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)

- Corporate security revenue +24% CAGR
- Consumer security revenue 0% CAGR
- Adjusted EBITDA

CAGR: Compound Annual Growth Rate

Key Highlights

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

Revenue Split by region

- EMEA: 78%
- North America: 13%
- Other Regions: 9%
Megatrends continue to support our strategy

Need for detection and response
- Evolving threat landscape
- No full prevention

Need for services
- Increasing complexity
- Lack of trained personnel
- Cost of expertise

Cybersecurity demand drivers:
- Cyber attacks
- Regulation
- Digitalization
- Cloudification
- Geopolitics
MULTIPLE OPPORTUNITIES IN A LARGE AND GROWING MARKET

Source: Management estimation based on various sources
# Addressable Market +30BEUR and Growing

**Revenue Reporting**

<table>
<thead>
<tr>
<th>Business Area</th>
<th>Corporate Security Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Endpoint Protection for Businesses</td>
<td>Managed Detection and Response</td>
</tr>
</tbody>
</table>

**Market Profile**

- **Very contested market with tens of competitors**
- **Endpoint specialists and network/endpoint security companies**
- **Emerging market**
- **Many competitors; pure-play MDR, MSSPs and generic IT service providers**
- **Hundreds of local vendors and few global giants**
- **Generalists and specialists**
- **Mature market**
- **Few established vendors with holistic offering and specialists focusing on one area e.g. VPN**

**Market Growth (CAGR 2019-2022)**

- **9%**
- **20%**
- **7%**
- **3%**

**Market Size (EUR Billion)**

- Addressable market for F-Secure is over EUR 30 billion
- 7,0
- 20,0
- 5,0

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Sources:

1 Management estimation based on various sources
# BUSINESS MODEL: SCALABLE SOFTWARE COMPLEMENTED BY SERVICES

<table>
<thead>
<tr>
<th>BUSINESS AREA (examples)</th>
<th>CORPORATE SECURITY PRODUCTS</th>
<th>CYBER SECURITY CONSULTING</th>
<th>CONSUMER SECURITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Endpoint Protection for Businesses</td>
<td>Managed Detection and Response</td>
<td>Incident Response &amp; Forensics</td>
<td>F-Secure SAFE, TOTAL</td>
</tr>
<tr>
<td>EDR: Endpoint Detection &amp; Response</td>
<td>F-Secure Countercept</td>
<td>Attack Simulations Security Assessments</td>
<td>F-Secure ID PROTECTION</td>
</tr>
<tr>
<td>EPP: Endpoint Protection Cloud Protection for Salesforce</td>
<td></td>
<td></td>
<td>F-Secure SENSE</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SCALABILITY</th>
<th>Software Business</th>
<th>Service Business</th>
<th>Software Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>24/7 Service Center</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Software Business**

**Service Business**

**Software Business**
BUSINESS MIX AND GO-TO-MARKET MODEL

(2019 Revenue, EUR million)

CORPORATE SECURITY PRODUCTS

- Suite of endpoint products
- F-Secure Countercept
- CHANNEL PARTNERS 6000+ globally
- DIRECT SALES
- 100,000+ COMPANIES
- 300+ ENTERPRISES

CYBER SECURITY CONSULTING

- DIRECT ENGAGEMENTS 300+ consultants

CONSUMER SECURITY PRODUCTS

- OPERATORS 200+ globally
- RETAIL & E-COM
- TENS OF MILLIONS OF CONSUMERS

- Suite of endpoint products
- F-Secure Countercept
- CHANNEL PARTNERS 6000+ globally
- DIRECT SALES
- 100,000+ COMPANIES
- 300+ ENTERPRISES

72.5M€ 72.5M€ 94.8M€
33% 23% 44%
# Top of the Class Detection and Response Capabilities

## MITRE ATT&CK Evaluation Round 1, Simple Scores by Forrester Research

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>F-Secure</td>
<td>376</td>
</tr>
<tr>
<td>Palo Alto Networks</td>
<td>329</td>
</tr>
<tr>
<td>FireEye</td>
<td>288</td>
</tr>
<tr>
<td>CrowdStrike</td>
<td>285</td>
</tr>
<tr>
<td>Cybereason</td>
<td>269</td>
</tr>
<tr>
<td>McAfee</td>
<td>268</td>
</tr>
<tr>
<td>CarbonBlack</td>
<td>259</td>
</tr>
<tr>
<td>Microsoft</td>
<td>195</td>
</tr>
</tbody>
</table>

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

## MITRE ATT&CK Evaluation Round 2, Out-of-the-box Efficacy Analysis

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Score</th>
<th>Source: Analysis by Josh Zelonis published at <a href="https://github.com/joshzelonis/EnterpriseAPT29Eval">https://github.com/joshzelonis/EnterpriseAPT29Eval</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>Elastic</td>
<td>87%</td>
<td></td>
</tr>
<tr>
<td>FireEye</td>
<td>87%</td>
<td></td>
</tr>
<tr>
<td>F-Secure</td>
<td>86%</td>
<td></td>
</tr>
<tr>
<td>Palo Alto Networks</td>
<td>86%</td>
<td></td>
</tr>
<tr>
<td>CrowdStrike</td>
<td>85%</td>
<td></td>
</tr>
<tr>
<td>Microsoft</td>
<td>85%</td>
<td></td>
</tr>
<tr>
<td>Secureworks</td>
<td>79%</td>
<td></td>
</tr>
<tr>
<td>VMware</td>
<td>75%</td>
<td></td>
</tr>
<tr>
<td>McAfee</td>
<td>46%</td>
<td></td>
</tr>
</tbody>
</table>

Source: Analysis by Josh Zelonis published at [https://github.com/joshzelonis/EnterpriseAPT29Eval](https://github.com/joshzelonis/EnterpriseAPT29Eval)
### PREVENTION CAPABILITIES PROVEN BY BEST PROTECTION AWARDS

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

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Awards Won</th>
</tr>
</thead>
<tbody>
<tr>
<td>F-Secure</td>
<td>6</td>
</tr>
<tr>
<td>Symantec</td>
<td>5</td>
</tr>
<tr>
<td>Bitdefender</td>
<td>5</td>
</tr>
<tr>
<td>Kaspersky</td>
<td>4</td>
</tr>
<tr>
<td>Trend Micro</td>
<td>2</td>
</tr>
<tr>
<td>McAfee</td>
<td>0</td>
</tr>
<tr>
<td>Sophos</td>
<td>0</td>
</tr>
<tr>
<td>Microsoft</td>
<td>0</td>
</tr>
<tr>
<td>ESET</td>
<td>0</td>
</tr>
<tr>
<td>Carbon Black</td>
<td>0</td>
</tr>
<tr>
<td>Panda</td>
<td>0</td>
</tr>
</tbody>
</table>
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%

H1/2019
- 107.5 million
  - 23.7 million
  - 35.8 million
  - 48.0 million

H1/2020
- 107.8 million
  - 21.6 million
  - 37.0 million
  - 49.2 million

Revenue growth & split by geography
- Nordics: -6%
- Europe (excl. Nordics): +1%
- North America: +26%
- Other Regions: -4%

H1/2019
- 107.5 million
  - 37.1 million
  - 47.2 million
  - 9.3 million
  - 13.8 million

H1/2020
- 107.8 million
  - 34.9 million
  - 47.9 million
  - 11.7 million
  - 13.3 million

Adjusted EBITDA
- Q1: 9.8 million
- Q2: 4.8 million
- H1/2019: 10.2 million
- H1/2020: 17.4 million

+78%