Protecting the irreplaceable

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Content

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F-Secure in brief
F-Secure operates from 20 offices around the world and HQ is in Helsinki, Finland.
F-Secure’s Internet security services protect companies and homes against computer viruses, malware and other Internet threats.

Content cloud services protect the irrepleacable digital life and enable secure sharing with friends and family.
Channels to the markets

Corporate customers around the world

A direct to consumer business retail and eStore globally

Over 200 Operators in over 40 countries
F-Secure – profitable growth

• **Security as A Service**
  • Through Operator channel
  • Growth driver

• **Traditional license sales**
  • Corporate and Direct to Consumer channels
  • Profitable business

• **Financial efficiency**
  • Good cash flow
  • Strong balance sheet

*2010 operating profit excludes restructuring costs
Financial performance 2012
Highlights in 2012

• Profitable growth continued
  • Strong Internet Security sales
  • Progress in Content Cloud services; new product, remarkable new customers

• Good operative progress
  • New customer-centric organization structure streamlines processes and in innovating new products

• Award-winning products
  • AV-Test Internet Security award: Best Protection 2012
  • The Forrester Wave, Endpoint Security report recognition
2012 financial performance

**Profitable growth**
- Revenues 157 m; growth accelerated to 8% Y-o-Y

**Software as a Service**
- Operator channel over 61% of total revenues

**Financial efficiency**
- Operating profit 20,3 m: 13% of revenues
- EPS EUR 0.09
- Strong cash flow 14,4 m (excluding dividends)

*2010 operating profit excludes restructuring costs*
Cash position **strong**

- Good operative cash flow +25.6m
- Strong cash position 33.1m (year end)
- Cash position developed according to longer term efficiency target
  - Return of equity (2008)
  - Share buy backs (2009-2011)
  - Dividend (2007-2011)
  - Acquisition (2009)
- Dividend policy is to pay approximately half of the net profit
Products and Services
F-Secure Internet Security
PC- and mobile products
F-Secure Safe Content Cloud

- significant player in the content cloud business
- millions of users globally
- several petabytes of data securely stored in our cloud
- 5 data centers globally
Market view and Company Strategy
Market review

Internet

- Internet growth continues globally
- The need of internet security continues to grow; big market

New devices

- Growing number of Internet connected devices; smartphones, tablets, computers or even TVs to get online
- Consumerization and usability

Content Cloud

- It’s all in the clouds; demand for Content Cloud services
- The need for Internet security and different kind of safe Content Cloud services is increasing
Strategy and Financial targets 2012-2014

- First priority is to drive growth and market expansion
- Targeting towards double digit revenue growth; supported by all three channels
- The Company invests in Content Cloud business and in Internet security services
- Profitability is expected to develop towards the 25% level at the end of strategy period.
Stock price development
Development of stock price and trading volumes in 2012

OMX Helsinki

F-Secure
Thank You

Forward-looking statements:

Certain statements in this presentation are forward-looking, and the actual outcome could be materially different. Such forward-looking statements are based on F-Secure’s present plans, estimates, assumptions, projections and expectations and are subject to risks and uncertainties. In addition to the factors explicitly discussed, other could have a material effect on the actual outcome. Such factors include, but are not limited to, general economic and political conditions, fluctuations in exchange rates, interest rates, outcome of external research studies, technological issues, interruptions of business, products, actions of courts, regulators, government agencies, competitors, customers, suppliers, employees and all other parties.
Protecting the irreplaceable