Q2/22 Results
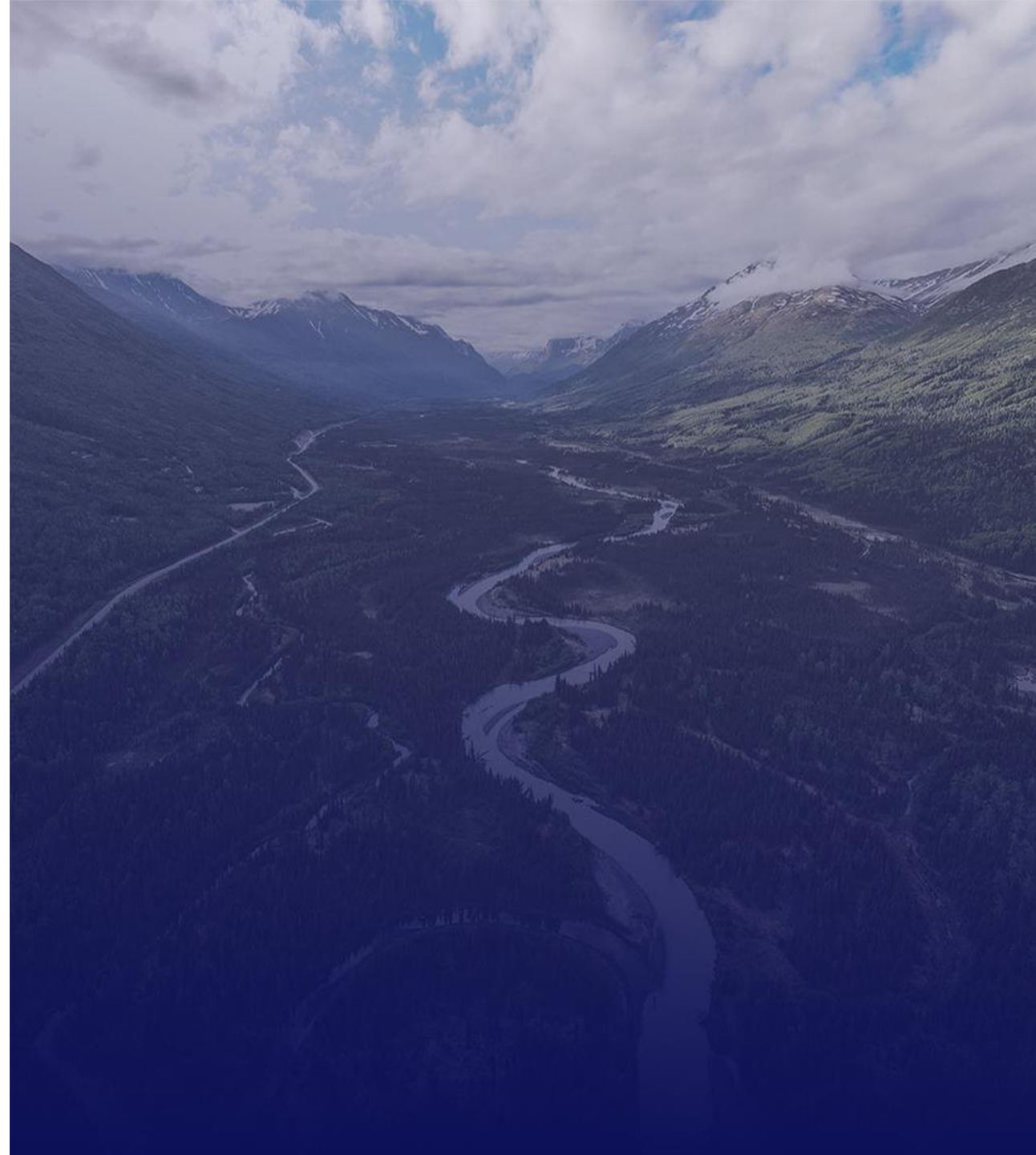
Teemu Tunkelo, CEO
Niklas Nordström, CFO
July 21, 2022

Q2/22: Sales and EBITDA continue the positive momentum

		Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	% vs Q2/21
Net Sales	M€	3.3	3.9	6.0	4.4	4.5	33,8%
EBITDA	M€	0.1	0.6	1.4	0.5	0.5	160%
	%	2.0	14.0	23.3	12.3	11.9	
Operating profit	M€	–0.4	–0.3	0.7	–0.2	–0.2	49.4%
	%	–13.2	–8.3	11.0	–5.2	–5.0	
Profit	M€	–0.9	–0.3	0.4	–0.1	–0.2	75.2%
Personnel		123	123	123	125	129	4.9%
Liquid assets		2.1	4.2	8.2	7.6	4.4	47.7%

Net Sales: increase of 33.8% vs Q2/21
- Growth driver was subscription revenue which grew by 79 % compared to Q2 2021.
- PrivX subscription revenue grew by 172 % compared to Q2 2021

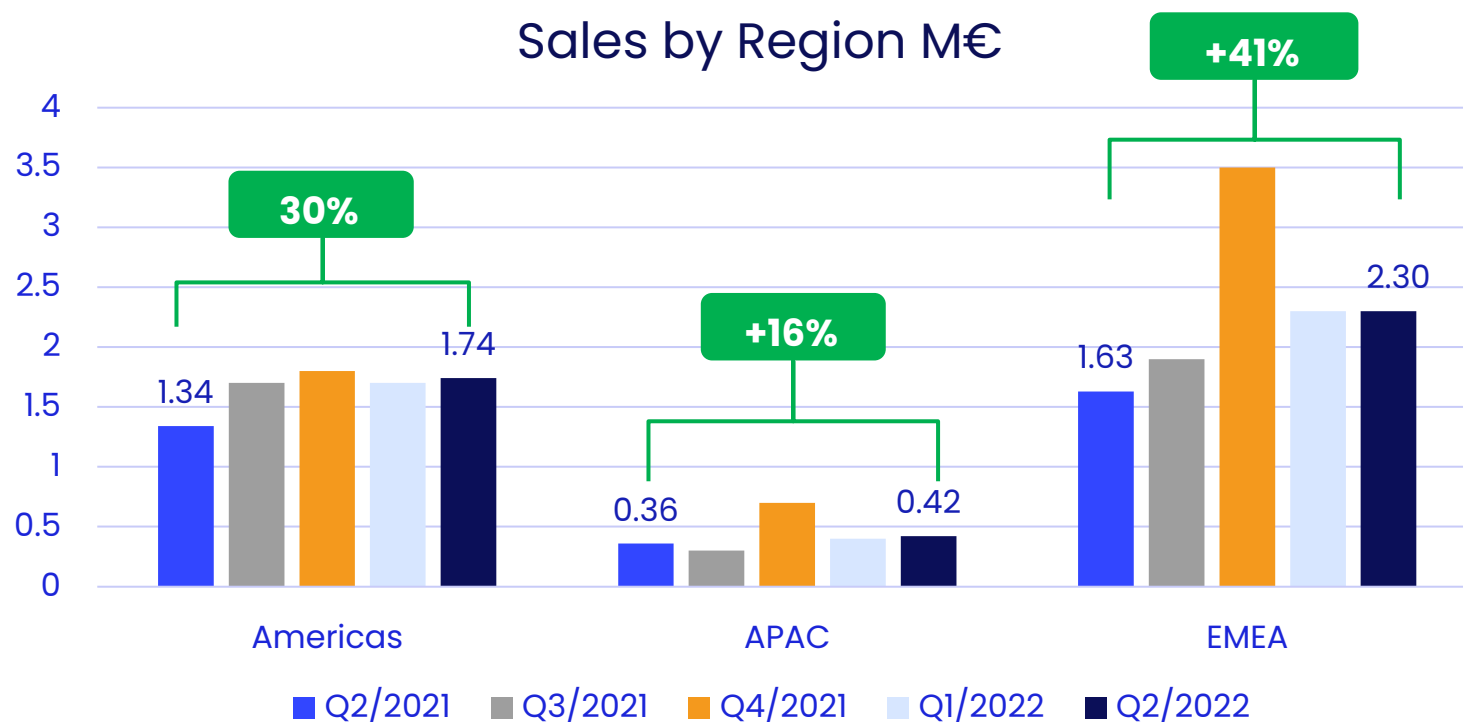**EBITDA:** 0.5M€, improvement of 0.4M€ vs Q2/21
- Fifth consecutive positive quarter

Profit: –0.2M€, improvement of 0.7M€ vs Q2/21

Personnel: FTE increased slightly

Liquid Assets: moderate

SSH

Q2/22: Growth in all regions

Sales by Region M€

APAC EMEA, and **AMER –** all regions on a growth path.

AMER region's revenue grew by 30 % compared to Q2 2021.

APAC region's revenue grew by 16 % compared to Q2 2021.

EMEA region's revenue grew by 41 % compared to Q2 2021.

Strategic partnerships

Three new strategic partnerships were signed during Q2 / 2022

SSH + ISSP: SSH and ISSP will be able to develop new security solutions and services that will ensure business continuity and business cyber defense. In addition, both companies will complement each other's offerings and strengthen their presence in new markets, especially in the EMEA and AMER regions.

SSH + CYE: Combining CYE technology with SSH expertise will bring a data-driven security model that is aligned with the business needs and creates an effective remediation tool for advanced organizations.

SSH + Keto Software: Keto Zero Trust Edition will improve Innovation Portfolio management with defensive cybersecurity based on SSH's PrivX technologies.

NOIN 120 työntekijän ISSP on solminut yhteistyösopimuksen suomalaisen tietoturvayhtiö SSH:n kanssa.

"Heillä on hyvä tuote. Meillä osaamista palveluista ja koulutuksesta", Sologub sanoo.

"Haluamme myös tuoda osaajia ja koulutusta Suomeen."

SSH:n toimitusjohtaja **Teemu Tunkelo** veistelee, että Suomen ja Ukrainan kumppanuudesta voisi syntyä kyberrintamalla jotain samankaltaista kuin Israel on onnistunut kehittämään. Israelissa armeija panostaa vahvasti teknologiasektorin koulutukseen, mikä on synnyttänyt maahan vireän startup-kulttuurin.

Lue lisää: Israelin armeijan eliittiyksikkö rekrytoi kuin Harvardin yliopisto. Sen läpi käynyt ex-sotilas kertoo, mihin kaikkialle yksikön lonkerot yltävät.

Roman Sologub (vas.) ja SSH:n toimitusjohtaja Teemu Tunkelo pitävät varautumista kyberiskuihin tärkeänä kaikenkokoisille yrityksille. KUVA: KARI PULLINEN
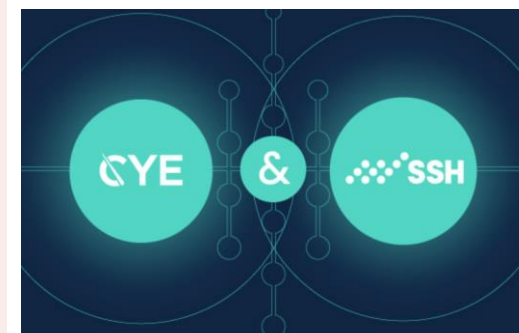
Uutinen

SSH ryhtyi ukrainalaisen kybersota-asiantuntijan strategiseksi kumppaniksi

Antti Mustonen 22.6.2022 19:30 SIJOITTAMINEN

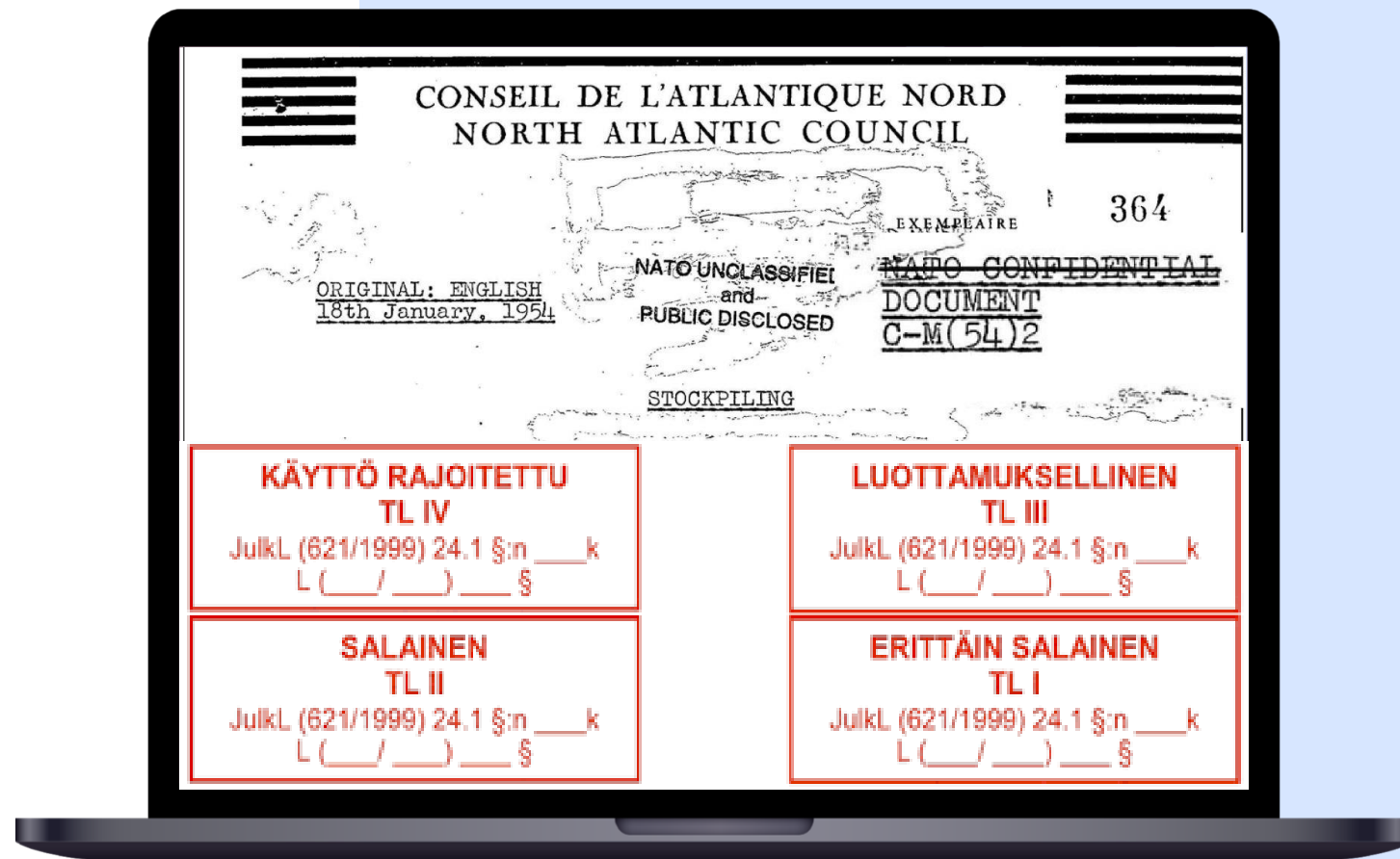SSH ja ISSP ovat solmineet strategisen kumppanuuden uusien kyberturvallisuusriskien torjumiseksi.

Kyberturvallisuus. SSH kehittää kybersodan kestäviä ratkaisuja yhdessä ukrainalaisen yritysryhmän kanssa. ANTTI MANNERMAA
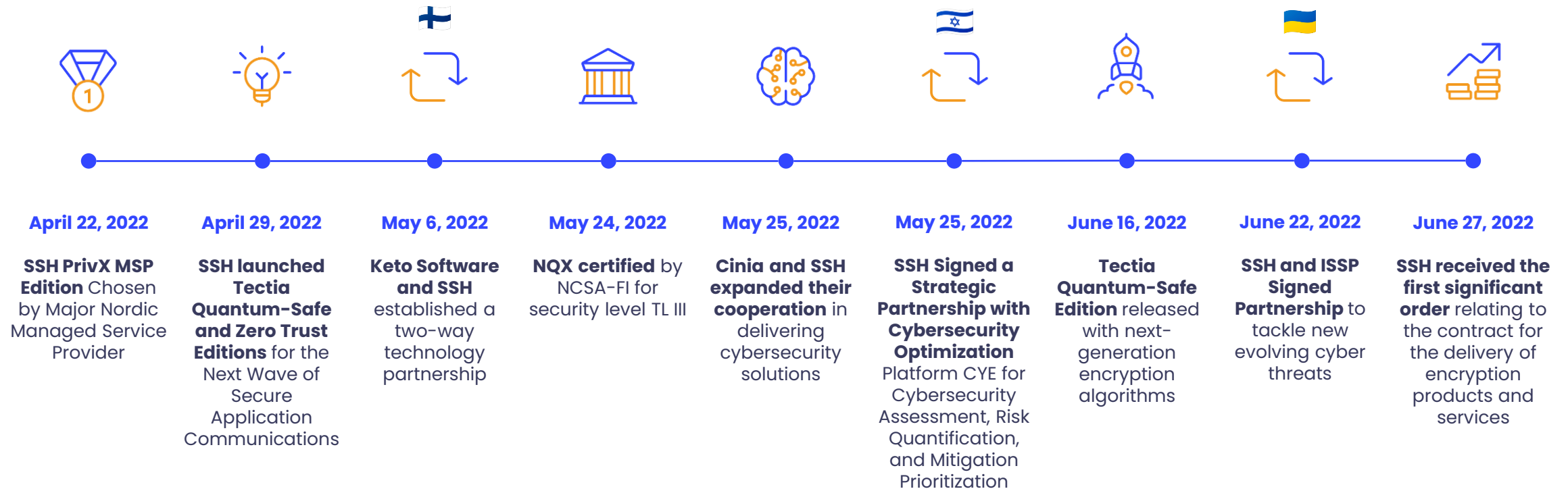
NQX has been certified by NCSA-FI for security level TL III

SSH's solution for the transmission of classified information received TL III-level security certification (equal to EU/NATO CONFIDENTIAL) during the second quarter. The certification enables the solution to be used to secure transportation of critical data.

SSH

Q2/22: Timeframe of highlights

April 22, 2022

SSH PrivX MSP Edition Chosen by Major Nordic Managed Service Provider

April 29, 2022

SSH launched Tectia Quantum-Safe and Zero Trust Editions for the Next Wave of Secure Application Communications

May 6, 2022

Keto Software and SSH established a two-way technology partnership

May 24, 2022

NQX certified by NCSA-FI for security level TL III

May 25, 2022

Cinia and SSH expanded their cooperation in delivering cybersecurity solutions

May 25, 2022

SSH Signed a Strategic Partnership with Cybersecurity Optimization Platform CYE for Cybersecurity Assessment, Risk Quantification, and Mitigation Prioritization

June 16, 2022

Tectia Quantum-Safe Edition released with next-generation encryption algorithms

June 22, 2022

SSH and ISSP Signed Partnership to tackle new evolving cyber threats

June 27, 2022

SSH received the first significant order relating to the contract for the delivery of encryption products and services
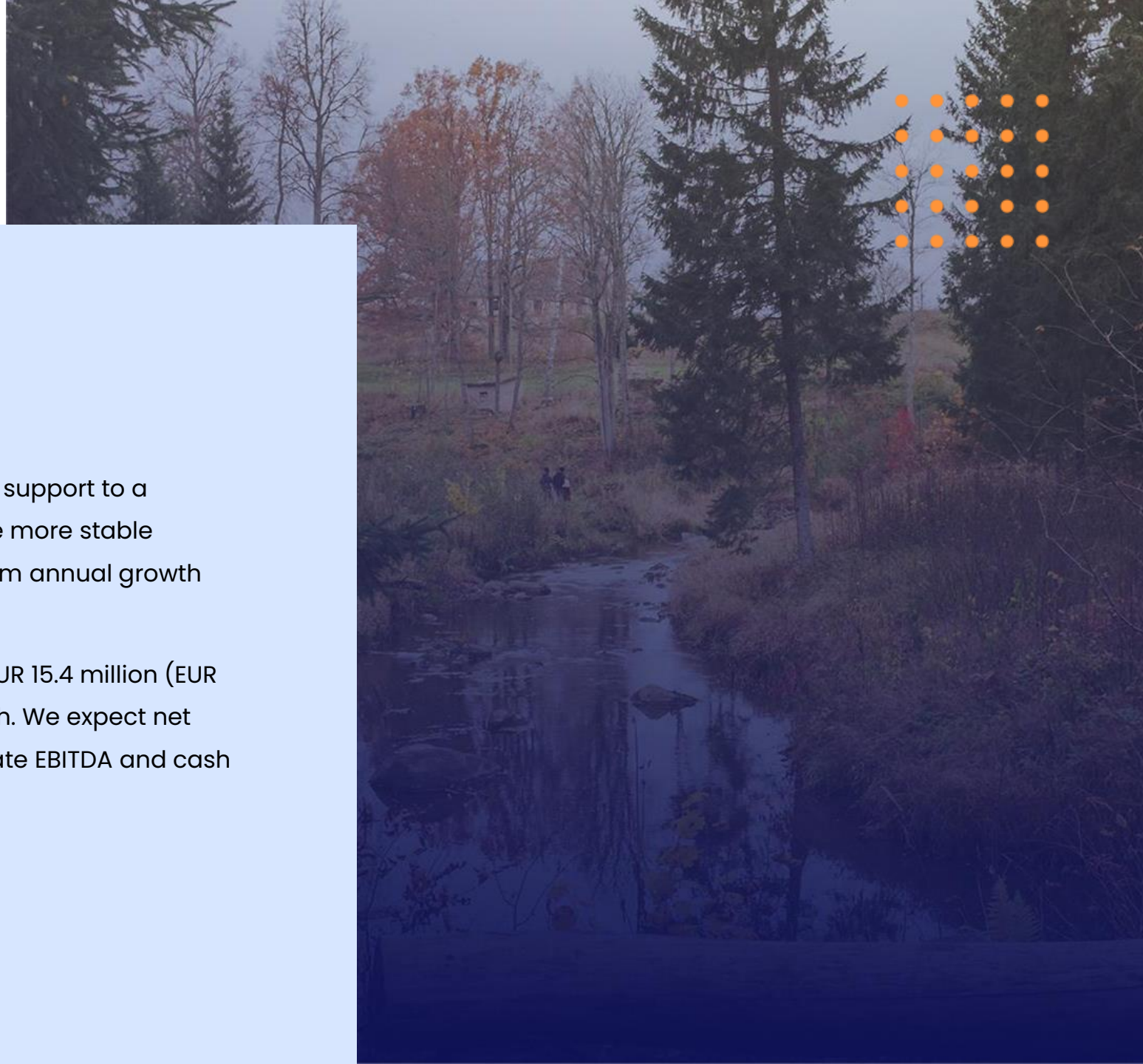
SSH

Outlook

Our current year 2022 guidance remains unchanged:

We continue our business transition from a license and support to a recurring-revenue model, which we foresee will provide more stable revenue in the longer term while reducing our short-term annual growth rate compared to a perpetual license business model.

At the end of 2021, our Annual Recurring Revenue was EUR 15.4 million (EUR 8.0 million), which positions us well for continued growth. We expect net sales to grow during 2022 compared to 2021. We estimate EBITDA and cash flow from operating activities to be positive for 2022.
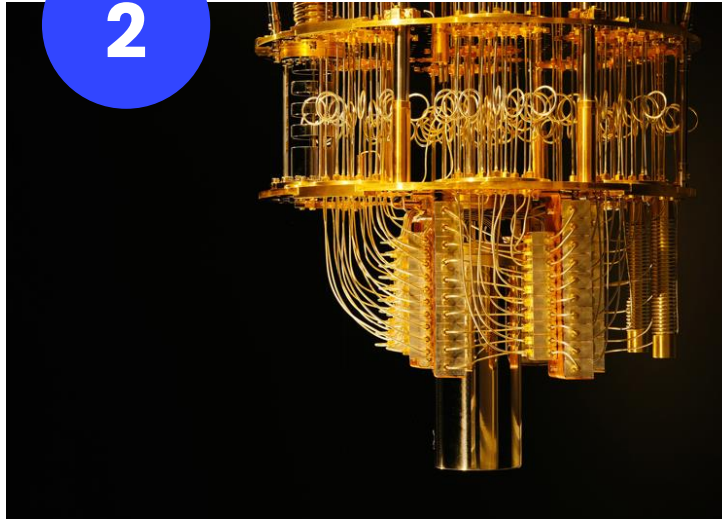
SSH

Going Forward

1

Zero Trust (ZT) solutions for all our software product lines

2

Quantum-Safe solutions for all our software product lines closely following cryptography algorithm Quantum-Safe standardization activities.

3

Operational Technology (OT) solutions for factories, harbors, ships, electricity producers and distribution and similar use cases

SSH

Q&A

This is who we are

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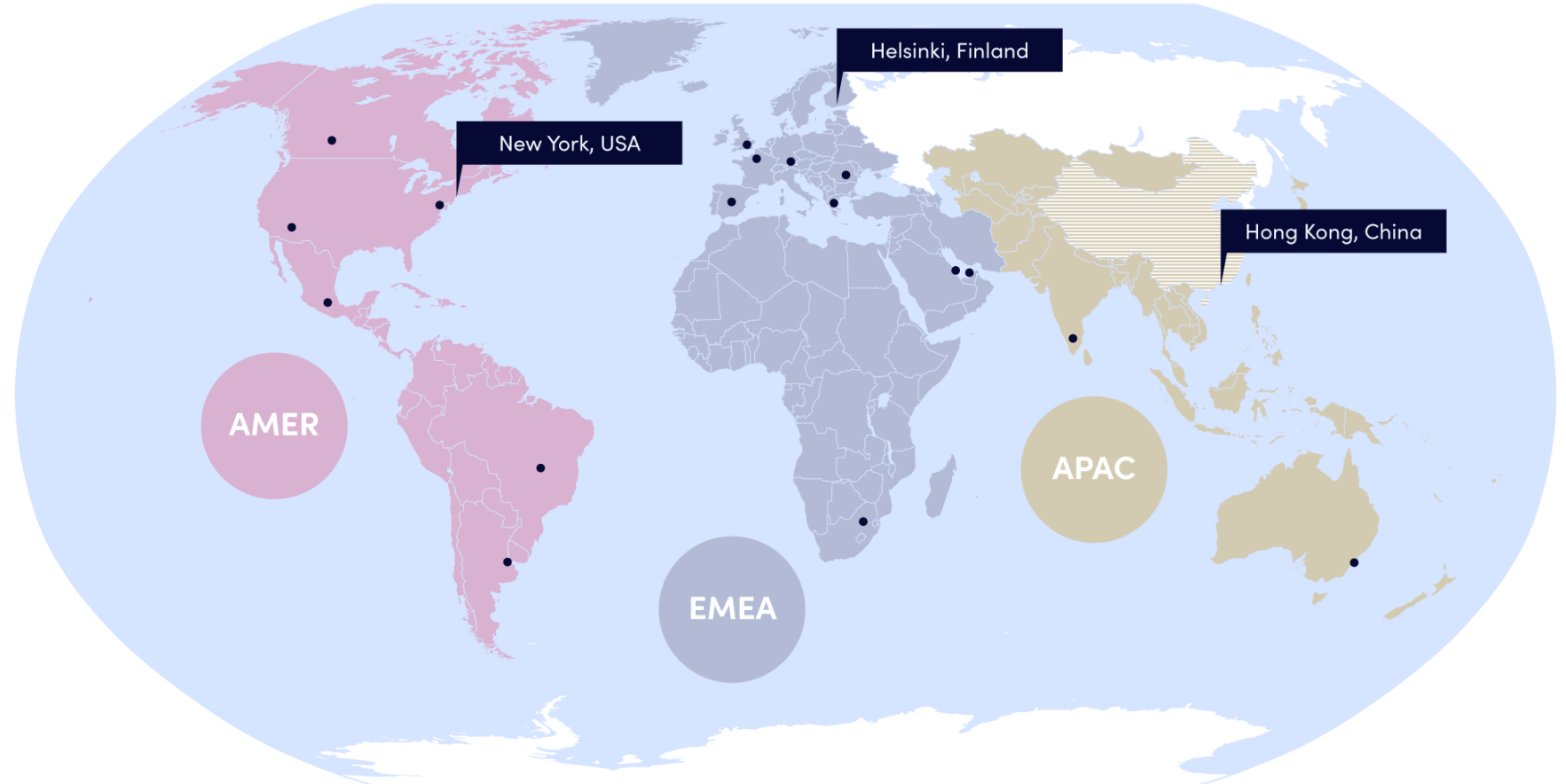History of innovation and drive in making our everyday lives more secure

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

Helsinki, Finland

New York, USA

Hong Kong, China

AMER

EMEA

APAC

SSH

SSH

GLOBAL and EMEA HEADQUARTERS
Helsinki
SSH Communications Security Oyj

Karvaamokuja 2B, 00380 Helsinki

www.ssh.com
+358 20 500 7000
info.fi@ssh.com

US HEADQUARTERS
New York City
SSH Communications Security, Inc.

434 W 33rd Street, Suite 842
New York, NY, 10001
USA
Tel: +1 781 247 2100
info.us@ssh.com

APAC HEADQUARTERS
Hong Kong
SSH Communications Security Ltd.

35/F Central Plaza
18 Harbour Road
Wan Chai
Hong Kong
+852 2593 1182
info.hk@ssh.com