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Digia Plc Business Review January-March 2023

PUBLIC



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Q1 highlights

Growth: First 50 MEUR quarter in Digia's history

- Net sales growth 17.8%
- Organic growth 10.6%

Profitability

- EBITA margin 9.7%
(incl. 0.7 MEUR one-off costs)

Sales: Strong sales performance in Q1

Quality: ISO 9001 quality management system audit

- No deviations

New strategy 2023-2025: Unlock your intelligence

- Implementation kick-off



Growth
17.8%

- Digital services
 - Especially strong demand in data and analytics
- Support services
- Growth brought by acquisitions
 - Avalon, Productivity Leap & MOST Digital

Profitability
9.7%

- Strategy implementation
- One-off costs 0.7 MEUR

Share of net sales Q1/2023

Project business

43 %

Service & maintenance
business
57 %

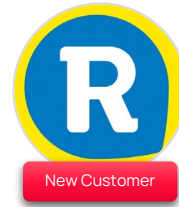
Our business model

- Strong growth in project business, + 51.5%

4.5.2023

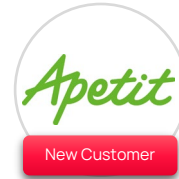
Strong sales

- **Security solutions:** contract renewals & new customers
- **Microsoft Dynamics 365:** key projects
- **Integration & API Management:** contract renewals



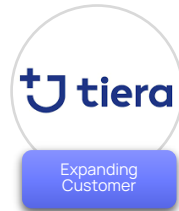
R-Kiosk

Microsoft D365 solution for finance and retail



Apetit

Microsoft D365 enterprise resource planning solution to unify the company's business processes



Kuntien Tiera

Microsoft D365 expert services for municipalities and welfare areas

Quality

- The quality of our operations is an important part of our partnership with our customers.
- We passed the annual ISO 9001 quality management system audit for the third time in a row with positive observations and without any deviations.
- Certifications are part of ensuring that our customers can rely on our stable delivery quality.



Strategy 2023-2025

Unlock your intelligence

Q1:
from
strategy to
practice



Financial objectives

Net sales growth annually
(organic and M&A)

over 10%

EBITA by the
end of 2025

over 12%



Objective on expanding our international business

over 15%

share of net sales
by the end of 2025



Sustainability objectives

ENVIRONMENT | CO₂ emissions

Carbon neutrality

-60%

CO₂ – the comparison year in
emissions calculations is 2019,
desired value by the end of 2025

PEOPLE | eNPS

Healthy, diverse and
skilled personnel

+35%

eNPS = employee net promoter
score, comparison year 2022

TRUSTED PARTNER | NPS

A visionary, reliable
and secure partner

+25%

NPS = customer net promoter
score, comparison year 2022

Key figures Q1/2023

EUR 1,000	1-3/2023	1-3/2022	Change, %	2022
Net sales	50,034	42,460	17.8%	170,754
EBITA	4,870	5,133	-5.1%	15,733
EBITA margin	9.7%	12.1%		9.2%
EBIT	4,137	4,547	-9.0%	12,727
EBIT margin	8.3%	10.7%		7.5%
Result for the period	3,021	3,658	-17.4%	9,571
Earnings per share (diluted) EUR	0.11	0.14	-17.8%	0.36
Return on equity, %	17.2%	21.9%		13.8%

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.



It's unlock o'clock.

Unlock your
intelligence.

 Thank you

digia