We reached our main financial objective in 2018: Profitable growth
Contents

1. SSH in Brief
2. Q4 and Full Fiscal Year Financial Performance
3. 2018 Highlights
4. NQX Firewall Update
5. Patent Licensing Update
7. The New SSH
SSH in Brief
Five Things to Remember about SSH.COM

An emerging leader in Secure Digital Access

A strong product portfolio

100+ patents in IPR portfolio

More than 3000 demanding customers globally

More than 20 years of engineering excellence

A cybersecurity pioneer since 1995

SSH.COM developed the SSH protocol which is still one of the cornerstones of Internet security

SSH Communications Security

13 February 2019
Our Product Lines

Universal SSH Key Manager® (UKM) – the premier SSH Key Risk Assessment, Management and Automation tool.

Tectia® Client/Server – the gold standard commercial product in secure access and file transfer from the inventor of the SSH protocol.

PrivX® – the next generation secure cloud access gateway.

CryptoAuditor® – the easiest-to-deploy secure access and encrypted connection monitoring and auditing tool.

Rooted in Finland, present globally

SSH products are developed in Finland but more than 90% of our sales come from the international markets.

13 February 2019
Q4 and FY 2018 Financial Review
### Q4/18 Key Financials

<table>
<thead>
<tr>
<th></th>
<th>Q4/17</th>
<th>Q1/18</th>
<th>Q2/18</th>
<th>Q3/18</th>
<th>Q4/18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Sales</strong></td>
<td>M€</td>
<td>6.4</td>
<td>4.8</td>
<td>3.7</td>
<td>3.4</td>
</tr>
<tr>
<td><strong>OPEX</strong></td>
<td>M€</td>
<td>4.3</td>
<td>4.3</td>
<td>3.6</td>
<td>4.1</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>M€</td>
<td>1.4</td>
<td>0.1</td>
<td>-0.1</td>
<td>-0.8</td>
</tr>
<tr>
<td><strong>%</strong></td>
<td>%</td>
<td>21.9</td>
<td>2.3</td>
<td>-2.5</td>
<td>-22.3</td>
</tr>
<tr>
<td><strong>Profit</strong></td>
<td>M€</td>
<td>1.3</td>
<td>0.0</td>
<td>0.0</td>
<td>-0.8</td>
</tr>
<tr>
<td><strong>Personnel</strong></td>
<td></td>
<td>80</td>
<td>81</td>
<td>85</td>
<td>80</td>
</tr>
</tbody>
</table>

**Comments**

- **Net Sales**: on the same level as Q4/17
- **OPEX**: slight increase vs. Q4/17
- **EBIT**: slight decrease vs. Q4/17, still healthy 20%
- **Profit**: 1.3M€, very slight improvement over Q4/17
- Quarter supported by a one-time license royalty payment, as was Q4/17
- Operating cost levels well under control
SSH 2018 Financial Statement Release

FY2018 Key Financials

<table>
<thead>
<tr>
<th></th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>M€</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>OPEX</td>
<td>M€</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>M€</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>%</td>
<td>%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profit</td>
<td>M€</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Avg. personnel</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Net Sales:** 13% growth over 2017, 16% with comparable currency rates

**OPEX:** same level as 2017

**EBIT:** Positive EBIT, but levels not yet satisfactory

**Profit:** return to profitability for the first time since 2014

Net Sales increased in all regions

Net Sales growth discounting patent license income 10%
Balance Sheet and Cash Position Remain Strong

- Positive cash flow from operations for the second year in row
- Strong cash position
- EPS still negative (due to hybrid loan interest)
- Balance sheet enables us to focus on execution of strategy

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Balance Sheet</strong> M€</td>
<td>21.8</td>
<td>21.8</td>
<td>23.2</td>
<td>24.2</td>
</tr>
<tr>
<td><strong>Cash and Equivalents</strong> M€</td>
<td>11.3</td>
<td>7.8</td>
<td>13.5</td>
<td>13.5</td>
</tr>
<tr>
<td><strong>Cash Flow from Operations</strong> M€</td>
<td>0.3</td>
<td>-8.1</td>
<td>1.3</td>
<td>1.2</td>
</tr>
<tr>
<td><strong>ROE</strong> %</td>
<td>-40</td>
<td>-112</td>
<td>-21</td>
<td>3.8</td>
</tr>
<tr>
<td><strong>Equity Ratio</strong> %</td>
<td>67</td>
<td>63</td>
<td>83</td>
<td>82</td>
</tr>
<tr>
<td><strong>Gearing</strong> %</td>
<td>-99</td>
<td>-95</td>
<td>-105</td>
<td>-94</td>
</tr>
<tr>
<td><strong>Profit/loss per share</strong> €</td>
<td>-0.15</td>
<td>-0.36</td>
<td>-0.09</td>
<td>-0.01</td>
</tr>
<tr>
<td><strong>Equity per share</strong> €</td>
<td>0.36</td>
<td>0.24</td>
<td>0.34</td>
<td>0.37</td>
</tr>
</tbody>
</table>
2018 Highlights
## 2018 Key Event Timeline

### Q1
- Settlement and cross-license deal with Sony
- Two large UKM deals
- Strengthening of the board with US members

### Q2
- NQX certification
- Certificate mgmt partnership with AppViewX
- Inside & online sales start
- First PrivX deals

### Q3
- NQX joint venture with State Security Networks
- First NQX sales
- Largest ever maintenance renewal deal (Tectia)

### Q4
- Major UKM deal with a global retailer
- First PrivX enterprise deals
- Several UKM and PrivX partnerships announced
- Organization renewal
- Second patent licensing deal

13 February 2019
2018 Operational Highlights

**Sales**
- Online sales and inside sales models introduced
- Inside sales teams in US and Spain
- Sales teams globally unified

**R&D**
- Five-week release cycle for PrivX
- Engineering and CTO function separated for clearer roles
- Several new senior developers recruited

**PrivX**
- Version 5 with enterprise features
- First enterprise sales
- IAM partnerships
- PrivX starts attracting analyst interest

**Mktg**
- Constantly increasing web site traffic
- Systematic content marketing
- Commencement of account-based marketing

SSH Communications Security
NQX Firewall Update
NQX: From development to commercialization

• Joint venture with the state-owned Suomen Erillisverkot Oy provides funding and a state sponsor for public sector sales

• The former head of the PrivX Business Program, Mr. Jussi Löppönen, engaged to run the NQX business

• More resources successfully recruited to the team

• Certification in late Q2 opened door for commercialization
• First sales in Q3 and Q4 prove the commercial viability of the product
• We expect substantial long-term revenue NQX, but 2019 revenue likely to be relatively modest

• Features needed for large deployments being developed, certification in 2019
Patent Licensing Update
Entering a new phase in patent licensing

• Two patent license agreements during 2018

• Currently not litigating; case with Sony settled
• UK Court of Appeals dismissed SSH’s appeal of patent invalidity

• Patent licensing program’s focus shifts towards protecting our freedom to operate and improve our products’ position in the markets
• SSH has nearly 120 granted or filed patents; still filing for new patents

• We do not expect patent licensing revenue in 2019
• Patent licensing program costs in 2019 significantly smaller than before
Guidance for 2019
For the year 2019, we expect double digit percentage growth from our software business (software fees, professional services, and recurring revenue) at comparable exchange rates, exceeding the projected annual cyber security market growth of approximately 10%.

In the medium term, we expect similar or faster growth and will also explore avenues for accelerated growth through inorganic growth opportunities.

Possible significant quarterly variation in revenue growth is still to be expected due to timing of larger deals over the financial year.
The New SSH: Organizing for the Future
Towards even more customer-centricity

In December, we announced a major organizational change to foster a more customer-centric mindset, accelerate innovation and development, and improve information flow within the company.

A key part of the renewal was the formation of a new Customer Experience and Products function with a charter to create strong customer engagements, ensure a consistently excellent customer experience with SSH, and importantly, drive product decisions based on customer and market insight.

The charter of the CTO office was expanded to cover technologies and innovations and the Engineering function was separated from the CTO office.

The new organization was a key milestone in our transformation from an engineering-driven company to a customer need driven company.
The New Organization

CEO
Kaisa Olkkonen
Chief Executive Officer

Customer Experience and Products
Sami Ahvenniemi
Chief Customer Officer

Engineering
Timo Lilja
VP Engineering

Marketing
Simo Karkkulainen
Chief Marketing Officer

Sales
Joe Scaff
Chief Sales Officer

Innovations & Technology
Markku Rossi
Chief Technology Officer

Finance & Administration
Niklas Nordström
Chief Financial Officer

Strategy & Business Development
Jussi Mononen
VP Strategy & Biz Dev

NQX
Jussi Löppönen
Head of NQX

Strategic support for Operations
Our direction

We develop solutions that let enterprises access and utilize their most important digital assets with:

- less risk
- faster deployment
- better usability
- total visibility and control

This gives our customers across the globe:

- improved security
- better ROI
- full compliance and peace of mind

Secure access at the speed of business.
PrivX as base for a Unified Identity & Access Platform

1. Privileged Access Management
2. Identity & Access Management
3. Key & Certificate Management
4. (Behavioral) analytics
5. Traffic monitoring & forensics

Identity and access are evolving, and IAM and PAM will start merging in the next several years – we intend to be a leader in this development.
Our transformation journey

2017: Fix and Plan
We tackled the deepest systemic issues and started our transformation journey.

2018: Launch
Rebuilding sales and marketing, targeting new customer segments with a disruptive new offering.

2019: Grow
Scaling up, further strengthening the organization, and introducing new products and technologies.

2020 and beyond: Leverage
Leveraging our growth, continuing to disrupt the industry from a position of strength.
SSH.COM
Secure access at the speed of business.