



Q1-2023

Enterprise & Consumer Update

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Chief Operating Officer



Enterprise: The Road to 2025



\$2.0B+

Gross Sales



\$1.5B+

ARR



100M

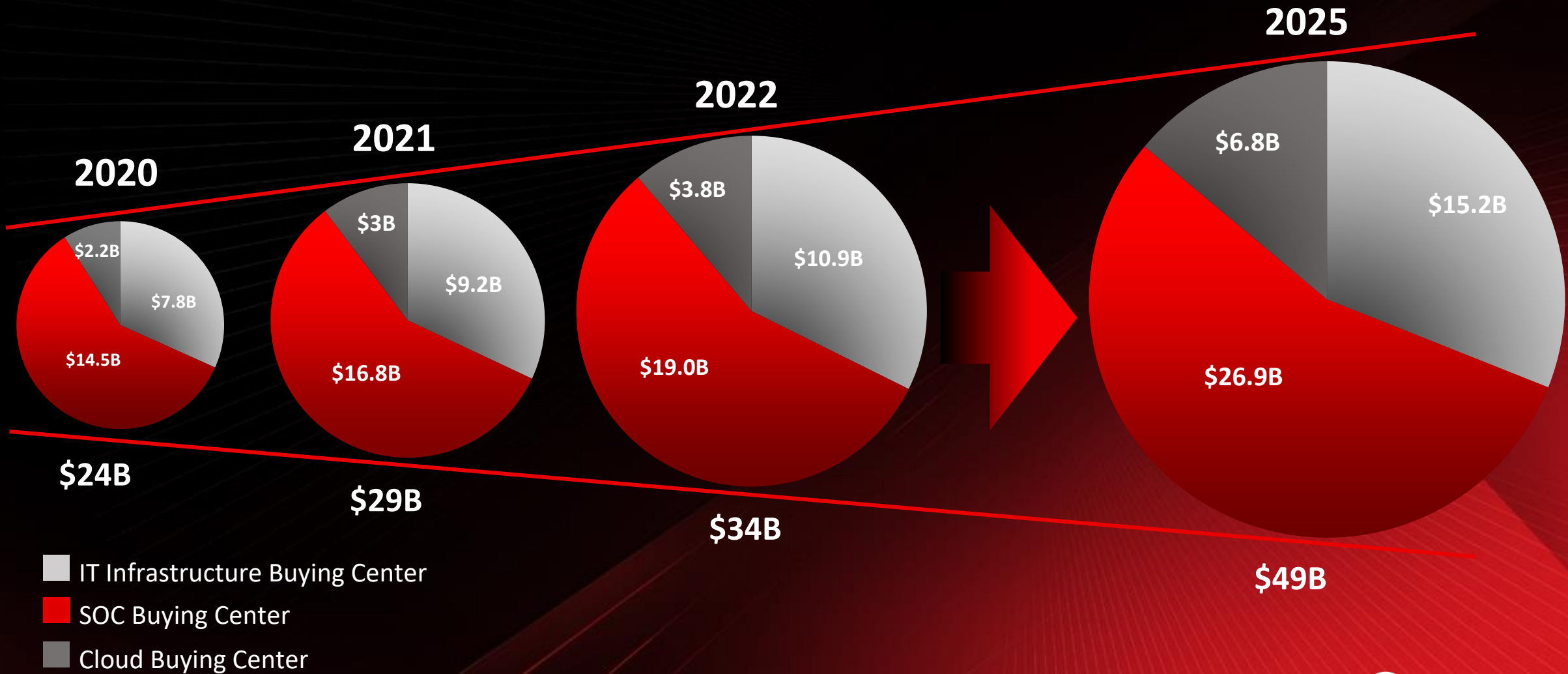
Protected Assets



500K

SaaS Customers

Our Growing Market Opportunity



Source: IDC Worldwide Corporate Endpoint Security Market Shares, 2021, *Worldwide Cybersecurity AIRO and Tier 2 SOC Analytics Forecast, 2021–2025, IDC, Craig Robinson Security Services, Forecast: Information Security and Risk Management, Worldwide, 2020–2026, 2Q22 Update, Gartner.

Attack Surface Risk Management

Discover Attack Surface • Assess Risk • Mitigate Risk



Zero Trust Architecture



User & Identity



Endpoints & Servers



Email



Cloud Infra



Applications



Code Repo



Data



Network



5G



ICS/OT

Managed Services

Ecosystem Integration

IT Infra Operations

Endpoint & Email Security

Network Security

SOC Operations

XDR

ASM

Cloud Operations

CNAPP

Hybrid Cloud Security

Core Services

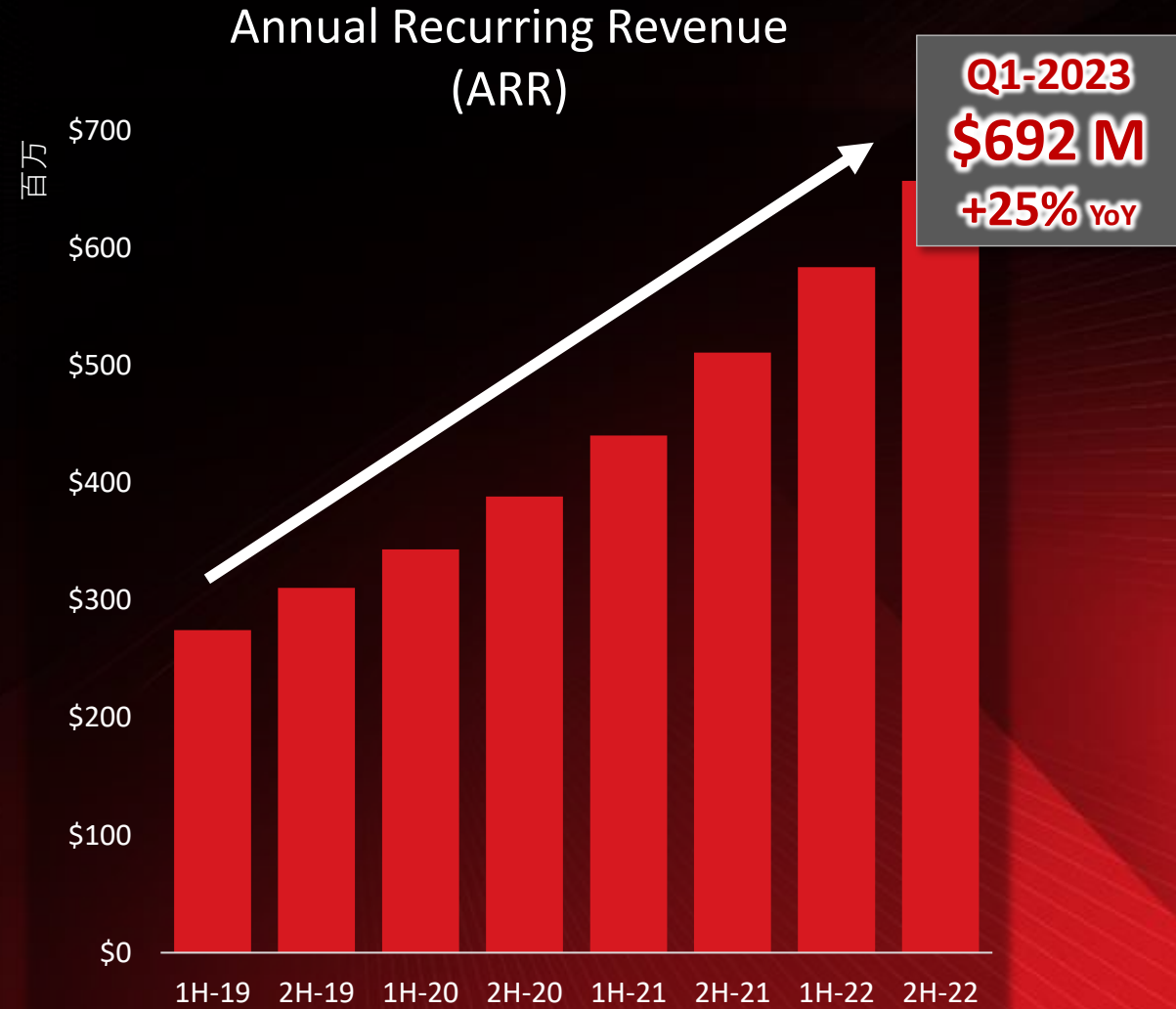
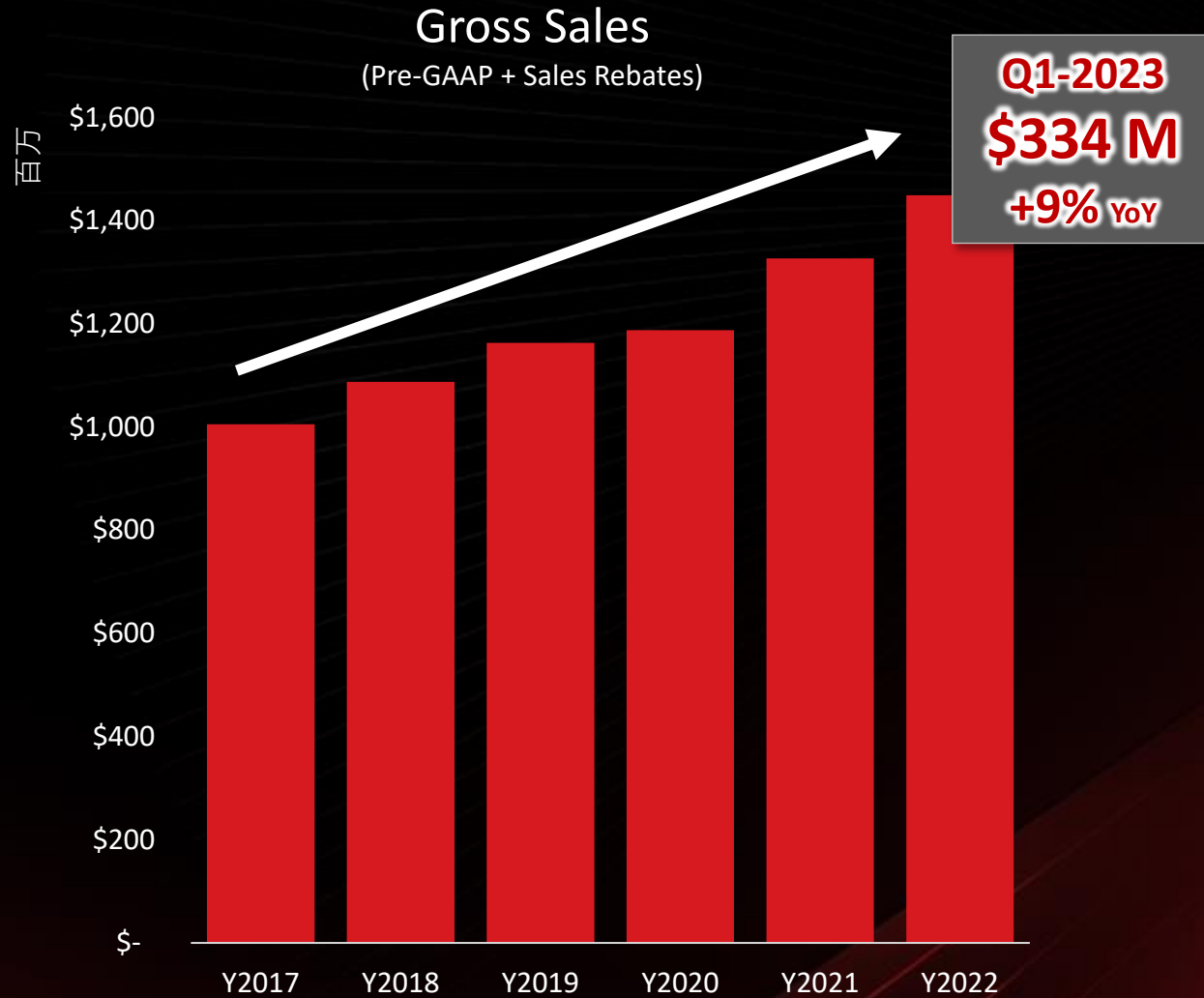
Security Engines | Open API | AI/ML | Big Data Analytics

Global Threat Intelligence

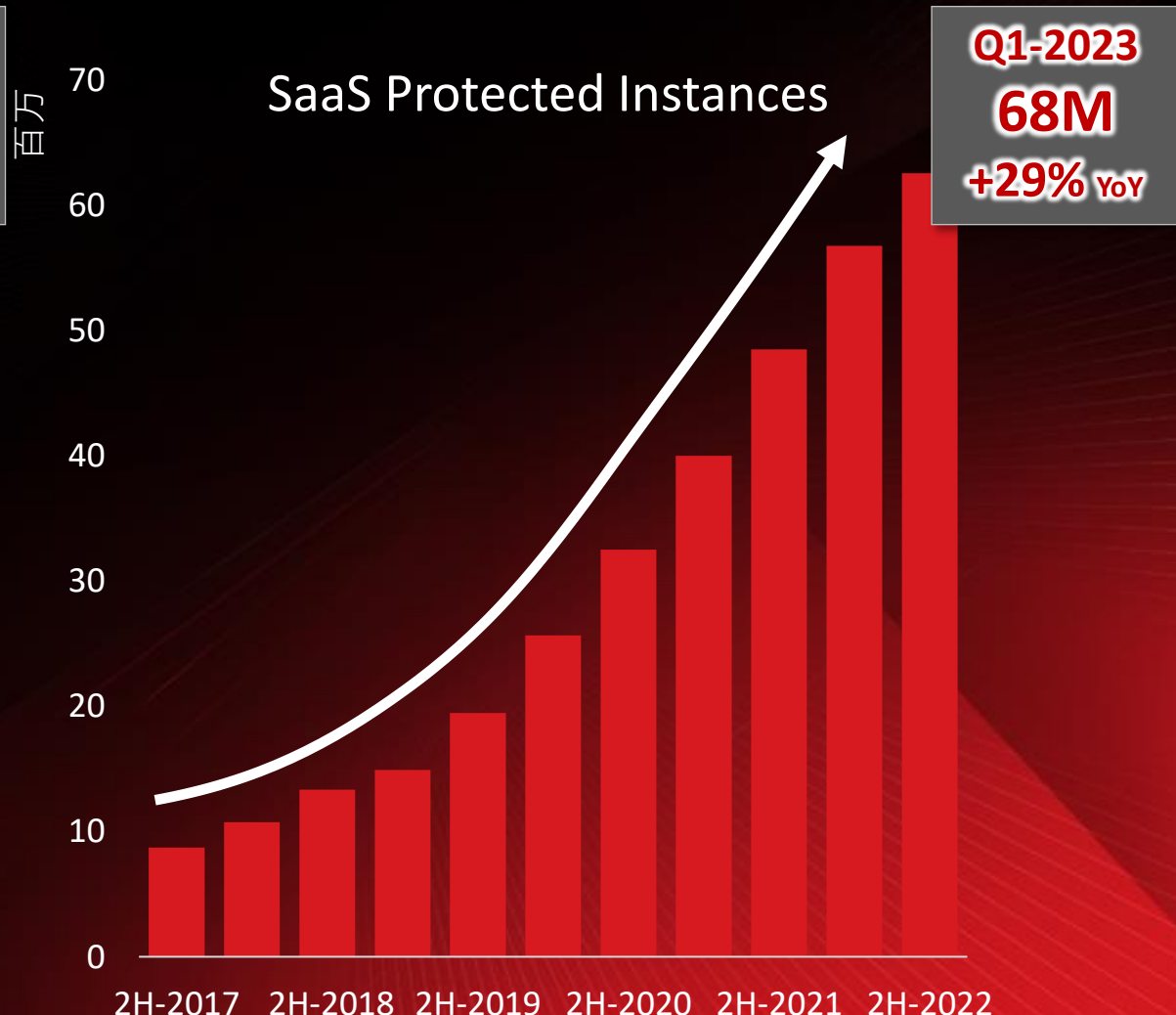
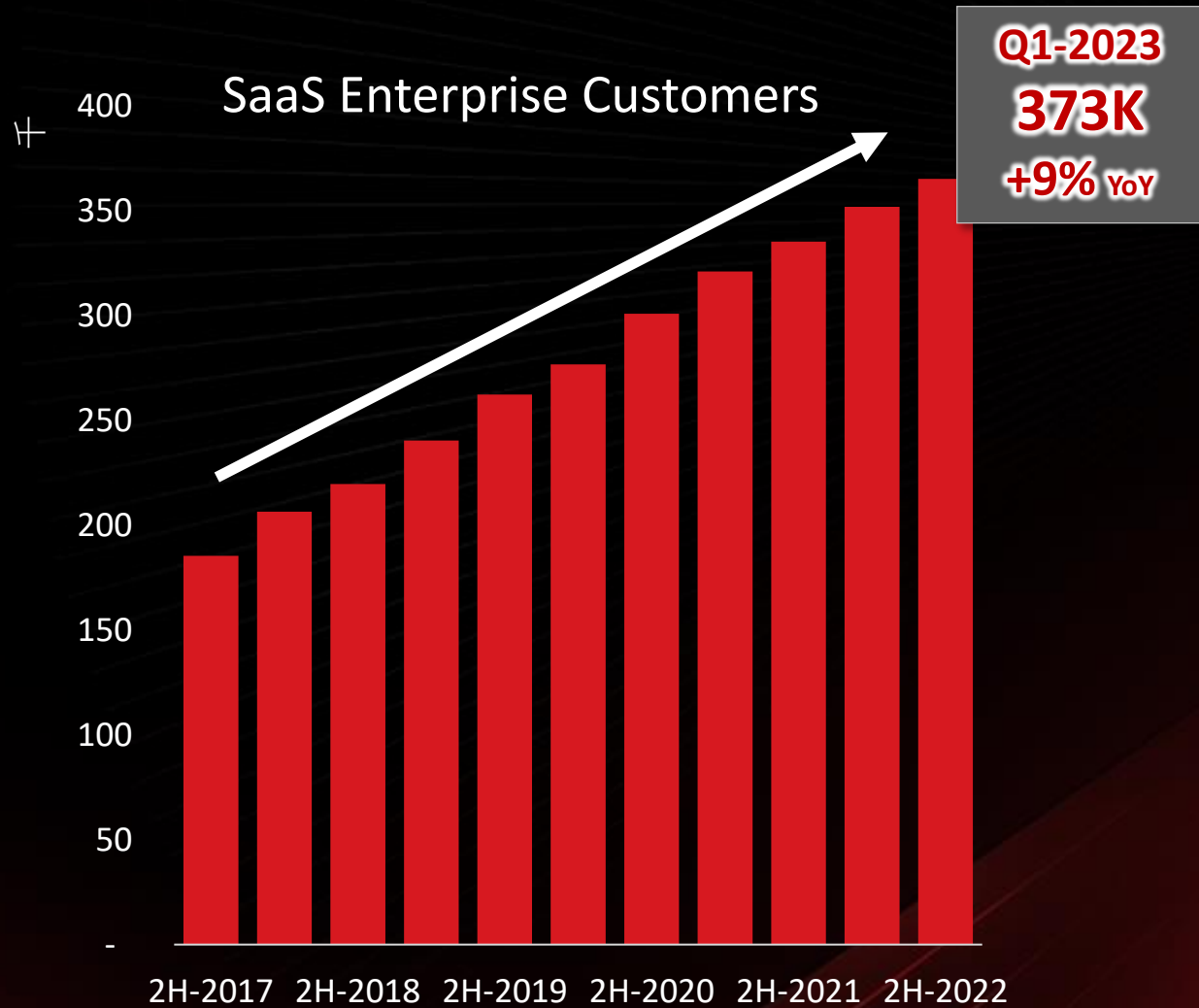
Attack Surface Intelligence | Zero Day Initiative | Threat Research



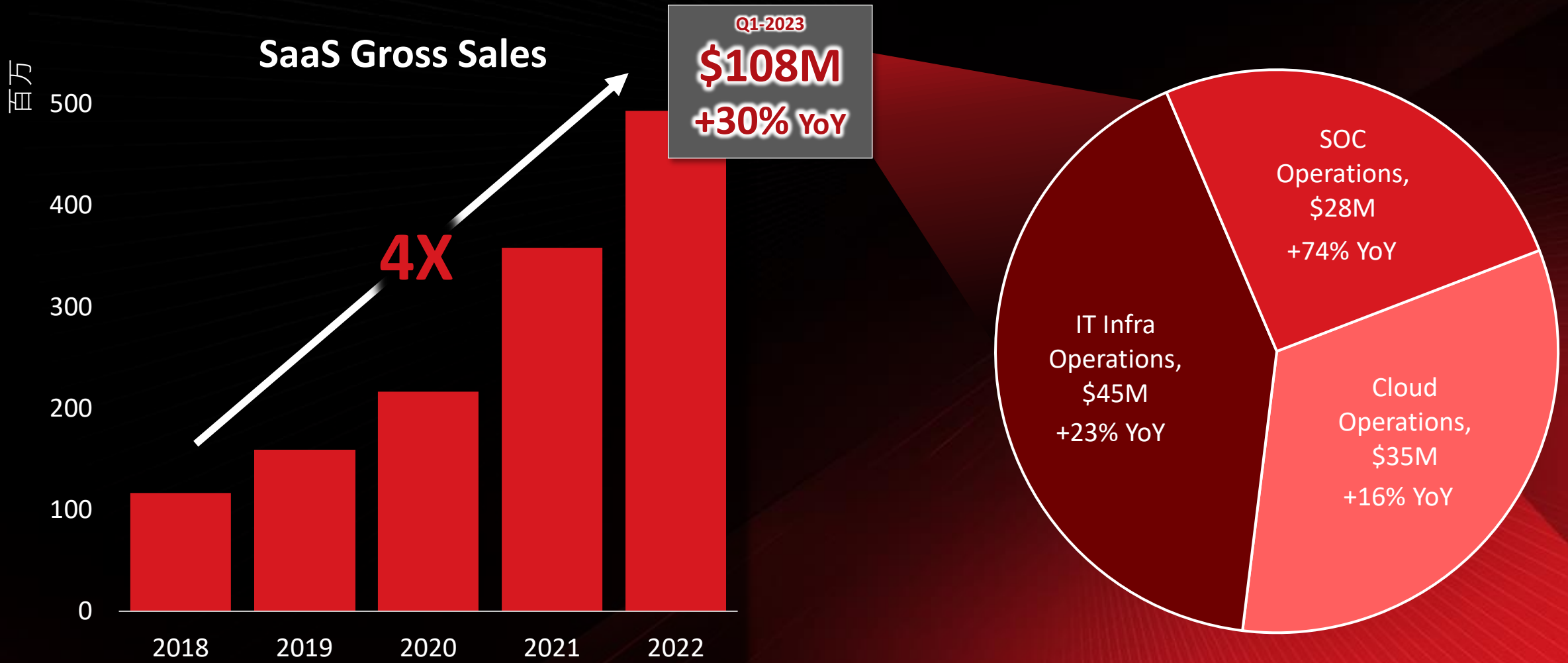
Enterprise Sales Growth



Enterprise SaaS Growth



Using SaaS to Win



Cloud Operations

10,500+

SaaS customers protected
+28% YoY

6M+

Cloud workloads &
applications protected



+84%

Gross Sales

AWS Marketplace now our
biggest channel to market



**US Customer Example:
Data Analytics Software**

- New cloud project in AWS with compliance drivers
- Dealing with lack of visibility & too many tools
- **One platform** for cloud workload protection, detection & response

Security Operations (SOC)

8700+

customers modernizing
their SOC (+86% YoY)

1000+

Managed XDR customers



Enhanced MSSP Strategy

- Full SOC platform for MSSPs & system integrators (SIs)
- Expanded addressable market
- Leverages Anlyz acquisition



AMEA Customer Example: Financial Services

- Compliance-driven, security consolidation for better attack surface risk management
- **One platform** for entire enterprise, including managed XDR

Our Consumer Business

Consumer: The Road to 2025



¥60B

Gross Sales



18M

Customers



25%+

Non-PC

Our Growth Strategy



Mobile



Telco

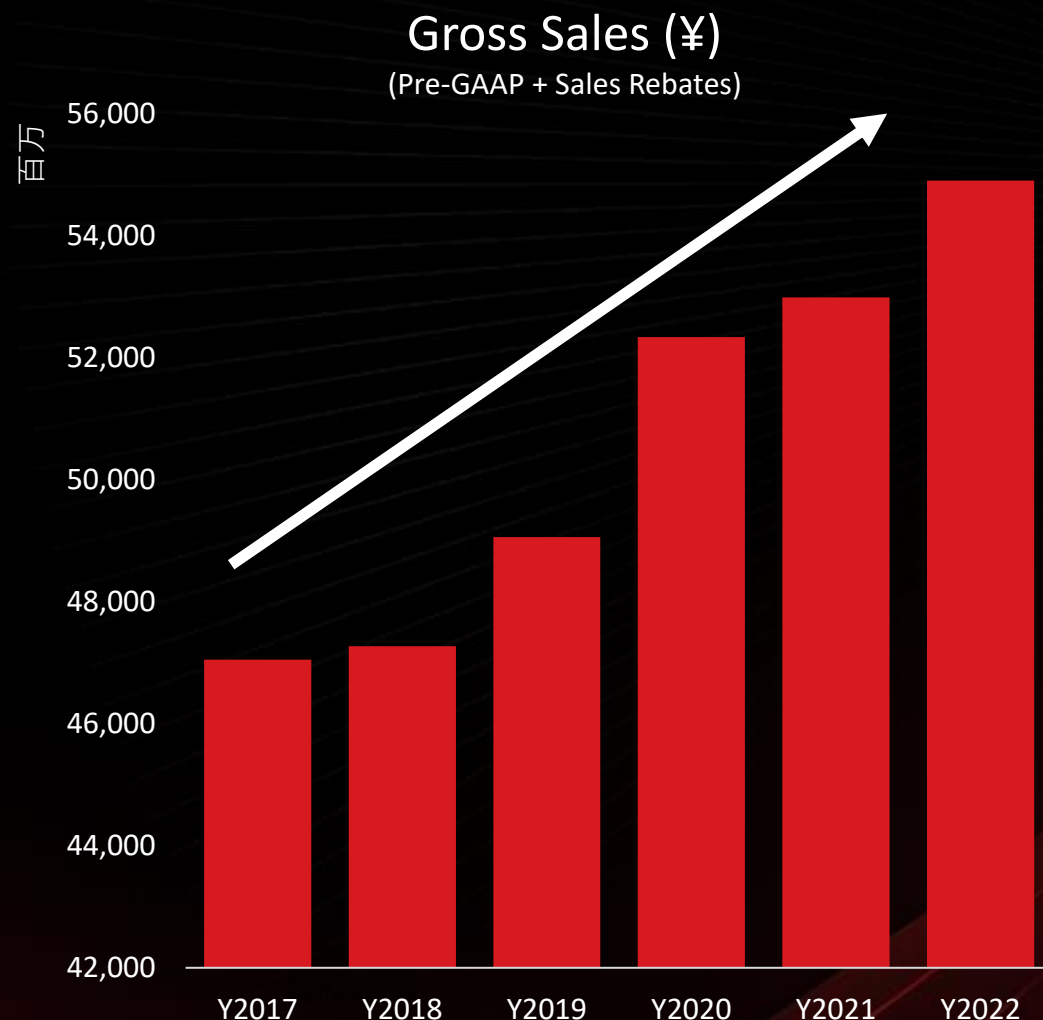


B2B2C



**Future
Innovation**

Consumer Performance



Q1, 2023

- ¥15.2B, +8.1% YoY
- Growth across all geographies
- Mobile & telco channels increasing in importance