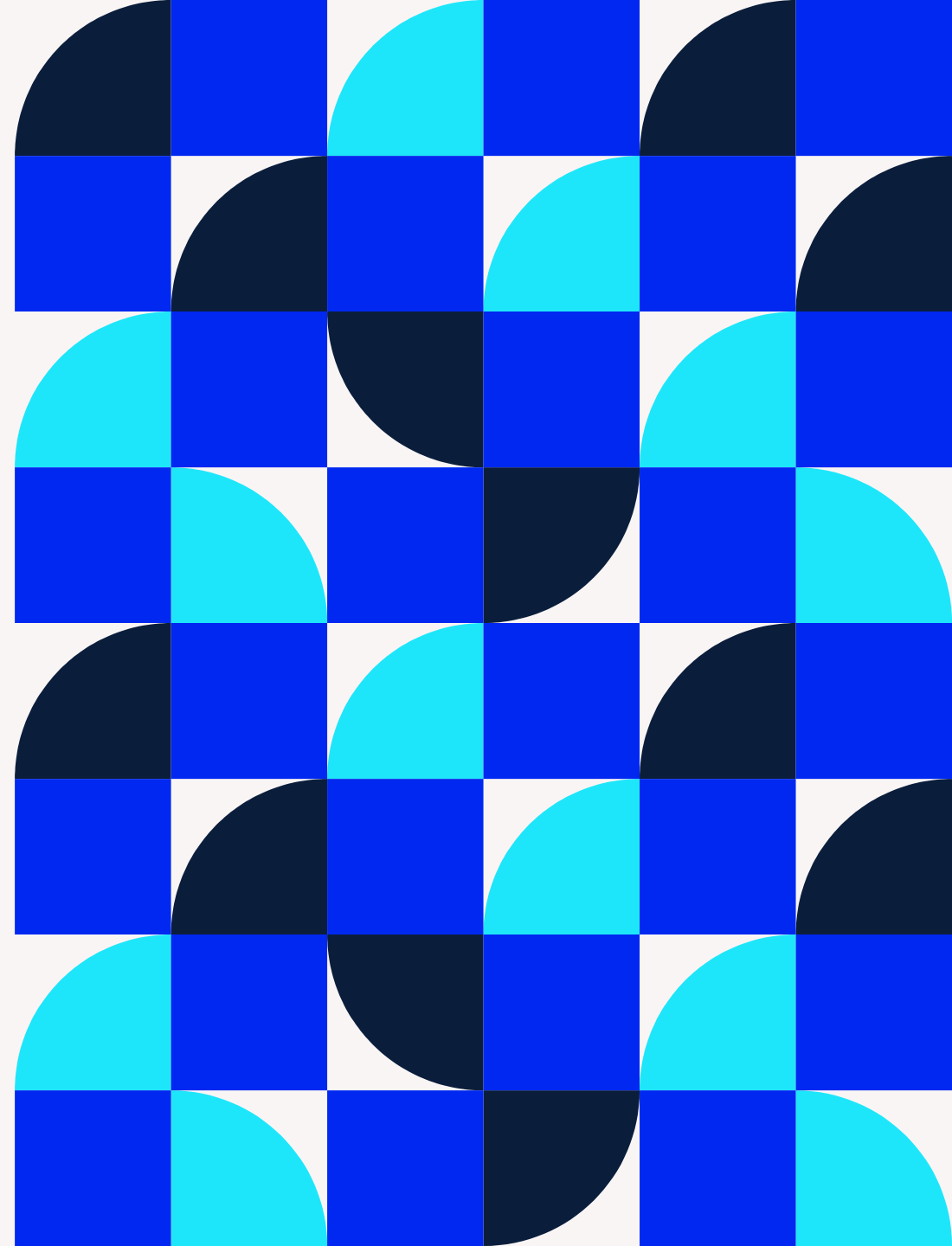




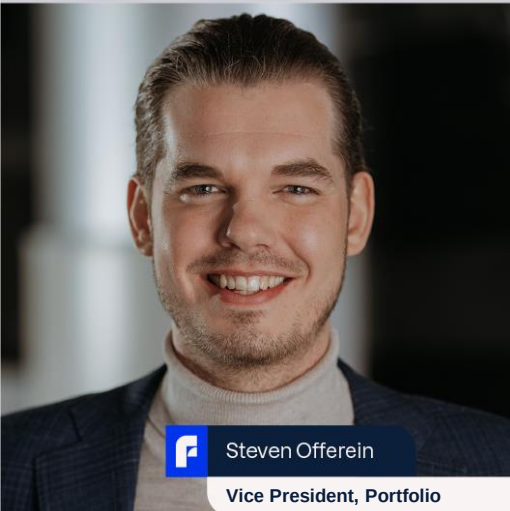
Stronger Together

Investor Day 2023

20 September 2023



F-Secure Investor Day – our speakers today



Disclaimer

This presentation contains forward-looking statements (such as, by way of example only, expressions “believes”, “expects”, “foresees” or similar) that reflect the current views and assumptions of F-Secure Corporation (“F-Secure”). These forward-looking statements include (but may not be limited to) statements with regard to the expected development of business, results of operations and financial position of F-Secure. Accordingly, you should consider them with caution and understand that they are not historical facts or promises. Such statements are subject to risks and uncertainties, most of which are difficult to predict and are generally beyond the control of F-Secure. Some of the factors that might influence our ability to achieve our objectives include (but are not limited to) the progress of our strategy implementation, stronger than expected competition, macroeconomic developments, technological innovations, market consolidation, legal proceedings, government actions and regulatory developments, each and all of which may have an adverse effect (which may be material) on our results. Further, the economic downturn in our markets may also have an impact on our business development and the availability of financing on favourable conditions. If these or other risks and uncertainties materialize, or if the assumptions underlying any of these statements prove to be incorrect, our actual performance may materially differ from the performance expressed or implied by forward-looking statements. We offer no assurance that our estimates or expectations will be correct or accurate and therefore our results may differ significantly from those set out in any forward-looking statements as a result of various factors. Except as required by any mandatory obligations under capital market laws and regulations, we do not assume any obligation to update forward-looking statements to take new information or future events into account or otherwise.



A few words about **practicalities**

Sense of security for all

Timo Laaksonen

President and CEO

Investor Day 2023





Bringing sense of security ubiquitously to digital moments



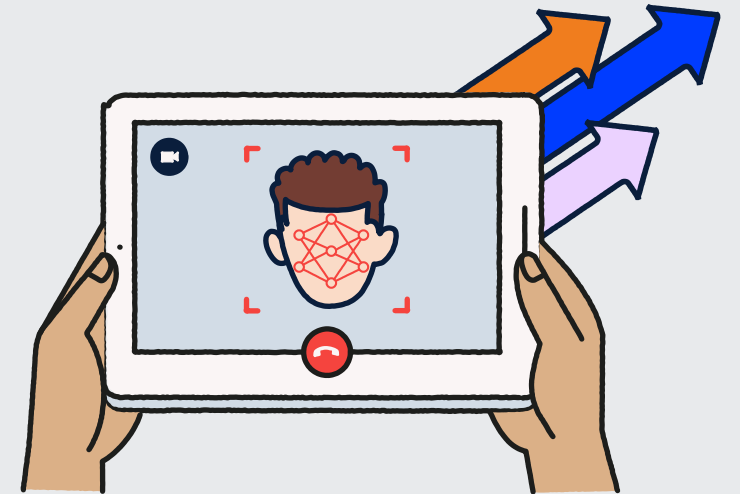
Megatrends driving our vision



Vulnerable digital moments



Complexity overload



Rise of Generative AI

Sense of security for all



Growth fundamentals

Addressable Market

- 1) Tier 1 and new vertical partnerships
- 2) Best partner experience

Value Increase

- 1) Total conversion
- 2) Embedded experiences

Aspirational Culture

- 1) Global growth mindset
- 2) Agility



Expanding market reach



Partner Business

Communication Service Providers

NEW!

Tier 1

Tier 2 +

New Verticals

NEW!

Fintech and
Insurtech

Banking and
Insurance

Direct Business

eCom

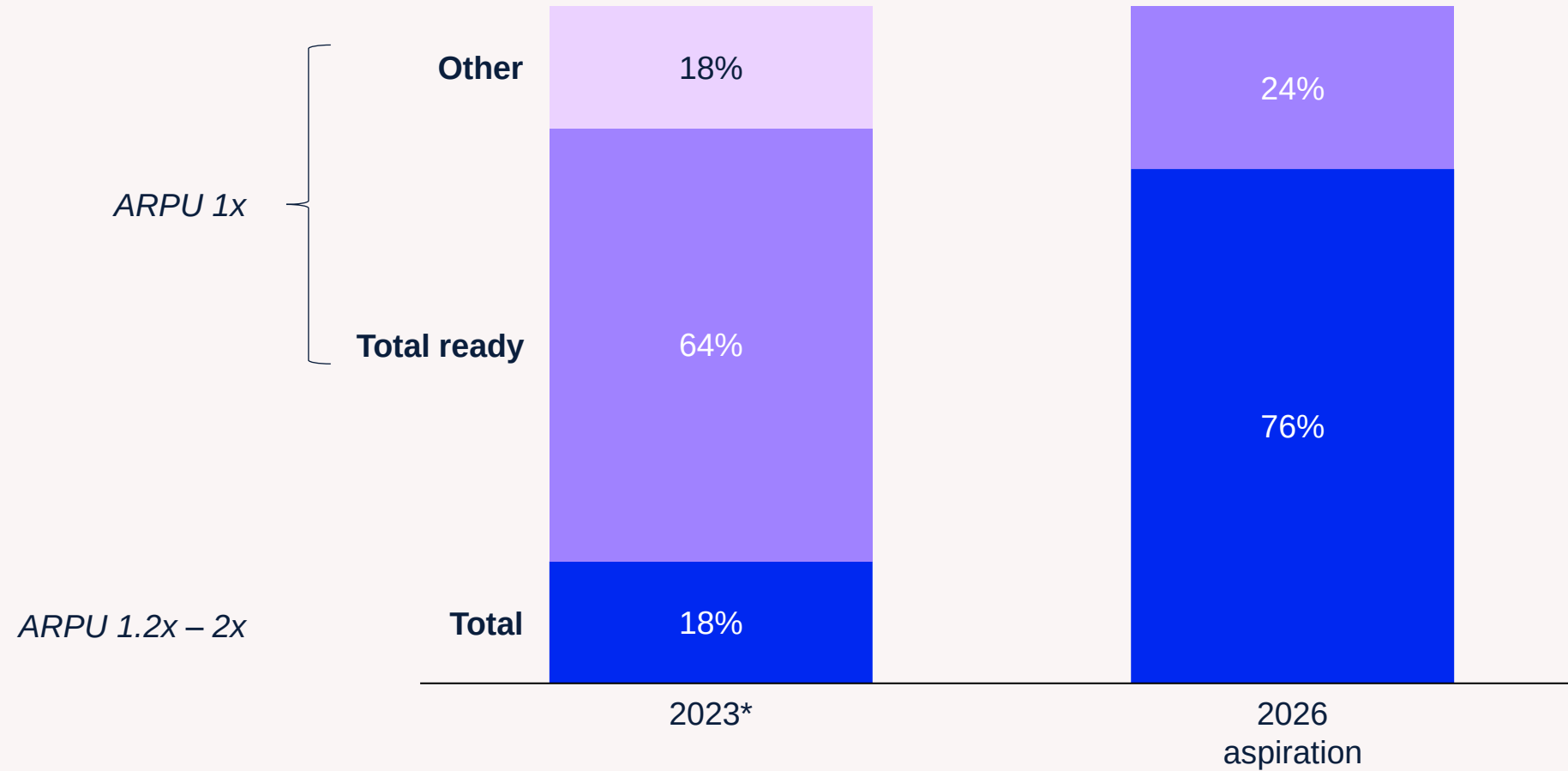
AppStores

1 Billion+
Addressable
Consumers by 2026



Substantial value potential in Total conversion

Partner Business revenue – security apps



Partner testimonial: Embedded Security

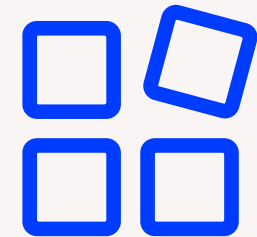
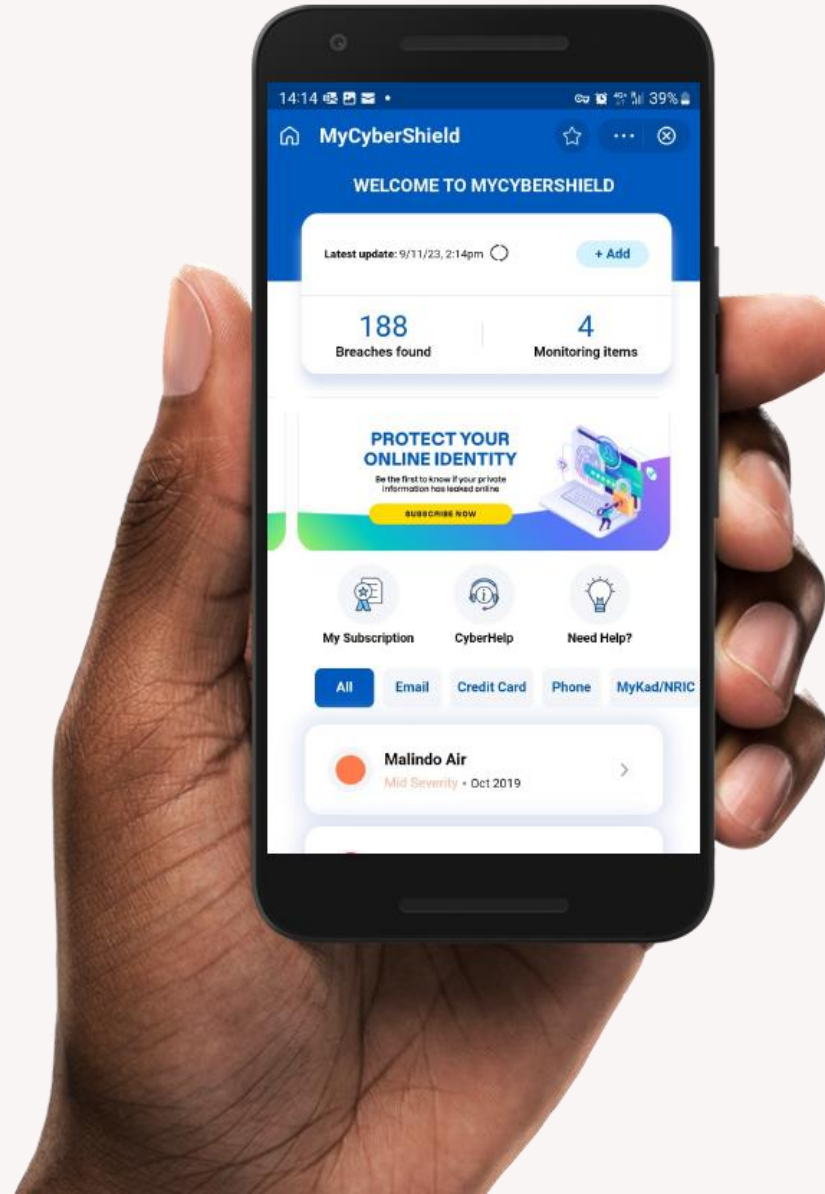
Danny Chua, Touch 'n Go Digital



Superapps

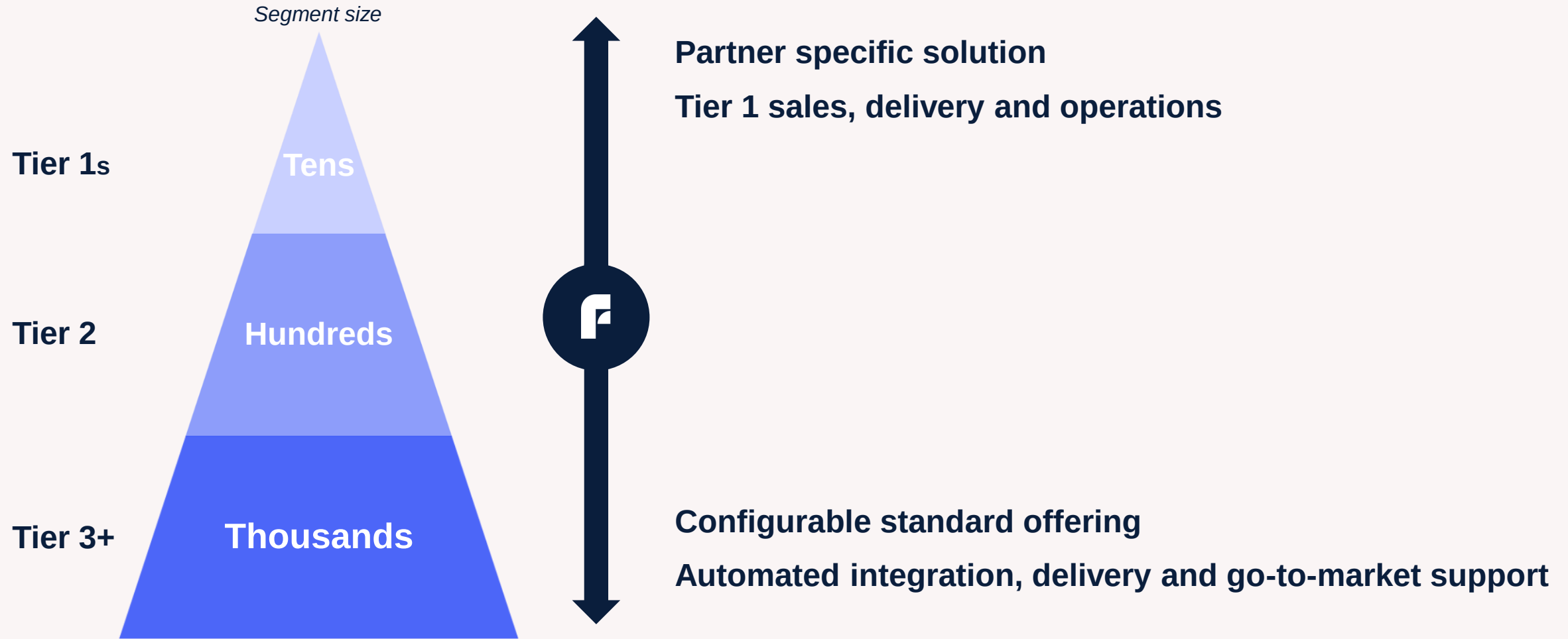
Removing friction and expanding market reach

By 2027, more than 50% of the global population will be daily active users of multiple superapps*



Best partner experience

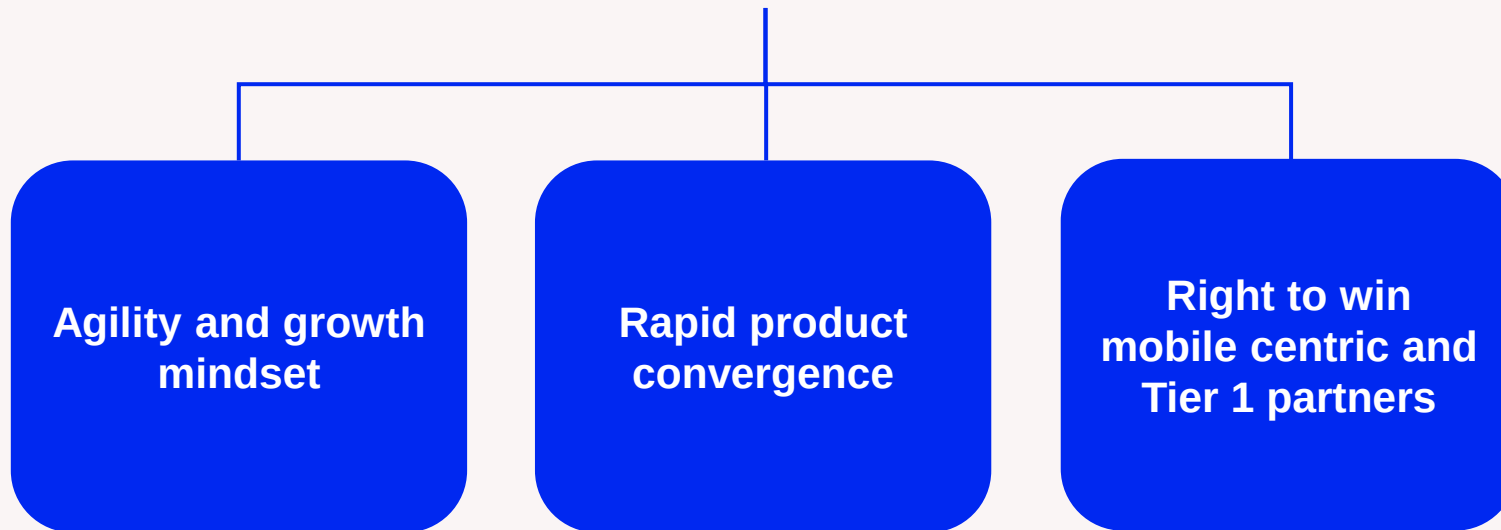
Expanding partner engagement models



Stronger together with Lookout Life

LookoutLife

By F-Secure®



A global company

525 fellows

46 nationalities

Fellows in 17 countries

Half of the leadership team from outside Finland

Significant presence in Finland, USA, Malaysia and India

Customers in >100 countries



At F-Secure, we proudly employ individuals from 44 different nationalities.

In fact, over the past year, 59% of our new hires in Finland are expatriates who have chosen to build their careers in this country. This highlights the importance of attracting top talent from around the world.

Timo Laaksonen
CEO



Journey to becoming the security experience leader

2023

2024

2025

2026



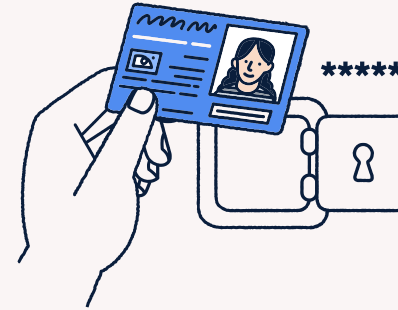
Total

Growth through Total and replacing stand-alone products



Agility

2x Customer base with service that talks to people



No.1 Security Experience

Double-digit revenue growth



Tier 1 Partner Excellence

Leader among Tier 1 partners

Q&A

Creating the #1 security experience

TL Viswanathan

Chief Product Business Officer

Investor Day 2023



What are we solving?

Complexity overload

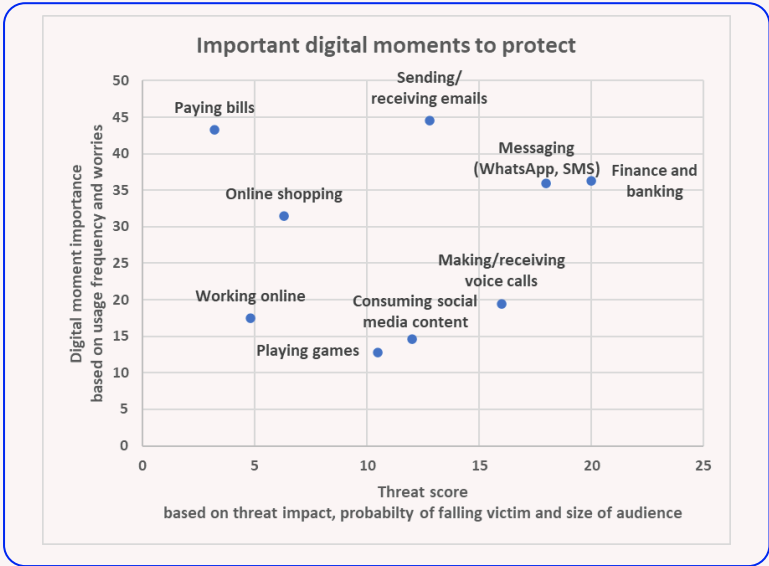


66%
find cyber security too complex

57%
willing to pay for more simple experiences

Simplicity

Vulnerable digital moments



Protecting from Scams

Sense of security



75%
worry about online safety

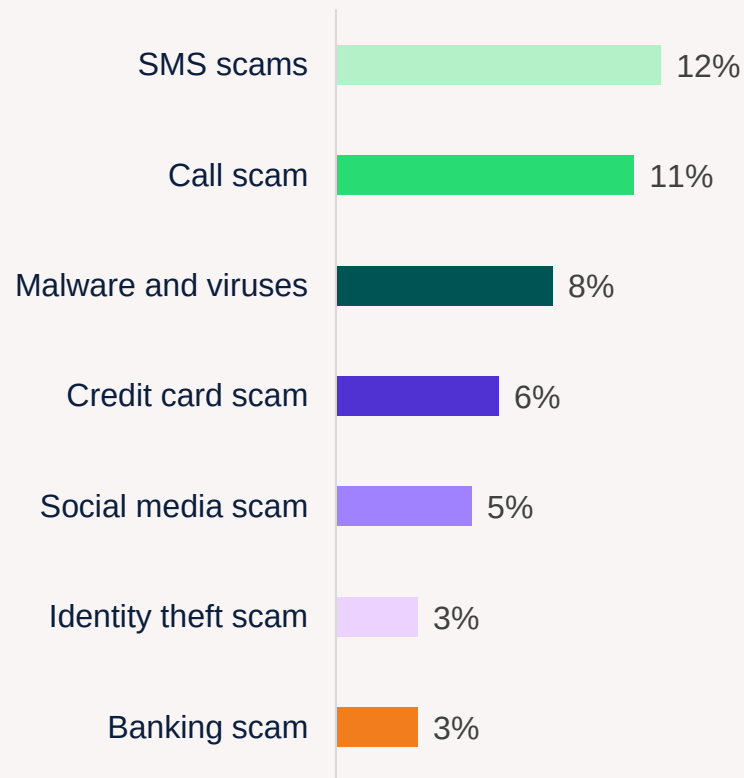
40%
value all-in-one online protection for all devices

Holistic

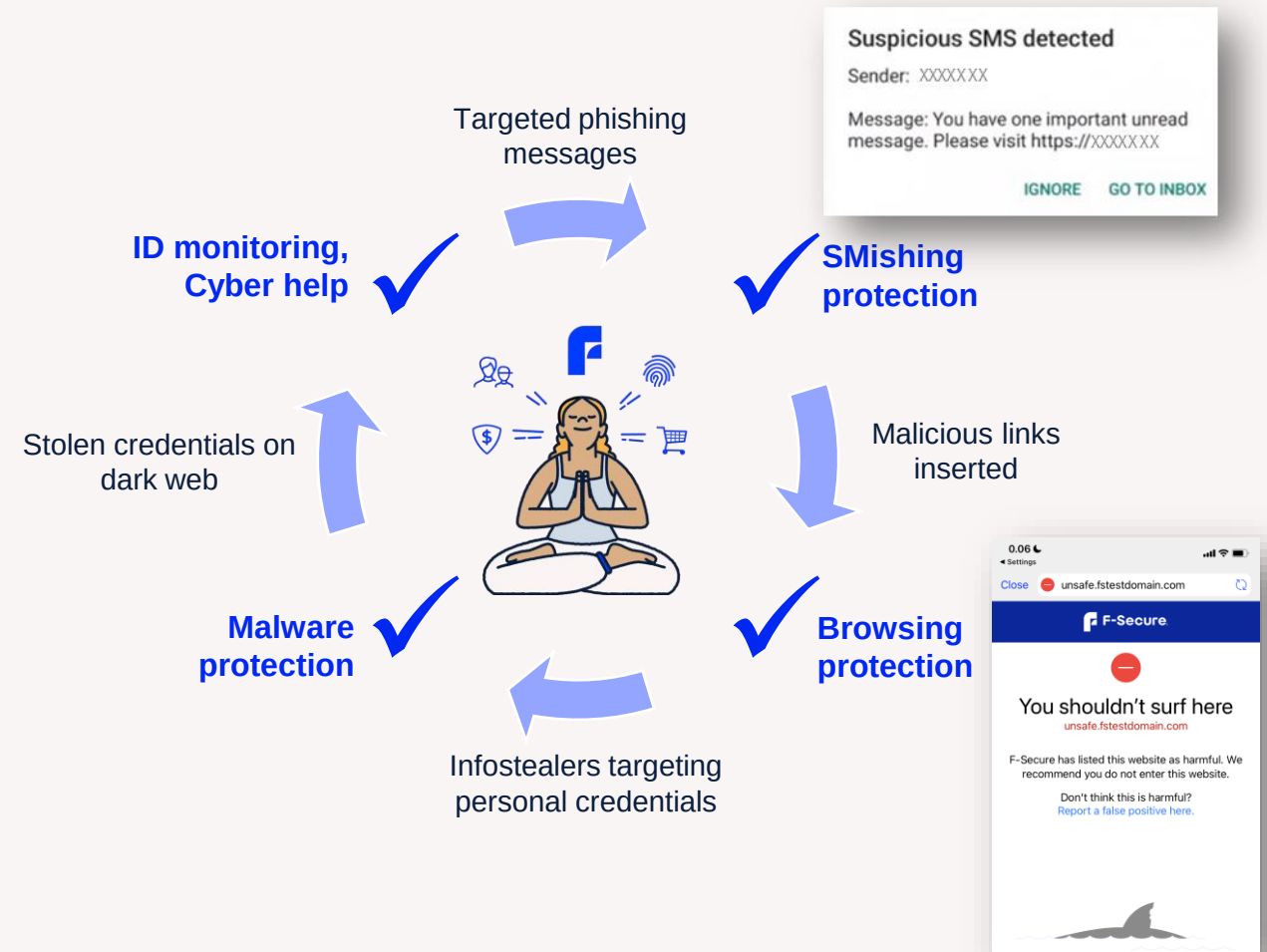
Holistic scam protection for digital moments

At home & on-the move, across connected device

Scams are the most common form of cyber crime



Example of holistic scam protection



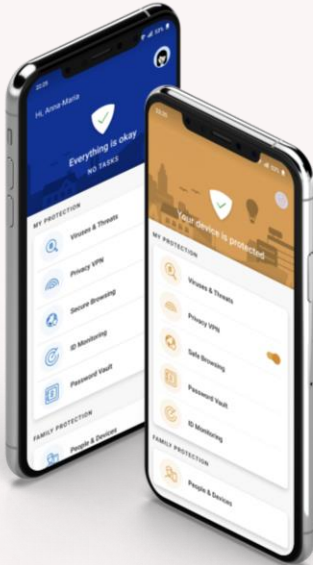
Comprehensive portfolio with flexible delivery models



Total

Protection delivered through F-Secure experience

**F-Secure
branded**



**Co-branded for
Partners**



Embedded Security

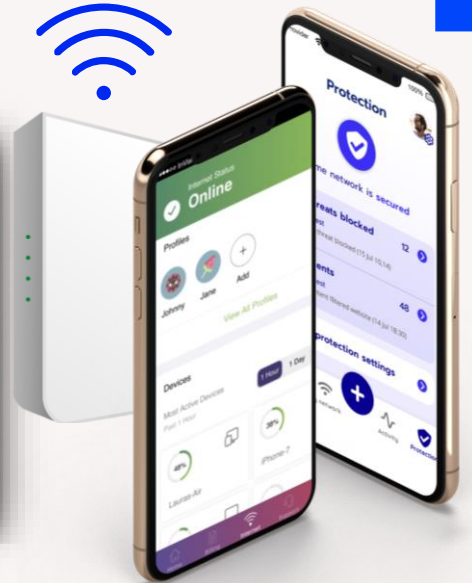
F-Secure assets built in to applications, routers* and networks as SDKs or APIs



**AT&T Active Armor
custom mobile app**

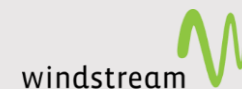
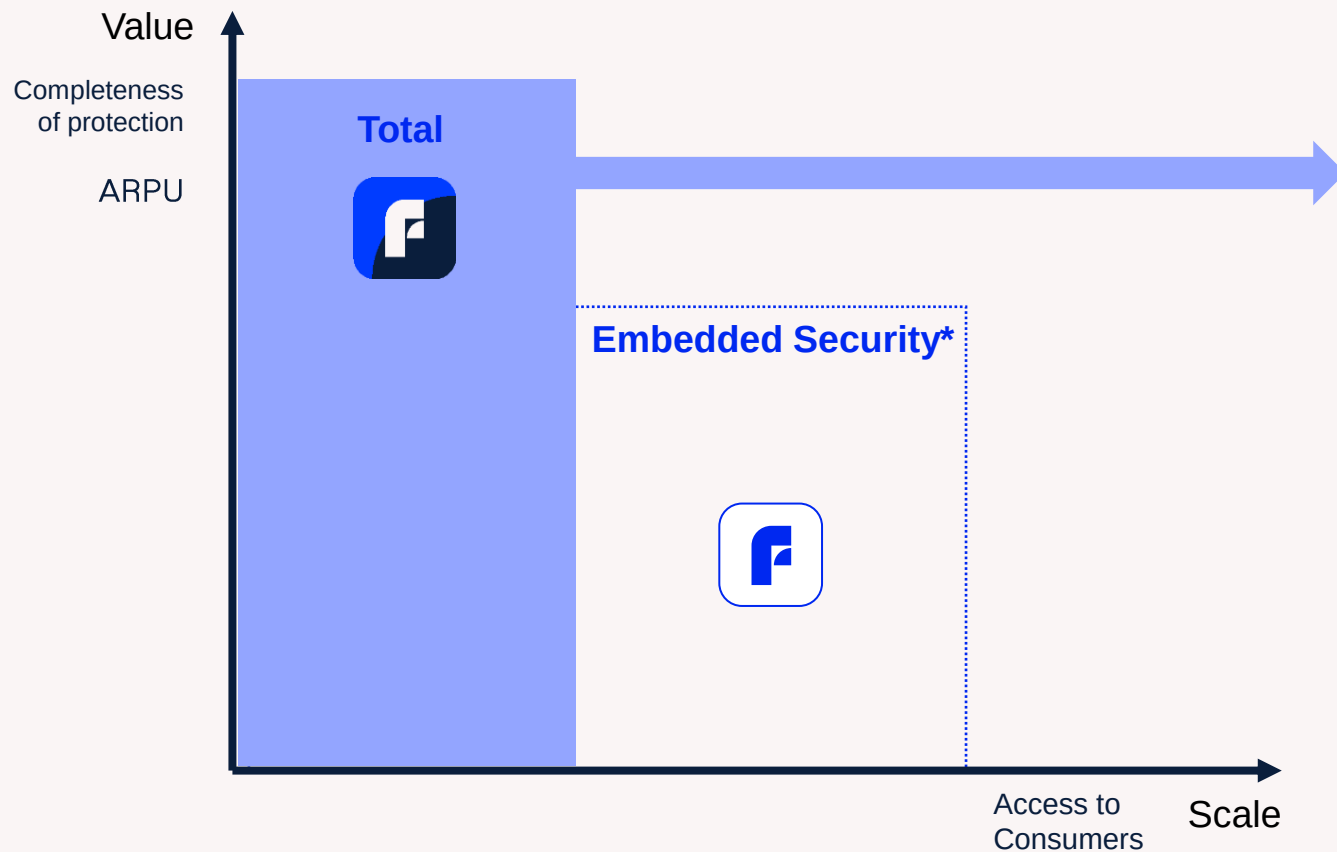


**Superapp with ID
monitoring**



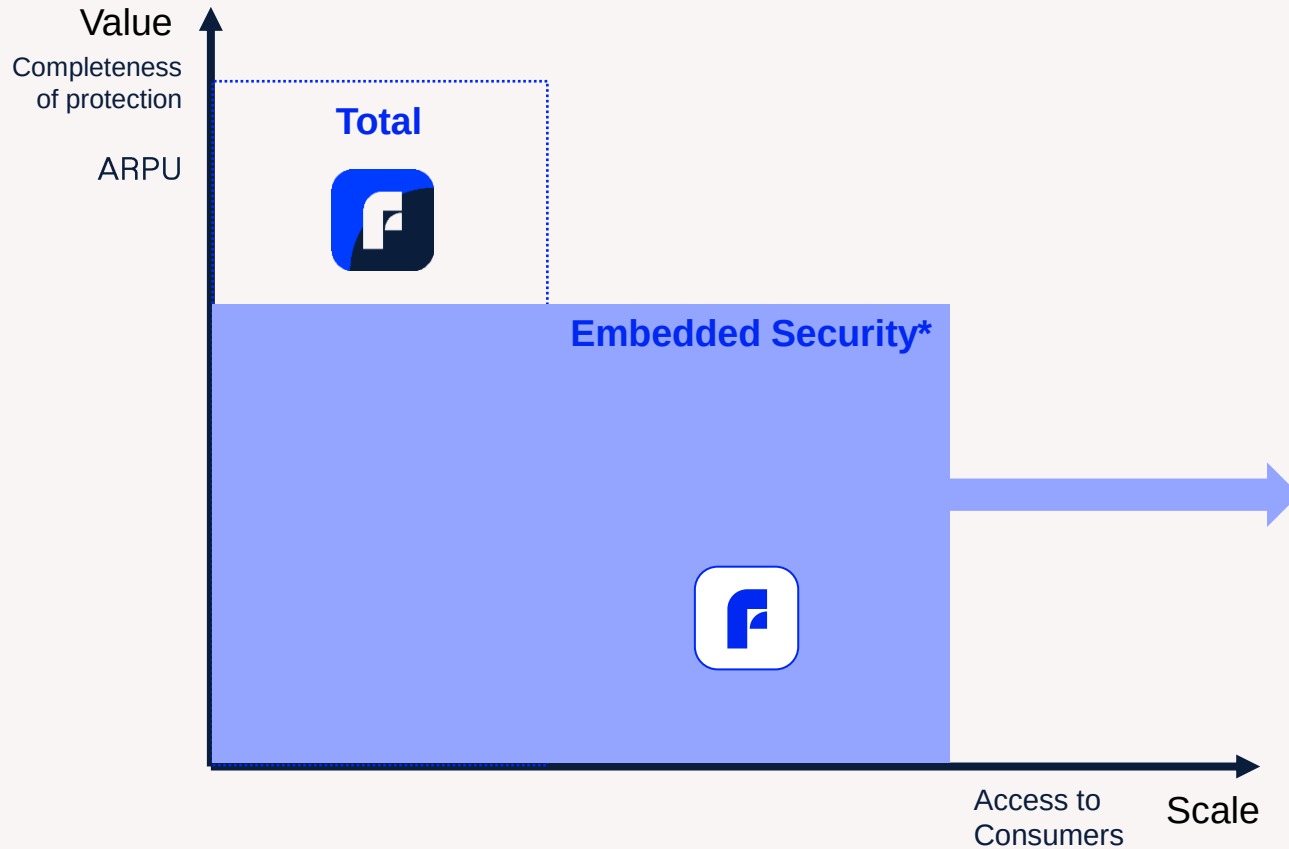
**Operator/WiFi app with router
management**

Executing on growth strategy



- Total launched in February 23
- Positive ARPU development
- 18% of Partner revenue – security apps**
- Converging the best of Lookout Life with Total

Executing on growth strategy



- Embedded portfolio accelerated with Lookout Life
- Active Tier 1 CSP engagements
- Breakthrough with Fintech (Superapps)
- Expanding partner ecosystem with access to > 150Mn routers

Delivering on the experience promise

Steven Offerein

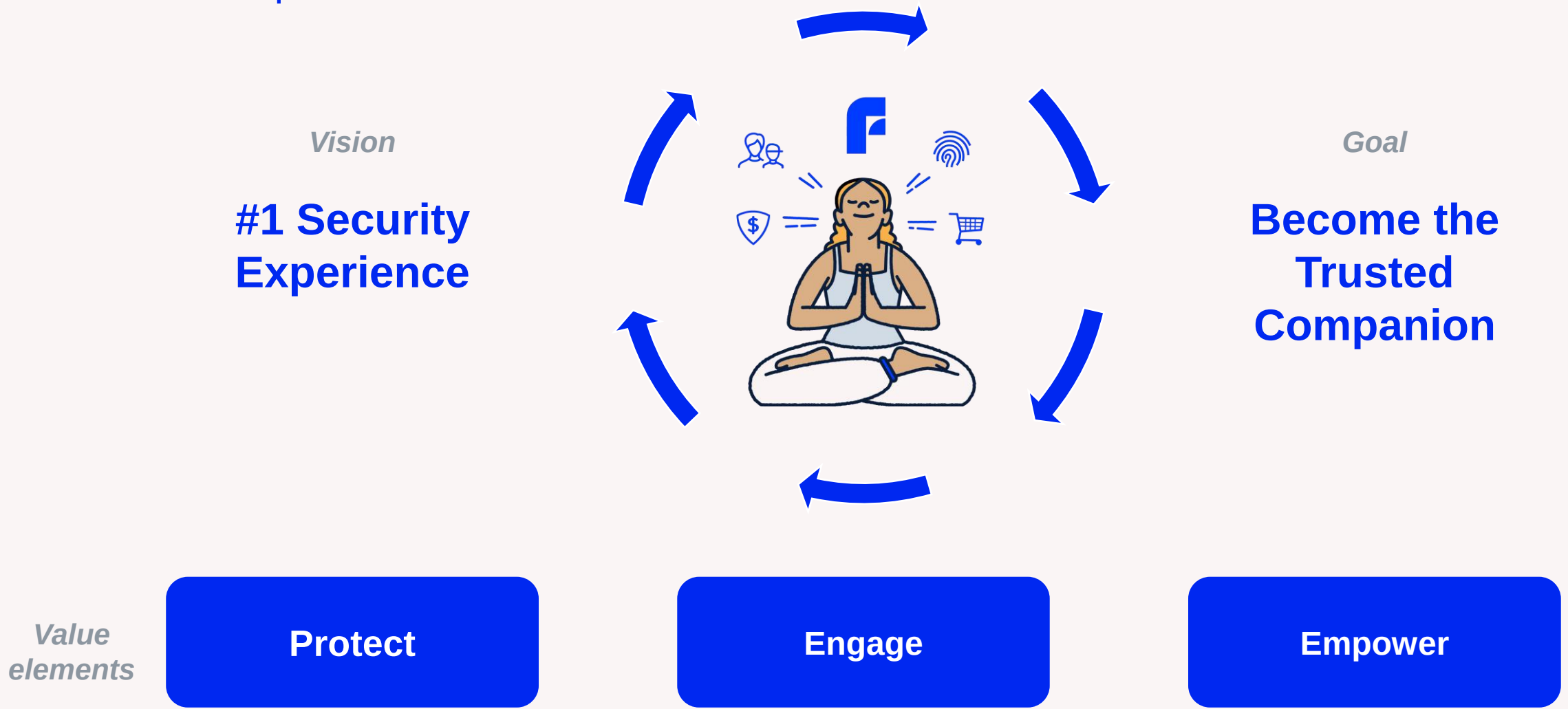
Vice President, Portfolio Management

Investor Day 2023



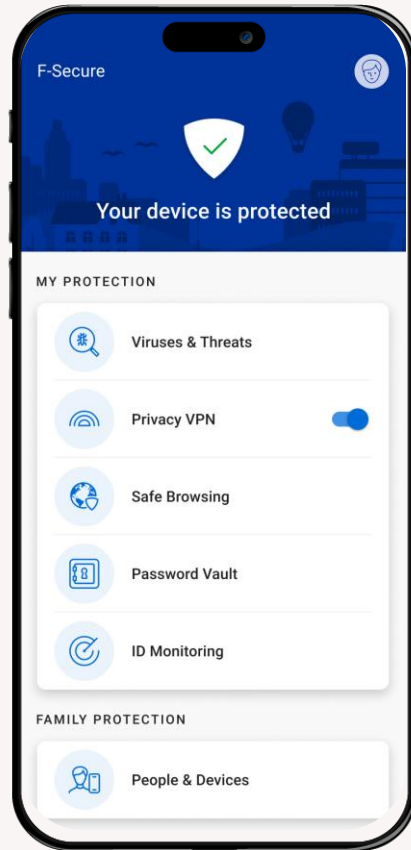
Trusted companion led consumer security experience

Consumer experience vision



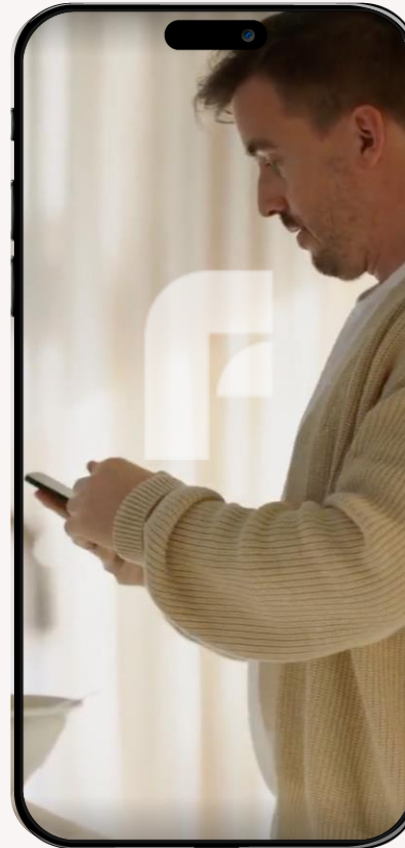
Stronger together: delivering the #1 security experience

F-Secure Total

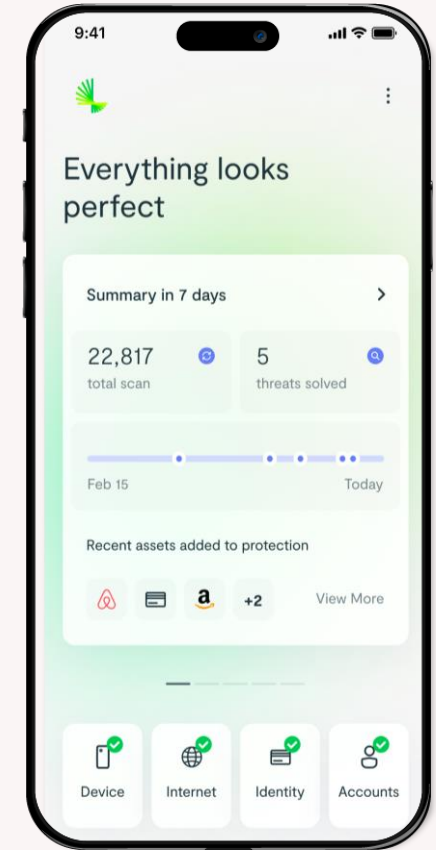


Modularity & partner-centricity

Trusted security companion



Lookout Life

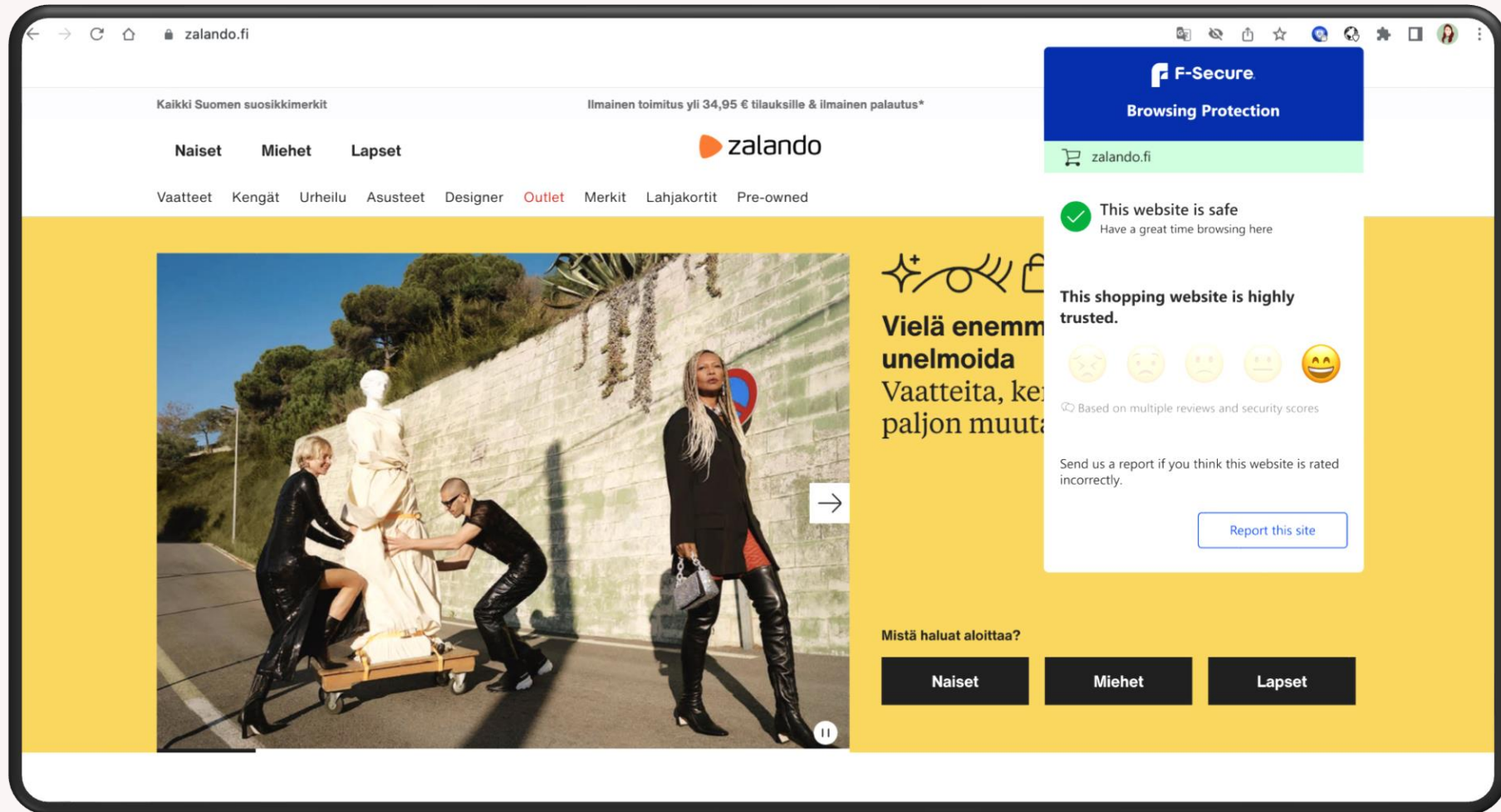


Customer engagement



Delivering the #1 Customer Experience

Example: Trusted Shopping



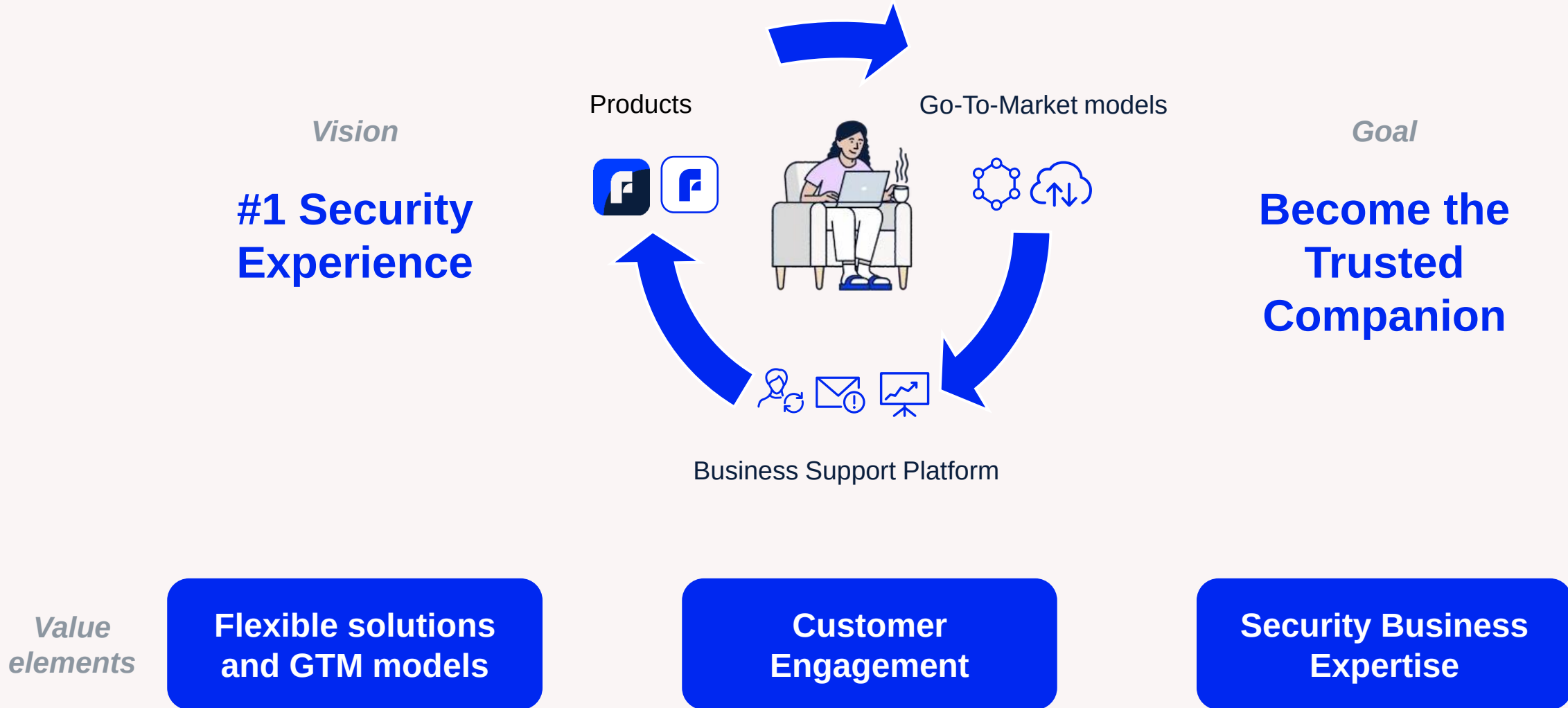


Delivering proven business outcomes

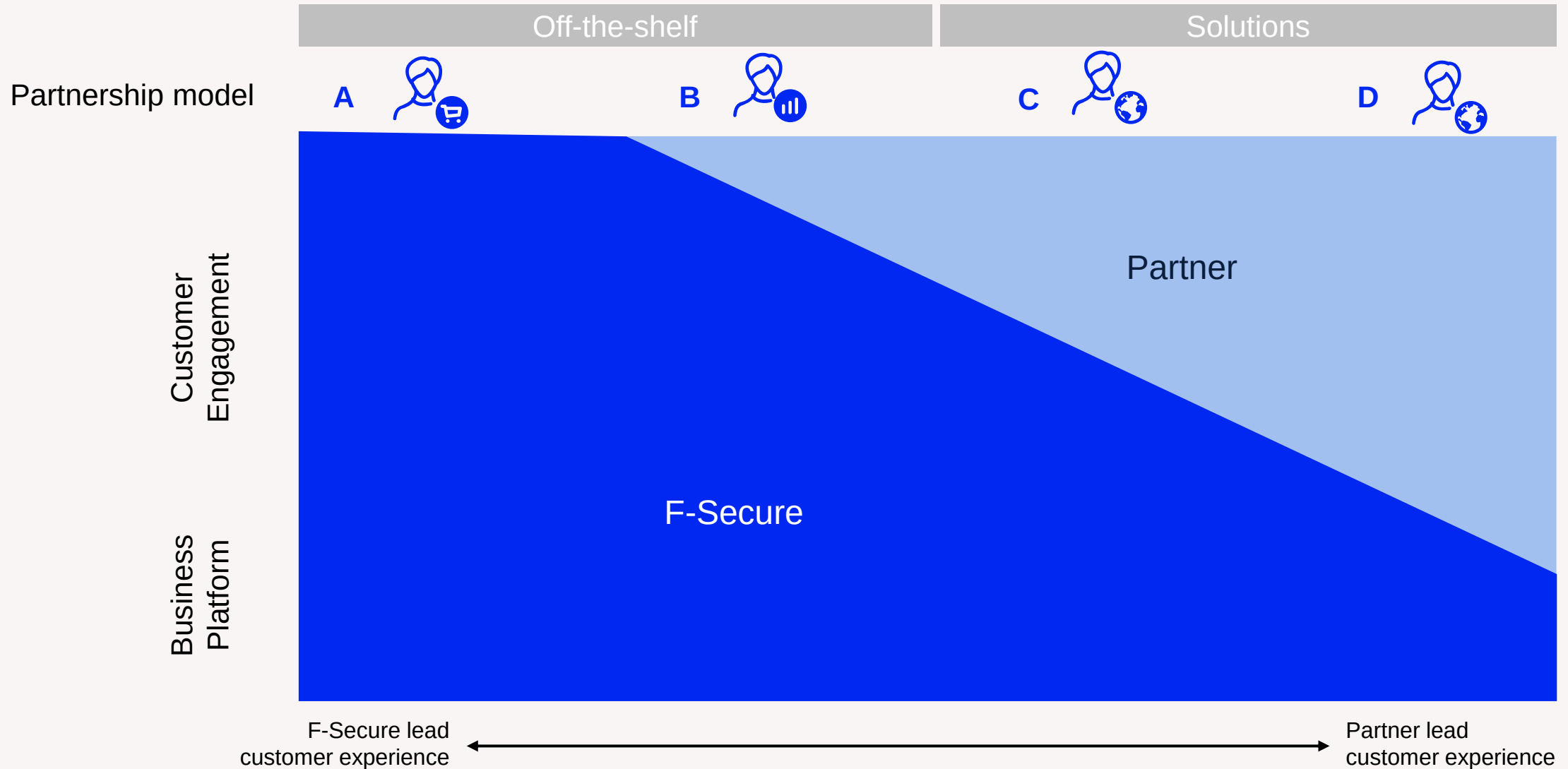


Security business-as-a-service

Partner experience vision



Partnering models deliver economies of scale



Delivering the #1 Partner Experience

Example: App Builder

F-Secure

App Builder

✓ Colors Light

✓ Colors Dark

✓ Logos

✓ Icons

✓ Names

✓ Language

✓ Links

Colors light mode

In TOTAL there are two customizable colors that define the tone of the whole interface: SURFACE color for backgrounds and BUTTON color for buttons, actions and icons.

① What is HEX code and where do I get it?

① What is color contrast?

① Which colors should I avoid?

Input the HEX code:

1 Surface color

#0098A1

Edit

2 Button color

#7A5AF8

Edit

Preview

Android

IOS

PC

Mac

1 Customised surface color

2 Customised button color

OPF

You are protected

Viruses & Threats

Automatic scanning is protecting you in real time

Scan

Password Vault

Your passwords and personal data are secure

Open

Privacy VPN

VPN is protecting your privacy

Turn On

ID Monitoring

Manage email addresses to help prevent identity theft

Monitoring

Secure Browsing & Banking

Surf safely, malicious websites are blocked

Open

People & Devices

Here are the devices you are protecting

Manage

Recent events

Jan 01, 2020

Harmful website unsafe.fakesiteomain.com was blocked

Jan 01, 2020

Manual virus scan did not find any harmful items

Jan 01, 2020

Manual virus scan did not find any harmful items

Jan 01, 2020

Manual virus scan did not find any harmful items

View all links (2)

View full timeline

Close

Next

See overview and complete

 F-Secure

33

Q&A

Technology Research and Development

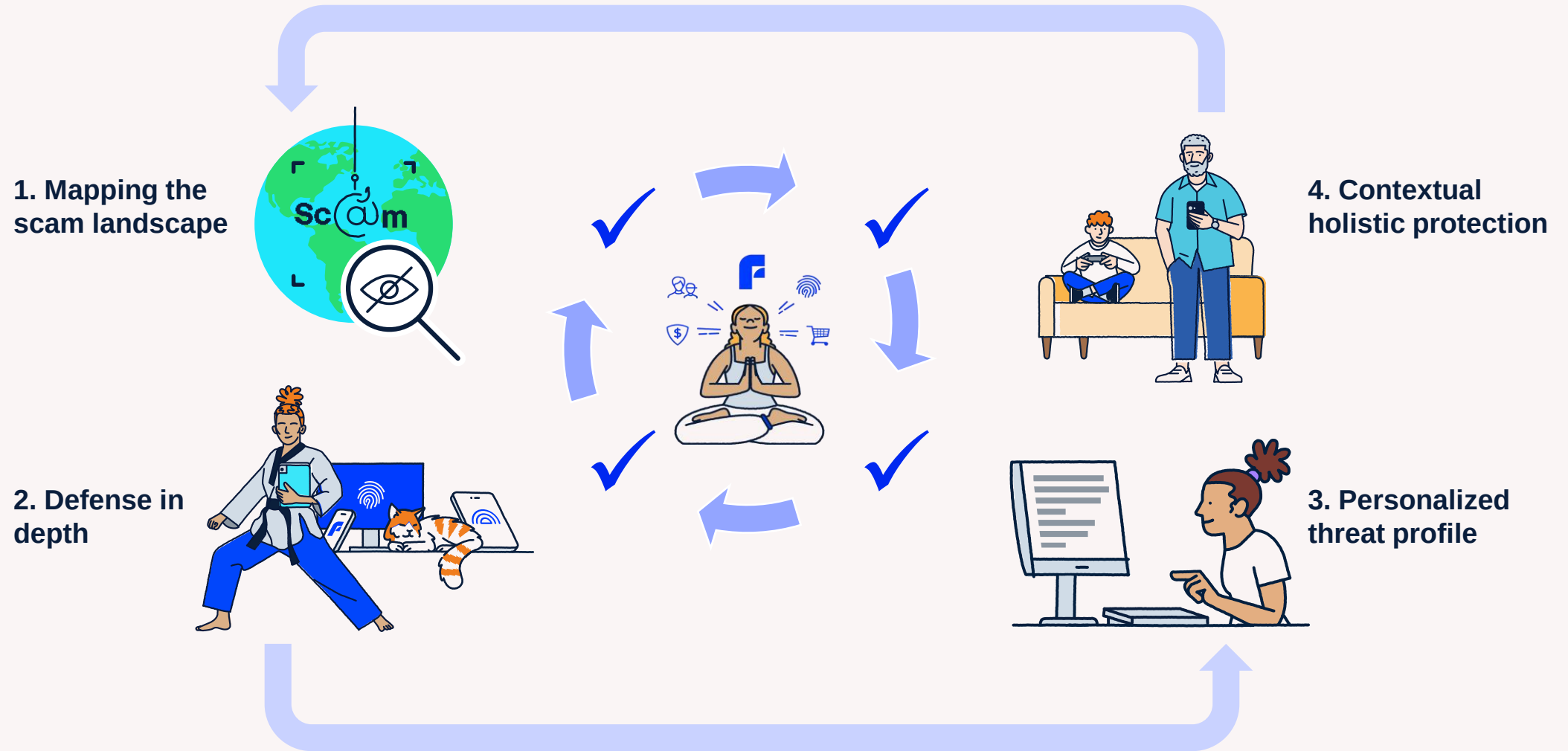
Toby White

Chief Technology Officer

Investor Day 2023

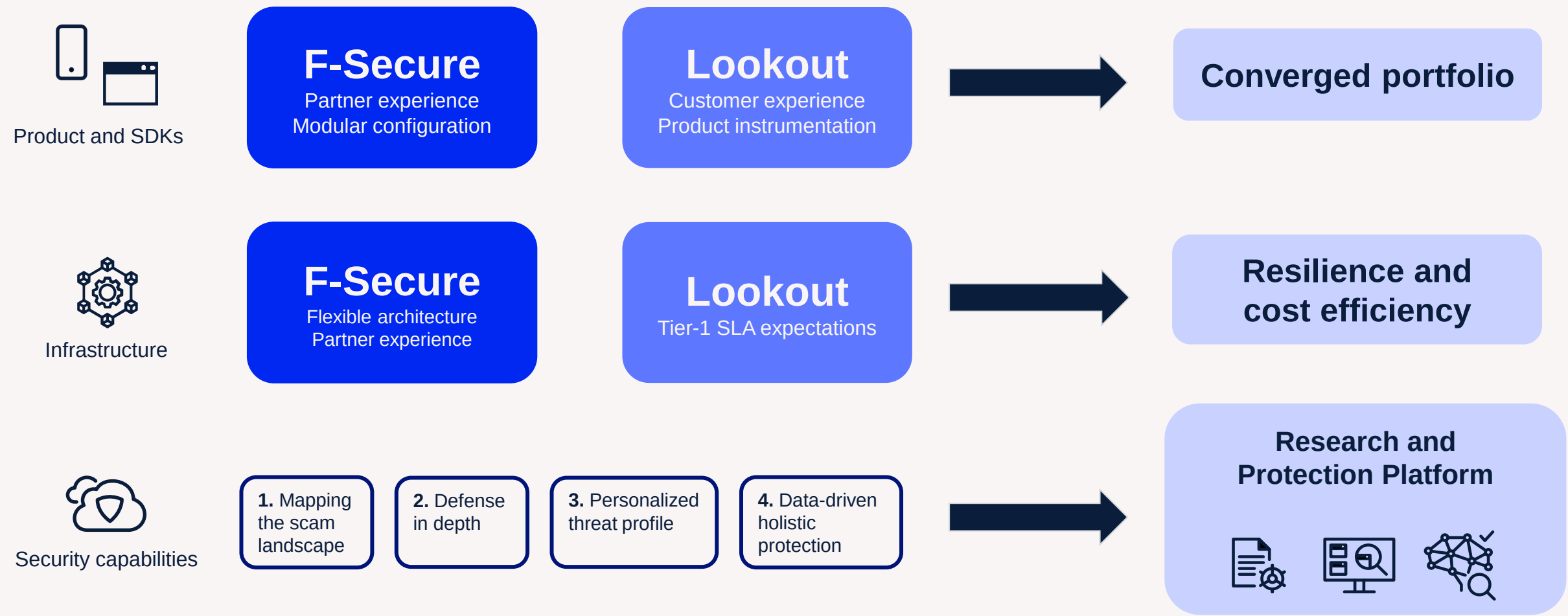


Focused research activities



Three primary development themes

Convergence and capabilities



Transitional service agreement cost development



**WithSecure Technology
Temporary Services Agreement:**

Support and development help to migrate knowhow and IP



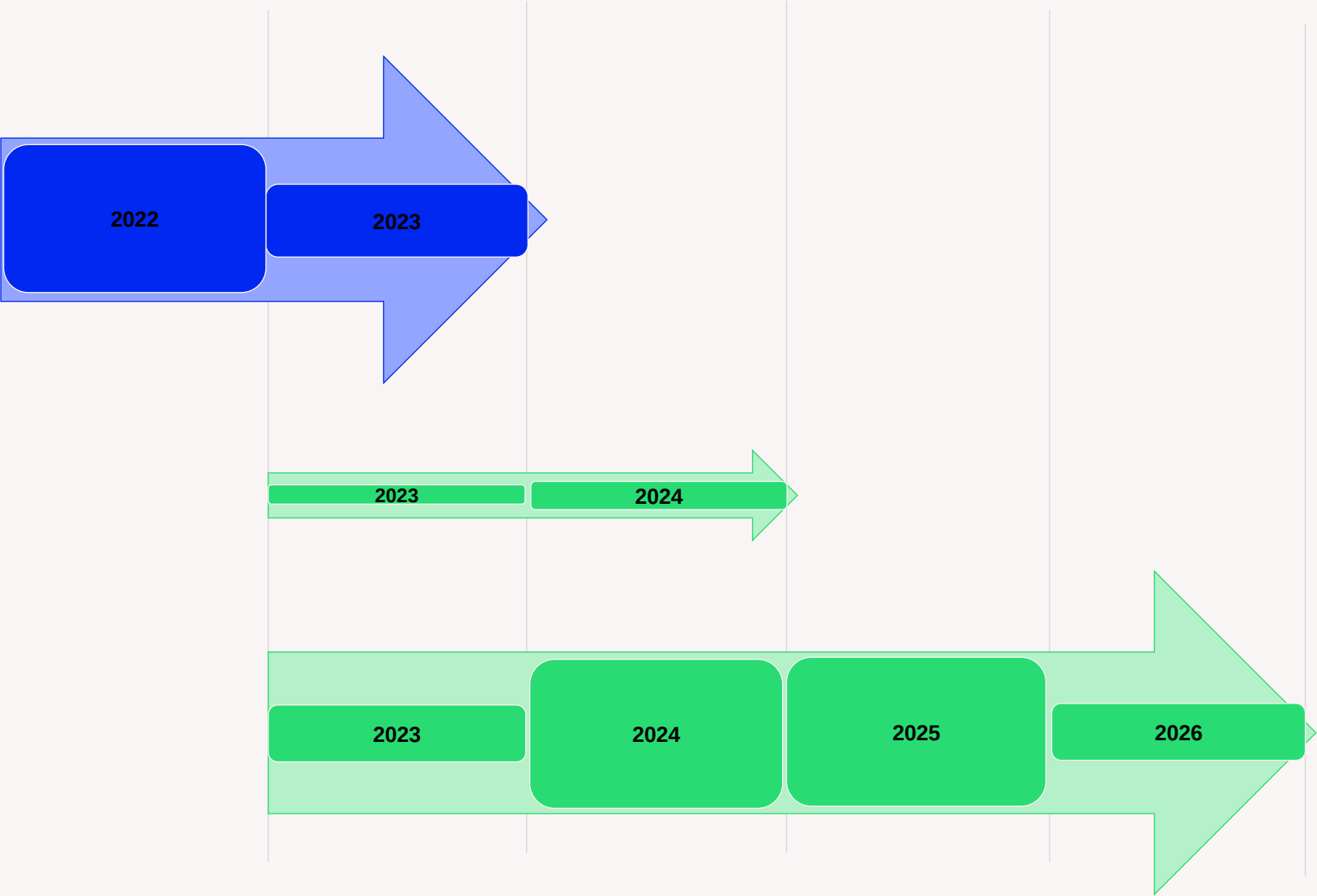
Lookout Platform Services Agreement:

Support and development help to migrate knowhow and IP



Lookout Security Services Agreement:

Access to mobile security technology



Q&A



Break

Presentation continue at
14:50

Positioning for growth

Timo Laaksonen

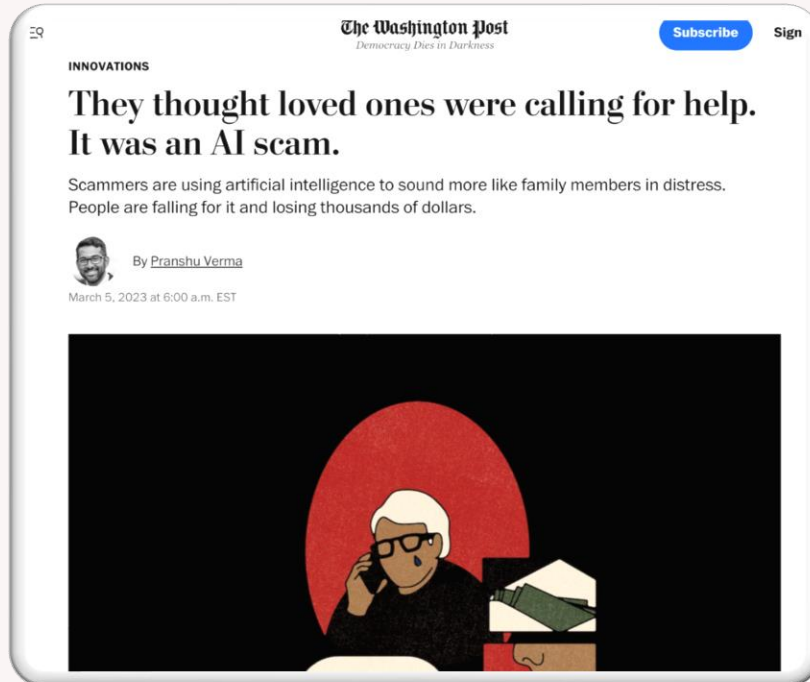
President and CEO

Investor Day 2023



Demand for sense of security

Complex threat landscape



Opportunity to capitalize on sense of security



News from the field

What do our customers and partners ask for



As Seen Through Consumer Eyes

1. Simple and easy to use
2. Complete protection
3. Sense of security

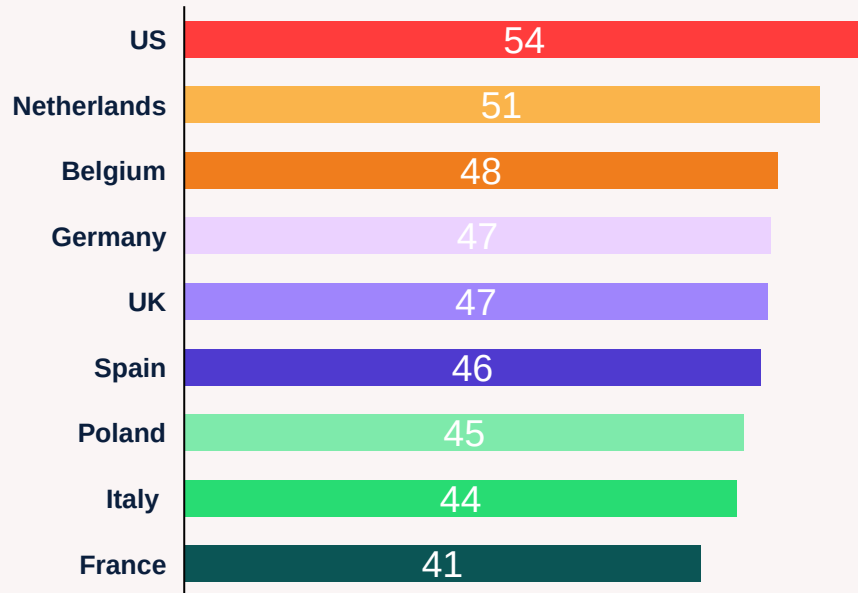


As Seen Through Partner Eyes

1. Security provider that protects and delights customers
2. Differentiated solutions
3. Business outcomes

Macroeconomics impacting Direct Business

Consumer confidence 2023



US ahead, pessimism in EU area

Direct Business current state

- Investments adjusted to reflect consumer confidence
- ARPU positively impacted by price changes leading to higher subscription tiers
- New subscription sales remain still lower YoY
- Renewal sales remain stable, supported by Total NPS 48

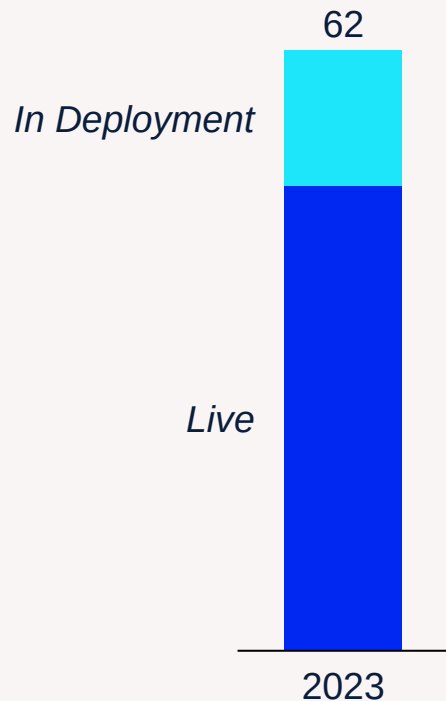
Partner testimonial: **Telia Group**

Timothy Boyd, Telia Group



Partner Business Total conversion status

Total roll-out status



Factors impacting conversion

-
- Partner reticence to move existing user base to Total
 - Partner IT & Marketing resource and priorities
 - Price increase, especially in current macro environment
- Partners receptive to enhanced value proposition and upside opportunity
 - Proven business outcomes based on global best practices
 - Technically easy to roll-out

Partner testimonial: Tier 1 Partner

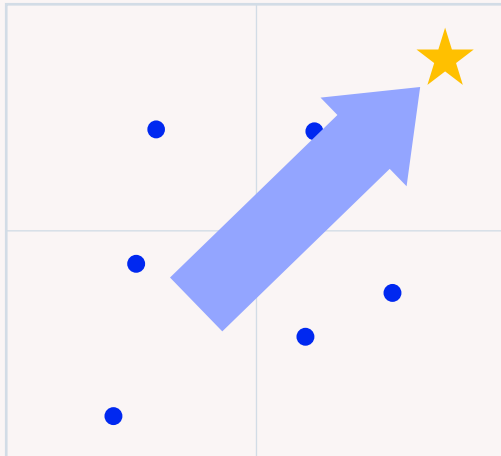
Matt Bailey, AT&T



Capturing the Tier 1 opportunity

Massive increase to our consumer reach

Major brands
seek competitive
differentiation



Assets and “right to win”
after Lookout Life acquisition



Scaling with Tier 1
references

Market making power

Reference value in
new partner acquisition

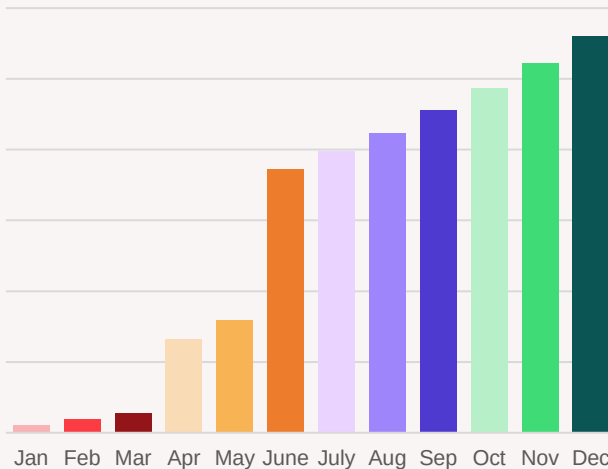
Complementing
physical well-being
with digital security –
Allyz Cyber Care



New vertical partnerships

Value proposition validated, gaining traction, generating revenue

2023 progress as planned



Channel insights

- Big brands seeking cyber security to complement offering
- Long time-to-market
- Land and expand
- Competitors entering channel

Future outlook

- Lookout Life acquisition strengthens offering
- Insurtech and Fintech show positive signs
- Expansion into the US in early 2024

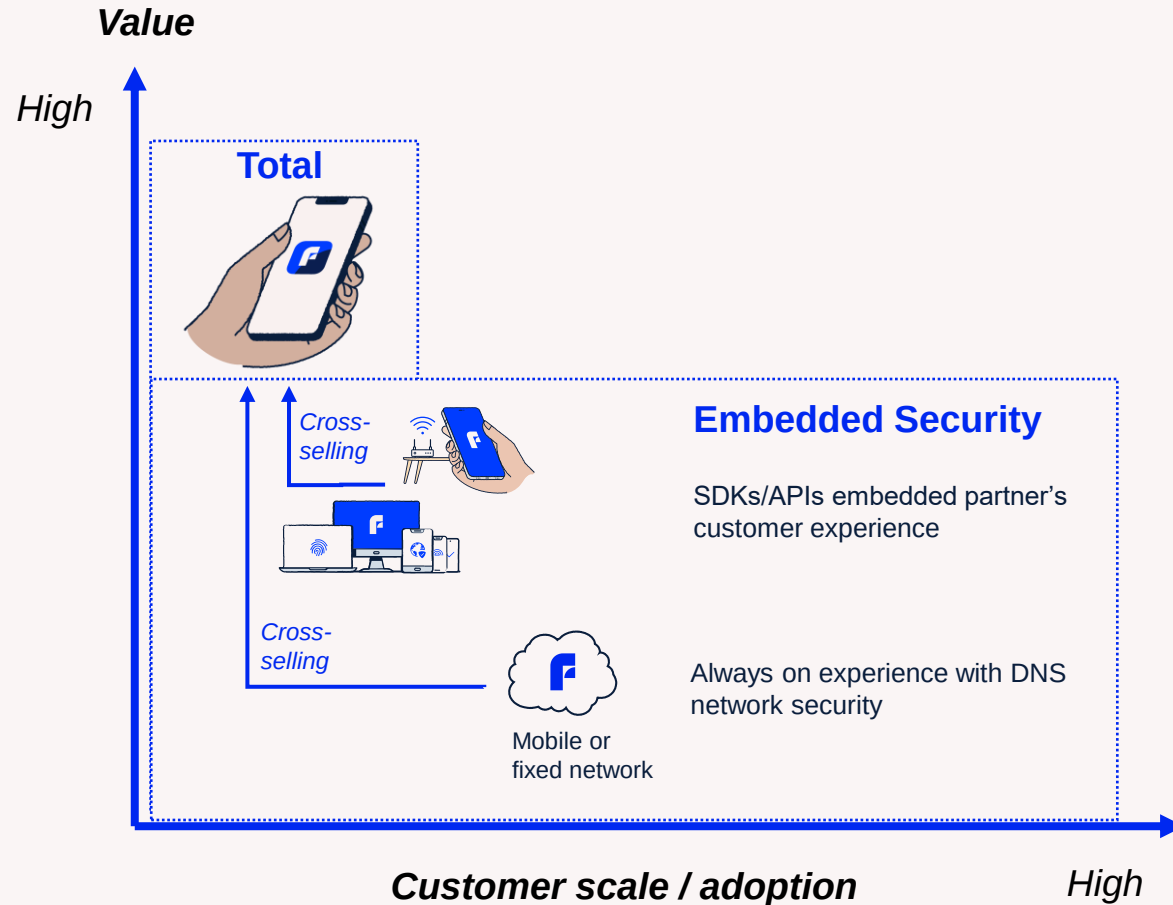
Partner testimonial: **Sense ecosystem partner**

Justin Doucette, Nokia



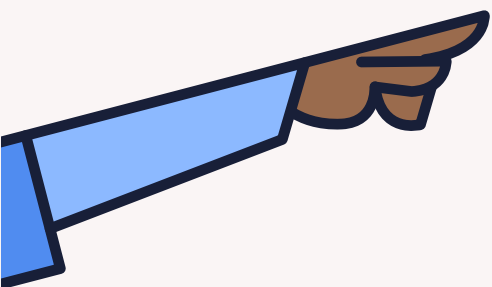
Building scale with Embedded Security

Holistic value proposition



- Cross selling Embedded Security to existing Lookout Life partners
- Ecosystem partnerships like Nokia provide scale and fast time-to-market
- Integrated 3rd party offering lead by F-Secure, 2x deals signed 2023

Why we win



Nutrition Facts	
1 billion+ servings per container	
Serving size 1	
Value per serving	
Sense of Security ∞	
% of Daily Value	
Complete portfolio	100%
Solution delivery	100%
Partner DNA	100%
Business outcomes	100%
Multi-channel	100%
All organic, no preservatives	

Q&A

Towards 2026

Sari Somerkallio

Chief Financial Officer

Investor Day 2023

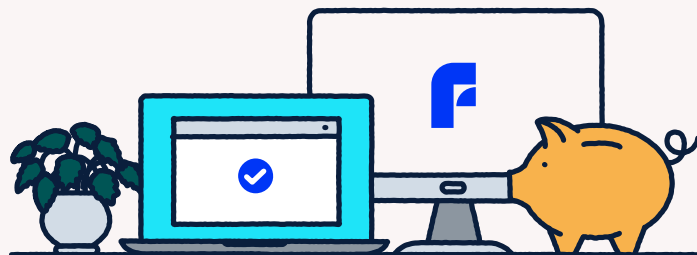




Global leader in the Communication Service Provider (CSP) channel



Consumer cyber security is a large and growing market opportunity

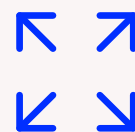


Positioned for growth in North America – the largest consumer security market

Why **invest** in F-Secure?

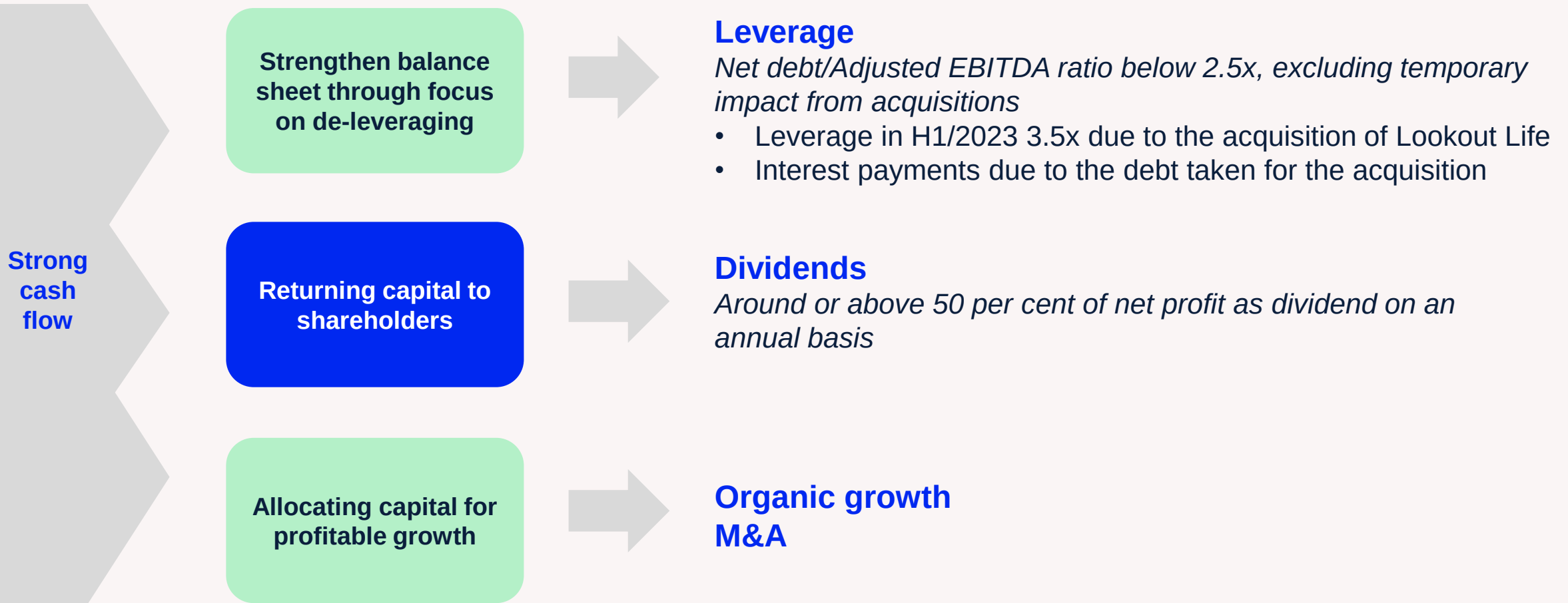


Expanding market reach through New Vertical and Tier 1 partnerships



Scalable, highly profitable SaaS business model outperforming rule of 40 and delivering steady dividend growth

Strong cash flow creates shareholder value



Lookout Life synergies and integration status

Synergies are as communicated previously, good progress on integration

Enhanced revenue
growth potential

Growth

**EUR 12 million synergies
p.a. by 2027**

Expected incremental EBITA and cost synergies
to drive improved profitability

EBITA

**EUR 10 million synergies
p.a. by 2027**

Integration status

- Rapid product portfolio integration, already in motion
- Technology transfer and integration proceeding as per plan
- New fellows integrated to F-Secure organization
- Technology related TSAs continue as planned, supported by necessary IT TSA
- No other administration related TSAs

Outlook 2023

Updated September 8, 2023



Growth

F-Secure estimates that revenue for 2023 will be in the range of EUR **128–132** million.

Profitability

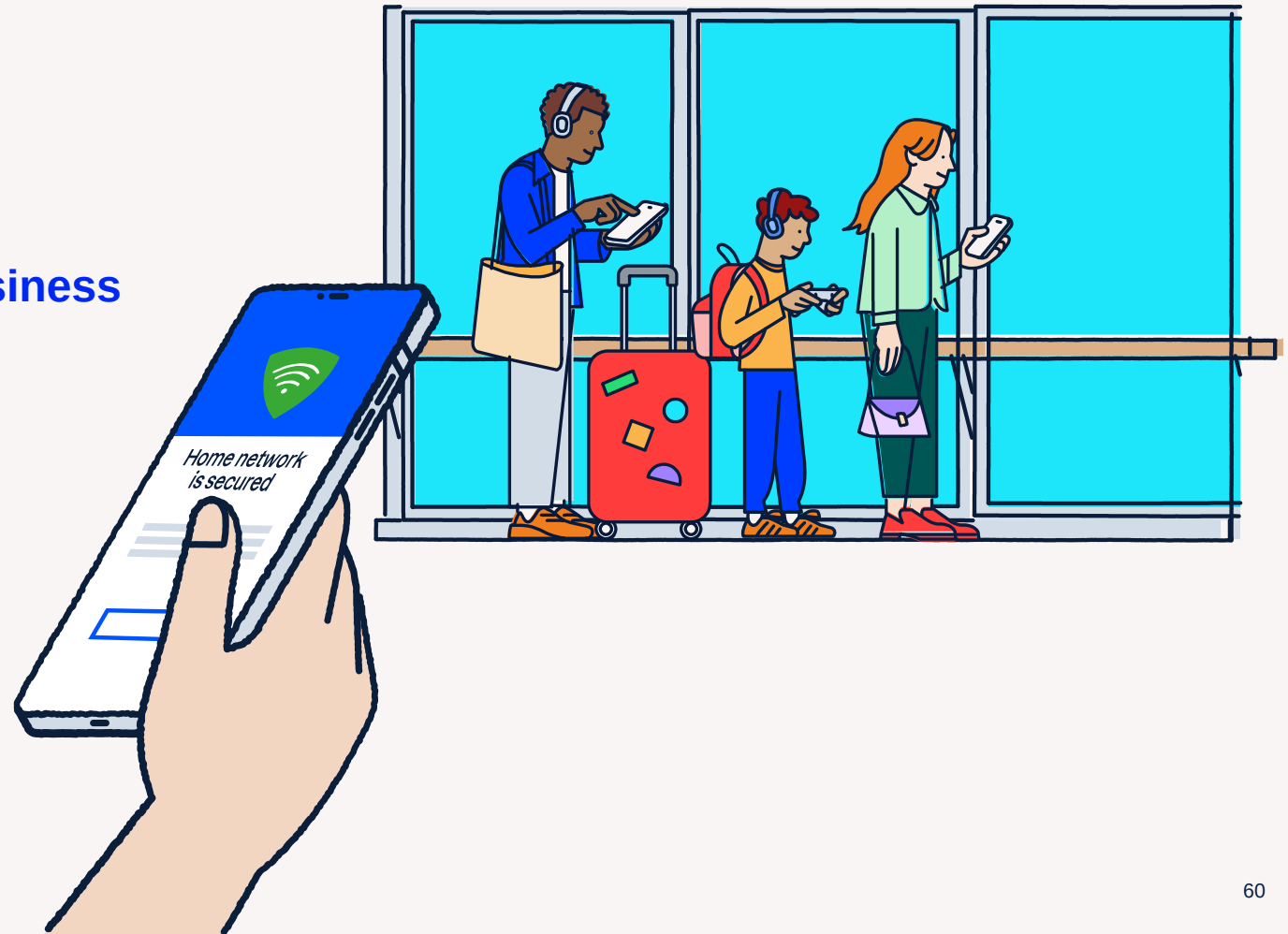
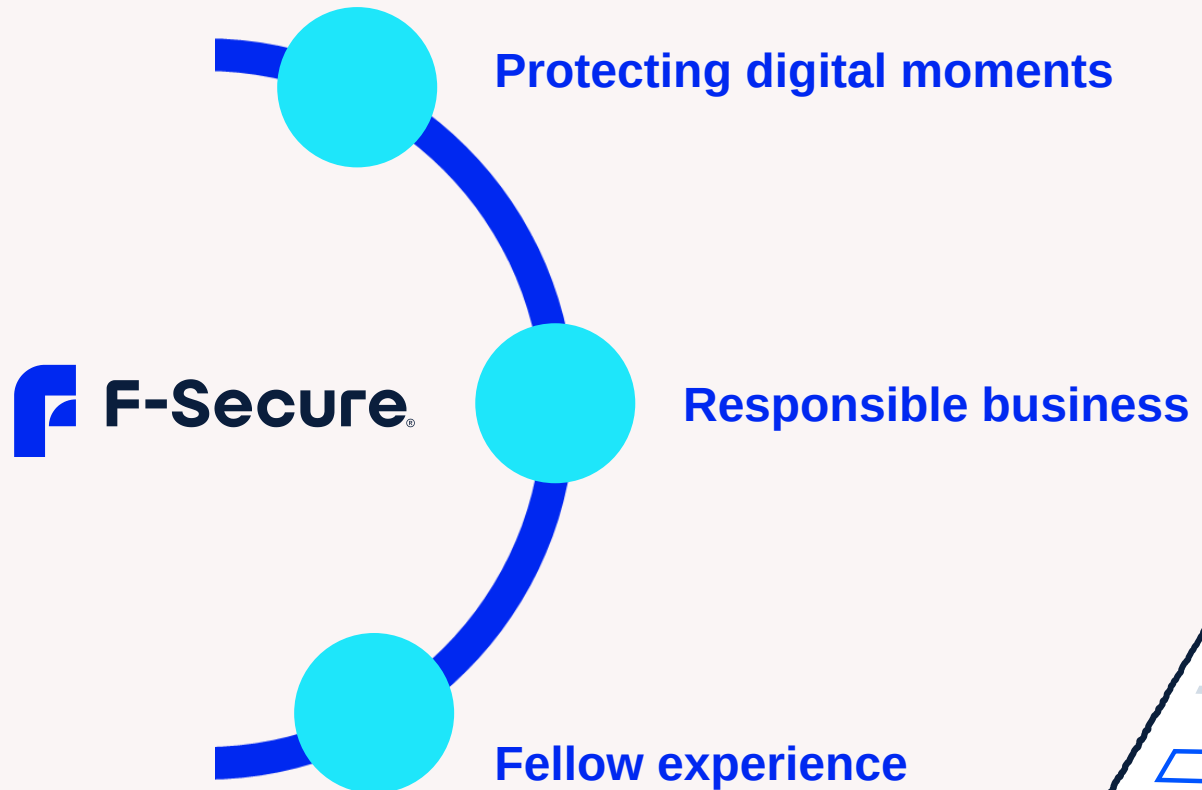
The group's adjusted EBITA is expected to be in the range of **EUR 41–45 million**. The adjusted EBITA margin is estimated to temporarily decrease in 2023 due to acquisition related additional OPEX investments of about EUR 3 million to ensure successful integration and drive revenue synergies.



Background for the outlook

- F-Secure expects the cyber security market to grow in 2023, although we see strong price sensitivity among the consumers, in the face of a challenging operating environment.
- Lookout consumer BU included from June to December (7 months).
- Lookout consumer BU has received payments in advance related to part of its revenue. Such payments are recognised as deferred revenue. As part of the acquisition, F-Secure fair values the deferred revenue according to IFRS reporting for the purposes of acquisition balance sheet, thus the revenues recognised post-acquisition related to deferred revenue balances will be lower compared to revenue recognised by Lookout consumer BU for those advance payments. The preliminary negative revenue impact included in the outlook is estimated to be approximately EUR 3.2 million in 2023, and negative EBITA-level impact in the outlook approximately EUR 2.6 million, respectively.

We're committed to keeping people and society **safe**



Increasing visibility to ESG related activities



F-Secure carbon emissions 2022

4,268t CO₂ = ~ 200 X

Average sized
Finnish family's
emissions

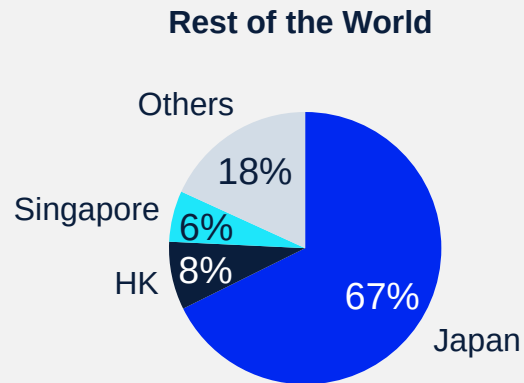
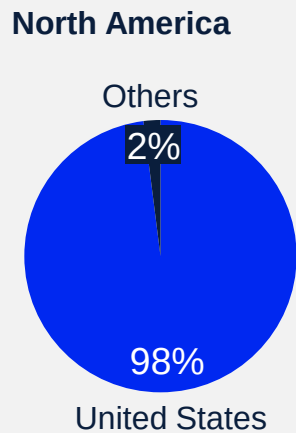
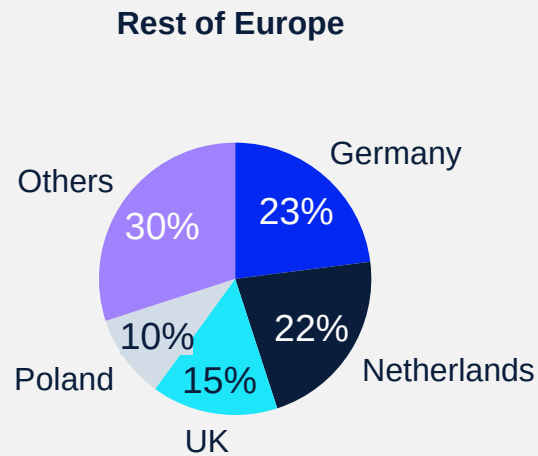
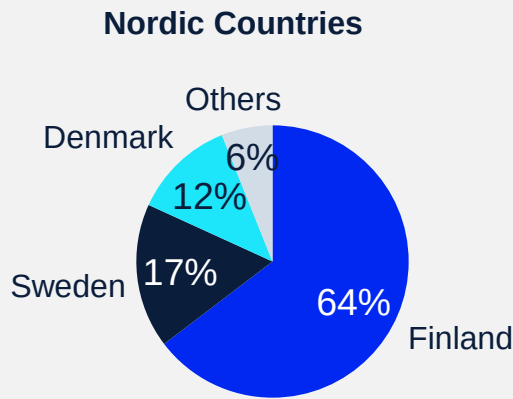
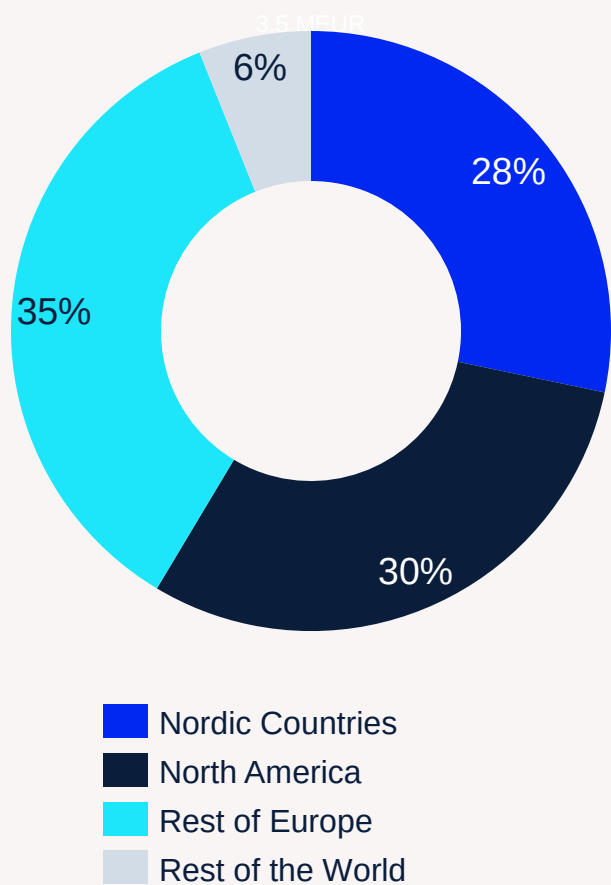
Future reporting intentions to promote transparency



- Historical illustrative financial information for Q3/2022–Q2/2023
- Organic growth: will continue to report as long as it is relevant for comparison purposes, i.e. Q2/2024
 - In case cross-selling becomes significant before that, might need to reconsider
- Cross selling and synergies: will be commented verbally
- Country-specific revenue development: will continue to comment verbally
- Transitional services agreements (TSA) roadmap:
 - WithSecure: will stop reporting after Q4/2023
 - Lookout Life: will continue reporting as relevant

Geographical revenue split: revenue by country

Indicative revenue split from external customers, based on situation after Lookout Life integration

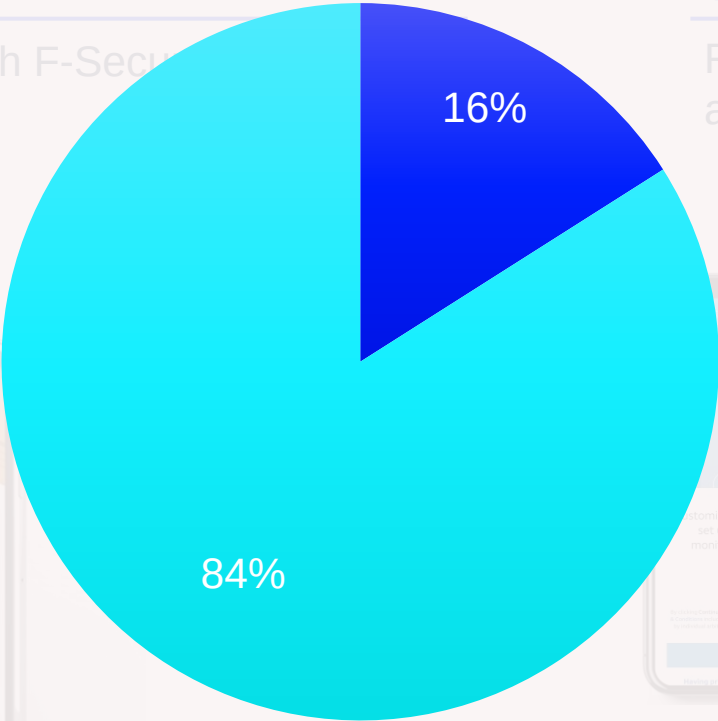


Comprehensive portfolio with flexible delivery models



Total

Protection delivered through F-Secure

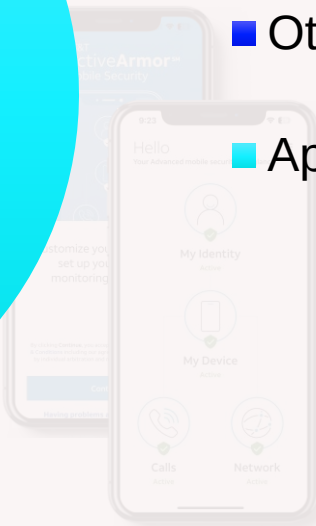
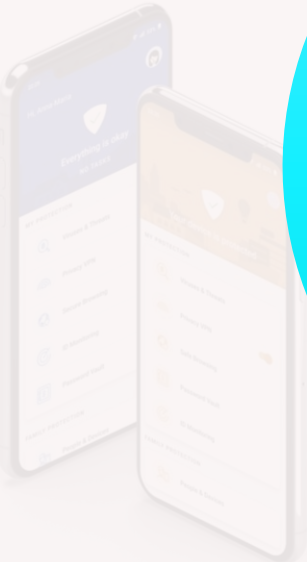


Embedded Security

F Secure assets built in to applications, routers* and networks as SDKs or APIs

- Others (Embedded)
- App Based (Security Suite)

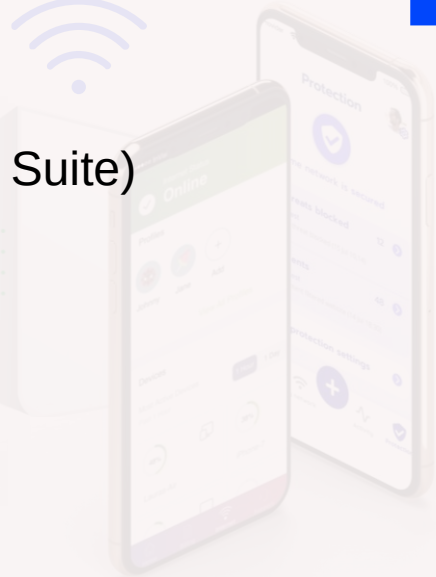
F-Secure branded



AT&T Active Armor custom mobile app



SuperApp with ID monitoring

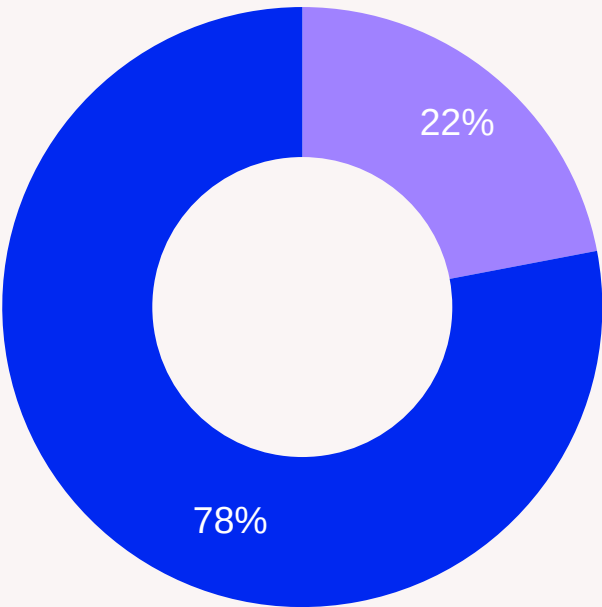


Operator/WiFi app with router management

Channel specific revenue data

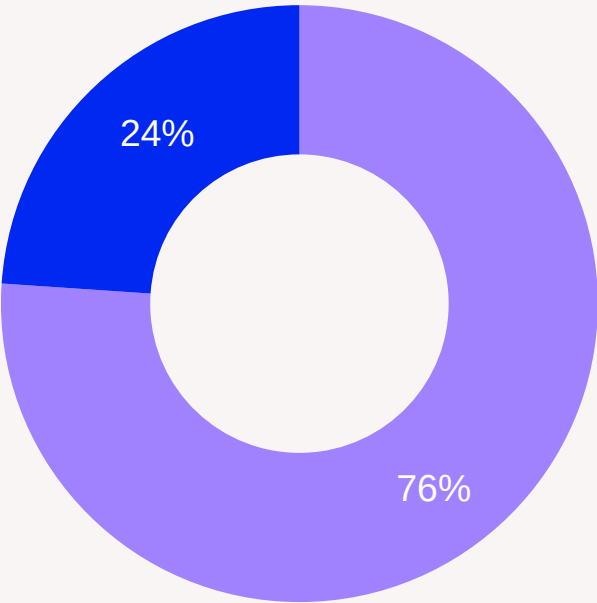
Indicative split, based on situation after Lookout Life integration

Direct Business revenue



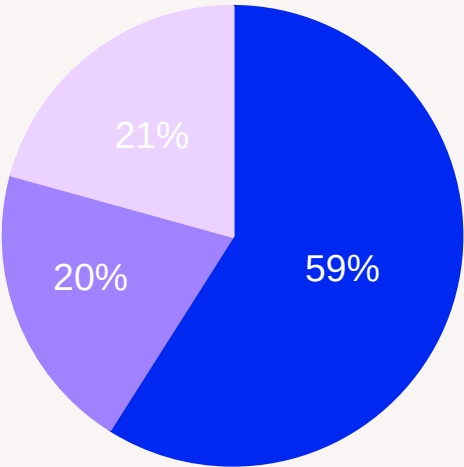
Renewal sales New sales

Partner Business revenue



Revenue from the period
Revenue through balance sheet

Deferred revenue by channel, end of Q2/2023*



Direct Partner excl. Retail Retail

Towards medium-term financial targets 2026

Key growth levers

1. Total conversion
2. Evolving go-to-market channels and offering
3. Best partner experience

Targets 2026

Total revenue of more than EUR 200 million.	After initial growth investments, adjusted EBITA margin of above 42%.	Dividend yield around or above 50% of net profit on an annual basis.	Net debt / adjusted EBITDA ratio below 2.5x , excluding temporary impact from acquisitions.
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Outlook 2023

Revenue in the range of EUR 128–132 million (Lookout included for 7 months).	Adjusted EBITA in the range of EUR 41–45 million.
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Delivered 2022

Total revenue EUR 111 million (+4.5%)	Adjusted EBITA EUR 43.9 million, 39.6% margin	Dividend 78% (July–December)	Leverage -0.4x
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Q&A

Closing words

Timo Laaksonen

President and CEO

Investor Day 2023



Highlights of our message today

F-Secure to become the **#1** security experience company in the world



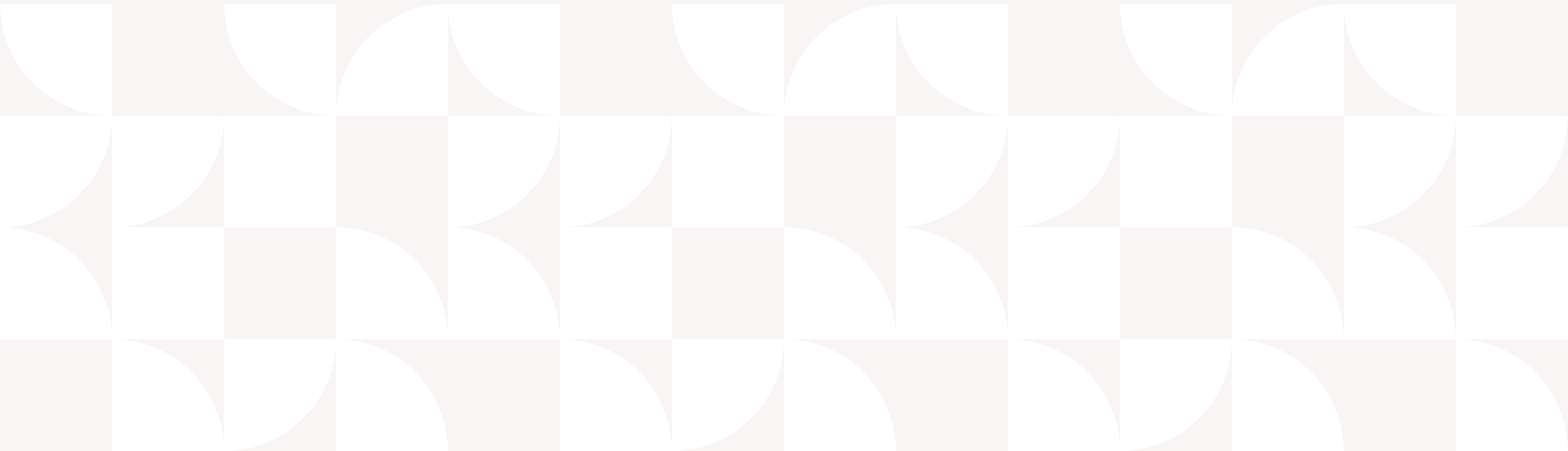
Strategy remains valid

Increased focus on Tier 1
partnerships

Accelerating delivery
on experience promise



Q&A





Thank you for joining us today!

Next up:

Interim Report for January-September
2023, Wednesday, October 25, 2023

