
Q3 2023 Results

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October 25, 2023



Agenda

- Business highlights Q3 2023
- Financial results
- CEO Review
- Outlook 2023
- Q&A



Q3/23: Net sales grew by 12 %, EBITDA 1.0 MEUR, EBIT positive



Net sales growth +12% to 5.2 MEUR

- Subscription sales growth +33%
- Total ARR growth +10% to 19.4 MEUR
- Q3/23 EBIT 0.1 MEUR



Quarterly EBITDA was 1.0 MEUR

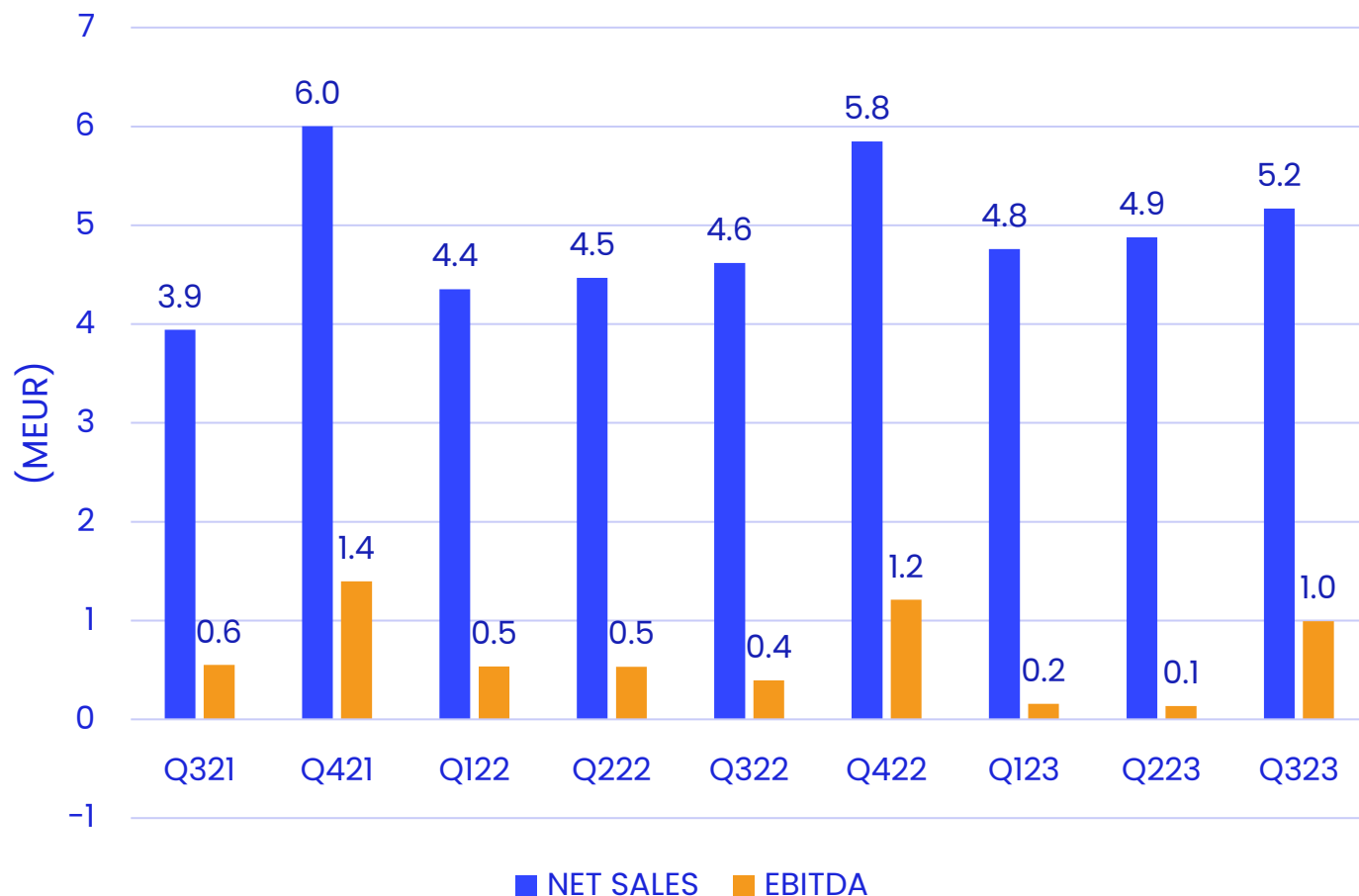
- Q3/2023 EBITDA improvement vs Q3/2022 (0.4 MEUR) driven mainly by sales growth, supported by cost control
- Tenth consecutive quarter of positive EBITDA



Portfolio and market improvements

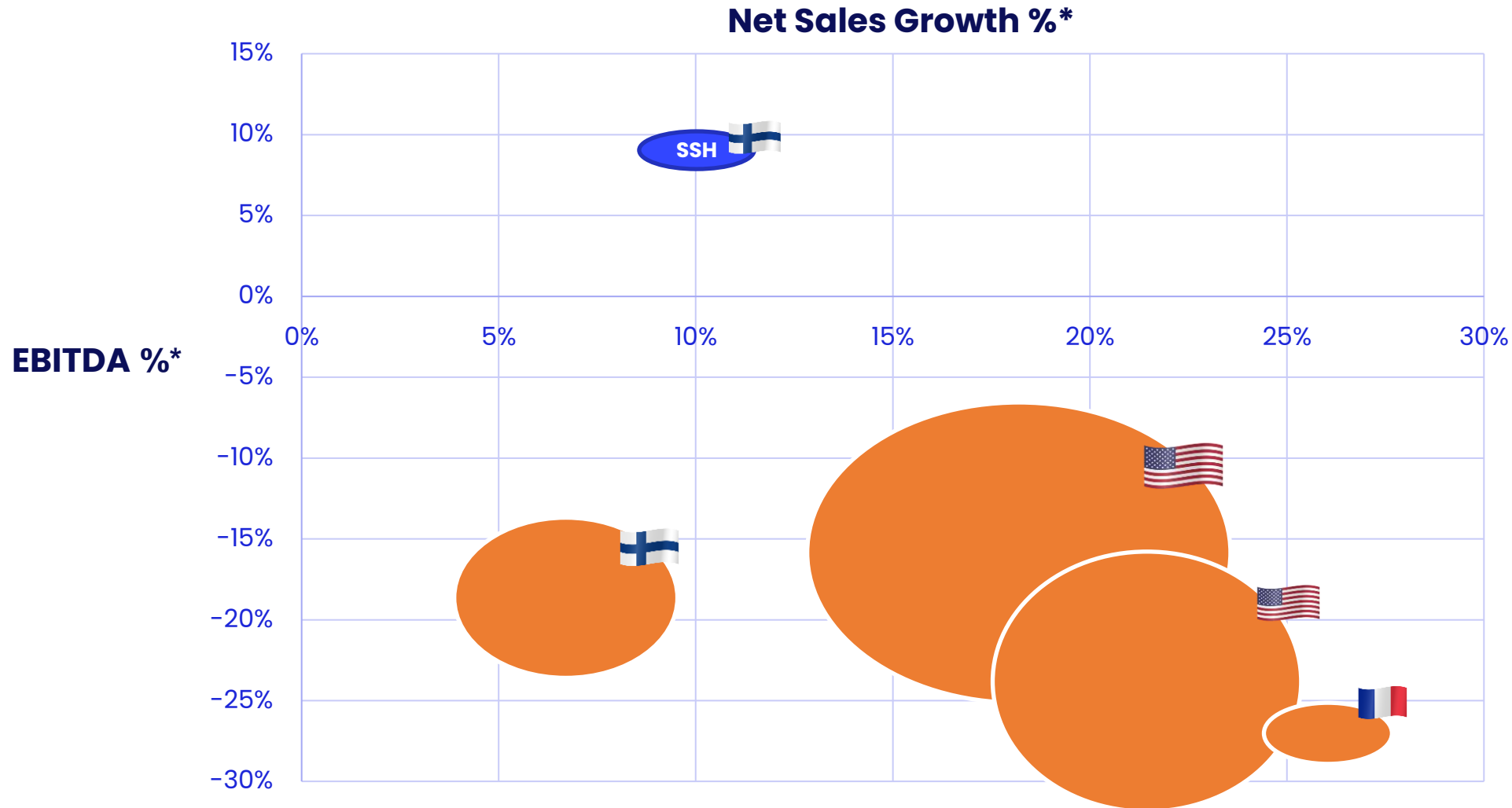
- 3rd major lighthouse customer for PrivX in USA, 0.25 MUSD ARR
- Launch of Secure Collaboration 2024 suite for human-to-human interaction
- Partnership with Beyond Identity announced, collaboration to improve endpoint and session control security

Stable, profitable growth continued in Q3 2023



- Subscription sales continued strong growth (+33%) during Q3, corresponding reduction in license sales and slight decline in maintenance sales
- Deferred revenues increased to 12.5 MEUR (9.2 MEUR)
- EBITDA: 1.0 MEUR (0.4 MEUR)
- EBIT: 0.1 MEUR (-0.4 MEUR)
- Cash flow from operations: 0.8 MEUR (-0.5 MEUR) fluctuation with timing of invoicing of larger deals
- Cash position at end of Q3 2023 was 2.6 MEUR (2.7 MEUR)

Market characterized by companies continuing to invest in growth



EBITDA %*



* Latest reported 9 or 6 months period

Scale is approximate

Q3 Business Highlights



PrivX as the Core of Zero Trust Suite

- Positioning SSH as a Communications Security Company between Humans, Systems, and Networks
- Upstream partnering with Beyond Identity for easier MFA and passwordless solutions



Secure Collaboration 2024 – secure business communications between humans

- Response to the Walls Street SEC Fines to banks allowing uncontrolled, recorded, and audited communications with their customers



Partner program further developed

- Upstream and Downstream partners
- More active co-operation with Open Source communities



Continued investments in our Go to Market and R&D

- R&D spend growth of 12% YTD
- Go to Market spend growth 7% YTD



Joined NIST Post Quantum Cryptography Building Block Consortium



Capital Markets Day 2023 Held

- Material available on SSH investor website

SSH + Beyond identity

- A natural complement to SSH's **Zero Trust** story.
- Biometric authentication with the capability to **monitor the security posture of the device**.
 - Cloud service collects security signals from 3rd party applications/Services, and the policy engine enforces user-specific policy based on the signals.
- User's **identity is tied to the device**
 - for example, the **admin** can access resources only from his/her laptop



Expanded to human to human communication

Secure Collaboration 2024

NEW  **Secure Mail 2024**
Encrypt your confidential emails and verify both sender & recipient.

NEW  **Secure IM 2024**
New platform
With video/ voice call features and mobile clients

+ existing portfolio
+ ZT, PQC editions

Current products



Sign (secSigned)
Secure, encrypt, and verify confidential documents.



Forms (secureForms)
Collect confidential information from your customers or partners.



Rooms (Collabroom)
Collaborate securely with internal and external teams based on strong identity authentication.

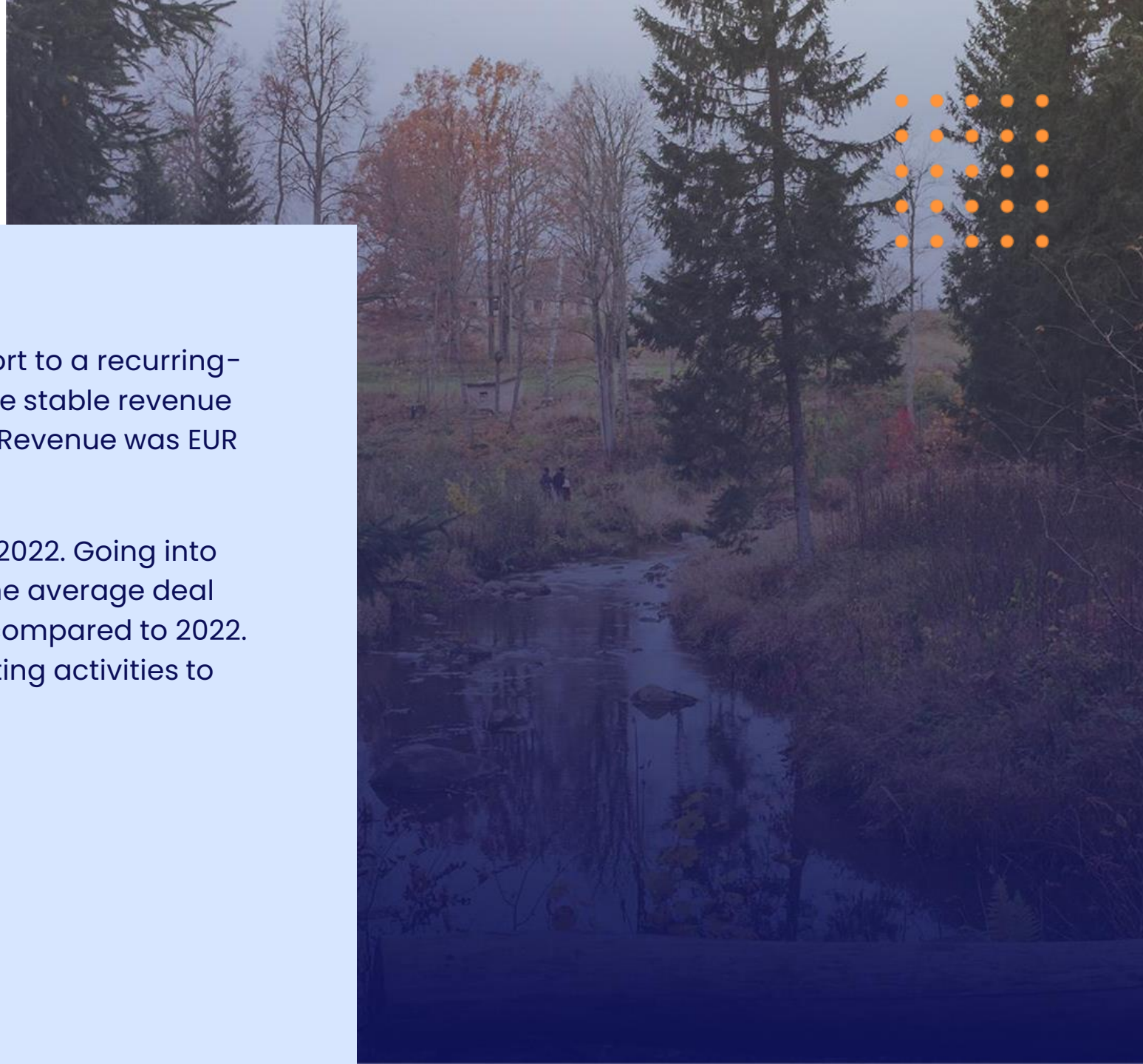


Mail (Sec@GW)
Encrypt your confidential emails and verify both sender & recipient.

Outlook for 2023

Our business transition from license and support to a recurring-revenue model has continued providing a more stable revenue base. At the end of 2022, our Annual Recurring Revenue was EUR 18.4 million (EUR 15.4 million in 2021).

Our net sales grew by 21% to EUR 19.3 million in 2022. Going into 2023, we will continue to focus on increasing the average deal size. We expect net sales to grow during 2023 compared to 2022. We estimate EBITDA and cash flow from operating activities to be positive for 2023.



Q&A

This is who we are

▼ Our three offices and various partners around the world

We are a European cybersecurity company dedicated to safeguarding mission-critical data in transit, in use, and at rest for leading organizations around the world.

Global presence

Our multinational team of experts work across AMER, EMEA and APAC

Over 100 registered patents

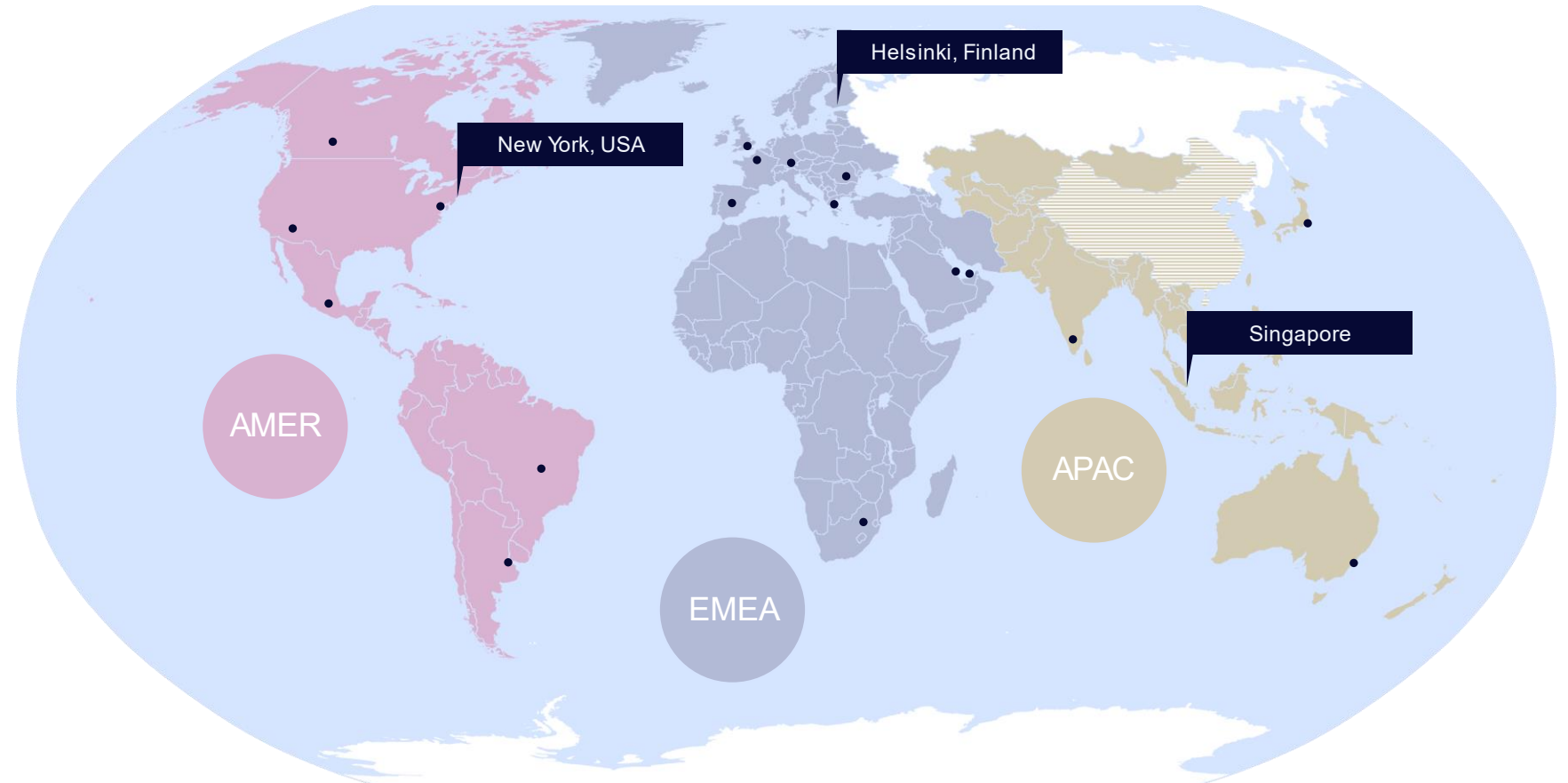
History of innovation and drive in making our everyday lives more secure

5000+ customers

Growing base of customers, which includes 40% of Fortune500-listed companies

Future-proof solutions

Our products are engineered to withstand the test of novel future technologies





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