



# Securing digital moments, together

Create value for your customers  
through a holistic online security  
experience with F-Secure



# Leading the way in creating value for partners with security



- ✓ Industry leader in creating value with security for Communication Service Providers
- ✓ Exceptional partner services platform providing proven business outcomes

- ✓ Award-winning holistic consumer security solutions for your customers with #1 scam protection

# Proven business outcomes with F-Secure

**500+**

Successful service launches

**35+**

Years of experience in award-winning cyber security

**130M€**

Revenue 2023, OMX/Nasdaq listed

**20+** Router/ Wi-Fi provider partnerships

*Actiontec*<sup>®</sup>

 tp-link

  
COMTREND

**KAON**  
BROADBAND



**airties** 

**>10BN €**

Value created for partners

**200+**

Service Provider Partners

**55+**

Product NPS

**NOKIA**

**HUMAX**

**ZYXEL**



**vantiva**   
Pushing the edge

**SERCOM**

# Consumers are looking for a trusted companion online



**Vulnerable digital moments**

**85%**

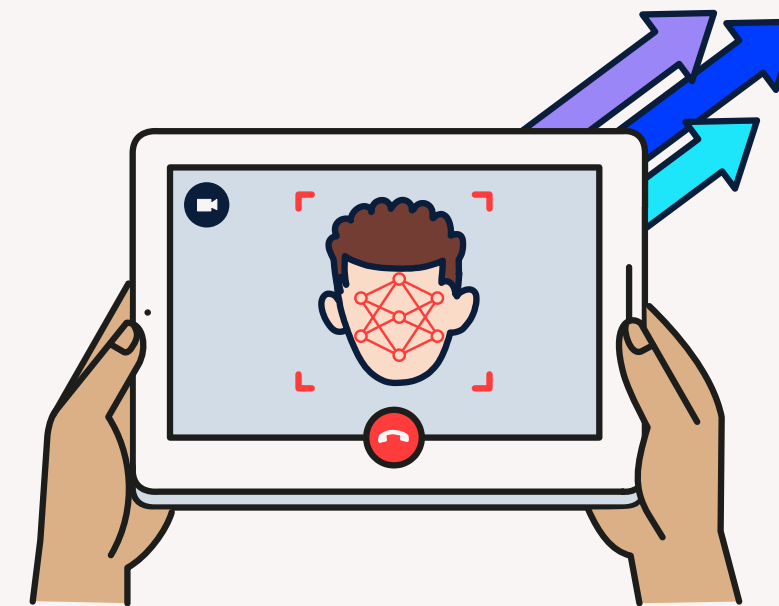
of consumers felt vulnerable across their digital moments\*



**Complexity overload**

**66%**

find security complex\*



**Scams on the rise**

**78%**

of respondents experienced a form of scam last year\*\*



**Need a trusted companion**

**81%**

expect their Internet Provider to provide security\*\*\*

Source: Source: \*Global consumer market survey by F-Secure "Living Secure", Jan 2024, N=7000; \*\*Global Anti-Scam Alliance report 2023 N=49,459 people from 43 countries \*\*\* Global consumer market survey by F-Secure, Jun 2023, N=4400

# Why invest in selling security to your customers?



- ✓ Strengthen your Trusted provider positioning
- ✓ Grow and protect core business, 20-60% less churn for mobile & broadband customers using security
- ✓ Improve loyalty as customers with security have 56% higher overall NPS
- ✓ Recurring revenue and high margin value added service

# F-Secure consumer portfolio offering

Integrate F-Secure's flexible security solutions into to your product offering



**Internet Security**



**Scam Protection**



**Network Security**



**Privacy Protection**

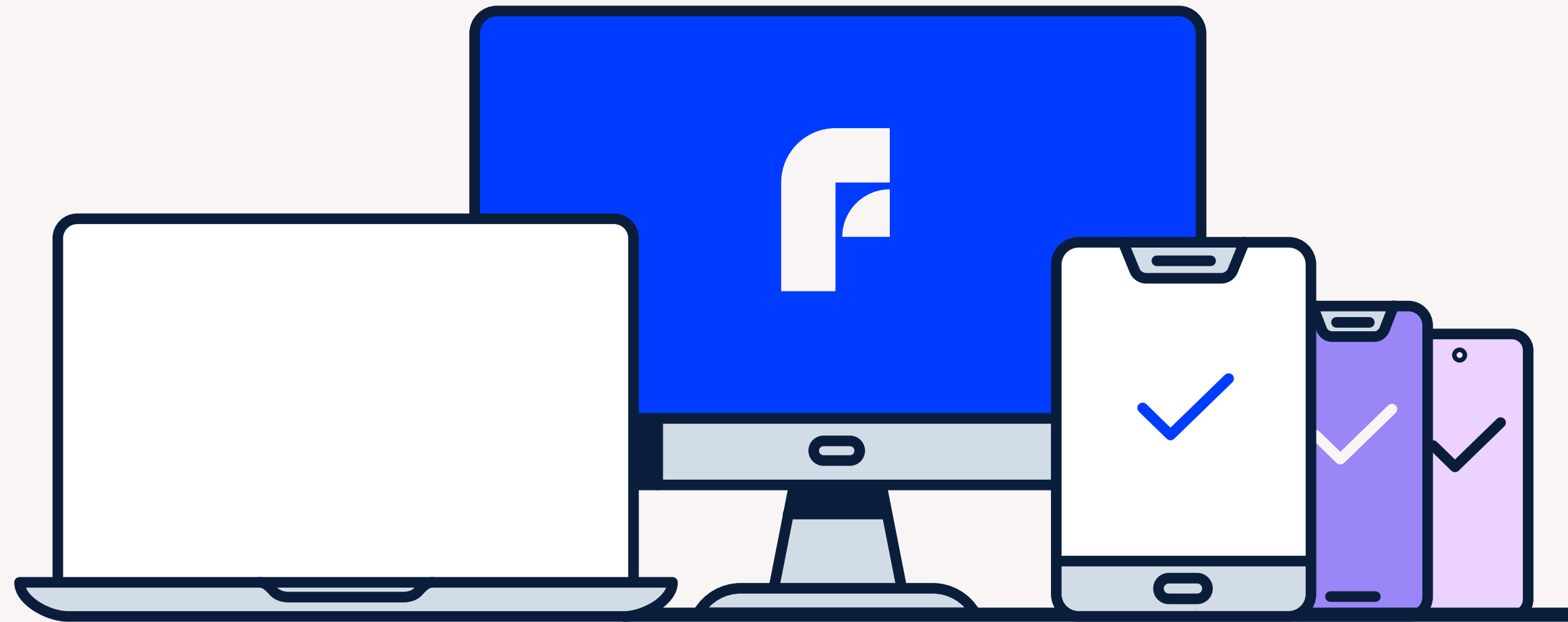


**Identity Protection**



**Home Protection**

# Flexibility to deploy your holistic proposition



## F-Secure co-branded app...

Offer your customers our brilliantly simple user experience, with the option to co-brand for your own look and feel.



## ...or embed security into your own app

With our SDK and API support, you can embed our online security capabilities directly into your own “MyOperator” or WiFi-management application or other service.

# F-Secure Total | Complete protection with ready-made experience



All the protection you need in one package – complete security, scam, privacy and identity protection, co-branded to your look & feel.



## Internet Security

- Device Protection:
  - Virus Protection
  - System Advisor
- Browsing & Phishing Protection
- Banking Protection
- Ad Blocker
- Family Rules



## Scam Protection

- Shopping Protection
- SMS Scam Protection with AI
- WiFi Protection
- Browsing & Phishing Protection
- Banking Protection
- Ad Blocker



## Identity Protection

- ID Monitoring
- Breach Alerts
- Cyber Help (service option)
- Password Vault



## Privacy Protection

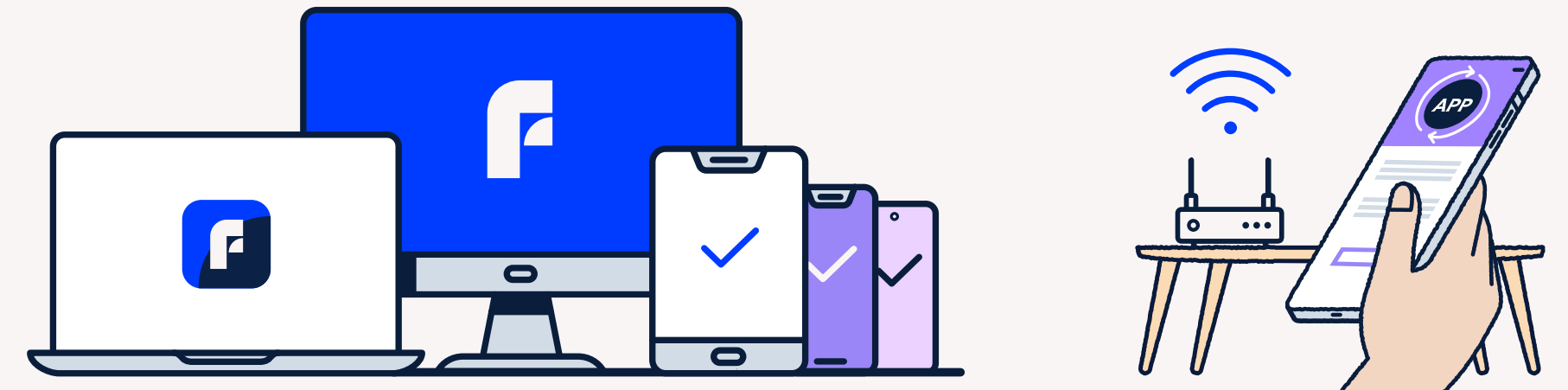
- Privacy VPN
- Online protection for all browsers and apps
- Geolocation change



# F-Secure Embedded | Complete protection for your own app/service experience



Security building blocks with SDKs and APIs for your own app, router and/or service experience.



## Device Security

- Device Protection
- Browsing Protection
- System Advisor



## Scam Protection

- SMS Scam Protection
- Shopping & Banking Protection
- Social Media Protection
- WiFi Protection



## Identity Protection

- ID Monitoring
- Password Vault
- Breach Report
- Personal Data Cleanup



## Privacy Protection

- Privacy VPN
- Ad Blocker
- Family Rules



## Home Protection

- Sense Router SDK
- Sense management SDK/API/partner portal
- Ad Blocker
- Browsing Protection
- Device Detection
- Family Rules
- ML Anomaly Detection

# Customer Engagement Services – Driving your success



## Consumer & Threat insights

Segmentation, positioning and marketing messaging recommendations based on consumer & threat insights and 200+ service provider best practices

## Marketing & Sales enablement

Service Marketing Specialists with security go-to-market best practices, implementation and local training resources

## Customer journey optimization

Data-driven customer journey optimization and best practices

## Lifecycle Messaging

Automated analytics-driven lifecycle messaging services with reminders, “use more” messages, etc.

## NPS-as-a-service

Service provider-specific surveys gauge end customer loyalty and identify improvement areas

## Data insights

Partner data dashboards for Business KPIs, product usage & feature usage, and protection insights

# Security Business Platform – Enabling proven business outcomes with security

## Partner Portal Dashboard



### Developer Portal

Easy, fast-to-market experience for partner developers



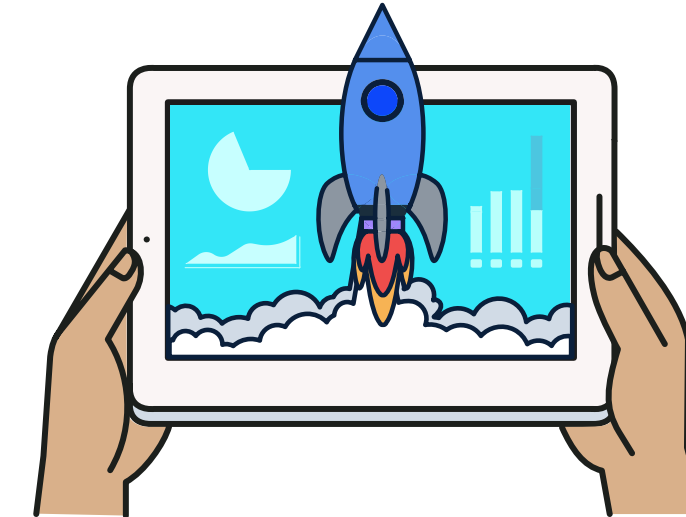
### App co-branding

Customize your app & messaging experience to your brand in minutes



### Sales & Marketing

Best practices and regular, timely content adapted for your end customer marketing



### Data insights

Partner dashboards on product usage & protection, customer journey analysis, business KPIs



### Customer support

Easy access for your customer care agents for all support levels (levels 1-4)

# About us

F-Secure makes every digital moment more secure, for everyone. We deliver brilliantly simple, frictionless security experiences that make life easier for the tens of millions of people we protect and our 200 partners.

For more than 35 years, we've led the cyber security industry, inspired by a pioneering spirit born out of a shared commitment to do better by working together.

**For more information visit [f-secure.com/partners](https://f-secure.com/partners) today**

