE
Collection

finnfund

Cloud based
ERP and CRM



KUOPION
ENERGIA

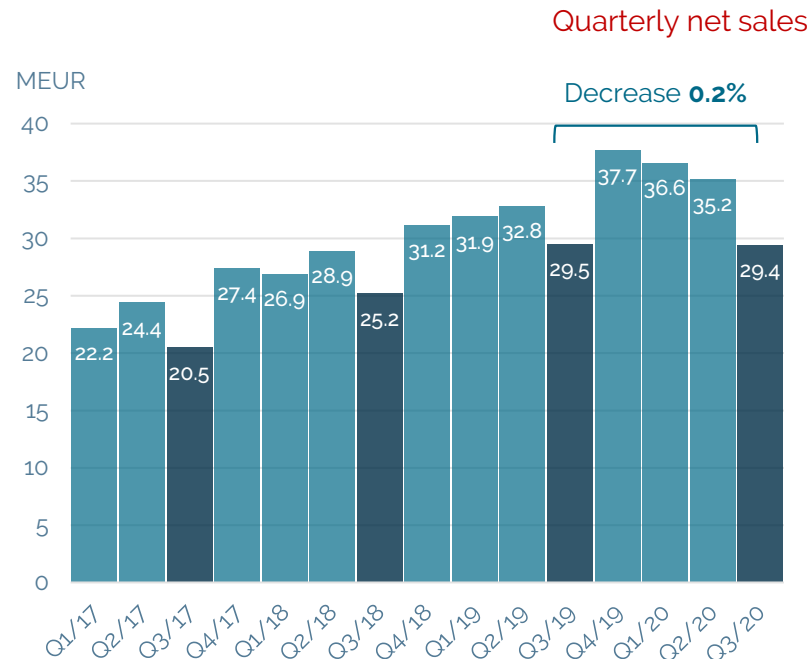
HEDENGREN

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Net sales remains stable under exceptional circumstances

Q3/
2020

- Despite market uncertainty, net sales remained stable
- Net sales was 29.4 (29.5) MEUR
 - Growth especially on the areas of Microsoft ERP systems and customised solutions
 - Strong finance product offering
- Project business:
 - 33% of net sales
- Service and maintenance business:
 - Importance is emphasised in exceptional circumstances
 - 67% of net sales



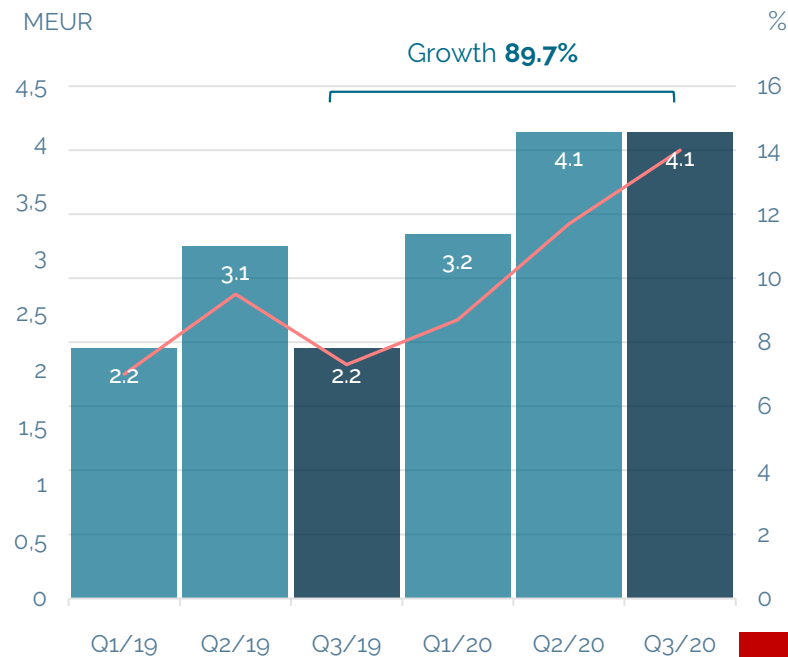
EBITA operating profit 4.1 MEUR, growth 89.7%

Q3/
2020

- Developing operations, cost-conscious operations and corona virus -related saving
- EBITA operating profit 4.1 (2.2) MEUR
- EBITA margin 14.0% (7.3%)

Digia proceeded to EBITA guidance in the beginning of 2020

EBITA operating profit and margin



Key figures September 30 2020

- Return on equity (ROE) 18.4% (13.1%)
- Return on investment (ROI) 15.7% (12.5%)
- Interest bearing liabilities 14.3 (28.7) MEUR
- Net gearing 24.7% (56.7%)
- Equity ratio 50.2% (45.9%)
- Shareholder's equity 57.9 (50.7) MEUR
- Balance sheet total 117.2 (111.8) MEUR



Digia Next Level strategy

Growth journey of people and communities



Heart of operations

- › Digians and company culture
COURAGE | SHARING |
LEARNING | PROFESSIONAL PRIDE
- › Partners and networks



Customer benefits

- › Visionary and responsible partner
- › Modern digital core
- › Smart data utilization



Future

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

Digia Next Level – Focus areas of the strategy

1

Smart and responsible data utilisation

2

Service business

3

Productivity and scalability

4

Cloud technologies

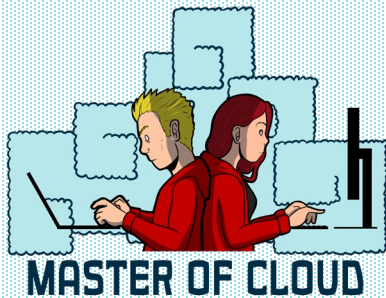
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Culture and continuous learning





Digia Hub+ *NSD*



Implementation of growth strategy Q3

CLOUD OFFERING

- Renewal of offering

EXPANSION OF DIGIA HUB

- Operating model launched in Q2
- Acquisition of NSD Consulting Oy, implementation from 1 October

CONTINUOUS DEVELOPMENT OF OWN OPERATIONS

- Development of remote management and offering of remote trainings



The effects of coronavirus on Digia's business

The uncertainty caused by the corona continues:

- The impact on customers' business and purchasing behaviour.
- Volume of development projects and project implementation schedules.
- Possible impact on the start-up of new projects.

Digia is supported in uncertainty by:

- A large proportion of the business of continuing services and maintenance.
- Wide offer.
- Cost-conscious action.

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

The digitalisation trend remains strong. When the uncertainty caused by the coronavirus epidemic eases off, we believe that our customer base will take a bolder approach to investments.

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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Digitalisation that
makes a difference.

Thank you.