## F-Secure Corporation Annual Shareholder Meeting

March 26, 2008 Kimmo Alkio, President and CEO







- Market drivers for growth
- 2007 a good year
- Future outlook

## F-Secure 2007 - Summary





- Enabling safe use of computers and smartphones
  - Strong solution portfolio covering consumers and businesses
  - World class malware research and operations
- Pioneer in Security as a Service and mobile security
- Global reach
  - 166 Internet Service Provider partners, 36 countries
  - Strong market presence in Europe, North America and Asia
- Key figures (end 2007):
  - Revenue: 97m€
  - Headcount: 566
  - Market value: >350m€

## **Market - drivers for growth**



- Internet growth
- Broadband growth and Value Added Services
- Internet being exploited by criminals
- Traditional Anti-Virus market 6B\$ with 11% annual growth
- Security as a Service
- Mobile broadband and smartphones

### **Internet Growth**



Internet User Penetration (Mn)

#### Worldwide Internet connections (Mn)



Source: Nokia, Nokia Siemens Networks, July 2007

### **Customer needs**





F-Secure protects and enhances connected life.

## **Security as a Service**





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| P-SECURE"  | Bredbandsbolaget   <u>Virusinformation</u>  |  | Avancerat   |
| Hjälp  |   |  | Stäng   |

#### F-Secure Service Provider - 166 partners in [ 36 countries –some reference partners Deutsche Telekom kpn orange sonera TELIA elisa SHAW Make things click. FINNET 🏾 🍪 Brasil Telecom telenet 🙂 TDO cablecom ····· **T**··Online **CZECH** 'yes' PCCW° ARCOR NordNet SingTel BT BREDBANDS BOLAGET Cegetel 🛈 ultikabel

# F-Secure Partners' market share of residential broadband





Partners' market share of residential broadband

- 37% (34%) in Europe
- 10% (10%) in NA
- 9% (n/a) in Asia

(estimates by Dataxis & F-Secure)

# Protecting millions of customers – the amount of malware doubled in 2007



- Total amount of malware reached 0.5 Million in 2007
- 25.000 new malware samples to analyze each day
- Storm: a sophisticated distributed botnet that fights back
- Spying tools for smartphones got commercialized
- Risks with social networking sites good source of information for targeted "spear"-phishing attackers, but not many attacks yet

# **2007 Results**



## View on 2007 – a good year



- Year of strong growth and solid profitability, successful execution in ISP segment
  - Revenue growth +20% to 96.8m
  - EBIT 19.5m€, 20% of revenues
    - +120% increase from 2006
- EPS: EUR 0.10 (EUR 0.05 '06)

| 17  | FROST & SULLIVAN  |  |  |  |  |
|-----|---|--|--|--|--|
| 200 | Distribution Strategy Leadership Award<br>in the Global Anti-Malware Market |  |  |  |  |



## 2007 major developments



#### Expansion of global ISP business

#### Mobile user base expands

#### Customer satisfaction and quality

- Network of 166 partners (+30)
- New innovations launched with PC health check
- Security as a Service expands to business users and reseller channel

- Handset manufacturers and operators
   show increasing interest
- First mass market pre-installations
- Annual customer satisfaction good at 4.1
- Scalable and global operations through Malaysia support center
- Research processes scaling to 4 times 2006 level

#### • Solid overall growth

- Annual growth +20%
- Recent estimates of general market growth around +11% (IDC)
- Strong ISP growth continues
  - Annual growth +38%
  - 37% of total revenues
- Traditional reseller and eStore channels
  - Annual growth +11%
  - 63% of total revenues
- Mobile security advances
  - Agreement with Sony Ericsson
  - Close co-operation with Nokia and several operators



### **Revenues**





## **Strong ISP Business – a growth engine**

- Strong partner and customer base with 166 partners across 36 countries:
  - Longer term growth potential
  - Attractive base for new services
- Proven and scalable operations
  - Customer acquisition programs
  - Service quality





## **Profitable growth**



- Average EBIT has improved gradually
- Continue to emphasise growth over profitability
- The 2-4 year goal is to reach 25% EBIT level
- Graph shows EBIT without the non-recurring impairment
  loss of Network Control in 4Q06



## 12 months stock development







• Positive market reaction to company progress and future competitiveness

## Focus areas for longer term value creation





#### **Investments and innovations**

- Accelerate growth above industry avg.
- Scale through strong ISP network
- Mobile business partnerships and preinstallations
- Continue to master Security as a Service business model and quality
- New augmented services
- Acquisitions as one alternative approach

#### **Financial management**

- Systematic profitability and cash flow management (liquid assets 84.1m€ end'07)
- Continued efficiency and cost controls
- Further focus on balance sheet optimisation





- Exciting market
- Solid opportunities for innovation & growth
- Systematic value creation
- Inspiring and attractive company



