

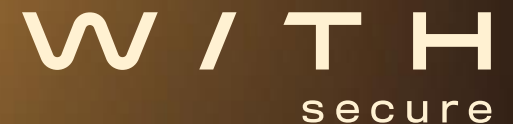
**WithSecure**  
**Interim report Q1 2025**

**Elements ARR growth continued, 70%  
ARR growth for Cloud Protection for  
Salesforce**

**Antti Koskela, President and CEO**

**Tom Jansson, CFO**

**25 April 2025**



# Highlights of Q1 2025

## Elements Company

### Strategy execution:

- Geopolitical events supporting “Flagship of European cyber security” strategy
- Divestment of Malaysian entity, transfer of Asian business to buyer who becomes a key partner to WithSecure
- New key partner agreements, consolidation of smaller partners under strategic distributors
- Consulting divestment progressing as planned, closing in Q2 25

### Financials:

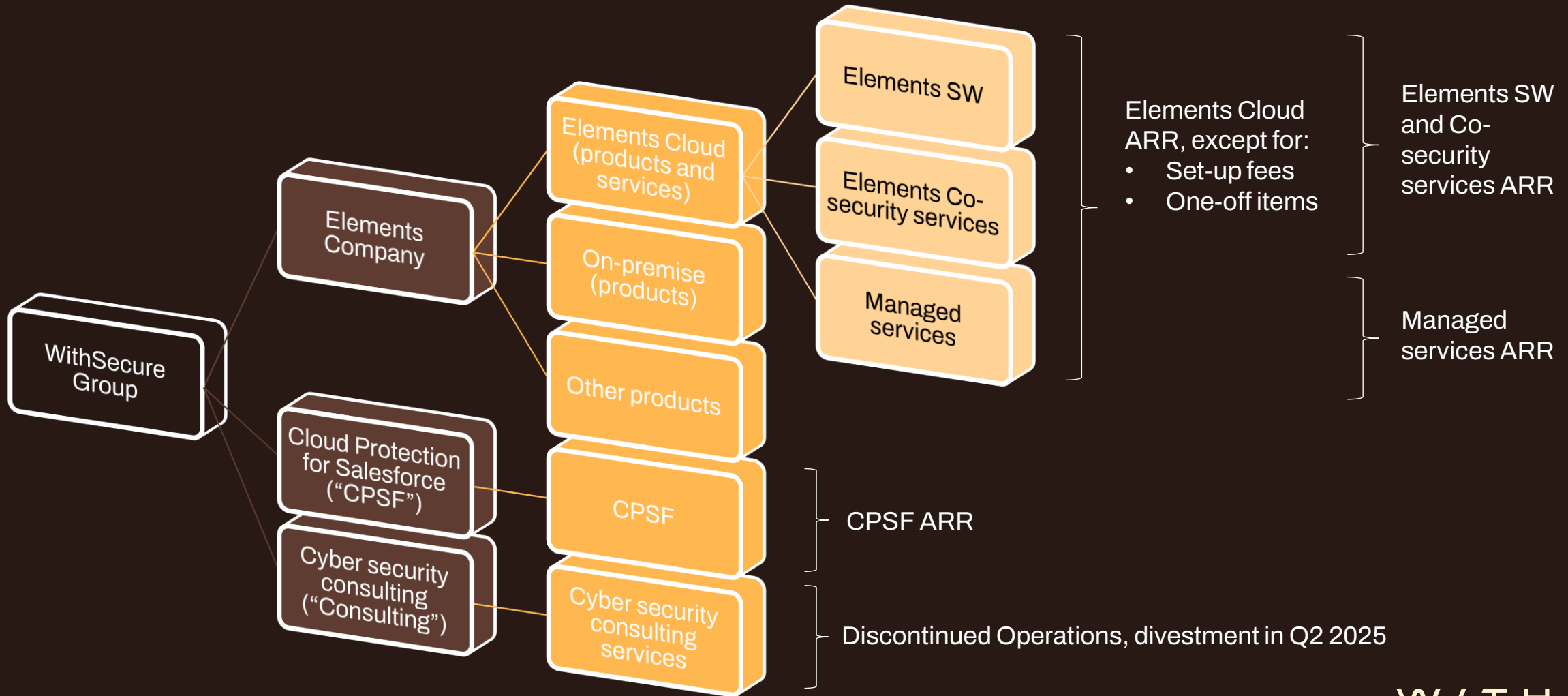
- Elements Cloud ARR growth 8% year-on-year to EUR 86.6 million (EUR 80.5 million)
  - Elements Cloud NRR 103%
  - ARR growth from previous quarter-end 4%
  - Software and Co-security services ARR growth of 14%, new products Exposure Management and Elements MDR becoming meaningful
  - Managed services ARR decline of 8%, mainly driven by UK customers
- Adjusted EBITDA 0.9 million EUR for the first quarter

# Highlights of Q1 2025

## Cloud Protection for Salesforce

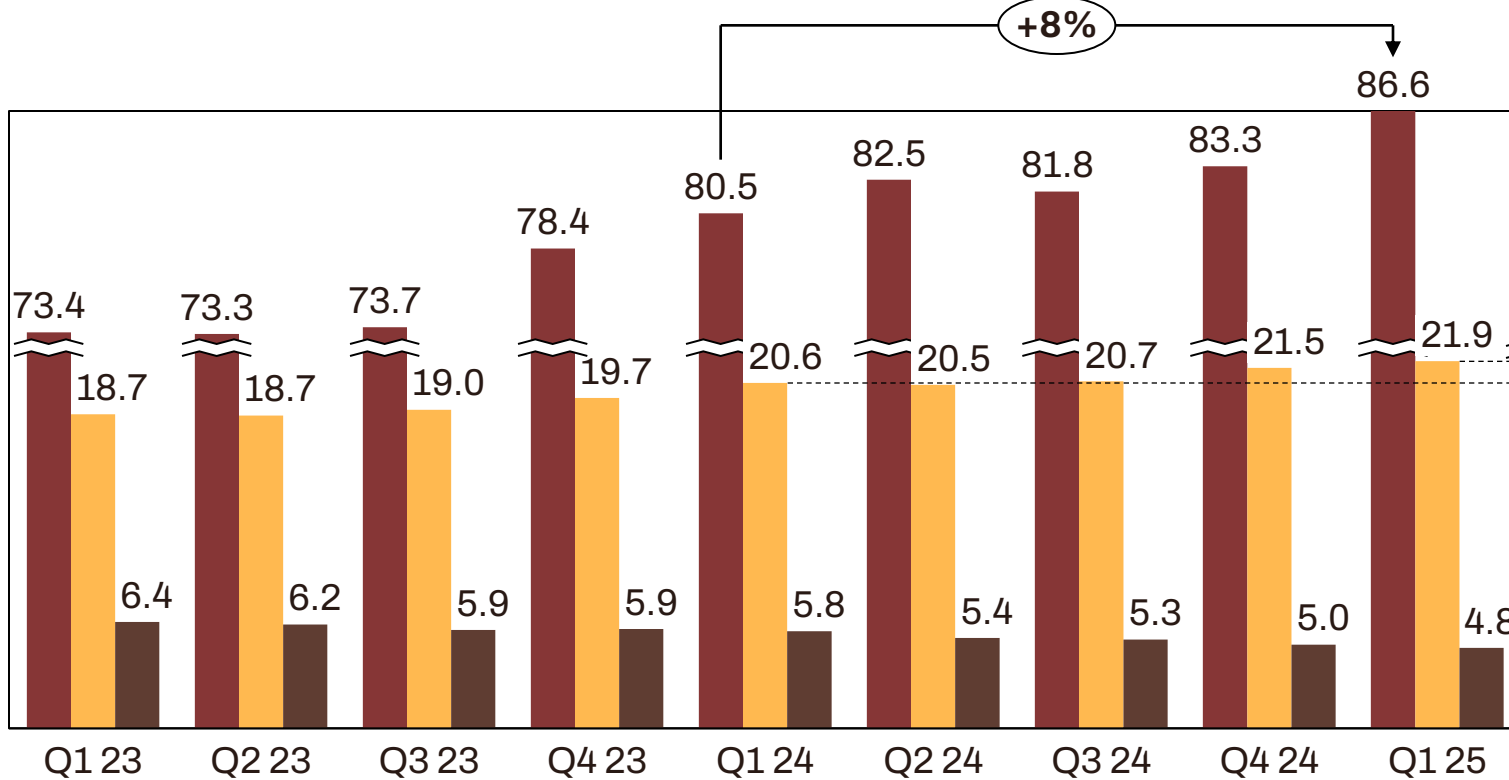
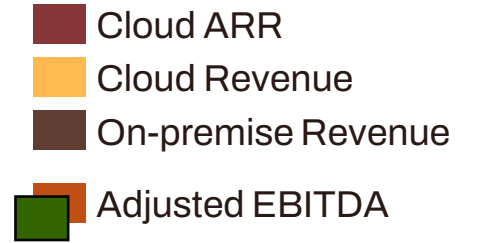
- ARR growth 70% year-on-year, to EUR 13.9 million (EUR 8.2 million)
- Several new logos won in the quarter
- Total number of customers approximately 290 at quarter-end
- Significant growth opportunity
- Developed as independent business inside WithSecure, strategic review options kept open

# Segment reporting structure



# Elements Company

Elements Cloud software and services | Managed Services | On-premise software | Other



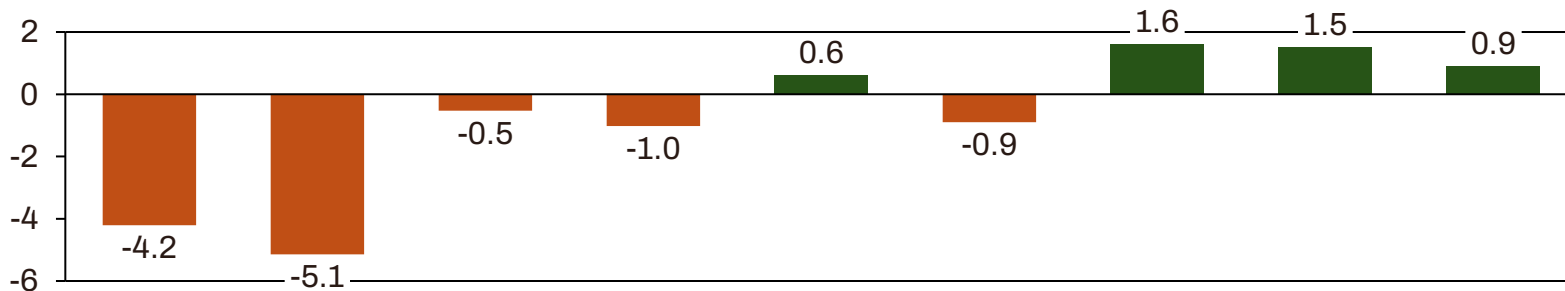
Elements Cloud ARR growth of 8%

- Elements SW and Co-security services ARR growth of 14%, driven by new customers and expansions. Exposure Management and Elements MDR becoming significant in driving growth
- Managed services ARR decline of 8%, mostly related to customers in UK

Elements Cloud Net Revenue Retention (NRR) was 103%

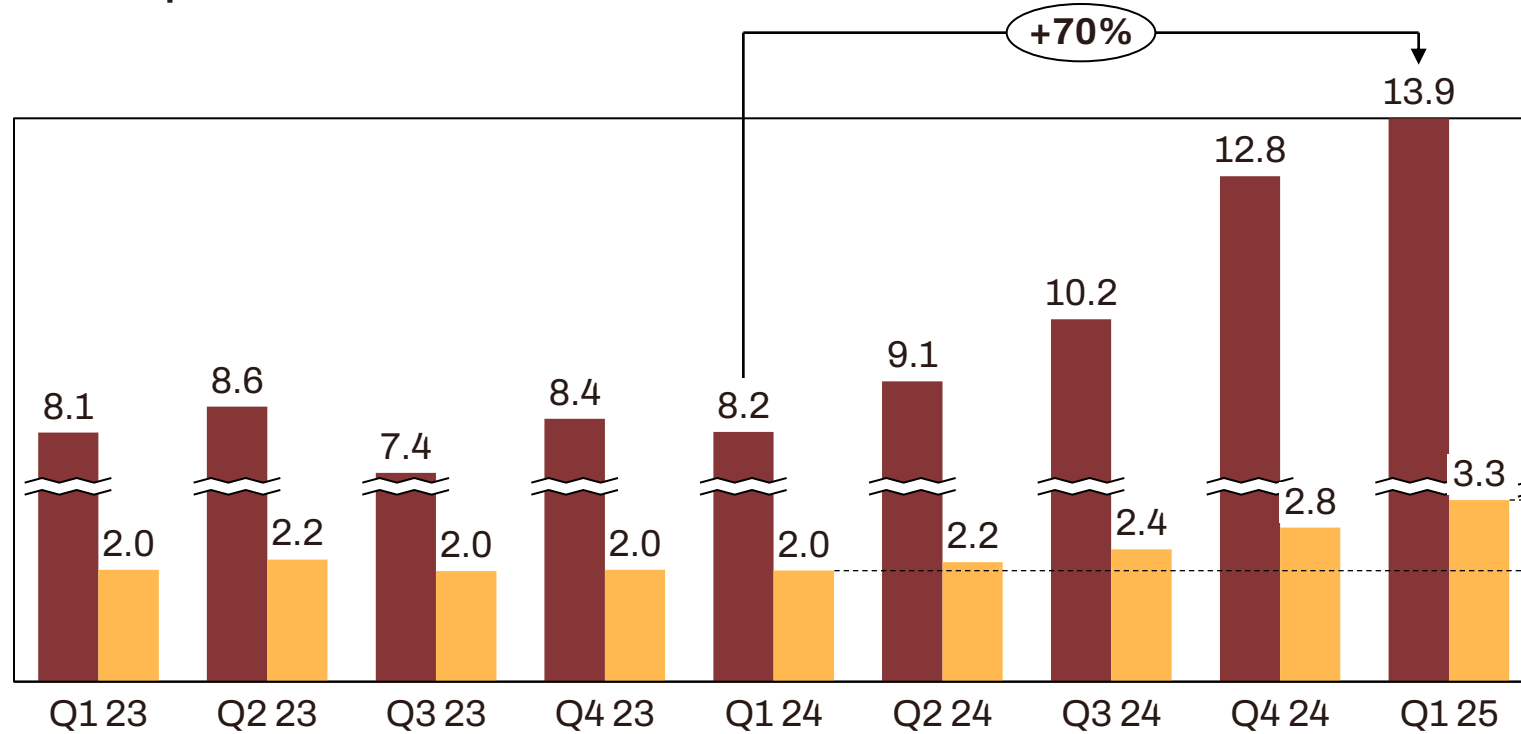
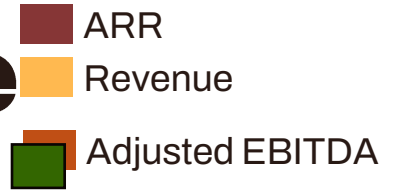
On-premise revenue decline as expected

Adjusted EBITDA EUR 0.9 million



# Cloud Protection for Salesforce

Content protection for Salesforce external content



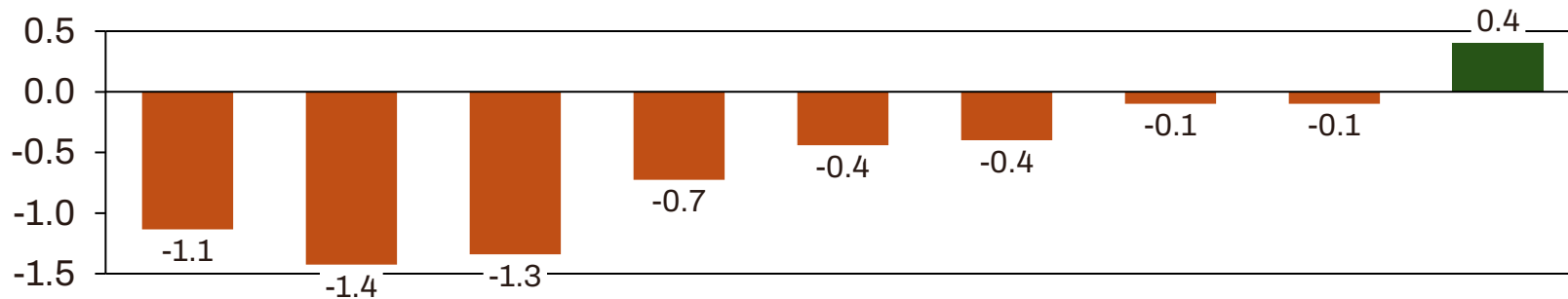
Strong ARR growth

- new logos, both enterprise and medium-sized
- Expansions to existing customers
- Well-managed churn

CPSF NRR was 133%

+63%

Number of customers approximately 290 at quarter-end



First quarter with a positive Adjusted EBITDA for CPSF

# Q1 2025 profitability | WithSecure Group

(mEUR)	1-3/2025	Of revenue	1-3/2024	Of revenue	Change %	FY 2024
Revenue	30.1		28.8		4 %	116.0
Gross Margin	24.4		22.9		6 %	92.6
% of revenue	81.0 %		79.4 %			79.8 %
Other income	0.1		0.4		-83 %	2.0
Operating expenses for Adj.EBITDA 1)	-23.1		-23.2		0 %	-92.6
Sales & Marketing	-11.8	39 %	-11.3	39 %	4 %	-47.9
Research & Development	-8.1	27 %	-9.1	32 %	-11 %	-35.0
General & Administration	-3.2	11 %	-2.7	9 %	18 %	-9.7
<b>Adjusted EBITDA</b>	<b>1.3</b>		<b>0.2</b>			<b>2.0</b>
% of revenue	4.5 %		0.7 %			1.7 %
<b>Discontinued operations Adjusted EBITDA</b>	<b>-1.6</b>		<b>-0.2</b>			<b>1.1</b>
<b>Combined operations Adjusted EBITDA</b>	<b>-0.2</b>		<b>0.0</b>			<b>3.1</b>

- Operating expenses total at the level of Q1 24
- S&M – investments in new customer and partner acquisition
- R&D – optimization of cloud usage for R&D environments, improved efficiency
- G&A – some incremental cost related to ongoing projects

1) Excluding Items Affecting Comparability (IAC), depreciation and amortization.

# Outlook 2025

Annual Recurring Revenue (ARR) for Elements Cloud products and services will grow by 10-20% from the end of 2024.

At the end of 2024, Elements Cloud ARR was EUR 83.3 million.

Elements Company segment's Adjusted EBITDA will be 3-7% of revenue.

Annual Recurring Revenue (ARR) for Cloud Protection for Salesforce (CPSF) will grow by 20-35% from the end of 2024.

At the end of 2024, CPSF ARR was EUR 12.8 million.

Cyber security consulting business will be divested in 2025. Elements company and CPSF will have their own guidance going forward. Both are recurring, subscription-based businesses, which is reflected in the new guidance.



# Medium-term financial target

## *For Elements Company segment*

Over the next three years (2025-2027), WithSecure will become a “Rule of 30+” company.

The components of the target are

- Annual revenue growth as percentage
- Adjusted EBITDA as percentage of revenue

WithSecure is targeting to reach a sum of the components that exceeds 30.

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