

Nixu

H1 2018 review

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16.8.2018



“ Strong growth continued, several large cybersecurity partnerships



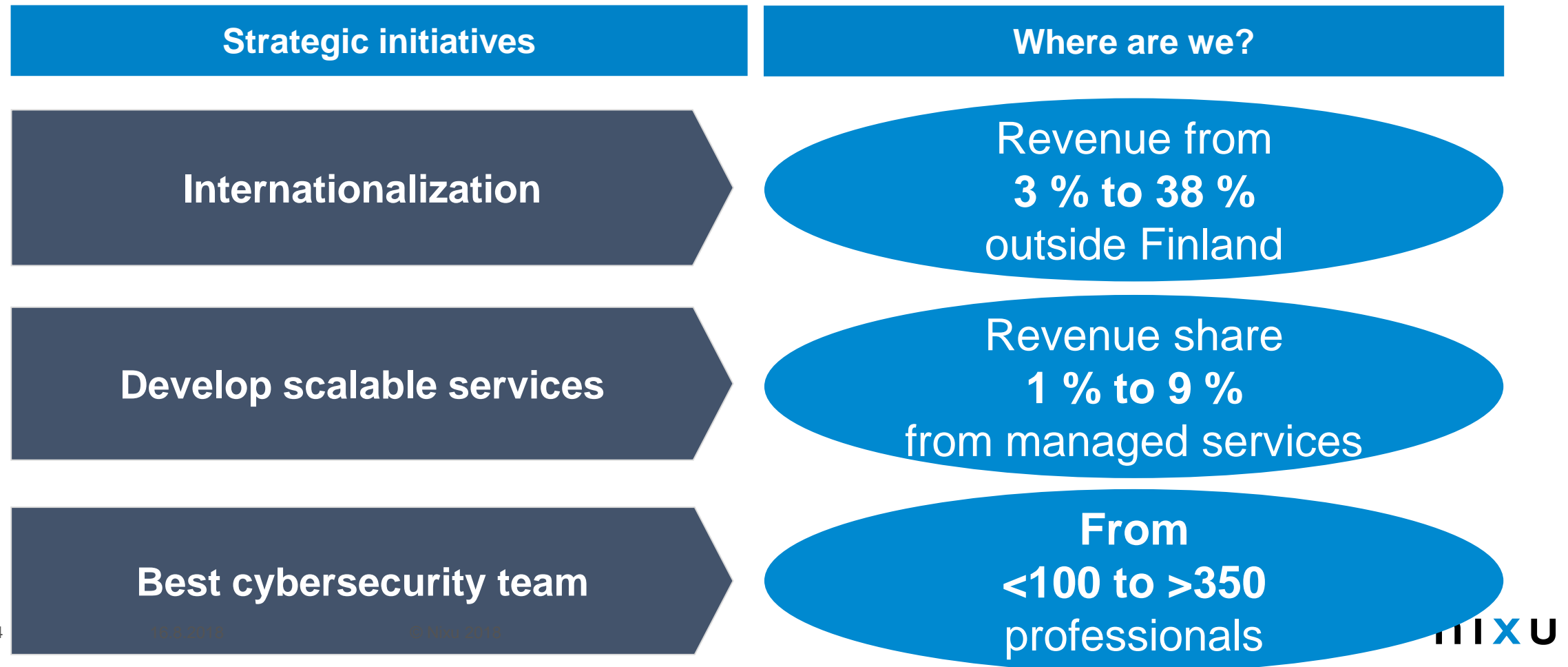
Summary of H1 2018

- Revenue 19,5 MEUR (+34 %, organic +17 %)
- Revenue of managed continuous services +126 %
- EBITDA -663 kEUR, adjusted EBITDA -308 kEUR

- Investments into growth continued
- Several large cybersecurity partnership deals
- Refreshed strategy focusing in cybersecurity of digital transformation

Strategy period between H1 2014 - H1 2018:

VISION: The trusted, go-to partner for cybersecurity services in Northern Europe and the best place to work for professionals



Cybersecurity partner approach

- Publicly announced three large agreements during H1:
 - 1,2 M€ industrial IoT agreement
 - 3,9 M€ IoT monitoring and cybersecurity
 - 15 M€ cybersecurity integrator
- Based on service approach and position as a trusted advisor



A man with glasses is shown in profile, looking down at a smartphone he is holding. Overlaid on his face is a semi-transparent image of a hand wearing a white glove, holding a scalpel as if performing surgery. The overall color palette is cool, with blues and greys.

But the profitability?

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Investing into growth

- Nixu aim is to invest into growth, but still keep EBITDA on black figures
- During H1 investments piled too high (with EBITDA of -663 K€)
 - International expansion
 - Stock listing preparations
 - Development of technology based services & platforms
 - Upfront recruitment in Finland

Profitable platform

- The plan is to return to black numbers for EBITDA during H2
- Main drivers:
 - Increased profitability in international markets
 - Stock listing completed
 - Increased utilization for Finland
- Balance between client prices and salaries remains stable



Strategy refresh 2018

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The trusted, go-to partner
for cybersecurity services
for digitalization in
Northern Europe
and
the best place to work for
cybersecurity professionals



Digitalization, done right

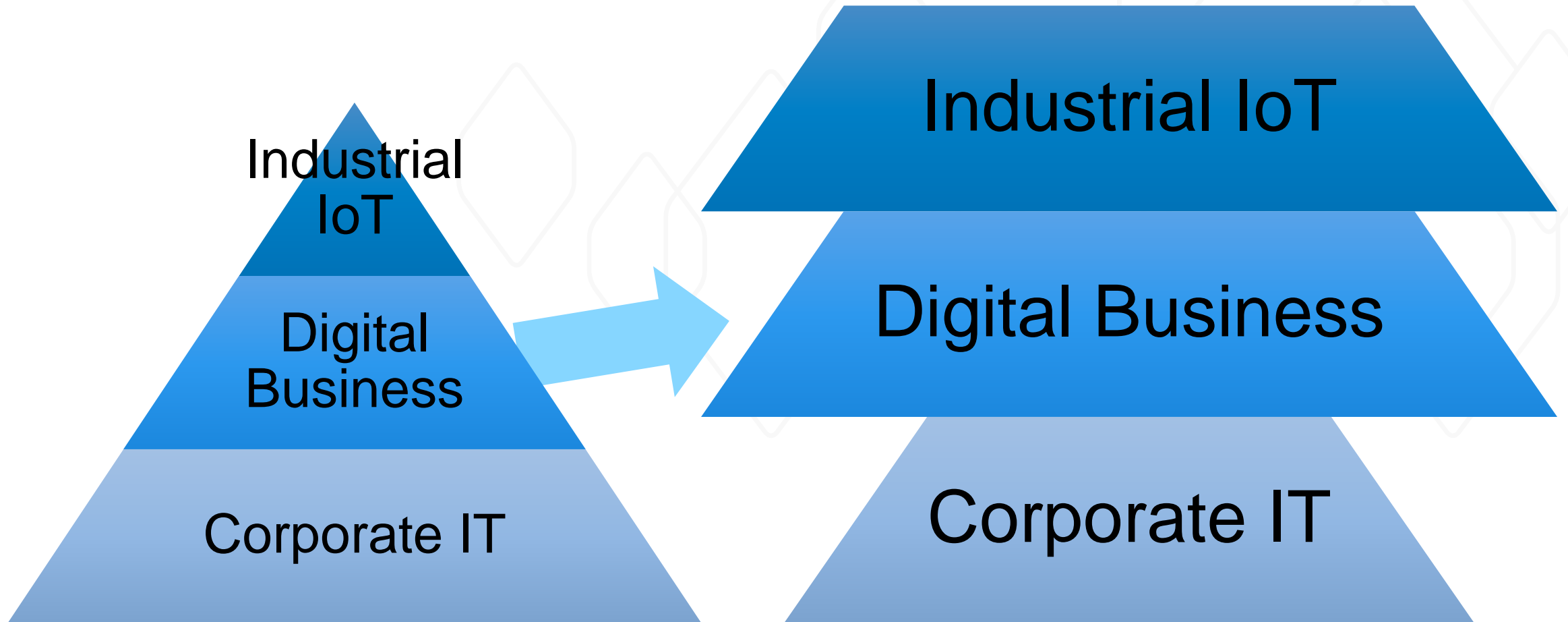
Identity

Security

Privacy

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From Corporate IT to digital transformation



Four strategic themes

- Cybersecurity talent community
- Cybersecurity partner for digitalization
- Data-driven services built on platforms
- Expand market presence

Guidance:

- Mid term goal of $>15\%$ growth and >10 EBITDA
- For 2018 expected growth of about 25% driven by organic growth and earlier M&A
- Ebitda to remain low, but slightly positive

Thank you!

For more information:

<https://www.nixu.com/investors>



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