Nixu
H1 2019 review

Petri Kairinen, CEO, @kairinen

15.8.2019

Cybersecurity

Marriott Breach Exposes Weakness in Cyber Defenses for Hotels

By Patrick Clark
14 December 2018, 12:00 EET

▶ Hack affected up to 500 million guests; linked to Chinese
▶ Commerce Secretary Ross says firms must invest in security

● LIVE ON BLOOMBERG
Watch Live TV ›
Listen to Live Radio ›

Bloomberg Television

Update:
- The breach dated back to 2014, but was not discovered until November 2018.
- The U.K. data protection authority said it will serve hotel giant Marriott with a £99 million ($123 million) fine for a data breach that exposed up to 383 million guests.

15.8.2019

nixu

Kaupunginjohtaja Lahden kyberhyökkäyksestä: "Tietoturvan taso ei ole ollut riittävä"

Haittaohjelman putsaus ja tietoturvan parantaminen tulee maksamaan Lahden kaupungille satoja tuhansia euroja.

Tietoturva 9.7.2019 klo 17.12

NIXU

"WE KEEP THE DIGITAL SOCIETY RUNNING

nixu

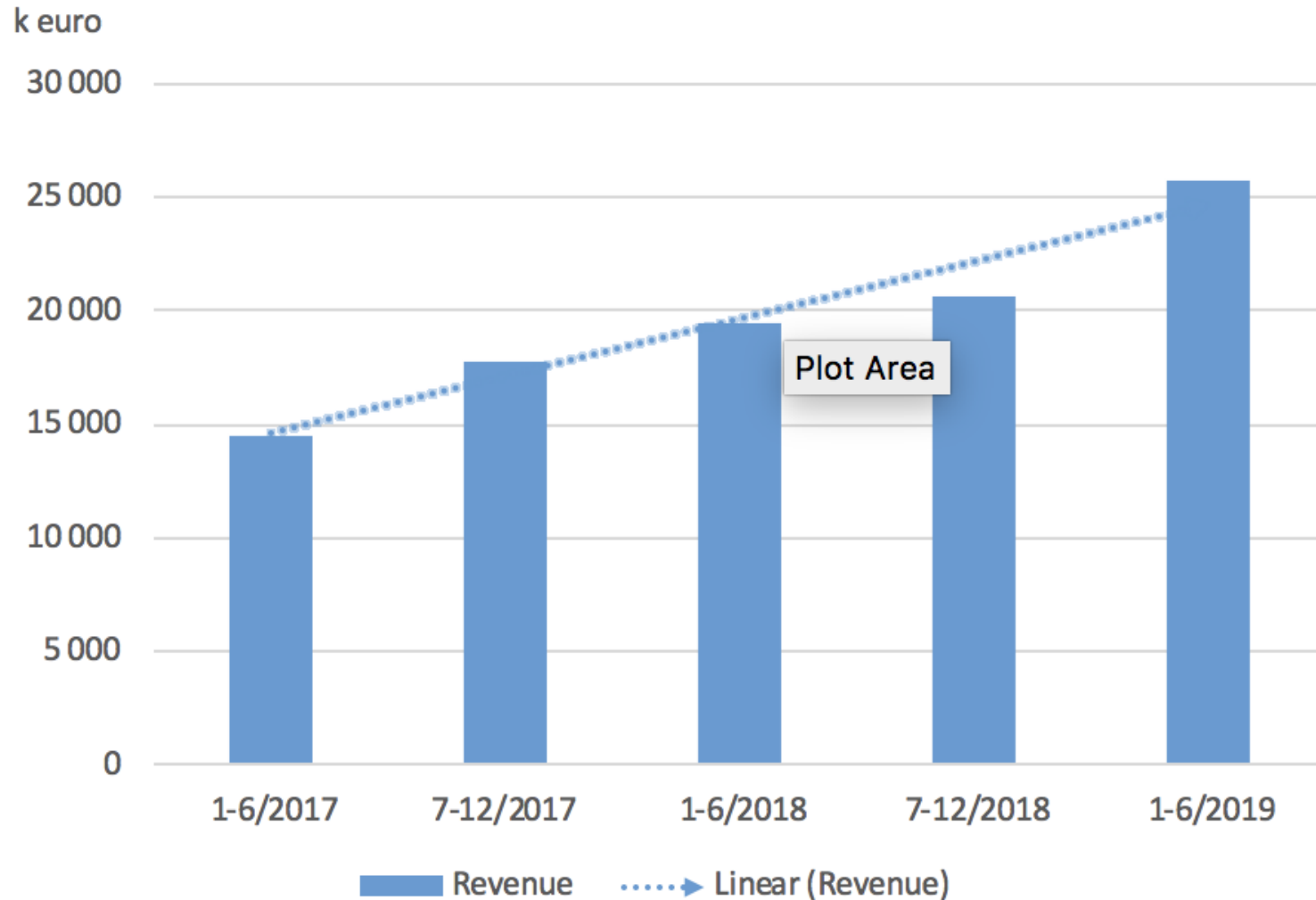"**Very successful first half: growth of +32% with good profitability**
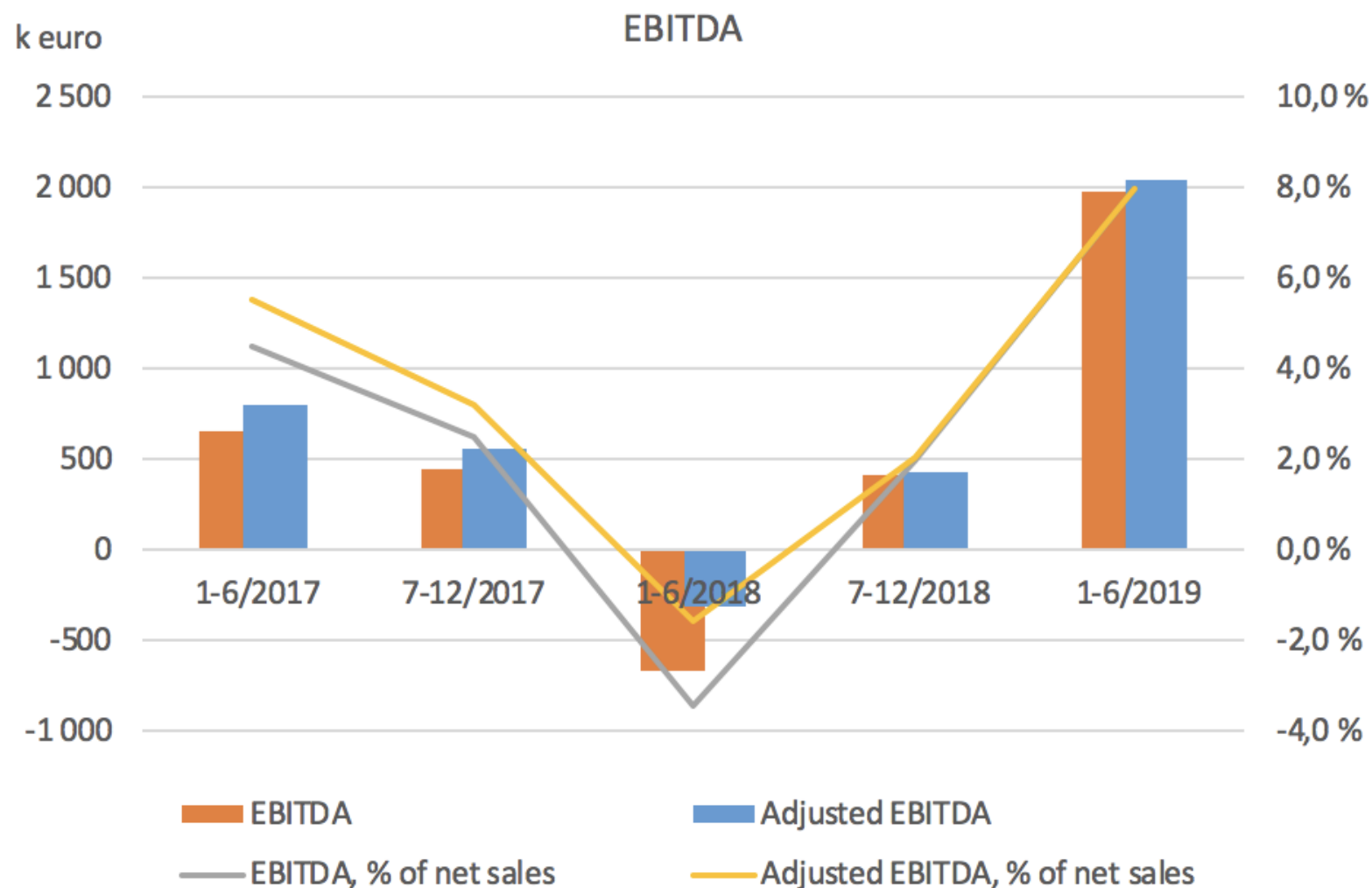
NIXU

Summary of H1 2019:

- Revenue 25,7 MEUR (growth +32 %, organic +23 %)
- Revenue of managed continuous services +107 %, representing 15 % of whole revenue of H1 2019
- EBITDA 1 975 kEUR, adjusted EBITDA 2 054 kEUR

- Efficiency of operations increased in all fronts

nixu

Increasing growth during H1 2019

- Especially fast organic growth during Q1 2019
- During Q2 acquisitions of Vesper CTI and Ezenta were calculated

NIXU

Significant improvement in EBITDA level

- Ebitda improvement showing capability for operational profit
- EBITDA windfall gain of abt 500 k€ due to IFRS16 changes
- Growth investments continuing, this may not be regular level

Digitalization, done right

Identity

Security

Privacy

nixu

Market drivers
for cybersecurity

Digitalization
of business

Cyber-
crime

Regulation

Growth investment strategy

2018-202X

2015-2017

Leverage One Nixu

Establish & Grow

Plan & Build

Ezenta A/S

Entering the Danish market

8,8 M€ revenue (2018), profitable

Strategic reasoning:

- Establish Market Area Denmark for access to Danish clients
- Add managed services and incident response & forensics capability
- Widen Nixu portfolio with additional technology resell capability

Vesper CTI
Consolidating Sweden and adding managed services

1,6 M€ revenue (2018), profitable

Strategic reasoning:
- Gain managed services business and clients
- Consolidate Swedish market to gain scale

Cyber security

Vesper hunts for and discovers hackers that may have penetrated your network, while also scanning for threats against you and your organization in the deepest corners of the Internet. We collect and analyze data from a vast number of sources in many different languages. The sources include open sources on the internet, Deep web, Darknet, Internet of Things, social media, forums, chat rooms and file sharing networks. We discover leaked files and passwords, brand threatening activities, hacker campaigns against a client or sector, indications of physical threats and weaknesses in clients' internet facing infrastructure.

NEED HELP NOW?   READ MORE

nixu

Long term incentive program started

with a matching share plan very well received (176 participants) and an option program for key personnel

Guidance for 2019:

- Mid term goal of >15 % growth and >10 % EBITDA
- Nixu continues to emphasize the importance of growth, and continues to invest in growth projects.

- Supported by strong organic growth and completed acquisitions, expected revenue growth over 40 %
- The full year EBITDA is estimated to improve significantly in comparison to the preceding financial year.

nixu

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

NIXU

Thank you!

For more information:

https://www.nixu.com/investors

nixu