



30 years in cyber security

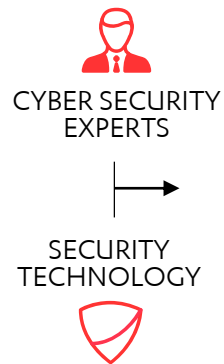
## ENTERPRISE-GRADE SECURITY FOR THE MID-MARKET



**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 around 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 CONSULTING

100,000+ COMPANIES

HUNDREDS OF LARGE ENTERPRISES

#### CONSUMER SECURITY PRODUCTS

OPERATORS  
200 globally

ECOMMERCE & RETAIL

TENS OF MILLIONS OF CONSUMERS

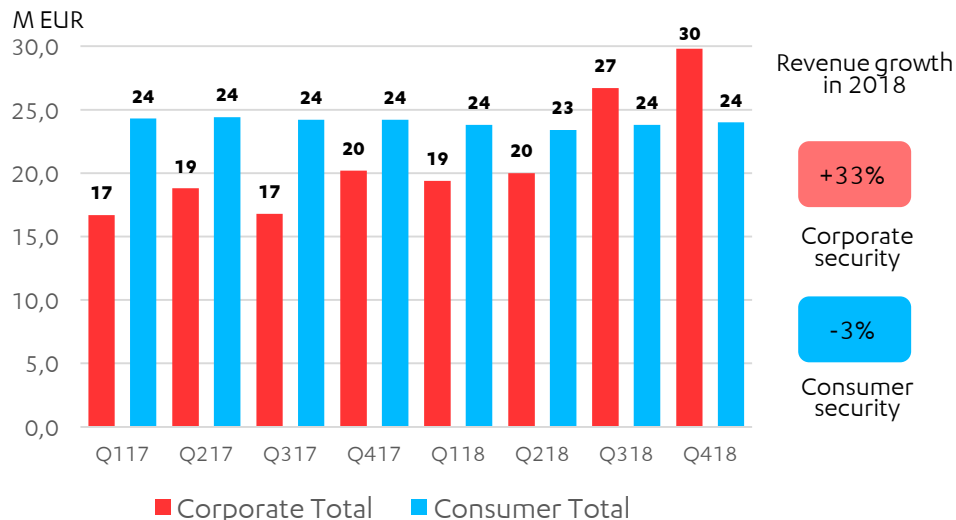
### Financials

#### Revenue & profitability

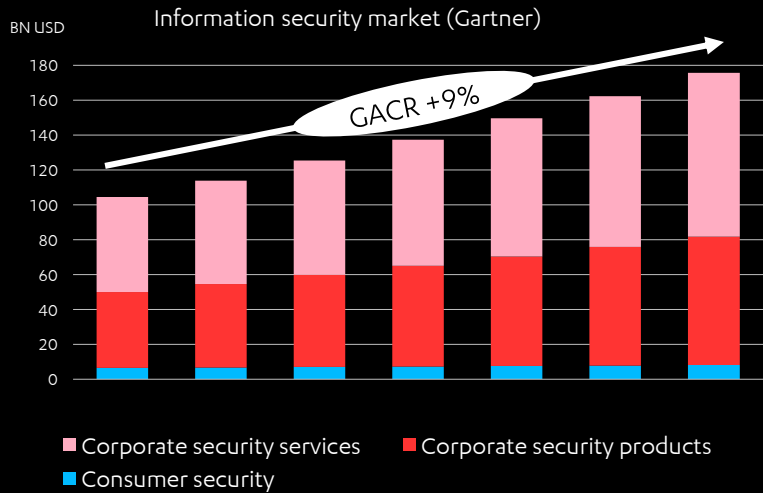
|                            | 2018         | GUIDANCE 2018                                    |
|----------------------------|--------------|--|
| Revenue (Growth, %)        | 191 M (+12%) | B2B above +30%<br>B2C approx. same level as 2018 |
| Adjusted EBITDA (% of rev) | 18 M (9%)    | Above 15M  |
| Cash & AFS                 | 28 M         |  |
| Deferred revenue           | 73 M         |  |

All figures in Euros

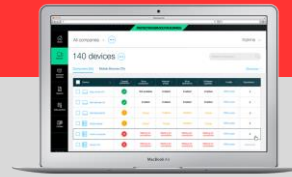
#### Corporate security drives revenue growth








# Offering matched to a growing market







# Key products and services for businesses



|   |                                     | Small businesses (-200) | Mid-market (200-5000) | Global enterprises (5000+) |
|---|-------------------------------------|-------------------------|-----------------------|----------------------------|
|  <b>Protection Service for Business Business Suite</b> | Endpoint Protection                 | ●                       | ●                     |                            |
|  <b>Rapid Detection &amp; Response</b>                 | Endpoint Detection & Response (EDR) | ●                       | ●                     |                            |
|  <b>Countercept</b>                                    | Managed Detection & Response (MDR)  |                         | ●                     | ●                          |
|  <b>F-Secure Radar</b>                                 | Vulnerability Management            | ●                       | ●                     |                            |
|  <b>Cyber security consulting</b>                      | Cyber security Consultancy          |                         | ●                     | ●                          |

# Key products for consumers

|  |                          |   |
|--|--------------------------|---|
|  <b>F-Secure TOTAL</b>      | <b>F-Secure SAFE</b>     | End point protection, family protection |
|  <b>F-Secure FREEDOME</b> | <b>F-Secure FREEDOME</b> | VPN & privacy                           |
|  <b>F-Secure KEY</b>      | <b>F-Secure KEY</b>      | Password management                     |
|  <b>F-Secure SENSE</b>    | <b>F-Secure SENSE</b>    | Connected home, Internet of things      |

