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# SSH.COM

## Q3 2019 Results

**Kaisa Olkkonen, CEO**

October 23, 2019



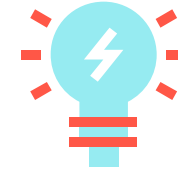
# We make digital safer

## KEY THINGS TO REMEMBER



### STRONG PRODUCT PORTFOLIO

We have a portfolio of foundational security and access management products.



### DEEP IPR PORTFOLIO

We invest heavily in IPR to create competitive advantage.



### 3000+ CUSTOMERS

We serve some of the most demanding companies in the world, including 40% of the Fortune 500



### 25 YEARS OF EXCELLENCE

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

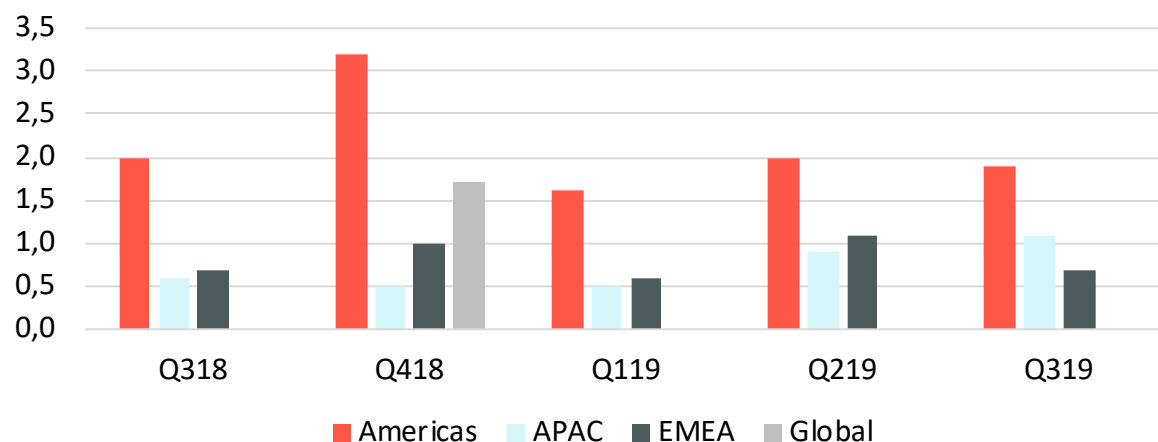


# SSH.COM Q3/2019 Financials

# Q3/19: Growth with Break-Even Result

		Q3/18	Q4/18	Q1/19	Q2/19	Q3/19
Net Sales	M€	3.4	6.4	2.7	4.0	3.6
OPEX	M€	4.1	4.4	3.8	3.5	3.7
EBIT	M€	-0.8	1.3	-1.3	0.4	-0.2
	%	-22.3	20.0	-47.1	9.3	-5.6%
Profit	M€	-0.8	1.3	-1.2	0.2	-0.0
Personnel		80	85	88	86	86

Sales by region (M€)



**Net Sales:** increase of 6% vs Q3/18

**OPEX:** decrease of 10% vs Q3/18

**EBIT:** -0.2M€, up 0.6M€ vs Q3/18

**Profit:** -0.0M€, up 0.8M€ vs Q3/18

Improvement in all reported metrics

Decreased OPEX despite sales increase; admin costs little higher due to costs affecting comparability

APAC growth 47%; EMEA slight growth and AMER slight decline

# Balance Sheet and Cash Position Remain Strong

		2016	2017	2018	Q3/2019 YTD
Balance Sheet	M€	21.8	23.2	24.2	<b>21.3</b>
Cash and Equivalents	M€	7.8	13.5	13.5	<b>11.6</b>
Cash Flow from Operations	M€	-8.1	1.3	1.2	<b>0.1</b>
ROE	%	-112	-21	3.8	<b>-7.4</b>
Equity Ratio	%	63	83	82	<b>81</b>
Gearing	%	-95	-105	-94	<b>-86</b>
Profit/loss per share	€	-0.36	-0.09	-0.01	<b>-0.04</b>
Equity per share	€	0.24	0.34	0.37	<b>0.32</b>

- Strong cash position
- Positive cash flow from operations
- Balance sheet enables us to focus on execution of strategy



# SSH.COM Q3 Operations Review

# Progress Report, Part 1: Customer Wins

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**We saw new customer wins and add-on orders for UKM and Tectia**

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In Q3, we booked new Universal SSH Key Manager® (UKM) license orders from global enterprise customers, including a major Asian finance sector player and a North American Fortune 500 financial institution. We also received additional orders from existing customers.

The license and maintenance sales of our Tectia® product family remains strong: we booked a major enterprise license deal with one of the largest banks in South-East Asia and won a significant Tectia SSH Server for IBM z/OS order from a major European automotive manufacturer.

Our maintenance business remains robust. During Q3, we booked the largest maintenance renewal in the company history and booked several other significant maintenance renewals, as well.

# Progress Report, Part 2: EU Funding

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**We won a 2M€+ in EU grant for further developing PrivX**

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The EU funding **significantly accelerates PrivX product development** and also enables us to increase marketing investments for PrivX.

The awarding of this highly sought-after and hard-to-win funding to SSH is a clear sign that also external experts share our belief that PrivX is **truly a major cybersecurity innovation** with significant growth potential.

The official Grant Agreement was signed at the end of September and the project runs from **October 2019 through September 2021**.

The funding will be used for expanding and accelerating product development and go-to-market activities.



# Progress Report, Part 3: PrivX

## PrivX continues gaining traction

PrivX Free was well-received and we gained more than 2000 registrations. We also won several new paying customers for PrivX during Q3.

One indicator of the demand is the 142% growth in PrivX-related visitors on our website compared to the last year. The value of our PrivX sales pipeline also nearly doubled compared to last year.

In a recent report called “Remove Standing Privileges Through a Just-in-Time PAM Approach”, Gartner named PrivX as a trailblazing product that eliminates the risks of static credentials from access management.

# Progress Report: Other Areas

## Making progress on many fronts

### NQX

We saw further concrete evidence of customer need in Q3, as we responded to a Request for Information (RFI) issued by the **Finnish Defence Forces Logistics Command** for STIII-level security requirements compliant VPN devices.

### Recruitment Success

We are recruiting **more than 10 new R&D engineers** to accelerate our product development.

The the recruitment process started in late August and we have already hired several new engineers.

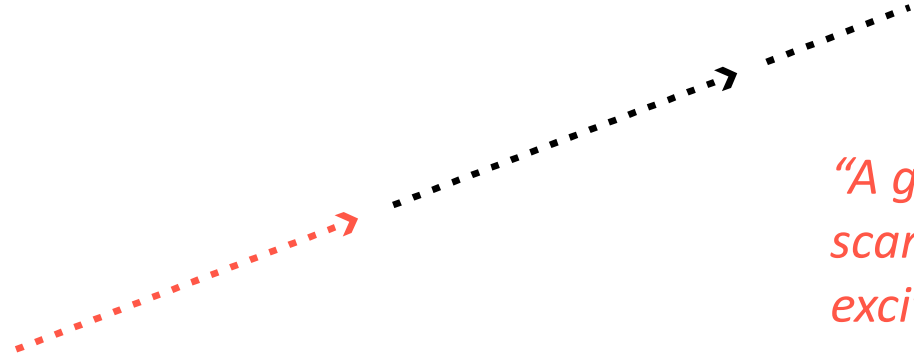
### Pipeline growth

Our **sales pipeline kept growing** for all key products.

# The SSH200 Growth Vision



**We aim at  
more than  
€200M  
in annual  
revenue  
by the end of  
the 2020s**



*“A good goal should scare you a little, and excite you a lot.”*

## FAST GROWTH

We aim to grow our business by a factor of 10 over the next decade.

We will achieve this in a changing world that is crying out for more proactive cyber security and intelligent access management.

## LONG-TERM EFFORT

The vision describes our long-term ambition and where we want to go and have the potential to reach.

Achieving the goal requires systematic long-term work, and results will show over time.

## SHARPENED FOCUS

The UKM® and PrivX® product families will be the primary growth engines.

The combined market for these product categories will over €8 Billion by 2024.

**While we are progressing, the road will be long. SSH200 is a marathon, not a sprint.**

# Our Guidance Remains Unchanged

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Entering Q4, our **sales pipeline is strong**, and we maintain our **guidance despite the slightly slower than planned growth in the first nine months of the year. Achieving our full year target, however, requires some key customer wins during Q4.**

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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.

**Thank you!**

