CAPITAL MARKETS DAY

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Accelerating growth in corporate security products

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WHAT PROBLEMS DO OUR CUSTOMERS MEET?

- Lack of visibility
- Complexity
- Weak security posture
- Inefficiency
ELEMENTS – CLOUD-NATIVE AND MODULAR CYBER SECURITY PLATFORM
CLOUD PROTECTION - COMPLEMENT SECURITY OF 3RD PARTY ECOSYSTEMS

Comprehensive protection beyond Microsoft 365 security capabilities

- Compromised account detection
- Advanced malware protection for files & URLs

Attacks prevented
108,359

Complement native security capabilities of Salesforce

- Content security for files & URLs
- Real-time analytics & monitoring & reporting

Fortune 500 customers
19

FORTUNE 500 CUSTOMERS

COLLABORATION PROTECTION

Microsoft 365

CLOUD PROTECTION FOR SALESFORCE

salesforce
F-SECURE COUNTERCEPT MANAGED DETECTION AND RESPONSE SOLUTION

Enterprises lack the resources and ‘battle-fitness’ to combat cyber attacks. It is estimated that 50% will have outsourced MDR capability by 2025\(^1\)

**UNIQUE ATTRIBUTES**
- 30 years of attacker research and hands-on incident experience
- Own technology stack shared within F-Secure
- World-renowned offensive cyber expertise
- Partnership approach based on expertise and outcomes

**OUR VALUE PROPOSITION**
- EFFECTIVE DETECTION & RESPONSE
- CONTINUOUS SECURITY IMPROVEMENT

**BUSINESS GROWTH**
- 74% orderbook growth from Q2/2020 to Q2/2021
- Expanding footprint from Germany, France, Finland, UK and USA also to Benelux and Scandinavia
- Strong traction within 1000 - 10000 employee companies, especially in manufacturing
- Increased marketing and established inside sales to boost lead generation

Sources:
\(^1\) Gartner
\(^2\) Management accounts at the end of June 2021
FLEXIBLE SUBSCRIPTIONS TO MONETIZE RELATIONSHIPS OVER TIME

We combine commercial models and create business opportunities for our partners

Results in increasing number of corporate customers purchasing several F-Secure solutions

1Share-% with more than 2 solutions (End Customers with 50+ seats)

1Management estimates at the end of April 2021
IMPROVED RENEWAL RATES AFTER INSOURCING INSIDE SALES

(Corporate Security Products, Business Security Software, Renewal Rate\(^1\) 2019-Q2/2021)

Management estimation
\(^1\)Renewal rate = renewal rate based on quarterly order intake of business security software products (MDR not included)
EDR DRIVES THE INCREASE IN AVERAGE REVENUE PER SEAT

(Corporate Security, Business Security Software, average revenue per seat)

- EDR
- EPP

EDR has ~2.3x price premium over EPP

Management estimation

- EDR development until launch in Q4/2018
- Integration of detection and response technology stacks
- Development of existing endpoint suite offering by enhancing deployment and management
- Developing F-secure elements (launched in May 2021)
- Global partner program launched in Q1/2019 and recognized as channel sales program of the year 2019 by Forrester
...WHICH DRIVES THE GROWTH IN CLOUD-NATIVE OFFERING

(Corporate Security Products, Annual Recurring Revenue¹, EUR Million)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>On-Premise</th>
<th>Cloud-based</th>
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<tr>
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<tr>
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<td>Q1/2021</td>
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<td>47</td>
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<tr>
<td>Q2/2021</td>
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</tr>
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¹Management accounts at the end of June 2021