



## **ANNUAL GENERAL MEETING 2016**

Petri Kairinen, CEO  
Janne Kärkkäinen, CFO  
5.4.2016

## CONTENTS

- Year 2015 in brief
- Financials for FY2015
- Strategy & implementation





**WE KEEP THE DIGITAL  
SOCIETY RUNNING**

Our growth continued:

- Revenue increased by 24 %
- EBITDA increased by 38 %

Sizable investments towards strategy implementation

Strategy implementation proceeded as planned, and continues

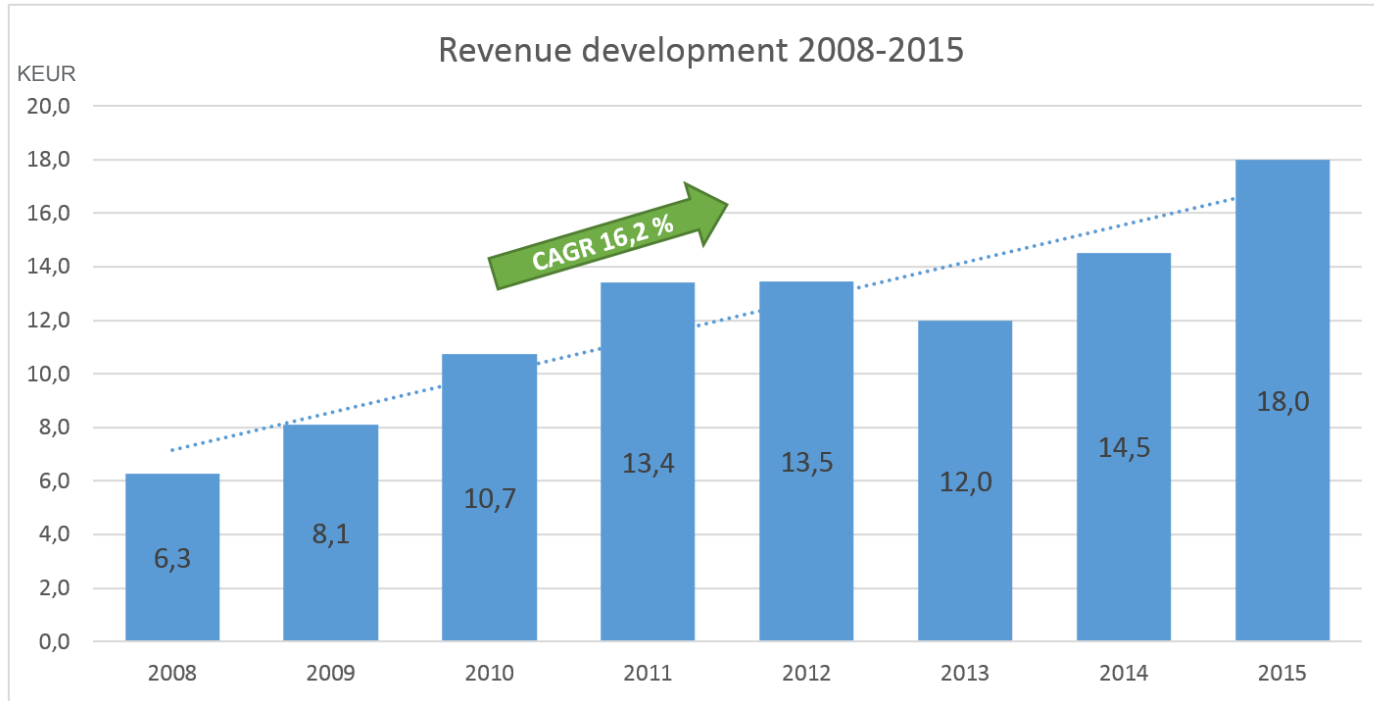


## MAIN EVENTS DURING 2015 (AND 2016)

- Integration with Panorama Partners completed
- Nixu as a provider for Valtori IAM-platform
- Nixu Cyber Defense Center kicked off
- New subsidiary Nixu B.V. founded in the Netherlands
- Acquisition of Europoint Networking AB in Sweden

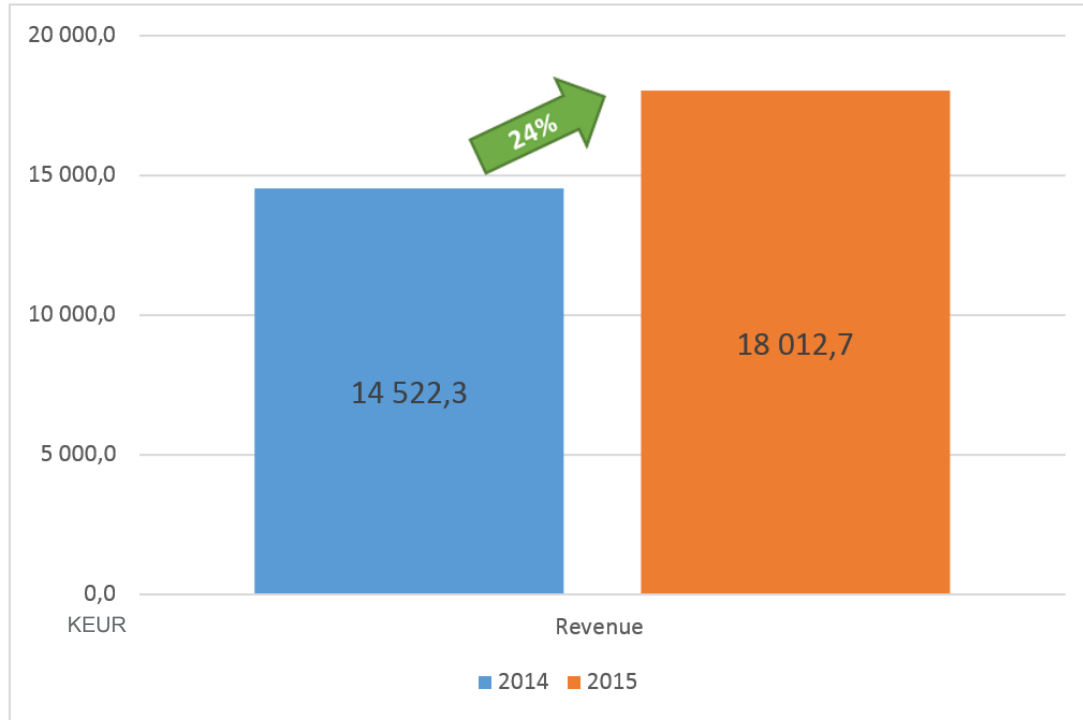


# NIXU'S CYBERSECURITY ERA CONTINUES IN GROWTH MODE



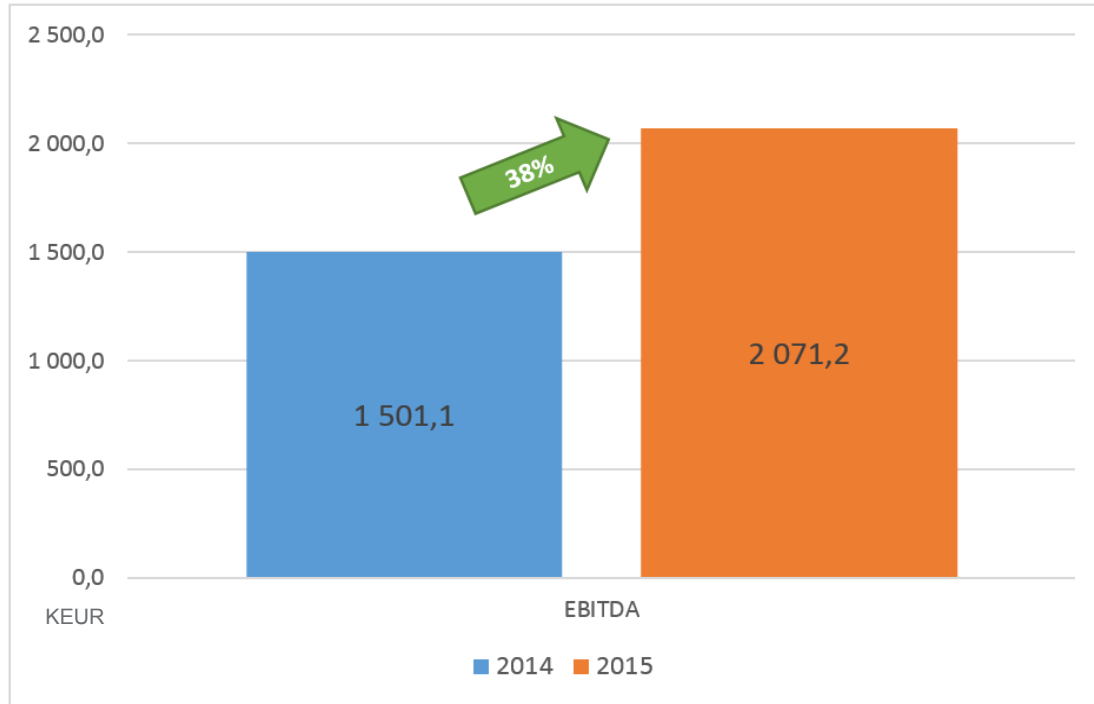
- 2015 revenues coming from Cybersecurity business
- Revenue drop in 2013 related to drop of Nokia (mobile) business

# STRONG REVENUE GROWTH IN 2015



- Strong year-to-year revenue growth of 24 % supported by the Panorama Partners acquisition in 2014
- Pro forma revenues growing by 6% despite the challenging year

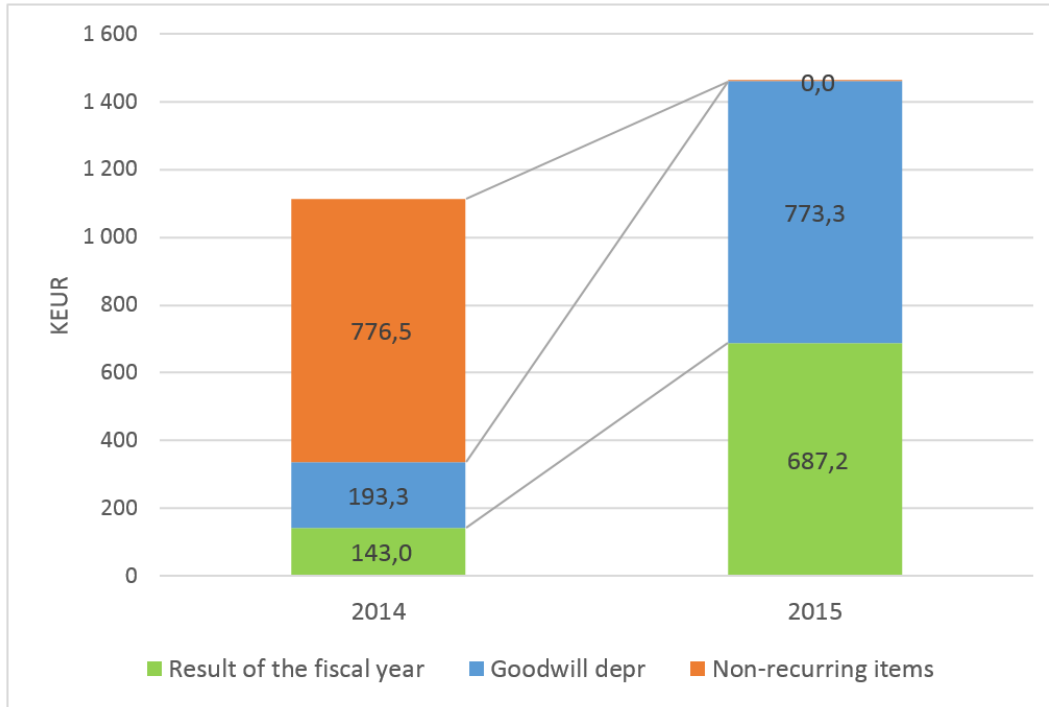
# EBITDA GROWING BY 38%



- Pro-forma EBITDA decreased by -8,2% due to investments to CDC, One Nixu Portal and internationalization i.e. R&D work not activated



# ADJUSTED RESULT GREW BY 31,2%



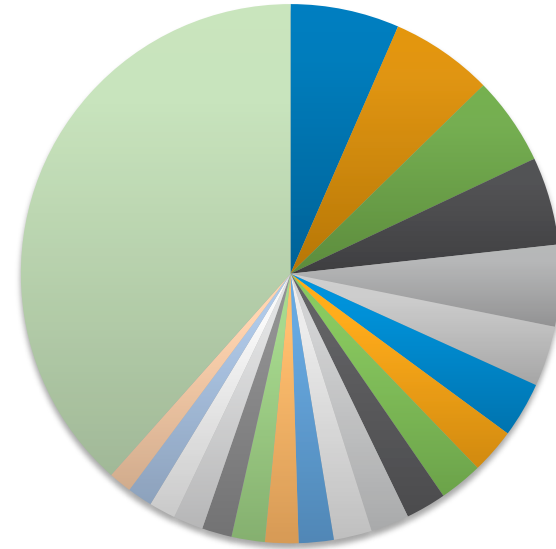
- The result before goodwill depreciations and non-recurring items grew by 31,2%
- Nixu is reporting according to the FAS which has goodwill depreciations unlike IFRS (goodwill depr in 2015 were 773 KEUR)

## STRONG FINANCIAL SITUATION

- Equity ratio 52,6% (44,8% in 2014)
- Interest-bearing net liabilities -3170,6 KEUR (-4798,3 KEUR in 2014)
- Gearing-% -39,9% (-62,0% in 2014)
- Cash reserves 6,6 MEUR

# HEALTHY CUSTOMER PORTFOLIO

- Largest customer 7 %
- Top 20: 62 %
- Total of 220 customers
- Expecting to increase revenue outside Finland



Revenue by customers

**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**

# STRATEGY IN ACTION: INTERNATIONALIZATION



## Latest News

[Nixu acquires Europoint and establish operations in Sweden](#)

## Improving Information Security

Europoint Networking provides specialist expertise in information and IT security. Our consultants have many years of experience in different branches of IT security. We work with information security for large and mid-size companies and organizations.

We work with:

- Consulting within the field of information security and IT security
- Audits and reviews of information security and IT security.
- Audit and review of payment card solutions, applications an services according to [PCI DSS](#), [PCI PA-DSS](#), and [PCI P2PE](#).
- Audit of identity services according to [Kantara IAF](#) and [FICAM](#).



# STRATEGY IN ACTION: DEVELOP SCALABLE SERVICES



**Security  
Operations  
Center (SOC)**

**Vulnerability  
Management  
& Red Team**

**Forensics &  
eDiscovery**

**CYBER  
DEFENSE  
CENTER  
PROTECT**

BUSINESS  
PROCESSES  
& PEOPLE

**Advanced  
Cyber  
Defense**

**Threat  
Intelligence &  
Early Warning**

**Cyber  
Insurance**

**Business-driven Security & Privacy**

# STRATEGY IN ACTION: BEST CYBERSECURITY TEAM



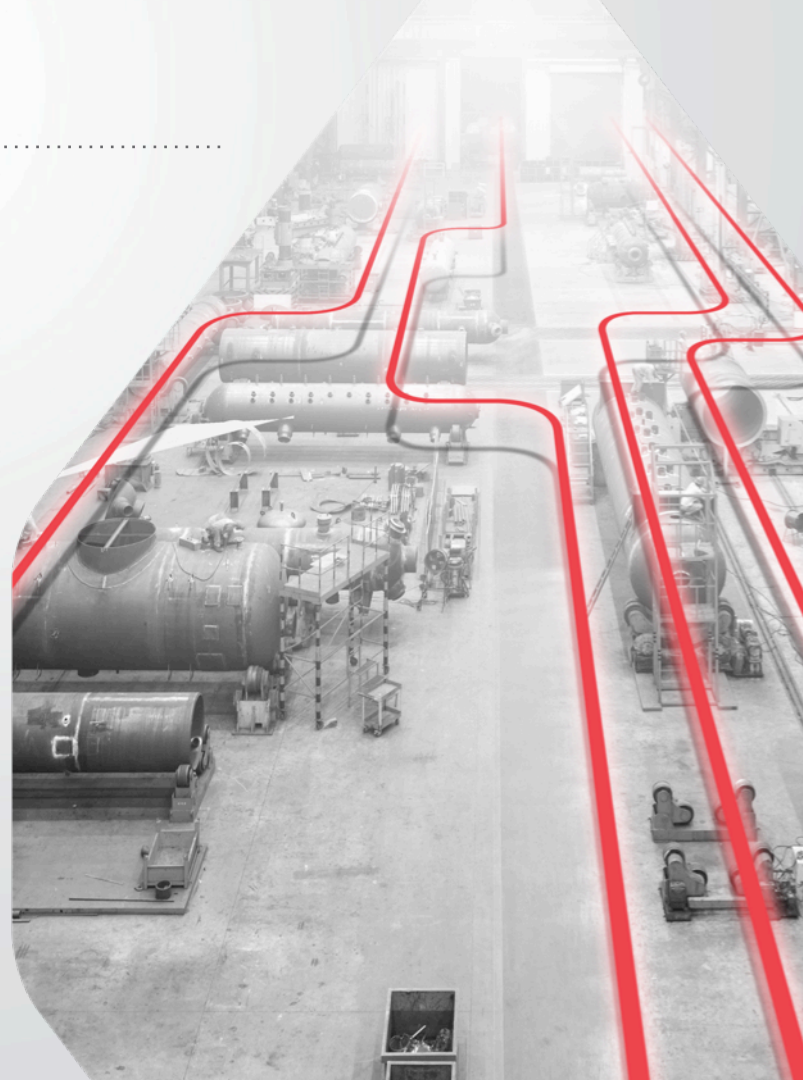
When you know you're working on the right thing...



nixu

## WHAT TO LOOK FOR

- Expanding revenue outside of Finland
- Growth of continuous services share of business
- Speaking louder on the European marketplace





# nixu

cybersecurity.

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