

# Tecnotree

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Communities

Financial  
Report  
Q1 2026



# Tecnotree Corporation Financial Report 1 January to 31 March 2026 (unaudited)

## Strong order backlog and stable revenue, free cash flow impacted due to uncertain times

- Revenue of EUR 16.8 million (16.9), -0.2% YoY, revenue in constant currency EUR 17.1 million, +1.0% YoY.
- EBIT of EUR 4.6 million (4.5), +1.8% YoY.
- EBIT margin of 27.4% (26.9%), +50 basis points YoY.
- Foreign exchange (FX) gains EUR 1.0 million (-1.4).
- Net income EUR 2.1 million (1.5), +36.5% YoY.
- Free cash flow (FCF) EUR 0.2 million (1.0), -80% YoY.
- Earnings per share (EPS) EUR 0.1 (0.1).
- Order book at the end of the period EUR 105.4 million (70.3), +50.0% YoY.

| <b>Key figures, MEUR</b>                  | <b>1-3/2026</b> | 1-3/2025 | 1-12/2025 |
|---|-----------------|----------|-----------|
| Revenue                                   | <b>16.8</b>     | 16.9     | 72.4      |
| EBIT                                      | <b>4.6</b>      | 4.5      | 25.6      |
| Profit before tax                         | <b>2.7</b>      | 2.3      | 15.4      |
| Net income                                | <b>2.1</b>      | 1.5      | 10.2      |
| Earnings per share EPS, basic, EUR        | <b>0.11</b>     | 0.09     | 0.60      |
| Order book                                | <b>105.4</b>    | 70.3     | 107.5     |
| Free cash flow (FCF)                      | <b>0.2</b>      | 1.0      | 4.6       |
| Change in cash and cash equivalents       | <b>-0.4</b>     | 1.1      | 2.1       |
| Cash and cash equivalents                 | <b>18.5</b>     | 18.0     | 18.9      |
| Equity ratio % (Equity/Total Liabilities) | <b>81.9</b>     | 67.5     | 67.4      |
| Debt Equity ratio % (Debt/Equity)         | <b>3.7</b>      | 4.8      | 5.3       |
| Personnel at end of period                | <b>709</b>      | 726      | 704       |

Unless otherwise stated, all figures presented below are for the financial period 1-3/2026 and the figures for comparison are for the corresponding period in 1-3/2025.

**Guidance for 2026**

- Revenue is expected to grow by low to mid single-digit percentage in constant currency terms.
- Free cash flow > EUR 5.0 million for the full year

**Assumptions for 2026**

- The Free Cash Flow guidance for 2026 is based on the company's current market outlook and exchange rate assumptions, especially devaluation of US dollar against the EUR.

**From CEO's Desk:****Tecnotree continues to “deliver on its promise” for customers despite the uncertainties in the Middle East; reports strong order backlog and stable revenue growth**

The first quarter of 2026 reflects stable revenue growth supported by disciplined execution across key customer programs and a strong order backlog. The company remains profitable, however challenges in collections in the Middle East region have impacted the free cash flow.

Revenue for the quarter was EUR 16.8 million. The revenue mix reflects the execution phase of large-scale delivery programs, particularly in MEA and APAC markets, with delivery revenues representing a higher share. The operating environment in parts of the MEA region during the quarter was characterized by increased geopolitical uncertainty, which impacted customer investment timings and some critical decision cycles in these markets.

Operating performance remained strong, with EBIT of EUR 4.6 million and an EBIT margin of 27.4%, reflecting consistent operational discipline and platform scalability. Profitability in the quarter was also supported by favourable foreign exchange (FX) movements.

Cash flow in the quarter was impacted by challenges in collections in the MEA region due to the war and geopolitical instability, leading to build-up of receivables and increase in DSO days.

Tecnotree continued to enhance its platform capabilities during the quarter, with AI enabled value chain, enhancing customer experience and unlocking new revenue opportunities through embedded AI across its digital BSS stack. The company continues focus on increasing efficiency, both for internal functions as well as for preventive and corrective maintenance for customers, driven through AI-Operations capabilities, especially around reporting and process automations.

Multiple awards in the quarter validate our continued industry leadership, including recognition by Asia Telecom Awards in two categories – AI Initiative of the year and Digital

Initiative of the Year: MVNE/MVNO; and CX Catalyst award for Impact at The Fast Mode Awards 2025.

The order book remained strong at EUR 105.4 million driven by new orders in Africa and Latin America, reflecting continued demand for Tecnotree's products and solutions.

The company will continue to closely monitor the situation in ME and take necessary steps to keep operations stable while we remain committed to delivering strong and timely support to our customers. Management confirms that the company's financial performance remains on track, and full-year guidance is maintained across all key metrics.

## Q1 2026 Financial Performance

## Revenue

Revenue in the first quarter was EUR 16.8 million (16.9), representing 0.2% decrease YoY. Revenue from licenses was EUR 2.1 million (4.2), delivery EUR 8.3 million (5.1) and maintenance and management services EUR 6.4 million (7.6).

The order book at the end of the first quarter stood at EUR 105.4 million (70.3) representing 50.0% increase YoY.

| Nature of goods and services offered, MEUR | 1-3/2026    | 1-3/2025 | 1-12/2025 |
|--|-------------|----------|-----------|
| Licenses                                   | 2.1         | 4.2      | 14.5      |
| Delivery                                   | 8.3         | 5.1      | 24.8      |
| Maintenance and management services        | 6.4         | 7.6      | 33.1      |
| <b>Revenue total</b>                       | <b>16.8</b> | 16.9     | 72.4      |

| Methods used to recognise revenue, MEUR | 1-3/2026    | 1-3/2025 | 1-12/2025 |
|---|-------------|----------|-----------|
| Point in time:                          |             |          |           |
| Licenses                                | 2.1         | 4.2      | 14.5      |
| Overtime:                               |             |          |           |
| Delivery                                | 8.3         | 5.1      | 24.8      |
| Maintenance and management services     | 6.4         | 7.6      | 33.1      |
| <b>Revenue total</b>                    | <b>16.8</b> | 16.9     | 72.4      |

| Recognition of revenue by operating segment, MEUR | 1-3/2026    | 1-3/2025 | 1-12/2025 |
|---|-------------|----------|-----------|
| Europe & Americas:                                |             |          |           |
| Licenses  | 1.5         | 0.1      | 5.7       |
| Delivery  | 0.8         | 0.7      | 3.4       |
| Maintenance and management services               | 1.9         | 1.9      | 8.6       |
| <b>Revenue total</b>                              | <b>4.2</b>  | 2.7      | 17.7      |
| MEA & APAC:                                       |             |          |           |
| Licenses  | 0.7         | 4.1      | 8.8       |
| Delivery  | 7.5         | 4.3      | 21.4      |
| Maintenance and management services               | 4.5         | 5.7      | 24.5      |
| <b>Revenue total</b>                              | <b>12.7</b> | 14.2     | 54.7      |

| Order book by operating segment, MEUR | 1-3/2026     | 1-3/2025 | 1-12/2025 |
|---------------------------------------|--------------|----------|-----------|
| Europe & Americas                     | 25.6         | 12.1     | 24.8      |
| MEA & APAC                            | 79.9         | 58.2     | 82.6      |
| <b>Order book total</b>               | <b>105.4</b> | 70.3     | 107.5     |

## Revenue by Geography

First quarter revenue performance showed Europe & Americas contributing EUR 4.2 million (2.7) and MEA & APAC contributing EUR 12.7 million (14.2).

## Result analysis

The EBIT for the first quarter was EUR 4.6 million (4.5) and the net income EUR 2.1 million (1.5).

Exchange rate differences in financial items for the first quarter were EUR 1.0 million (-1.4), driven by slight strengthening of USD and weakening of INR against Euros. This helped to partially offset the impact of EUR 2.5 million charge against receivables (included in financial items without currency differences), taken as a measure of prudent accounting.

Operating expenses remained stable with reduced investments in Product Engineering - for the first quarter at EUR 1.6 million (2.5) offset by increased travel expenses incurred to support large scale transformations.

| <b>Income statement, key figures, MEUR</b>            | <b>1-3/2026</b> | 1-3/2025 | 1-12/2025 |
|---|-----------------|----------|-----------|
| Revenue   | <b>16.8</b>     | 16.9     | 72.4      |
| Other operating income                                | <b>0.0</b>      | 0.0      | 0.1       |
| Operating expenses                                    | <b>-12.2</b>    | -12.3    | -46.9     |
| <b>EBIT</b>   | <b>4.6</b>      | 4.5      | 25.6      |
| Financial items without currency differences          | <b>-2.9</b>     | -0.9     | -6.4      |
| Exchange rate gains and losses in the financial items | <b>1.0</b>      | -1.4     | -3.8      |
| Income taxes  | <b>-0.7</b>     | -0.8     | -5.2      |
| <b>Net income</b>                                     | <b>2.1</b>      | 1.5      | 10.2      |

Financial income and expenses for the first quarter totalled to EUR -1.9 million (-2.2), including following items.

| <b>Financial income and expenses, MEUR</b> | <b>1-3/2026</b> | 1-3/2025 | 1-12/2025 |
|--|-----------------|----------|-----------|
| Interest income                            | <b>0.3</b>      | 0.0      | 0.1       |
| Exchange rate gains                        | <b>1.2</b>      | 0.0      | 3.5       |
| Other financial income                     | <b>0.0</b>      | -0.0     | -0.0      |
| <b>Financial income, total</b>             | <b>1.5</b>      | 0.0      | 3.6       |
| Interest expenses                          | <b>-0.2</b>     | -0.5     | -0.8      |
| Exchange rate losses                       | <b>-0.2</b>     | -1.4     | -7.3      |
| Other financial expenses                   | <b>-2.9</b>     | -0.4     | -5.6      |
| <b>Financial expenses, total</b>           | <b>-3.4</b>     | -2.3     | -13.7     |
| <b>Financial items, total</b>              | <b>-1.9</b>     | -2.2     | -10.1     |

Taxes for the first quarter totalled to EUR -0.7 million (-0.8), including following items:

| <b>Taxes in income statement, MEUR</b>         | <b>1-3/2026</b> | 1-3/2025 | 1-12/2025 |
|--|-----------------|----------|-----------|
| Withholding taxes paid abroad                  | <b>-0.6</b>     | -0.5     | -2.2      |
| Change in withholding tax accrual              | <b>0.0</b>      | 0.0      | -1.0      |
| Income taxes on the results of Group companies | <b>-0.0</b>     | -0.2     | -2.0      |
| Other items                                    | <b>-0.1</b>     | -0.0     | -0.1      |
| <b>Taxes in income statement, total</b>        | <b>-0.7</b>     | -0.8     | -5.2      |

## Business description

### TECNOTREE: AI-FIRST, FULL-STACK BSS POWERING DIGITALLY CONNECTED COMMUNITIES

Tecnotree is a full stack digital business management solution provider for digital service providers, with over 40 years of deep domain knowledge, proven delivery and transformation capability across the globe. Our AI-native, open-source technology-based products and solutions comprise the full range (order-to-cash) of business process and subscription management services for telecom and other digital service providers.

Tecnotree's cutting-edge products enable communication service providers to expand their footprint and transform their business into that of a digital service provider, thus helping expand and increase their value to their subscriber base.

Beyond traditional connectivity, Tecnotree is enabling AI-powered Value-Added Services (VAS) that modernize voice, messaging, and customer engagement. Its advanced CPaaS capabilities drive Rich Communication Services (RCS), A2P messaging, and omnichannel digital experiences, helping operators enhance customer interactions while increasing service monetization.

Recognized by Gartner and TM Forum as a leader in AI-driven CSP transformation, Tecnotree is accelerating predictable, scalable, and sustainable growth for 90+ operators and over 1 billion subscribers worldwide. With an SI-ready architecture, Tecnotree enables seamless expansion across Tier 1 telcos, digital-first economies, and high-growth markets, ensuring telecom operators can power the digital experiences of tomorrow, drive financial inclusion, and create lasting value for investors, businesses, and consumers alike.

## Geopolitical risk

The Company has approximately 30% revenue exposure to the Middle East region, where the current geopolitical situation has introduced near-term uncertainty in project delivery timelines, collections, and operating costs. The Company's financial guidance for 2026, issued on 27 January 2026 and confirmed on 25 February 2026, remains unchanged at this time; however, the Company acknowledges that the evolving situation warrants continued close monitoring.

## Personnel

At the end of the first quarter Tecnotree employed 709 (726) persons, of whom 21 (22) worked in Finland and 688 (704) globally.

| <b>Personnel</b>            | <b>31.3.2026</b> | 31.3.2025 | 31.12.2025 |
|-----------------------------|------------------|-----------|------------|
| Personnel, at end of period | <b>709</b>       | 726       | 704        |
| Finland                     | <b>21</b>        | 22        | 21         |
| India                       | <b>607</b>       | 637       | 604        |
| United Arab Emirates        | <b>32</b>        | 32        | 25         |
| Other countries             | <b>49</b>        | 35        | 54         |
| Personnel, average          | <b>709</b>       | 745       | 711        |
| Personnel expenses (MEUR)   | <b>-4.2</b>      | -5.1      | -19.3      |

## Webcast for investors and media

Tecnotree will webcast Q1 results on **Wednesday, 29 April 2026 at 10.00 a.m. EEST** (Helsinki). Shareholders and potential investors are invited to pre-register a zoom account and join the online presentation via this link: <https://zoom.us/j/93938764369>. The event will be recorded, and the presentation materials will be made available on the company's website [investors.tecnotree.com](https://investors.tecnotree.com).

## Annual General Meeting

On 12 March 2026, the Board of Directors of Tecnotree Corporation resolved to postpone the Annual General Meeting of the Company and plan for it to be held on Friday 29 May 2026. The Annual General Meeting was originally planned to be held on 7 April 2026.

## Public Tender Offer for the Shares and Equity Securities of Tecnotree Corporation

On 27 January 2026, Tecnotree Corporation announced that Resilience Investment Holdings Ltd, acting on behalf of a consortium comprising Helios Investment Partners, Fitzroy Investments Limited and Padma Ravichander (the "Consortium"), has made a voluntary recommended public all-cash tender offer for all issued and outstanding shares and certain other equity securities of Tecnotree Corporation.

On 25 March 2026, Tecnotree Corporation announced that the processes for obtaining the necessary regulatory approvals from some of our global operations are still ongoing and will not be completed within the initial offer period, so the Offeror has decided to extend the offer period for the Tender Offer to expire on June 3, 2026, at 4:00 p.m. (Finnish time).

More information on the public tender can be found at [https://investors.tecnotree.com/en/tender\\_offer](https://investors.tecnotree.com/en/tender_offer)

## Other events during the period

During the quarter, the lenders compulsory convertible debentures (CCD) Notes subscribed a total number of 5,781,523 new shares in the Company by exercising special rights issued in connection with the CCD Notes. The conversion right was based on the accelerated conversion right triggered pursuant to the terms of the CCD Notes by the public tender offer published on 27 January 2026. The shares were registered on 18 February 2026, increasing the total number of shares to 22,834,773, and were admitted to trading on Nasdaq Helsinki in the same class as existing shares.

On March 12 2026, Tecnotree Corporation's Annual Report for 2025 was published. Report includes The Financial Statements, Board of Directors' Report, Sustainability Report, Auditor's Report and Assurance Report on the Sustainability Report, Corporate Governance statement as well as Remuneration report.

## Events after end of the period

No material changes regarding the company's business or financial position have materialized after the end of the review period.

# Tecnotree

Tecnotree Corporation  
Board of Directors

**Further information**

Padma Ravichander, CEO, tel +97 156 414 1420  
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## Table section (unaudited)

The financial figures in the income statement, balance sheet and key indicators are presented in million euros. The figures shown here have been calculated using exact values.

| <b>Consolidated income statement, MEUR</b>        | <b>1-3/2026</b> | 1-3/2025 | 1-12/2025 |
|---|-----------------|----------|-----------|
| Revenue   | <b>16.8</b>     | 16.9     | 72.4      |
| Other operating income                            | <b>0.0</b>      | 0.0      | 0.1       |
| Materials and services                            | <b>-0.7</b>     | -0.7     | -1.8      |
| Employee benefit expenses                         | <b>-4.2</b>     | -5.1     | -19.3     |
| Depreciation, amortisation and impairment charges | <b>-1.6</b>     | -1.5     | -6.2      |
| Other operating expenses                          | <b>-5.7</b>     | -5.0     | -19.6     |
| <b>EBIT</b>                                       | <b>4.6</b>      | 4.5      | 25.6      |
| Financial income                                  | <b>1.5</b>      | 0.0      | 3.6       |
| Financial expenses                                | <b>-3.4</b>     | -2.3     | -13.7     |
| <b>Profit before tax</b>                          | <b>2.7</b>      | 2.3      | 15.4      |
| Income taxes                                      | <b>-0.7</b>     | -0.8     | -5.2      |
| <b>Net income</b>                                 | <b>2.1</b>      | 1.5      | 10.2      |

| <b>Consolidated balance sheet, MEUR</b>       | <b>31.3.2026</b> | 31.3.2025 | 31.12.2025 |
|---|------------------|-----------|------------|
| <b>Non-current assets</b>                     |                  |           |            |
| Intangible assets                             | <b>49.5</b>      | 43.9      | 49.4       |
| Tangible assets                               | <b>0.0</b>       | 0.1       | -0.0       |
| Deferred tax assets                           | <b>0.0</b>       | 0.0       | 0.0        |
| Other non-current trade and other receivables | <b>1.2</b>       | 2.2       | 1.3        |
| <b>Current assets</b>                         |                  |           |            |
| Trade receivables                             | <b>35.4</b>      | 29.1      | 29.3       |
| Other receivables                             | <b>49.1</b>      | 45.1      | 51.6       |
| Cash and cash equivalents                     | <b>18.5</b>      | 18.0      | 18.9       |
| <b>Assets total</b>                           | <b>153.7</b>     | 138.3     | 150.6      |
| <b>Shareholders' equity</b>                   | <b>126.0</b>     | 93.3      | 101.5      |
| Compulsory convertible debentures             | <b>0.5</b>       | 23.1      | 23.1       |
| <b>Non-current liabilities</b>                |                  |           |            |
| Non-current interest-bearing liabilities      | <b>1.7</b>       | 0.0       | 1.9        |
| Other non-current liabilities                 | <b>4.3</b>       | 4.2       | 4.1        |
| <b>Current liabilities</b>                    |                  |           |            |
| Current interest-bearing liabilities          | <b>3.0</b>       | 4.4       | 3.5        |
| Trade payables and other liabilities          | <b>18.3</b>      | 13.2      | 16.5       |
| <b>Equity and liabilities total</b>           | <b>153.7</b>     | 138.3     | 150.6      |

|   | 1-3/2026    | 1-3/2025    | 1-12/2025   |
|---|-------------|-------------|-------------|
| <b>Consolidated condensed cash flow statement, MEUR</b>           |             |             |             |
| Cash flow from operating activities                               |             |             |             |
| Net income  | 2.1         | 1.5         | 10.2        |
| Adjustments of the net income                                     | 2.3         | 4.5         | 14.2        |
| Changes in working capital  | -1.7        | 0.4         | -2.9        |
| Financial income and expenses                                     | -0.2        | -2.2        | -3.6        |
| Income taxes paid   | -0.6        | -0.8        | -3.1        |
| <b>Net cash flow from operating activities</b>                    | <b>1.8</b>  | <b>3.5</b>  | <b>14.8</b> |
| Cash flow from investing activities                               |             |             |             |
| Utilized from CCD   | 0.0         | 1.1         | 1.1         |
| Investment in tangible and intangible assets                      | -1.6        | -2.5        | -10.2       |
| <b>Net cash flow from investing activities</b>                    | <b>-1.6</b> | <b>-1.4</b> | <b>-9.1</b> |
| Cash flow from financing activities                               |             |             |             |
| Compulsory convertible debentures (CCD)                           | 0.0         | 0.0         | 0.0         |
| CCDs Utilized for Investment activity                             | 0.0         | -1.1        | -1.1        |
| Repayments of borrowings  | -0.4        | -1.0        | -4.2        |
| Payment of dividends  | 0.0         | 0.0         | -0.2        |
| New loans   | 0.0         | 1.6         | 3.5         |
| <b>Net cash flow from financing activities</b>                    | <b>-0.4</b> | <b>-0.4</b> | <b>-1.9</b> |
| Translation Differences   | -0.2        | -0.5        | -1.7        |
| <b>Increase (+) and decrease (-) in cash and cash equivalents</b> | <b>-0.4</b> | <b>1.1</b>  | <b>2.1</b>  |
| Cash and cash equivalents at beg. of period                       | 18.9        | 16.8        | 16.8        |
| <b>Cash and cash equivalents at end of period</b>                 | <b>18.5</b> | <b>18.0</b> | <b>18.9</b> |

## Key figures

| <b>Consolidated key financial figures</b> | 1-3/2026 | 1-12/2025 |
|---|----------|-----------|
| Return on investment, %                   | 8.2      | 16.3      |
| Return on equity, %                       | 5.2      | 10.5      |
| Equity ratio, %                           | 81.9     | 67.4      |
| Debt/Equity ratio, %                      | 3.7      | 5.3       |
| Investments, MEUR                         | 1.6      | 10.2      |
| % of Revenue                              | 9.5      | 14.1      |
| Order book, MEUR                          | 105.4    | 107.5     |
| Personnel at end of period                | 709      | 704       |

| <b>Consolidated key figure per share</b>                     | <b>1-3/2026</b> | <b>1-12/2025</b> |
|--|-----------------|------------------|
| Earnings per share EPS, basic, EUR                           | <b>0.11</b>     | 0.60             |
| Earnings per share EPS, diluted, EUR                         | <b>0.09</b>     | 0.45             |
| Equity per share, EUR  | <b>5.52</b>     | 5.95             |
| Number of shares at end of period, x 1,000                   | <b>22 835</b>   | 17 053           |
| Number of shares on average, x 1,000                         | <b>19 851</b>   | 17 053           |
| Share price, EUR   |                 |                  |
| Average  | <b>5.20</b>     | 4.10             |
| Lowest   | <b>3.92</b>     | 2.50             |
| Highest  | <b>5.68</b>     | 5.45             |
| Share price at end of period, EUR                            | <b>5.49</b>     | 4.31             |
| Market capitalisation of issued stock at end of period, MEUR | <b>125.4</b>    | 73.5             |
| Share turnover, million shares                               | <b>2.5</b>      | 4.4              |
| Share turnover, % of total                                   | <b>14.7</b>     | 25.7             |
| Share turnover, MEUR   | <b>13.0</b>     | 17.8             |

| <b>Quarterly key figures (MEUR)</b> | <b>Q1/26</b> | <b>Q4/25</b> | <b>Q3/25</b> | <b>Q2/25</b> | <b>Q1/25</b> | <b>Q4/24</b> | <b>Q3/24</b> | <b>Q2/24</b> | <b>Q1/24</b> |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Revenue                             | <b>16.8</b>  | 19.5         | 18.6         | 17.3         | 16.9         | 17.6         | 19.0         | 18.7         | 16.3         |
| Revenue, change %                   | <b>-0.2</b>  | 11.1         | -2.1         | -7.2         | 3.7          | -20.7        | -11.0        | -3.1         | 4.7          |
| EBIT                                | <b>4.6</b>   | 12.3         | 3.6          | 5.1          | 4.5          | 10.9         | 5.0          | 3.5          | 4.4          |
| % of Revenue                        | <b>27.4</b>  | 63.1         | 19.5         | 29.2         | 26.9         | 61.7         | 26.3         | 18.8         | 27.2         |
| Net income                          | <b>2.1</b>   | 4.2          | 3.4          | 1.0          | 1.5          | 0.5          | 4.1          | 2.1          | 1.6          |
| Personnel at end of period          | <b>709</b>   | 704          | 695          | 691          | 726          | 758          | 810          | 852          | 892          |
| Earnings per share EPS , basic, EUR | <b>0.11</b>  | 0.25         | 0.20         | 0.06         | 0.09         | 0.03         | 0.24         | 0.12         | 0.10         |
| Equity per share, EUR               | <b>5.52</b>  | 5.95         | 5.64         | 5.46         | 5.47         | 5.43         | 5.25         | 5.13         | 0.27         |
| Net interest-bearing liabilities    | <b>-13.8</b> | -13.5        | -14.6        | -13.8        | -13.5        | -12.9        | -13.0        | -12.2        | -11.2        |
| Order book                          | <b>105.4</b> | 107.5        | 105.5        | 105.7        | 70.3         | 79.6         | 75.1         | 72.6         | 74.8         |



# Tecnotree

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