



digia

Digia Plc's Financial Statement 2022

Timo Levoranta, President & CEO

10.2.2023



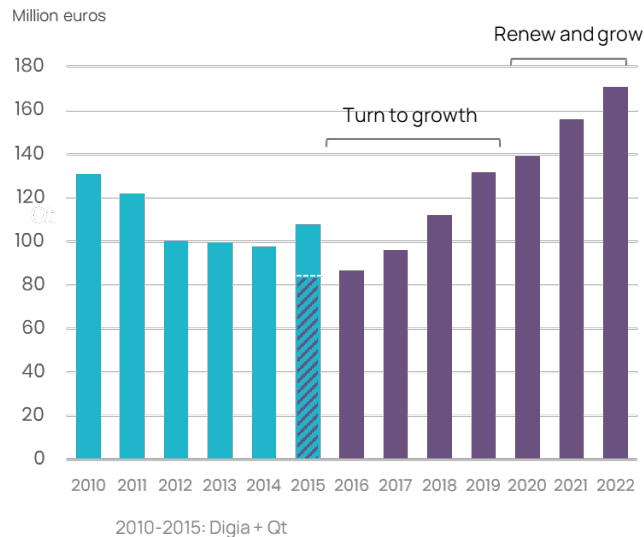
Content

- 1 Digia's year 2022
- 2 Q4 net sales and profit
- 3 Profit guidance
- 4 Updated strategy 2023-2025

Year 2022

The last year of current strategy period: renew and grow

Net sales 2010 - 2022



- An eventful year
- Digia Business Engine – Digia's own growth platform
- Data and integrations was strong
- Digia Hub subcontracting network scaled well
- Enriching our offering and strengthening our market position

 **productivity leap**

 **MOST
Digital**

AVALON

Year 2022

Stable growth and profitability

Net sales growth 9.5 %

EBITA margin 9.2 %

Return on investment 12.9 %

Return on equity 13.8 %

Equity ratio 45.9 %

Net sales

170.8 MEUR
(155.9)

Operating profit
(EBITA)

15.7 MEUR
(17.7)

Earnings per share

EUR 0.36
(0.44)

Personnel

1 426
(1 339)



Q4 / 2022





Q4 highlights

- Net sales + 8.9 %
- EBITA margin 10.5 %
- Profitability developed positively despite market uncertainty
- Our data-driven implementations, financial business area and acquisitions boosted growth
- Sales developed better than expected
- Notable new customer contracts

A versatile partner across several sectors:

Notable agreements were signed during the review period



Digia provides the Finnish Defence Forces with an Information Exchange Gateway.



Digia will supply Lantmännen Agro Oy with a grain trade solution based on Digia Envision ERP software.



The national carbon footprint calculator of Visit Finland, Digia and Positive Impact will revolutionize climate accounting and promote sustainable tourism.



Kuntien Tiera Oy's cooperation agreement on a SaaS-based solution for open-source robotic process automation.

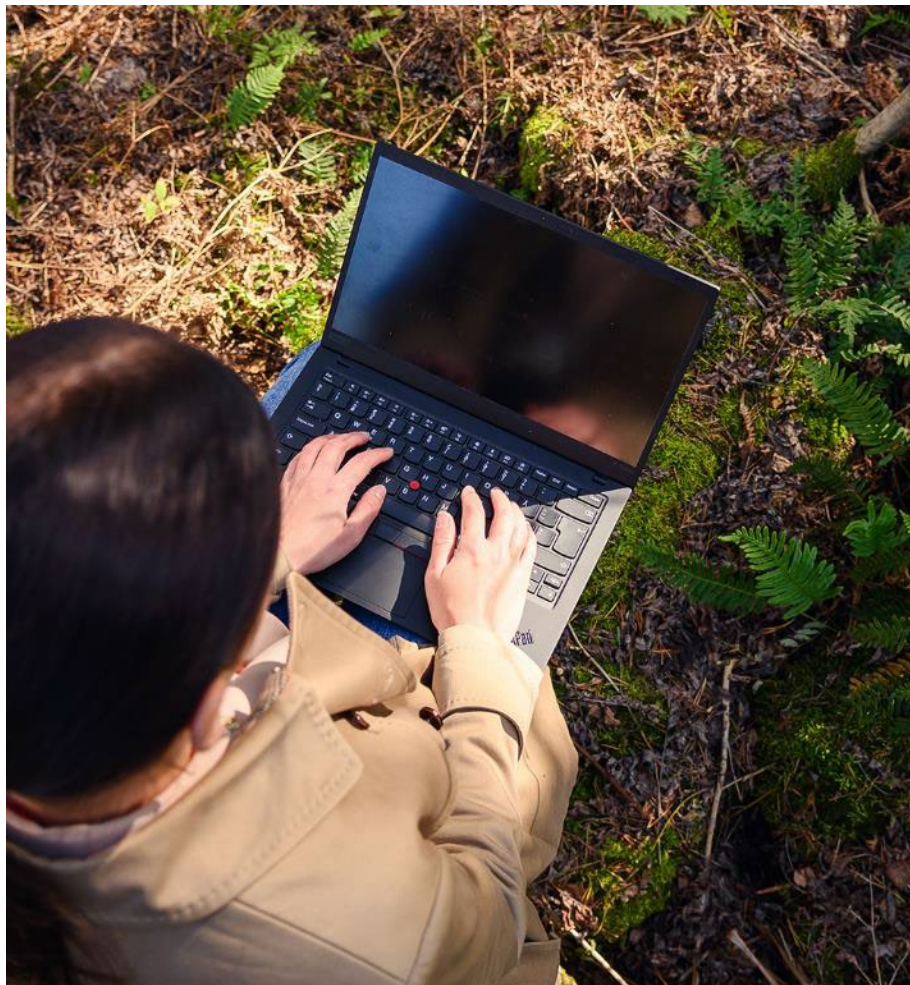


Digia's profit guidance for 2023

Digia's net sales (MEUR 170.8 in 2022) and operating profit (EBITA) (MEUR 15.7 in 2022) will grow year-on-year.

Proposal for the distribution of profit

The Board of Directors will propose to the Annual General Meeting that a dividend of EUR 0.17 per share be paid (EUR 0.17 per share in 2021).



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Strategy 2023-2025



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Contents

- 01 Basis for sustainable growth
- 02 Intelligent business and versatile Digia
- 03 Objectives and strategy implementation

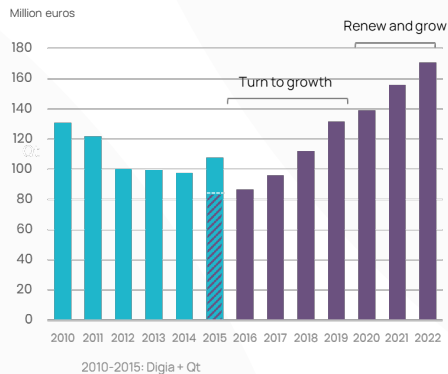
Strong basis for sustainable growth

Delivery capabilities valued by customers



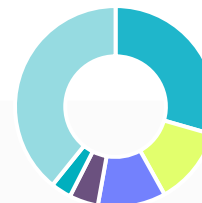
Proven ability to renew and grow

Net sales 2010 - 2022



Financial position and ownership base

Major shareholders



60% of shares held by 5 shareholders

- Ingman Development Oy AB
- Keskinäinen vakuutusyhtiö Ilmarinen
- Etola Oy
- Keskinäinen Työeläkevakuutusyhtiö Varma
- Savolainen Matti

Equity ratio 45.9%

We are building sustainable future already today

EU Green Deal, EU taxonomy and Digia's business

100 %

taxonomy-eligible
revenue

14,2 %

taxonomy-aligned
revenue

CUSTOMER CASES

National carbon footprint calculator by Visit Finland, Digia and Positive Impact revolutionises climate calculation and supports sustainable travel

HKScan invests in decreasing its contract producers' carbon footprint



Based on EU taxonomy regulation that aims to define unified and science based valuation criteria for environmentally sustainable economic activities.

Building intelligent business

We combine people, knowledge and technology creating more intelligent business and sustainable future.

We ensure that our customers are at the forefront of digital evolution.



Operating environment and the direction of digital evolution



Level of automation and intelligence is growing.



User-centered and secure solutions are gaining further ground.




Instead of isolated solutions, the renewal of the entire business is being considered.



Business operations are becoming networked both internally and externally.



Sustainable development and the green transition are megatrends.



The direction of digital evolution is common to all, **intelligent business**. Each customer is unique, and on their own development path.

Digia is a versatile partner – we offer **large scale solutions** as one Digia for our customers, as well as the expertise of our specialised service areas for their **specific needs**.

Versatile Digia

Digital Solutions

Intelligent digital and value adding data solutions

Solution for a specific customer need

Business Platforms

Versatile and comprehensive ERP solutions

Solution for a specific customer need

Financial Platforms

A comprehensive end-to-end system for fund management companies, asset managers and stockbrokers

Solution for a specific customer need

Managed Solutions

Managed solutions and outsourcing, with a focus on service continuity, continuous development and security

Solution for a specific customer need

Larce scale customer-specific solutions

Digia's strenghts

Reliability and long-term customer relationships

Diverse and constantly evolving top expertise

A versatile offering where solution connectivity enables expanding customer relationships

A strong financial position

A business model in which continuous services yield operational stability

The ability to carry out successful acquisitions and grow the acquirees as part of Digia



Strategy objectives and implementation

Financial objectives

Net sales growth **annually**
(organic and M&A)

> 10 %

EBITA at the end of 2025

> 12 %

Objective on expanding our
international business

> 15 %

Share of net sales
by end of 2025

Sustainability objectives

ENVIRONMENT

Carbon neutrality: CO2 emissions

-60 %

PEOPLE

Healthy, diverse and skilled personnel: eNPS

+35 %

TRUSTED PARTNER

a visionary, reliable and secure partner: NPS

+25 %

CO2 – the comparison year in emissions calculations is 2019, desired value at the end of 2025
eNPS = employee net promoter score, comparison year 2022
NPS = customer net promoter score, comparison year 2022

Strategy growth paths



Specialised **service areas** for specific needs



Large scale solutions utilising all of Digia's extensive offering



Expanding our target market and customer relationships with **international operations**



Enriching our offering and venturing into new markets and customer relationships with **acquisitions**

Growth enablers



A modern and attractive work community

Learning-focused, professional and relaxed culture.

We want our employees to enjoy working at Digia.



Productivity of our own operations

Scalability for customer' service and product based solutions



Sustainability as a part of everyday activities

Strategy 2023–2025

Unlock your intelligence.