Q2/22 Results

Teemu Tunkelo, CEO
Niklas Nordström, CFO
July 21, 2022
Q2/22: Sales and EBITDA continue the positive momentum

- **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

<table>
<thead>
<tr>
<th></th>
<th>Q2/21</th>
<th>Q3/21</th>
<th>Q4/21</th>
<th>Q1/22</th>
<th>Q2/22</th>
<th>% vs Q2/21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>M€</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>3.3</td>
<td>3.9</td>
<td>6.0</td>
<td>4.4</td>
<td>4.5</td>
<td>33.8%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>M€</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>0.1</td>
<td>0.6</td>
<td>1.4</td>
<td>0.5</td>
<td>0.5</td>
<td>160%</td>
</tr>
<tr>
<td>%</td>
<td>2.0</td>
<td>14.0</td>
<td>23.3</td>
<td>12.3</td>
<td>11.9</td>
<td></td>
</tr>
<tr>
<td>Operating profit</td>
<td>M€</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>-0.4</td>
<td>-0.3</td>
<td>0.7</td>
<td>-0.2</td>
<td>-0.2</td>
<td>49.4%</td>
</tr>
<tr>
<td>%</td>
<td>-13.2</td>
<td>-8.3</td>
<td>11.0</td>
<td>-5.2</td>
<td>-5.0</td>
<td></td>
</tr>
<tr>
<td>Profit</td>
<td>M€</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>-0.9</td>
<td>-0.3</td>
<td>0.4</td>
<td>-0.1</td>
<td>-0.2</td>
<td>75.2%</td>
</tr>
<tr>
<td>Personnel</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>123</td>
<td>123</td>
<td>123</td>
<td>125</td>
<td>129</td>
<td>4.9%</td>
</tr>
<tr>
<td>Liquid assets</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2.1</td>
<td>4.2</td>
<td>8.2</td>
<td>7.6</td>
<td>4.4</td>
<td>47.7%</td>
</tr>
</tbody>
</table>
Q2/22: Growth in all regions

Sales by Region M€

- **Americas**
  - Q2/2021: 1.34
  - Q3/2021: 1.74 (30% growth compared to Q2/2021)

- **APAC**
  - Q2/2021: 0.36
  - Q3/2021: 0.42 (16% growth compared to Q2/2021)

- **EMEA**
  - Q2/2021: 1.63
  - Q3/2021: 2.30 (41% growth compared to Q2/2021)

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

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

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

This is who we are

▼ Our three offices and various partners around the world