



F-Secure.

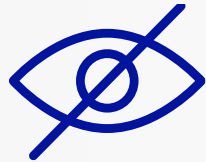
CAPITAL MARKETS DAY

31 August 2021

Accelerating growth in corporate security products

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EVP, Business Security

WHAT PROBLEMS DO OUR CUSTOMERS MEET?



Lack of visibility



Complexity

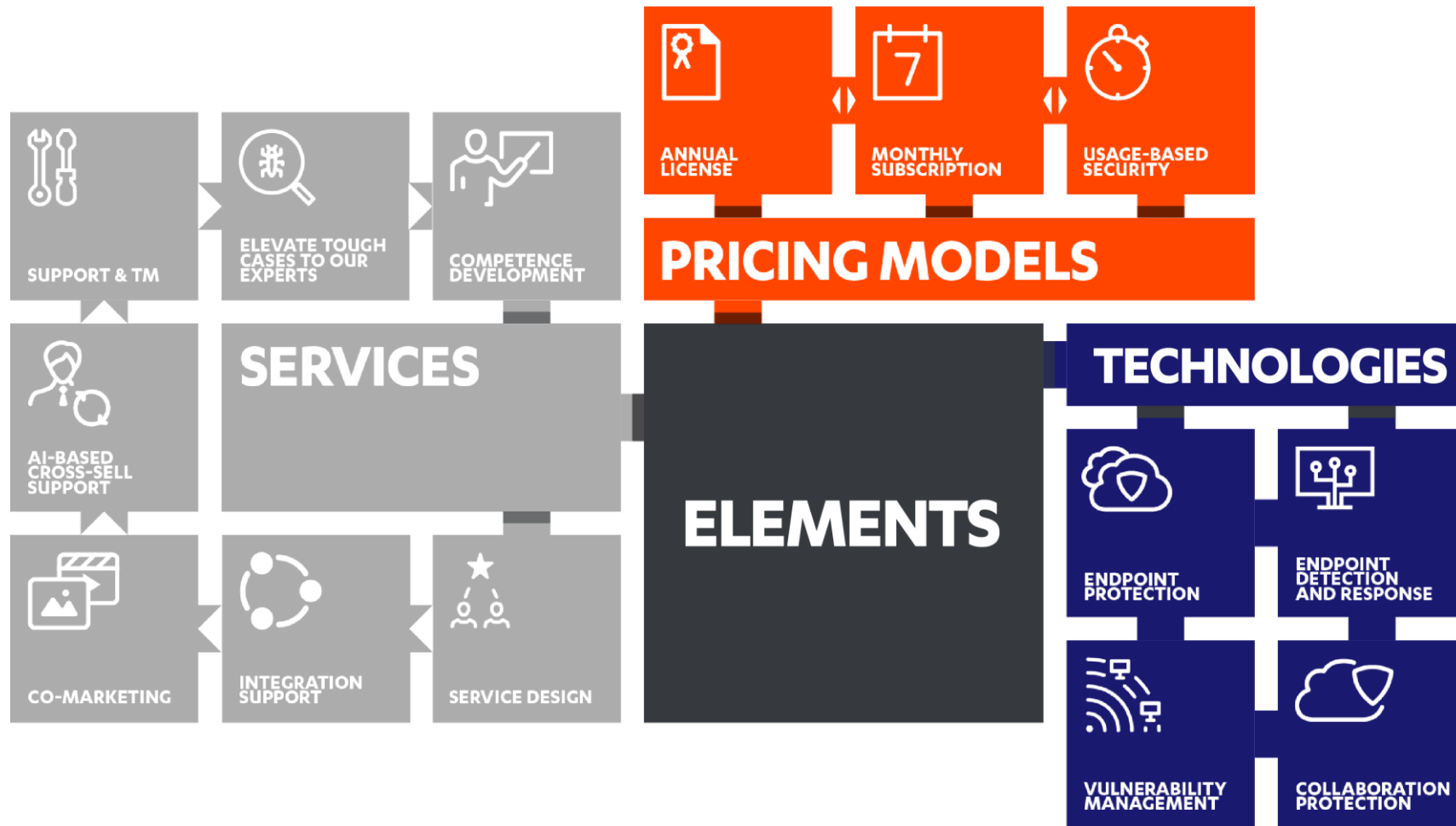


Weak security posture



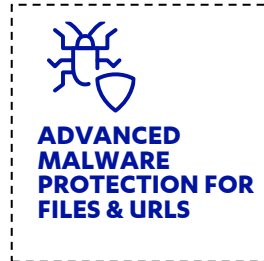
Inefficiency

ELEMENTS – CLOUD-NATIVE AND MODULAR CYBER SECURITY PLATFORM



CLOUD PROTECTION - COMPLEMENT SECURITY OF 3RD PARTY ECOSYSTEMS

Comprehensive protection beyond Microsoft 365 security capabilities



Complement native security capabilities of Salesforce



ATTACKS PREVENTED

108 359



FORTUNE 500 CUSTOMERS

19



F-SECURE COUNTERCEPT MANAGED DETECTION AND RESPONSE SOLUTION

Enterprises lack the resources and 'battle-fitness' to combat cyber attacks. It is estimated that 50% will have outsourced MDR capability by 2025¹

UNIQUE ATTRIBUTES



30 years of attacker research and hands-on incident experience



Own technology stack shared within F-Secure

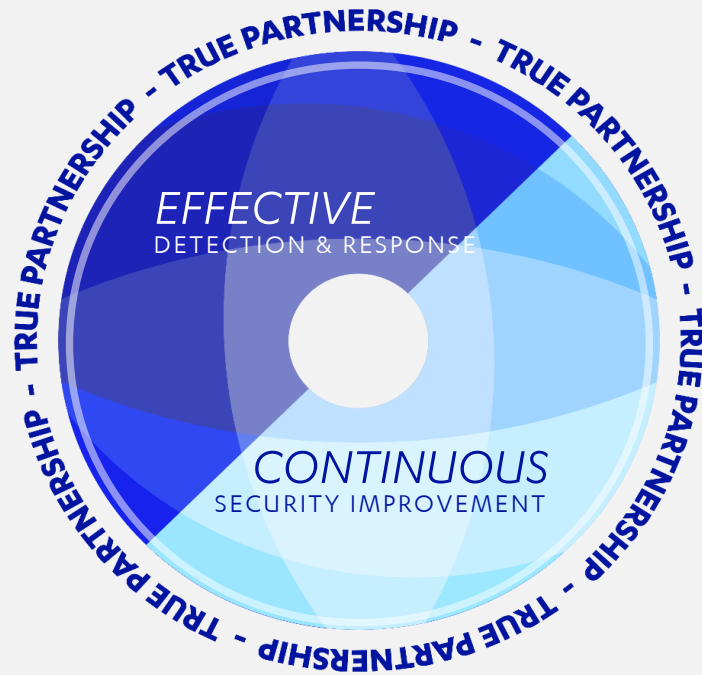


World-renowned **offensive cyber expertise**



Partnership approach based on expertise and **outcomes**

OUR VALUE PROPOSITION



BUSINESS GROWTH



74% orderbook growth from Q2/2020 to Q2/2021



Expanding footprint from Germany, France, Finland, UK and USA also to Benelux and Scandinavia



Strong traction within **1000 -10000 employee companies**, especially in **manufacturing**



Increased marketing and established inside sales to **boost lead generation**

Sources:

¹Gartner

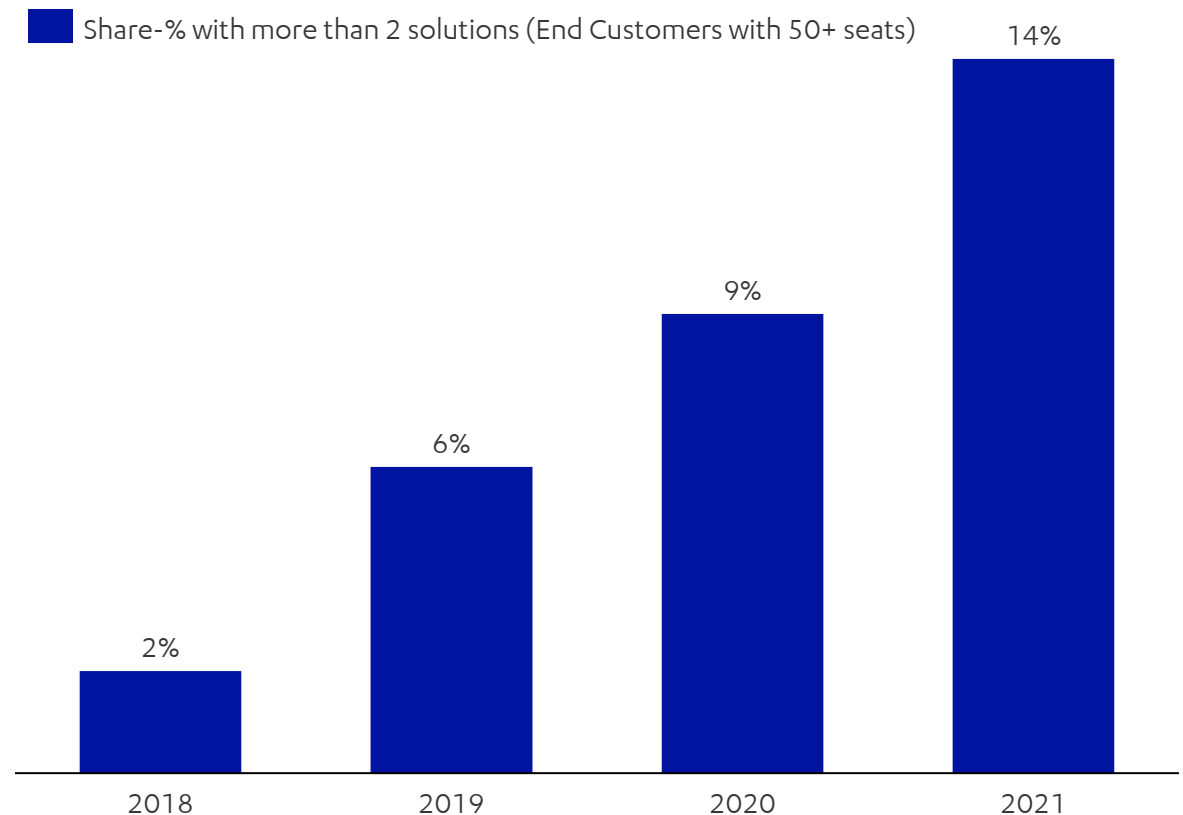
²Management accounts at the end of June 2021

FLEXIBLE SUBSCRIPTIONS TO MONETIZE RELATIONSHIPS OVER TIME

We combine commercial models and create business opportunities for our partners

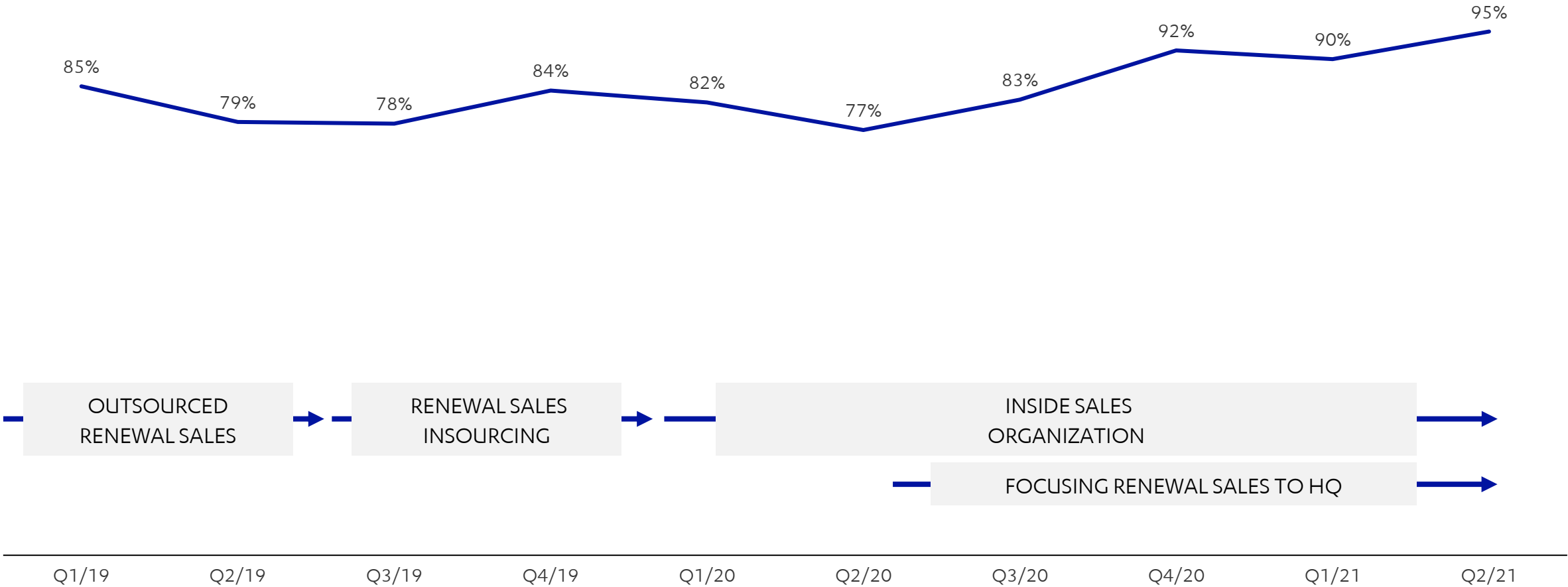


Results in increasing number of corporate customers purchasing several F-Secure solutions¹



IMPROVED RENEWAL RATES AFTER INSOURCING INSIDE SALES

(Corporate Security Products, Business Security Software, Renewal Rate¹ 2019-Q2/2021)

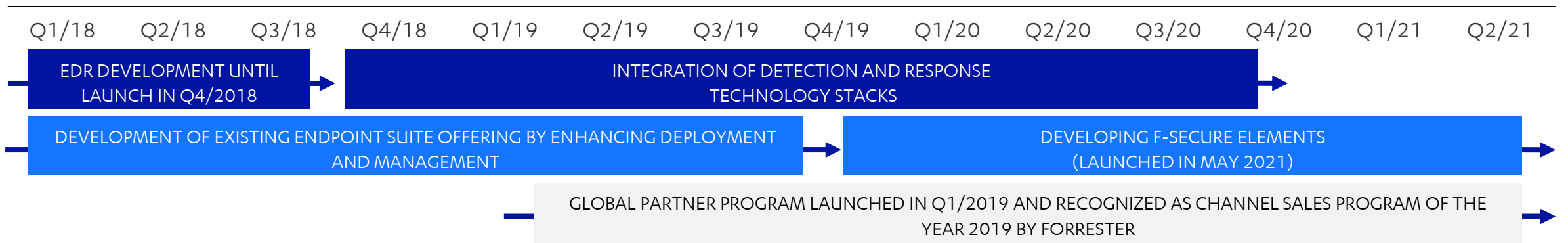
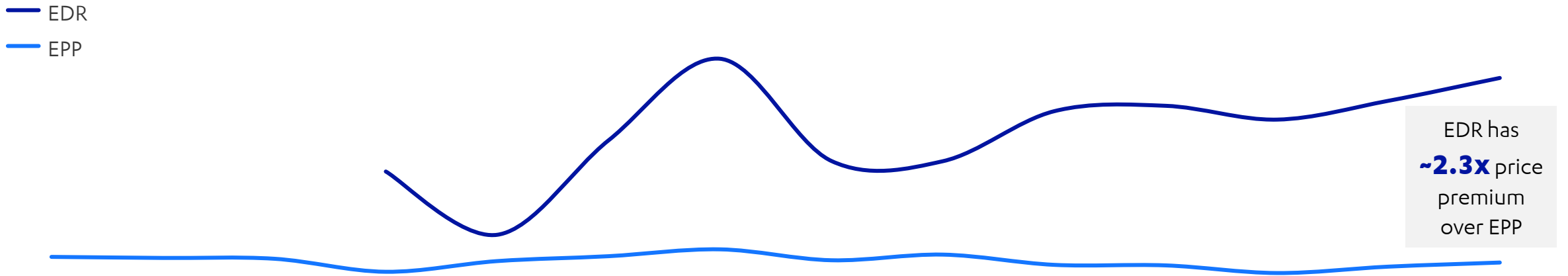


Management estimation

¹Renewal rate = renewal rate based on quarterly order intake of business security software products (MDR not included)

EDR DRIVES THE INCREASE IN AVERAGE REVENUE PER SEAT

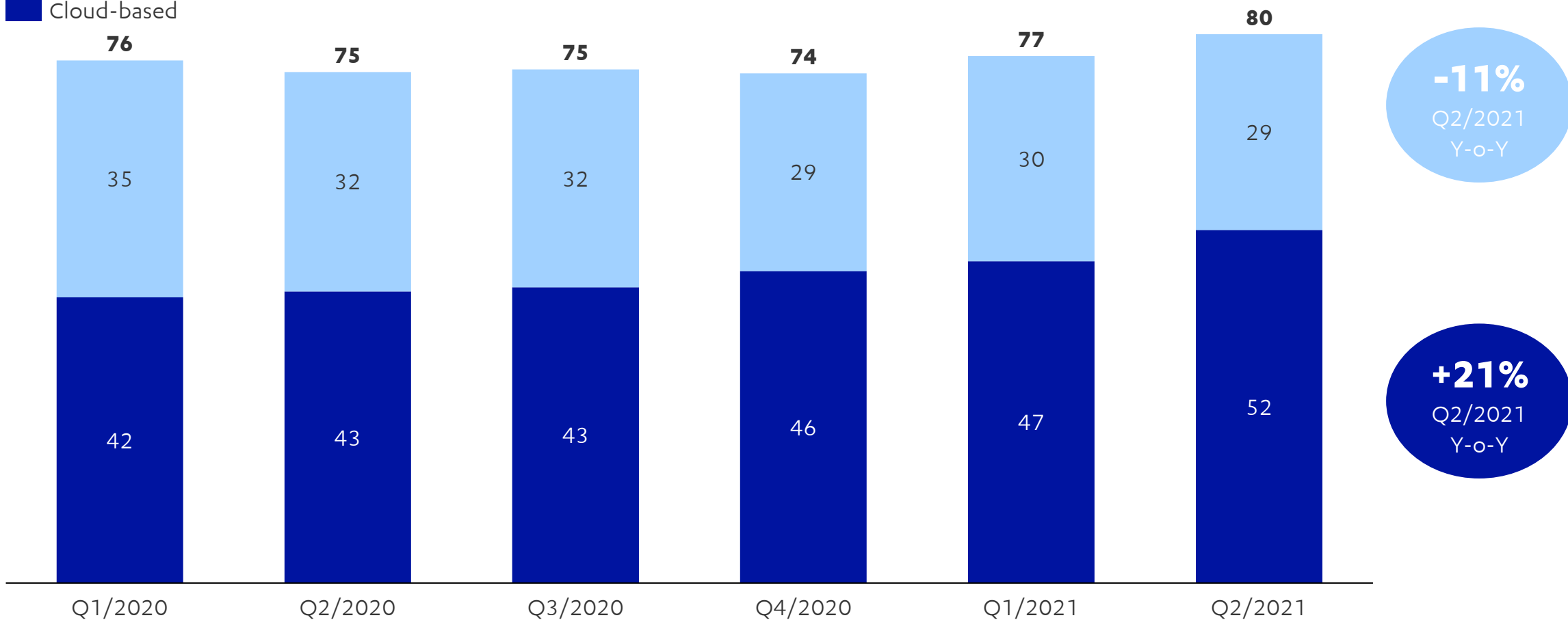
(Corporate Security, Business Security Software, average revenue per seat)



...WHICH DRIVES THE GROWTH IN CLOUD-NATIVE OFFERING

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

On-Premise
Cloud-based





F-Secure®