We make digital safer

INDUSTRY LEADING PRODUCTS
We offer a portfolio of foundational security and access management products.

STRONG PATENT PORTFOLIO
We invest heavily in IPR to create shareholder value and competitive advantage.

3000+ CUSTOMERS GLOBALLY
We serve some of the most demanding companies in the world, including 40% of the Fortune 500.

25 YEARS OF SECURITY EXCELLENCE
We developed the SSH protocol which is still one of the cornerstones of Internet security.

We are committed to building better, easier and more cost-effective solutions for our customers.
SSH.COM
Q4 and FY2019 Financials
Q4/19: Sales decline, positive operating cash flow

Net Sales: decrease of 36% vs Q4/18
SW Business Sales: decrease of 12% vs Q4/18
OPEX: decrease of 5% vs Q4/18
EBIT: -0.2M€, down 1.5M€ vs Q4/18
Profit: -0.5M€, down 1.8M€ vs Q4/18

Net sales decline mainly due to end of patent licensing programme and reduced consulting revenue.

Costs stable, operating cash flow positive

EMEA had a strong quarter and APAC performed well. Decline in AMER due to smaller initial deals.
FY19: Disappointing sales, positive operating cash flow

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>15.1</td>
<td>16.2</td>
<td>18.3</td>
<td>14.4</td>
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<tr>
<td>OPEX</td>
<td>23.9</td>
<td>16.5</td>
<td>16.5</td>
<td>15.6</td>
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<tr>
<td>EBIT</td>
<td>-10.8</td>
<td>-1.7</td>
<td>0.5</td>
<td>-1.2</td>
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<tr>
<td>%</td>
<td>-71.1</td>
<td>-10.5</td>
<td>3.3</td>
<td>-8.4</td>
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<tr>
<td>Profit</td>
<td>-11.0</td>
<td>-2.2</td>
<td>0.5</td>
<td>-1.5</td>
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<tr>
<td>Personnel</td>
<td>84</td>
<td>80</td>
<td>85</td>
<td>90</td>
</tr>
</tbody>
</table>

Net Sales: decrease of 22% vs FY18
SW Business Sales: decrease of 8% vs FY18
EBIT: -1.2M€, down 1.7M€ vs FY18
Profit: -1.5M€, down 2.0M€ vs FY18

Disappointing sales, mainly due to end of patent licensing programme and reduced consulting revenue.

Positive operating cash flow for the third consecutive year.

Best year ever in APAC. EMEA and AMER soft performance.
## Balance Sheet and Cash Position Remain Strong

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
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<tbody>
<tr>
<td><strong>Balance Sheet</strong></td>
<td>M€</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Cash and Equivalents</td>
<td>M€</td>
<td>7.8</td>
<td>13.5</td>
<td>13.5</td>
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<tr>
<td>Cash Flow from Operations</td>
<td>M€</td>
<td>-8.1</td>
<td>1.3</td>
<td>1.2</td>
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<tr>
<td>ROE</td>
<td>%</td>
<td>-112</td>
<td>-21</td>
<td>4</td>
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<tr>
<td>Equity Ratio</td>
<td>%</td>
<td>63</td>
<td>83</td>
<td>82</td>
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<tr>
<td>Gearing</td>
<td>%</td>
<td>-95</td>
<td>-105</td>
<td>-94</td>
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<tr>
<td>Profit/loss per share</td>
<td>€</td>
<td>-0.36</td>
<td>-0.09</td>
<td>-0.01</td>
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<tr>
<td>Equity per share</td>
<td>€</td>
<td>0.24</td>
<td>0.34</td>
<td>0.37</td>
</tr>
</tbody>
</table>

- Strong cash position
- Positive cash flow from operations
- Balance sheet enables us to focus on execution of strategy
Progress Report, Part 1: Customer Wins

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

In Q4, we booked a large new UKM license order with ING-DiBa AG, one of the largest retail banks in Germany. We also booked significant new orders from a Hong Kong government agency and a global governmental financial institution. We also booked major expansion orders from existing financial sector customers.

The sales of our Tectia® product family remained strong and gives us the ability to execute our growth vision. During the quarter, we won a significant Tectia SSH Server for IBM z/OS license order from a major Scandinavian bank.

Our maintenance business remains robust and we booked several large maintenance renewals during the quarter.
PrivX continues gaining traction; nearing SaaS launch

More than 1000 new registrations for PrivX Free was well-received and now has more than 3500 registrations.

We also accelerated the acquisition of new paying customers for PrivX during the quarter and kept seeing increasing interest from enterprise customers.

United States Patent and Trademarks Office (USPTO) granted SSH patent number US10523445, which covers secure passwordless access to hosts in hybrid networks comprising on-premise and cloud resources.

Supported by the EU Horizon 2020 funding announced earlier, PrivX development progressed well and we are nearing the pilot launch of the SaaS version of PrivX during H1 of 2020.
Progress Report, Part 3: Other Areas

Making progress on many fronts

NQX
Certification of new software version and the NQX Nano form factor, which extends the use cases and sales possibilities of the NQX product family.

Responded to several Requests for Information from the Finnish public sector.

EU Funding
The project has been in full swing since October.
Advance payment of over EUR 900k received in Q4, recognized amount very small in 2019.

Pipeline Development
New opportunity creation higher in Q4 than in any other quarter in 2019 – 29% more opportunities created than in Q1.
For the year 2020, we expect revenue growth of 10 to 15 percent and an improving operating result. The growth rates and profitability vary significantly between our product lines as the products are in different stages of maturity and investment phases. We expect clearly faster growth rates for PrivX and NQX, steady growth for UKM matching the industry growth rate, and modest growth for Tectia which is our most mature product. The combined effect of these growth rates will result in moderate short-term growth, which we expect to accelerate over the next several years.
Thank you!