

F-SECURE

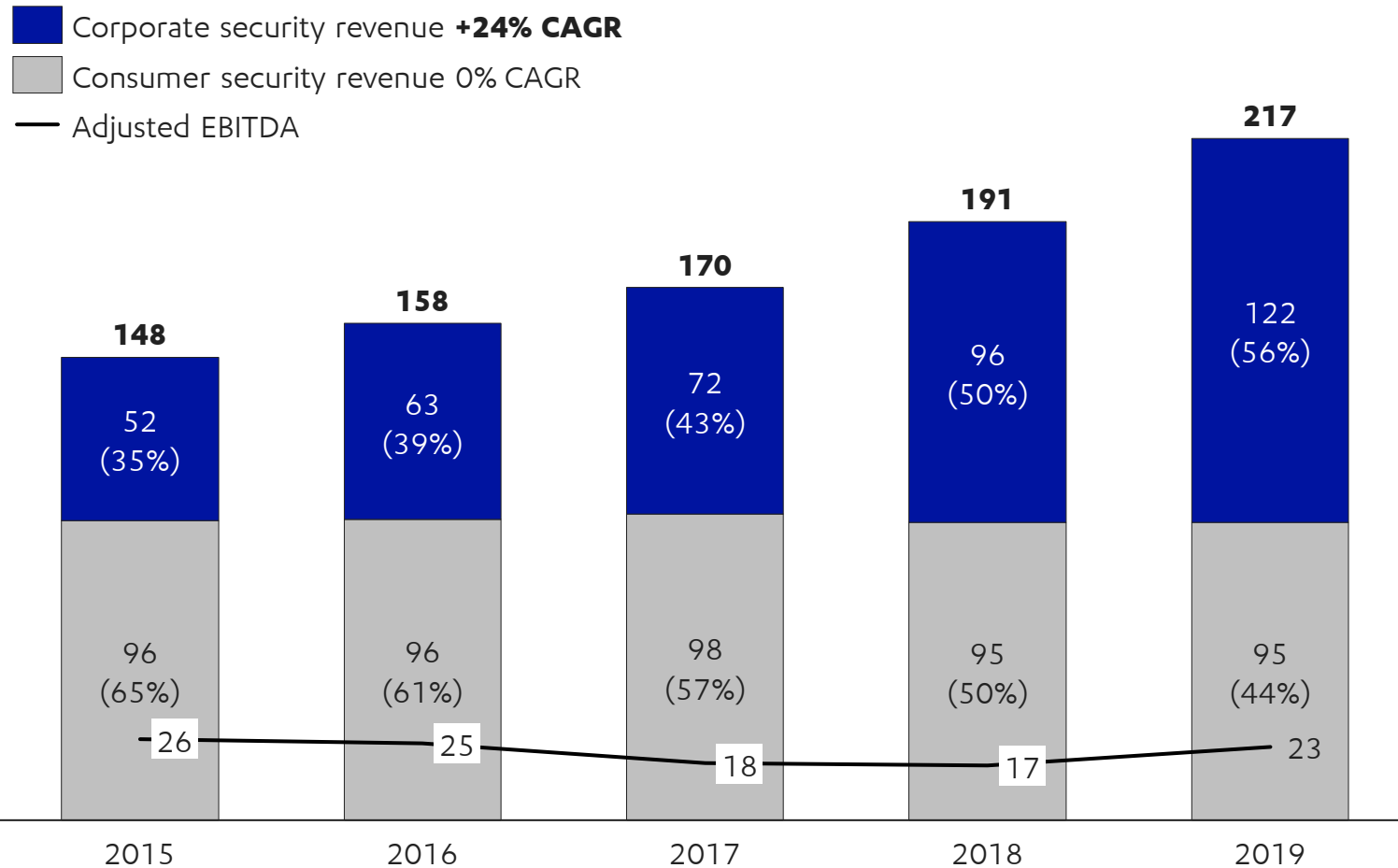
Best protection for businesses and consumers

Samu Konttinen, President & CEO



F-SECURE IN A NUTSHELL

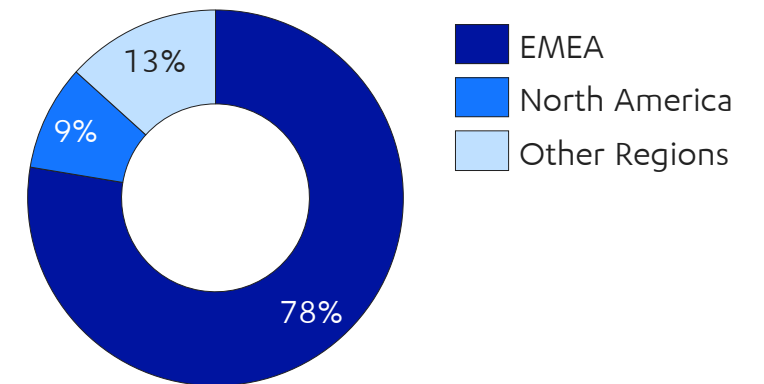
Revenue growth driven by corporate security (EUR million)



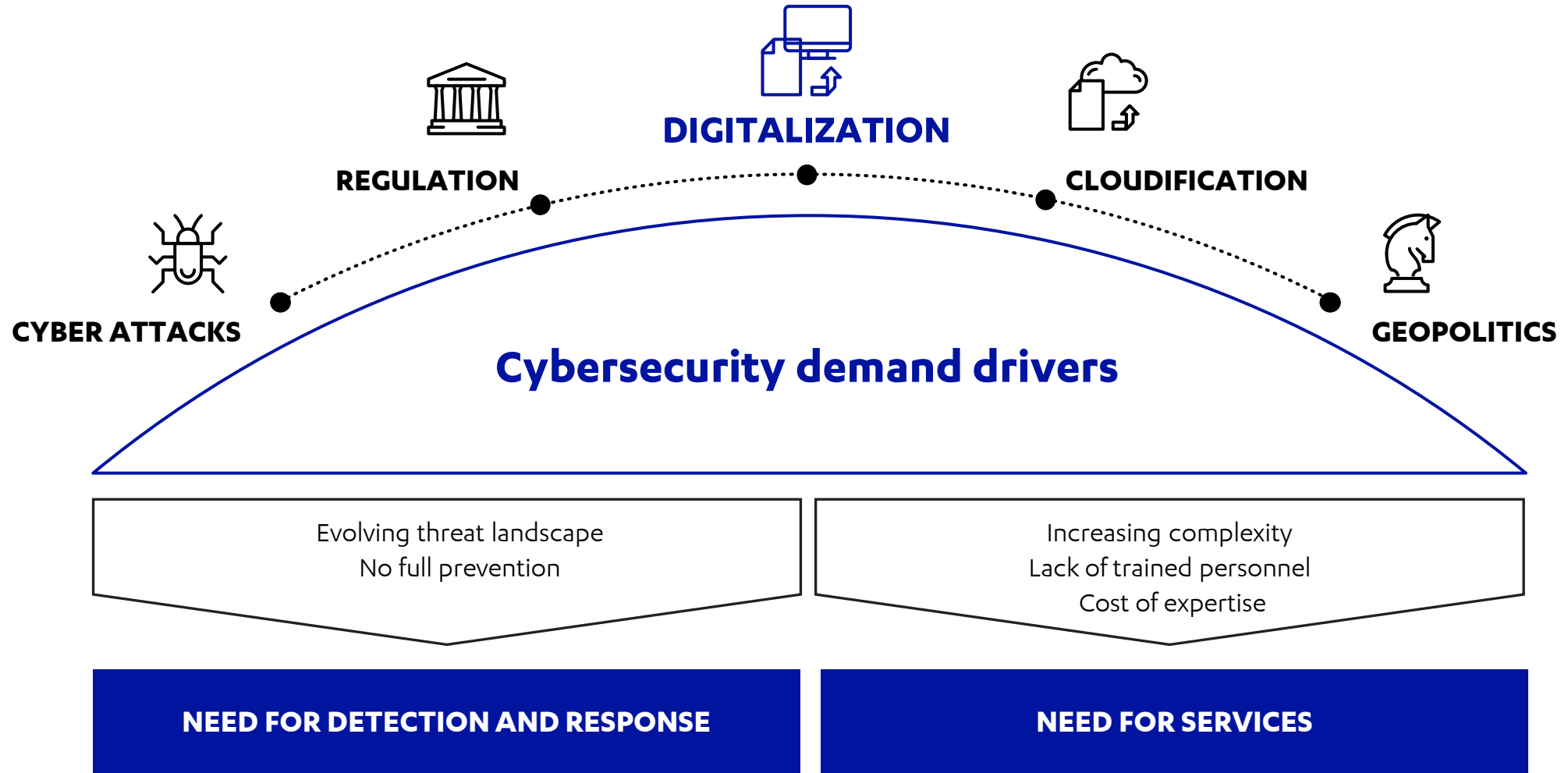
Key Highlights

65 Nationalities **29** Locations **100+** Countries with sales
30+ Years in the business **1700** Employees

Revenue Split by region

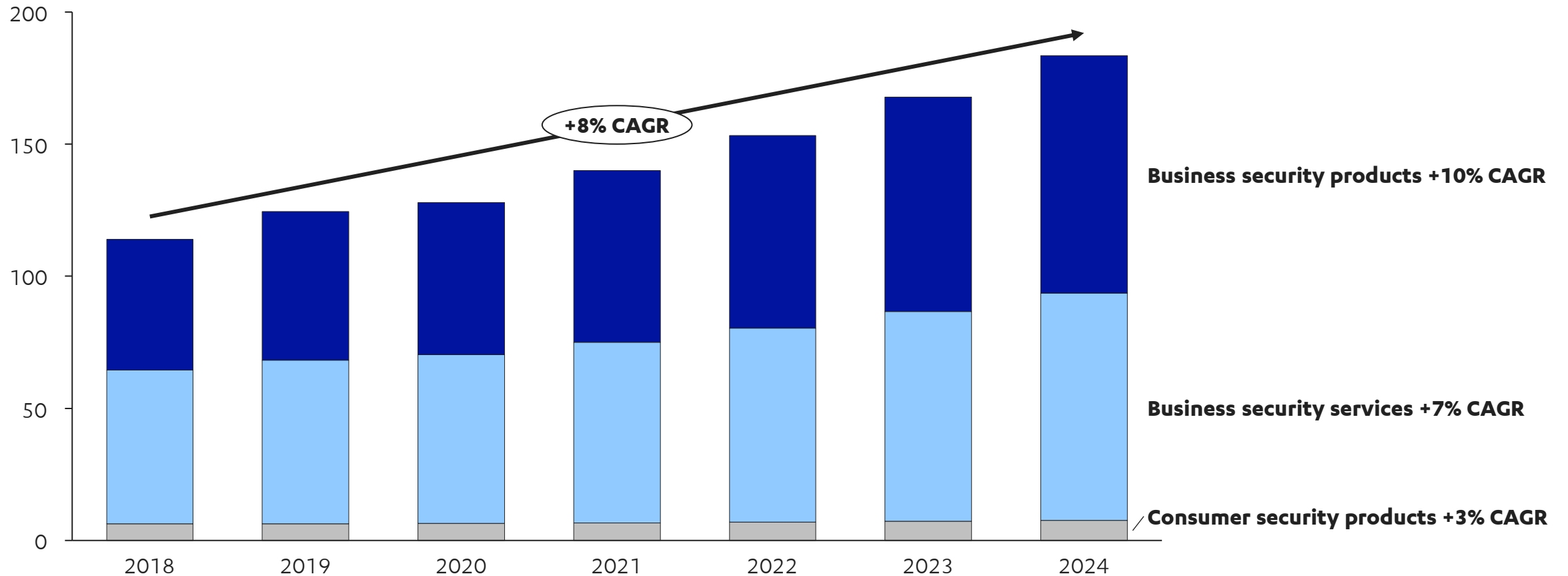


MEGATRENDS CONTINUE TO SUPPORT OUR STRATEGY



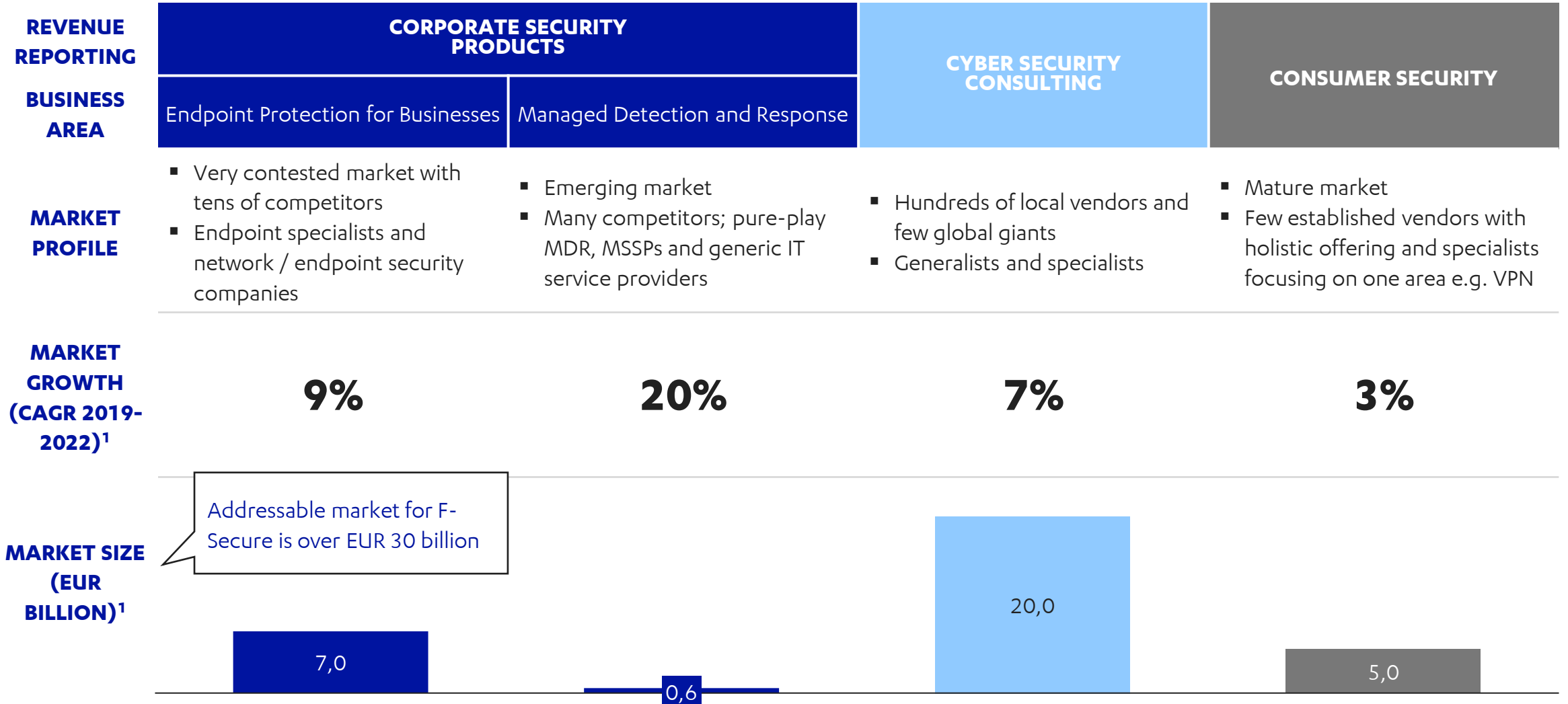
MULTIPLE OPPORTUNITIES IN A LARGE AND GROWING MARKET

Market size, USD billion







Source: Management estimation based on various sources

ADDRESSABLE MARKET +30BEUR AND GROWING



5 Sources:
¹ Management estimation based on various sources

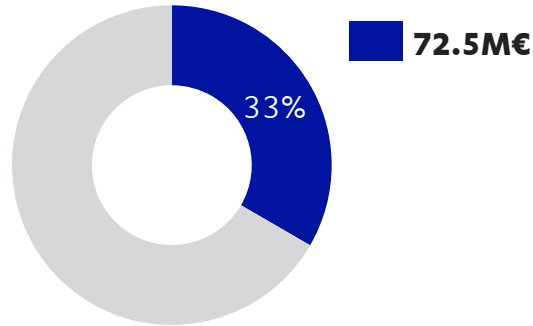
BUSINESS MODEL: SCALABLE SOFTWARE COMPLEMENTED BY SERVICES

REVENUE REPORTING	CORPORATE SECURITY PRODUCTS		CYBER SECURITY CONSULTING	CONSUMER SECURITY
BUSINESS AREA	Endpoint Protection for Businesses	Managed Detection and Response		
OFFERING (examples)	 <p>EDR: Endpoint Detection & Response EPP: Endpoint Protection Cloud Protection for Salesforce</p>	 <p>F-Secure Countercept</p>	 <p>Incident Response & Forensics Attack Simulations Security Assessments</p>	 <p>F-Secure SAFE, TOTAL F-Secure ID PROTECTION F-Secure SENSE</p>
SCALABILITY	Software Business	Software Business 24/7 Service Center	Service Business	Software Business

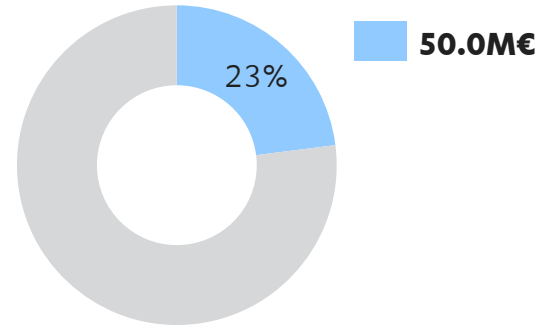
BUSINESS MIX AND GO-TO-MARKET MODEL

(2019 Revenue, EUR million)

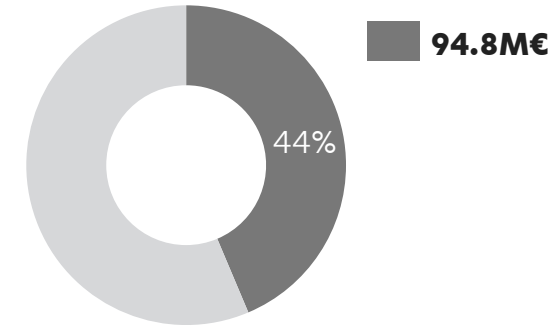
CORPORATE SECURITY PRODUCTS



CYBER SECURITY CONSULTING

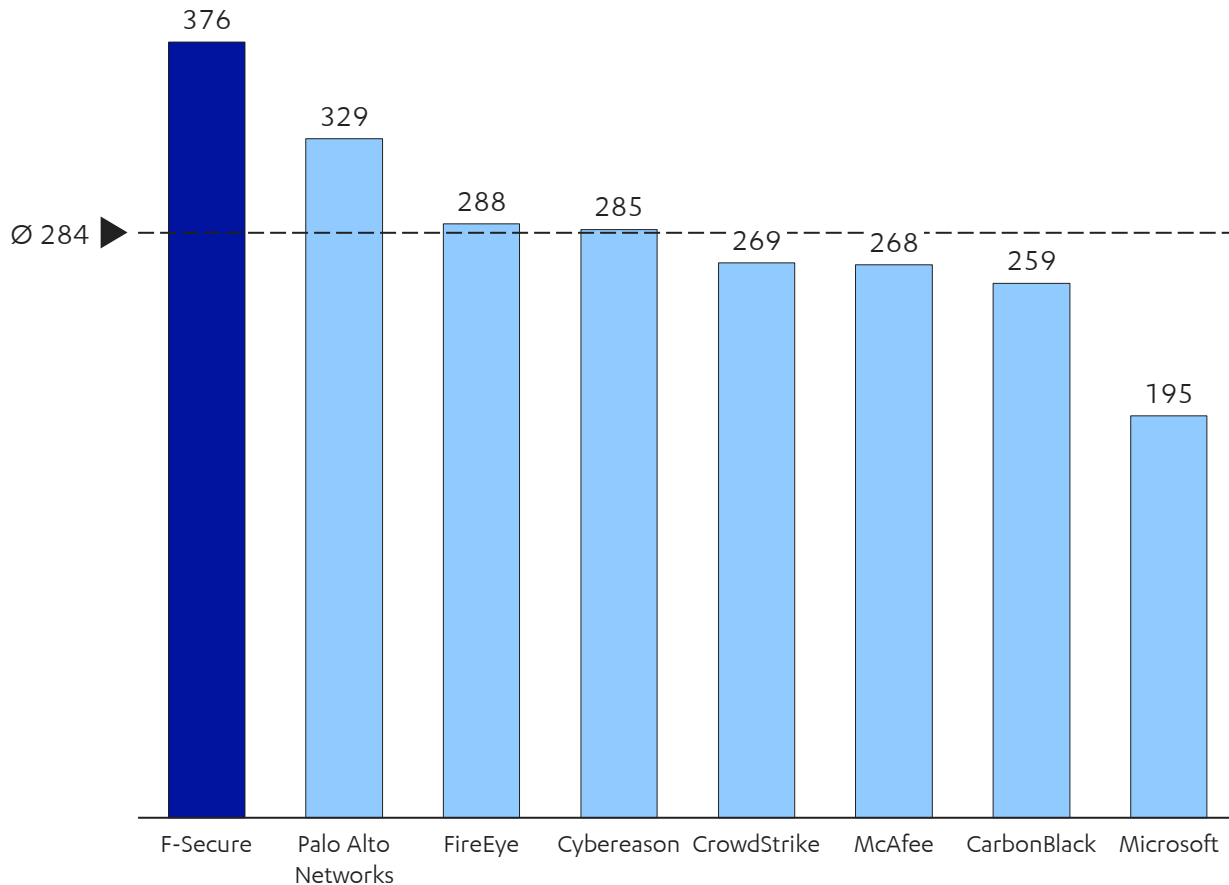


CONSUMER SECURITY PRODUCTS

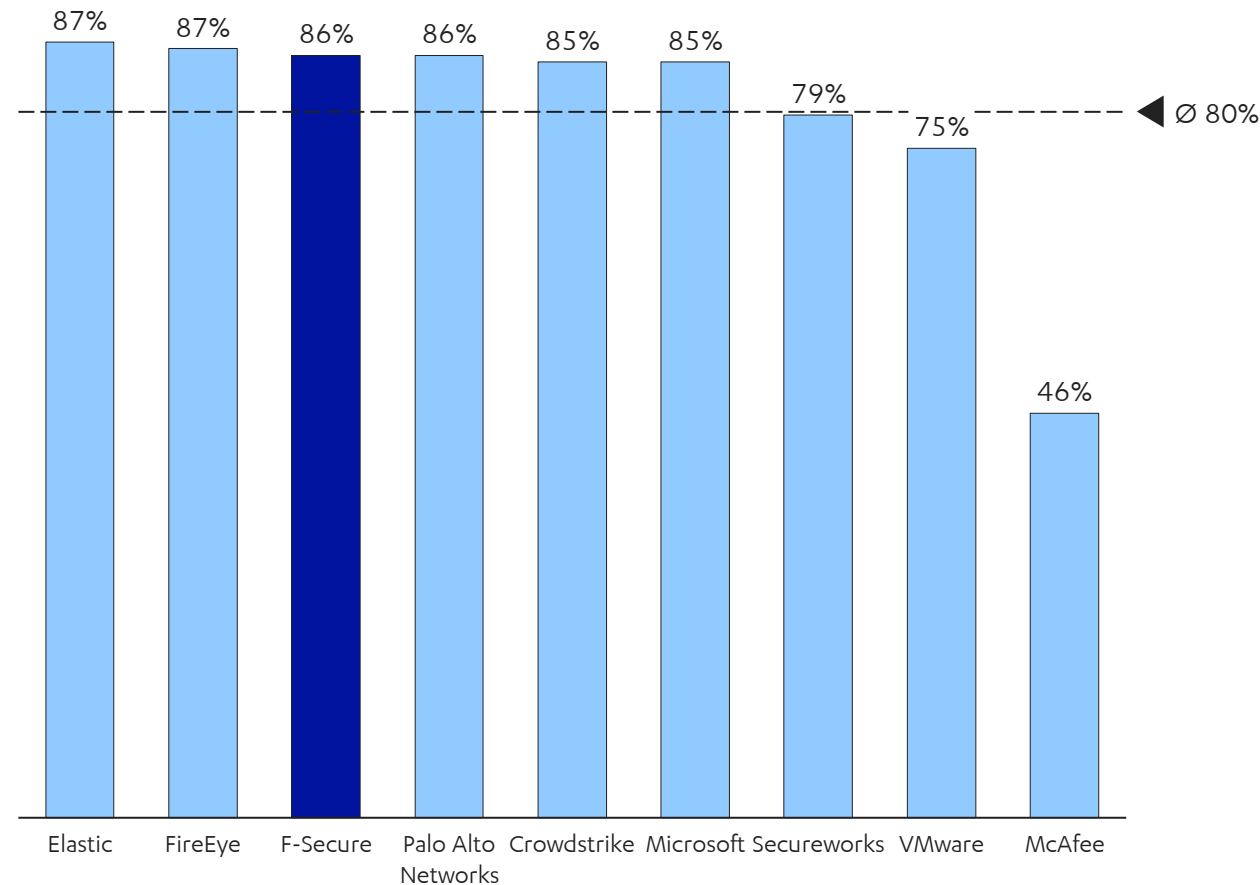


TOP OF THE CLASS DETECTION AND RESPONSE CAPABILITIES

MITRE ATT&CK evaluation round 1, Simple Scores by Forrester Research¹



MITRE ATT&CK evaluation round 2, Out-of-the-box Efficacy Analysis²



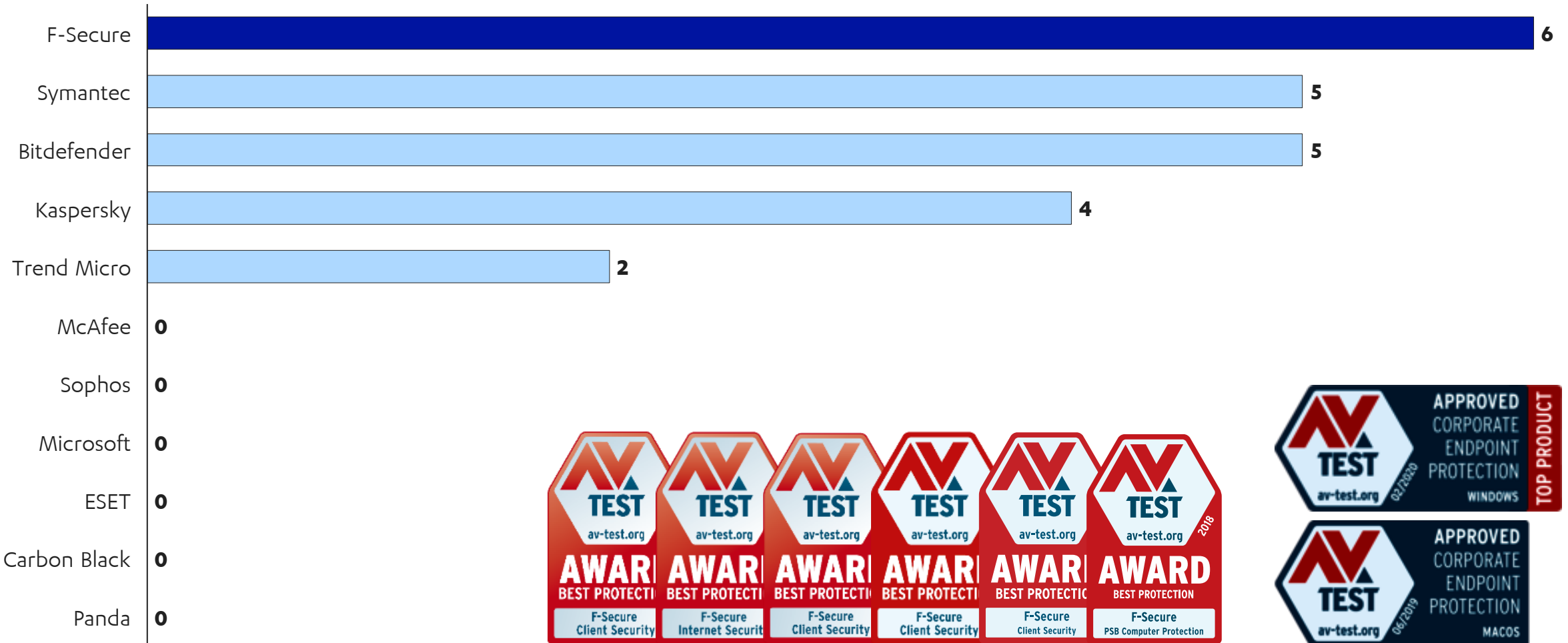
¹Source: The Forrester MITRE ATT&CK Evaluation Guide- An Objective Analysis Of The Evaluation And How To Interpret The Results (September 17, 2019)

<https://www.forrester.com/report/The+Forrester+MITRE+ATTCK+Evaluation+Guide/-/E-RES147475#>

²Source: Analysis by Josh Zelonis published at <https://github.com/joshzelonis/EnterpriseAPT29Eval>

PREVENTION CAPABILITIES PROVEN BY BEST PROTECTION AWARDS

(Number of years AV-TEST awards won since inception in 2011)



GLOBALLY OPERATING MULTI-DISCIPLINARY CONSULTING ORGANIZATION

RESEARCH

250+

Publications & Research articles released annually

CAPABILITY

300+

Cyber Security Consultants

CLIENTS (EXAMPLE: LARGEST BANKS)

5/5

UK

4/5

SINGAPORE

5/5

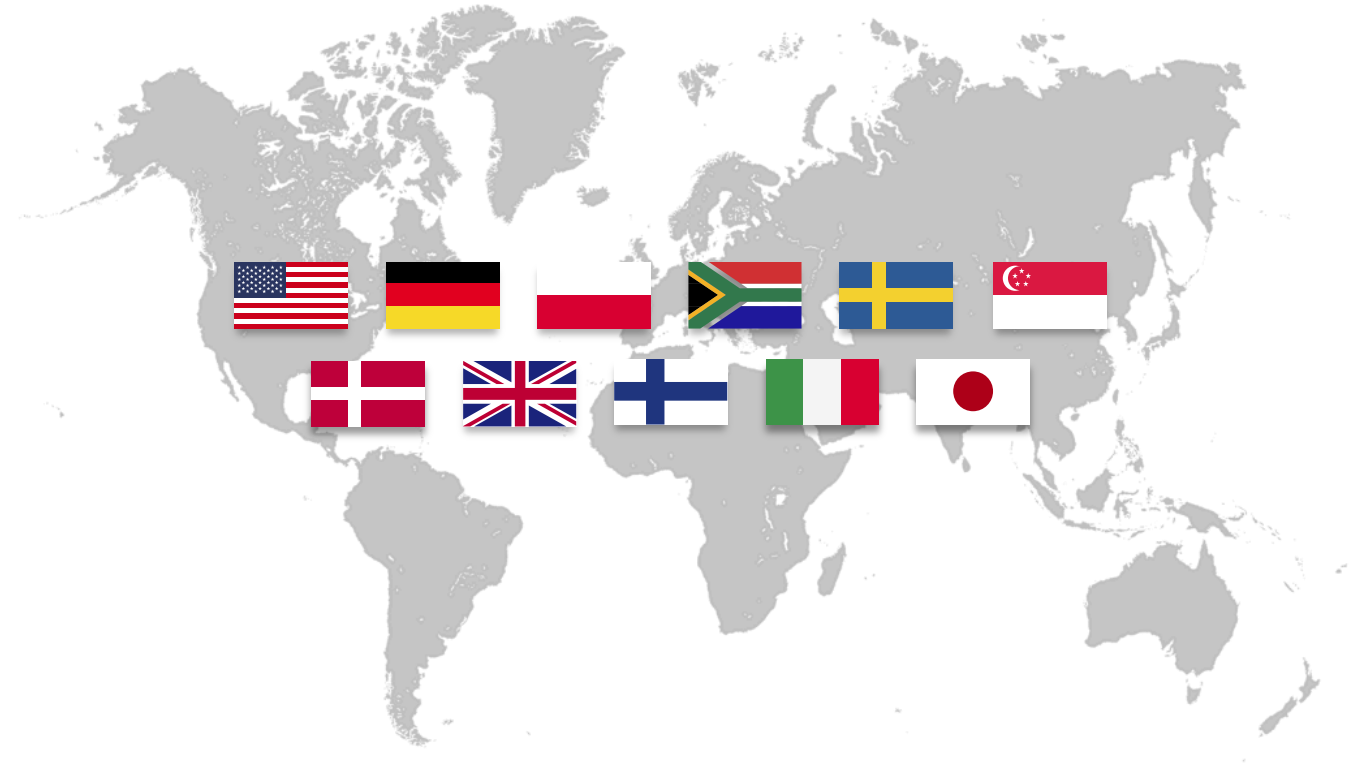
NORDICS

3/5

SOUTH AFRICA

SERVICE EXAMPLES

- INCIDENT RESPONSE
- TARGETED ATTACK SIMULATIONS
- IOT ASSESSMENTS

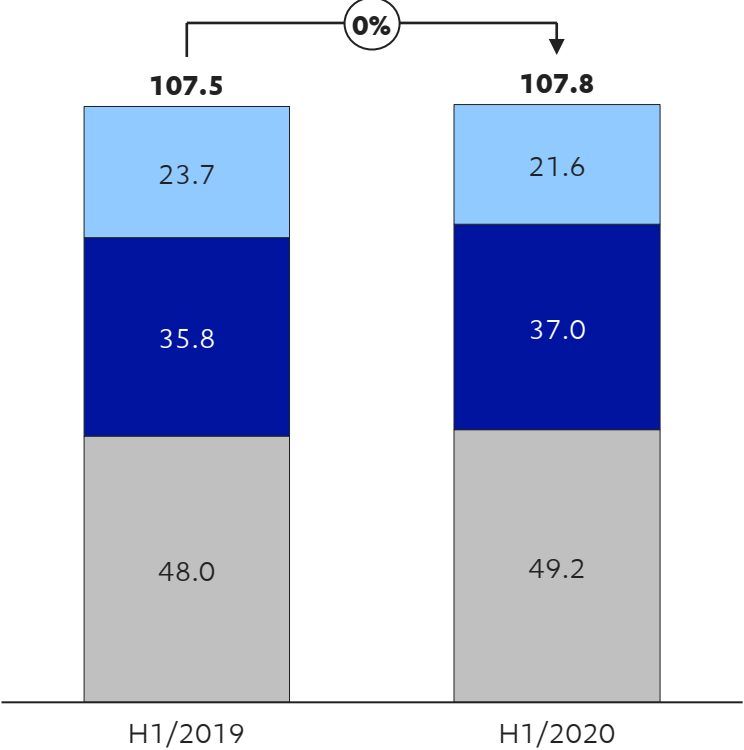


F-SECURE'S H1/2020 IN BRIEF

(EUR million, 1-6/2020)

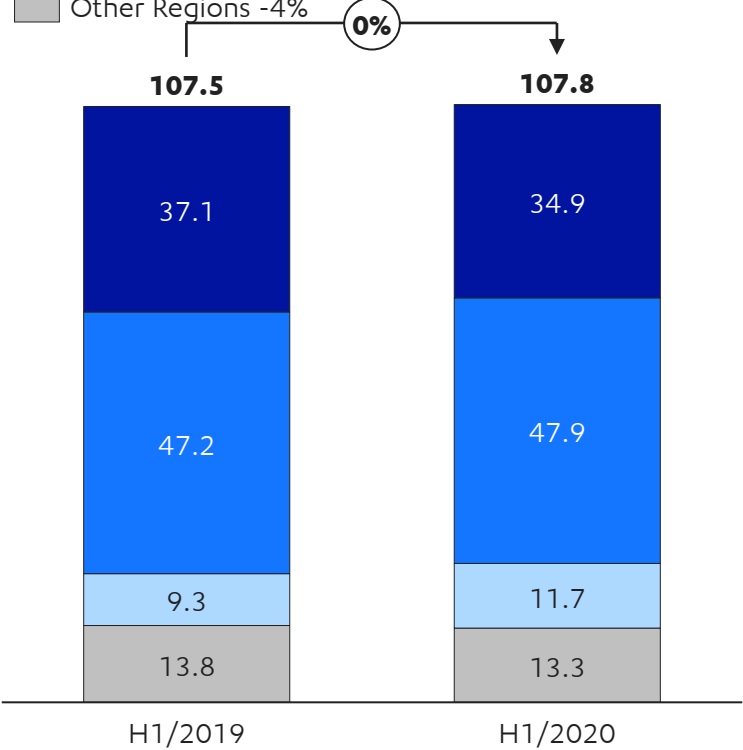
Revenue growth & split by business

- Cyber Security Consulting -9%
- Corporate Security Products +3%
- Consumer Security +2%



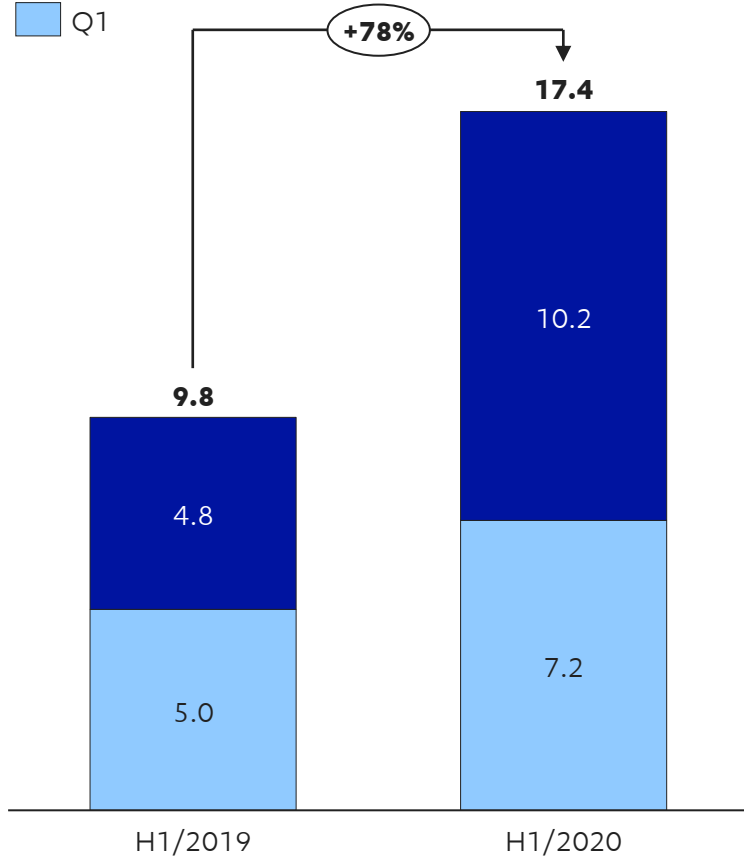
Revenue growth & split by geography

- Nordics -6%
- Europe (excl. Nordics) +1%
- North America +26%
- Other Regions -4%



Adjusted EBITDA

- Q2
- Q1





F-Secure®