

# Digia Plc

**Interim Report 1-3/2010**

29.4.2010

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# Q1 Summary



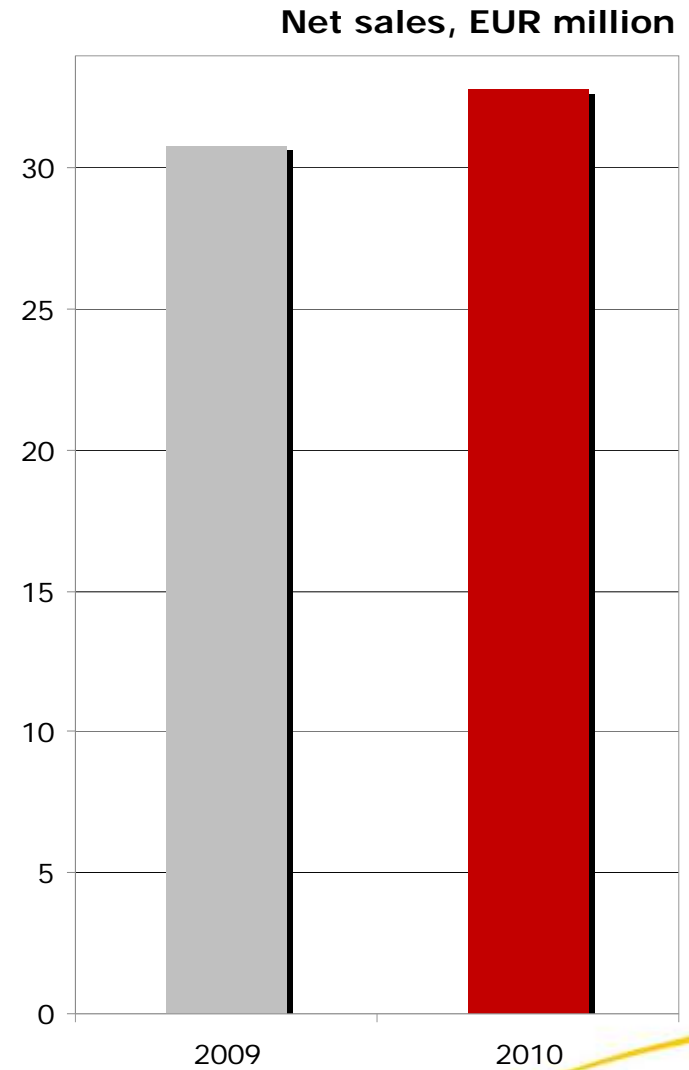
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# Q1 Summary

- Net sales increased by 6.4 per cent
  - Consolidated net sales EUR 32.8 million (EUR 30.8 million)
- Profitability on a good level
  - Probitability (EBIT-%) 14.2 per cent (11.9 per cent)
- Earnings per share increased to EUR 0.14 (EUR 0.11)

# Net sales (1-3/2010)

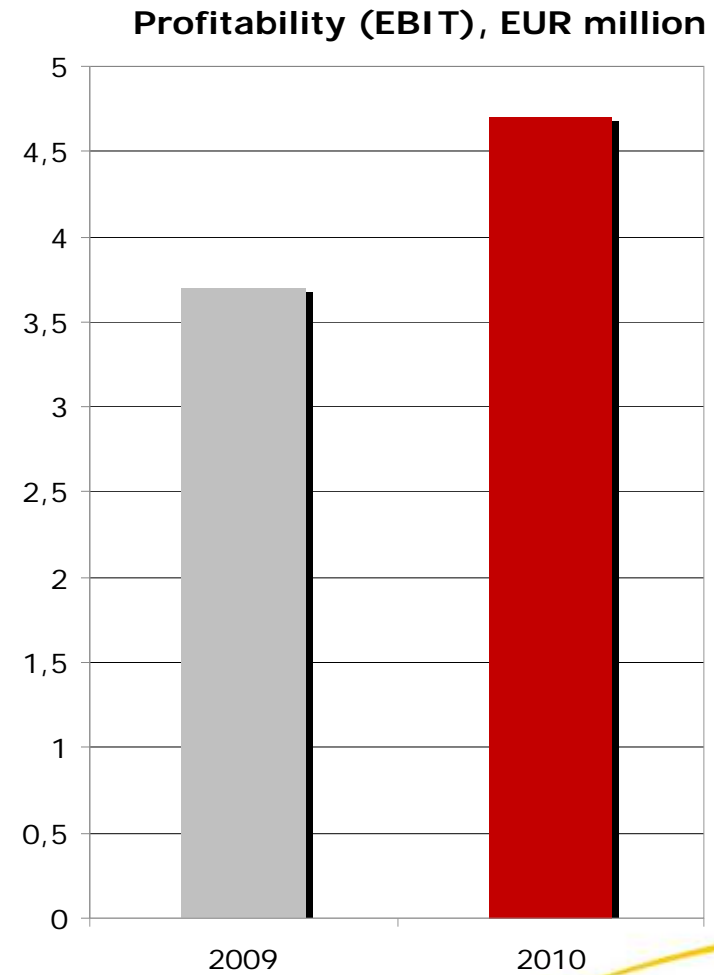
	1-3/ 2010	1-3/ 2009
Mobile Solutions	<b>13.5</b>	13.3
Enterprise Solutions	<b>19.4</b>	17,5
<b>Digia Group</b>	<b>32.8</b>	30.8



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# Profitability (1-3/2010)

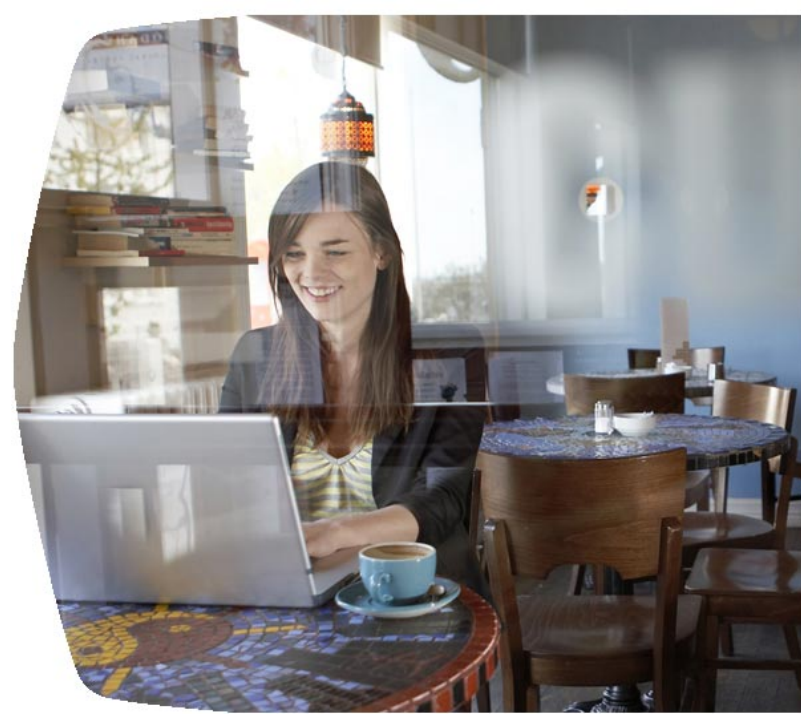
	1-3/ 2010	1-3/ 2009
Mobile Solutions	1.9	1.4
Enterprise Solutions	2.8	2.3
<b>Digia Group</b>	<b>4.7</b>	<b>3.7</b>



# Credit facility

- Company has in February 2009 agreed on a new EUR 50 million credit facility of 3-years term
- One of Company's main targets has been to bolster its balance sheet by decreasing indebtedness
  - During 2009 the Company repaid its interest-bearing liabilities in aggregate by EUR 26.3 million
  - In the end of the reporting period the Company's interest-bearing liabilities amount to a total of EUR 29.3 million
  - After the reporting period the Company has on 22 April 2010 made a further EUR 5.0 million loan repayment, whereafter the Company's loans from credit institutions amount to a total of EUR 23.0 million

# Markets and Digia's business



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- First quarter resulted pursuant to targets
  - Nice increase in Net Sales
  - Good profitability and strong positive cash flow maintained
- Market situation looks brighter
  - Company estimates that the IT-market will see moderate growth during 2010
  - Company's business in good shape, good basis for growth at least corresponding to the market and maintaining good operative profitability
- Company will systematically develop the operation of the units in China and Russia to form a seamless part of Company's service concept



# Markets and Digia's business

- Ongoing technological revolution creates demand for services in the Mobile Solutions business
  - Company has developed expertise in new technology platforms to meet the increasing demand
  - Profitability has improved as a result of the measures to bolster operational efficiency taken in 2009
- Enterprise Solutions business grew and has improved its profitability in moderate fashion
  - Demand for solutions for Digital business-, ERP- and customer experience management still on good level; whereas in finance and industry sectors the demand still remains weak

# Outlook and Targets for 2010



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# Outlook and Targets for 2010

- Digia estimates that IT-market will see moderate growth during 2010
- Digia will invest heavily on facilitating growth and expects its own net sales to grow at least corresponding to the market
- Digia expects to be able to maintain its good profitability of its operative business also during the rest of the year
- In addition to looking after the good operative profitability level Digia will aim at maintaining strong positive cash flow
- Moderate internationalisation will continue as Digia will actively search for possibilities to develop its product business

Thank you!

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