



Annual General Meeting, 7 April 2016

REVIEW BY THE CEO

EVOLUTION OF CYBER THREATS AND CHANGES IN THE INFORMATION SECURITY MARKET

AMOUNT OF VULNERABILITIES INCREASES

Number of connected devices (billions of devices):



Source: IDC research, Gartner

INCREASING COSTS FOR COMPANIES FROM SECURITY INCIDENTS

2,5

Million Euros

**Average costs per security incident for
companies in 2015**

+24%

**Security budget growth in companies
2014-15**

+38%

**Growth in the number of reported
security incidents in 2014-15**

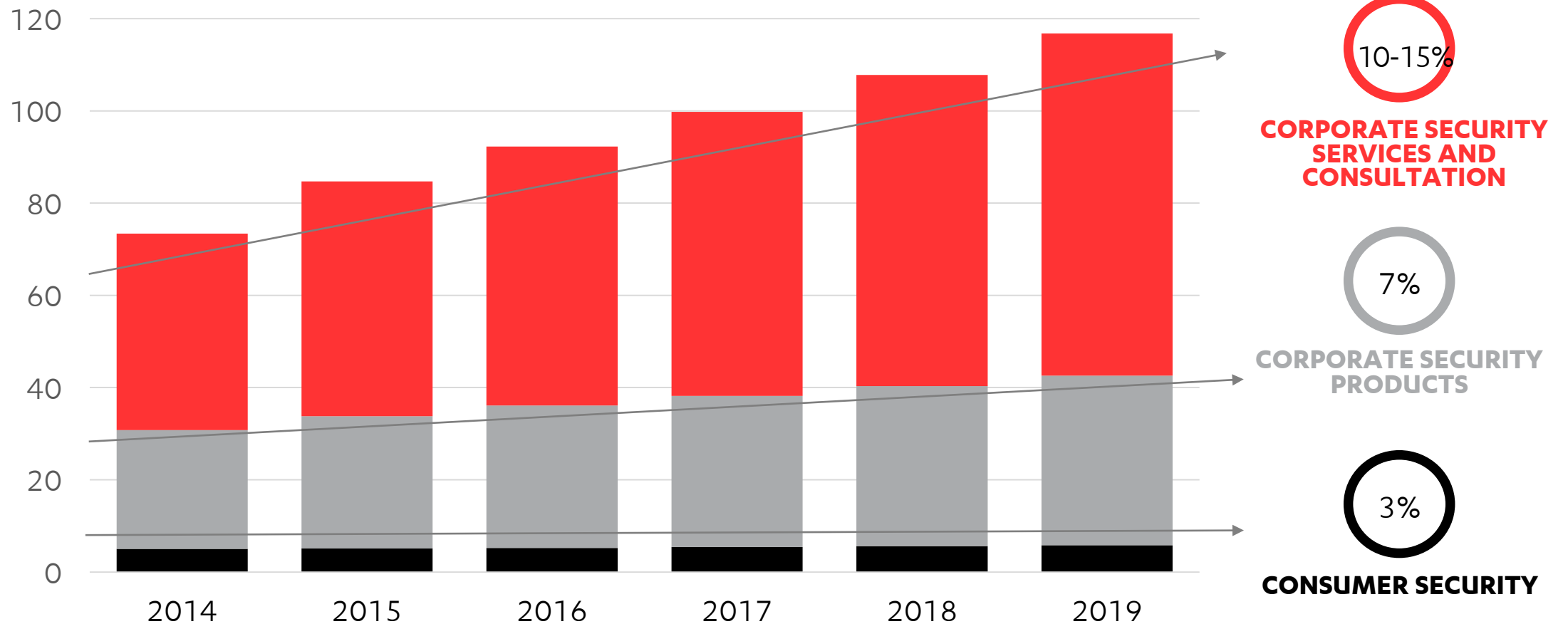
Source: PwC, Global State of information security survey 2016



CORPORATE SECURITY GROWING CONSUMER SECURITY FLATTISH

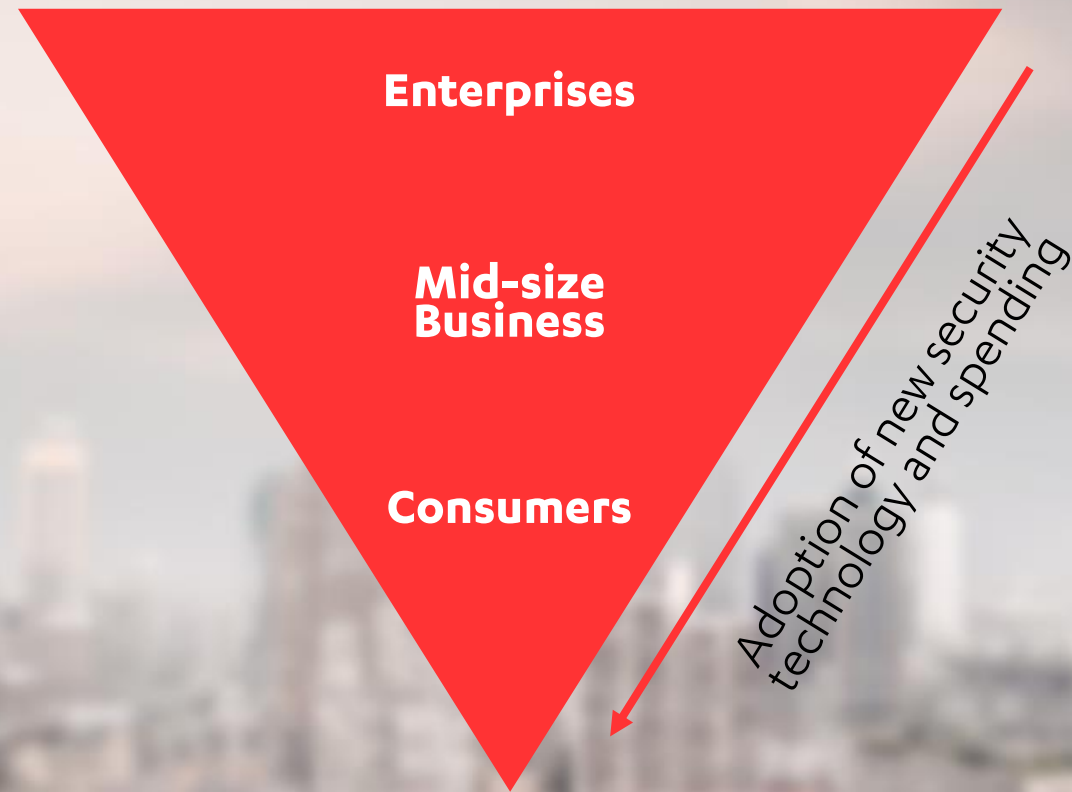
USD billion

Average annual growth



Source: Gartner

ENTERPRISES FACING ADVANCED ATTACKS ARE DRIVING THE SECURITY TECHNOLOGY



THERE ARE 2 TYPES OF COMPANIES:

- 1) THOSE WHO HAVE BEEN BREACHED
- 2) THOSE WHO DO NOT KNOW IT YET

BUSINESS IN 2015
AND THE CHANGE IN THE
STRATEGIC FOCUS
OF THE COMPANY

HIGHLIGHTS FROM THE YEAR 1(2)

F-SECURE REVENUE INCREASED BY 7%

- Growth was both organic (4%) and due to the acquisition of nSense
- Consumer security revenue was EUR 93.8 million, +2 %
- Corporate security revenue was EUR 53.8 million, +18%
- EBIT (non-IFRS) was EUR 22.3 million, or 15 % of revenues

WE COMPLETED TO MAJOR M&AS

- We sold our personal content cloud storage business (younited) in February
- We acquired a cyber security company (nSense) in June
- Due to the acquisition, we gained new expertise, new development resources and new enterprise-level business customers

HIGHLIGHTS FROM THE YEAR 2(2)

A NEW STRATEGIC KEY TARGET

- We aim to become the leading European cyber security company
- F-Secure will continue to invest especially in fastest growing corporate security markets
- In consumer security, we continue to invest aiming for profitable growth

INVESTING IN GROWTH

- We continue our investments in product development and will bring new products to the market for both consumers and corporations
- We aim to recruit over a 100 new security professionals, new cyber security experts, product developers as well as new sales people
- We continue to expand our reseller sales channel especially in Europe and Japan
- We also aim to grow through M&A

THE FOCUS OF F-SECURE BUSINESS HAS CHANGED

CONSUMER SECURITY

**OPERATOR
CHANNEL**
200+ operators

**ONLINE AND
TRADITIONAL
RESELLERS AND
PARTNERS**



PERSONAL CLOUD STORAGE (SOLD)

CORPORATE SECURITY

IT RESELLERS
3500+ partners

**CYBER SECURITY
SERVICES FOR
ENTERPRISES
(ACQUIRED)**



BUSINESS HIGHLIGHTS

CONSUMER SECURITY

- Revenues from consumer security increased by 2% and were EUR 93.8 million
- Operator channel revenues increased by 1 %
- Majority of consumer security revenues from SAFE, direct sales in good growth
- Freedom gradually increasing share of the revenues
- Significant new partnerships
 - ACER
 - TCL/Alcatel
- F-Secure Sense, a new security product for connected home devices

A NEW PRODUCT

F-Secure SENSE was announced in November 2015. SENSE was designed for people who want security and privacy for their homes,

BUSINESS HIGHLIGHTS

A black and white photograph of two men, one in the foreground and one slightly behind him, both smiling and looking towards a laptop screen. The man in the foreground is wearing a light-colored t-shirt, and the man behind him is wearing a light-colored button-down shirt. The background is blurred, showing what appears to be an office or modern interior setting.

CORPORATE SECURITY THROUGH RESELLERS

- Overall revenues from corporate security increased by 18% and were EUR 53.8 million
- Revenues through the reseller channel increased most in Japan, Germany, France and North America
- Driven by growing number of active resellers, new successful sales models
- Investments continue

CUSTOMER SATISFACTION HIGH

PSB remains highly valued in the market, with satisfaction levels among partners and end-customers exceeding or on par with the best competitors in all relevant markets

BUSINESS HIGHLIGHTS

CYBER SECURITY SERVICES

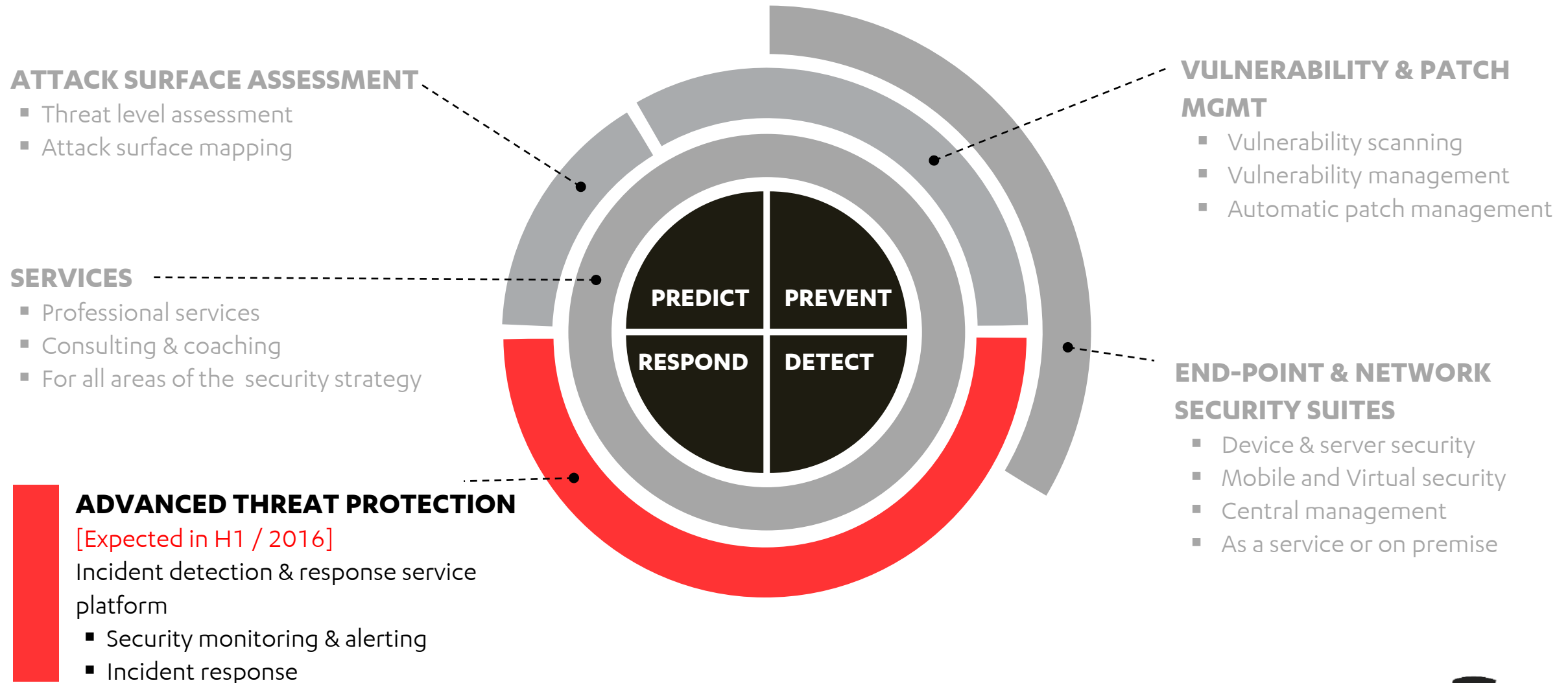
- Added to the F-Secure corporate security offering following the acquisition of nSense
- Cyber security services and products to large enterprise-level corporate customers and businesses with critical IT infrastructure
 - Incl. incident response and forensic expertise, vulnerability assessment, and threat intelligence
- All areas of the business developed as planned
- High demand in the market

PRODUCT SALES INCREASED

Sales the vulnerability management product (Radar) progressed well



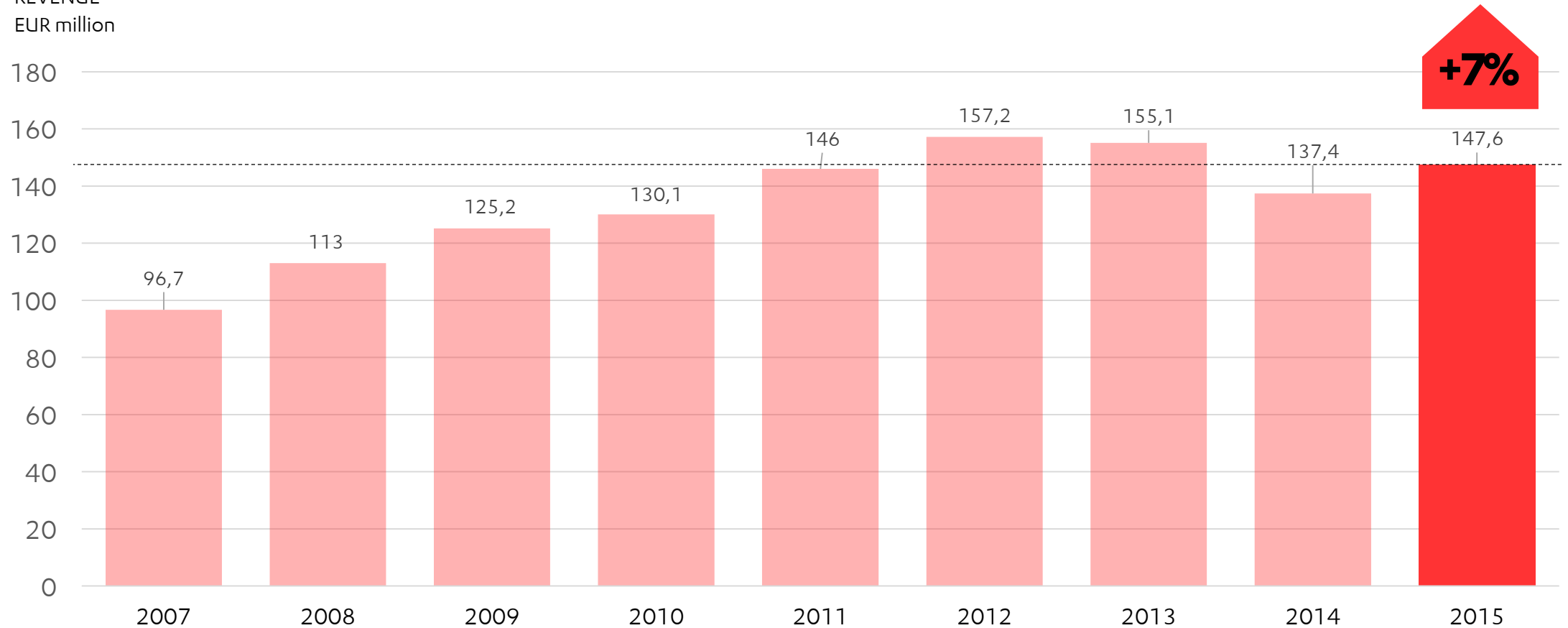
A NEW CYBER SECURITY SOLUTION TO BE LAUNCHED IN Q2



FINANCIAL KEY FIGURES AND OUTLOOK FOR 2016

IN 2015 WE RESUMED THE PATH OF GROWTH

REVENUE
EUR million

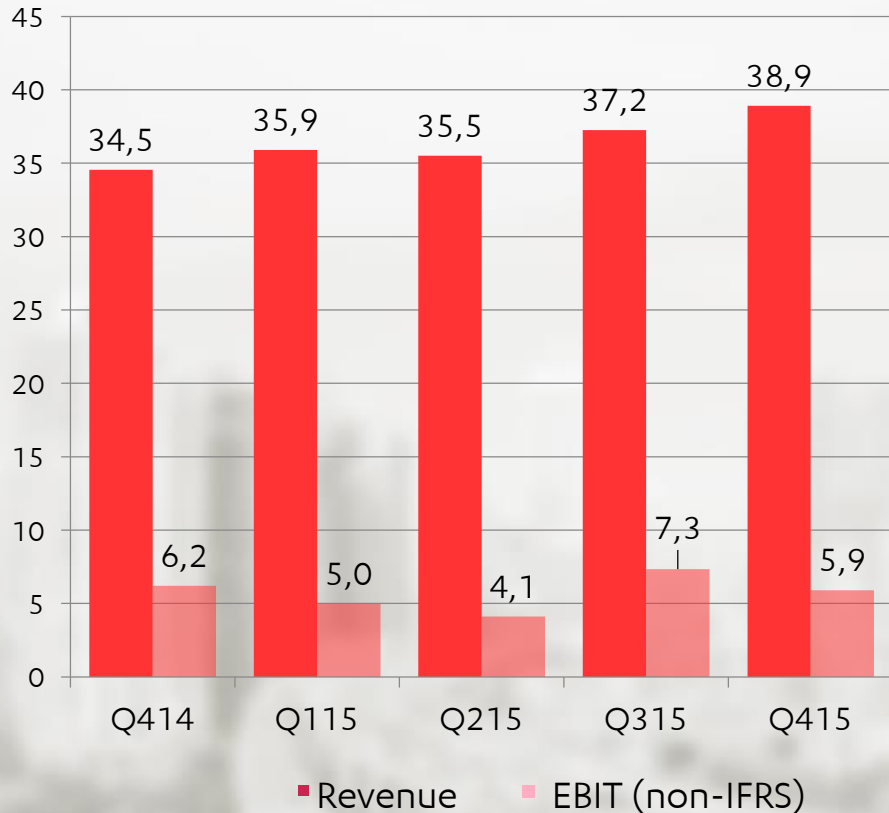


F-SECURE IS FINANCIALLY SOLID COMPANY

F-Secure total revenue was EUR 147.6 million in 2015.
EBIT (non-IFRS) was EUR 22.3 million, or 15 % of revenues.

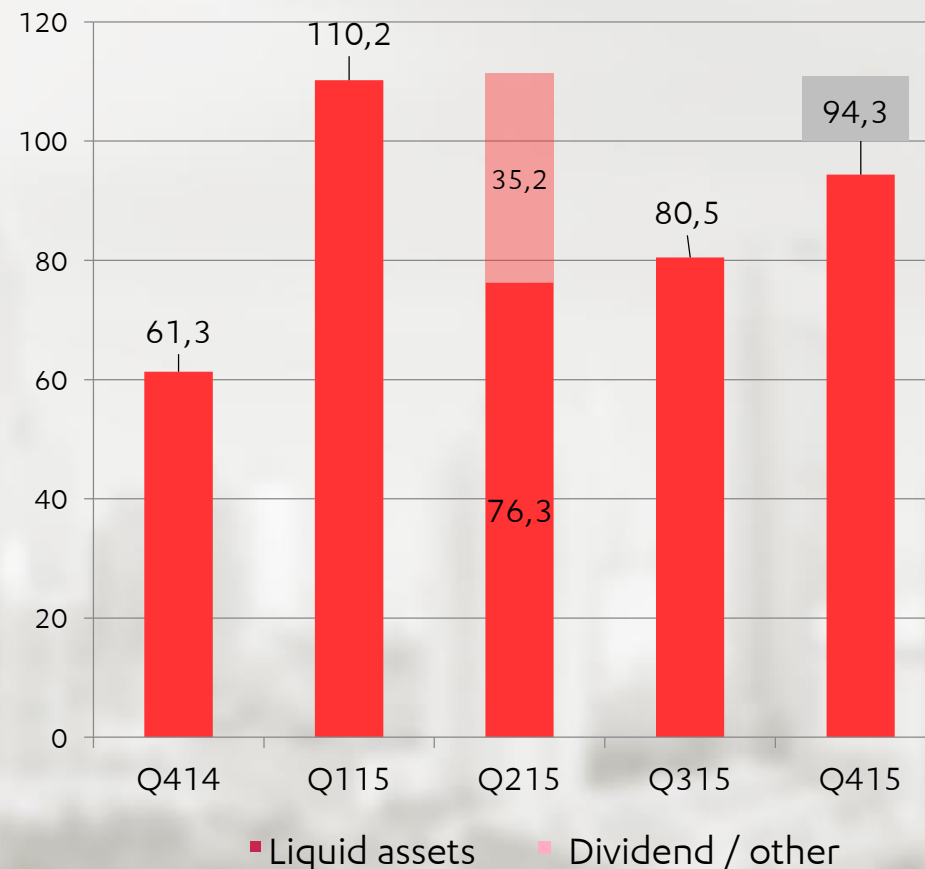
Revenue and EBIT (non-IFRS)

EUR million



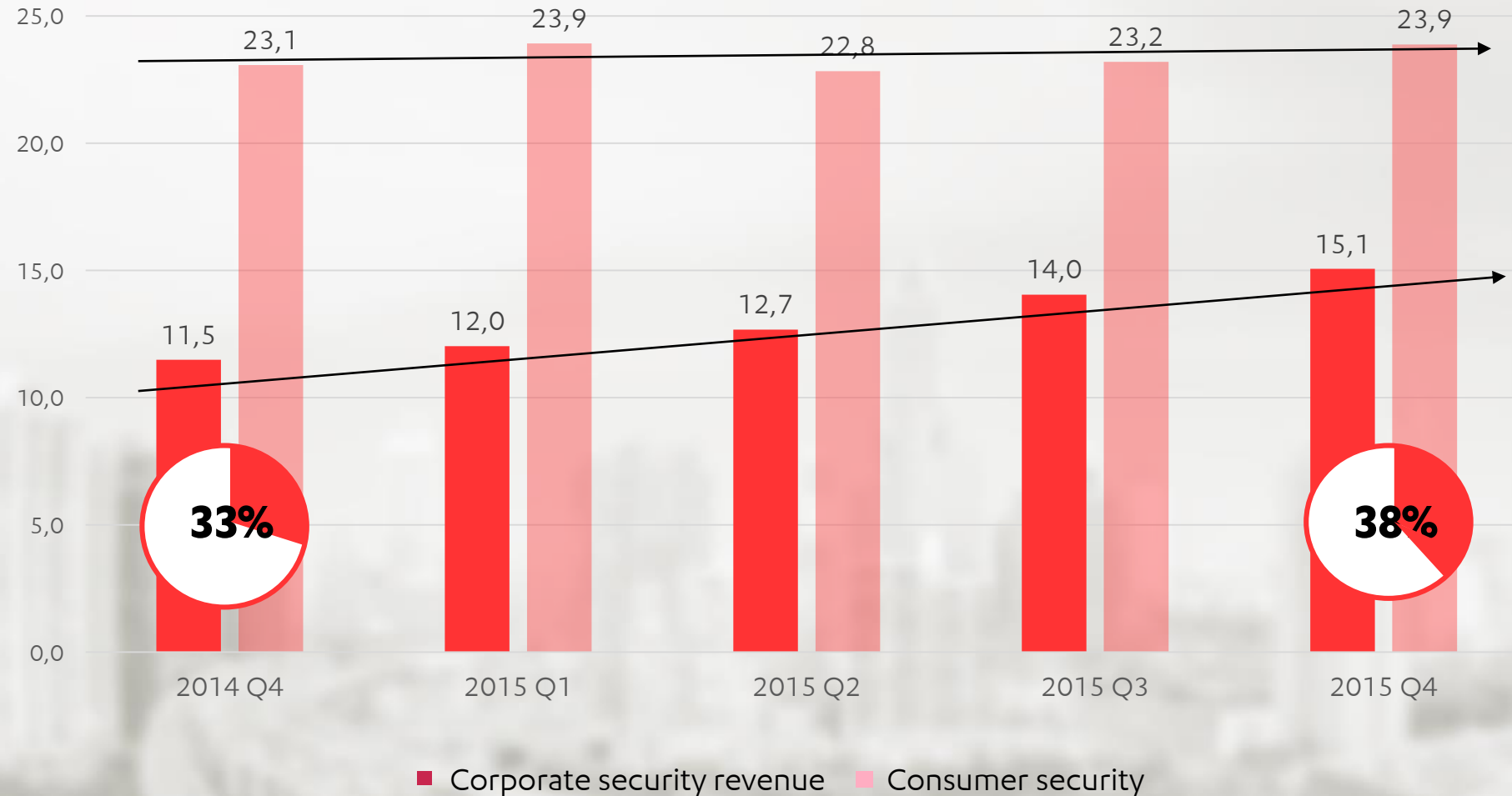
Liquid assets

EUR million



CORPORATE SECURITY'S SHARE OF TOTAL REVENUE IS STEADILY INCREASING

EUR million



OUTLOOK FOR 2016



REVENUE

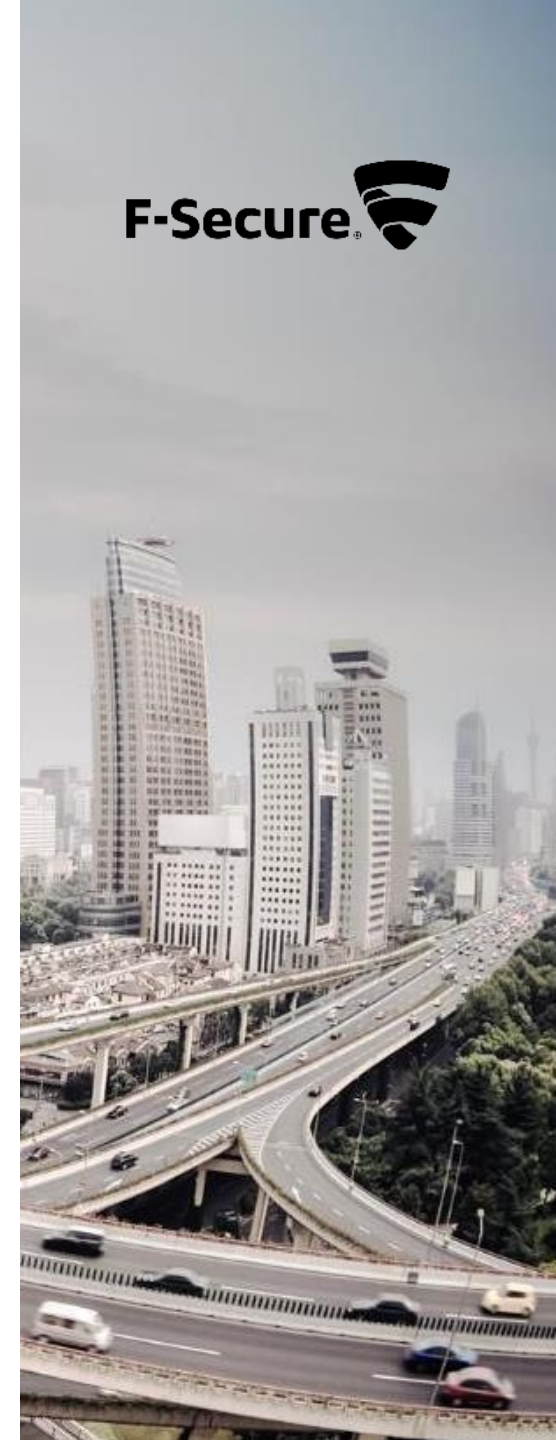
F-Secure anticipates its overall security revenues to grow in 2016 compared to the year before (2015: EUR 148 million).

PROFITABILITY

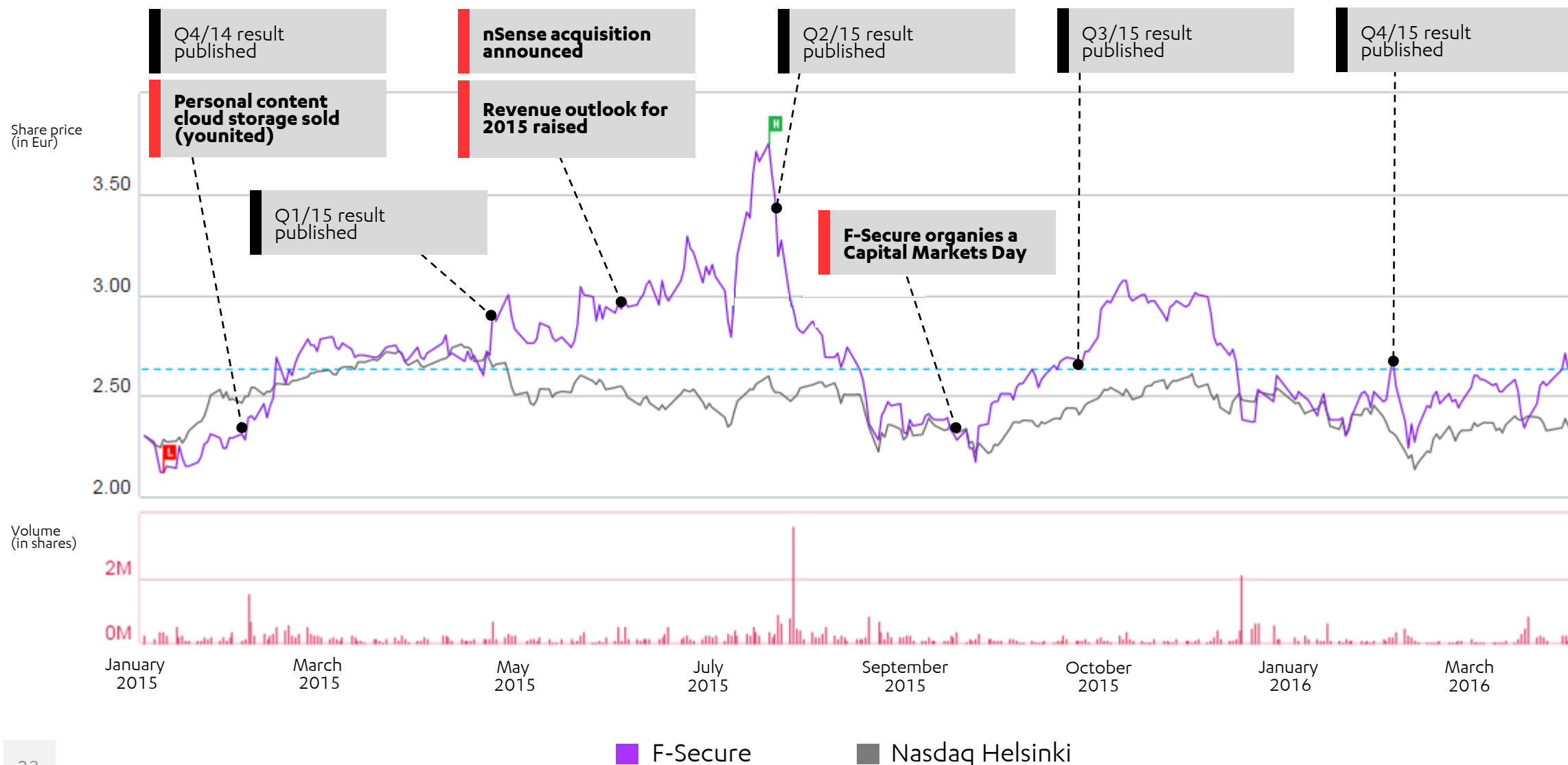
EBIT for continuing operations is estimated to be EUR 17-21 million (2015: EUR 20 million).

Description

- Revenue growth is expected to continue especially in the Company's cyber security services, corporate security products (in particular Protection Service for Business) sold through the reseller channel, and direct-to-consumer sales of F-Secure's multi-device security offering SAFE and the privacy product Freedom. Sales of through the operator channel are expected to remain largely flat
- Revenues from new products are difficult to estimate and may remain low. Their cost impact has been taken into account in the Company's profitability guidance
- The guided EBIT figure is not directly comparable to that given in 2015
- The Company prioritizes growth over short-term profitability



F-SECURE SHARE PRICE 1.1.2015-





**WE AIM TO BECOME
THE LEADING EUROPEAN
CYBER SECURITY COMPANY**

QUESTIONS?
THANK YOU!

