

The Power of TREND MICRO ONE

Eva Chen, CEO
August 2022



Public

Always Adapting.
Always Innovating.

Now

Securing your connected world



10 years ago

Securing your journey
to the cloud



20 years ago

Your Internet Virus Wall



**Peace of Mind
Computing**



Trend Micro **At a Glance**

\$1.93 Billion

2021 Gross Sales,
+9% YoY

94 Consecutive
Profitable
Quarters

Every quarter since going public

385000+

500,000+ commercial customers, 150+ countries

SaaS Commercial
Customers

52 MN

Protected Assets

#1 The Leader in
Cloud Security

Based on global market share*

Leader in **XDR**

Based on offering strength and strategy*

#1 in Public
Vulnerability
Disclosure

+ Over 94 Billion threats
blocked in 2021

65 Countries

7000+
Employees

*IDC Cloud: www.trendmicro.com/en_us/business/products/hybrid-cloud.html?modal=r1a-btn-idc-learn-more-da0c46

*Forrester Wave, Extended Detection and Response (XDR): www.trendmicro.com/en_us/business/products/detection-response.html?modal=r1a-btn-forrester-xdr-see-why-ea3198

Transforming to Reach New Heights



Faster innovation and delivery across our global SaaS platform



Easier to find, buy, and grow across super marketplaces



Globally trusted and certified, expanded global government focus, and packaged services

Shifting Markets:

IT Infra to SOC and Cloud Buying Centers

Primary Security Buying Center in the past

Endpoint Security

Network IPS

DLP

Firewall

WFH

Encryption

WAF

Web Gateways

IAM

DDOS

Server Security

Email Security

VPN

IT Infra & Ops

Vulnerability management

Shifts in Security Buying Centers

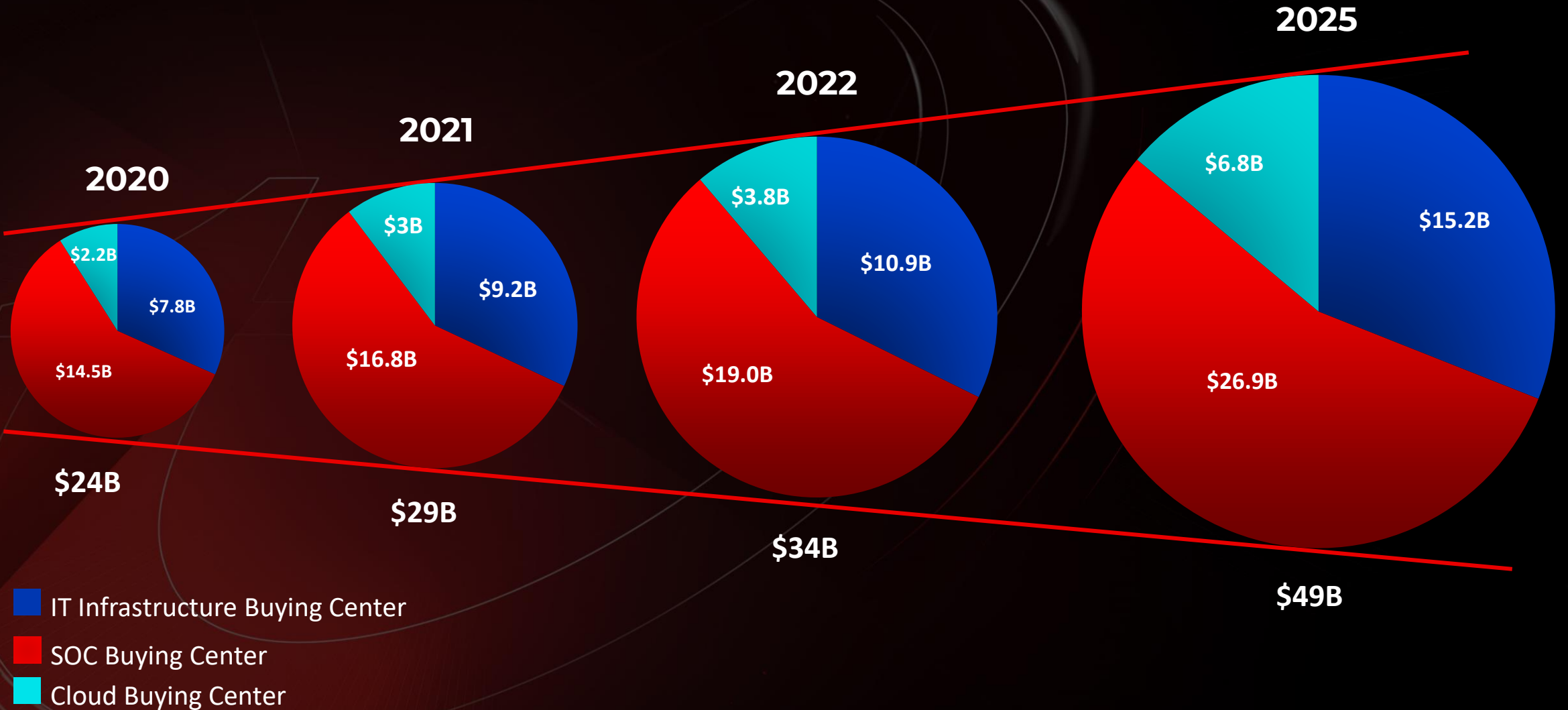
IT Infra & Ops

Shifts

Security Operations
Center

Cloud Buying Center

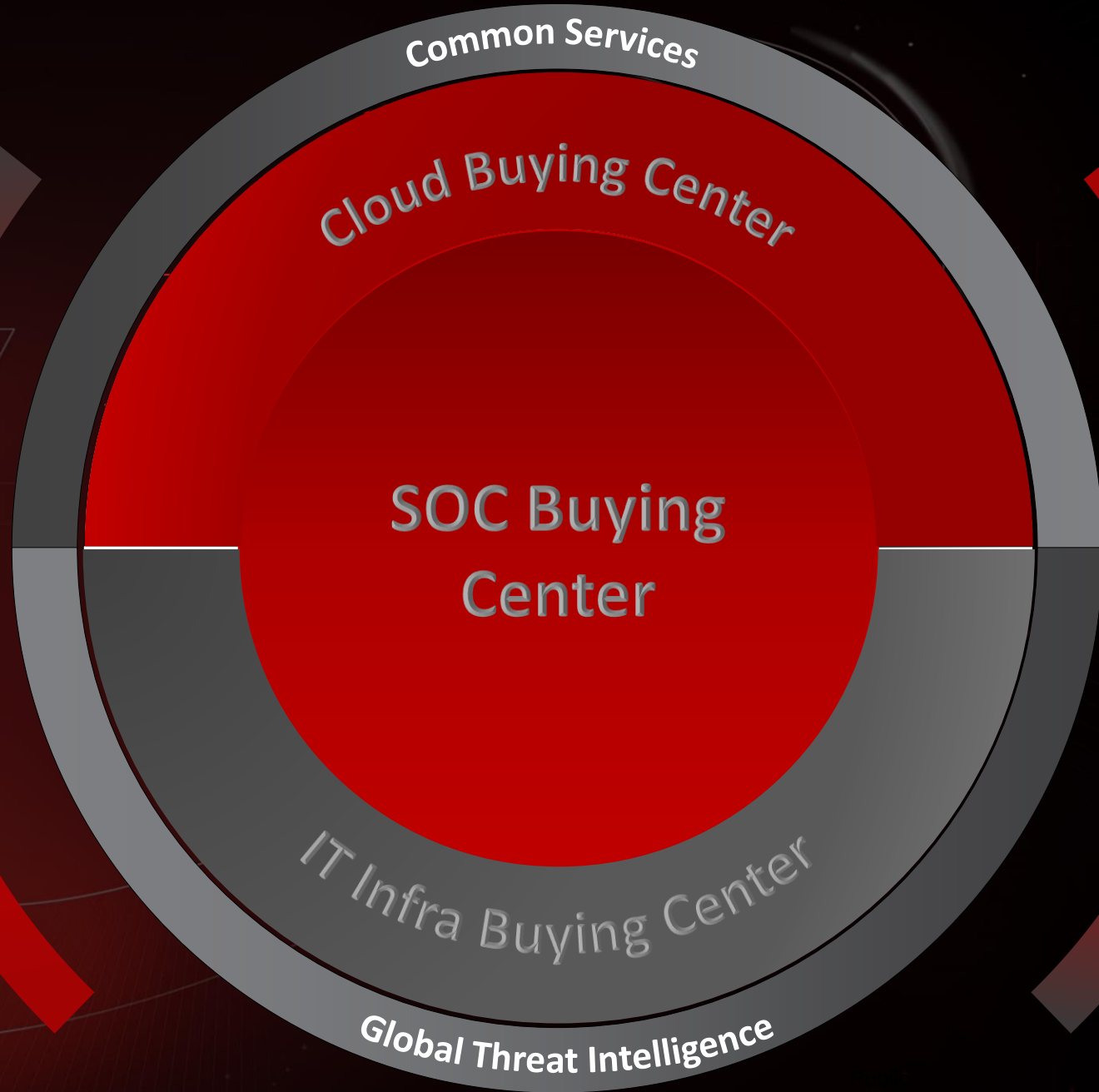
Our Large & Growing Total Addressable Market


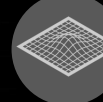






A unified cybersecurity platform

-  Targeted Attack Detection
-  Incident Response
-  MXDR
-  24x7 Global Support
-  On-boarding and Health Monitoring

Managed Services



-  Vul. Mgmt.
-  Attack Surface Mgmt.
-  IAM
-  SIEM
-  SOAR
-  Cloud Providers
-  DevOps Tools

Ecosystem Integration

The SOC BUYING CENTER

SOC & CISO Challenges

Attack Surfaces

Exponential growth



Digital transformation and WFH has increased attack surfaces exponentially, both internal/external and known/unknown.

Risks & Trust

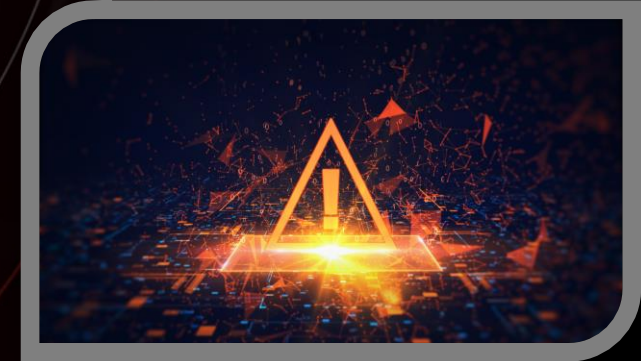
Visibility & Mitigation



75% of the CISO reported lack of visibility in cyber assets and full understanding of cyber risks, and potential blast radius of exposed entities.

Alert Overload

Siloed Solutions

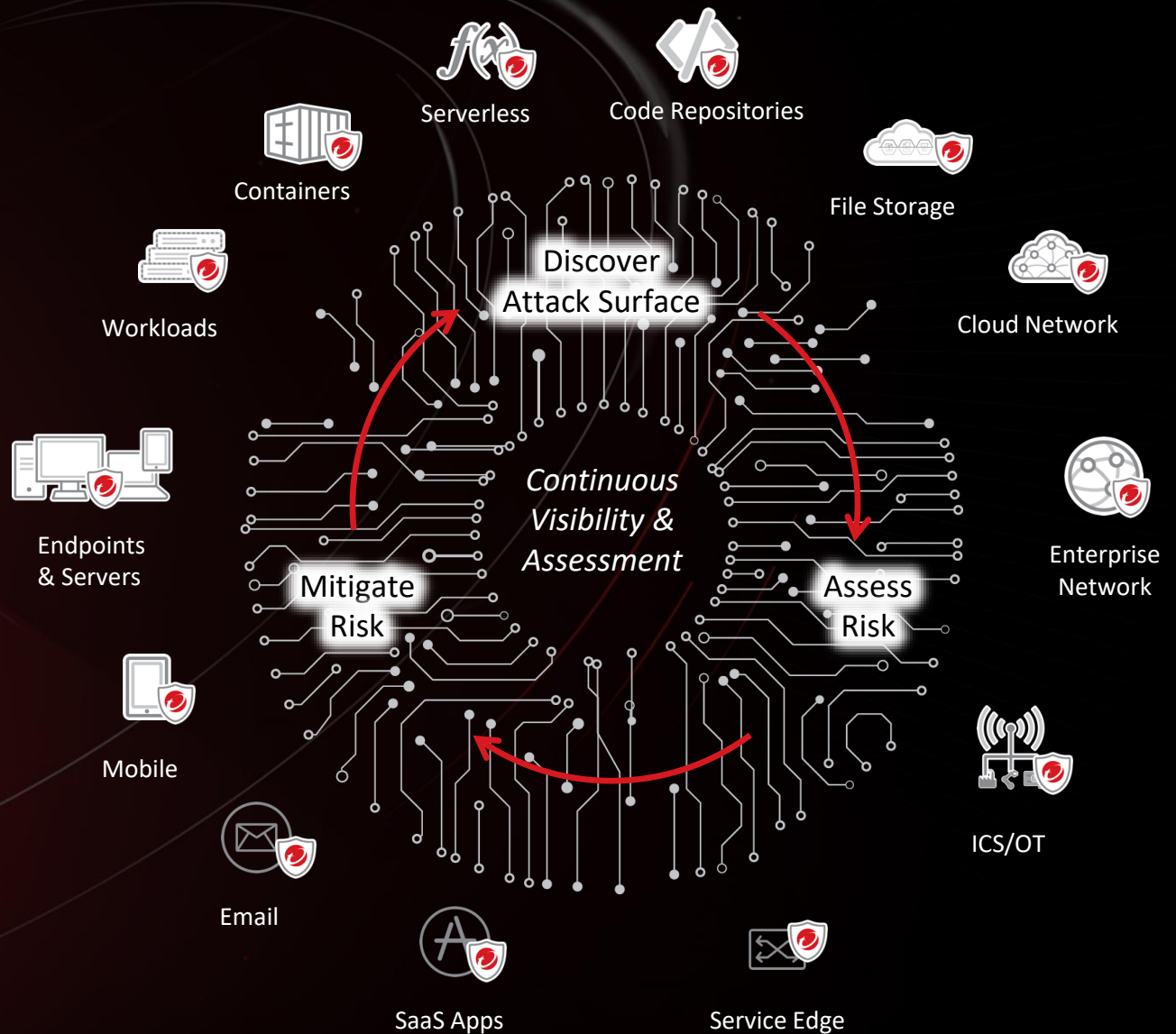


Fifty, average number of tools in a security operations center. Siloed tools and vendors slows down visibility, detection, analysis and response

Industry's Only XDR with Attack Surface Risk Management Lifecycle



The Attack Surface Risk Management Lifecycle



Trend Micro Vision One: XDR Growth and Success

Platform Growth 

6250

Active XDR Customers

143%
YOY

11M

Active
Sensors
Deployed

VLE Segment with SOC Grew

5000+
users & up

290%

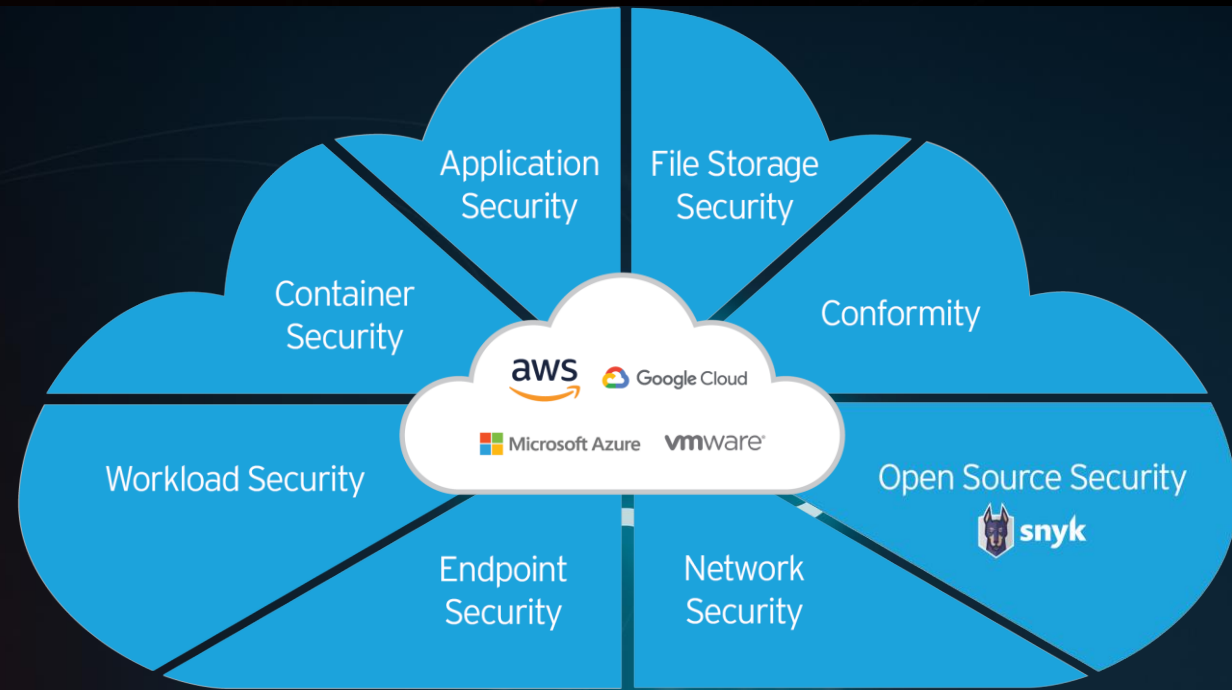
The CLOUD BUYING CENTER

Public

Trend Micro Cloud One #1 in Cloud Security

Total visibility of attack
surfaces and risk exposure
across DevOps Lifecycle.

SOLVE PROBLEM.
SHIP FAST.
SECURE EVERYTHING.



Trend Micro Cloud One Growth and Success

Customer Growth



7000

Customers

40%
YOY

Multi-Services



Customers with multiple services grew

280%

Cloud Marketplaces



Revenue Growth

30%

Seamlessly, integrate security into your DevOps

Pre-Runtime Protection

Unleash
Cloud Builders
to Run Fast &
Secure with
Confidence

Empower
CloudSecOps to
protect apps and
meet compliance,
without disrupting
Dev workflow

Runtime Protection



Developer IDE

Empower developers to find and fix security flaws as they are created in their toolchain



Build Pipeline

Discover and resolve security issues in infrastructure templates and container images



Runtime Posture

Discover and assess assets across complete application lifecycle at runtime



Runtime Protection

Detect and block file and network-based attacks across compute, storage, and network resources

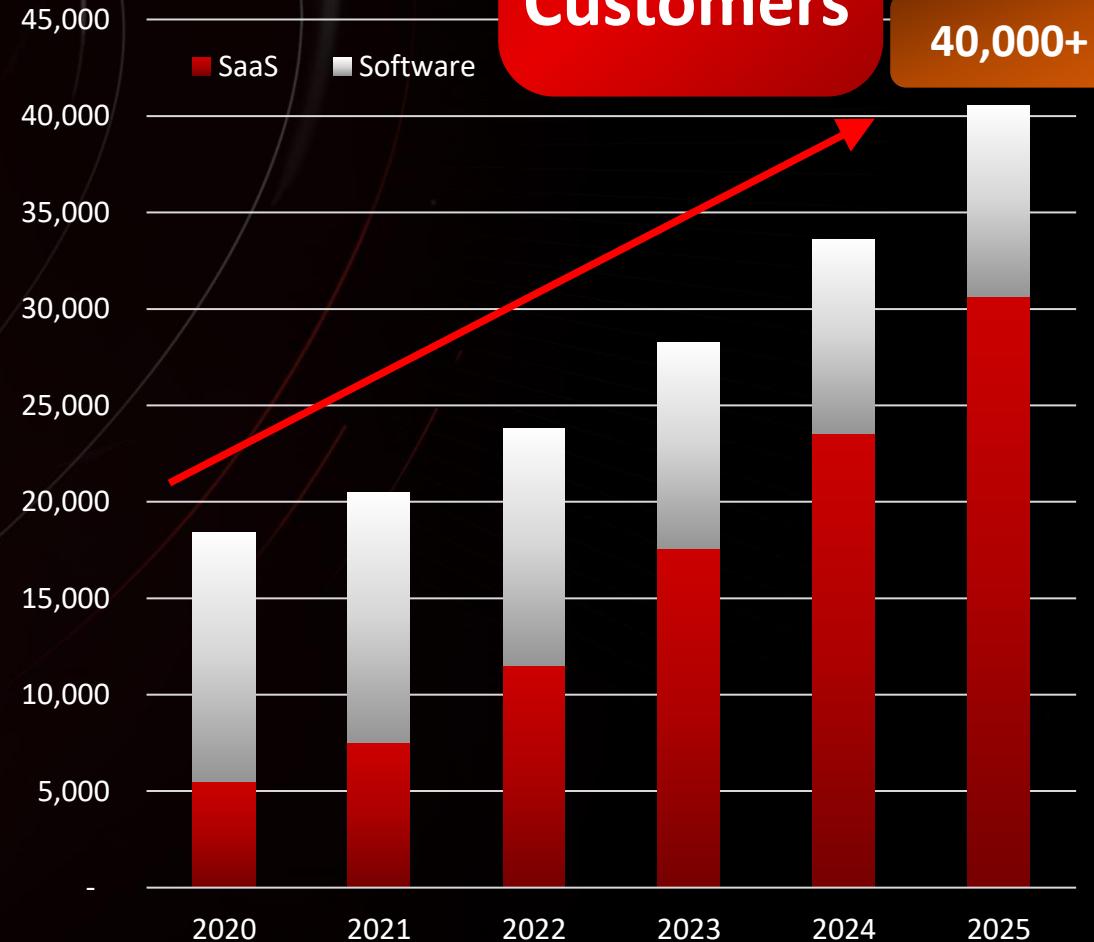
Market Reality: Hybrid Environment Lives On

The only security vendor that delivers security from the cloud and on-premise.



Roughly only 10% of world's IT has moved to the cloud

80% of our customers maintain a hybrid environment

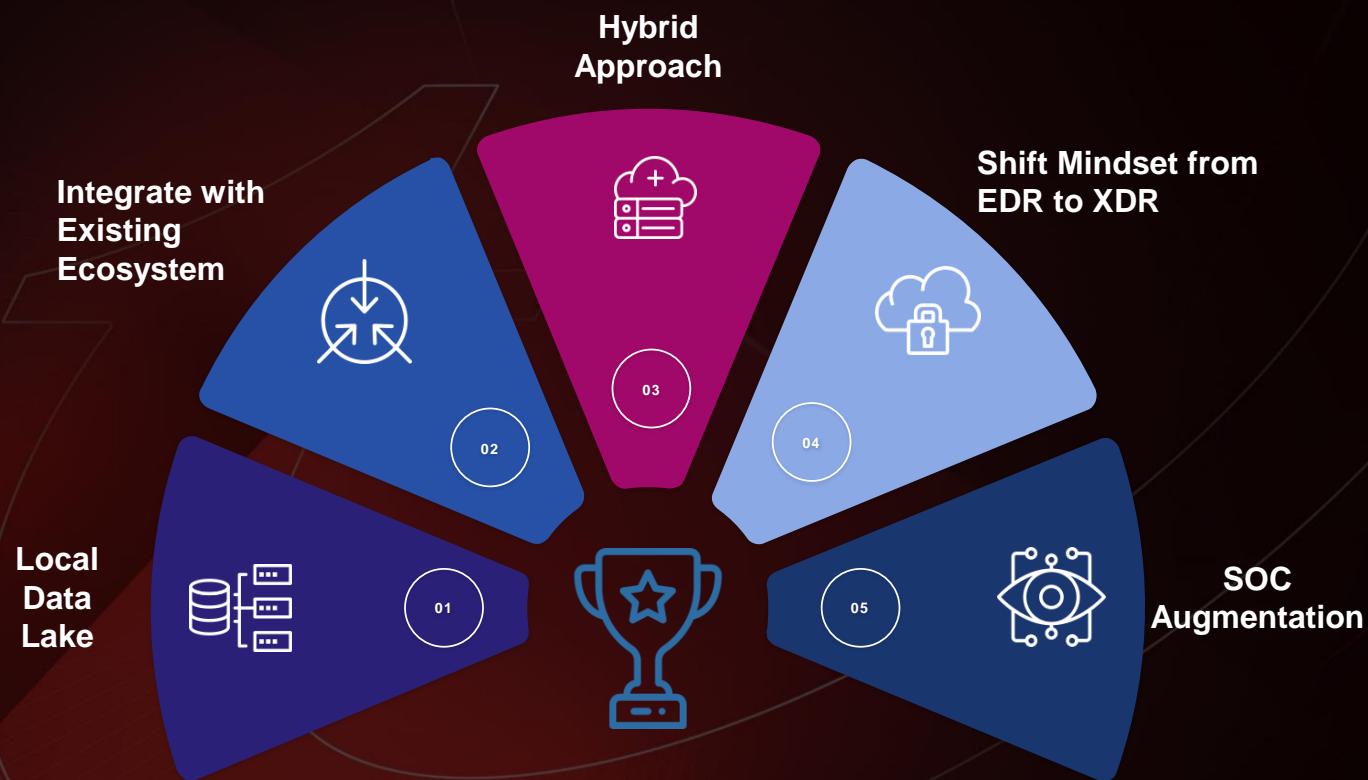


Recognition Customers & Analysts



Fortune 500 Bank

Changing Customer Mindset from EDR RFP to building a XDR Strategy



Fortune 500 Bank

“After we saw how Trend Micro’s Vision One integrated with our existing SOC technology stack - firewall, SIEM, SOAR, threat Intel, and ticketing, it was clear that the partnership would be more than just EDR.”

Coupled with its XDR capabilities, Vision One’s attack surface risk management provided us unprecedented insight into attack surfaces and mitigations priorities of risk exposures.”

- Head of Information Security

Global Manufacturer of Tires

Fast-track cloud migration & automate cloud infra compliance

Global Manufacturer of Tires

“Trend Micro Cloud One’s multi-cloud and vast number of Linux version support were critical to our cloud migration strategy. Trend Micro was the only vendor that could consistently enforce policy across hybrid and auto-scaling cloud infra.”

With compliance and auditing requirements, we were pleasantly surprised that we could automate monitoring & reporting of our cloud infra for misconfigurations, compliance and governance, out-of-the box.

- Global Head of Security and IT Risk Mgmt.

Vast
Linux OS
Support



Out-of-box
Time-to-value



Multi-cloud
Strategy



Auto-Scaling
Infrastructure



Misconfigurations
& Compliance Audit



Our Next 10 Years Strategy

Trend Micro
one

