

Stonesoft Annual General Meeting 2013

STONESOFT

Ilkka Hiidenheimo, CEO
March 10th, 2013

Stonesoft Corporation

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saving lives and
businesses in
cyberspace

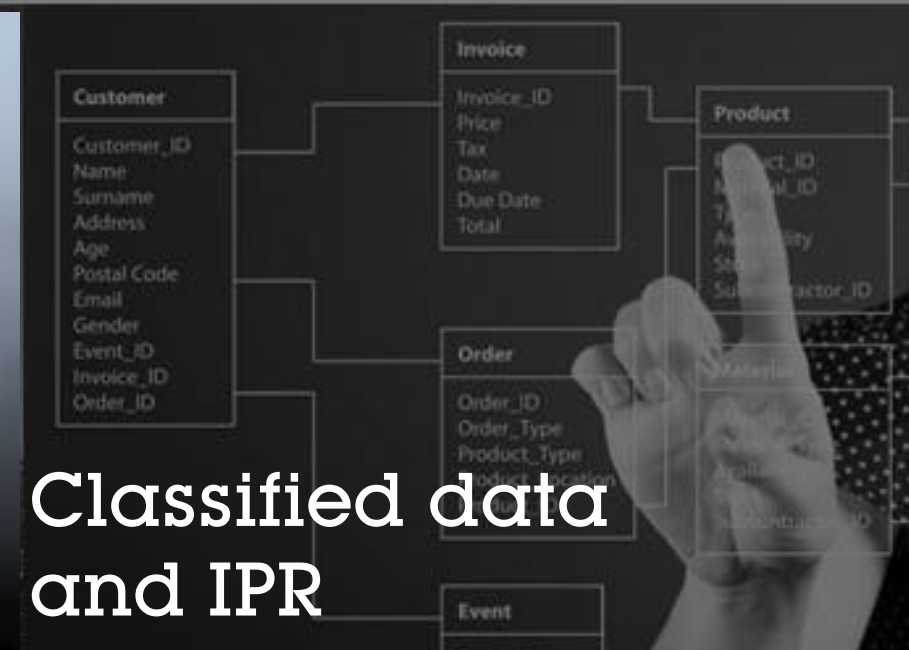
Committed to protect customers'...



Datacenters and
cloud



Mission critical
networks



Classified data
and IPR



Multi-location
businesses & services



Business continuity &
applications



Financial
transactions & assets



Our unique technological strongholds.

One solution that adapts to your needs



Security Engine,

Management system...and AET protection.

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- Net sales of EUR 40.1 million, +31% compared to the corresponding period in 2011 (30.6).
- Product sales were EUR 25.6 million, +45% compared to the corresponding period in 2011 (17.7).
- Operating profit (EBIT) was EUR 0.5 million (-1.1).
- Operational cash flow was EUR -0.5 million, compared to EUR -0.3 in the corresponding period in 2011.

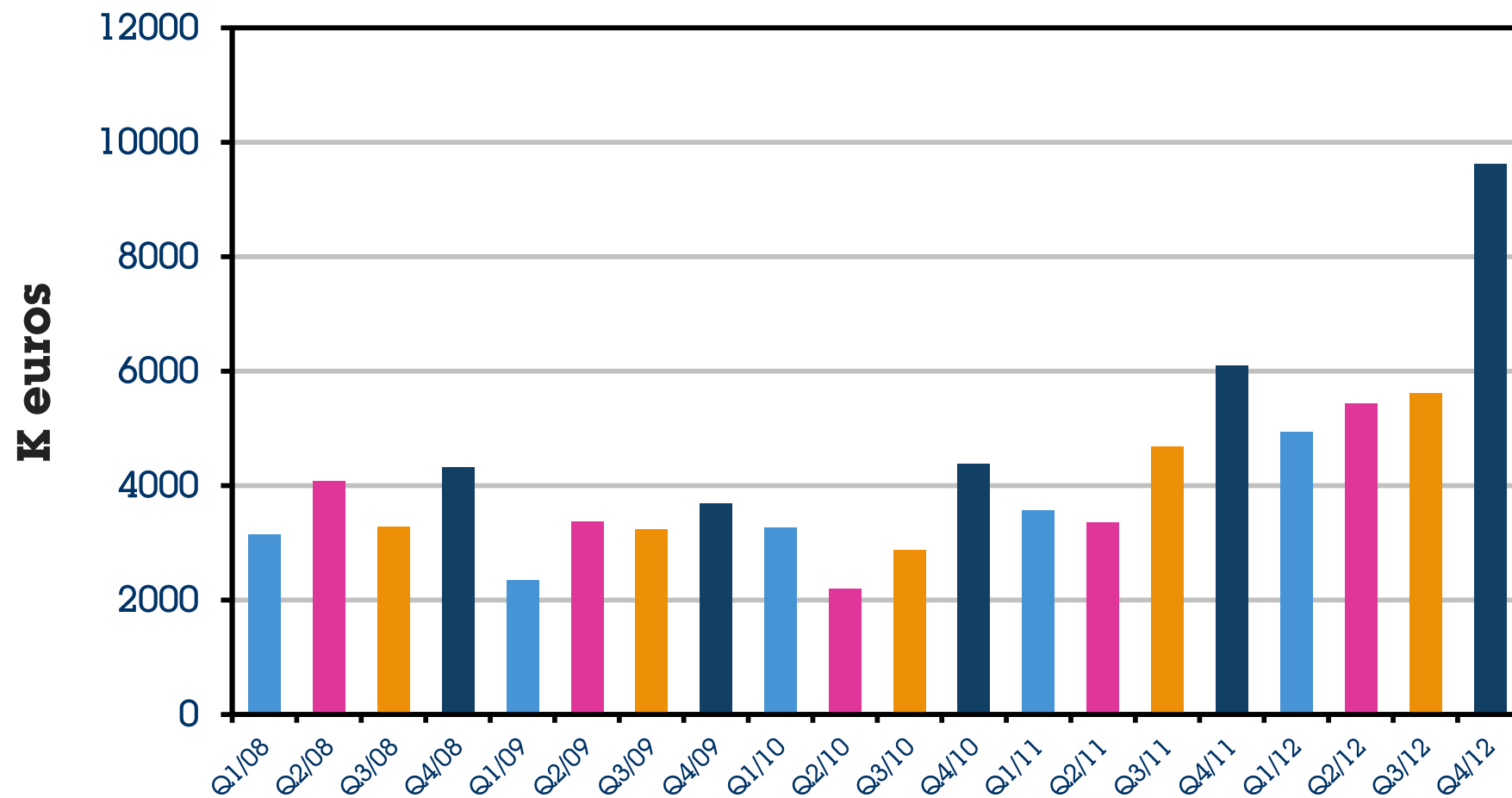
A person in a dark jacket and trousers stands with their back to the camera on a wooden pier. The pier is made of wooden planks and extends into a calm body of water. The horizon is visible in the distance under a pale, overcast sky. The person's reflection is visible on the wet surface of the pier.

Year 2012

2012

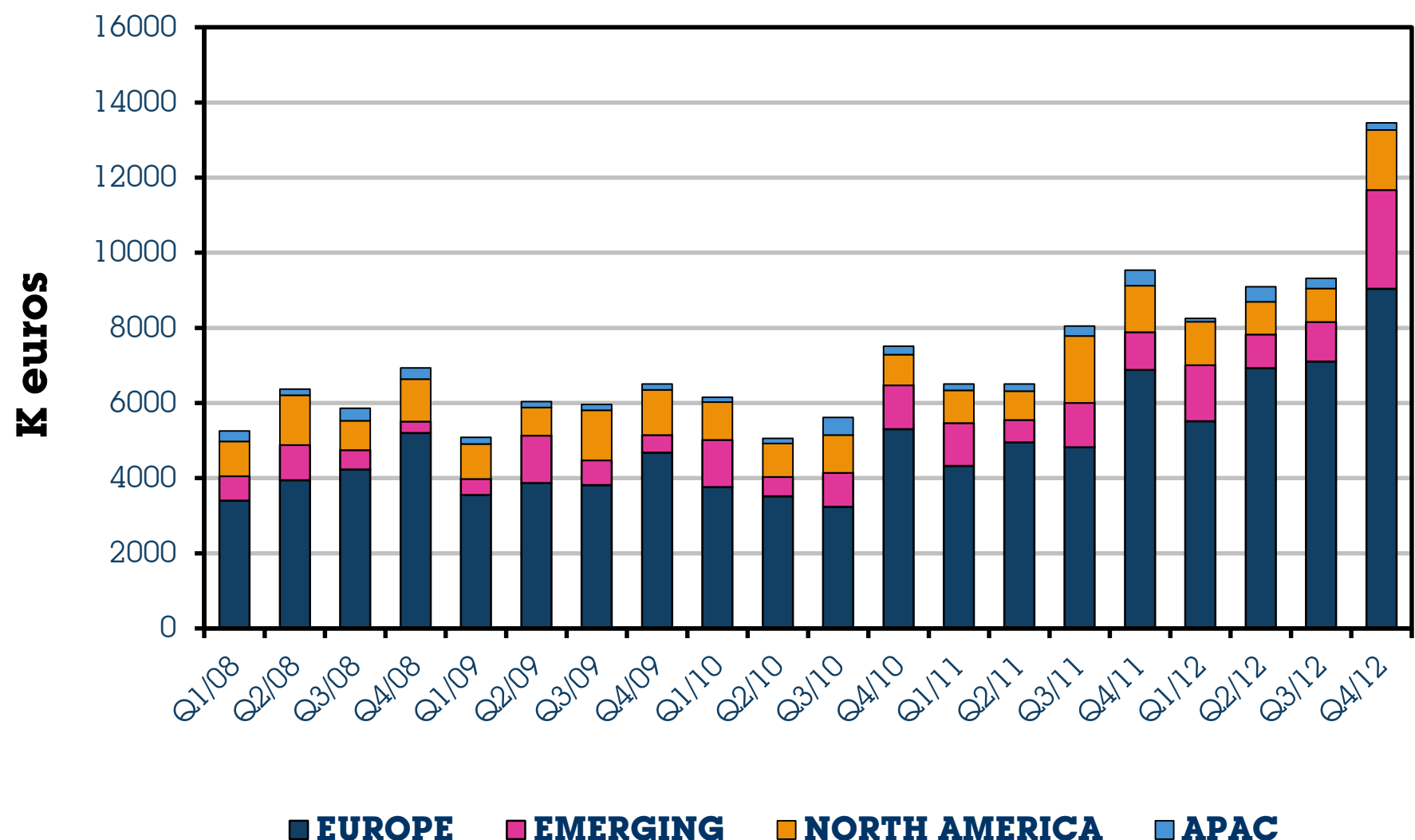
Financials

Product sales by quarter



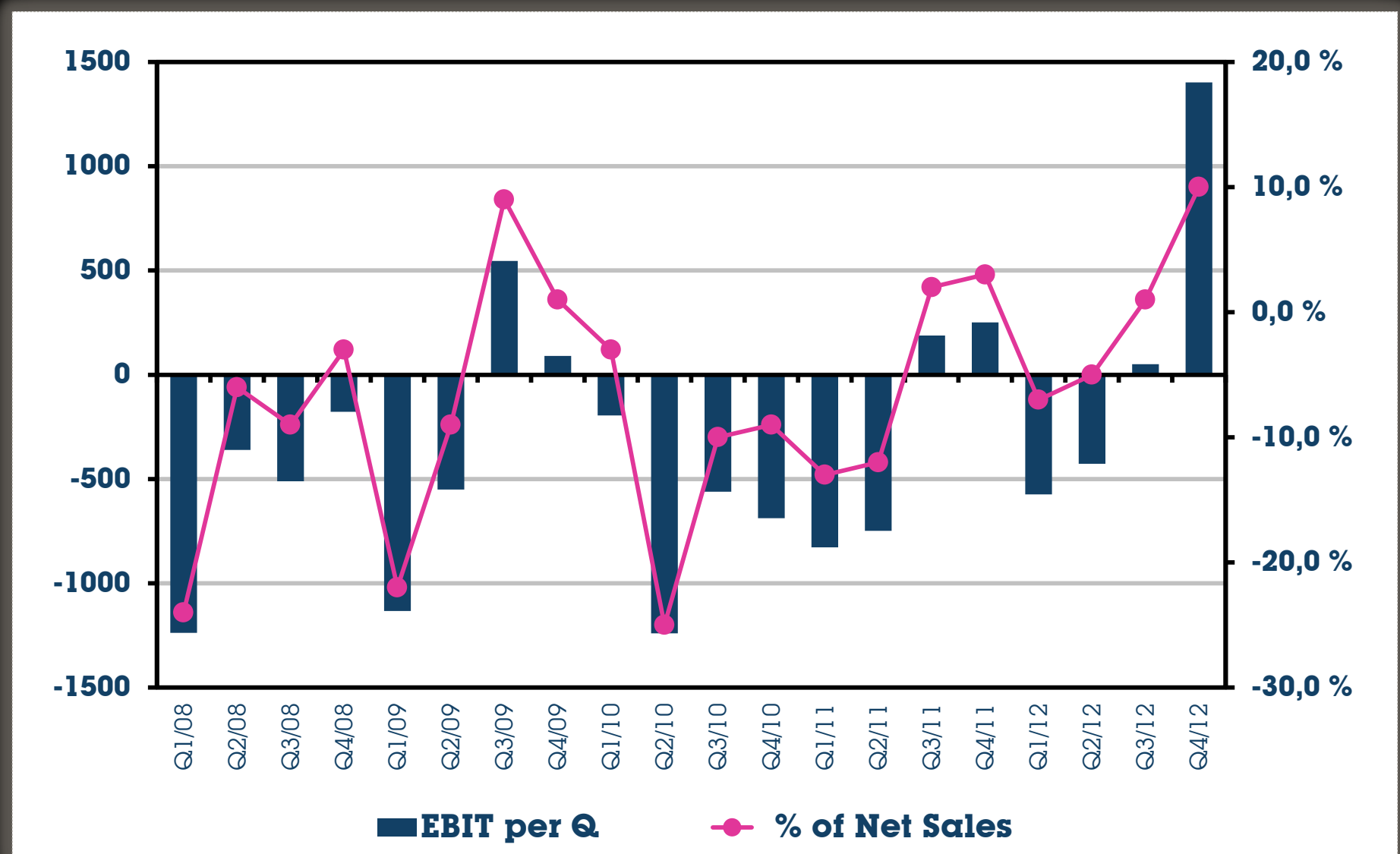
- Strong demand continued
- All areas showed growth
- All-time high product sales

Net sales by area



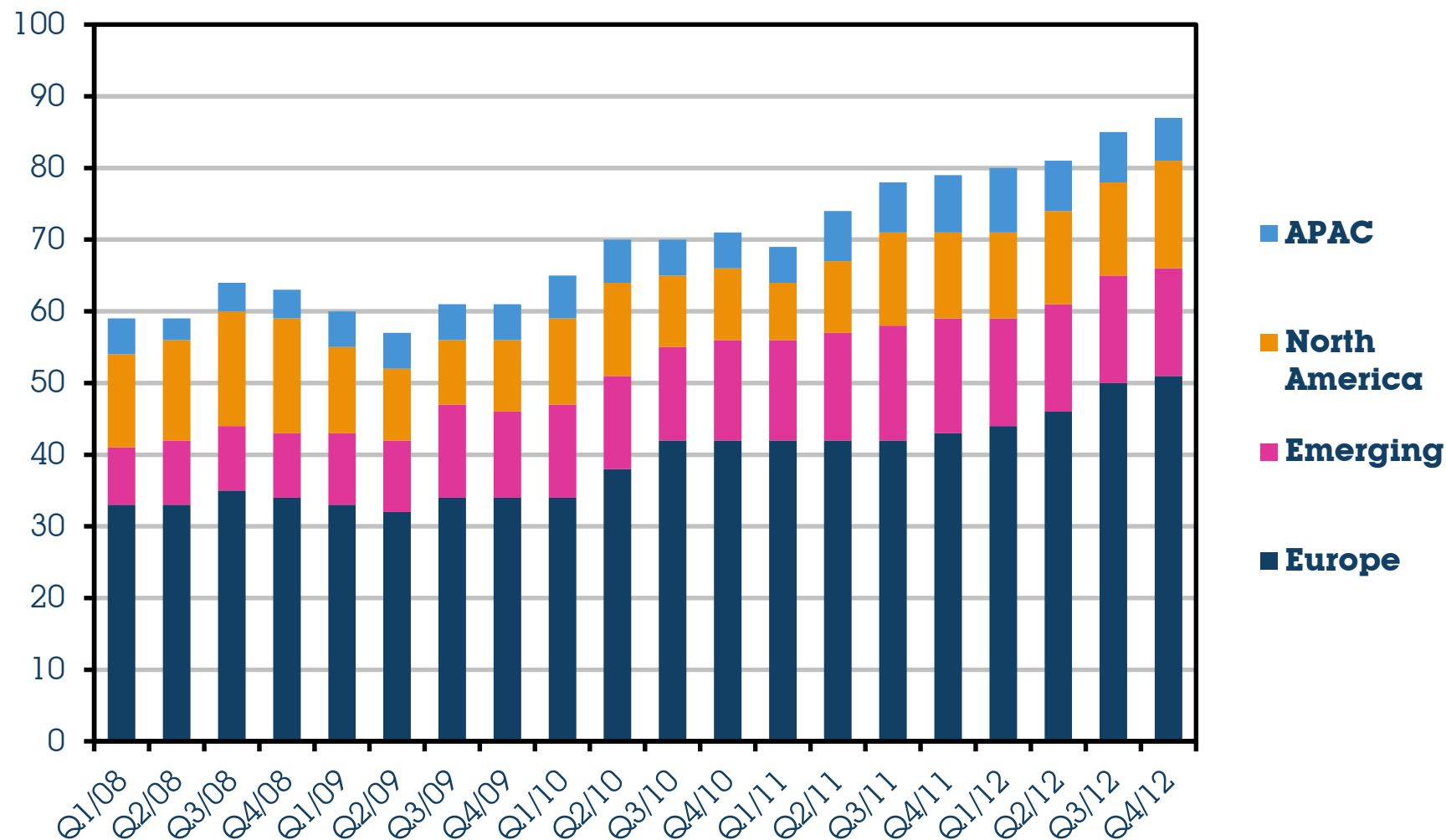
- Even, strong demand across all markets, except Asia

EBIT by quarter



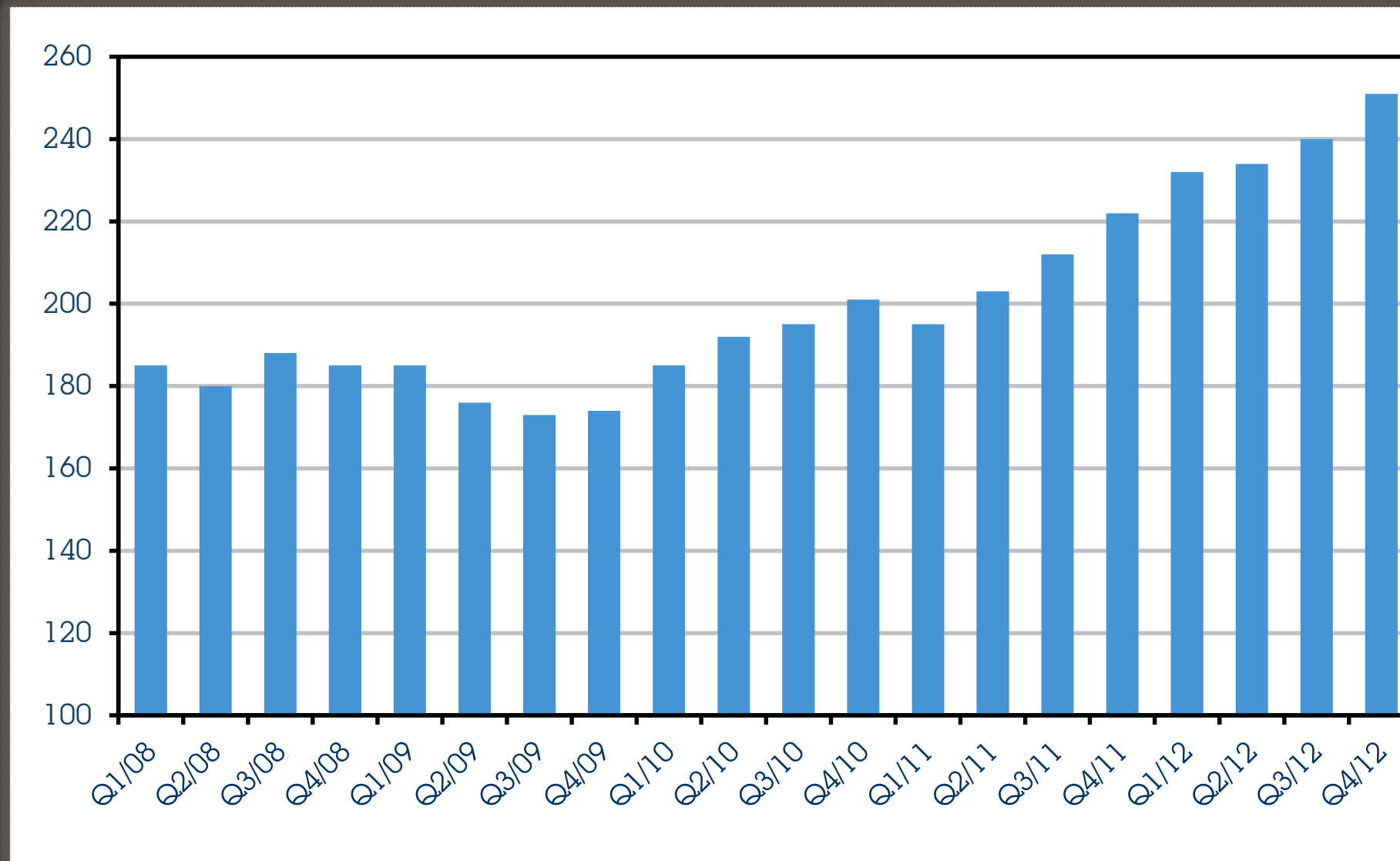
- Growing EBIT % of net sales indicates that investments are boosting both sales and profitability.

Sales personnel at the end of quarter



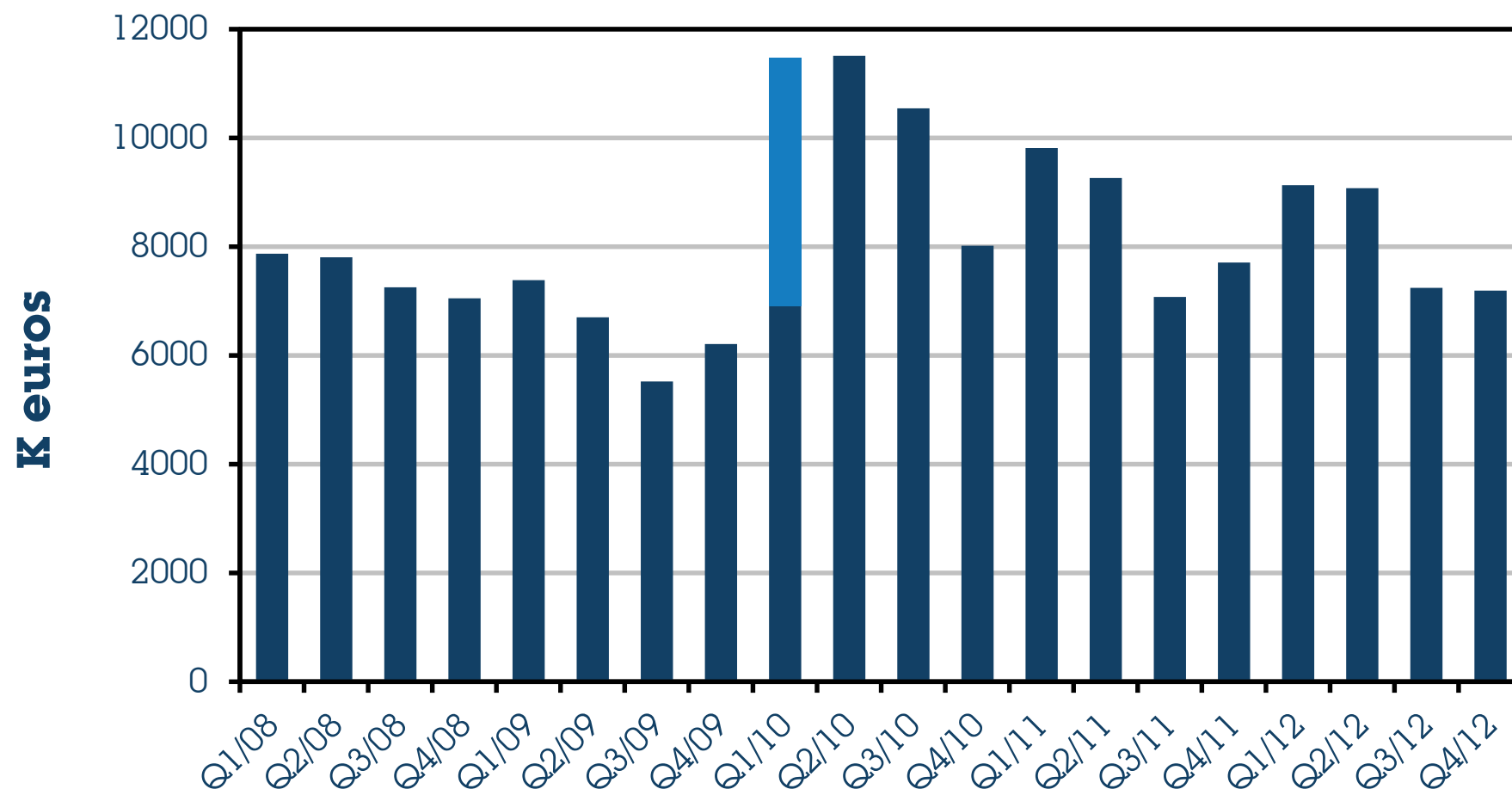
- Investments into hiring new sales personnel continued in Europe, emerging markets and the US
- APAC planning in progress

Personnel at the end of quarter



- Steady growth
in personnel
numbers

Liquid funds



- Liquid funds have been neutral during previous years.
- Good capability to finance growth with current cash flow.



Highlights

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HACK

The Lab Xperience

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Hack the Lab

50 international journalists
learned about hacking,
and...

...almost all of them
wrote an article that
drove Stonesoft's
cyber security thought
leadership and
increased brand
visibility in trusted media



Süddeutsche Zeitung



IL MONDO

la Repubblica



Deutschlandradio

2012
October

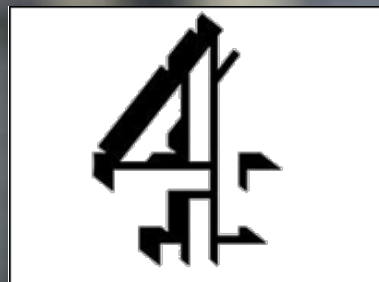


Go-anywhere cyber security

Stonesoft launched the MIL-320, the world's first rugged, go-anywhere NGFW for hostile, and demanding critical infrastructure and military environments.

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**2012
December**



The New York Times

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Cyber security thought leadership

During the 4th quarter Stonesoft gained wide global media visibility and comment opportunities in some of the most respected media in the world.

The Finnish Association of Marketing Communication Agencies awarded Stonesoft for its excellent PR activities on cyber security in Finland.

In 2012, every day there were, on average, 1.5 articles about Stonesoft in Finnish media.

**2012
December**

- **The era of strong organic growth continues**
- **Stonesoft is expecting rapid growth in the future**
- **Our technological and AET capabilities send a unique and strong message that resonates in many sectors of business and answers to market needs related to escalation in the advanced threat landscape**

A person in a dark jacket and pants stands on a wooden pier, looking out at the ocean under a hazy sky. The pier is made of wooden planks and has some debris on it. The water is calm and reflects the light.

Conclusions



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Saving lives and businesses in cyberspace