



Digia Plc

| Business review

January-March 2021

4.5.2021

digia

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

Implementation of growth strategy Q1



digia
❤️
climber

INVESTMENTS IN CLOUD AND BUSINESS ANALYTICS CONTINUED

- Acquisition of Climber International AB 7.1.2021
- Strengthening cloud platform business with recruitments
- More than 100 Digians have completed trainings in Digia Cloud Academy



DIGIA BUSINESS ENGINE – GROWTH PLATFORM

- Programme is proceeding as planned
- Planned implementation 2022



RESPONSIBLE AND DIVERSE DIGIA

- Publication of the updated focus areas of corporate responsibility
- Equality and non-discrimination survey to identify development areas

Q1: Digia as partner



- Global system reform based on Microsoft Dynamics 365 technology
 - Transparency
 - Data availability
 - Strategic goals



- First Microsoft Dynamics 365 Commerce implementation in Finland
 - Better customer experience
 - Multichannel
 - Unifying operations

Incomes Register



- 100 million earnings payment reports from 2019 and onwards
- Approximately 2 million pension and benefits declarations in the first four days
- Comprehensive system reform based on Digia Financial Systems solution
- Platform for future digital services and more efficient use of data



Q1 highlights

- » Growth accelerated – another record result
- » Strong demand especially in core digitalisation systems
- » Digia & Climber: complementary know-how and joint sales projects

Net sales up 7.6%

Q1/
2021

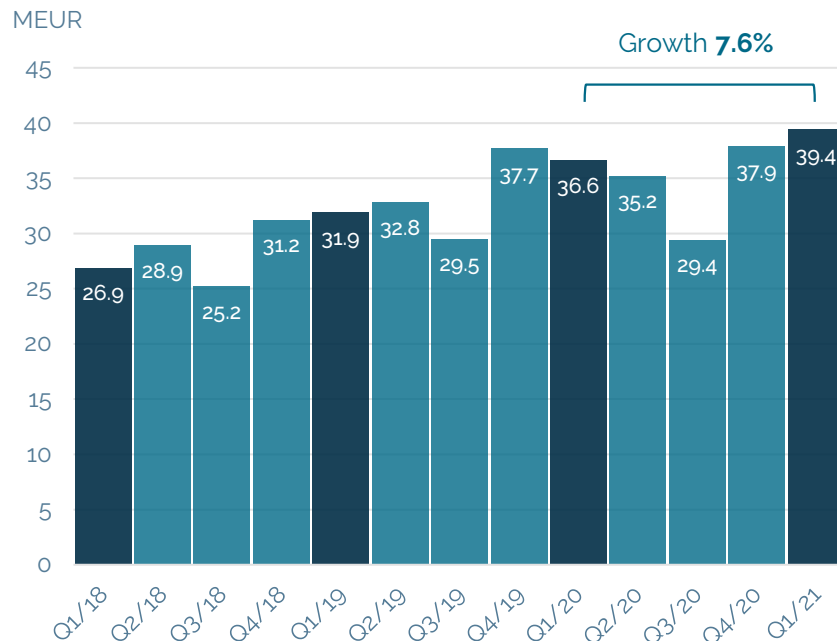
Market

- Value from data is the next level of digitalisation
- The core of efficient digital business is efficient backend systems
- Cloud-based solutions are essential

Net sales

- Net sales were 39.4 (36.6) MEUR
 - Strong growth: Microsoft, Digia Enterprise and Digia Financial Systems
- Project business:
 - 34% of net sales
- Service and maintenance business:
 - 66% of net sales

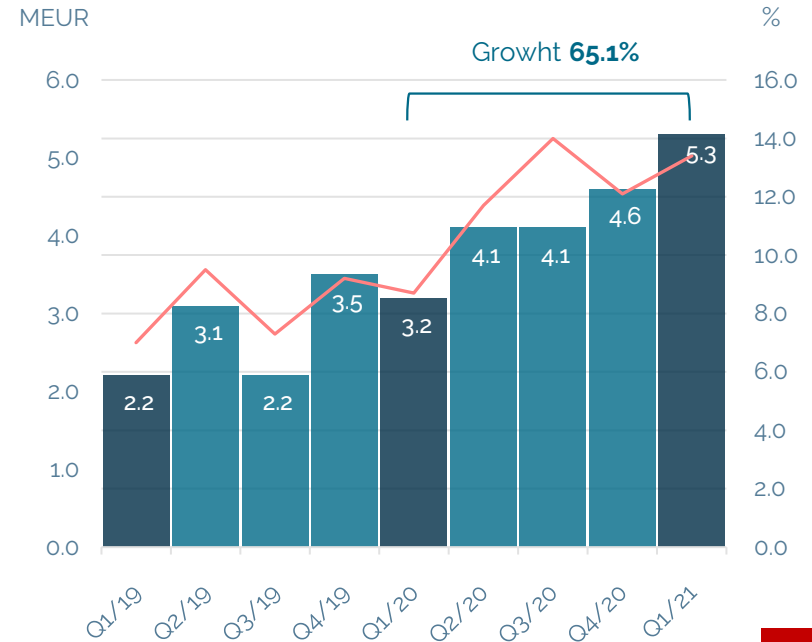
Quarterly net sales



EBITA operating profit

- EBITA operating profit increased by savings due to the coronavirus, systematic operational development and revenue growth
- EBITA operating profit 5.3 MEUR
 - Includes a one-off payment of EUR 0.4 million
- EBITA margin 13.4%
 - 12.3% taking into account a one-off payment of EUR 0.4 million

EBITA operating profit and margin



Key figures March 31 2021

- Return on equity (ROE) 23.5% (16.6%)
- Return on investment (ROI) 19.5% (13.8%)
- Interest bearing liabilities 15.8 (20.8) MEUR
- Net gearing 26.2% (39.8%)
- Equity ratio 42.4% (46.2%)
- Shareholder's equity 60.3 (52.2) MEUR
- Balance sheet total 144.1 (115.1) MEUR



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%.



digia

Towards symbiosis
between humans
and software.

Thank you.

