



# Nixu H2 FY2021 results review

10.2.2022 | Petri Kairinen, CEO

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# Webcast audience:

Please send your questions using the webcast Q&A functionality



## SEVERE LOG4SHELL VULNERABILITY IN LOG4J 2: A POPULAR JAVA LOGGING SYSTEM

**NIXU**  
cybersecurity

**CYBER  
DEFENSE  
CENTER**

Nixu CDC

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**US share-trading app Robinhood has been hit by a security breach that has exposed the names or email addresses of more than seven million people.**

The company says the breach affected "a limited amount of personal information for a portion of our customers".

And it does not believe the most sensitive information it gathers - US social security numbers and financial information - was revealed.

COMPUTING

## How a Russian cyberwar in Ukraine could ripple out globally

Soldiers and tanks may care about national borders. Cyber doesn't.

By Patrick Howell O'Neill

January 21, 2022

## H2 summary:

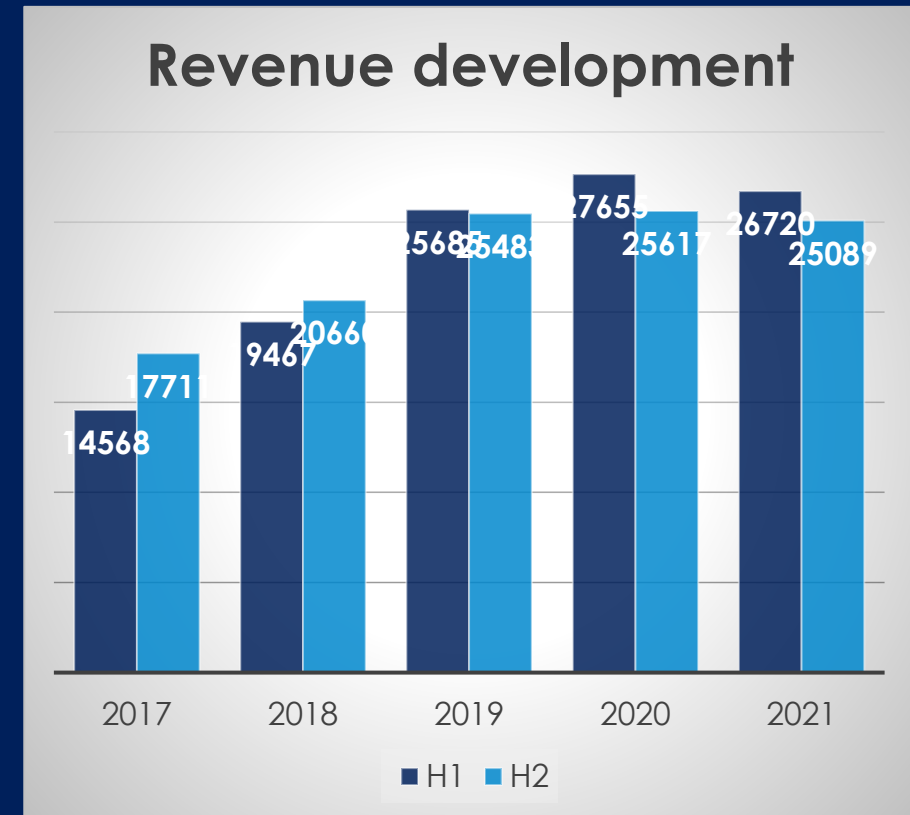
# Transforming operations and building up pipeline

Q3: Headcount increasing as planned, but new sales not up to speed

Q4: New sales orders growing double-digit, larger assignments in the pipeline

# H2 2021 in numbers

- Revenue: 25.1 MEUR (25.6), change -2 %.
  - Q3: +1 % growth, Q4: -4 % growth
  - November 2021 Nixu all time high in revenue!
- All continuous services -10 % representing 35 % of revenue
  - Managed services transformation causing drop in revenues
- EBITDA: 667 kEUR (2 836) kEUR, 3 % (11 %) of revenue
- Adjusted EBITDA: 731 (2 586) kEUR, 3 % (10 %) of revenue
- EBIT: -289 (364) kEUR, share of revenue: -1 % (0 %)



# Highlights from H2

- Operational model change from market specific to cross-border teams completed
  - Reach of clients with full service offering: business from Sweden and Denmark growing by +20 % during H2
  - Staffing & recruitment efficiency regardless of location
- Sizable long-ranging deals closed
  - KELA (Pensions authority of Finland) framework for cybersecurity
  - Finland's authentication co-operative started with media companies in Finland
- Client Net Promoter Score reaching 70 (NPS scale from minus 100 to plus 100)
- Double-digit growth in new orders during Q4



# Vision 2025

The best place to work for  
cybersecurity professionals

and

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



# Growth ambition towards 2025

- Revenue growth CAGR +15 % organic and + 10 % inorganic
- Profitability of over 15 % EBITDA from revenue by 2025
- Continuous recurring services amount over 2/3 of revenue by 2025



# Must win battles

1. Talented team
2. Client intimacy
3. Growth outside Finland
4. As-a-service

# Financial guidance for 2022

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





“Interesting and challenging assignments and customers. In my work i can help colleagues succeed and offer greater service for customer”

“Ability to take initiative has always been a good thing about Nixu. ”

“Coworkers. I am happy that have such great coworkers! Coworkers are Nixu's key resource!”

“The communication has been more open and information has been more available.”

“Colleagues are awesome, very professional and supporting to each others”

“No question is a bad question kind of mentality makes people happy and business healthy.”

# People perspective



***Keeping the digital  
society running!***

**Thank you and Q&A!**

 nixuoy

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**nixu**