



F-Secure.

CAPITAL MARKETS DAY

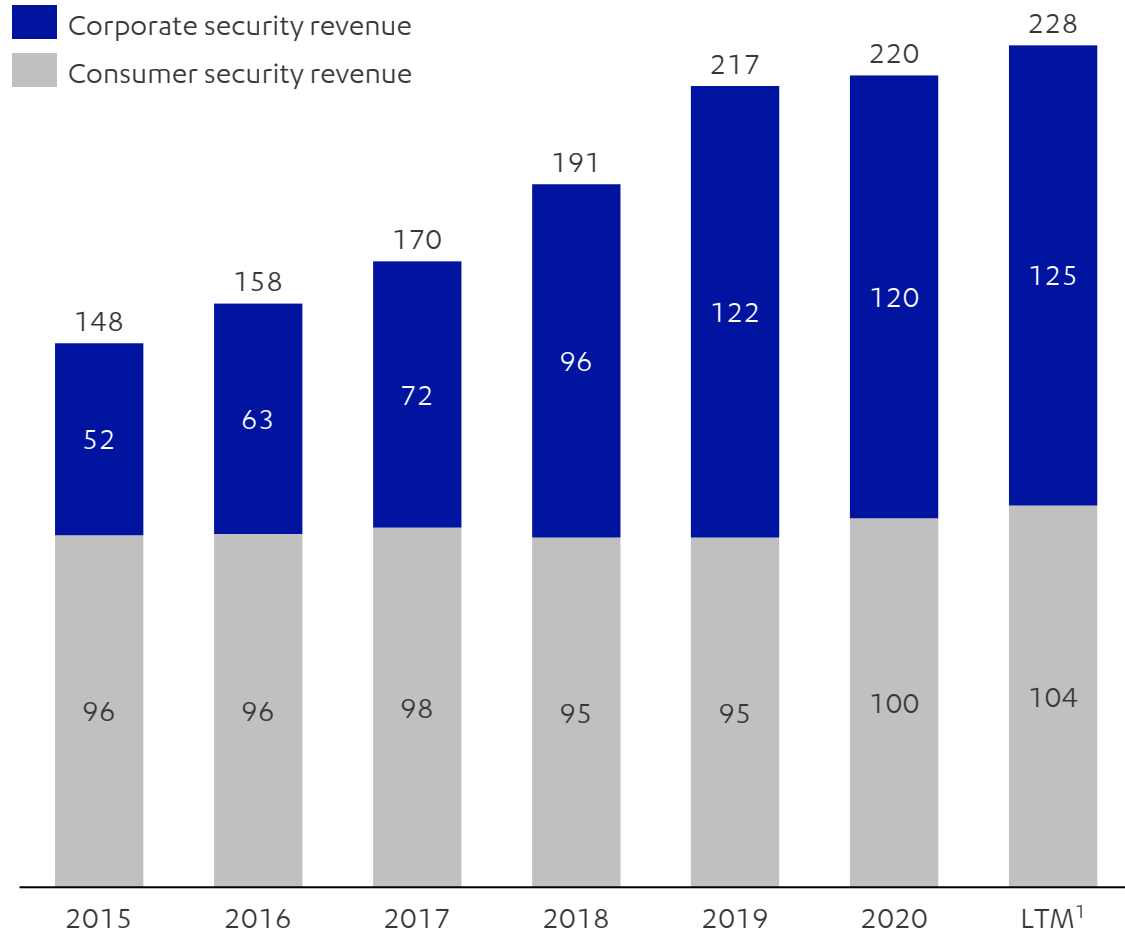
31 August 2021

Outcome-based security through the fusion of technology, human expertise and partnership

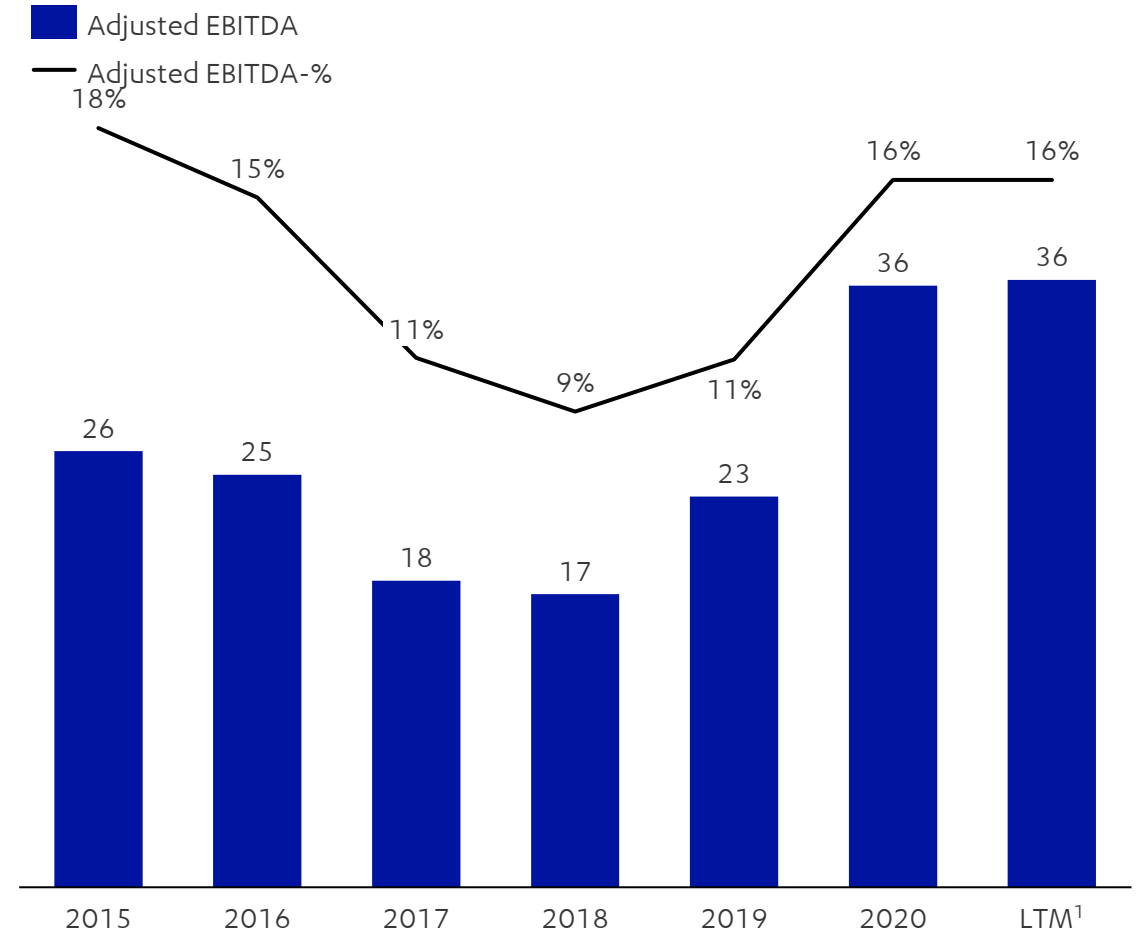
Juhani Hintikka
CEO & President

AFTER SUCCESSFUL TRANSFORMATION F-SECURE HAS TWO STRONG BUSINESSES AND IS GROWING PROFITABLY

2015-2020 growth driven by corporate security



Profitability improving after investment cycle



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, 65% of organizations use at least some services as part of their security solutions mix ³

Sources:

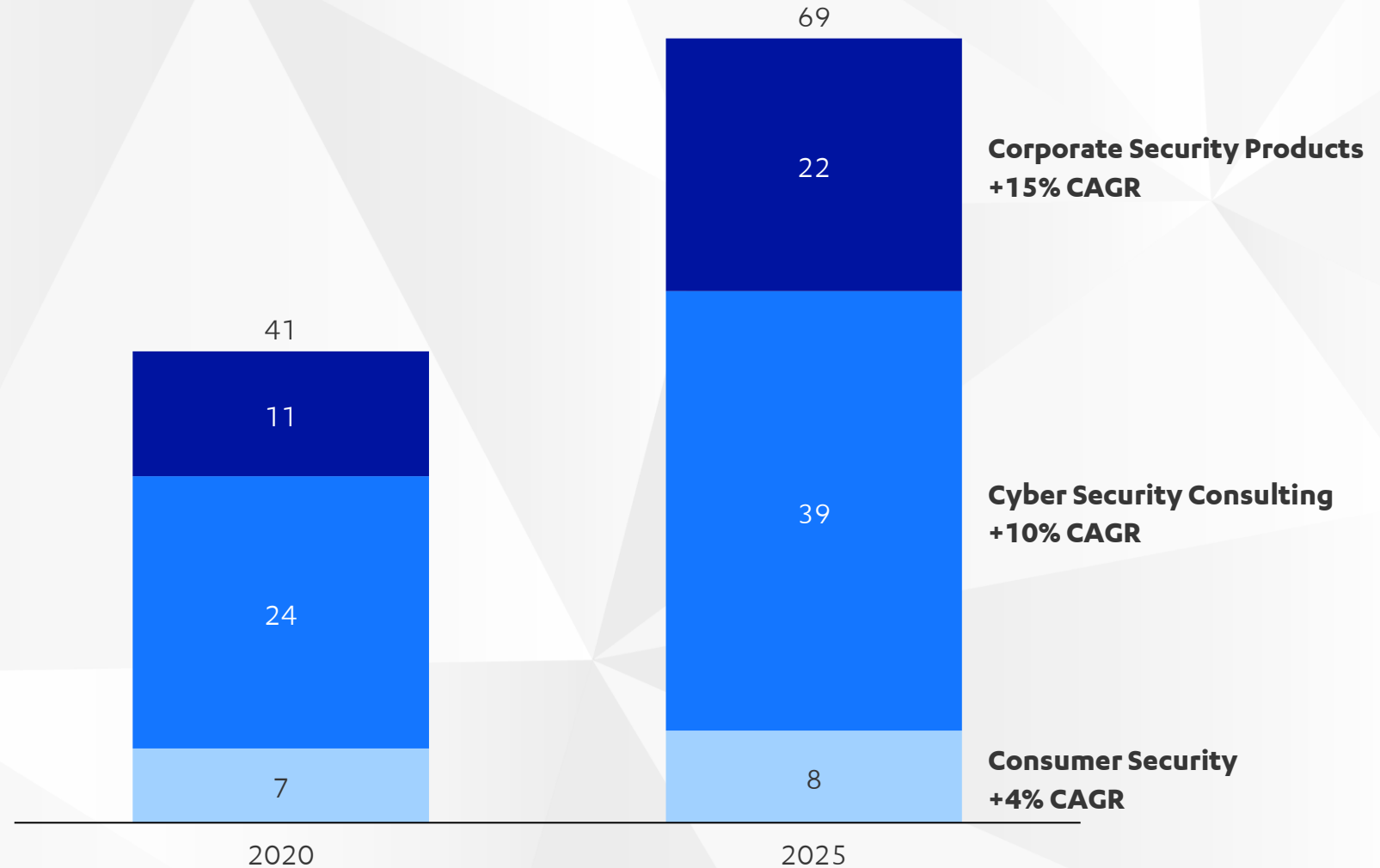
¹Gartner

²MomentumCyber

³F-Secure Research

F-SECURE SERVES THREE GROWING MARKETS

(EUR billion)



MOONSHOT GOALS



HOW WILL WE WIN?



Two distinctive brands for b2c and b2b to pursue growth



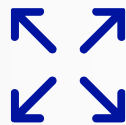
Combining technology and real-world expertise



Monetizing through software and solutions



One data-powered platform countering active attacks

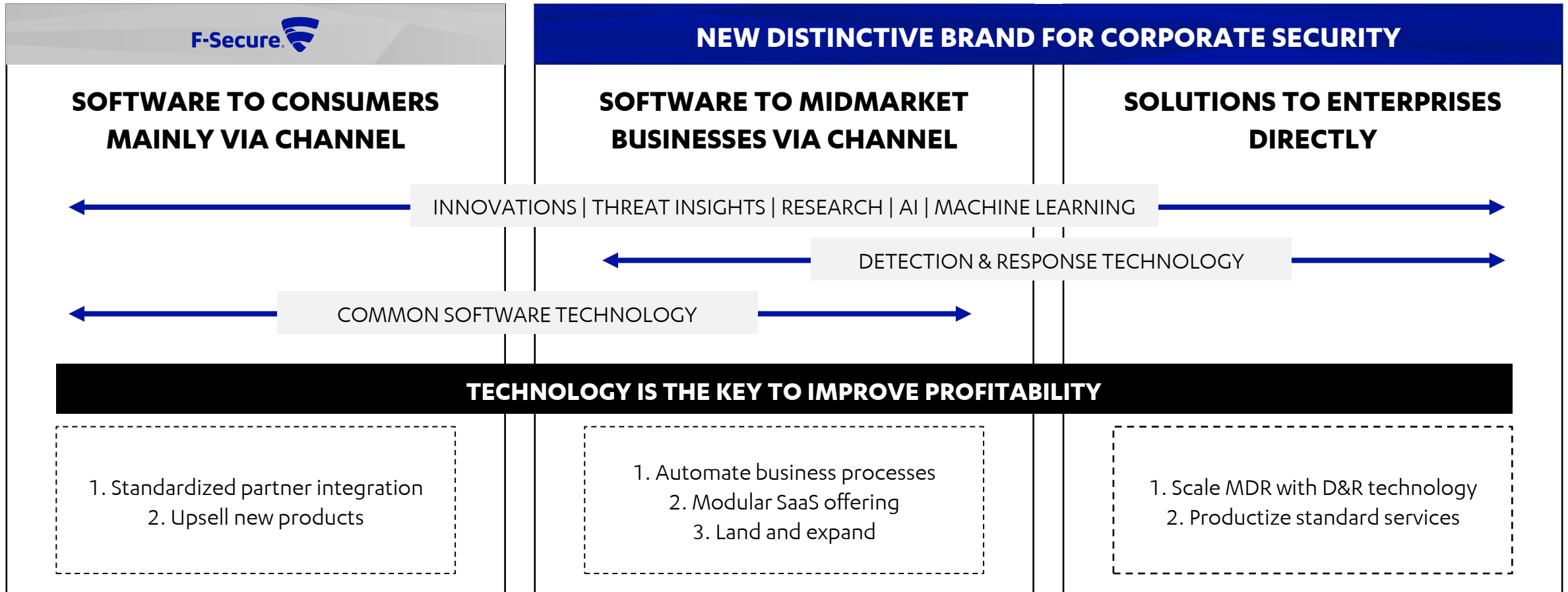


Expanding into chosen verticals and ecosystems



Flexible subscriptions to monetize relationships over time

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.

COMBINING TECHNOLOGY AND REAL-WORLD EXPERTISE

Leading technology proven by third party assessments and continuous innovations



Most Best Protection AV-TEST awards since inception



Recognized as Gartner Peer Insights Customers' Choice for Vulnerability Assessment



First in the industry to decentralize artificial intelligence (AI) mechanisms

MITRE | ATT&CK®

Top of the class results in independent evaluation by MITRE confirmed F-Secure's industry-leading capabilities

Hands-on experience from the latest threats lead innovation

FIGHTING CYBER ATTACKS IN THE FRONT LINE



ELEVATE TO F-SECURE



MANAGED DETECTION AND RESPONSE



CYBER SECURITY CONSULTING

TRANSFORMED LEADERSHIP TEAM TO DELIVER THE WINS – STARTING SEPTEMBER 1ST



Juhani Hintikka
President and CEO



Tom Jansson
CFO



Christine Bejerasco
CTO



Juha Kivikoski
EVP, Business Security



Tim Orchard
EVP, Managed Detection and Response



Edward Parsons
EVP, Cyber Security Consulting



Timo Laaksonen
EVP, Consumer Security



Ari Vääntinen
CMO



Tiina Sarhimaa
CLO



Jari Still
CIO



Charlotte Guillou
EVP, People operations & Culture



Antti Koskela
CPO



Antti Hovila
EVP, Strategy & Portfolio

Corporate Security - monetizing through software and solutions

Juhani Hintikka
CEO & president

TWO CUSTOMER SEGMENTS WITH SLIGHTLY DIFFERENT NEEDS



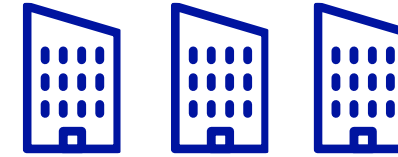
Mid-market

Serviced mostly by providers like **MSPs, MSSPs and VARs**

Need to **complement very limited internal cyber security** capabilities

Increasing need for solutions to **protect cloud environments**

Preference for subscriptions with shorter commitments and usage-based pricing



Enterprise

Ensuring **compliance with industry standards** and regulations

Increasing complexity forces to **augment in-house capabilities** with external specialist services

Preference for trusted vendors with strong reputation, **industry vertical understanding** and deep cyber security expertise

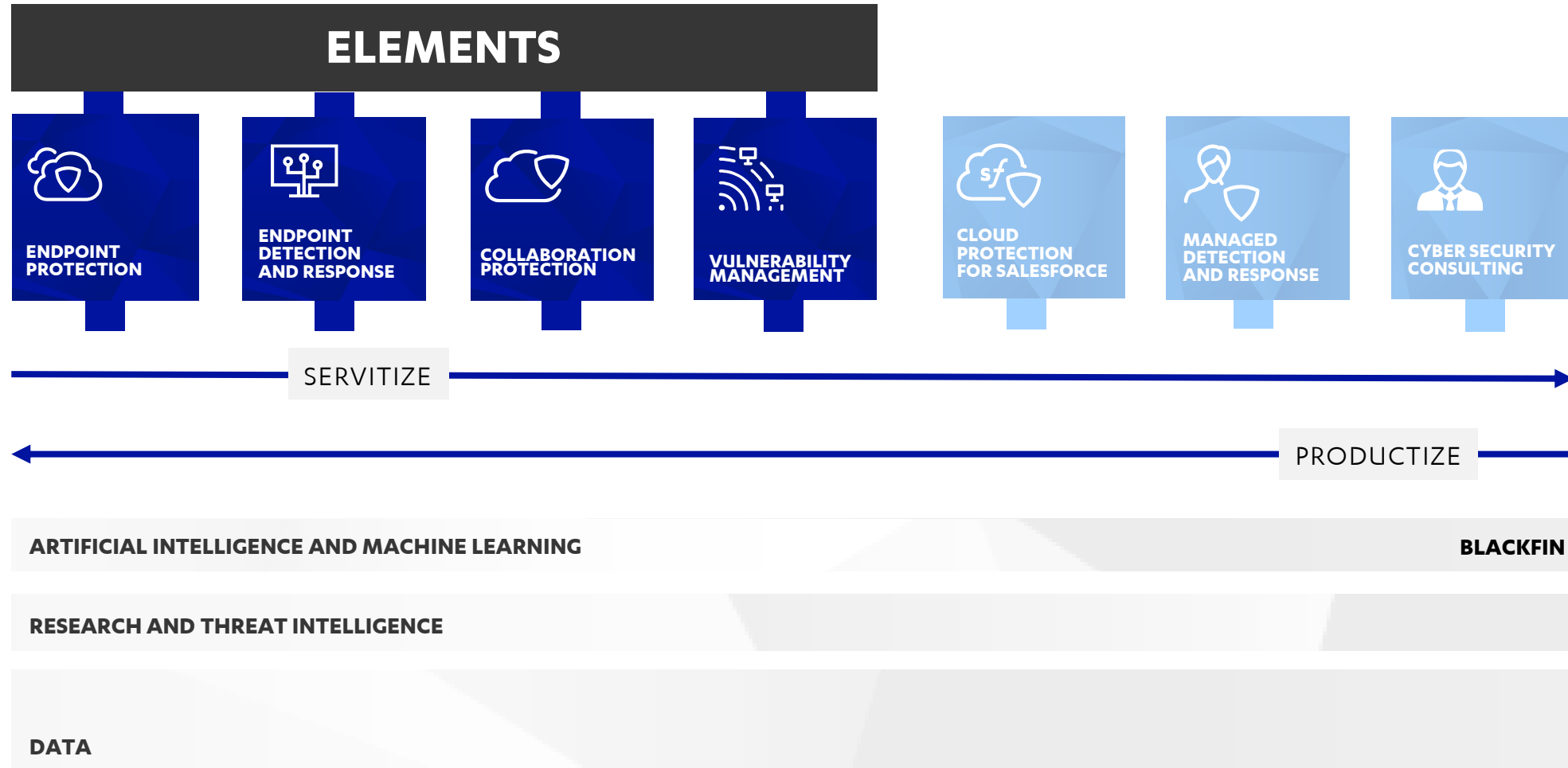
Mitigating threats and building resilience with **outcome-based approaches**

WE FOLLOW THE CUSTOMER AND SELL ACCORDING TO THE NEED



Reported as:  Corporate Security Products  Cyber Security Consulting

OUR PORTFOLIO

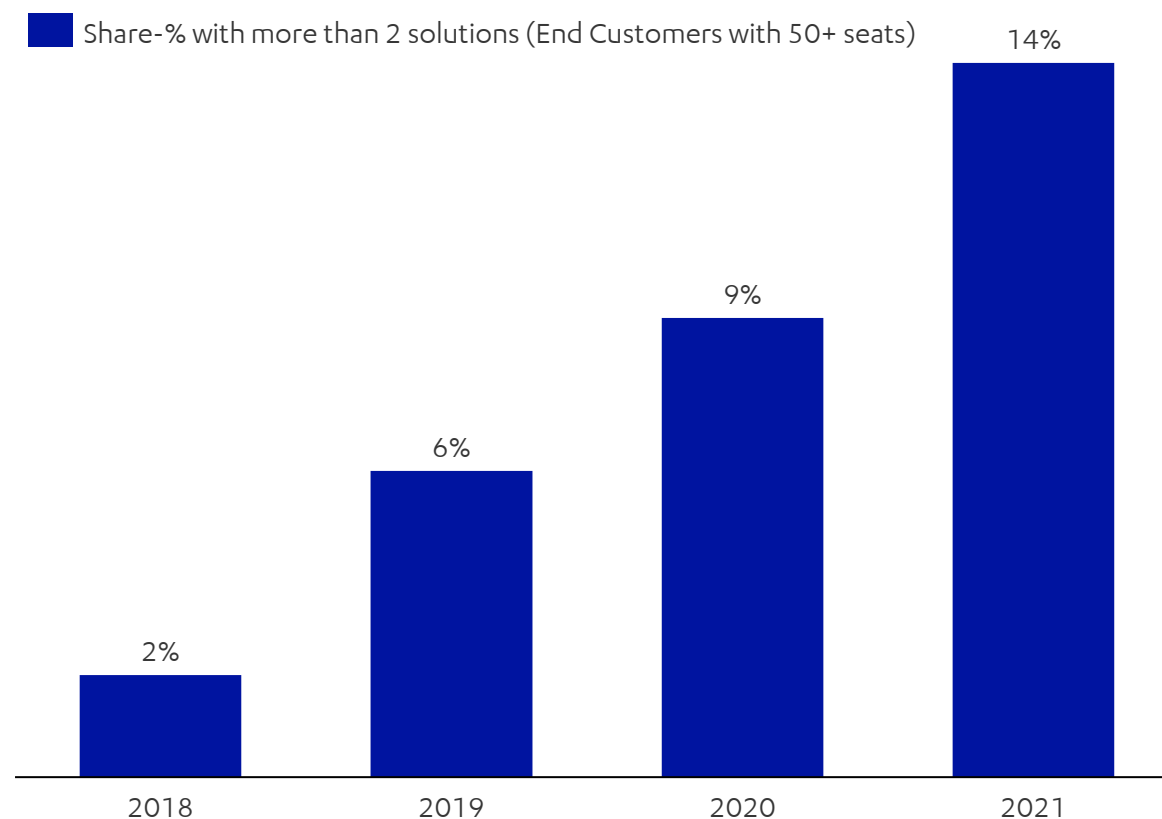


FLEXIBLE SUBSCRIPTIONS TO MONETIZE RELATIONSHIPS OVER TIME

We combine commercial models and create business opportunities for our partners



Results in increasing number of corporate customers purchasing several F-Secure solutions¹



EXPANDING INTO CHOSEN VERTICALS AND ECOSYSTEMS

Solutions to chosen enterprise verticals



FINANCIAL SERVICES



TECHNOLOGY



COMMUNICATIONS



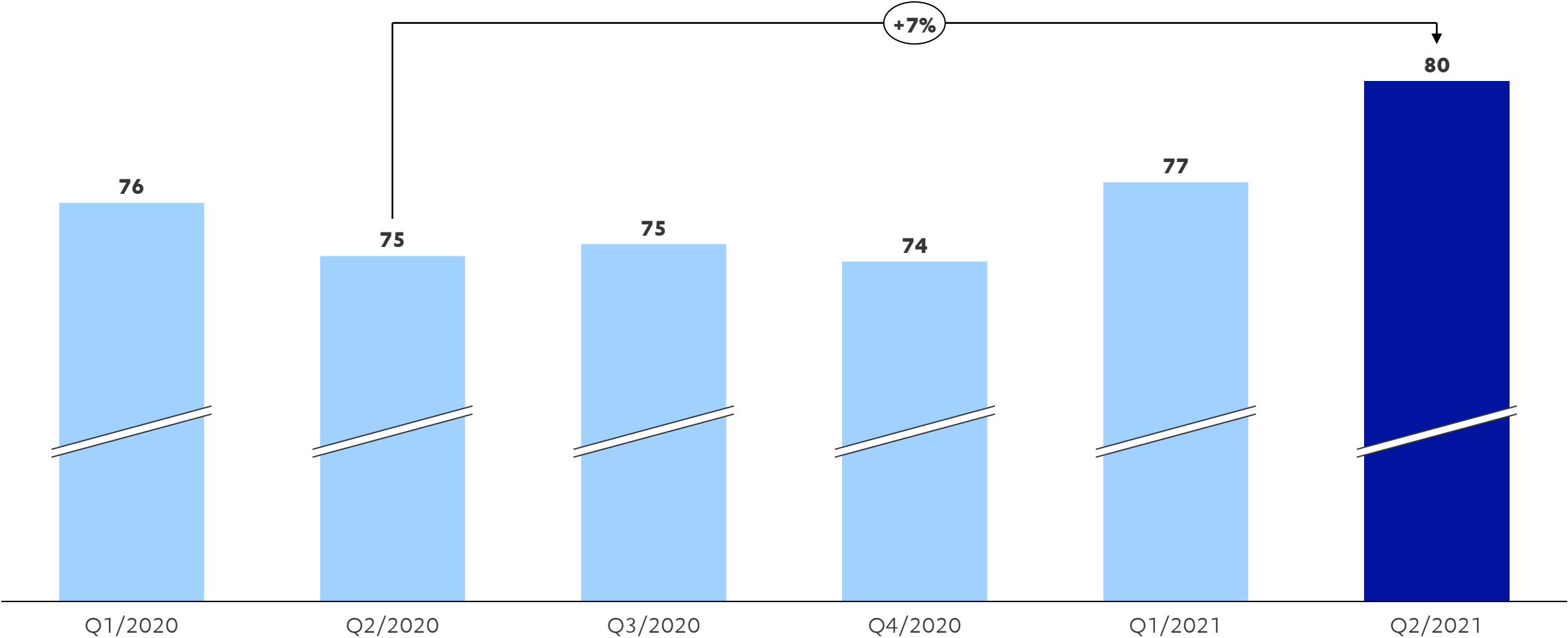
MANUFACTURING

Latest software products to external ecosystems



SAAS COMPANY METRICS IN FOCUS— ANNUAL RECURRING REVENUE GROWTH PICKING UP

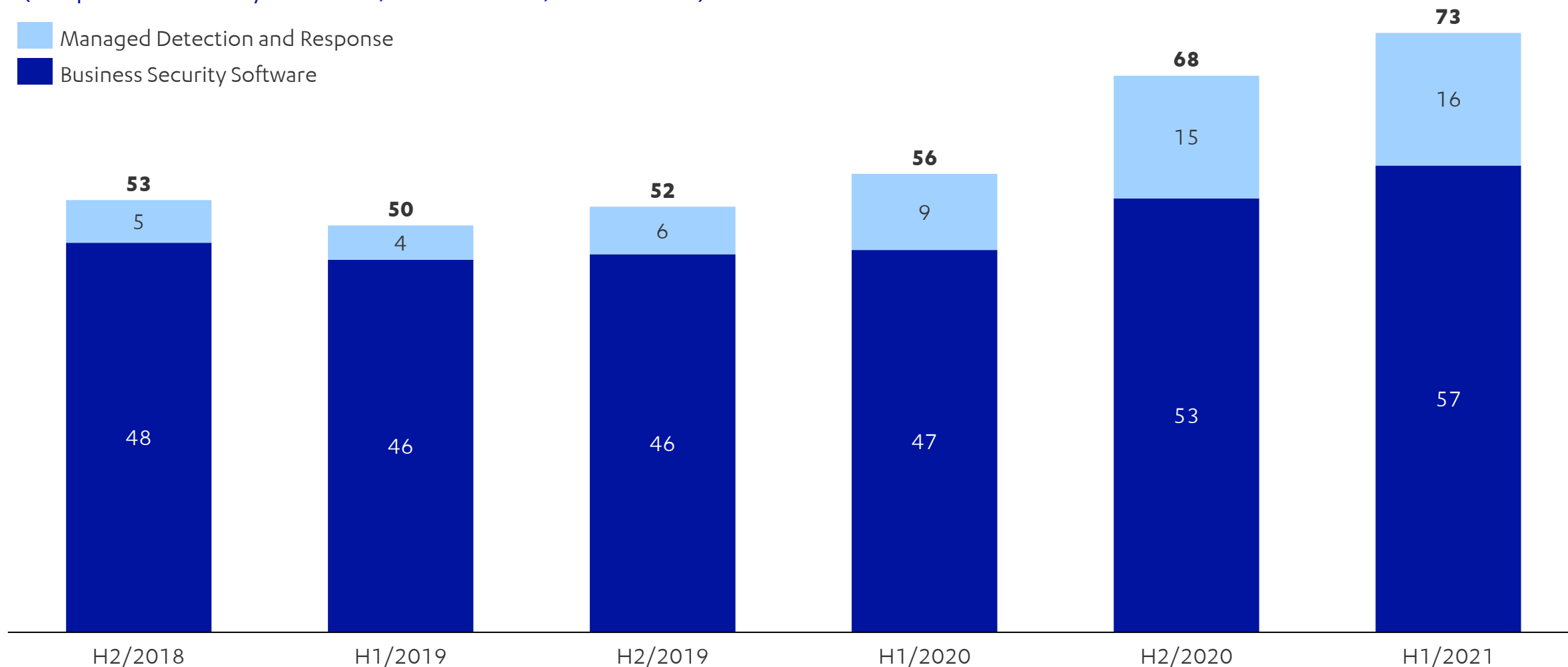
(Corporate Security Products, Annual Recurring Revenue¹, EUR million)



... WHICH IS DRIVEN BY STRONG ORDERBOOK DEVELOPMENT

(Corporate Security Products, Orderbook¹, EUR million)

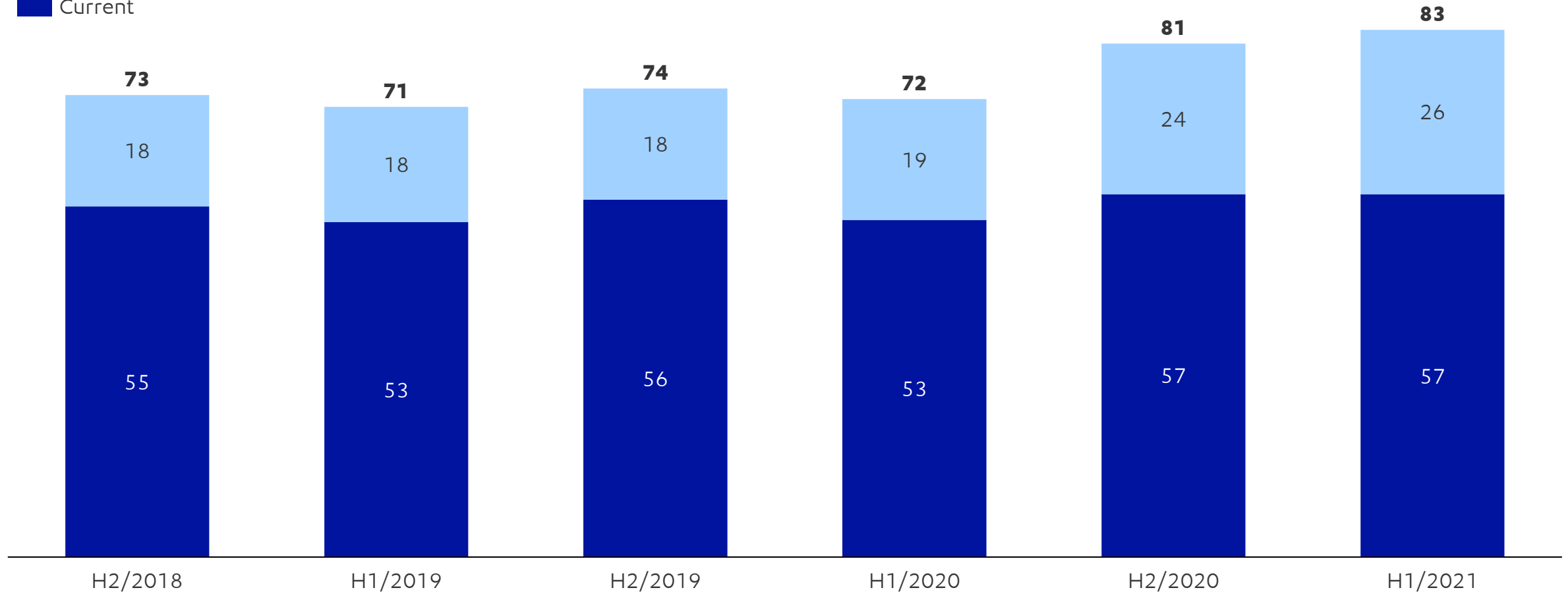
Managed Detection and Response
Business Security Software



RESULTING IN INCREASING DEFERRED REVENUE

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

Non-current
Current

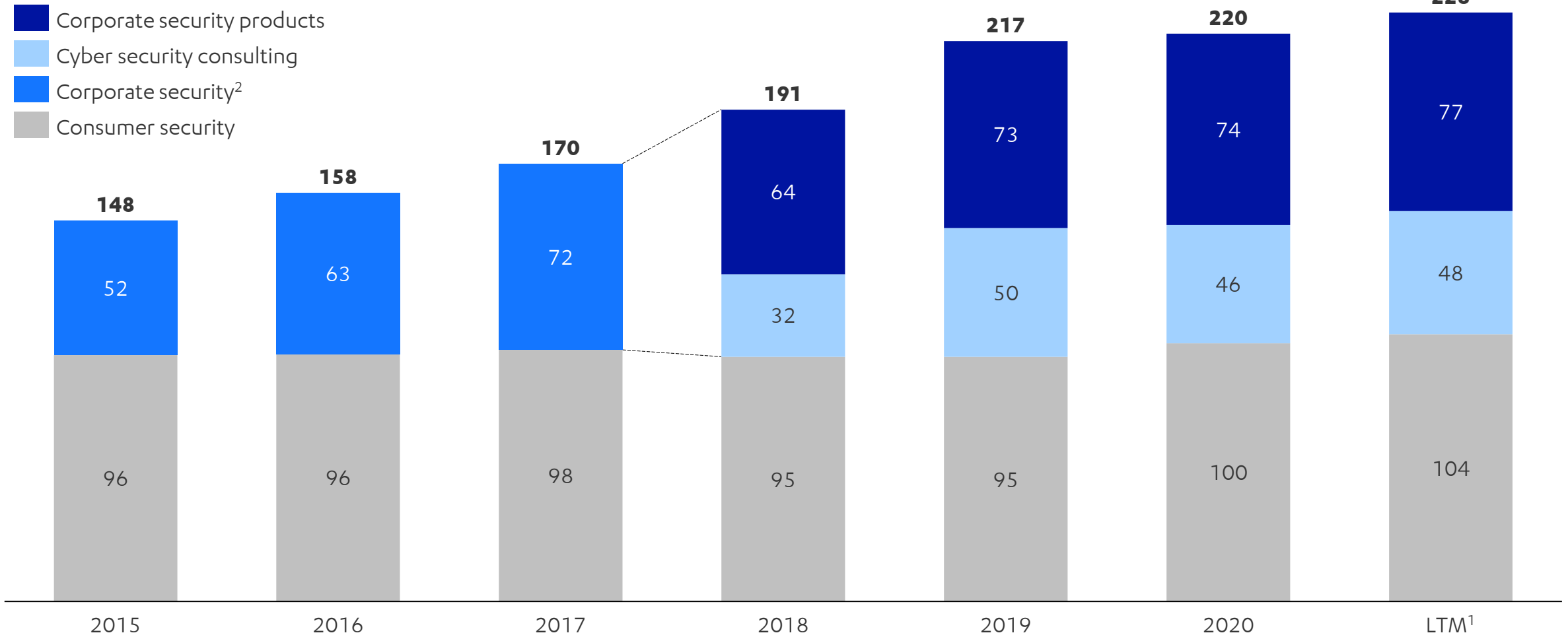


We aim to grow all our businesses while improving profitability

Juhani Hintikka
CEO & President

AFTER SUCCESSFUL TRANSFORMATION F-SECURE IS GROWING ACROSS ALL BUSINESSES

(F-Secure Group, Revenue, EUR million)



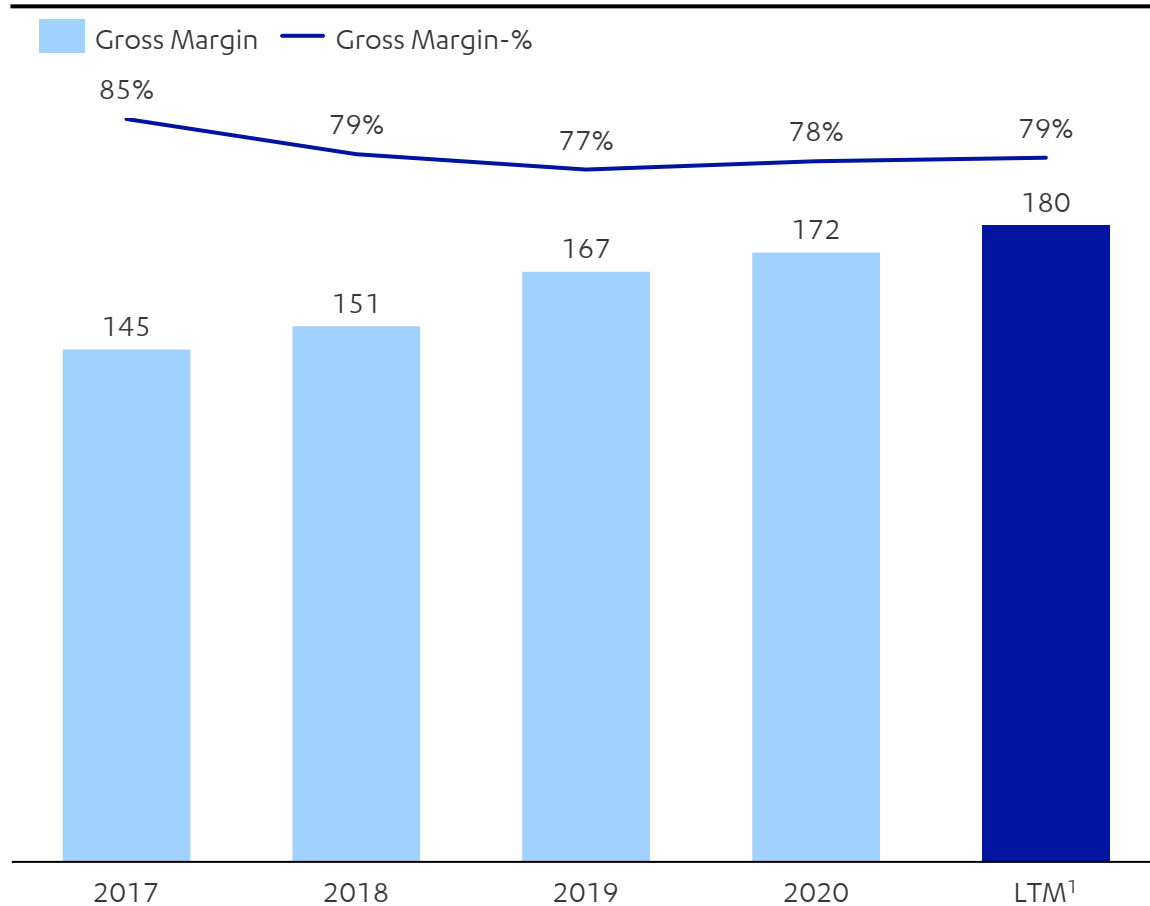
¹LTM = Last 12 months as of July 2020 – June 2021

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

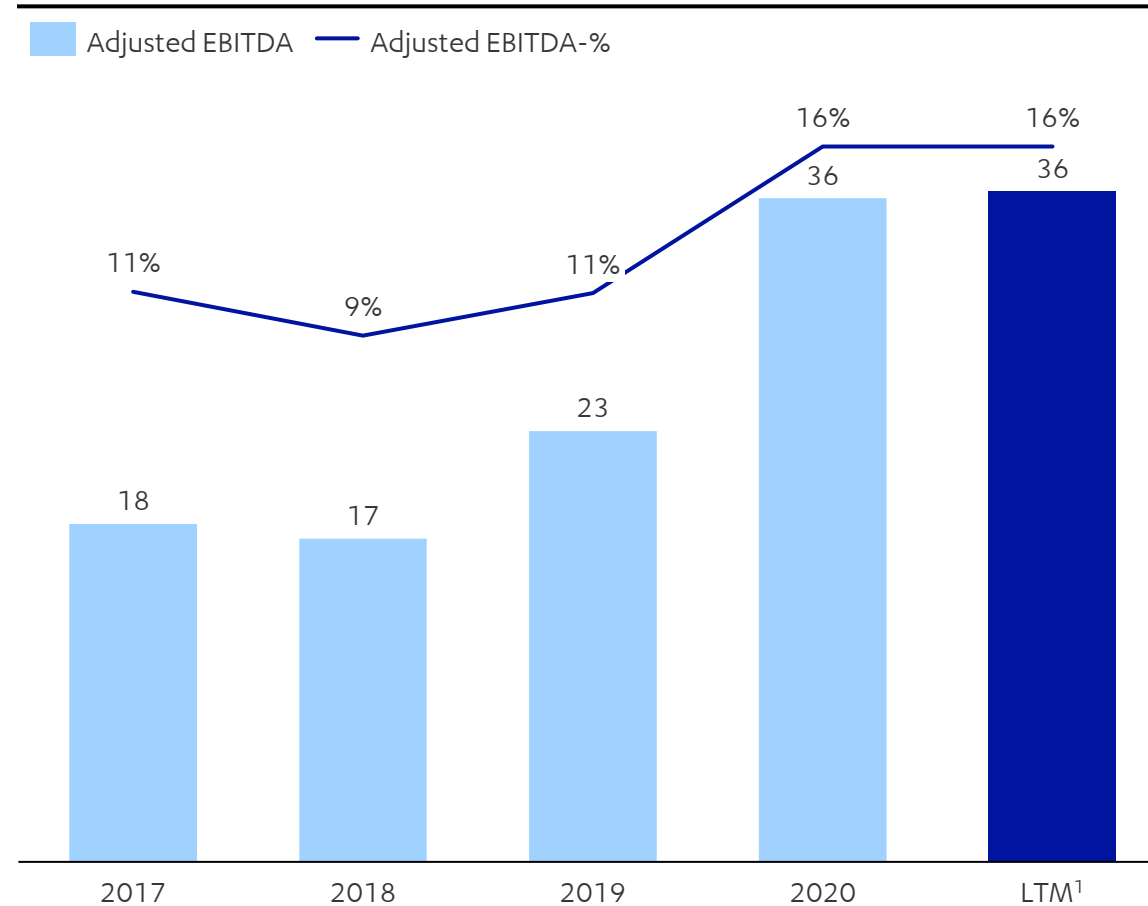
PROFITABILITY ON THE RISE

(F-Secure Group, EUR million)

Gross Margin

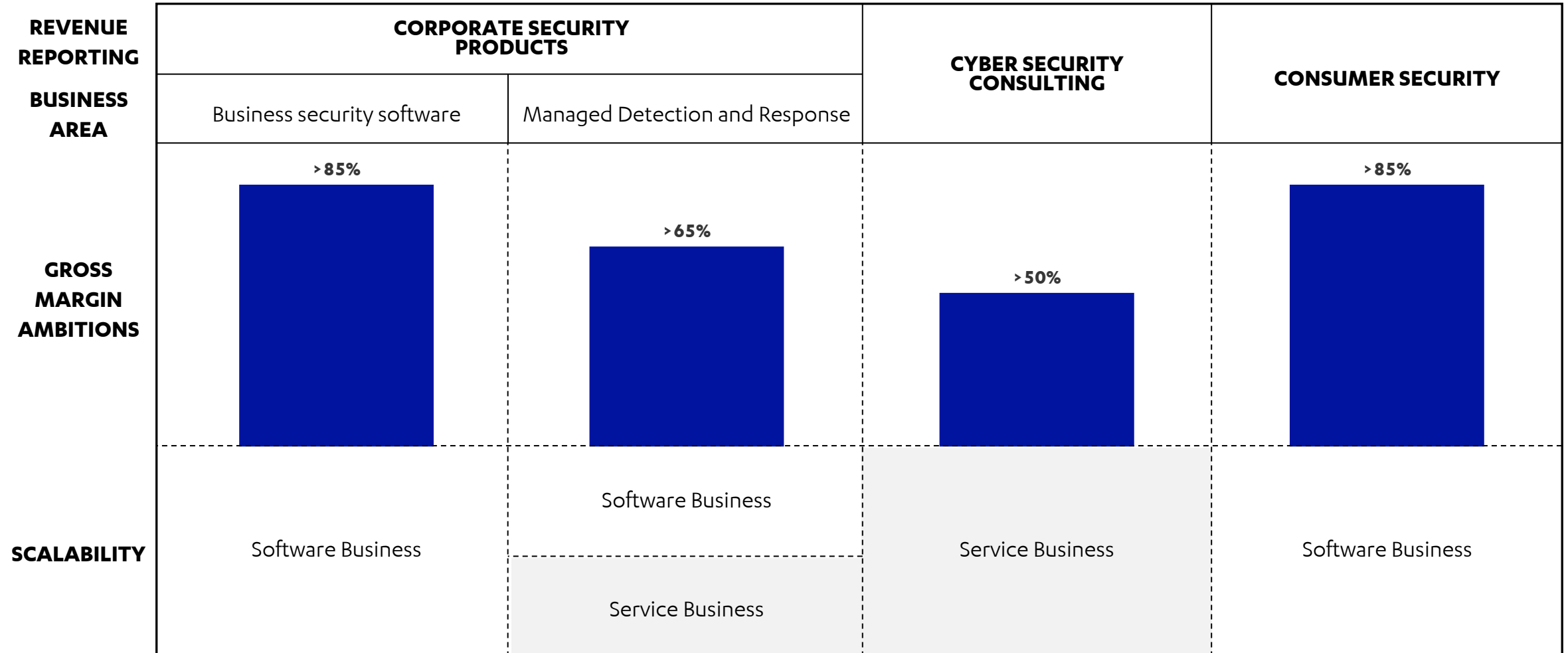


Adjusted EBITDA



SCALABLE BUSINESSES ENABLE PROFITABILITY IMPROVEMENT

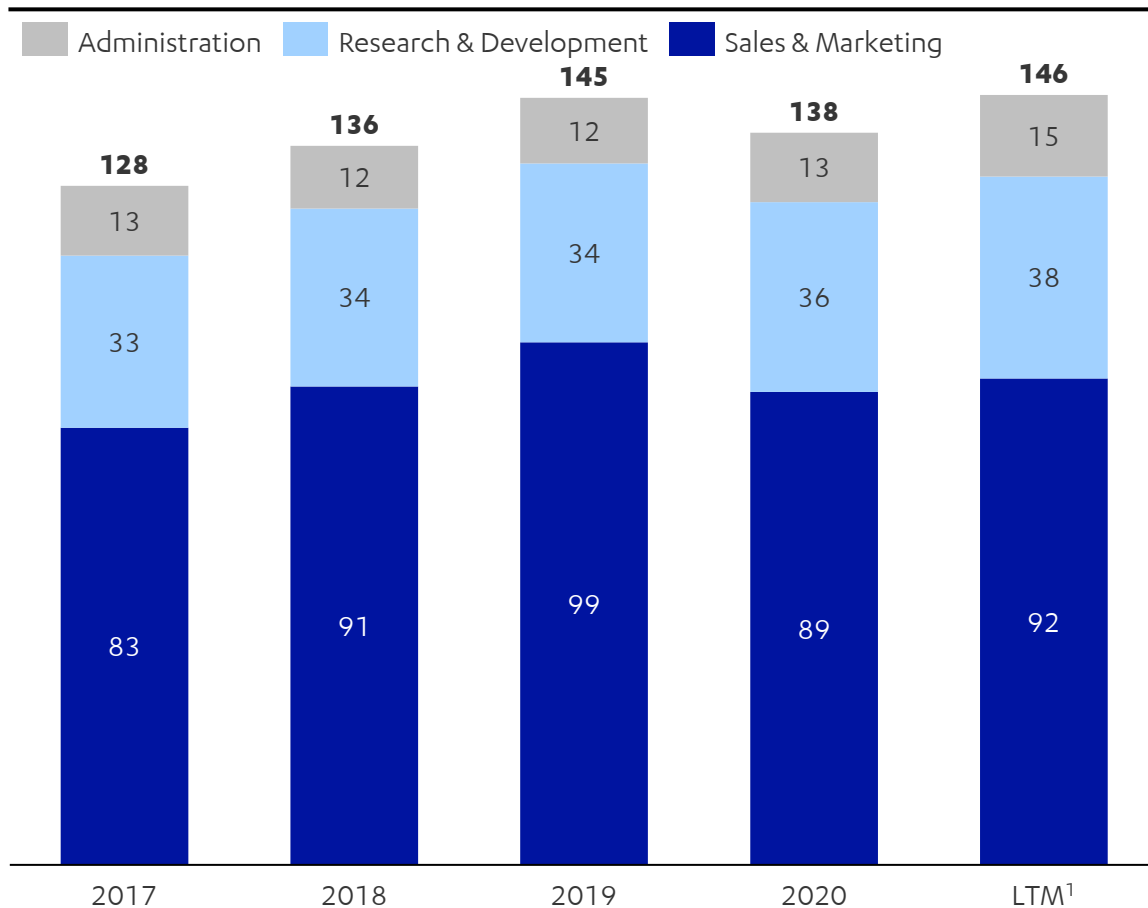
(F-Secure Group, Gross Margin profile, EUR million)



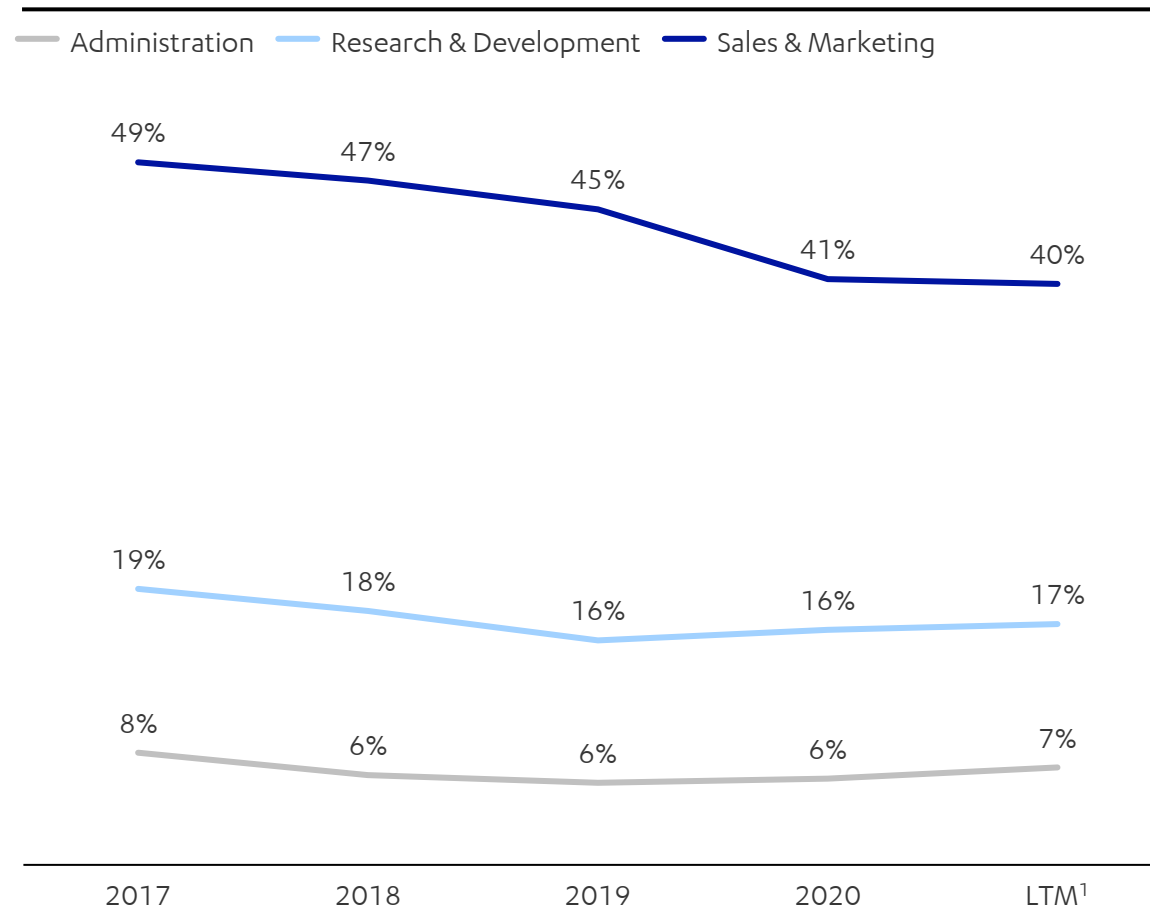
COST LEVELS NORMALIZING - FURTHER LEVERAGE POTENTIAL FROM SALES & MARKETING

(F-Secure Group, EUR million)

Operating expenses²



Operating expenses², % of revenue



¹LTM = Last 12 months as of July 2020 – June 2021

²OPEX excluding D&A and items affecting comparability

FINANCIAL TARGETS – GROWTH ACROSS ALL BUSINESS WHILE IMPROVING PROFITABILITY

(F-Secure Group, EUR million)

	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.

KEY TAKEAWAYS

- **GOOD PARTNERSHIP AT THE CORE OF F-SECURE**
- **TWO STRONG BUSINESSES WITH THREE DIFFERENT PLAYBOOKS**
 - Elements – cloud-native and modular cyber security platform
 - Consulting and MDR serve enterprises and bring hands-on experience from latest attacks
 - Consumer security back on growth track
 - Shared technologies are the key to improve profitability
- **WE SERVE GROWING MARKETS AND SEEK GROWTH ACROSS ALL BUSINESSES WHILE IMPROVING PROFITABILITY**
 - Corporate security products growth driven by cloud-native offering
 - Changing threat landscape creates growth opportunities for consulting
 - Aim for growth in consumer security driven by service provider channel
- **DIFFERENT STRATEGIC OPTIONS TO ENABLE CAPTURING GROWTH OPPORTUNITIES IN ALL BUSINESSES UNDER EVALUATION**
 - Two distinctive brands for b2c and b2b to pursue growth
 - A possible listing of the consumer security business of F-Secure



F-Secure®