

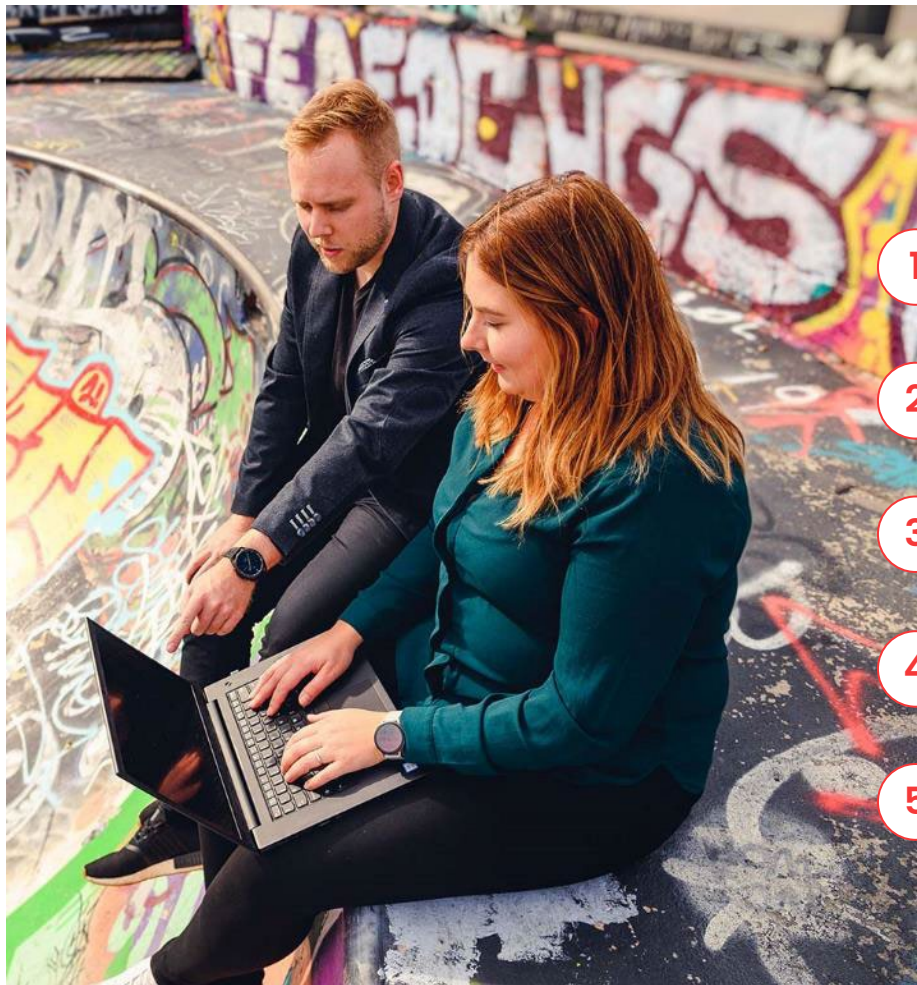


digia

# Digia Plc's Financial Statement 2021

Timo Levoranta, President & CEO

8.2.2022



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# Digia today



More than 1,300 professionals



Deliveries to more than 10 countries



We operate in four countries



Cultural principles guiding our operations

LEARNING  
COURAGE  
PROFESSIONAL PRIDE  
SHARING



# Trusted partner in several sectors

Security sensitive & public sector



Pension funds



Manufacturing



Finance



Wholesale & retail



Telecom & media



Transportation



Energy



International customers  
with Climber



**BONNIER**

# Customer need & services



Digital Business



Knowledge-based  
Management



Continuity and  
Efficiency of Operations

## Consulting and Design

Business design  
Architecture and technology design  
Service design

## Digital Services

Online services  
Mobile services  
E-commerce

## Business Systems

CRM  
ERP  
Solutions for the financial sector

## Data Utilisation

Analytics  
Data platforms  
Integrations

## Security and Operational Reliability

Operational overviewing and  
monitoring  
Cyber security  
Service management 24/7  
Cloud platforms

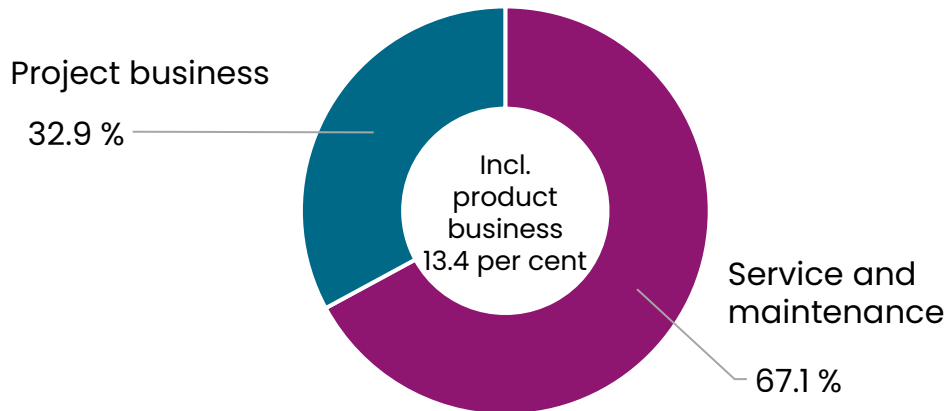
# Customer need & Digia's business model

Digital Business

Knowledge-based  
Management

Continuity and  
Efficiency of Operations

Structure of net sales 2021



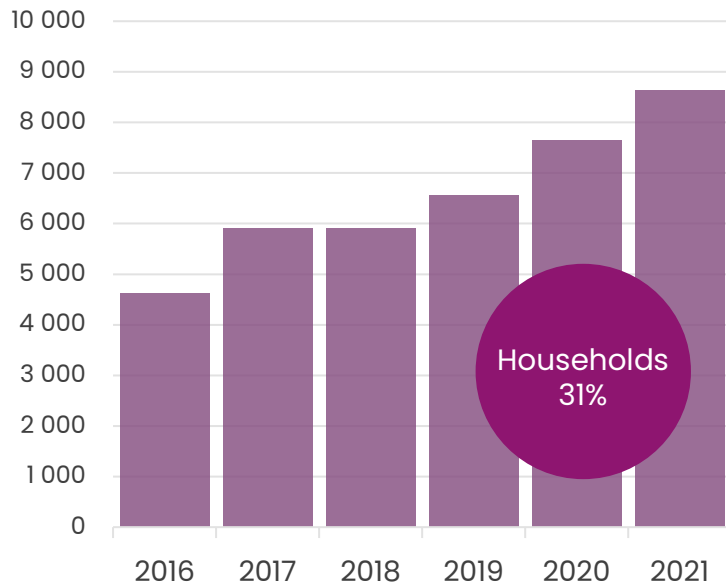


# Building sustainable value



# Digia's ownership base supports long-term value creation

Share-owners



## Largest shareholders

## % of shares

Ingman Development Oy Ab

29.45%

Ilmarinen

11.21%

Etola Oy

5.99%

Etola Group Oy

4.94%

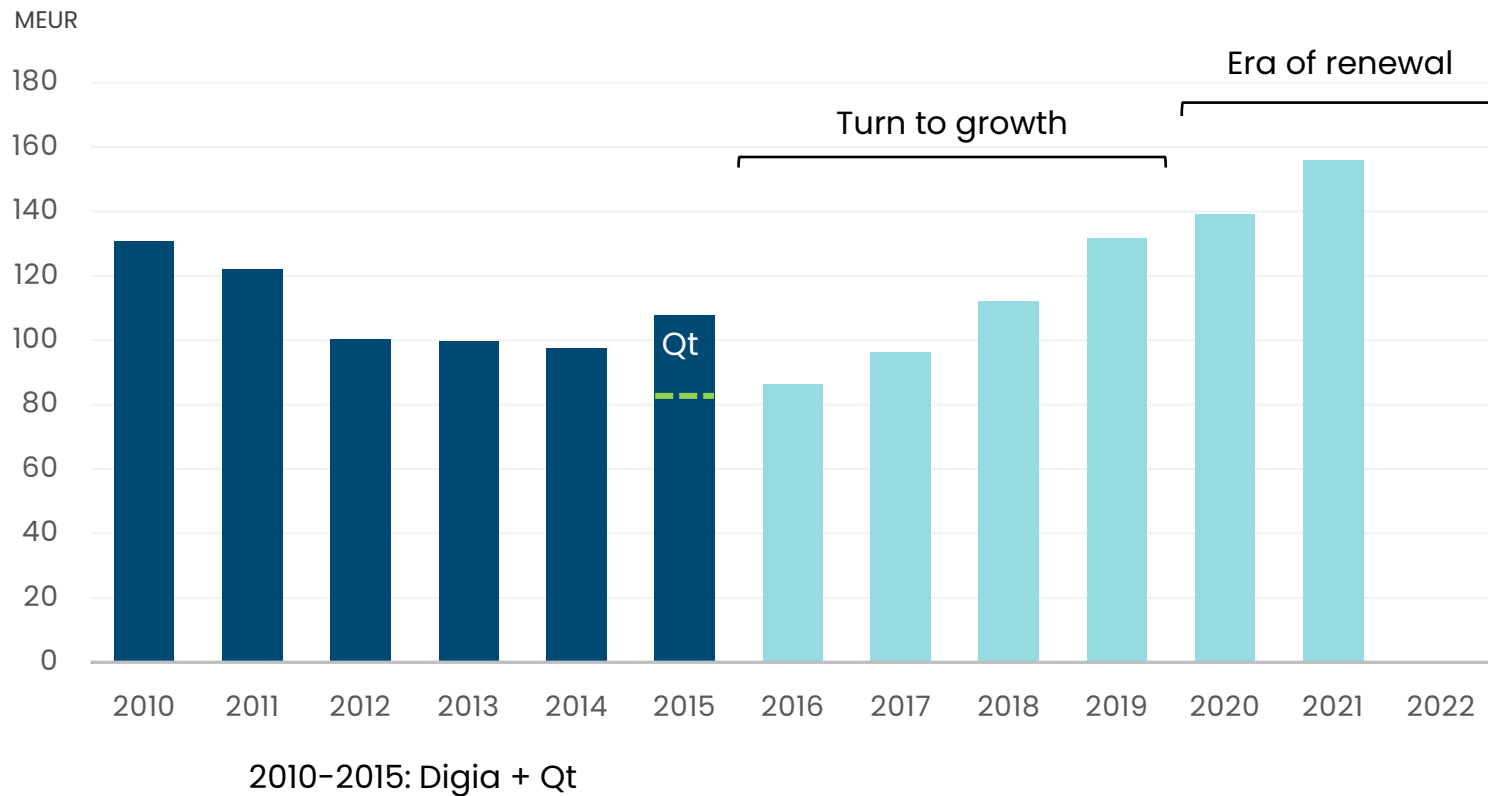
Varma

4.65%



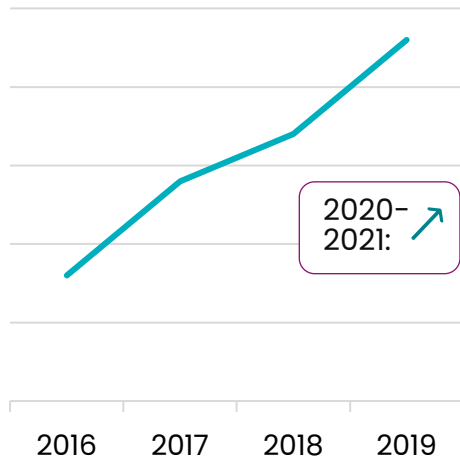
# Digia: creating sustainable value

Net sales 2010 – 2021



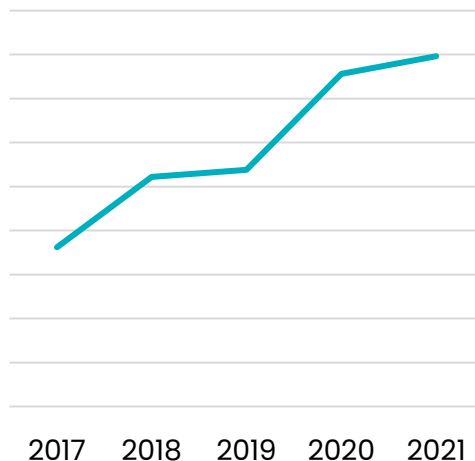
# Responsible Digians are the foundation for sustainable growth

## Personnel experience



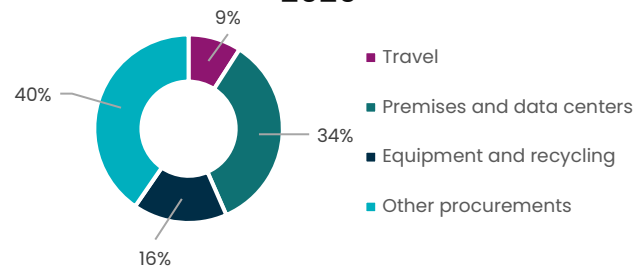
The personnel experience survey model changed in 2020, the results are not comparable after 2019.

## Customer satisfaction



Method changed in 2017, result 2016 not comparable

## Carbon neutrality effective in 2020



Carbon footprint indicators	2019	2020	2021	Unit
Carbon footprint of own operations (Scope 2)	337	343	386	tons CO2e
Emissions from the entire value chain relative to net sales	23,2	10,9	7,8	kg CO2e/1000 €

We offset the emissions from our own operations for 2020 & 2021 by funding peat land restoration

## Digia Next Level strategy 2020–2022:

# Era of reforms



# Digia Next Level – Strategic focus areas 2020–2022

- » Smart data utilisation
- » Service business
- » Productivity and scalability
- » Cloud technologies
- » Digia Community:  
culture and continuous learning





# Highlights of Digia's year 2021

## Digia Business Engine



Incomes  
Register  
complete



Data business expands:  
Climber joins Digia



Responsible Digia:  
revised goals



Future of Work: renewing  
premises and supporting  
remote work



The next step in long  
partnership:  
Solasys joins Digia



Key player  
In Microsoft solutions: Partner of  
the Year D365 Smart Business  
Solutions & part of the Inner Circle  
partner network



Learning new:  
growing certified  
cloud expertise



Best net sales  
in history



Scalability: Digia Hub,  
partners & offshore

# Financial figures 2021 & Q4



**A strong final quarter**

**Full-year net sales rise by 12.1% with  
an EBITA margin of 11.4%**



Net sales  
**155.9 MEUR**  
(139.0)

Operating profit  
(EBITA)  
**17.7 MEUR**  
(16.0)

Earnings per share  
**EUR 0.44**  
(0.40)

Personnel  
**1 339**  
(1 258)

## Year 2021: Profitable growth continues

### Growth

- Net sales + 12.1%
- Operating profit (EBITA) + 10.9%
- Earnings per share + 10.9%

### Profitability

- EBITA margin 11.4% (11.5%)
- Return on investment 16.3% (16.5%)



# Long-term customer relationships are the foundation for sustainable growth

## Own financial sector product & service

[Press release](#)

**Digia's and S-Bank Fund Management's cooperation expands to private equity funds**

[Press release](#)

**Savings Banks Group chose Digia to renew service for savings and investments**

## Number one in integrations

[Press release](#)

**Valtori's and Digia's long cooperation in the development and maintenance of the VIA integration platform continues**

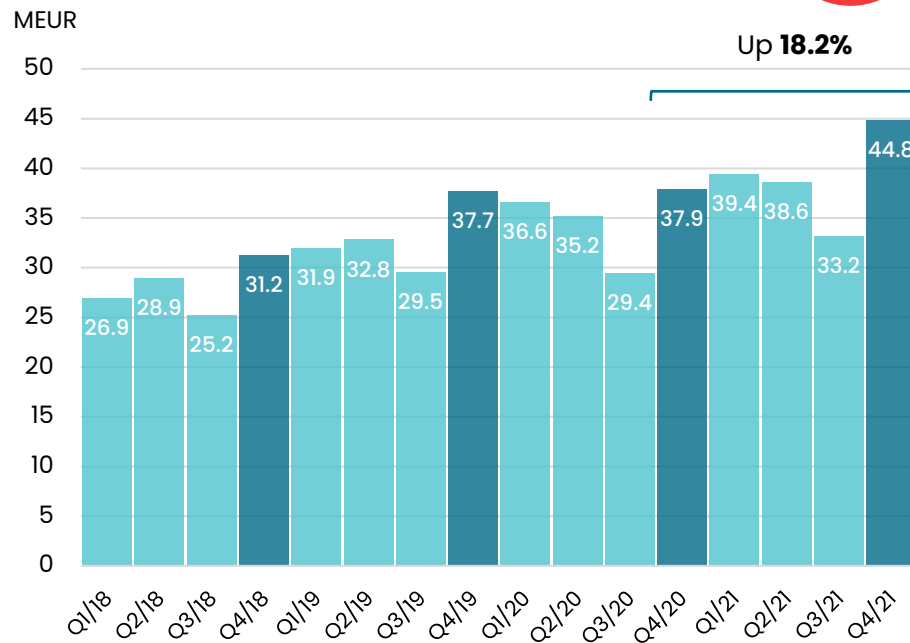
[Press release](#)

**DigiFinland chose Digia as a supplier for the development and maintenance of integration platform and integrations**

# Net sales up 18.2 per cent

- Net sales totalled 44.8 (37.9) MEUR
  - Best Q4 in history
- Almost all business units increased their turnover
- Strongest growth areas up more than 40%
  - MS Dynamics 365 package: ERP & CRM
  - Knowledge-based management solutions
- Structure of net sales:
  - Project business 36.2 per cent
  - Service and maintenance business 63.8 per cent

Quarterly net sales



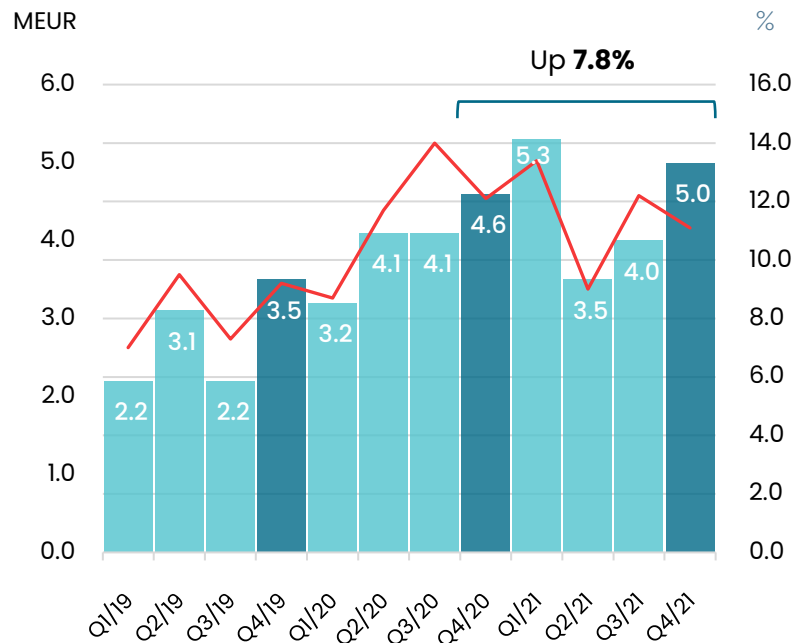
Q4/  
2021

# Operating profit (EBITA)

- Operating profit (EBITA) totalled 5.0 (4.6) MEUR
- EBITA margin: 11.1 (12.1) per cent
- Net sales growth boosted operating profit (EBITA)
- We continued our efforts to reform

Operating profit (EBITA) and EBITA margin

Q4/  
2021



# Key figures and ratios on 31 December 2021

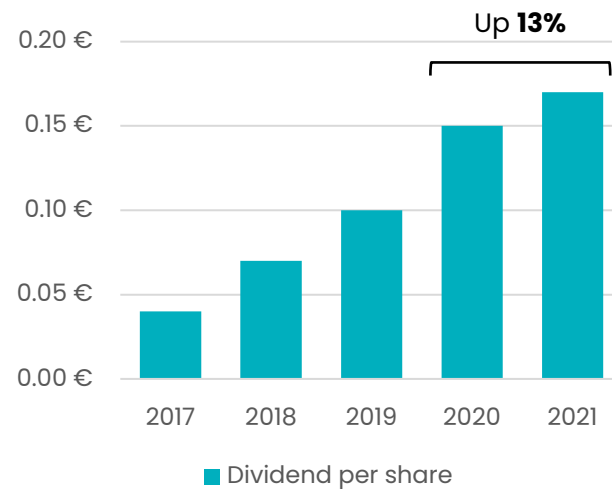
- Return on equity 18.3% (18.7%)
- Return on investment 16.3% (16.5%)
- Interest-bearing net liabilities 10.7 (10.5) MEUR
- Net gearing 15.7% (17.3%)
- Equity ratio 48.0% (50.7%)
- Shareholders' equity 68.1 (60.7) MEUR
- Balance sheet total 143.0 (121.1) MEUR





# Proposal for the distribution of profit

- Digia's Board of Directors will propose that a dividend of EUR 0.17 per share be paid (EUR 0.15 per share in 2020).






Digital  
Business



Knowledge-  
based  
Management



Continuity and  
Efficiency of  
Operations



**Digia's entity**

# Final year of the strategy period



# Digia's profit guidance for 2022

- Digia's net sales will grow year-on-year and its EBITA margin will be over 10 per cent of net sales.







digia

Digitalisation that  
makes a difference.

**Thank you.**