



Visionary Partner

Digia Plc's business review January–September 2018

30 October 2018

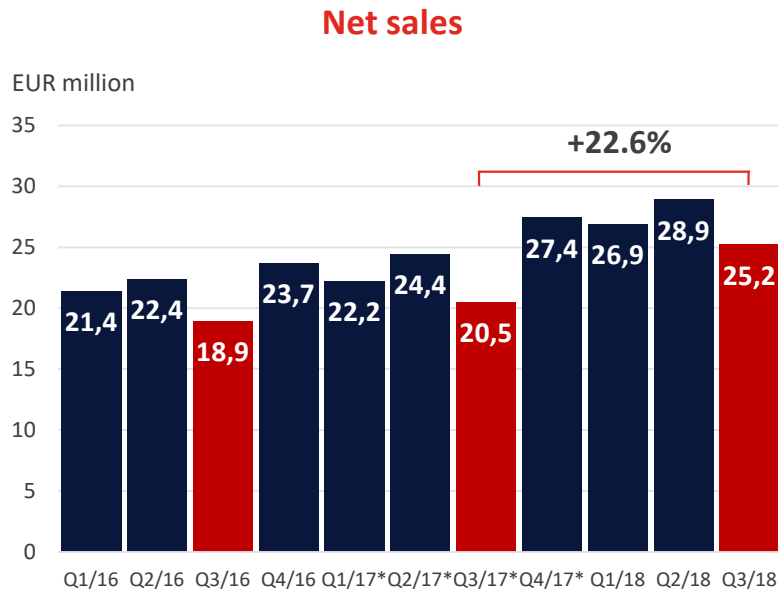


1–9/2018 in brief

- Net sales up 20.6%
- Operating profit improved by EUR 4.4 million
- Earnings per share EUR 0.13 (0.01)
- Return on investment 10.8% (1.7%)
- Number of employees 1.075, up by 70 people during the review period
- Two acquisitions
 - Analytics solutions: Avarea Oy
 - ERP and CRM offering: Mavisystems Oy ja Mirosys Oy

1-9/2018: Net sales up by 20.6%

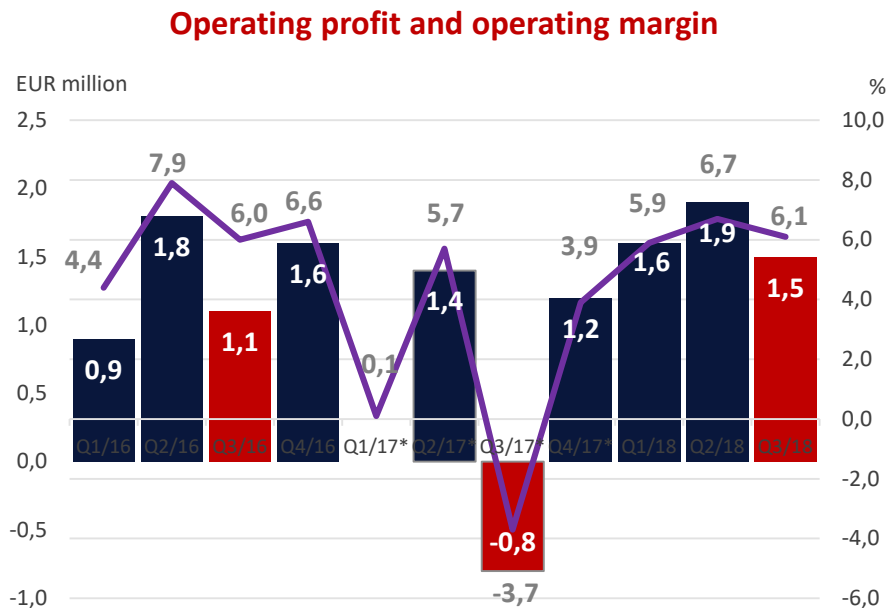
- Net sales were EUR 80.9 (67.1) million
 - 13.5 percentage points was organic growth
- **Business grew in all service areas**
 - Particularly strong growth in the integration and information management service as well as the modern e-commerce solutions business
 - The Income Register project supported net sales growth



* IFRS 15 adjustments

1-9/2018: Operating profit improved by EUR 4.4 million

- Operating profit EUR 1.5 (-0.8) million, operating margin 6.1% (-3.7%)
- **Profitability improved**
 - Net sales growth
 - Better project management



* IFRS 15 adjustments

An aerial photograph of a city skyline at sunset. The sky is filled with soft, colorful clouds in shades of orange, yellow, and blue. The city below is densely packed with buildings of various heights and styles. A river or canal winds through the lower part of the city, with several bridges crossing it. The overall scene is a vibrant and detailed urban landscape.

Financing and Cash Flow 30 September 2018

- Return on equity 10.4% (0.3%)
- Return on investment 10.8% (1.7%)

- Interest-bearing net liabilities EUR 18.0 (5.1) million
- Gearing 38.5% (11.7%)
- Equity ratio 52.8% (52.3%)

- Shareholders' equity EUR 46.7 (43.4) million
- Balance sheet total EUR 89.3 (82.3) million



Profit guidance for 2018 unchanged

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

A close-up, first-person perspective view of a bicycle handlebar. The handlebars are black with textured grips and brake levers. The background is a soft-focus landscape of rolling hills under a bright, low sun, creating a warm, golden glow. The sun is positioned centrally behind the handlebars, casting a lens flare effect.

Thank you!

#digiarki

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