



## Visionary Partner

Digia Plc's Half Year Financial Report 2018

10 August 2018



## 1–6/2018 in brief

- Net sales increased 19.8%
- Operating profit improved 147.5%
- Earnings per share EUR 0.10 (0.05)
- Return on investment 11.8% (5.0%)



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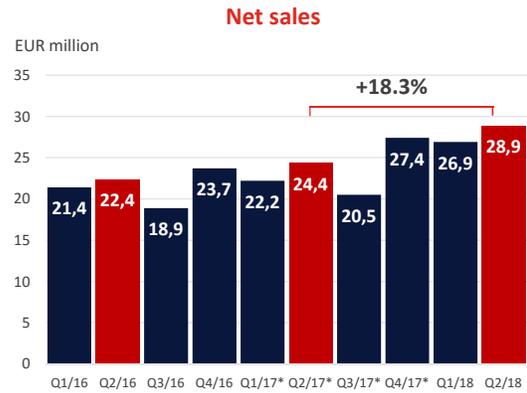
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## Q2/2018: net sales increased 18.3%

- Net sales were EUR 28.9 (24.4) million
  - Organic growth 12.0%
  - Acquisitions contributed EUR 1.5 million
- Net sales growth was supported by
  - integration and data utilisation
  - e-commerce projects
  - Digia's own ERP, Digia Enterprise
  - Income Register project with the Tax Administration



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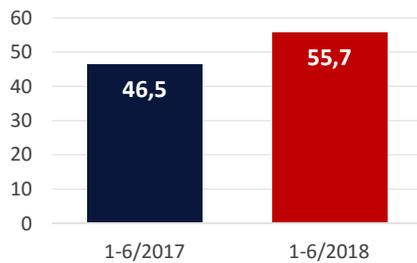
## Q2/2018: Operating profit improved 38.8%

- Operating profit was EUR 1.9 (1.4) million and operating margin 6.7% (5.7%) of net sales
- Operating profit was improved by
  - net sales growth
  - efficiency measures launched at the end of last year
  - investments in project management



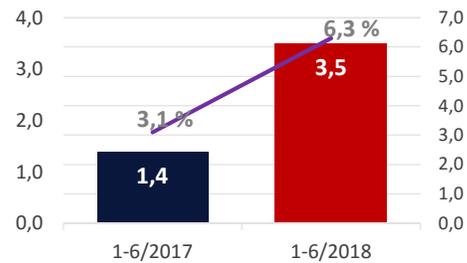
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1-6/2018: net sales +19.8%



- Organic growth 12.6 percentage points
- Acquisitions contributed EUR 3.3 million
- Service business accounted for 46.3% (49.8%) of net sales

1-6/2018: operating profit +147.5%



- Operating profit was improved by
  - net sales growth
  - efficiency measures launched at the end of last year
  - investments in project management

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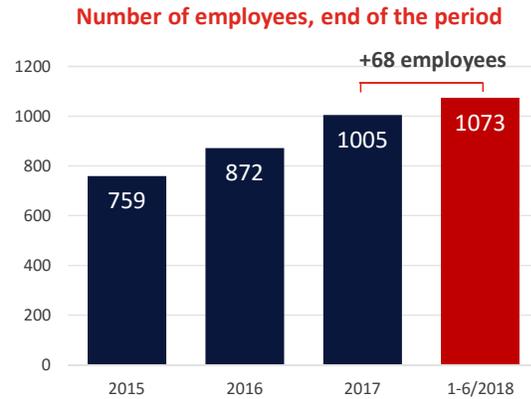
## Financing and Cash Flow 30 June 2018

- Return on equity 11.6% (4.9%)
- Return on investment 11.8% (5.0%)
- Interest-bearing net liabilities EUR 14.3 (3.3) million
- Gearing 31.4% (7.5%)
- Equity ratio 52.5% (52.3%)
- Shareholders' equity EUR 45.6 (44.2) million
- Balance sheet total EUR 87.3 (84.6) million

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## Employees are behind our growth and customer satisfaction

- Digia is making a concerted effort to ensure its employees' expertise, commitment and opportunities to succeed at work
- The Avarea, Mavisystems and Mirosys acquisitions also play a key role in strengthening know-how capital
  - Avarea Oy: 41 employees
  - Mavisystems and Mirosys: 34 employees (are not included to 1-6/18 figures)



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## Profit guidance for 2018 unchanged

- Digia's net sales will continue to grow and operating profit will improve significantly compared to 2017.

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# Mavisystems acquisition

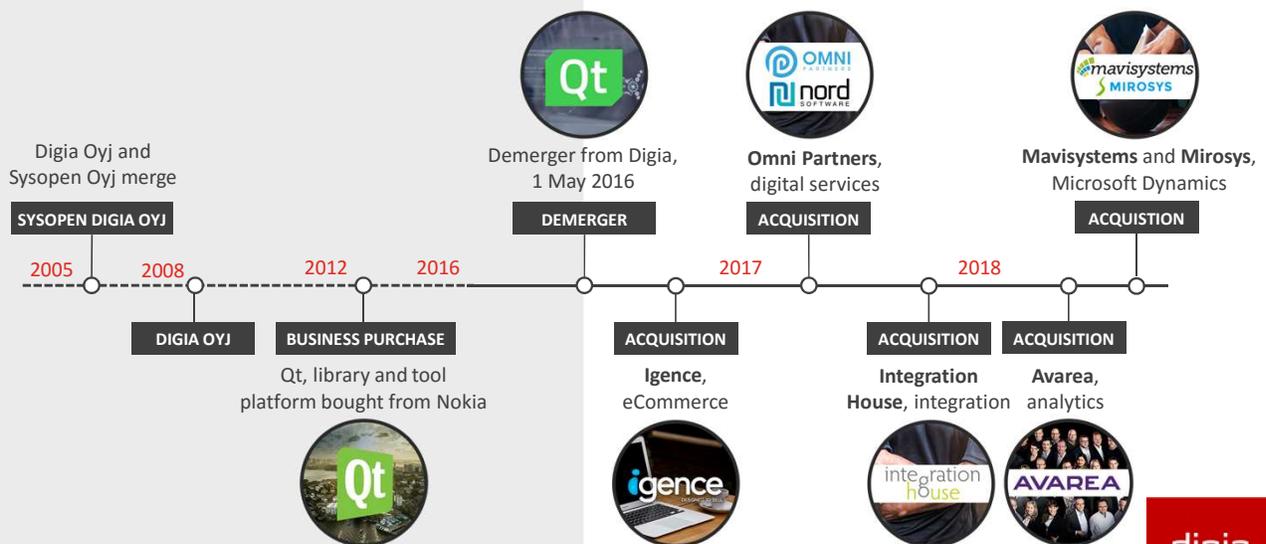


## Microsoft Dynamics ERP systems and CRM solutions

- On 5 July 2018, Digia Plc and the owners of Mavisystems Oy signed an agreement by which Digia Plc acquires the entire share capital of Mavisystems Oy and Mirosys Oy, a wholly-owned subsidiary of Mavisystems.
- The transaction was closed on 1 August 2018.
- The net sales totalled approximately EUR 3.2 million in the financial period that ended in June 2017
- Number of employees 34
- Cooperating with Microsoft for over 10 years
- Experience of more than 250 deliveries in different industries. These deliveries have typically been Microsoft Dynamics NAV, Dynamics 365 for Sales, Dynamics 365 for Field Service and Dynamics 365 for Project Service Automation (PSA) projects



## Digia's journey





# Thank you!

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[www.digia.com](http://www.digia.com)

Digia Plc's business review Q3/2018  
will be published on 30 October 2018

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