



Digia Plc's Half-Year Financial Report 2021

6.8.2021

digia



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A photograph of three people (two men and one woman) standing in a city street at night. The scene is illuminated with vibrant, colorful lights in shades of red, purple, and blue. The background features a brick wall with graffiti and a building entrance. The woman in the center is holding a glowing white sphere. The man on the left is gesturing towards it, and the man on the right is leaning against the wall.

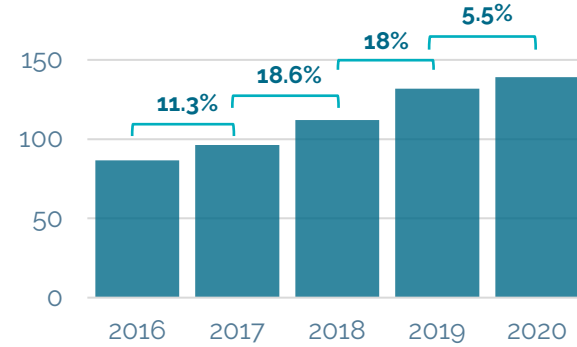
Digia – long-term growth

2016 - June 2021

Mid-term end of the second strategy period

Digia's growth journey

Net sales MEUR



Strategy period 2016-2019

"Digia wants to grow more strongly than the IT market and is aiming for an average annual growth rate of 15 per cent."

Strategy period 2020-2022

"Digia aims for annual revenue growth of more than 10 per cent, including organic growth and acquisitions. The target level for improving profitability is a 10% EBITA operating profit margin at the end of the strategy period."

Digia's growth journey -

Mid-term end of the second strategy period

Strategy period 2016-2019

A turnaround in growth

Strategy period 2020-2022

Transformation into a 2030s company



Know-how
and offering



Culture



Practices

People and
practices



Digia Business
Engine

Data

digia



Every Digian is a Senior Trainee



LEARNING

COURAGE

SHARING

PROFESSIONAL PRIDE



Digia Next Level – strategy's focus areas 2020-2022

- 1** Smart data utilisation
- 2** Service business
- 3** Productivity and scalability
- 4** Cloud technologies
- 5** Culture and continuous learning





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

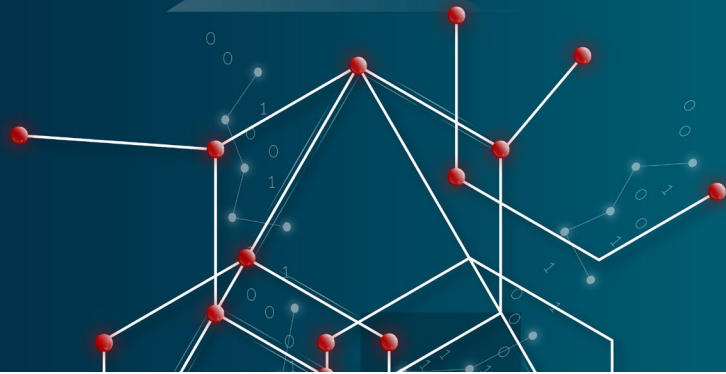
AI, data driven services and
processes, business analytics

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



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

FINAVIA VERO SKATT



TULLI
TULL-CUSTOMS

Security sensitive
& public sector

ILMARINEN
VARMA

Pension
funds

Manufacturing

Valmet ETRA
Your Industrial Partner

W WOIKOSKI

ST1
Gasum

Energy

Finance

S-Pankki

EVLI

FIM

ECKERÖLINE



KAUKOKIITO

Transportation

Telecom &
media

elisa

DNA



Wholesale & retail

SOK HEDENGREN

STOCKMANN

Trusted partner
in several sectors

digia

Implementation of 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



Net sales
78.0 MEUR
(71.8)

Operating profit (EBITA)
8.7 MEUR
(7.3)

Earnings per share
0.21 EUR
(0.18)

Personnel
1 329
(1 265)

1-6/2021

Growth

- Net sales + 8.7%
- EBITA operating profit + 19.8%
- Earnings per share + 16.7%

Profitability

- EBITA operating margin 11.2% (10.2%)
- Return on investment 15.6% (15.3%)

Investments: Digia Business Engine

- 20 full-time Digians
- Impact on turnover two percent units

Q2 highlights

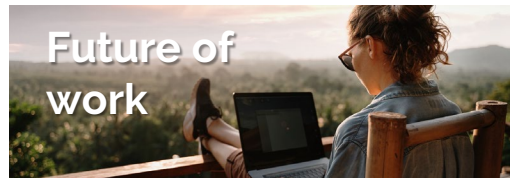
- » Growth areas: business platforms, data utilisation and customer-specific solutions.
- » Growth investments: cloud, Digia Business Engine and recruitment.
- » Climber's business developed positively.



Partner of the Year in
smart business solutions



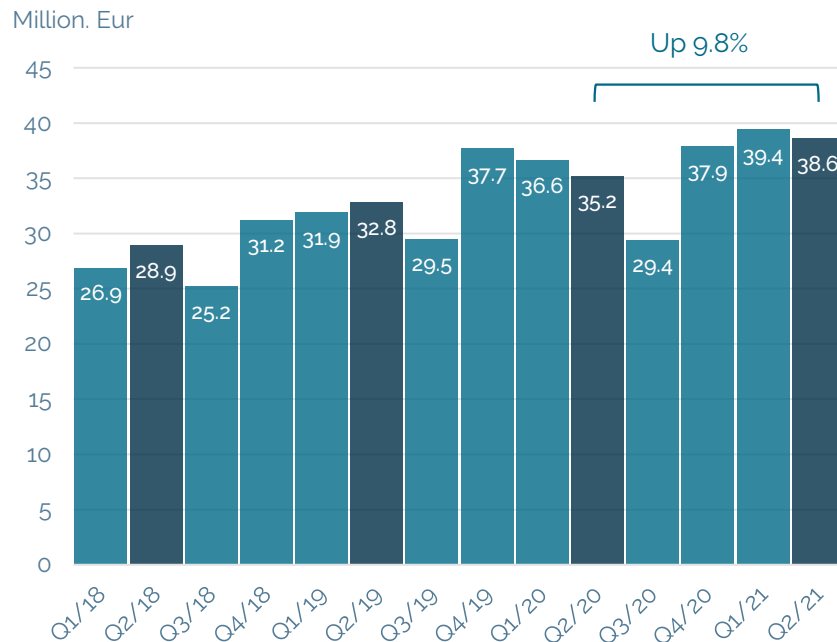
Top SaaS Partner of the Year 2020
in the Nordics



Net sales increased by 9.8%

- Net sales were 38.6 (35.2) MEUR
- Project business:
 - 31.9% of net sales
- Service and maintenance business:
 - 68.1% of net sales

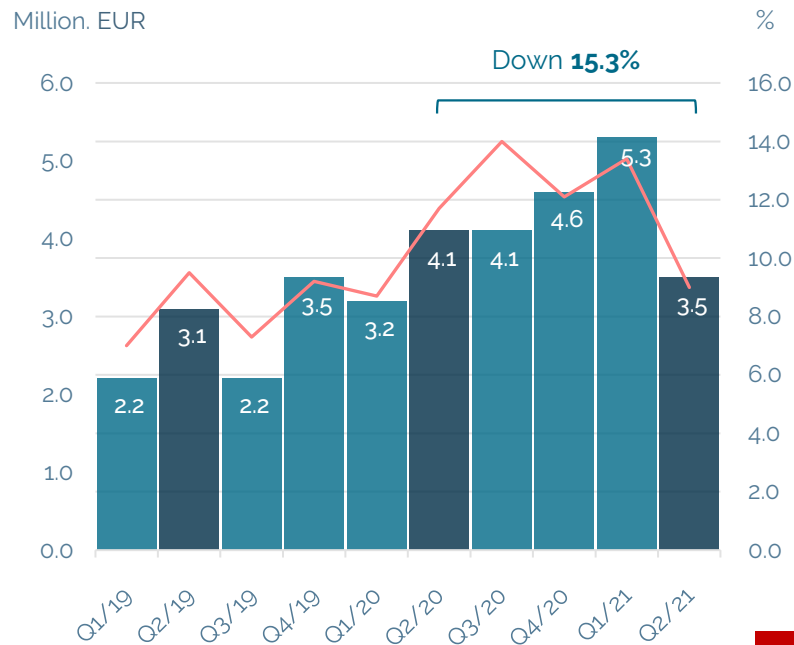
Quarterly turnover



EBITA operating profit

- EBITA operating profit was 3.5 MEUR
- EBITA operating profit margin 9.0%

EBITA operating profit and margin



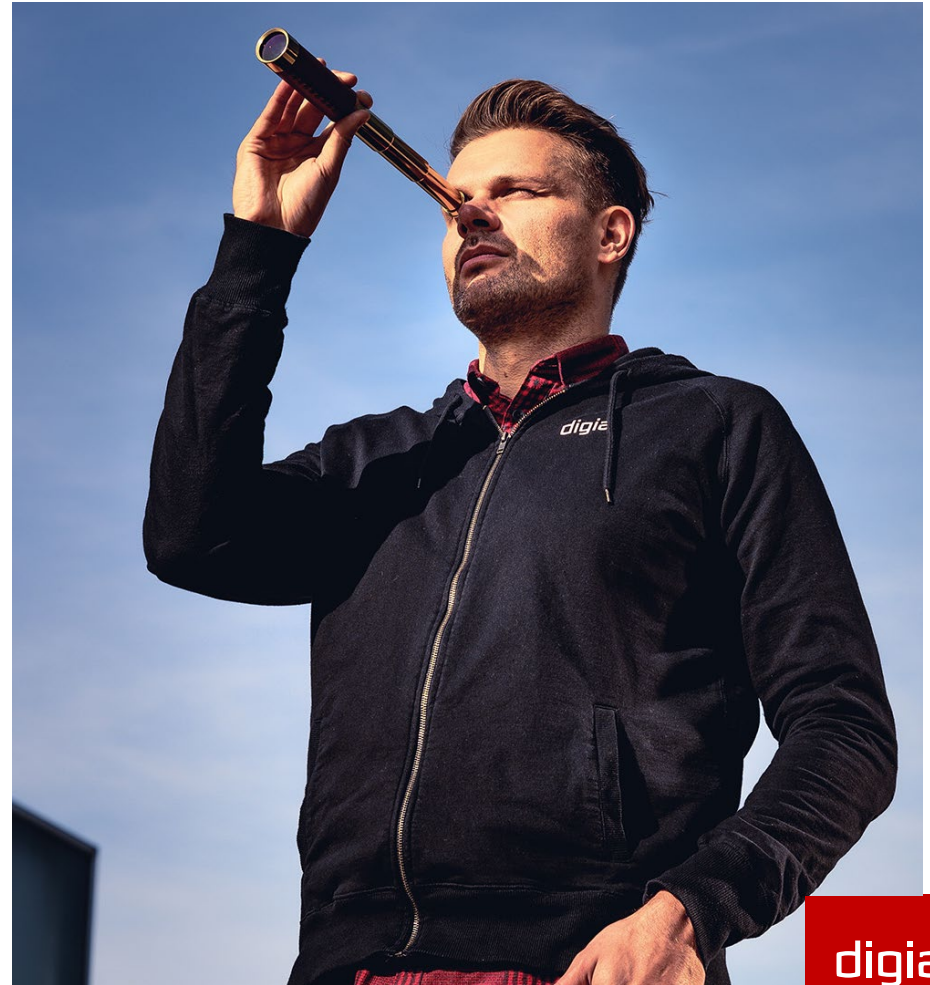
Key figures June 30 2021

- Return on equity (ROE) 18.1% (18.1%)
- Return on investment (ROI) 15.6% (15.3%)
- Interest-bearing net liabilities 16.8 (11.6) MEUR
- Net gearing 27.0% (21.0%)
- Equity ratio 44.4% (44.9%)
- Shareholder's equity 62.3 (55.1) MEUR
- Balance sheet total 141.3 (124.3) 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%.



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Towards symbiosis
between humans
and software.

Thank you.

