

# Nixu H1 FY2021 results review

12.08.2021 | Petri Kairinen

 @nixuHQ @kairinen



# Webcast audience:

Please send your questions using the webcast Q&A functionality



# Hackers steal \$600m in major cryptocurrency heist

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Dear Hacker,

We are the Poly Network team.

We want to establish communication with you and urge you to return the hacked assets.

The amount of money you hacked is the biggest one in the defi history. Law enforcement in any country will regard this as a major economic crime and you will be pursued. It is very unwise for you to do any further transactions. The money you stole are from tens of thousands of crypto community members, hence the people.

You should talk to us to work out a solution.

Poly Network Team

[contact@poly.network](mailto:contact@poly.network)

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August 11, 2021  
6:57 PM EEST  
Last Updated 3 hours  
ago

## Technology

# Hackers return \$260 mln to crypto platform Poly Network after massive theft



# **H1 summary:**

## **Improved EBITDA and building up for growth**

Q1: Lacking behind in revenue due to lower headcount

Q2: Catching up in revenue and EBITDA, hindered by Dutch Now repayments

# H1 2021 in numbers

- Revenue: 26.7 MEUR (27.7), change -3 %.
  - Q1: - 6 % growth, Q2: 0 % growth
- Managed continuous services -1 % representing 19 % of revenue
  - Mainly due to slow closings during the pandemic
- EBITDA: 805 kEUR (59) kEUR, 3 % (0 %) of revenue
  - Q1: 367 kEUR => Q2: 438 kEUR
- Adjusted EBITDA: 1198 (764) kEUR, 3 % (8 %) of revenue
  - Adjustment for reorg and return of Dutch subsidies
- EBIT: -154 (-1066) kEUR, share of revenue: -1 % (-4 %)



# Highlights from H1

- Operational model change from market specific to cross-border teams has proceeded well
  - Enables better client experience and efficiency in staffing
- Markets have recovered with different speeds: Sweden grew organically and turned to positive EBITDA during H1
- We see signs of market picking up speed again, focus for H2 will be fully on growing with clients





Jan Mickos nominated member of Nixu Leadership Team and leader of Managed Services Business Area from 8 September



# Nixu managed services has a new leader

**Extensive career** in leading positions in cybersecurity and deep expertise in managed cybersecurity services.

- 20 years at CGI with the latest position as VP Cyber Security, heading Cyber Security Practice in Finland and the Baltics.

**Respected people leader** supporting Nixu's strategic intention to be best place to work for cybersecurity professionals.

**Managed services brought together for further scalability** accounted for about 19% of Nixu's H12021 revenue and consist e.g. of Cyber Defense Center, Vulnerability management, MDR, Threat intelligence and Managed IAM offerings

# Vision 202X

The best place to work for  
cybersecurity professionals

and

The trusted, go-to partner for  
cybersecurity services for  
digitalization in the Northern  
Europe.

*The long term ambition statement will be  
revisited during Q3*



# Keys to profitable growth

1. Professional team
2. Customer intimacy
3. International markets
4. Managed cybersecurity services





## Financial guidance for 2021

Nixu estimates its revenue to remain on the same level and its EBITDA to decrease from the previous financial year.

Simultaneously investments to growth are increased.

In financial year 2020 revenue was EUR 53.3 million and EBITDA EUR 2.9 million.



# Keeping the digital society running!

## The cyberdebt needs to be repaid...







# Thank you and Q&A!

 nixuoy

 @nixutigerteam

 company/nixu-oy

[www.nixu.com](http://www.nixu.com)

