

Nixu H1 FY2022 results event

2022-08-11

Valtteri Peltomäki, interim CEO until 1 Aug

Teemu Salmi, CEO starting 1 Aug

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Tips for translating cylinder-board-friendly language

Published Aug. 1, 2022



An empty meeting room. Asia-Pacific Images Studio via Getty Images



CISOs finally have a seat at the table. Recent events have forced C-suites to pay close attention to the role of the CISO. But this new rise to prominence means CISOs are exactly seeing eye-to-eye with the

11.8.2022

Sources: 1. Cybersecurity Dive, 2. The EurAsian Times, 3. HS news, 4. Cyprus

EUROPE By Tanmay Kadam | August 2, 2022

Russian Hackers have reportedly launched a new type of cyber attack on the Ukrainian military. The attack targeted the Lockheed Martin, the developers of the M142 High Mobility Artillery Rocket (HIMARS) supplied to the Ukrainian armed forces.



The credibility of the United States (US) as a dependable ally or friend of Taiwan has been a key factor in the Biden Administration, hitherto reluctant, now warning China to show restraint. House Speaker Nancy Pelosi's expected arrival in Taipei this evening will further test the US position.

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The news of the attack was reported by a Russian-language outlet. According to the report, the cyber-attack was launched by a Russian hacker group, Killnet and its founder, Killmilk.

"The notorious HIMARS multiple launch rocket systems, supplied by an industrial corporation, allow the criminal authorities of the country to destroy infrastructure and social facilities of the still temporarily occupied territories,"
cited by Life.ru.

The groups further said that Lockheed Martin "is the actual cause of thousands and thousands of human deaths."

Tietoturva-asiantuntija Jan Mickos ei pidä eduskunnan sivu kohdistunutta verkkohyökkäystä vakavana. Kytkös Ukraina sotaan ja Venäjään tekevät tapauksesta kuitenkin sellaisen, kannattaa seurata.



Eduskuntatalon pylväikköä tiistai-iltana. KUVA: MIKKO STIG / LEHTIKUVA

Tomi Pyy HS

9.8. 20:48

TIETOTURVAYHTIÖ Nixun hallinnoitujen palveluiden johtaja **Jan Mickos** ei
Mäki
siidä tiistaina eduskunnan verkkosivuihin kohdistunutta verkkohyökkäystä.

Business Europe International Russia Tech & Science

By Kyriacos Nicolaou · August 5, 2022 · 0 Comments · 194

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While most sectors continue to feel the dire effects of rising inflation, partly the result of the tumultuous geopolitical landscape, European IT security spending is expected to continue to steadily increase, according to a report released this week by industry analysts International Data Corporation (IDC).

Based on IDC's new Worldwide Security Spending Guide, European IT security spending will reach almost \$47 billion during the current year.

Moreover, the forecast five-year (2021–2026) compound annual growth rate (CAGR) is estimated to reach 9.4 per cent, with total spending exceeding \$66 billion in 2026.

"Following the start of the Russia-Ukraine war and the consequent geopolitical dynamics, the risk of cyber threats addressing both IT and OT systems — already significant before the conflict — rose dramatically," IDC European data & analytics research manager Stefano Perini explained.

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H1 summary:

Positive business momentum

- Q1: Growth track begins with increased Client intimacy
- Q2: EBITDA improvement and growth continuation

Q2 2022 in numbers

Revenue: 14,7 (13,6) MEUR, change +8 %

- Earlier sales success visible in revenue growth
- Growth pace accelerating from Q1: 6% → 8%

EBITDA: 593 (438) kEUR, 4 % (3 %) of revenue, change +35%

- Profitability improving, investments to growth and recruitments keep effecting EBITDA
- Profitability improving from 1 Q: -2 % → 4%

H1 2022 in numbers

Revenue: 28,6 (26,7) MEUR, change +7 %

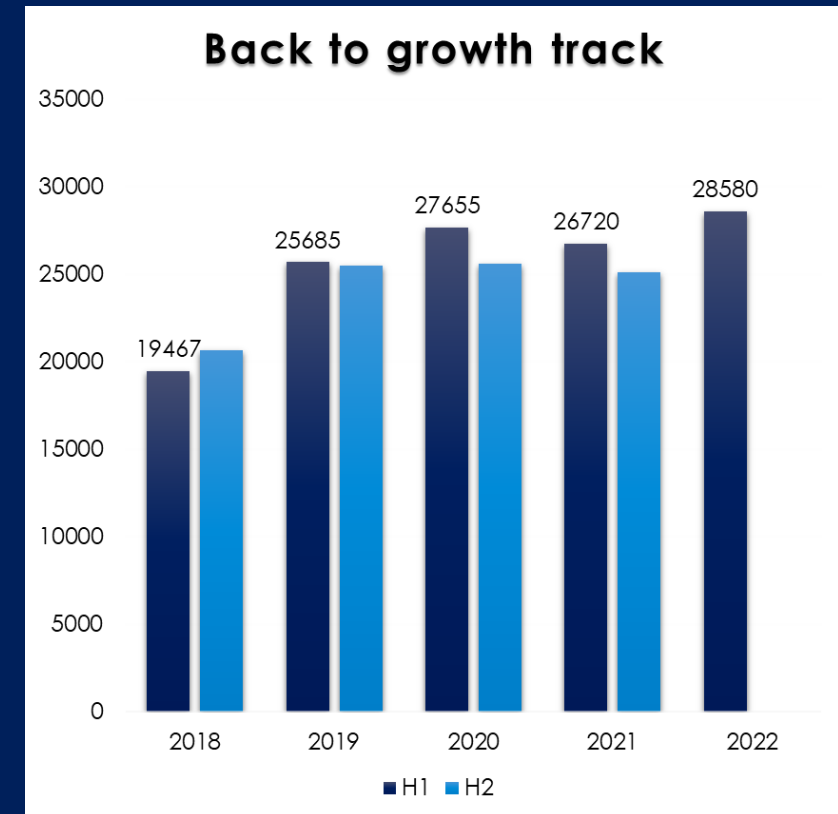
- Increased sales success in Managed and Project services

EBITDA: 377 (805) kEUR, 1 % (3 %) of revenue

- Managed services in turnaround
- Recruitment and subcontracting costs higher than normal

Adjusted EBITDA: 352 (1 198) kEUR, 1 % (5 %) of revenue

EBIT: -553 (-154) kEUR, -2 % (-1 %)





Client intimacy – key for growth

Managed services turnaround progressing with sales success

- +13% revenue compared to 2H21
- +1% Revenue compared to 1H21

Building our brand position in the markets outside Finland

- Revenue in Sweden growing over 15% during 1H22

Strengthening position in cybersecurity ecosystem in Finland

- Nixu to assemble a cybersecurity ecosystem for indirect industrial cooperation in the acquisition of F-35 fighters in Finland.

Sales success from 1H22

Sales success supporting long term growth

- Major Managed Services contracts in Sweden and Denmark
- Substantial Digital Identity contracts in Benelux and Denmark

Other commercial success in Q2

- Finnish Government ICT Center Valtori Cloud security agreement
- Nixu and SANS to collaborate in Cybersecurity training and Certifications in Finland



Current market visibility

- Cybersecurity becoming core strategic topic
- War in Ukraine continues to fuel cyber threats
- Inflation and macroeconomic situation creates uncertainty
- Shortage of expertise

Focus areas H2, 2022

Review Nixu strategy and define profitable growth ambitions

- Ready to be presented early 2023

Accelerate the good business growth

- Order intake continues to be on a good level

Focus on improving profitability

- Clear actions and activities defined to secure improved profitability

Continue to strengthen cash-flow

- Secure an increase in cash and cash equivalents

Continue to focus on being a great place to work

- Securing employee well-being and attracting talent from the market

Financial guidance for 2022

Nixu estimates its revenue to grow and its EBITDA to increase from the previous financial year.



Q&A



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An aerial, high-angle photograph of a city street intersection. The scene is captured during the "blue hour" or twilight, with a cool blue and purple color palette. Several multi-story buildings with light-colored, possibly stone or concrete, facades are visible. The buildings have flat roofs with some mechanical equipment and pipes. The street is paved and features white-painted crosswalks. Numerous cars are parked along the curbs and some are in motion. The lighting is soft, creating long shadows and highlighting the textures of the buildings and pavement. The overall atmosphere is quiet and urban.

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cybersecurity.