Your People. Your Secrets. Protected.

The Fastest Track to Real-Time Information Security

Jari Mielonen, CEO

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www.tectia.com

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Tectia Facts

- Tectia Corporation is a security software company for modern, networked organizations.
- We enable and enhance business for thousands of customers in multiple industries in the private and public sectors around the world.
- We operate in the Americas, Europe, and APAC regions, with headquarters located in Helsinki, Finland.
- The company was established in 1995, and holds 14 patents. Its shares are quoted on the NASDAQ OMX Helsinki.

Tectia HQ, Finland
Tectia Corporation
Tel: +358 20 500 7000
sales.fi@tectia.com
www.tectia.com

Tectia USA
Tectia Inc.
Tel: +1 781 247-2100
sales.americas@tectia.com
www.tectia.com

Tectia Hong Kong
Tectia Ltd.
Tel: +852 2824 8361
sales.apac@tectia.com
www.tectia.com

Tectia Germany
Tectia Ltd
Tel: +49 2102 30979 0
sales.de@tectia.com
www.tectia.com/de

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Tectia Markets

Tectia solutions secure data exchanges across the organization, in the cloud and among remote and mobile users.

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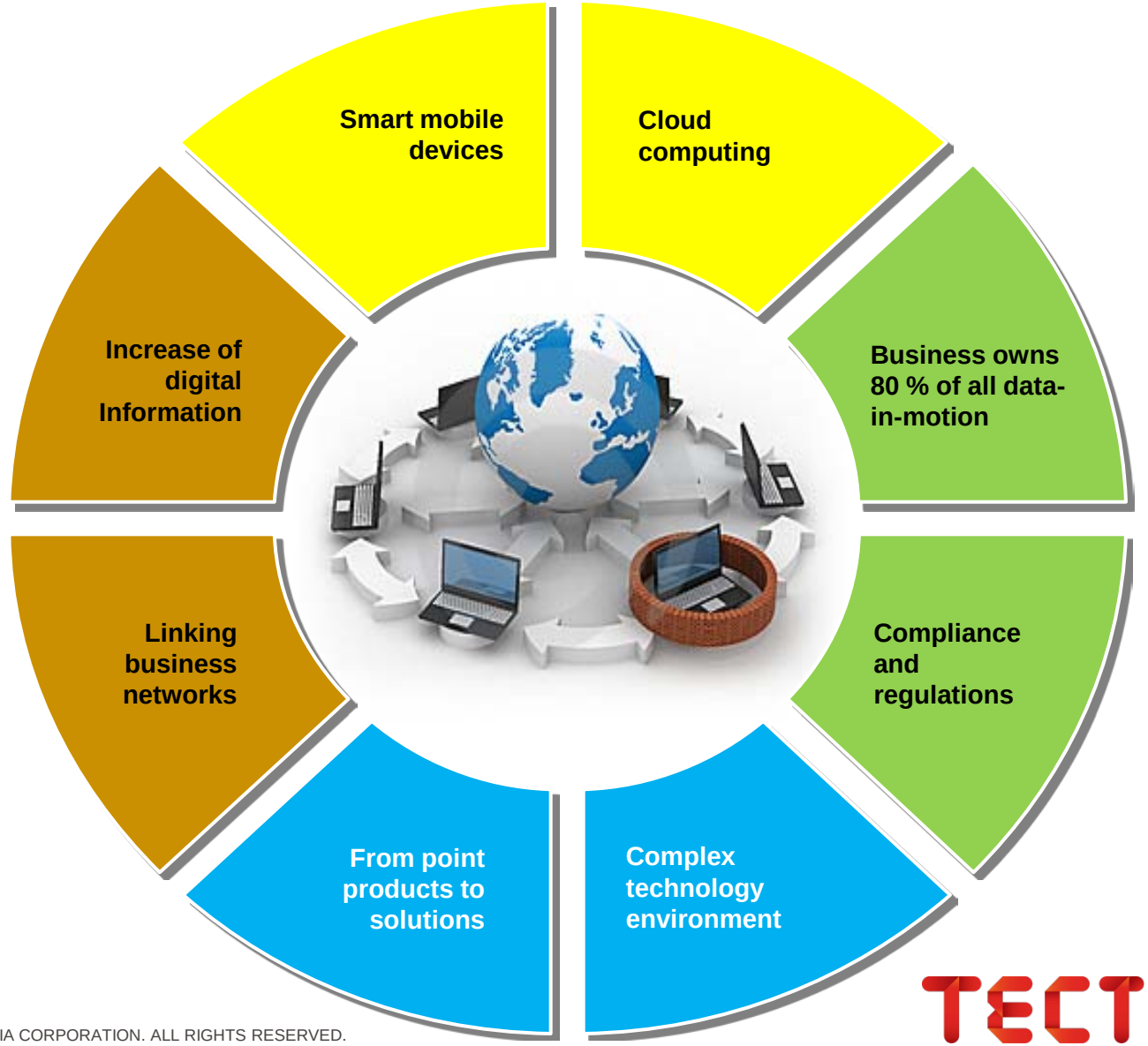
Growth Drivers in Enterprise Security

Secure

Automate

Manage

Share



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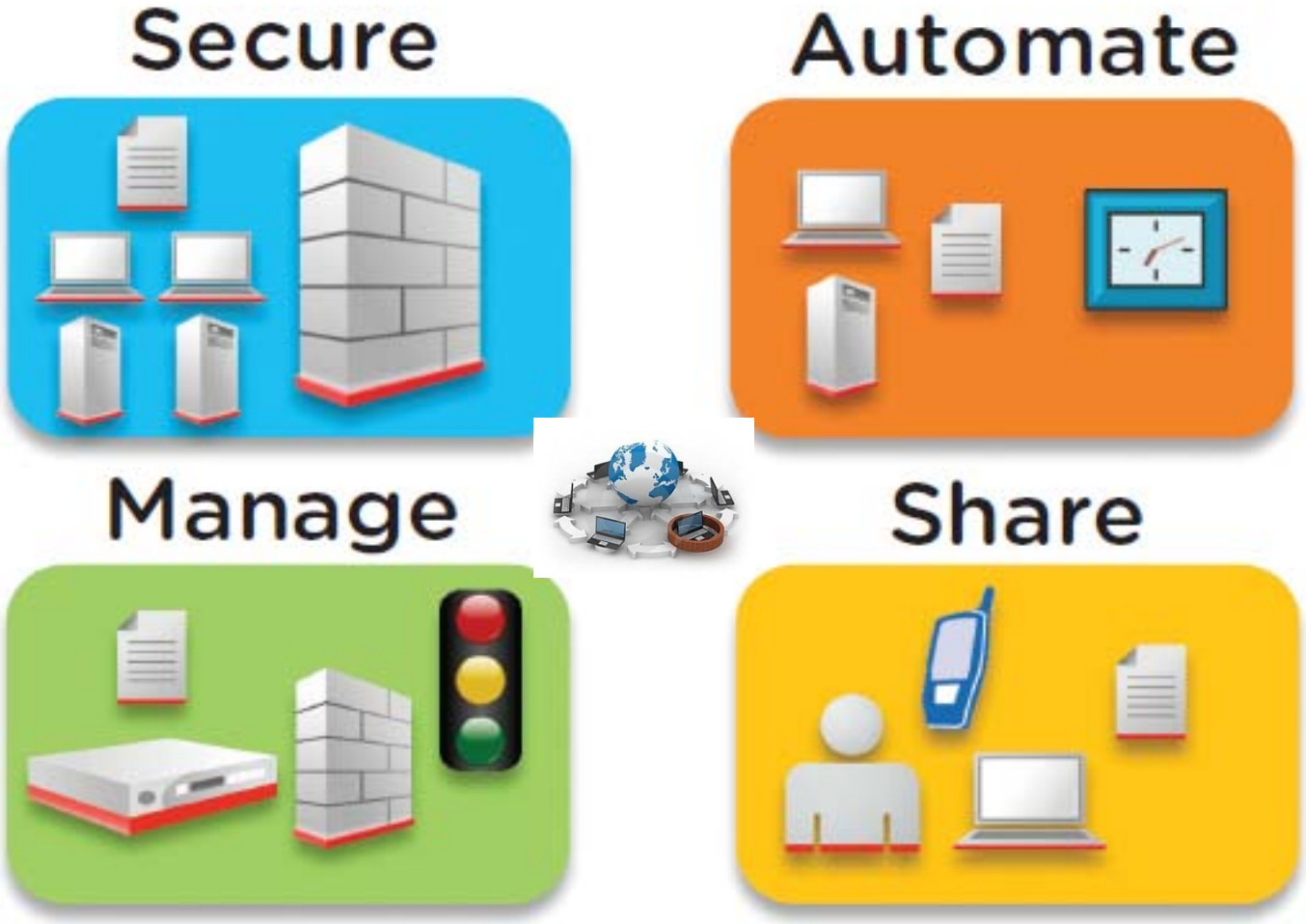
The fastest track to real-time information security



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The World’s Most Demanding Customers

Wal-Mart Stores, Inc. Citigroup Technology, Inc. TJX Companies Bank of America Credit Suisse AG Treasury - Financial Management Service IRS Symantec Corporation CIBC DIT Co. Ltd Lockheed Martin Credit Suisse AG - New York City Transit Capital One Services, Inc. HBOS plc HSBC The GAP, Inc. SAP AG Kaiser Permanente Best Buy Purchasing [illegible] tive Office of the United States Courts Cisco Systems The Prudential Insurance Com [illegible] Banking Berhad Royal Bank of Canada Barclaycard EDS/GM Disney BJ's W [illegible] nture We Energies Lloyds TSB Bank plc Group Procurement RBS Cou [illegible] Corporate Unisys Corporation IBM United Kingdom Limited BMW A [illegible] treal NASA Goddard Space Flight Center Dept of Interior Depa [illegible] vices, Inc. Northrop Grumman Corporation State Street Lo [illegible] Life Insurance PHI Services Company FirstEnergy Corpor [illegible] es Brands Inc. Highmark Inc. McDonald's Corporation DTE [illegible] ense Logistics Agency Federal Reserve Bank of New York [illegible] getown University AIG Elavon Merchant Services Union Bank [illegible] F State of Delaware Ministry of Health, Labor and Welfare U [illegible] Harris Teeter Aizu University Puolustusvoimien Tietotekniikkalai [illegible] JITC Visa Desjardins Ross Stores, Inc. Avaya Inc. RRI Energy Corporat [illegible] NCE RJ Reynolds Tobacco Company Teknillinen Korkeakoulu Educational T [illegible] k Presbyterian Hospital Cummins, Inc. Ministry Of Defense Naval Sea Logistics [illegible] Mutual Insurance Company ACS-Affiliated Computer Services, Inc. Standard Life New York Independent System Operator, Inc. VocaLink Rabobank Nederland Federal Reserve Board NJ OIT Service New Brunswick Navy NSLC Pacific Operations

7 out of the Top 10 Fortune 500 businesses trust us to help them solve complex business security challenges.

And so do +3000 other customers.

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Example of A Customer Challenge

Are your credit card payments protected?

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Automation protects your payment transactions

Background

- Globally there are around 1.9 Billion credit cards
- Every other second somebody's card is misused
- Breaches cost stakeholders millions of dollars

Problem

- How to secure payment transactions

Case major retailer, USA

- Retailer in the U.S. with Fortune 131 ranking
- 100 million credit card records leaked
- Penalty invoice USD 60 M, in-direct USD 200 M

Solution for retailer = TECTIA

- Securing and automating payment data

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Secure

- Helps organizations safeguard network security by protecting critical data as it moves through and between the organizations.

- Typical customers: Federal & local governments, financial institutions, retailers and wholesalers with global infrastructure.

U.S. AIR FORCE

TECTIA

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Automate

- Ensure the reliable and secure execution of daily business operations and processes.
- Typical customers: large retailers, banks, ATM-related businesses automating credit card data flows.

WAL★MART®

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- Allow organizations to ensure that their critical business infrastructure is secure, reliable and compliant with relevant industry regulations and standards.

- Typical customers: Transaction intensive organizations preventing misuse and fraud of confidential information.

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- Allows businesses to securely authenticate remote users to ensure that the right persons are accessing the right data securely.
- Typical customers: Mobile workforce and external stakeholders with a need to securely access confidential information.

STOCKMANN

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Tectia as Investment Opportunity

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Investment Opportunity

Competitive Advantage

- Proven with the world's most demanding customers in the most demanding markets.
- The inventor of industrial core technology with a strong patent portfolio.

Cash Flow

- Efficiency based on unified, streamlined global business processes.
- Continuous development of daily operations for world-class competence.

Growth

- Total market potential has increased ten-fold to more than 1 Billion USD.
- Two business models including enterprise and value-driven customer segments.

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Financials

Q3 2010

- Net sales amounted to EUR 2.1 million with decrease of -7.6 %.
- Operative loss was EUR -0.2 million.
- Financial position remained healthy.

Q1-Q3 2010

- Net sales amounted to EUR 6.6 million with an increase of 12.0 %.
- Cost savings were EUR -0.3 million, -4%.
- The operating loss was EUR -0.3 million (EUR -1.9 million).
- Profit amounted to EUR 0.0 million (EUR -1.6 million).

Stock market guidance:

For the fiscal year 2010, Tectia estimates its net sales to grow from 2009 and expects the net result to be positive.

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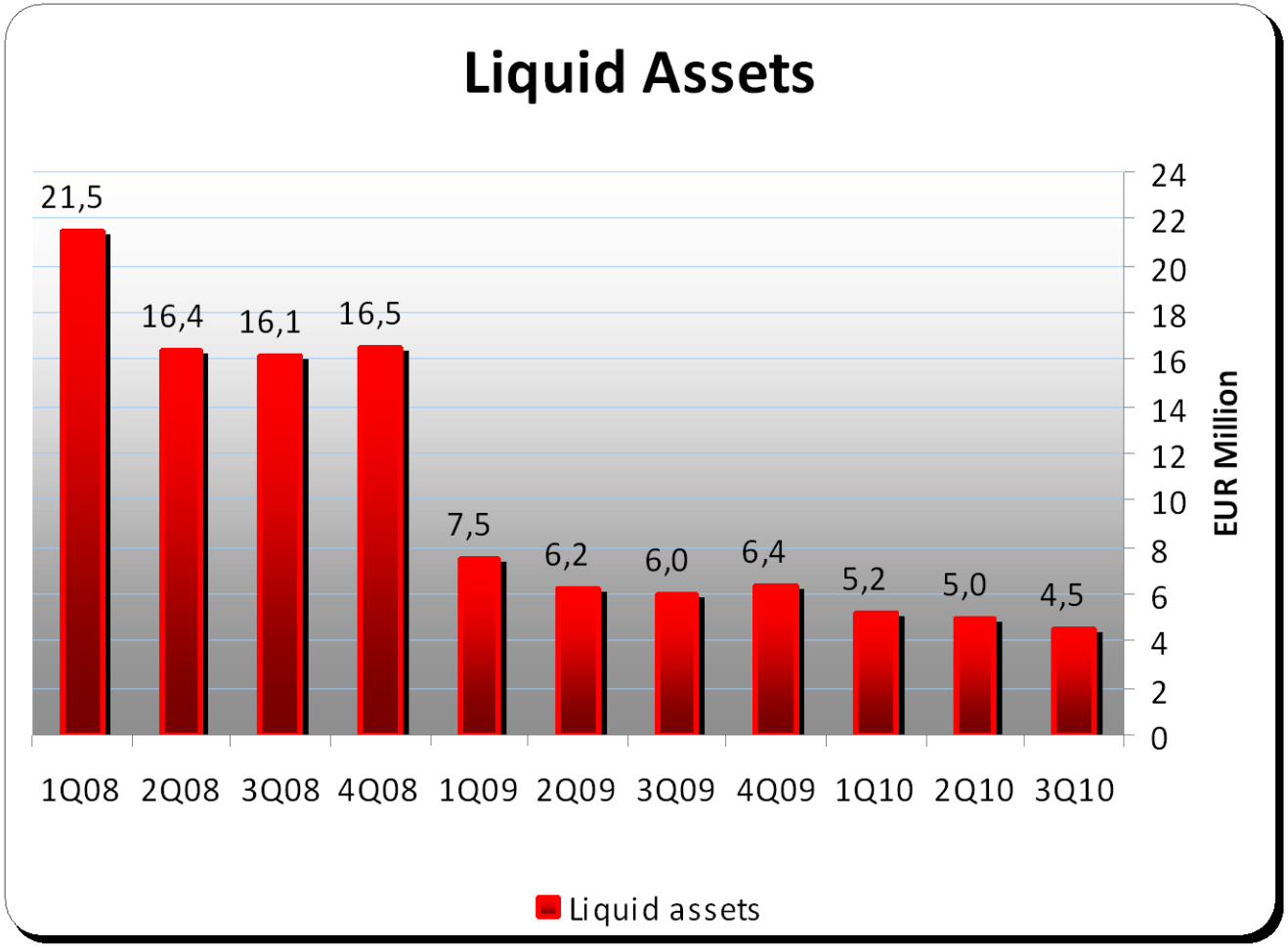
Tectia 3Q2010 Financials



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Strategic Path

Value

2012-2013

Market marker in real-time security software

2011-2012

Breakthrough to solid growth

2010-2011

Turnaround for positive cash flow

Time

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THANK YOU!

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