



F-Secure.

OUTCOME-BASED SECURITY THROUGH THE FUSION OF TECHNOLOGY, HUMAN EXPERTISE AND PARTNERSHIP

Company Presentation

MOONSHOT GOALS



**NO ONE SHOULD
EXPERIENCE A SERIOUS LOSS
FROM A CYBER ATTACK**



**THE MOST LOVED
PLACE OF WORK IN
CYBER SECURITY**

**GOOD
PARTNERSHIP**



**THE MOST DESIRED
PARTNER IN CYBER
SECURITY**



**SECURITY-AS-A-
SERVICE COMPANY**

THE FAST-CHANGING DIGITALIZED WORLD CREATES NEW OPPORTUNITIES

DATA-DRIVEN ALGORITHMIC WORLD

50%

Of top management list data analytics or artificial intelligence as key priority in game-changing technologies ¹

CLOUD IS MAINSTREAM

85%

Cloud services account for 85% of all enterprise web traffic ²

DISTRIBUTED WORK IS HERE TO STAY

75%

Through 2022, 75% of organizations implementing work-from-home policies during the COVID-19 crisis will retain a work-from-home option for their employees ¹

SERVITIZATION OF SECURITY

67%

In 2020, 67% of organizations use at least some services as part of their security solutions mix ³

Sources:

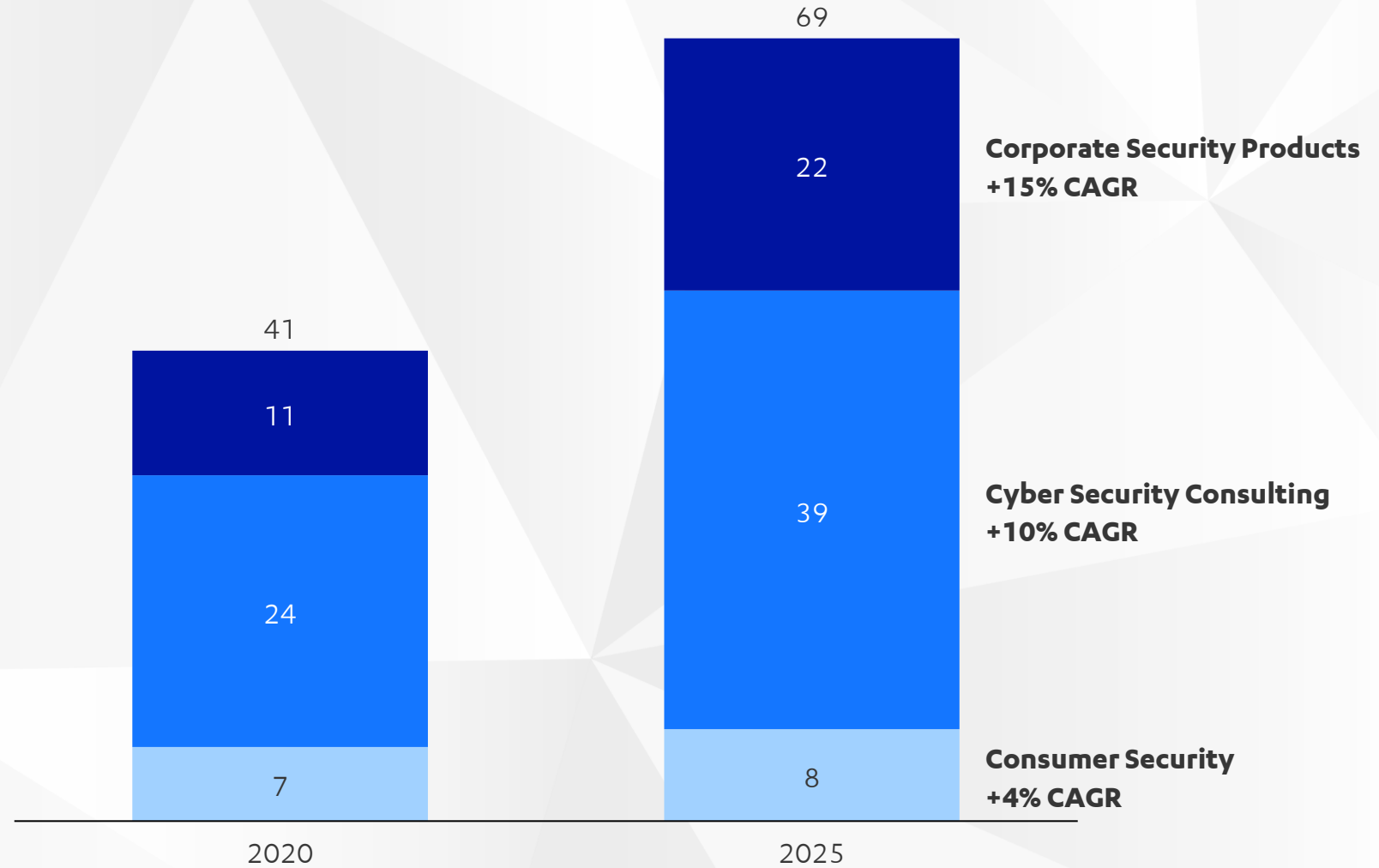
¹Gartner

²MomentumCyber

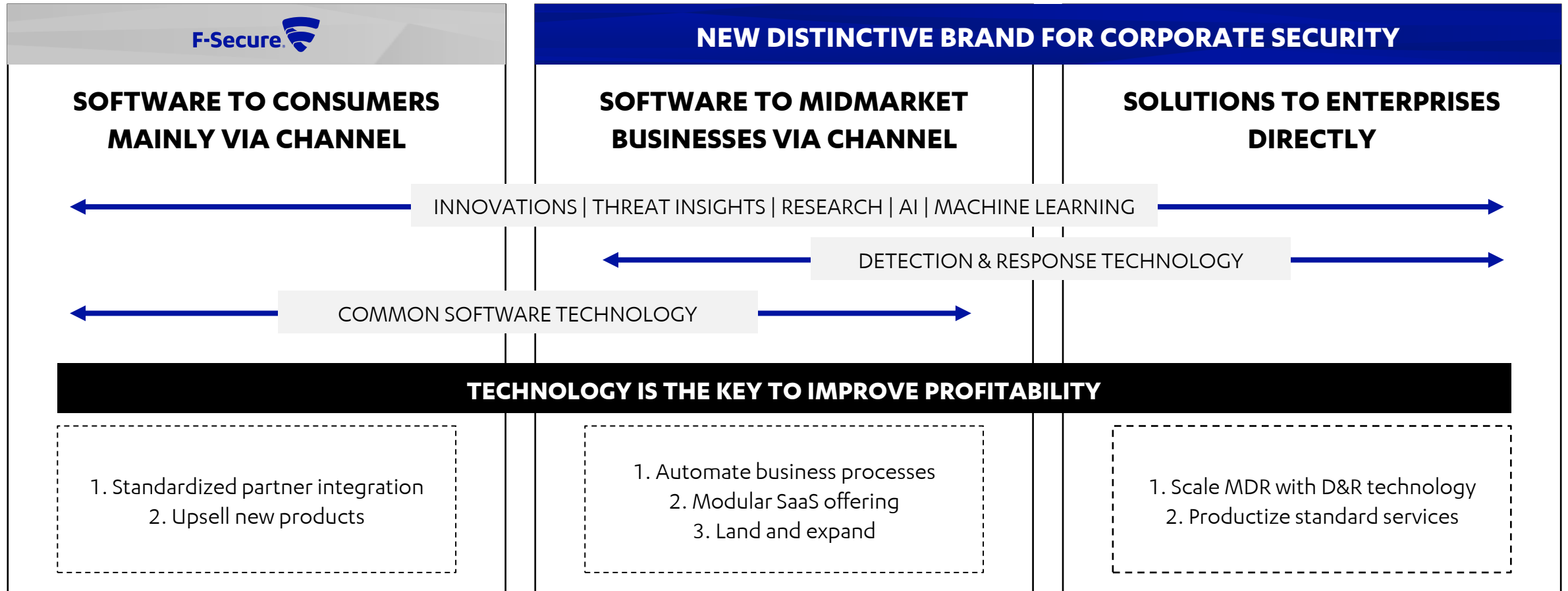
³F-Secure Research

F-SECURE SERVES THREE GROWING MARKETS

(EUR billion)



MONETIZING THROUGH SOFTWARE AND SOLUTIONS – TWO BUSINESSES AND THREE PLAYBOOKS

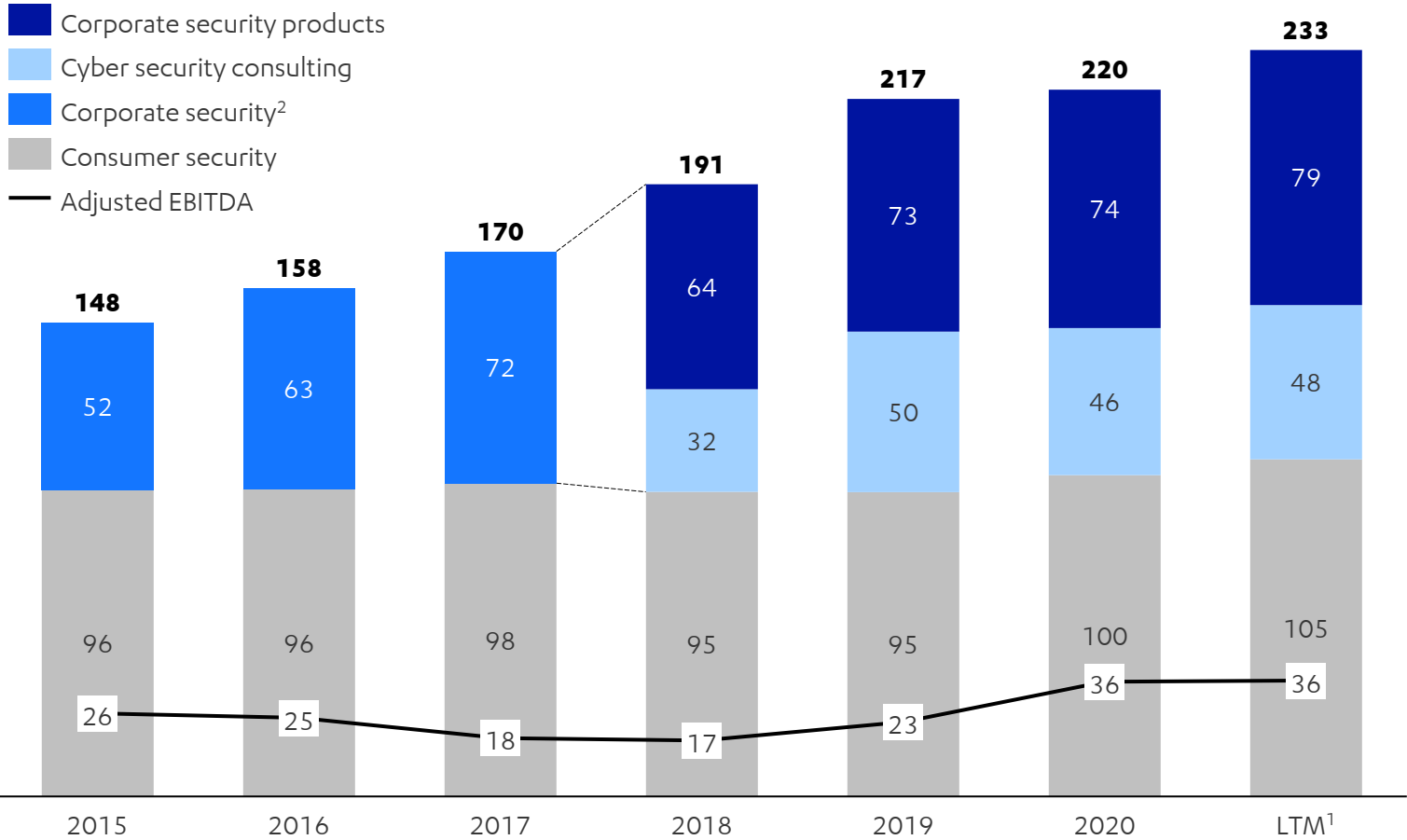


F-Secure evaluates strategic options to enable capturing growth opportunities in all businesses. The Board of Directors has decided to carry out a review and evaluation including a possible listing of the consumer security business.

F-SECURE BY NUMBERS

(F-Secure Group, EUR million)

After successful transformation F-Secure is growing across all businesses



Key Facts

Cybersecurity insights for

30+
Years

Cultural diversity

74

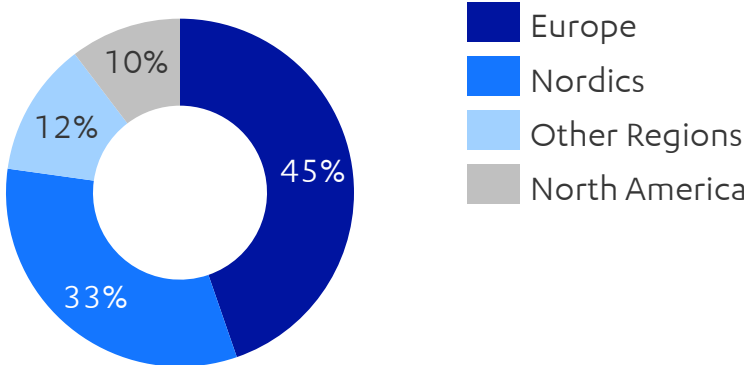
Nationalities

Sales from

100+

Countries

Revenue Split by region (1-9/2021)

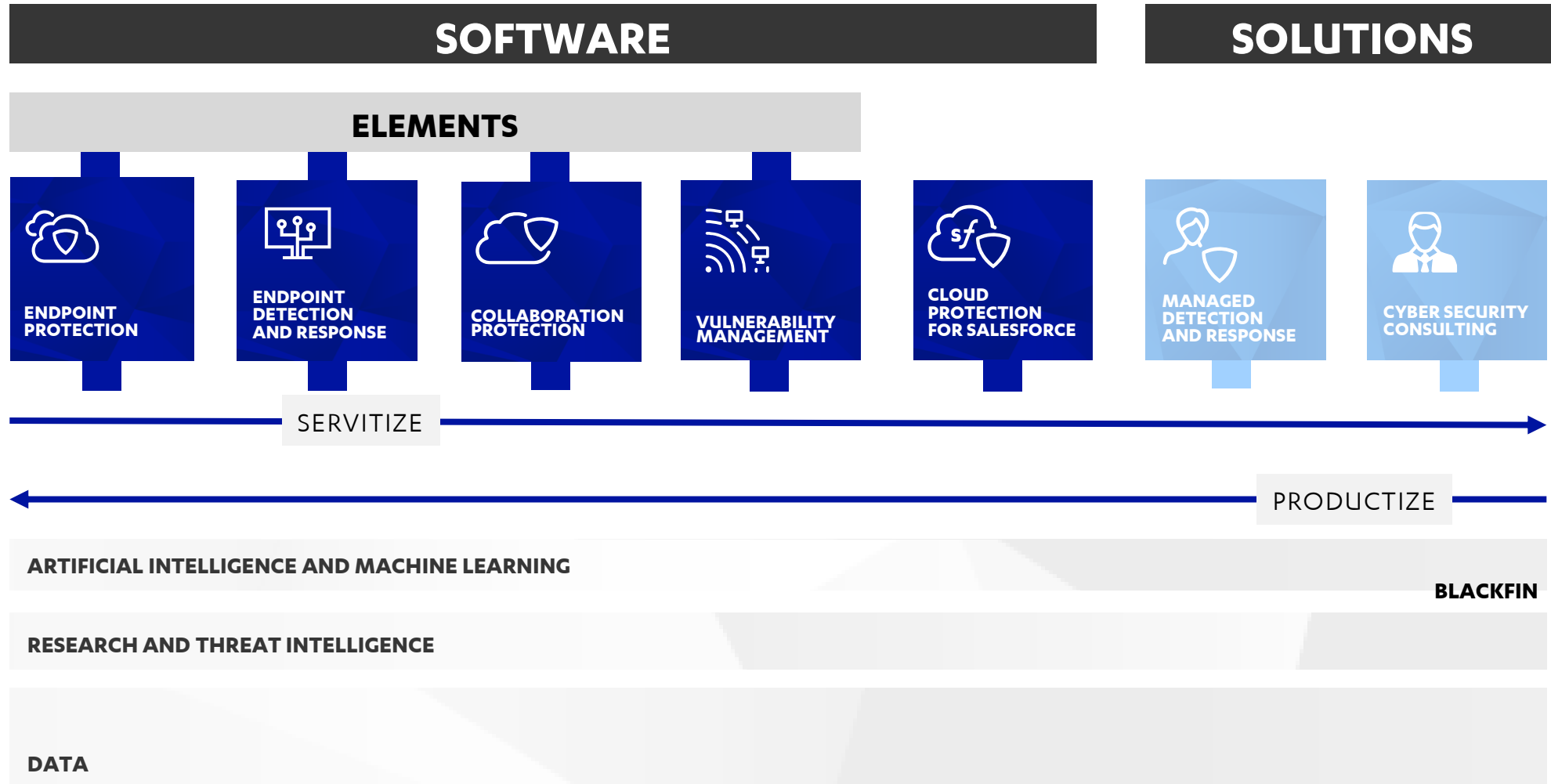


¹LTM = Last 12 months as of October 2020 – September 2021

²As in quarterly reporting revenue split to cyber security consulting and corporate security products starting from 2018

OUR PORTFOLIO FOR BUSINESSES

(Corporate Security)



EXPANDING INTO CHOSEN VERTICALS AND ECOSYSTEMS

(Corporate Security)

Solutions to chosen enterprise verticals



FINANCIAL SERVICES



TECHNOLOGY



COMMUNICATIONS



MANUFACTURING

Latest software products to external ecosystems



VALUE PROPOSITION – SERVICE PROVIDER SUCCESS

(Consumer Security)

Award-winning portfolio to protect devices, identity, privacy, family and the connected home



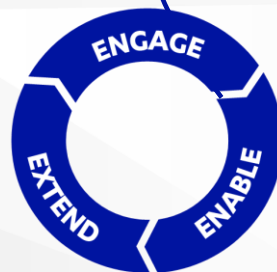
Turn-key solutions, SDKs and Cloud APIs



PROTECTING CONSUMERS' CONNECTED LIVES

Business services to ensure partner success

Platforms to integrate with key partner business processes



BUSINESS MODEL FLEXIBILITY



BILLING & CRM INTEGRATION



SUPPORT



BUSINESS INTELLIGENCE

EXPANDING OUR CHANNEL TO MARKET

(Consumer Security)

SERVICE PROVIDER CHANNEL¹ (200+ GLOBALLY)

DIRECT SALES CHANNEL

OPERATORS

FINANCE AND UTILITIES

E-COMMERCE

RETAIL



GLOBAL CONSUMER MARKET

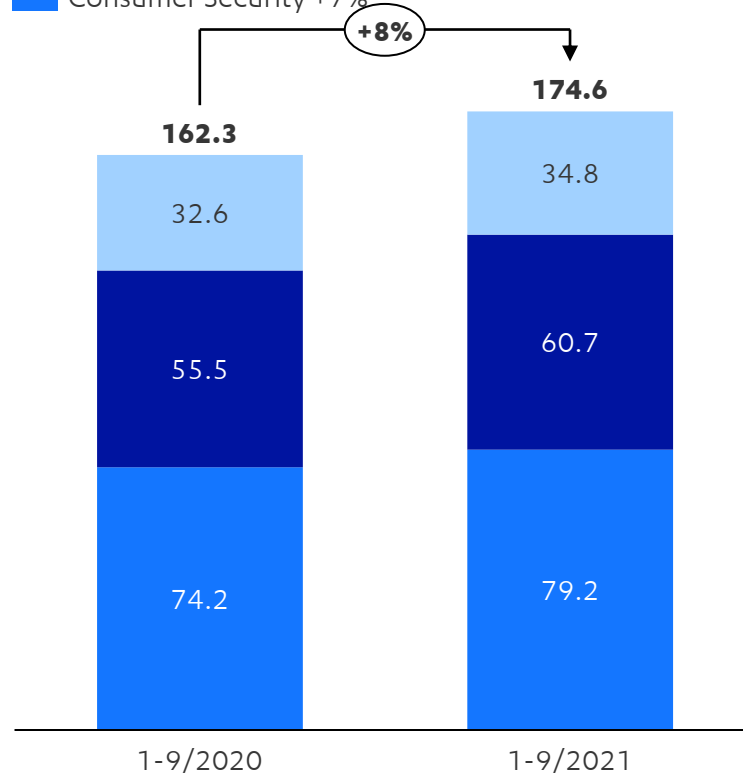
¹ Service Provider Channel includes sales from telecom operators and new verticals such as finance and utilities. Referred as “operators” under quarterly reporting

F-SECURE'S 1-9/2021 IN BRIEF

(F-Secure Group, 1-9/2021, EUR million)

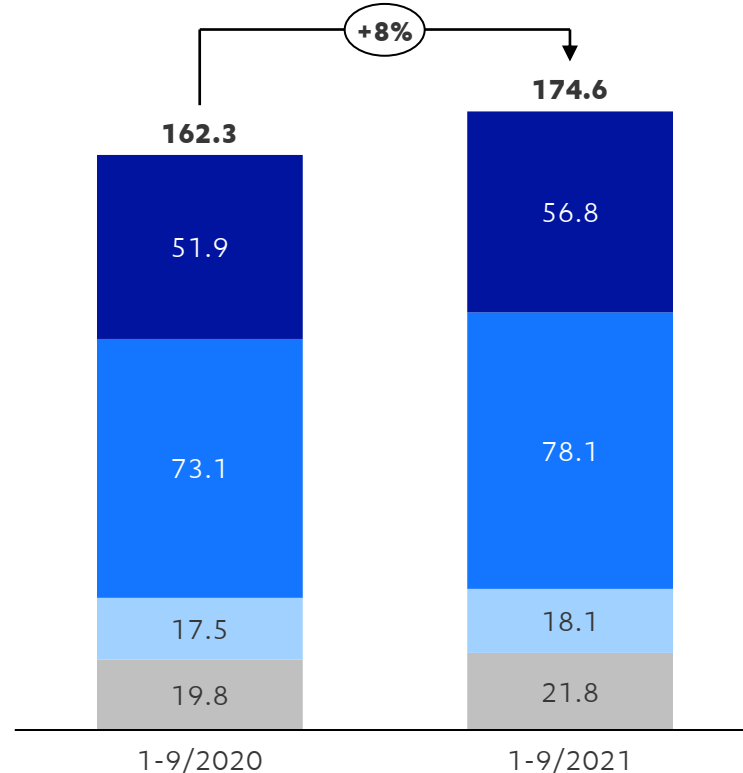
Revenue split & growth by business

- Cyber Security Consulting +7%
- Corporate Products +9%
- Consumer Security +7%

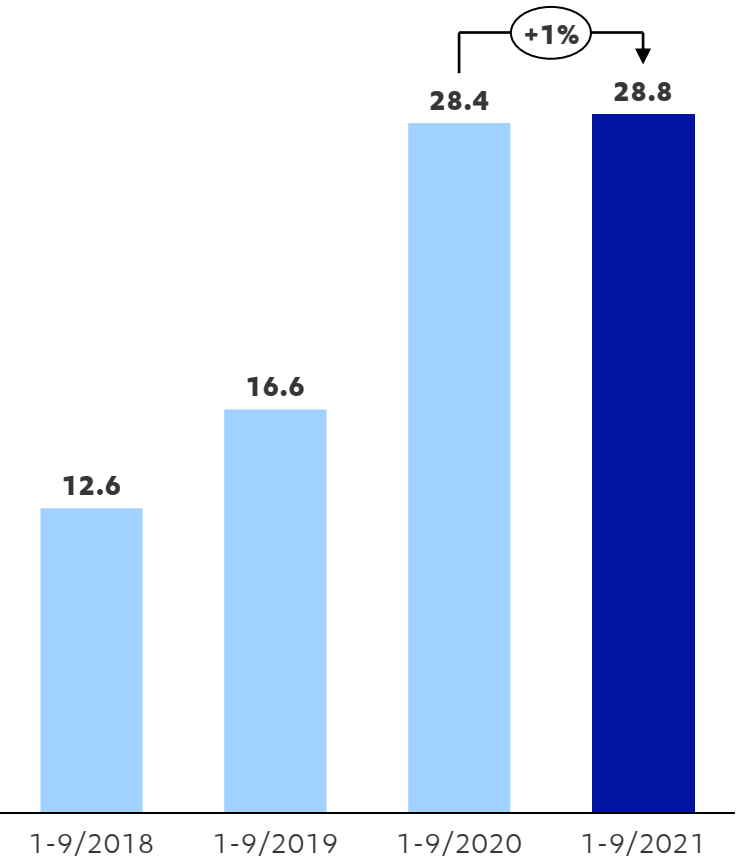


Revenue split & growth by geography

- Nordics +9%
- Europe (excl. Nordics) +7%
- North America +3%
- Other Regions +10%



Adjusted EBITDA YTD



OUTLOOK 2021 & FINANCIAL TARGETS

(F-Secure Group)

	2021 Outlook (unchanged)	Mid-term financial targets
Corporate security products, revenue	Expected to grow at a high single-digit rate.	Grow at a double-digit rate
Cyber security consulting, revenue	Expected to grow but uncertainty remains due to the COVID-19 pandemic.	Grow at a high single-digit rate
Consumer security, revenue	Expected to grow approximately at the same rate as in 2020.	Grow at a mid single-digit rate
Adjusted EBITDA, F-Secure Group	Expected to remain approximately at the previous year's level.	Adjusted EBITDA margin improving towards 20%

The mid-term financial targets derived from the strategy of F-Secure Corporation are presented above.

F-Secure's financial targets are mid-term ambitions and should not be viewed as an outlook for the ongoing fiscal year 2021.



F-Secure®