



# F-Secure Corporation

Investor Presentation  
July–September 2023



# Our purpose

We exist to make **every digital moment more secure**, for everyone

# Our vision

To become the **#1 security experience** company in the world

# Our mission

Continuously deliver brilliantly **simple, frictionless security experiences** to our customers and partners



# F-Secure portfolio

Securing every digital moment. Simplified.

Safe browsing &  
Banking protection



Family rules

Malware protection



Identity protection

Privacy protection



Strong passwords

Smart home security



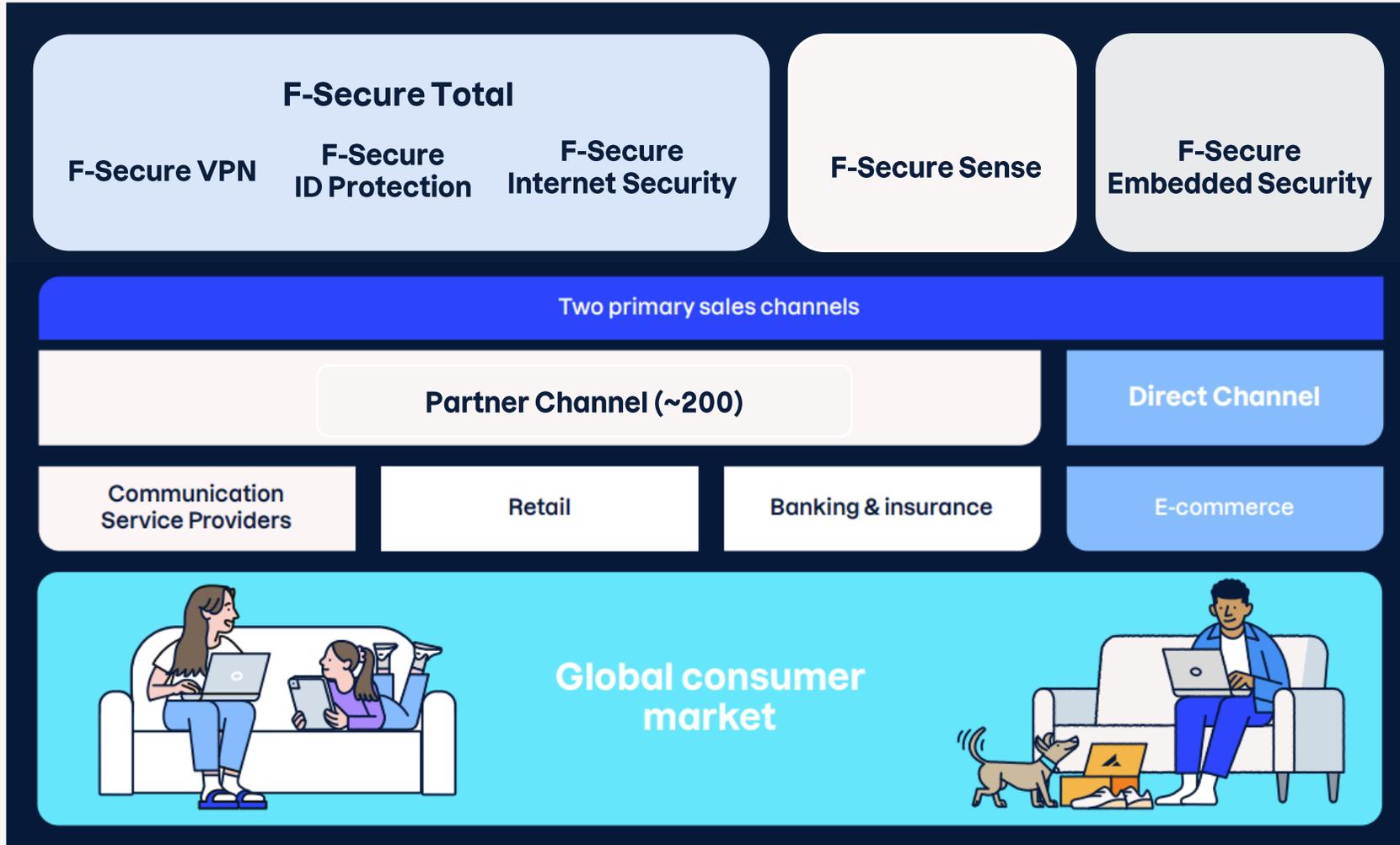
Protection on the go



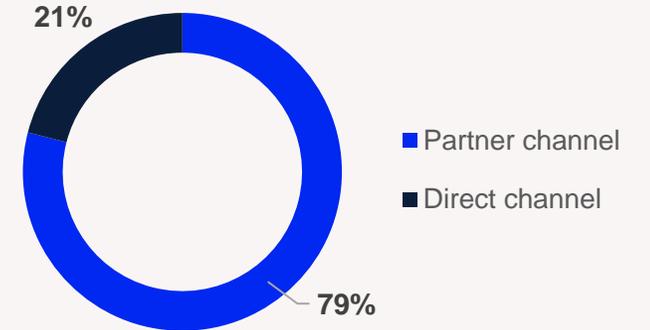
Cyber Help



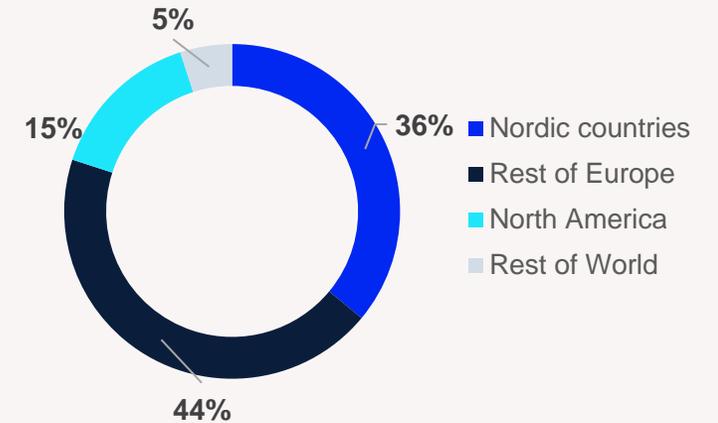
# All-in-one integrated security experience



Revenue by channel, %\*



Revenue by geography, %\*



# Use cases for premium security – peace of mind

## Why premium security solution vs. free security

Covers all personal devices within all platforms

Holistic protection – all online needs are covered

Explicit protection: Safe shopping and banking

Great usability (NPS = 51)

Tech support, Cyber Help and self-help

Lack of trust against free versions

## All the protection you need in one package



### Internet security

Protection against viruses and ransomware, safe online shopping and banking



### VPN/privacy protection

Keep your browsing private and stay safe from hackers, trackers, and intrusive companies



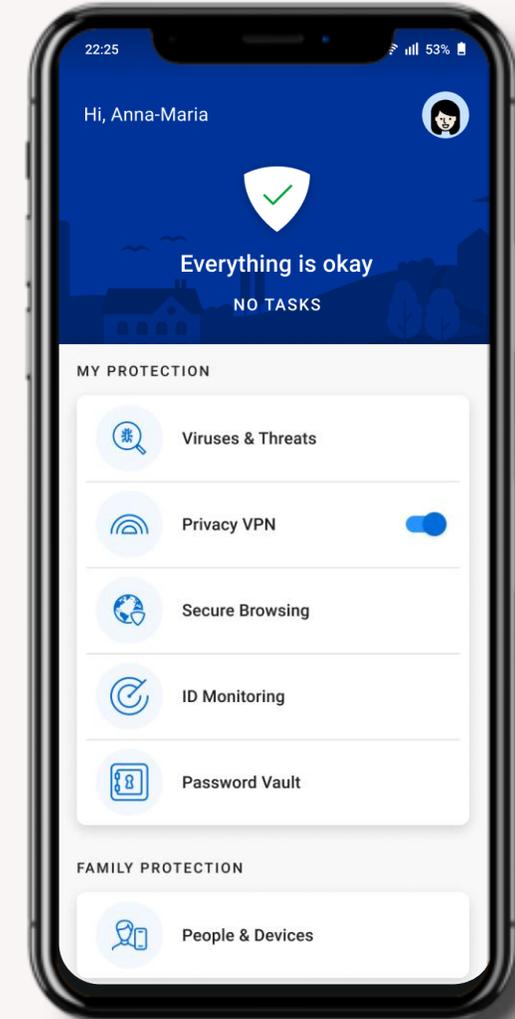
### ID protection & password manager

Password management and online identity protection with real-time data breach alerts



### Family protection

Protect every device in your family. Set healthy boundaries for children online



# Towards our strategic targets

2022



## Independence

### Establish F-Secure as an agile and empowered organization

- Demerger completed June 30, 2022
- Ramp-up of own business operations and building up capabilities as an independent company

2023



## Total

### Growth through Total and replacing stand-alone products

- Strong focus on 12 roll-outs of F-Secure Total, incl. important new vertical partnerships
- Busy launch schedule for July

2024



## Innovation

### 2x Customer base with service that talks to people

- In-app communication
- Enhanced set of F-Secured digital moments
- Enhanced market reach through major service provider partners
- 70% increase in number of served customers post Lookout consumer business acquisition

2025



## No.1 Security experience

### Double-digit revenue growth

- Value proposition: Sense of Security on the internet
- Data-driven, context-aware user experience that guides users
- Service that educates users to get safer and savvier on the internet
- Lookout's product launch due in Q4/23 represents next evolution phase in security experience

# H1 2023



## Q2: Completed acquisition and strategy execution

The business continues to operate amid adverse conditions

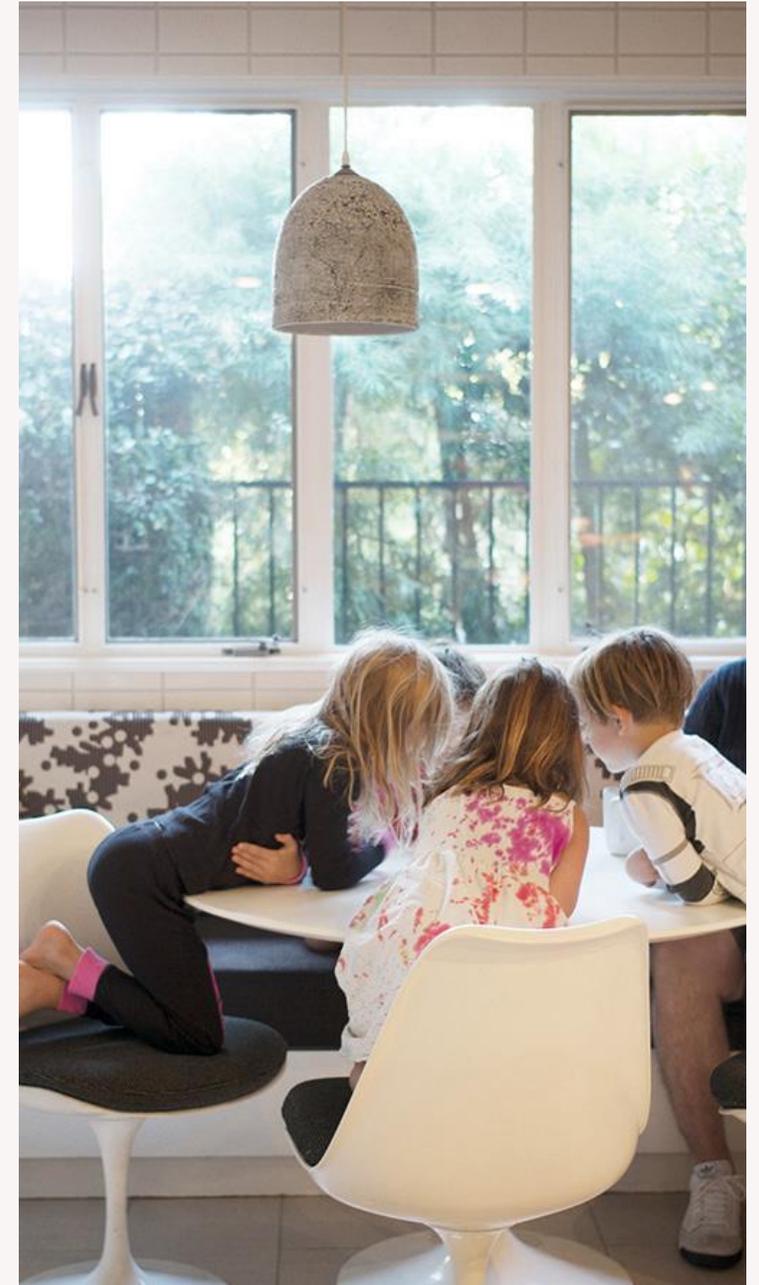
Revenue growth of **11.1%**, organic growth **2.2%** – challenging market reflected in revenue, especially in our eCommerce business

**Acquisition of Lookout consumer security business** – a significant step in expanding our business in the US and within major partners

Weakened consumer confidence resulted in a decline in **global device spending** – volatility in demand

Updated **mid-term financial targets** and **outlook for 2023**

Announced changes in the executive **leadership team**



# Q2/2023: Cornerstones of our strategy developing well

	Increase average revenue per user (ARPU)	Developing current offering and new products	Expand into new channels
Strategic focus:	<b>Accelerate the roll-out of F-Secure Total</b>	<b>Expand market coverage and the accessible market</b>	<b>Replicate our proven business model</b>
Progress in Q2:	<ul style="list-style-type: none"> <li>Signed up 3 new partners for F-Secure Total</li> <li>5 existing partners signed up for F-Secure Total upgrade</li> <li>12 new Total launches with partners that had been signed up for the service in previous quarters</li> <li>New generation F-Secure Total launched in Direct Channel in Q1 – lower new sales than anticipated.</li> </ul>	<ul style="list-style-type: none"> <li>Good progress in platform initiatives: Tech autonomy and SDK/Cloud API deliverables</li> <li>Asian CSP for F-Secure Sense, expected to go-live beginning of 2024 – all in all eight CSP partners for Sense.</li> <li>Three new router partners for Sense, one to provide service also to retail customers from the end of 2023.</li> <li>First deal within Network Security with a new European CSP partner, based on our DNS (Domain Name System) security technology partnership.</li> </ul>	<ul style="list-style-type: none"> <li>New vertical partners; Total launch with an insurance company and two banks, all signed in previous quarters.</li> <li>Active pipeline development: Insurance companies, banks, payment providers.</li> </ul>

# Focus areas supporting growth

## Brilliantly simple security experiences

- 1. All-in-one security suite**  
Covers all key digital moments
- 2. Network security**  
Protects households and people without needing to install an app
- 3. Embedded security (new)**  
Adds security capabilities into apps and services consumers already trust

## Expanding market reach

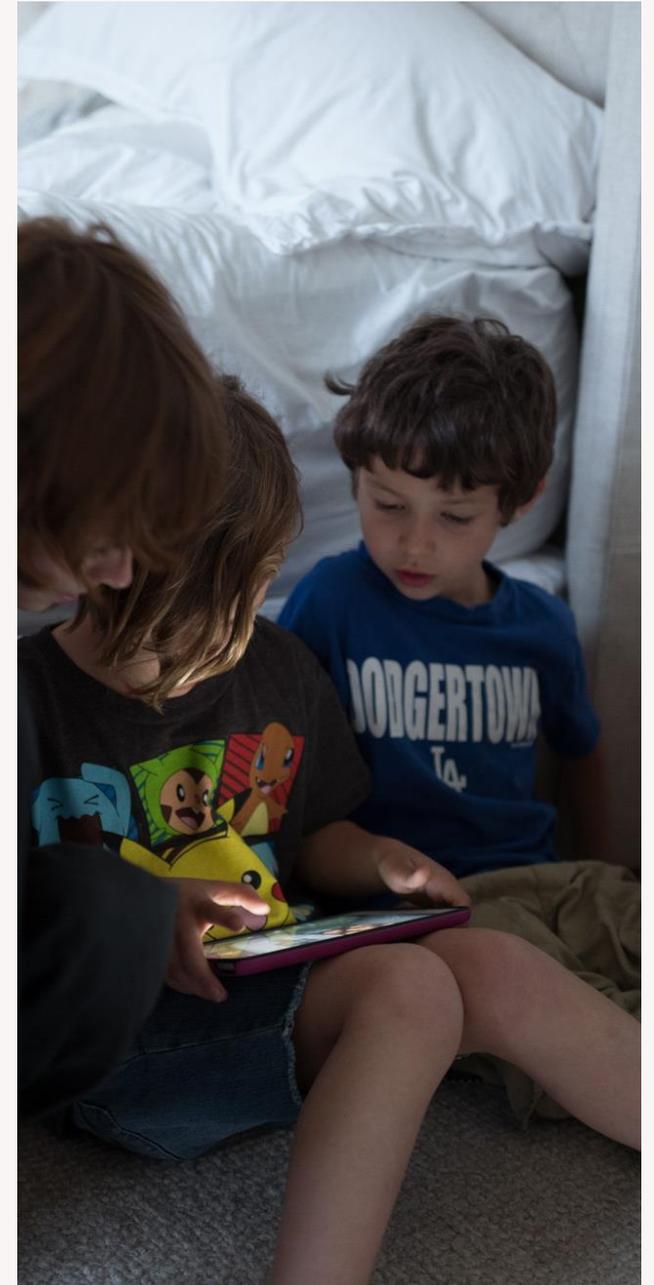
- 4. New verticals**  
Banking, insurance, fintech and payments, and retail
- 5. Geographical expansion**  
Increase presence in Japan, Asia-Pacific, and North America
- 6. New partnership models**  
Develop reseller and integration partnerships for network security

# Acquisition of Lookout consumer business

Significant step in expanding F-Secure business in the US

## Acquisition of the mobile consumer security business unit from Lookout Inc.:

- Enterprise value USD 223 million (approx. EUR 202 million), financed with debt
- Increased presence in the US cybersecurity software market
- Highly complementary product portfolio, with mobile-first solutions used by millions of customers across the world
- Transaction expected to deliver at least EUR 12 million of revenue synergies and incremental EBITA level synergies of EUR 10 million per annum in 2027
- Transaction completed and integration process ongoing: figures consolidated with F-Secure figures starting from 1 June 2023
- In the transaction, 65 employees were transferred to F-Secure.



# Short-term performance drivers impacting our business

## Growth drivers

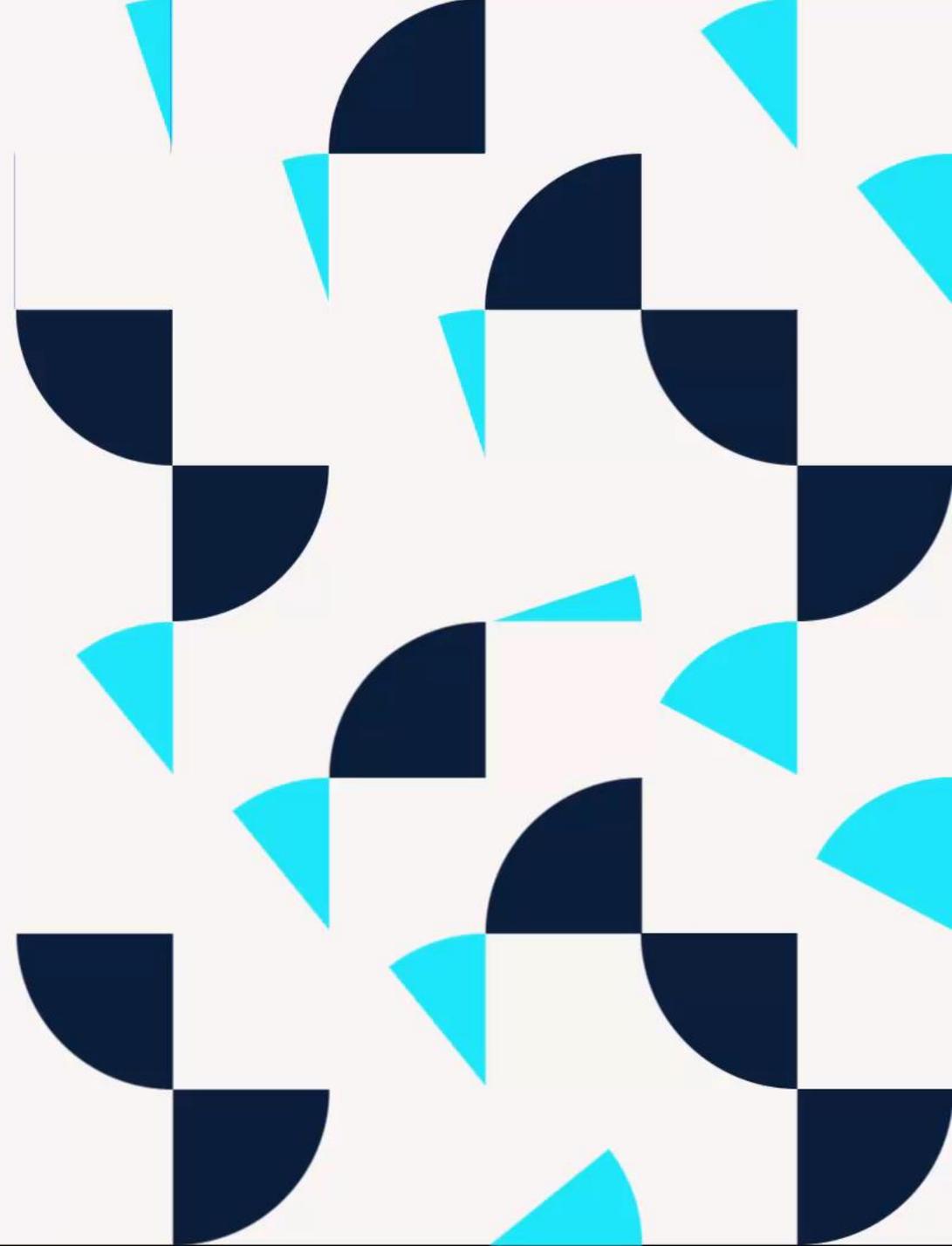
- New and existing partners deploying Total – revenue growth slightly lower than expected due to some delayed launches – and cross-sell opportunities to Lookout Life partners
- Solid pipeline of major opportunities, incl. DNS security, to existing and new partners.
- Growing demand and traction in Asia-Pacific region.
- Weakened consumer confidence resulted in a decline in global device spend, which has an adverse effect on the Direct Channel and especially within new sales.
- Measures to combat eCommerce challenges implemented during Q2 and will continue in Q3.

## Other drivers

- Strategic investments in growth, technology investments to strengthen our independence as well as Lookout consumer security business integration burden our profitability.
- All in all, the acquisition of Lookout consumer security business has an impact on operational expenses.
- WithSecure TSA costs to terminate by the end of 2023, Lookout TSA costs to run for a couple of years

# Financials

Sari Somerkallio, CFO

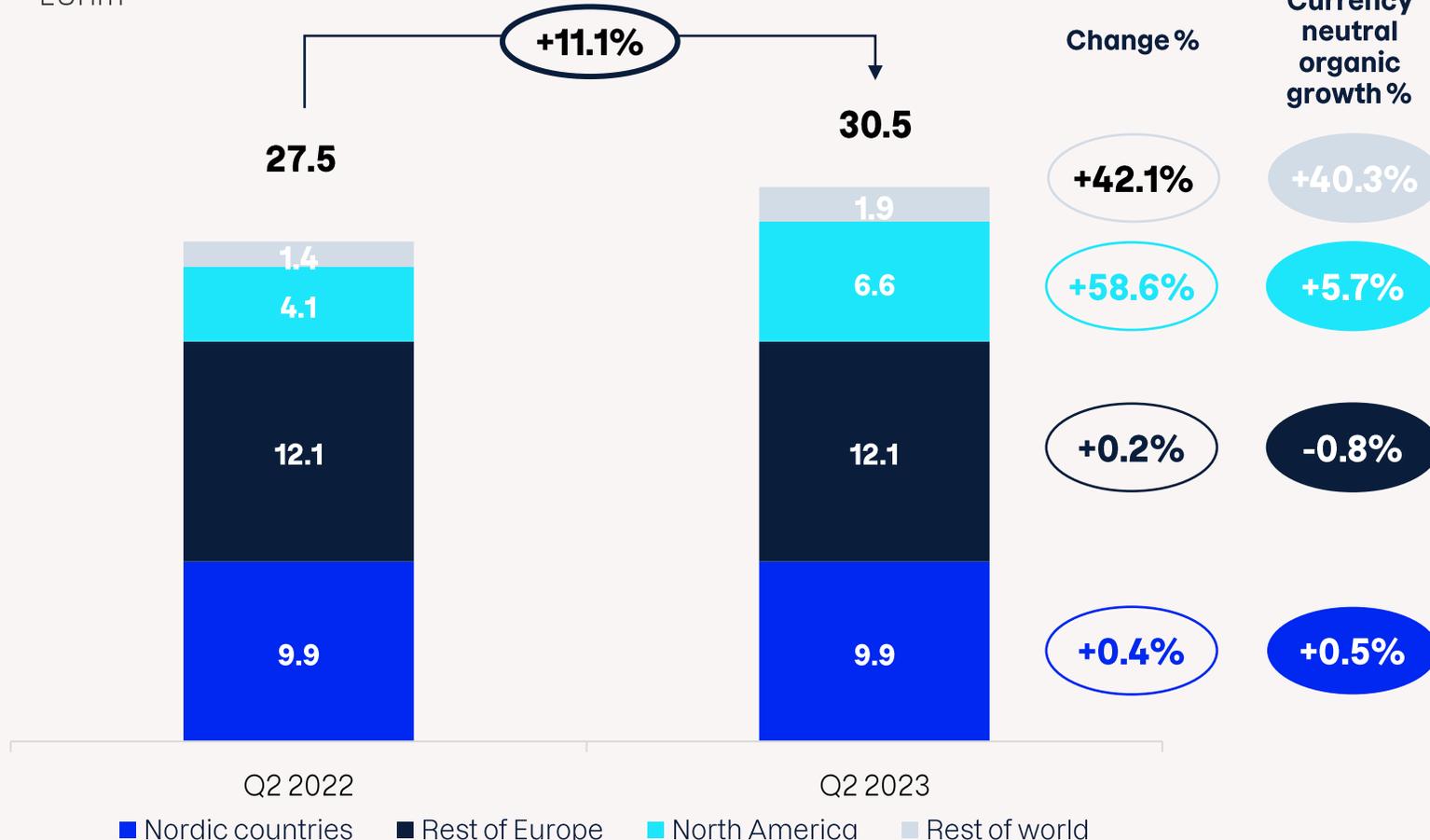


# Q2: Revenue up by 11.1%, organic growth 2.2%

Currency neutral organic growth 2.6%

## Revenue by geography

EURm



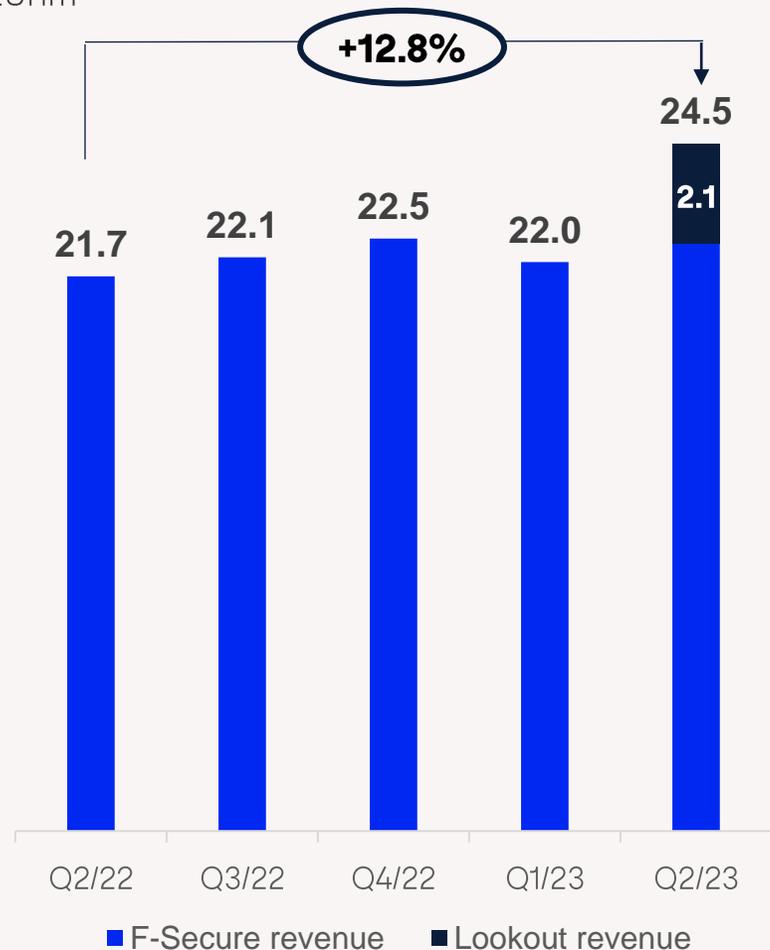
- Figures of the acquired business consolidated with F-Secure starting from 1 June 2023.
- US increased significantly due to the acquisition of Lookout consumer business
- Partner Channel: revenue increased by 12.8%, organic growth 3.1%
  - Revenue increased especially in the Netherlands and in the DACH region
  - Strong revenue growth in the APAC area, especially Japan and Hong Kong
  - Weaker performance in the UK and in Poland
- Direct Channel: revenue increased by 4.8%, organic growth was -1.4%
  - Headwinds and market uncertainty reflected especially within new business
  - F-Secure Total launched in Q1, but challenges in eCommerce optimization and weaker than expected demand resulted in declining revenue development.

# Q2 2023: Group revenue up by 11.1%

Challenging market reflected in revenue performance, especially in eCommerce business

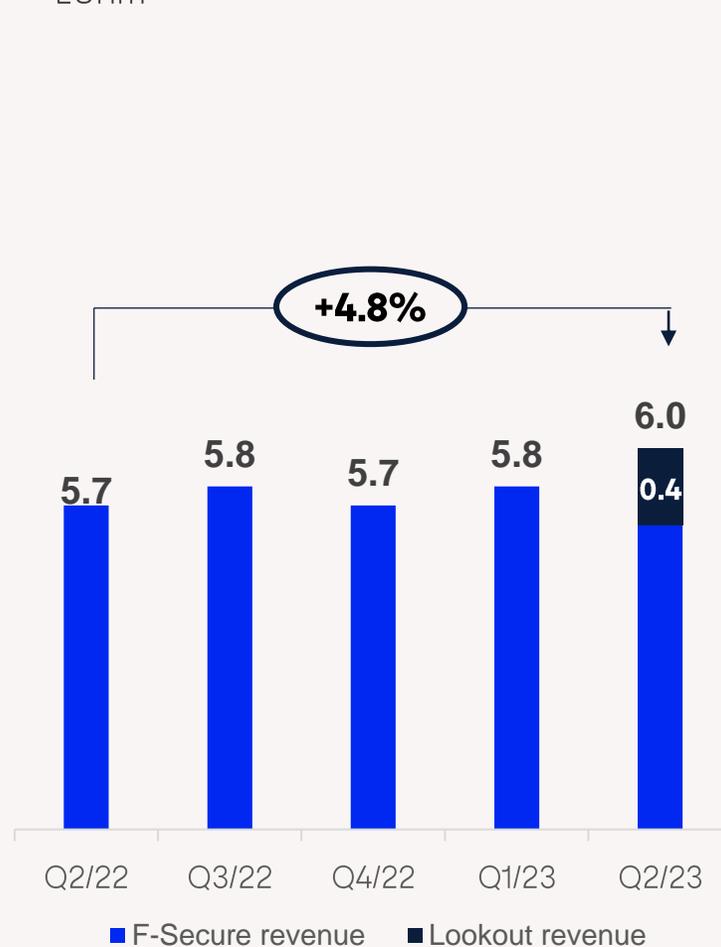
## Partner channel revenue

EURm



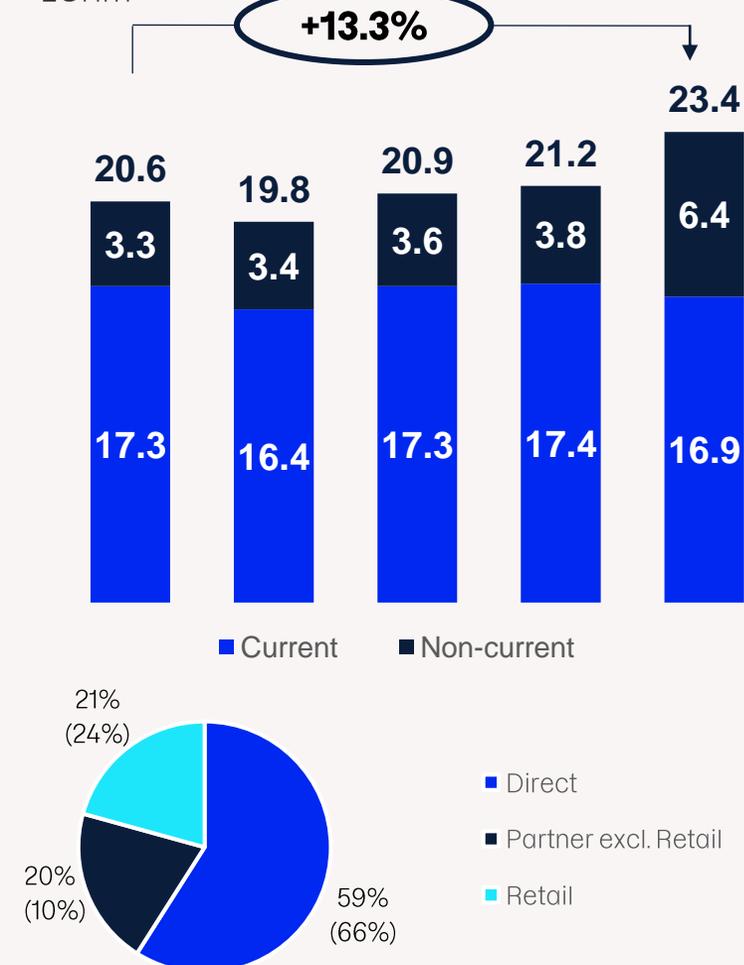
## Direct channel revenue

EURm



## Deferred revenue\*

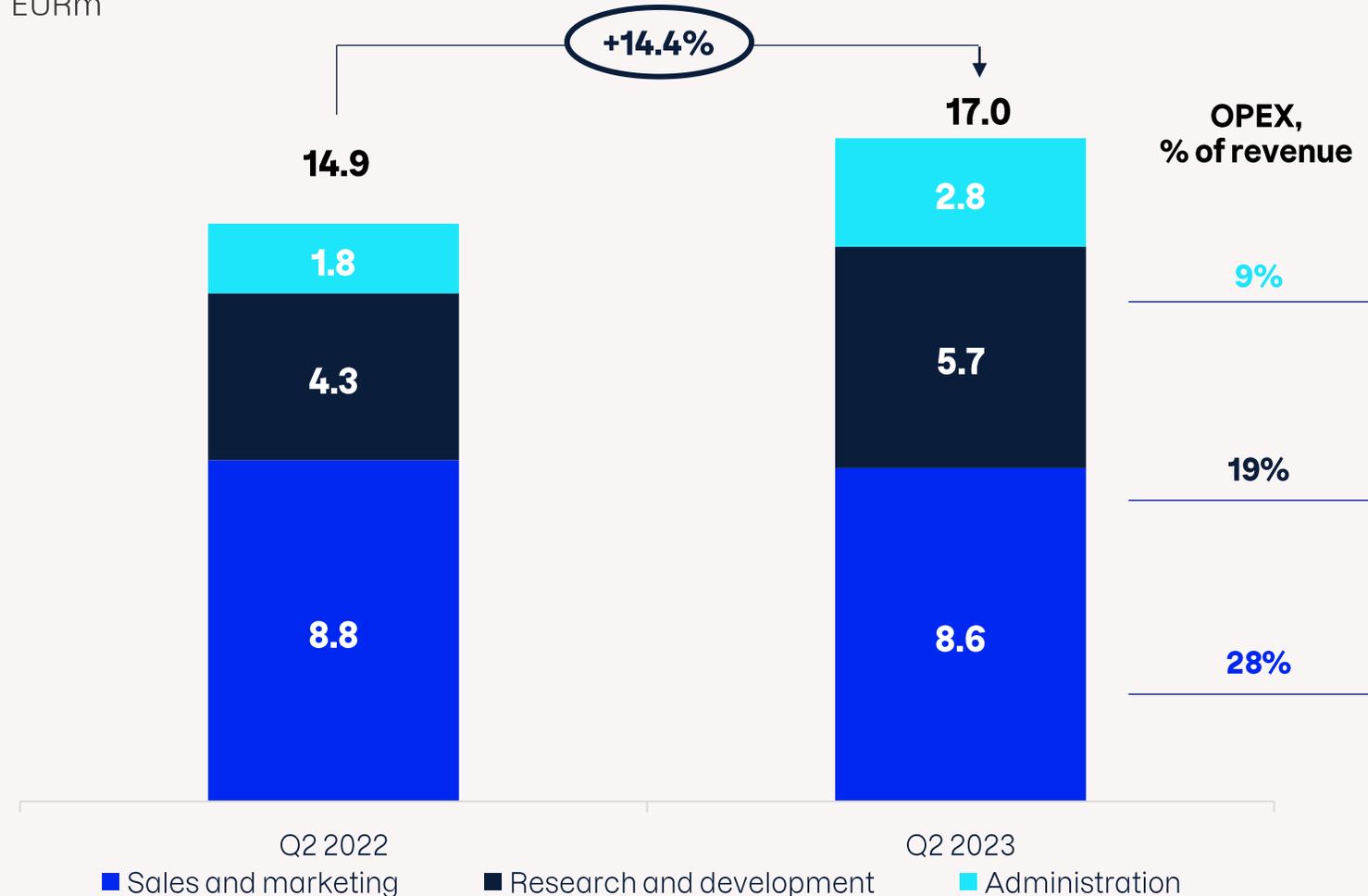
EURm



# Operating expenses in Q2

## OPEX\* development Q2

EURm



- R&D expenses grew as planned due to increased investments in product development and people.
- All in all, the acquisition of Lookout consumer security business had an impact on operational expenses.
- Additionally, figures for comparison period are not fully comparable as the classification and allocation method used in carve-out vary from actuals.

# Transitional services agreements support independency

- Transitional services agreements (“TSA”) between F-Secure and **WithSecure** incurred in connection with the demerger from WithSecure
  - These TSA costs in cost of revenue are planned to terminate latest by the end of 2023.
  - Majority of the administration TSAs terminated at the end of 2022, and the rest of administration and all of R&D planned to terminate by the end of 2023.
- TSAs entered between F-Secure and **Lookout** consumer security business incurred in June 2023.
  - These TSAs in cost of revenue are planned to last several years.
  - Majority of the administration TSAs are planned to terminate during 2023 and the rest of administration and all of R&D are planned to terminate during 2024

EURm	4-6/2023 Total	4-6/2023 WithSecure TSA	4-6/2023 Lookout TSA	4-6/2023 total TSA	7-12/2022 TSA*
<b>Cost of revenue</b>	3.6	0.9	0.6	1.4	1.8
<b>Operating expenses</b>					
R&D	5.7	0.6	0.1	0.7	1.9
Administration	2.7	0.3	0.1	0.4	5.2
<b>Total</b>		<b>1.8</b>	<b>0.8</b>	<b>2.5</b>	<b>9.0</b>

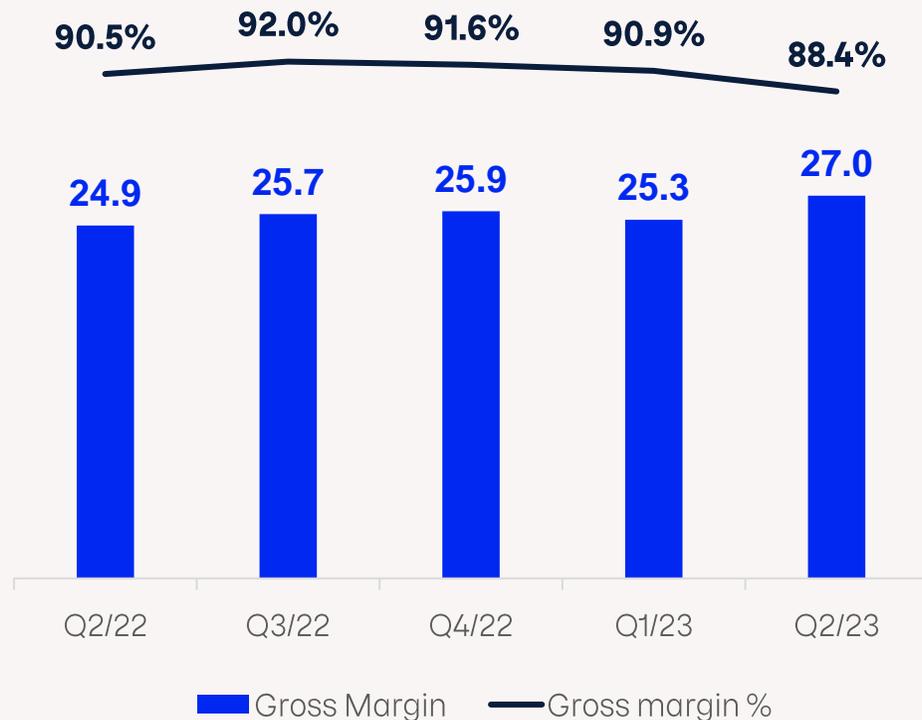
\*TSA costs incurred only in the second half of 2022

# Gross margin and adjusted EBITA development

Lookout consumer security business integration burdened profitability

## Gross margin

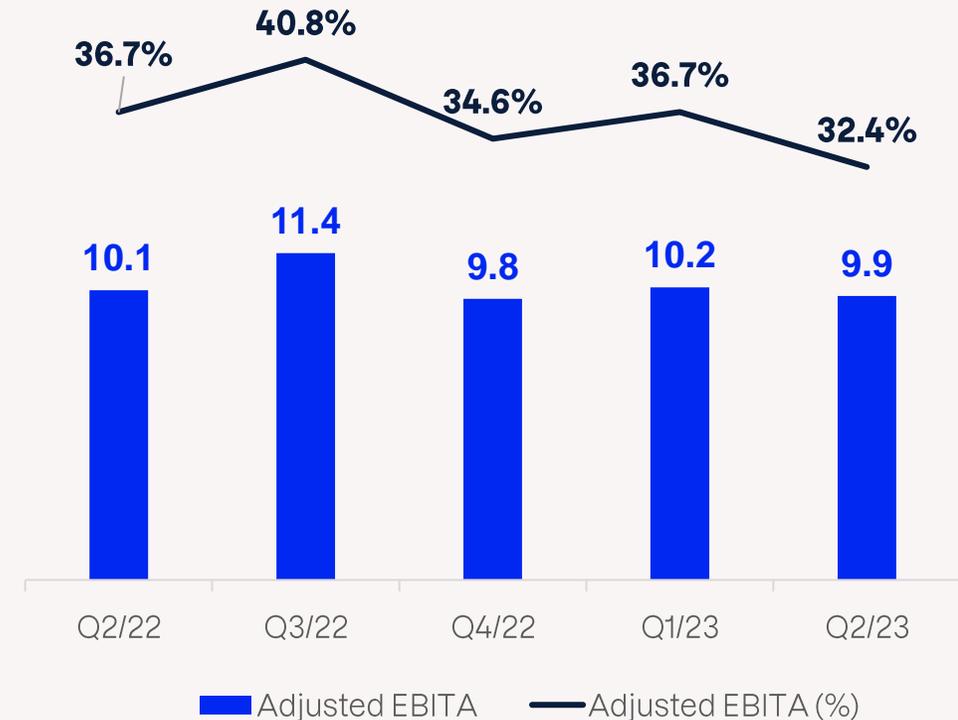
EURm



- The gross margin impacted by fair valuation adjustments of deferred revenue made in purchase price allocation and increased costs in hosting.
- Some double cost due to finalization of WithSecure TSAs and product mix changes have an effect on hosting costs.
- Lookout business has lower gross margin level than F-Secure traditionally.

## Adjusted EBITA and adjusted EBITA margin

EURm



- Strategic investments for future growth and technology as well as Lookout consumer security business integration burdened our profitability in the second quarter.
- Figures for the comparison period do not fully reflect F-Secure's profitability as a standalone entity.

# Purchase price allocation (PPA)

PPA amortizations of EUR 0.7 million related to the acquisition

Provisional fair values of acquired identifiable assets at the date of acquisition:

	EUR million	Years	Fair value	Amortization in June 2023
Technology-related intangibles		15	83.0	
Customer-related intangibles (Partner business)		15	31.7	
Customer related intangibles (Direct business)		5	1.8	
<b>Total intangible assets</b>			<b>116.6</b>	<b>0.7</b>
Goodwill			88.2	

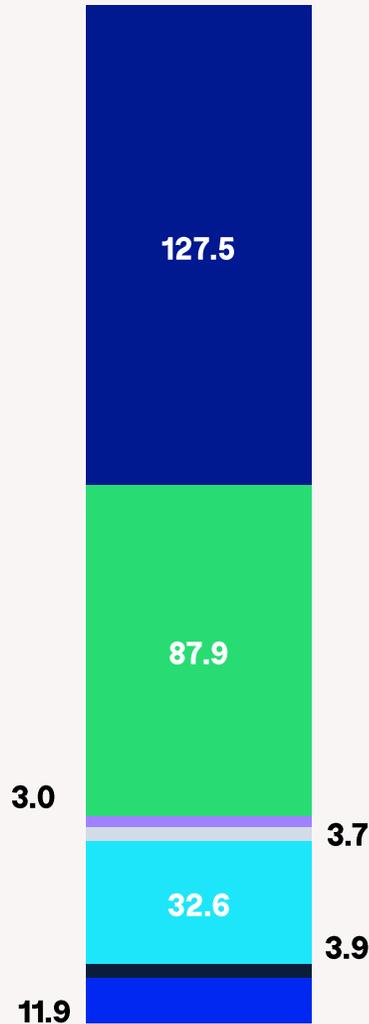
# Balance sheet overview

## Assets at 30.6.2023

EURm

270.4

- Intangible assets
- Goodwill
- Other non-current assets
- Structuring loans
- Trade and other receivables
- Other current assets
- Cash and cash equivalents

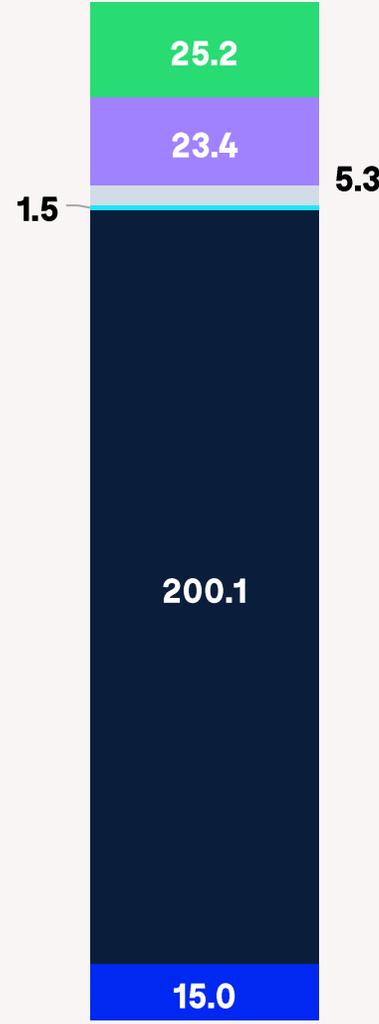


## Equity and liabilities at 30.6.2023

EURm

270.4

- Equity
- Deferred revenue
- Structuring loans
- Lease liabilities
- Bank loans
- Other liabilities



- Equity ratio was 9.3% (18.8%) as a result of the Lookout consumer business acquisition
- Net debt was EUR 191.3 million (net cash of EUR 1.8 million)
- New facilities agreement entered into with Danske Bank A/S and OP Corporate Bank plc. The new financing package consists of two facilities:
  - (i) a EUR 202 million amortizing term loan to finance the acquisition,
  - (ii) a EUR 20 million revolving loan facility to be used for general corporate purposes of the combined group.

Both facilities hold a maturity of 3 years with two 1-year extension options.

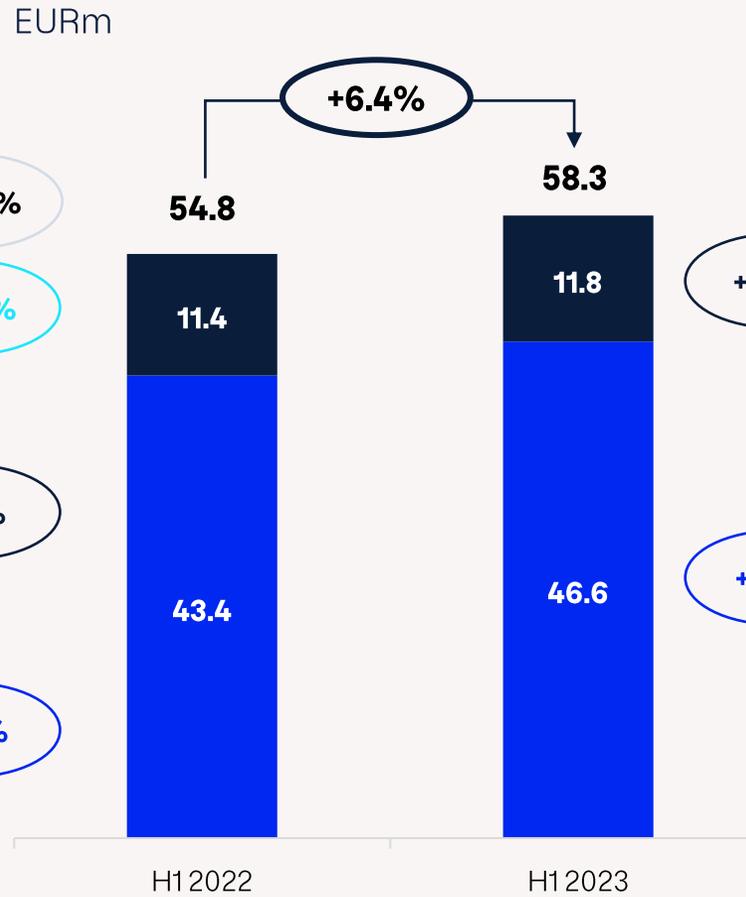
- The previous undrawn revolving credit facility cancelled concurrently with closing of the transaction
- Net debt to adjusted EBITDA ratio was 3.5 following the acquisition.

# H1 2023 in brief: revenue +6.4%, organic growth +1.9%

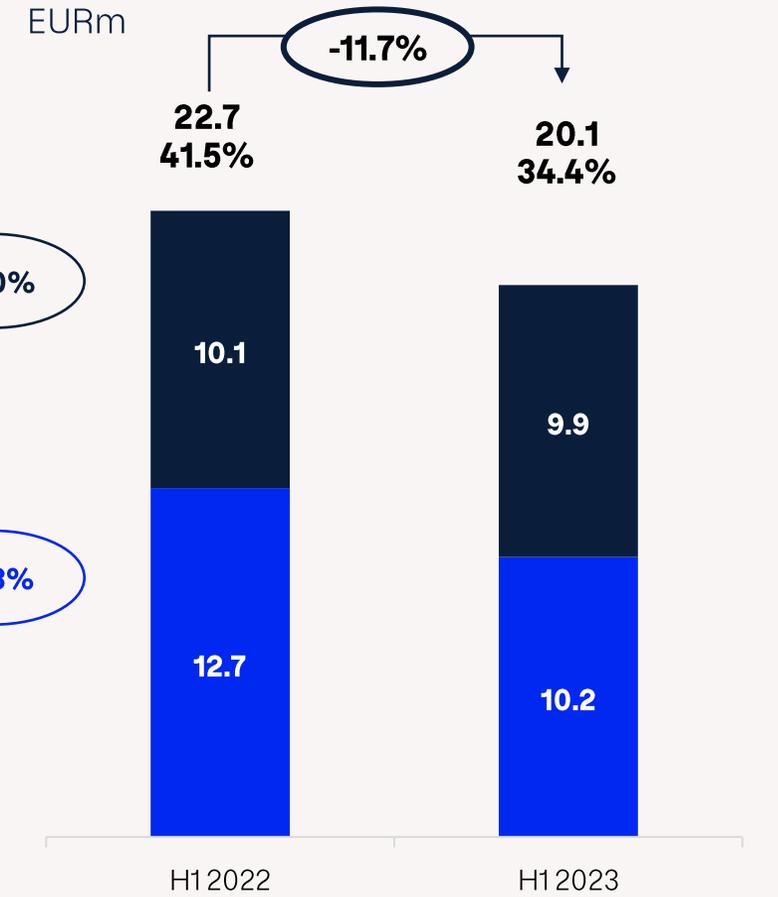
## Revenue by geography



## Revenue by channel



## Adjusted EBITA



■ Nordic countries    ■ Rest of Europe  
■ North America    ■ Rest of world

■ Partner Channel    ■ Direct Channel

■ Q1    ■ Q2

# Outlook 2023 (updated June 1, 2023)

**Growth:** In 2023, F-Secure expects revenue to exceed EUR 134 million.

**Profitability:** The group's adjusted EBITA is expected to exceed EUR 45 million. The adjusted EBITA margin is estimated to temporarily decrease in 2023 due to acquisition related additional OPEX investments of more than 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 and the global demand to remain stable, in the face of a challenging operating environment.
- Lookout consumer BU included from June to December (7 months).
- Pro forma revenue growth of Lookout consumer BU expected to be around 10% (previously: above 10%) on a standalone basis and therefore contributing to F-Secure growth positively (FY 1 February 2023–31 January 2024).
- 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.

# Medium-term financial targets (updated April 26, 2023)

By 2026

## **Growth:**

Total revenue of more than EUR 200 million by 2026

## **Profitability (unchanged):**

After initial growth investments, adjusted EBITA margin of above 42%

## **Dividend Yield (unchanged):**

Around or above 50% of net profit on an annual basis.

## **Leverage:**

Net debt / adjusted EBITDA ratio below 2.5x, excluding temporary impact from acquisitions.

F-Secure Corporation follows the Rule of 40 metric as internal performance measurement and guiding principle, according to which the combined revenue growth rate and profitability margin should be equal to or greater than 40%.



**Target to consistently  
outperform market  
growth  
&  
Rule of 40**

