Fiscal Year 2019
Samu Konttinen, President & CEO
NEED FOR CYBERSECURITY IS CONSTANT

**Threat actors seeking new attacking angles constantly**

- Average cost of an attack per day: **18 659€**
- Average time to detect a breach: +100 **DAYS**
- Average time to resolve an attack: 46 **DAYS**
- Consumers seeing themselves as likely victim of identity theft: 71%
- Attack traffic grown by 3x IoT device insecurity top driver of attack traffic

**Long term market drivers unchanged**
## RELEVANT MARKET TO F-SECURE OVER EUR 30 BILLION – LOT OF COMPETITORS

### Managed Detection and Response (F-Secure Countercept)
- Emerging market
- Many competitors; market newcomers and traditional vendors

### Endpoint Protection for Businesses (EPP² & EDR³)
- Very contested market with tens of competitors
- Sales via channel partners
- Stand out by adding new features to platform

### Cyber Security Consulting
- Competition against hundreds of local vendors and few global giants
- Market is split between generalists and specialists

### Consumer Security
- Mature market with established vendors
- Growth from new solutions; IoT and ID protection

### Market Size (EUR billion)¹
- 0.6 BLN
- 6 BLN
- 20 BLN
- 6 BLN

### Market Growth (CAGR 2019–2022)¹
- ~20%
- ~6%
- ~9%
- ~4%

### Sources:
1. Management estimation based on various sources

### Abbreviations:
2. EPP = Endpoint Protection Platform
3. EDR = Endpoint Detection and Response
SYNERGISTIC BUSINESS AREAS

CORPORATE SECURITY PRODUCTS

Suite of endpoint products

MDR\(^1\): F-Secure Countercept

CHANNEL PARTNERS
6000+ globally

DIRECT ENGAGEMENTS
300+ consultants

DIRECT SALES

CYBER SECURITY CONSULTING

TENS OF MILLIONS OF CONSUMERS

100,000+ COMPANIES

300+ ENTERPRISES

100,000+ COMPANIES

CORPORATE SECURITY PRODUCTS

• Endpoint products for businesses are sold in cooperation with global network of reseller partners

• F-Secure Countercept customers are often companies that face the most demanding cyber security threats. The solution relies on combination of F-Secure experts and industry-leading technology

• F-Secure Consulting is a multi-disciplinary organization operating on four continents

• F-Secure Consulting is well-known for research-led methodology and its highly talented experts

• A strong consumer business supported by global network of around 200 telecommunication operators

• Tapping into market growth potential by new product launches - F-Secure ID PROTECTION ja F-Secure SENSE

“F-Secure combines award winning cyber security solutions for businesses and consumers with industry-leading consulting expertise.”

1MDR = Managed Detection and Response
CORPORATE SECURITY REVENUE MORE THAN DOUBLED SINCE 2015

(Revenue, EUR million)

<table>
<thead>
<tr>
<th>Year</th>
<th>Corporate Revenue</th>
<th>Consumer Revenue</th>
<th>Percentage Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>148</td>
<td>96</td>
<td>52 (35%)</td>
</tr>
<tr>
<td>2016</td>
<td>158</td>
<td>96</td>
<td>63 (39%)</td>
</tr>
<tr>
<td>2017</td>
<td>170</td>
<td>98</td>
<td>72 (43%)</td>
</tr>
<tr>
<td>2018</td>
<td>191</td>
<td>95</td>
<td>95 (50%)</td>
</tr>
<tr>
<td>2019</td>
<td>217</td>
<td>95</td>
<td>123 (56%)</td>
</tr>
</tbody>
</table>

Corporate security revenue: +24% CAGR
Consumer security revenue: 0% CAGR
NEW ORGANIZATIONAL MODEL FOR FURTHER GROWTH AND IMPROVED PROFITABILITY

- MWR integration nearly finalized
- Customer-oriented organization structure
- More efficient cost structure and scalable support functions
LEADERSHIP TEAM AND RESPONSIBILITIES

Samu Konttinen
President and CEO
Member of the Leadership Team since 2009

Eriikka Söderström
CFO
Member of the Leadership Team since 2017

Jyrki Tulokas
CTO
Member of the Leadership Team since 2016

Jari Still
CIO
Member of the Leadership Team since 2012

Kristian Järnefelt
EVP, Consumer Security
Member of the Leadership Team since 2016

Juha Kivikoski
EVP, Business Security
Member of the Leadership Team since 2018

Ian Shaw
EVP, Cyber Security Consulting
Member of the Leadership Team since 2018

Tim Orchard
EVP, Managed Detection & Response
Member of the Leadership Team since 2019

Eva Tuominen
EVP, People Operations & Culture
Member of the Leadership Team since 2019

Antti Hovila
EVP, Strategy Brand & Communications
Member of the Leadership Team since 2019
### KEY FINANCIAL HIGHLIGHTS

<table>
<thead>
<tr>
<th>EUR million</th>
<th>1-12/2019</th>
<th>1-12/2018</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>217.3</td>
<td>190.7</td>
<td>14 %</td>
</tr>
<tr>
<td>Consumer security</td>
<td>94.8</td>
<td>94.9</td>
<td>0 %</td>
</tr>
<tr>
<td>Corporate security</td>
<td>122.5</td>
<td>95.9</td>
<td>28 %</td>
</tr>
<tr>
<td>Adjusted EBITDA(^1)</td>
<td>23.2</td>
<td>17.4</td>
<td>34 %</td>
</tr>
<tr>
<td>% of revenue</td>
<td>11 %</td>
<td>9 %</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>7.2</td>
<td>4.5</td>
<td>58 %</td>
</tr>
<tr>
<td>% of revenue</td>
<td>3 %</td>
<td>2 %</td>
<td></td>
</tr>
<tr>
<td>Cash flow from operating activities(^1)</td>
<td>18.5</td>
<td>6.8</td>
<td>173 %</td>
</tr>
<tr>
<td>Earnings per share (EUR)(^2)</td>
<td>0.02</td>
<td>0.01</td>
<td>298 %</td>
</tr>
<tr>
<td>Personnel, end of period</td>
<td>1,696</td>
<td>1,666</td>
<td>2 %</td>
</tr>
</tbody>
</table>

\(^1\)Adjustments are material items outside normal course of business associated with acquisitions, integration, restructuring, gains or losses from sales of businesses and other items affecting comparability. F-Secure has adopted the new Leases standard (IFRS 16) on 1 January 2019 using the modified approach. Comparative information has not been restated. The impact of IFRS 16 on adjusted EBITDA is EUR +6.6 million and impact on Cash flow from operating activities is EUR +6.0 million in 2019.

\(^2\)Based on the weighted average number of outstanding shares during the period 157,719,368 (1-12/2019)
**KEY DEVELOPMENTS IN 2019**

**Q1** - Extension to a large consulting customer project in the Nordics

**Q2** – EDR¹ onboarding and product enhancements progressed well

**Q3** - F-Secure Countercept won significant deals against many top competitors in the US and UK

**Q3** – F-Secure Consulting launched (MWR InfoSecurity)

**Q3** – F-Secure launches new global partner program in corporate security

**Q4** - Completion of restructuring and MWR InfoSecurity integration

**Q4** – Operator deals for new consumer products in Asia, Europe and US

**Q1** - F-Secure won two AV-Test Best Protection awards

**Q2** – F-Secure announces that it will launch F-Secure ID PROTECTION in 2019

**Q3** - Channel Sales Program of the Year by SiriusDecisions in corporate security

**Q4** - MITRE ATT&CK™ evaluation results published

**Q4** – Project Blackfin launched - intelligent swarm of cyber security agents

Abbreviations:

¹EDR = Endpoint Detection and Response
F-SECURE’S 2019 IN BRIEF

Business performance highlights

- Corporate security products revenue grew well
  - Managed Detection and Response (MDR) solutions won multiple new deals in the most demanding customer verticals
- Endpoint protection continued slight and steady growth on a highly contested market
- Cyber security consulting grew strongly – global multi-disciplinary organization
- Consumer security revenue at the previous year’s level – resilient operator channel

Revenue split & growth by business

- Cyber Security Consulting +56%
- Corporate Products +14%
- Consumer Security 0%

Revenue Split by region

- Nordics +8%
- Europe (excl. Nordics) +14%
- North America +15%
- Other Regions +32%
FOR THE TIME BEING F-SECURE DOES NOT ISSUE FINANCIAL OUTLOOK FOR 2020

F-Secure withdrew its financial outlook for 2020 due to COVID-19 related market uncertainties – beginning of the year as expected.

F-Secure withdrew its financial outlook for 2020 on 9 April due to COVID-19 related market uncertainties and provides a new outlook as soon as deemed possible.

• F-Secure’s portfolio is well diversified into different cybersecurity sub-markets making the company’s vulnerability to external market shocks limited.
• Until now F-Secure’s software product businesses to both corporates and consumers have not been adversely impacted by the pandemic. The market uncertainty is not expected to have a significant effect on contract renewals.
• However, during the rest of the year F-Secure sees possible slowdown in the new sales of software products and Managed Detection and Response (MDR) service.
• More project based Cyber Security Consulting is likely to be negatively affected at the times of economic uncertainty.
• The long-term outlook of all F-Secure’s business areas continues to be attractive as the cybersecurity market fundamentals have not changed.