



# Nixu H2 FY2020 results review

11.2.2021 - Petri Kairinen, CEO

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# Webcast audience:

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# Serious new breaches worldwide – raising heated public discussion

Hacking

## A dying man, a therapist and the ransom raid that shook the world

Patients put their trust in a therapy company to keep their notes and diagnoses private. Then the ransom demands arrived

- **Solarwinds** breach is an example of serious, well-funded national actors being able to infiltrate practically anything

- **Vastaamo** psychotherapy breach in Finland was shocking example of ruthlessness of cybercrime
- ..and a sad example of digitalization not always done right

A major supply-chain attack compromises federal agencies as well as major tech companies. A second attack reportedly targeted systems running SolarWinds software directly.



Laura Hautala  Feb. 3, 2021 5:06 a.m. PT

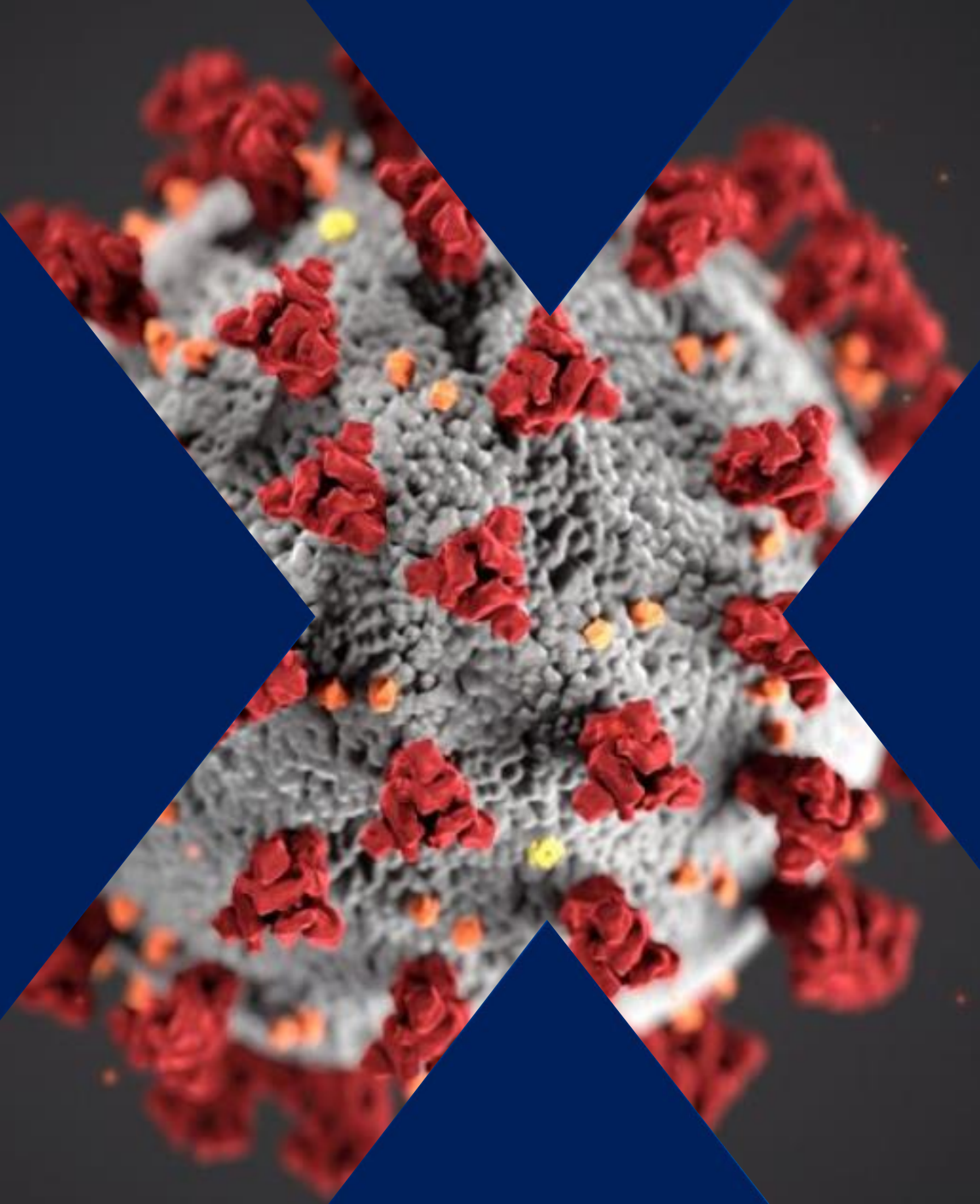


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# Strong profitability improvement with growth

H1 we laid the groundwork for mitigating Corona pandemic

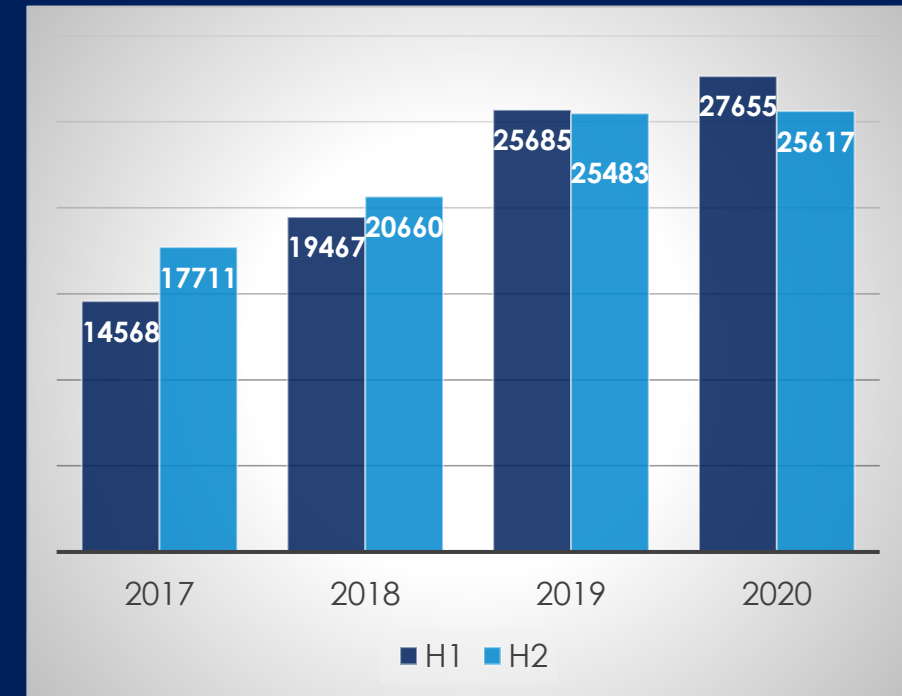
H2 saw increasing profitability while sales remained better than expected



# H2 2020 in numbers

Managing to turn expected decrease into small growth – simultaneously improving profitability

- Revenue: 25.6 MEUR (25.5), organic growth +1 %.
- Managed continuous services growth +12 % representing 20 % of revenue – closing of new continuous deals proved difficult
- EBITDA: 2 836 kEUR (-929), 11 % (-4 %) of revenue
- EBIT: 364 was affected by goodwill impairment of 1 462 kEUR (1 627)



# Highlights of H2

- Order intake exceeded expectations both in Q3 and Q4
- Planning for Industrial IoT internal start-up was finalized
- Co-operation between market areas increased markedly while planning for new operating model was underway



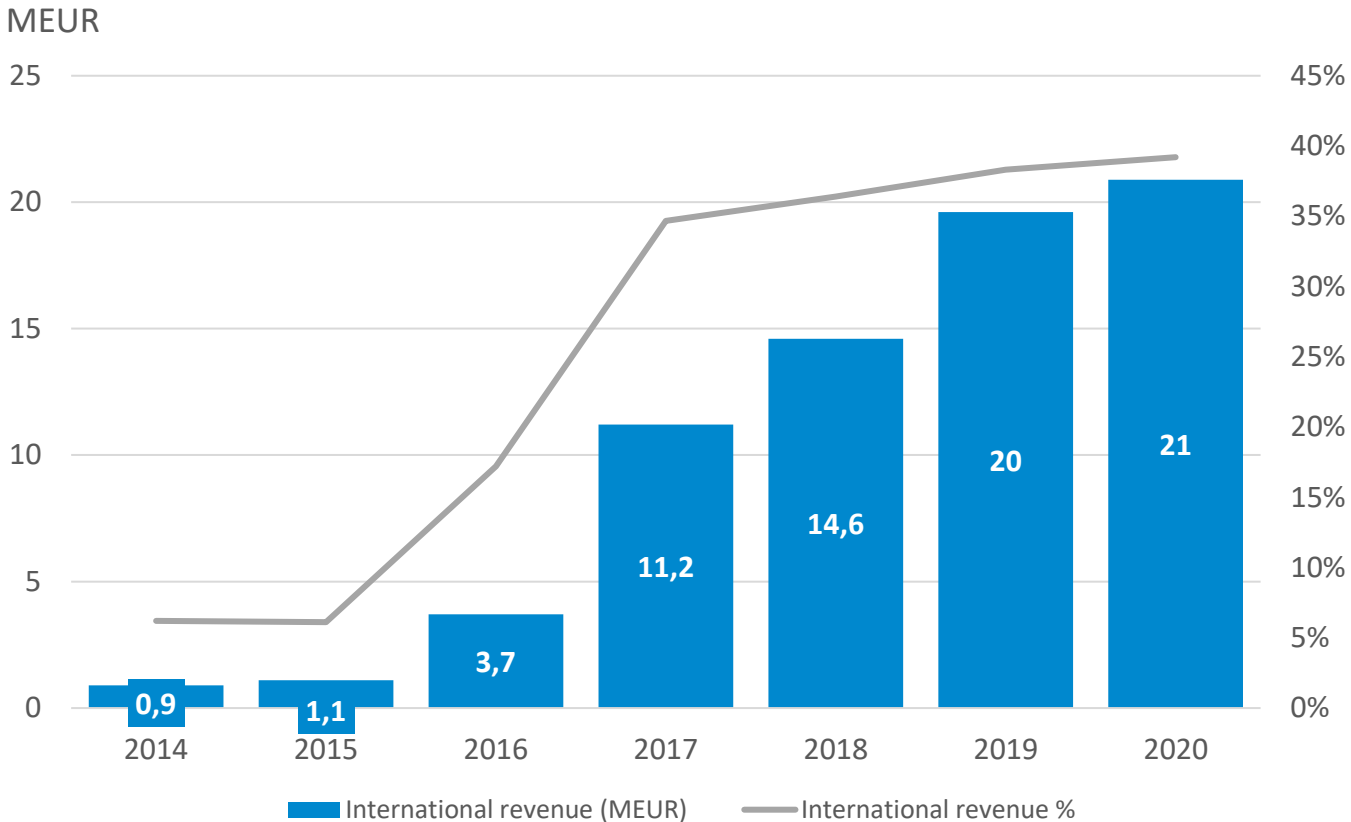
# Vision for 2024

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

**Growth ambition targets to be evaluated after Covid uncertainty clears during this spring, currently aiming for market level growth and improved profitability**

# Share of Revenues Outside Finland

Ambition: 5 market areas above 25 M€ in revenue in 2024



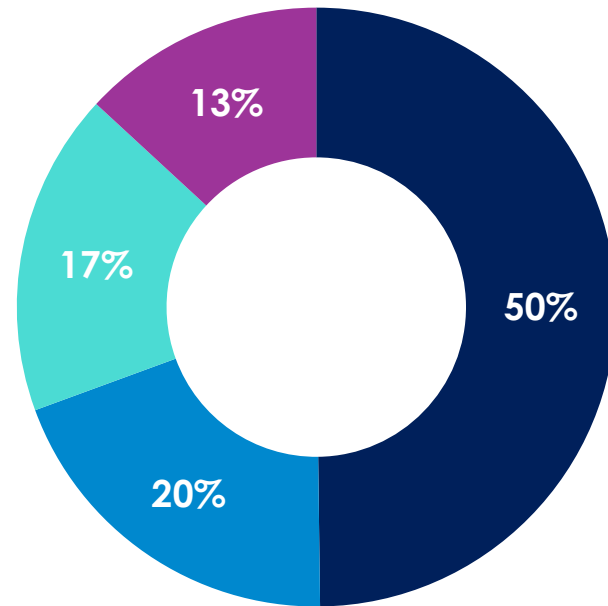
- Share of revenues outside Finland has increased from 6% to 39% in five years
- Main markets outside Finland are Sweden, Benelux and Denmark



# Revenue by Service Type

Ambition: Managed services amount over 50 % of revenue

Revenue by type of service 2020



■ Projects and assignments

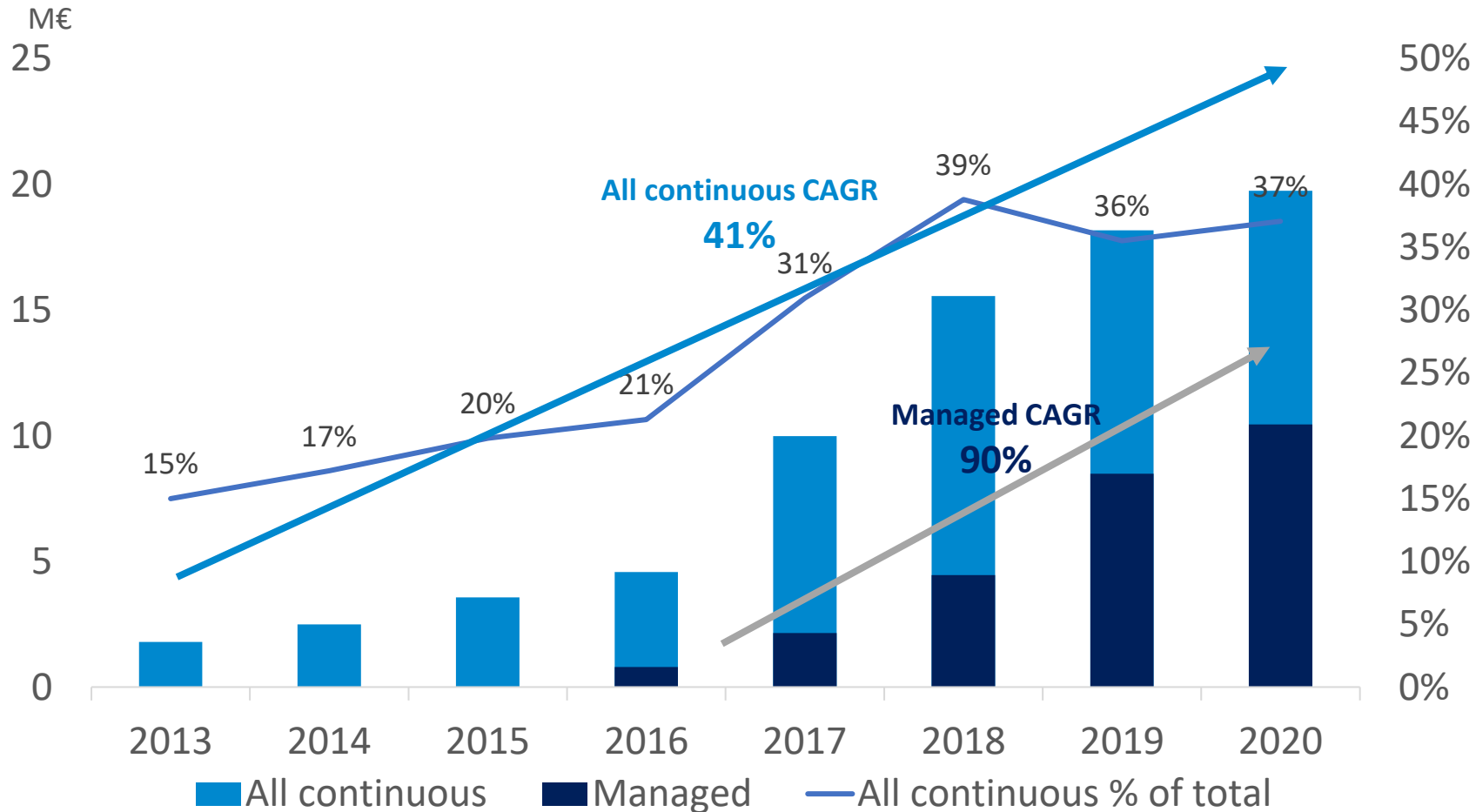
■ Managed services

■ Continuous services

■ Technology resell

- Total Continuous revenues around 37 % of the total revenues
- Managed services 20% of the total revenues and grew by 23 % in 2020. Growth driven by Nixu Cyber Defense Center.

# Continuous and Managed Revenue Development

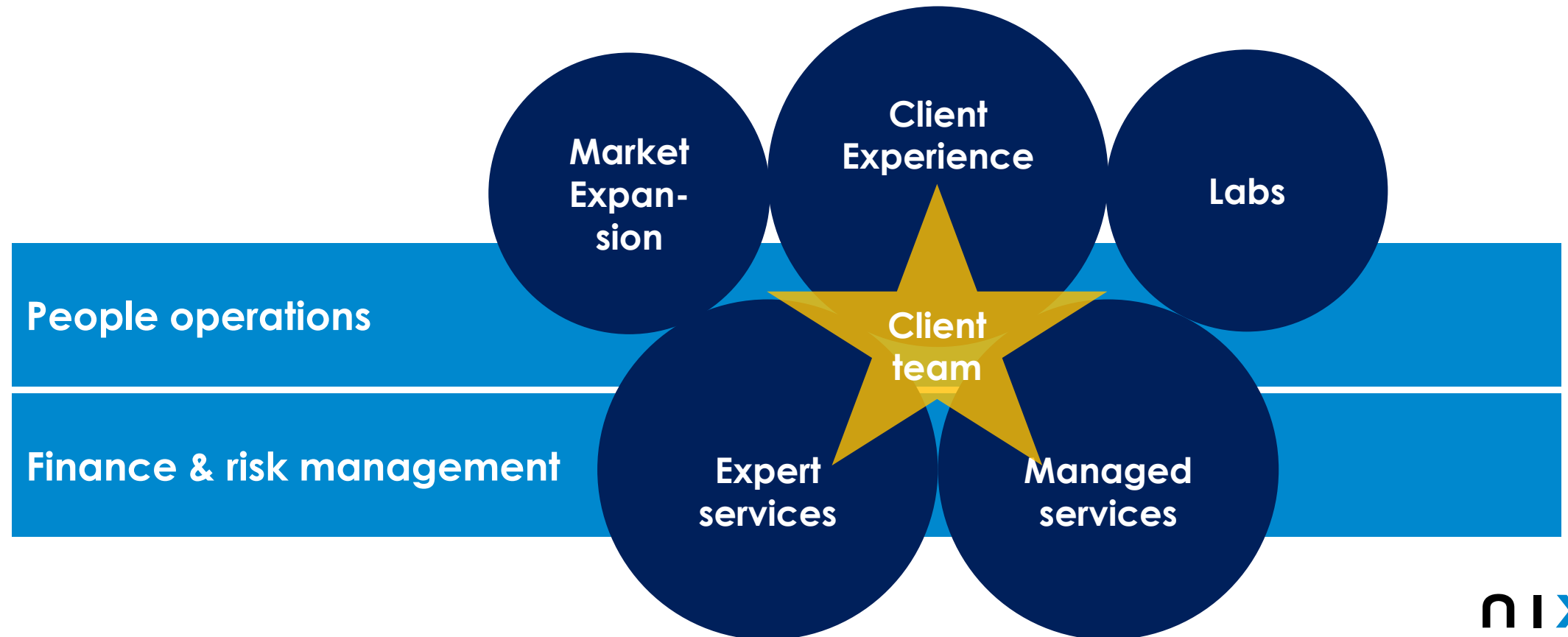


- Managed service revenue growth to 10,5M€ in five years
- Continuous revenue growth slowed down by diminishing of independent acquired ESSC solution support business

# Changing operating model

Goal to:

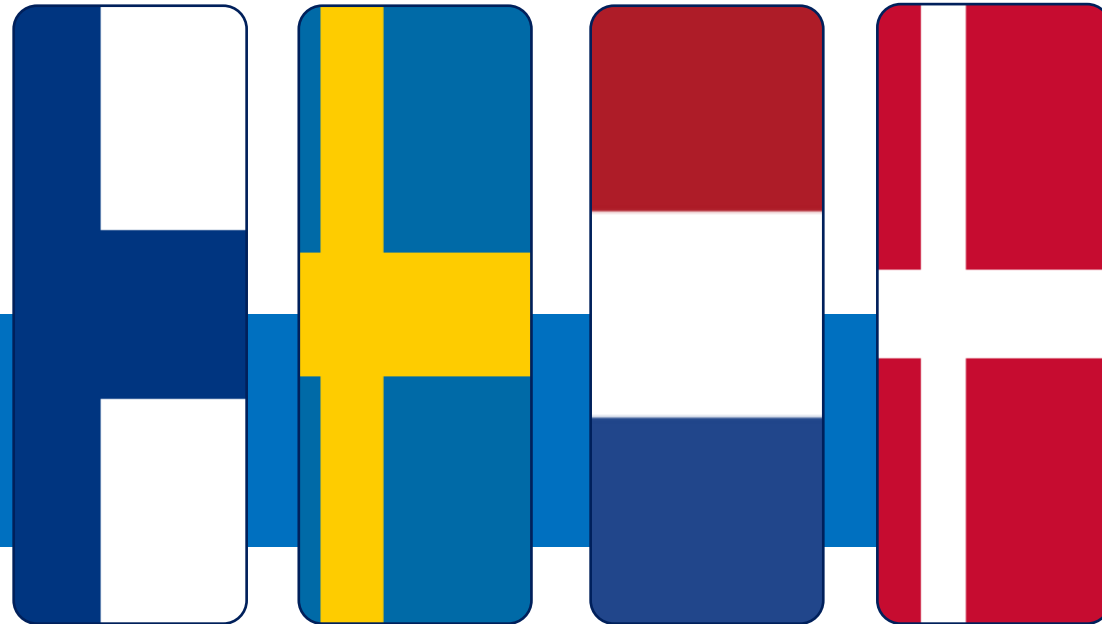
- increase client centricity
- strengthen competence development
- better profitability by efficient service delivery



# Transition from current operating model

Clients in different markets

Group functions



# Better together separates sales & delivery responsibility from the markets

Clients in different markets



People operations  
& Finance

Expert  
services

Managed  
services

# Operating model adds business areas for continued innovation and M&A activity

Clients in different markets



POSITION

# 100% CYBERSECURITY

## Fully focused

In a business of Big 4 consultancies and box vendors, we stand out with our full cybersecurity focus.

## 360° security

Full service portfolio, combining client needs with a clear cybersecurity vision

## Strategic gravity

Cybersecurity is a make-it-or-break-it issue from board decisions to everyday IT

## Your cybersecurity partner

We are the trusted cybersecurity partner for leading north European companies.



## **Financial guidance for 2021**

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

**Simultaneously investments to growth are increased.**



# Q&A

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# Thank you!

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