



F-Secure.

SOLID GROWTH IN CLOUD-BASED TECHNOLOGIES IN Q4 2021

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Q4/2021 HIGHLIGHTS



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KEY TAKEAWAYS FROM Q4/2021

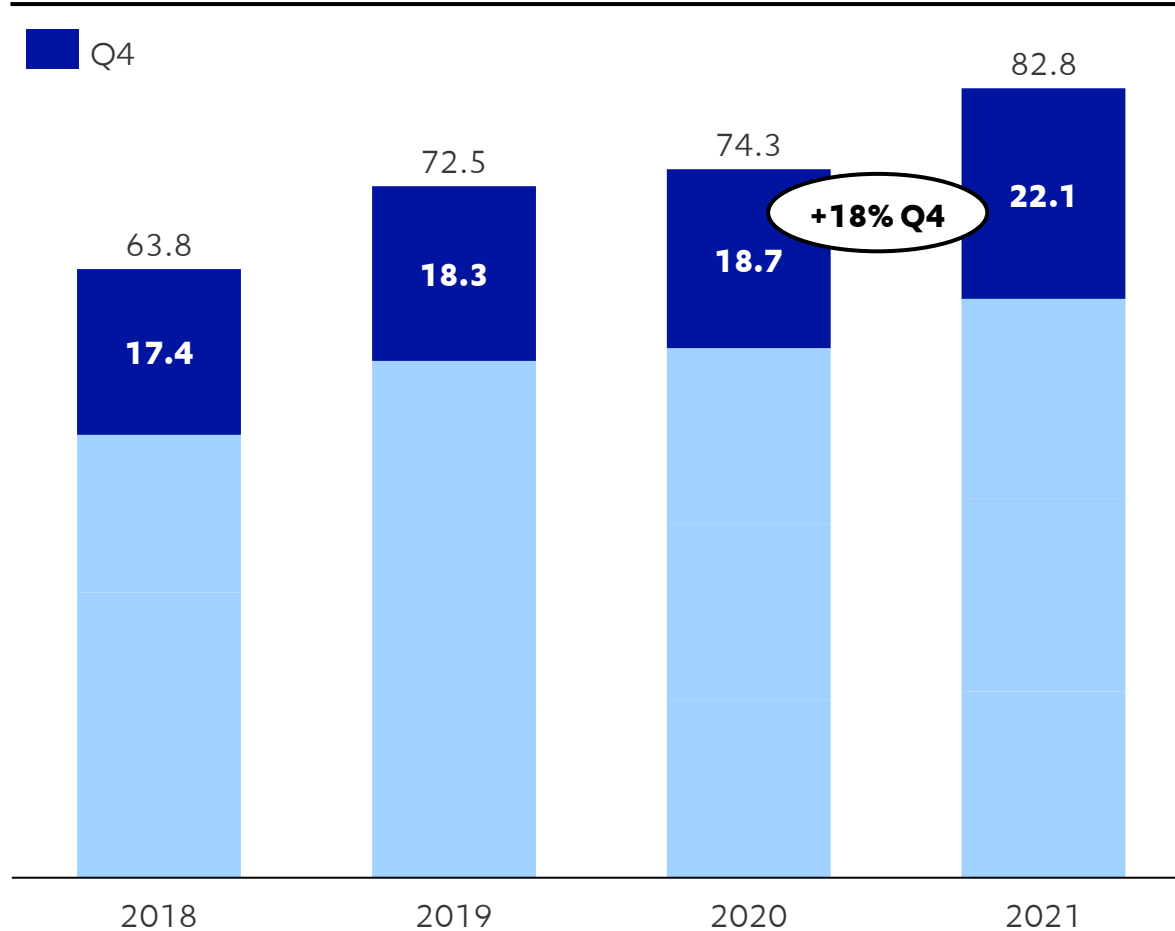
Solid growth in cloud-based technologies

- Relatively strong performance to finish the year: group revenue grew by 6%, driven by the 18% growth in corporate security products
 - Annual recurring revenue (ARR) of corporate security's cloud-based Solutions grew by 34% year-on-year to EUR 60.9 million
 - To accelerate growth further, we continue to invest significantly into MDR and Cloud Protection for Salesforce
- The revenue of our cyber security consulting decreased by 6%
- Consumer security continued good performance - revenue grew 5%
- Today we announced a demerger plan
 - Enables us to serve our customers and partners even better
 - Supports shareholder value creation

REVENUE GROWTH FROM CORPORATE SECURITY PRODUCTS ACCELERATED TO 18% IN Q4

(Corporate security products, FY2021, EUR million)

Revenue comparison



Revenue from business security software grew

- Strong sales growth in Cloud Protection for Salesforce software and cloud-native Elements platform
- Renewed licensing models and co-operation with partners in productizing the EDR offering contributing to growth

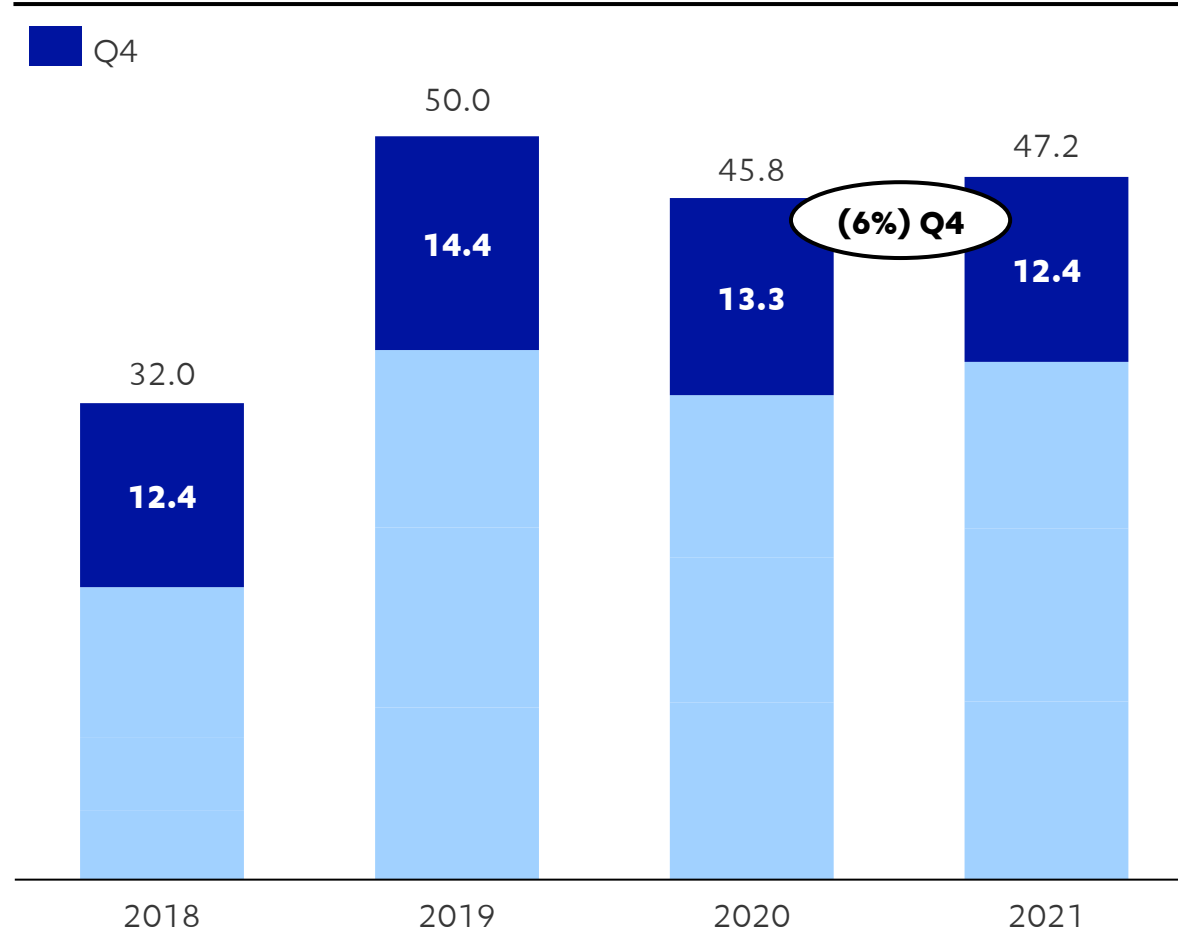
Revenue from Managed Detection and Response (MDR) solutions (F-Secure Countercept) grew

- Several important deals were signed in key verticals: manufacturing, technology, media and financial services
- Strong sales performance especially in Germany, the UK and the USA
- As typical for new advanced solutions, the volume and magnitude of deals are expected to fluctuate between quarters

CYBER SECURITY CONSULTING IMPACTED BY ATTRITION – MITIGATION IN PROGRESS

(Corporate security products, FY2021, EUR million)

Revenue comparison



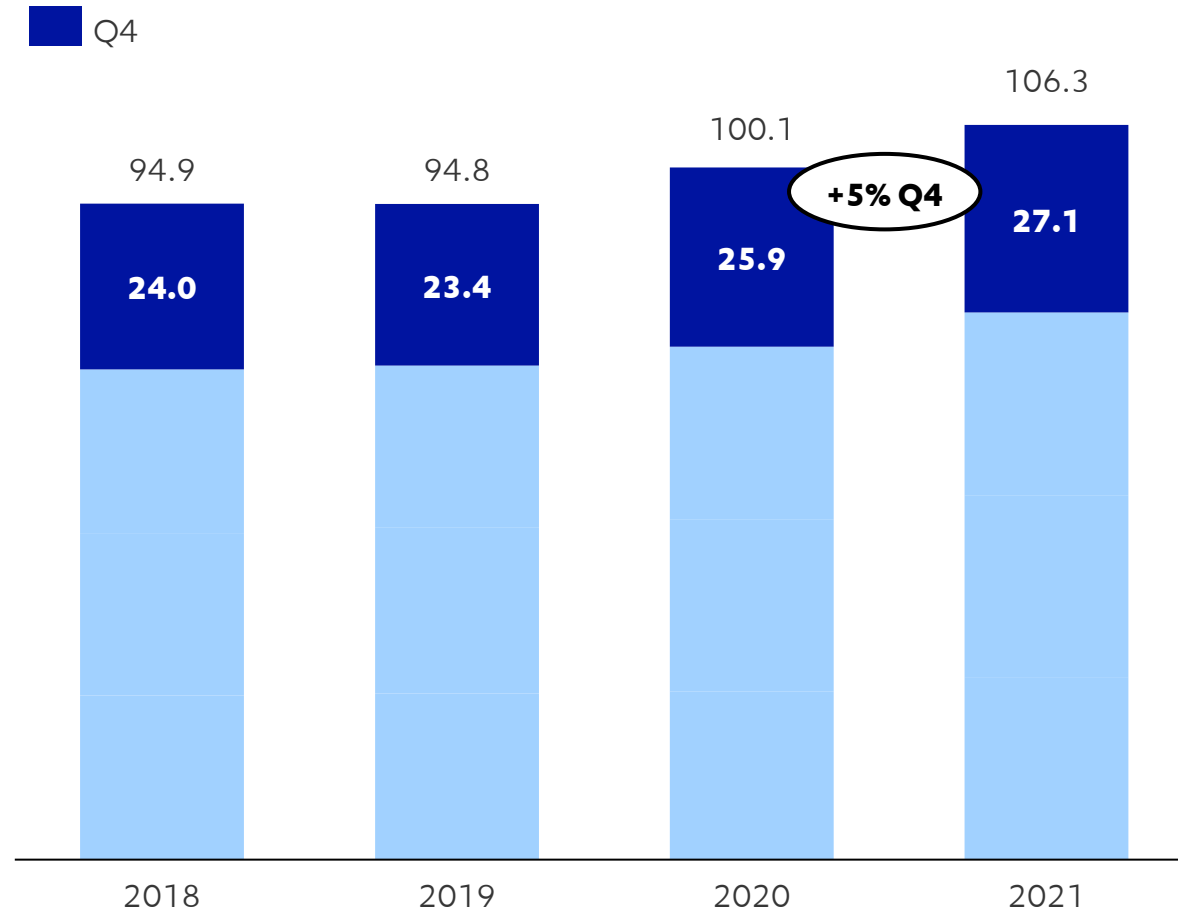
Cyber security consulting revenue decreased by 6%

- Negative impact from attrition in some regions however attrition rate improved during the quarter
- Shortage of consultants with relevant skills to meet strong customer demand for specialist services
- As mitigating action, F-Secure accelerated recruiting and retraining programs
- Divested UK public sector consulting team to increase focus on enterprise clients
- Divested subsidiary in South Africa in February 2022

CONSUMER SECURITY CONTINUED GOOD PERFORMANCE – REVENUE UP BY 5%

(Consumer security, FY2021, EUR million)

Revenue comparison



Revenue from the service provider channel grew

- Whole portfolio contributing to the growth
- Strengthened position within new channels
- New partners for F-Secure TOTAL in Asia and Europe
- Two F-Secure SENSE deals with leading European telecom operators

Revenue from direct sales was at the previous year's level

- F-Secure TOTAL's share of revenue continued to increase
- The renewal performance continued on a good level

Q4 ADJUSTED EBITDA AT 7.7MEUR – 12% MARGIN

(F-Secure Group, EUR million)

EUR million	10-12/2021	10-12/2020	Change %	1-12/2021	1-12/2020	Change %
Revenue	61.6	57.9	6 %	236.3	220.2	7 %
Consumer security	27.1	25.9	5 %	106.3	100.1	6 %
Corporate security products	22.1	18.7	18 %	82.8	74.3	11 %
Cyber security consulting	12.4	13.3	-6 %	47.2	45.8	3 %
Adjusted EBITDA¹⁾	7.7	7.3	6 %	36.5	35.7	2 %
% of revenue	12 %	13 %		15 %	16 %	
EBIT	2.0	3.1	(34 %)	17.7	19.7	(10 %)
% of revenue	3 %	5 %		7 %	9 %	
Net Debt ²⁾				(24.6)	(11.6)	
Cash flow from operations before financial items and taxes	15.6	19.4	(20 %)	38.7	48.3	(20 %)
Earnings per share (EUR) ³⁾	0.01	0.02		0.08	0.08	
Personnel, end of period				1,656	1,678	(1 %)

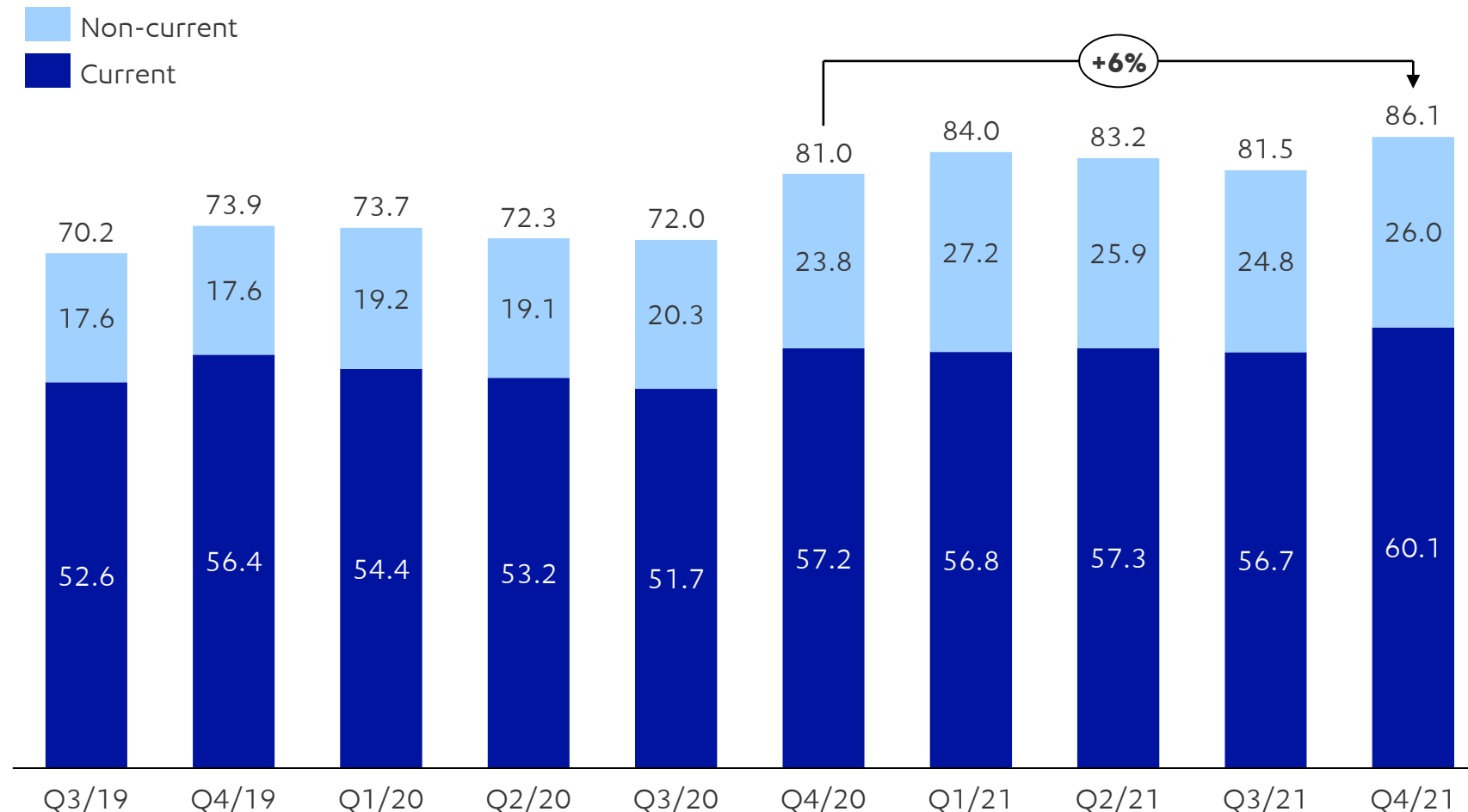
¹⁾ Adjustments are material items outside normal course of business associated with acquisitions, integration, restructuring, gains or losses from sales of businesses and other items affecting comparability

²⁾ Net Debt = Interest bearing liabilities (including IFRS16 liabilities) - Cash and financial assets at fair value through P&L

³⁾ Based on the weighted average number of outstanding shares during the period 158,354,073 (1-12/2021).

DEFERRED REVENUE GROWTH DRIVEN BY BUSINESS SECURITY SOFTWARE AND MANAGED DETECTION AND RESPONSE

(F-Secure Group, Deferred Revenue¹, EUR million)



- In Q4 the order intake was at all-time high
- Orders are recognized after customer commitment, while deferred revenue balance contains the already invoiced value

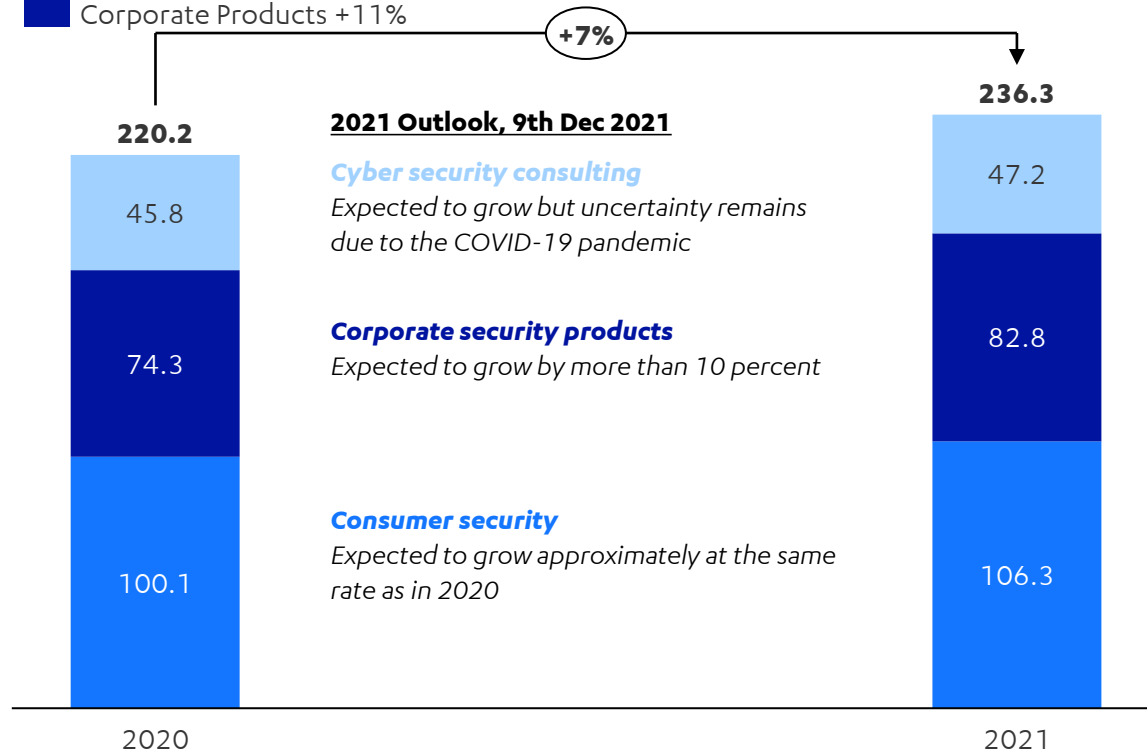
⁸ ¹Non-current deferred revenue = recognized as revenue after the next 12 months onwards
Current deferred revenue = recognized as revenue within the next 12 months

F-SECURE DELIVERED 2021 ACCORDING TO THE OUTLOOK

(F-Secure Group, FY 2021, EUR million)

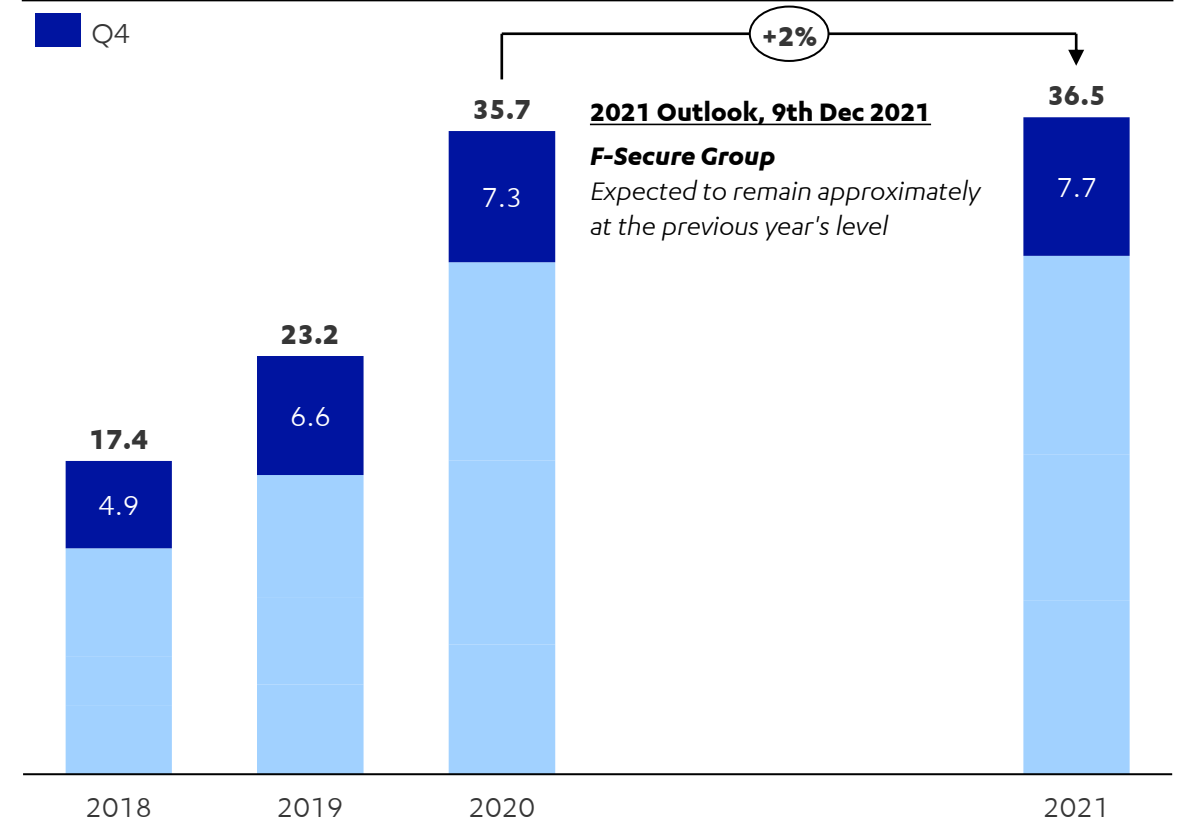
Revenue split & growth by business

■ Cyber Security Consulting +3%
 ■ Consumer Security +6%
■ Corporate Products +11%



Adjusted EBITDA

■ Q4



F-Secure will share outlook for 2022 later when the demerger process has progressed further



F-Secure®