

# Digia Oyj

**Interim Report 1-3/2009**

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Toimitusjohtaja



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# Summary 1-3/2009



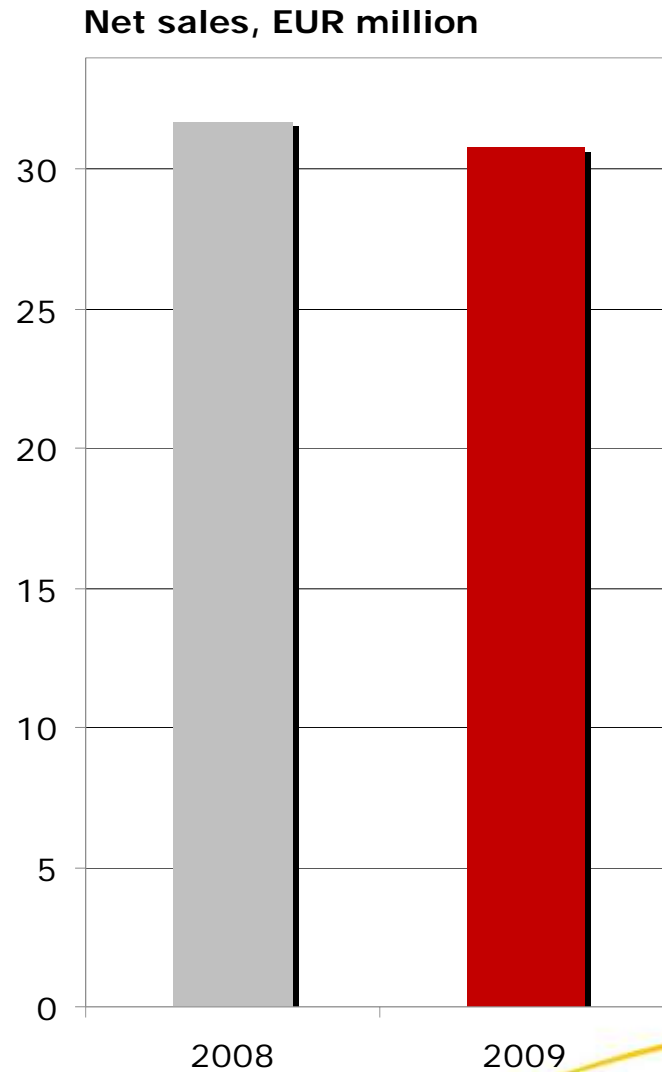
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# Summary 1-3/2009

- Net sales declined slightly
  - Consolidated net sales EUR 30,8 million, down 2,6 per cent
- Profitability on a good level
  - Probitability (EBIT-%) 11.9 per cent (13.3 per cent 1-3/2008)
- Earnings per share declined to EUR 0,11 (EUR 0,12, 1-3/2008,)

# Net sales (1-3/2009)

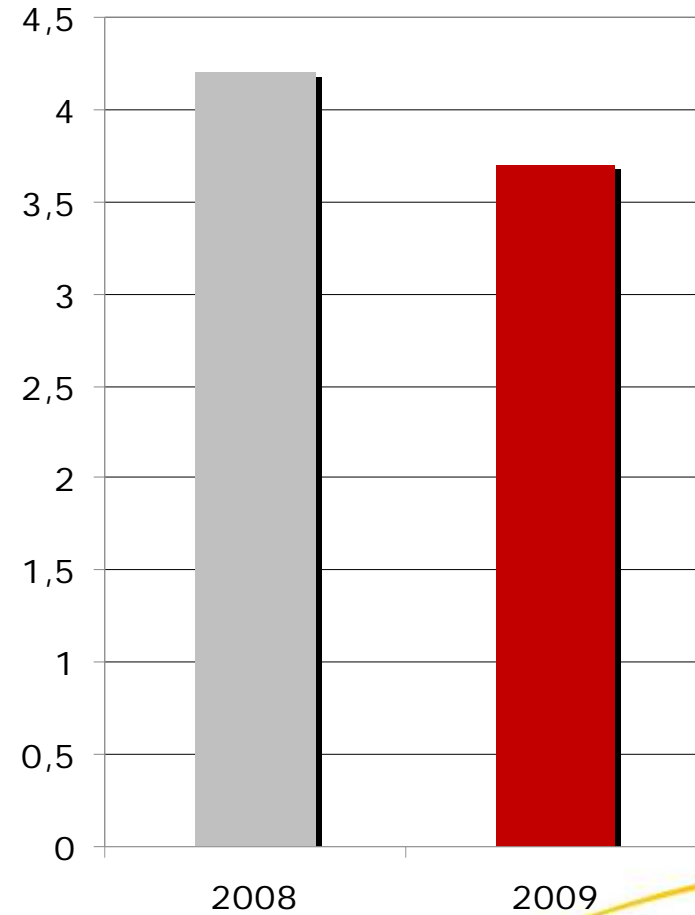
	1-3/ 2009	1-3/ 2008
Mobile Solutions	13,3	14,3
Enterprise Solutions	17,5	17,4
<b>Digia Group</b>	<b>30,8</b>	<b>31,7</b>



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# Profitability (1-3/2009)

Profitability (EBIT), EUR million



	1-3/ 2009	1-3/ 2008
Mobile Solutions	1,4	2,5
Enterprise Solutions	2,3	1,7
<b>Digia Group</b>	<b>3,7</b>	<b>4,2</b>

# Credit facility

- Company has in February agreed on a new EUR 50 million credit facility of 3-years term, by which the current loans will be repaid in their entirety
- Credit facility covers a bank-financed package of EUR 42 million (Pohjola, Nordea ja Varma) and re-borrowing of employee pension contributions totalling EUR 8 million
- One of Company's main targets has been to bolster its balance sheet by decreasing indebtedness
  - In January – EUR 5 million
  - In April – EUR 2 million
  - In May – EUR 8 million
  - After these payments the Company's long-term debts amount to a total of EUR 40 million

# Markets and Digia's business



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# Markets and Digia's business

- First quarter resulted pursuant to plans
  - Good profitability and strong positive cash flow maintained
  - Repayment of loans by EUR 5 million during the reporting period, and by EUR 2 million thereafter. Board decision on repayment of additional EUR 8 million during Q2.
- Market situation is very challenging
  - Company estimates that the effects of the global financial crisis to the IT-market will continue the entire year resulting in decline of the market as a whole in 2009
- Company will continue the conservative internationalisation strategy
  - Personnel and business in China have grown and customer projects have progressed in line with plans



# Markets and Digia's business

- Mobile Solutions business has maintained satisfactory profitability despite the slow-down of telecommunications sector and increasing price pressure
  - Company has developed expertise in new technology platforms
  - Growth during the reporting period centred in China
- Enterprise Solutions business grew slightly and has improved its profitability significantly by developing project business and raising the utilization rate
  - Demand in trade and public sector has continued on a satisfactory level, whereas in finance and industry sectors the demand has slowed down

# Outlook and Targets for 2009



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# Outlook and Targets for 2009

- Global recession will result in decline of the IT-market, which will have an effect also on the demand of Digia's services
- Digia nevertheless believes to be able to maintain good profitability during first half of 2009 by upgrading operational efficiency and exercising strict control of costs
- In addition to maintaining good profitability level Digia's targets for 2009 are to maintain strong positive cash flow and continue rapid repayment of its debts.

# Thank you!

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The Digia logo is located in the bottom-left corner of the slide. It consists of the word "digia" in a white, lowercase, sans-serif font, set against a dark red background. The background of the entire slide features a decorative pattern of overlapping, wavy lines in shades of red, orange, and yellow, creating a sense of movement and energy.

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