



30 years in cyber security

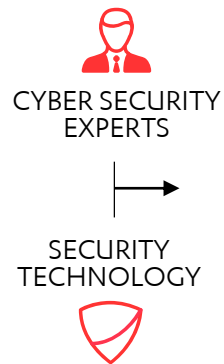
ENTERPRISE-GRADE SECURITY FOR THE MID-MARKET



F-Secure has driven innovations in cyber security, defending tens of thousands of companies and millions of people for 30 years. Our sophisticated technology combines the power of machine learning with the human expertise of our world-renowned security labs. F-Secure's security experts have participated in more European cyber crime scene investigations than any other company in the market, and our products are sold all over the world by over 200 broadband and mobile operators and thousands of IT resellers.

Why F-Secure?

- Growing revenue & healthy profits & strong balance sheet
- Proven sales channels
- Best-in-class technology & knowhow
- Corporate security market in fast growth



Our channels

CORPORATE SECURITY PRODUCTS & SERVICES

RESELLERS
6000+

CYBER SECURITY SERVICES

100,000+ COMPANIES

HUNDREDS OF LARGE ENTERPRISES

CONSUMER SECURITY PRODUCTS

OPERATORS
200+ globally

ECOMMERCE & RETAIL

TENS OF MILLIONS OF CONSUMERS

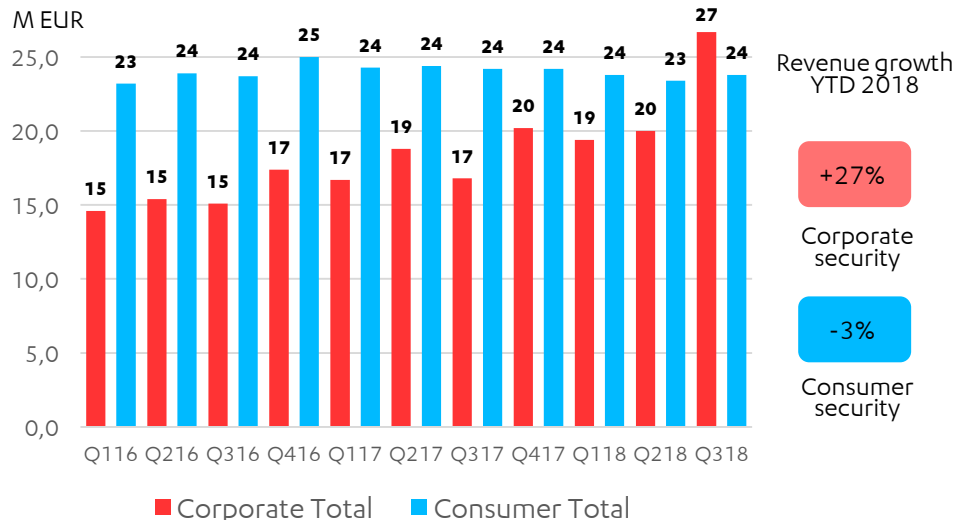
Financials

Revenue & profitability

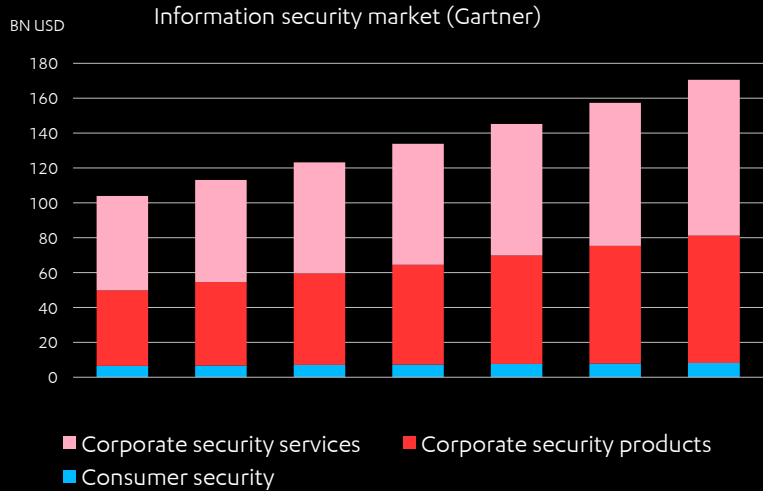
	2017	GUIDANCE 2018
Revenue (Growth, %)	170 M (+7%)	B2B Around +30% B2C decrease 0-4%
Adjusted EBITDA (% of rev)	18 M (11%)	14-18 M
Cash & AFS	90 M	
Deferred revenue	61 M	

All figures in Euros

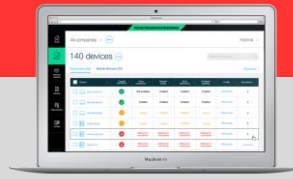
Corporate security drives revenue growth



Offering matched to a growing market



Key products and services for businesses



		Small businesses (-200)	Mid-market (200-5000)	Global enterprises (5000+)
Protection Service for Business Business Suite	Endpoint Protection	●	●	
Rapid Detection & Response	Endpoint Detection & Response (EDR)	●	●	
Rapid Detection & Response Service	Managed Detection & Response (MDR)		●	○
F-Secure Radar	Vulnerability Management	○	●	
Cyber security services	Cyber security Consultancy		●	●

Key products for consumers

- F-Secure TOTAL**
F-Secure SAFE - End point protection, family protection
- F-Secure FREEDOME** - VPN & privacy
- F-Secure KEY** - Password management
- F-Secure SENSE** - Connected home, Internet of things
Launched in 2017

