



FINANCIAL RESULTS FY2017

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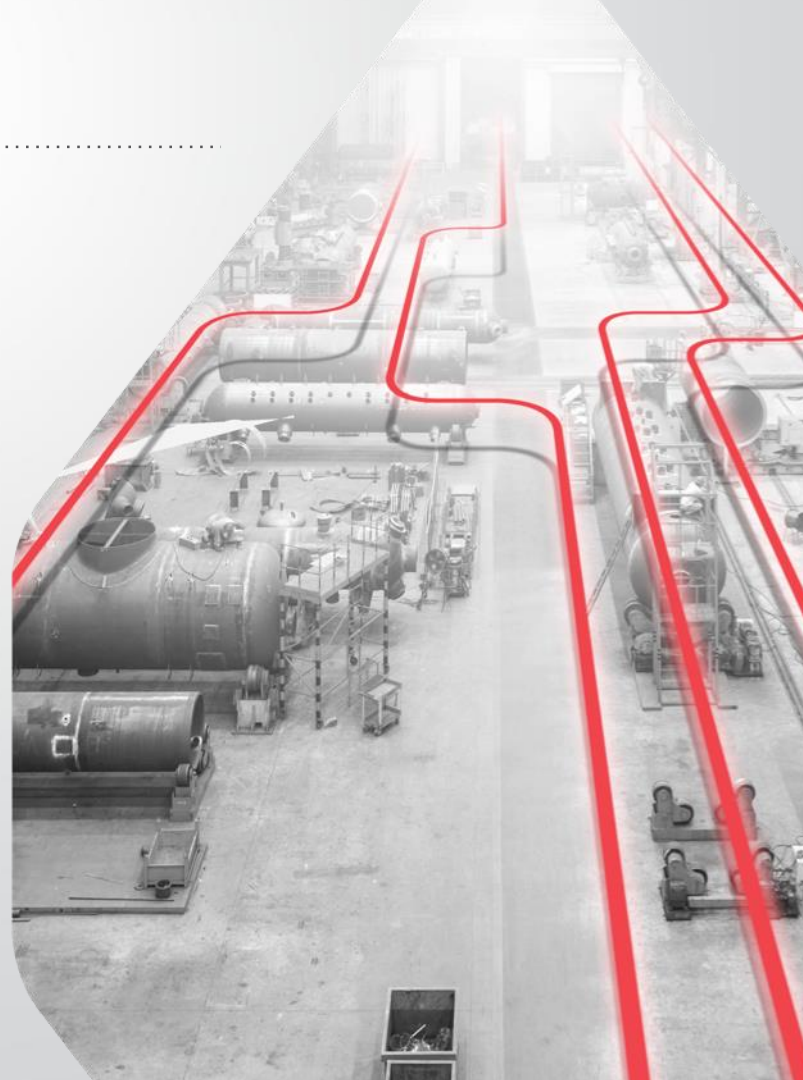
**WE KEEP THE DIGITAL
SOCIETY RUNNING**



**GROWTH SPEED INCREASED,
CONTINUOUS SERVICES
DRIVING GROWTH**

FINANCIAL SUMMARY of FY2017

- Revenue **32,3 M€** FY +50%, (H2 +55%)
 - Organic growth +25 % (H2 +27%)
 - Continuous services +118% (H2 +151%)
- EBITDA **1106 k€** (FY +37%, H2 -35%)
 - Costs in development of international operations, stock exchange preparations and development of technology based services lowering EBITDA



HIGHLIGHTS

- Managed Security Services driven by Nixu Cyber Defense Center rose to 7 % of revenue, growth of 168 %
- Cyber Defense Center started officially in Sweden with several Swedish large clients
- Non-organic growth driven through acquisitions of Safeside (2016), ESSC (2017) and Bitsec (2017)
- Transfer towards larger, more comprehensive "as-a-service" model deliveries to enterprise clients
- First internal learning summit nixucon17 held in September
- New capital (abt 10 M€) raised to enable growth through acquisitions

VISION: THE TRUSTED, GO-TO PARTNER FOR CYBERSECURITY SERVICES IN NORTHERN EUROPE AND THE BEST PLACE TO WORK FOR PROFESSIONALS

Strategic initiatives

Internationalization

Develop scalable services

Best cybersecurity team

Mid-range guidance

Yearly revenue growth
+ 15 %

EBITDA +10 %
of turnover

INTERNATIONALIZATION

Revenue outside Finland 35 % of total revenues

Main other markets Sweden and the Netherlands



SWEDEN MARKET TAKEAWAYS

- Acquired companies Europoint, Safeside and Bitsec all now officially Nixu Sweden with sizable, almost 70 person team
- Transition towards "as-a-service" and project delivery models from resource hiring hurting profitability temporarily
- Nixu Cyber Defense Center kick-started in Sweden with handling of several incidents at existing clients
- We continue towards solid number one cybersecurity partner in Sweden



BENELUX MARKET TAKEAWAYS

- Brand recognition of Nixu has remained low, hindering sales activities
- Acquiring ESSC helped boost brand recognition and also build a larger platform, both teams now work in the same office
- Recruitment has been successful, but not all capacity is fully utilized
- Focus increased towards digital identity implementations



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NEW SALES ORIENTED MARKETS

USA

- USA revenues increased due to deliveries to existing clients and by adding revenue from acquired ESSC clients
- Limited success with opening of new clients

CHINA

- Continued business with existing clients
- Focus on helping Chinese companies wishing to meet European cybersecurity standards

SCALABLE SERVICES

Scalable (MSS) services grew by 168 % to 7 % of total revenue (2,3 M€)



CYBER DEFENSE CENTER MARKET ACTIVE

- Market position in Finland very good:
 - won most of bid contests participated
- Sweden market entry performed during last quarter of 2017
- First cases for monitoring of IoT devices starting

ACTIVE LOOKOUT FOR NEW SERVICES

- A few new scalable services in planning/piloting mode:
 - Nixu MFA (Multi-factor authentication)
 - Providing secure access to enterprise networks
 - Nixu Consent-as-a-Service
 - Providing a platform for digital services to manage their user consent of their privacy data

BEST CYBERSECURITY TEAM

Employee churn below 10%



BEST WORKPLACE FOR CYBERSECURITY PROFESSIONALS

- Further implementing the joint cultural value base NixuCode
- Increased recruitment capability
- Two remote work locations opened in Finland: Turku and Jyväskylä
- Nixu Pulse feedback survey from employees: (scale of 1-4)
 - Overall average: 3,4
 - Autonomy: 3,5
 - Purpose of work: 3,4
 - Pride of working for Nixu: 3,5

OUTLOOK FOR 2018

- Medium term goal is to have an annual revenue growth of above 15 % and an EBITDA margin of above 10 %
- For 2018 we expect growth to be above of medium term target and EBITDA to be below the target range
- Growth will be driven by strong organic growth and the already performed acquisitions
- Growth initiatives will still cause lower than normal EBITDA



THANK YOU!

Questions?

