



Q2-2023

Enterprise & Consumer Update

Kevin Simzer

Chief Operating Officer



The Road to 2025



\$2.5B+

Gross Sales



\$1.5B+

ARR



Rule of
40



100M

Protected Assets



500K

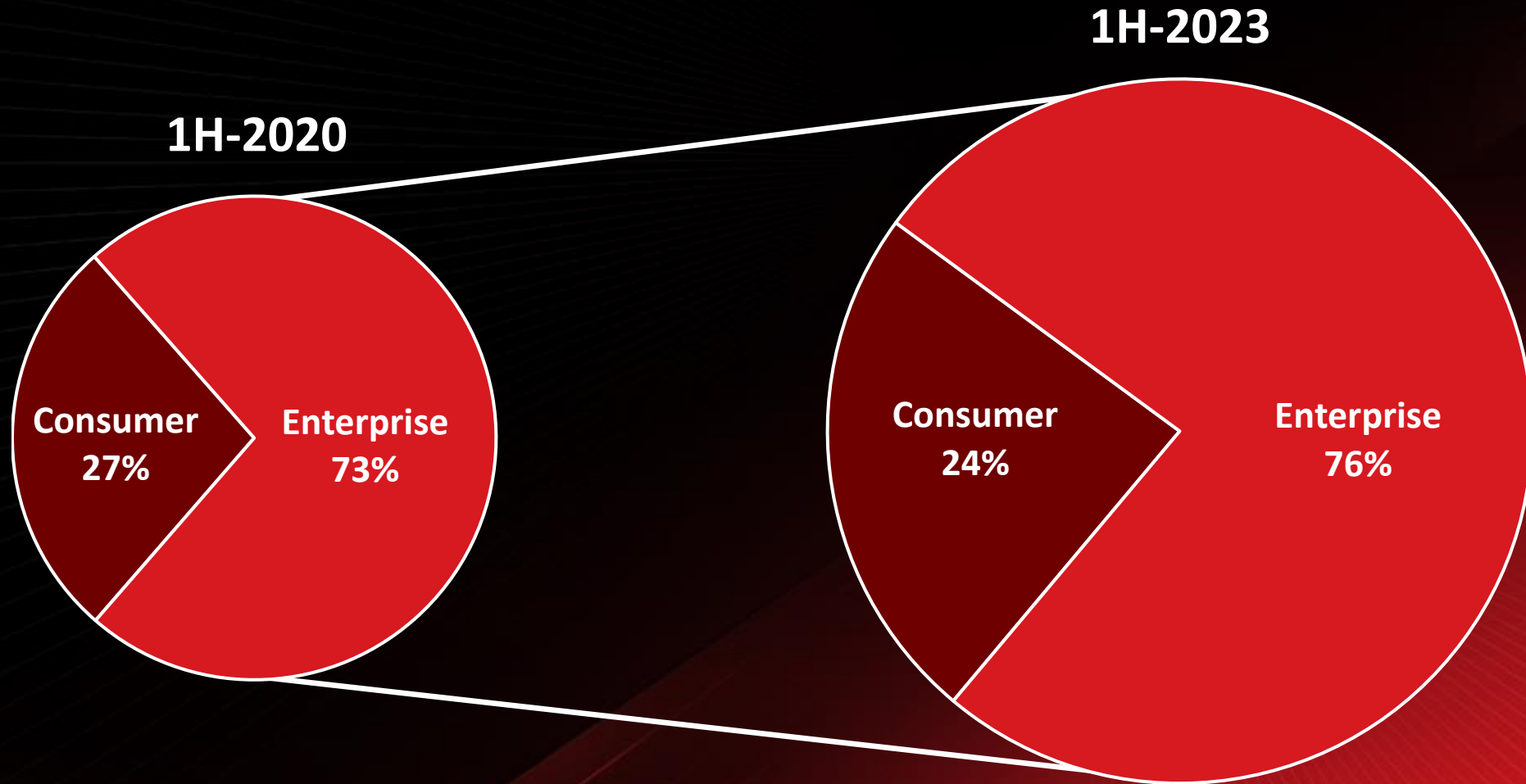
Enterprise SaaS Customers



18M

Consumer Customers

Business Transformation



Enterprise: The Road to 2025



\$2.0B+

Gross Sales



\$1.5B+

ARR



100M

Protected Assets



500K

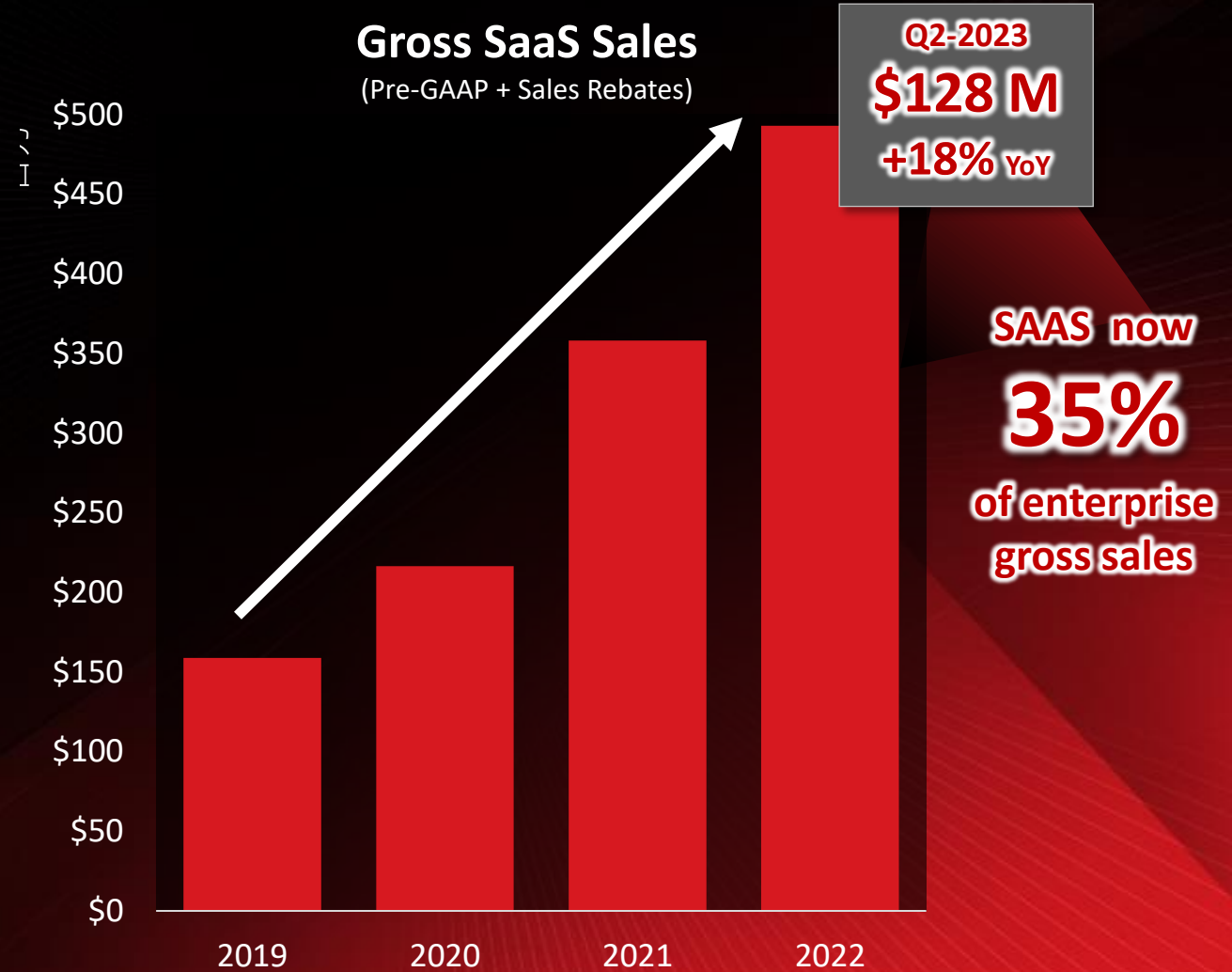
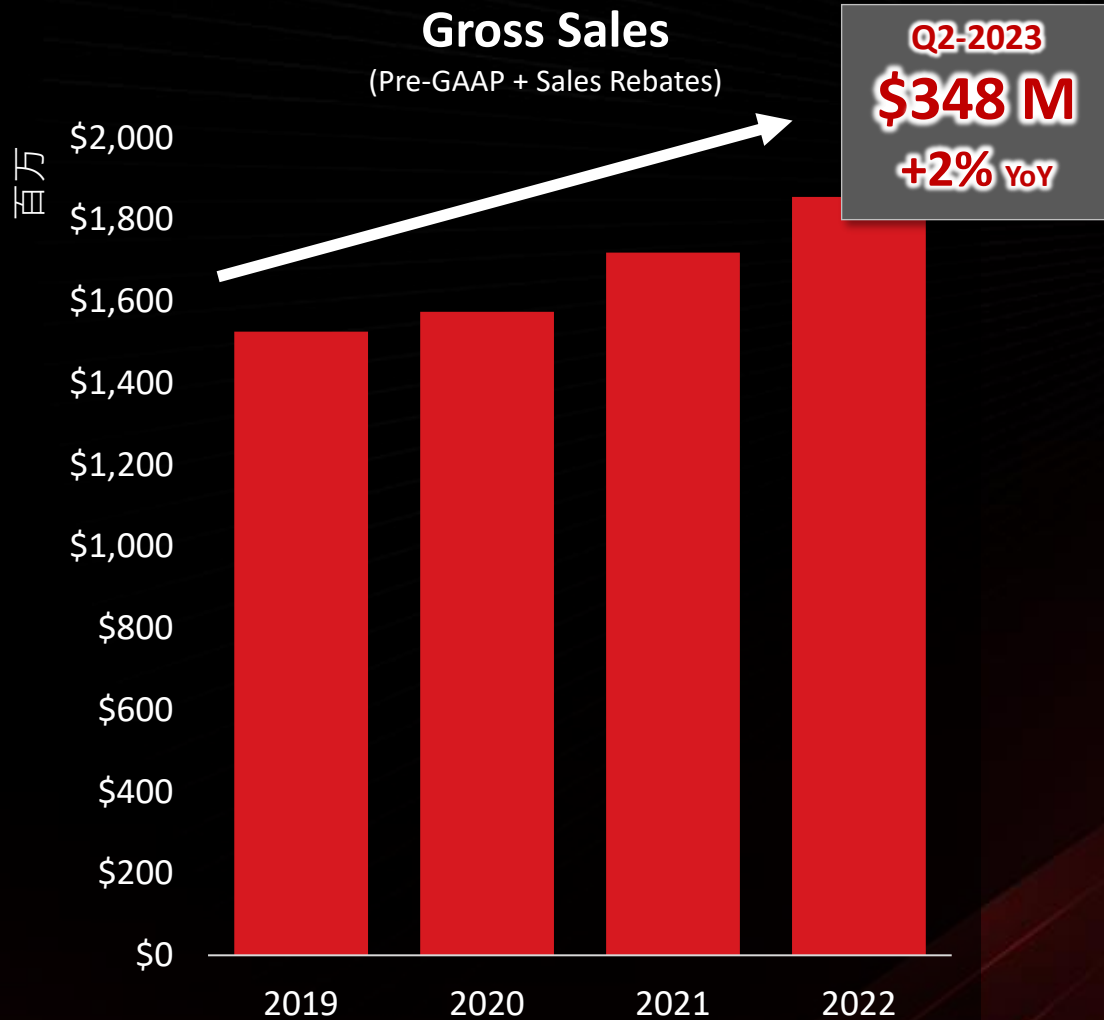
SaaS Customers

Our Growing Market Opportunity

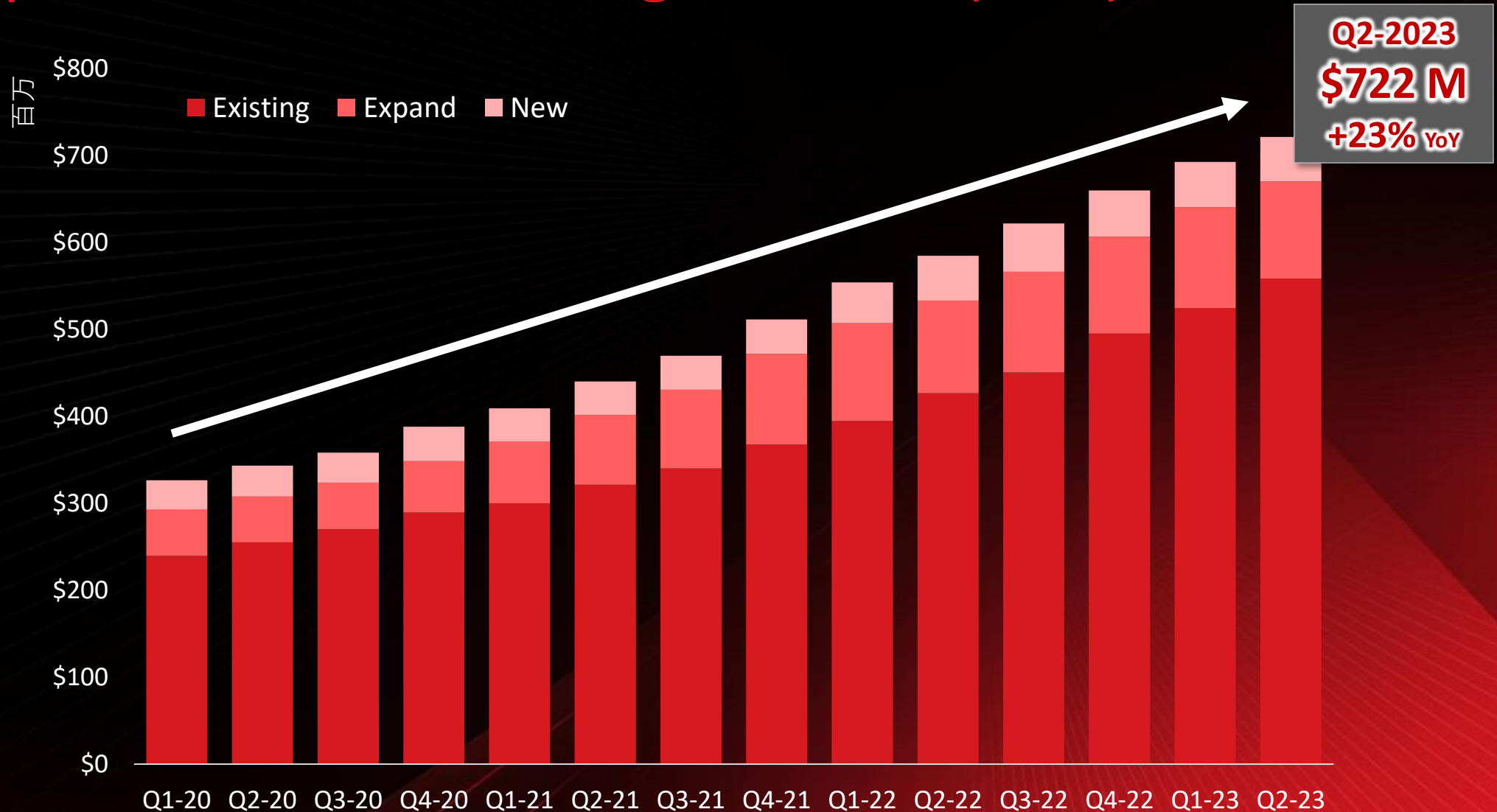


Source: IDC Worldwide Corporate Endpoint Security Market Shares, 2021, *Worldwide Cybersecurity AIRO and Tier 2 SOC Analytics Forecast 2021–2025, IDC, Craig Robinson Security Services, Forecast: Information Security and Risk Management, Worldwide, 2020–2026, 2Q22 Update, Gartner.

Enterprise Sales Growth

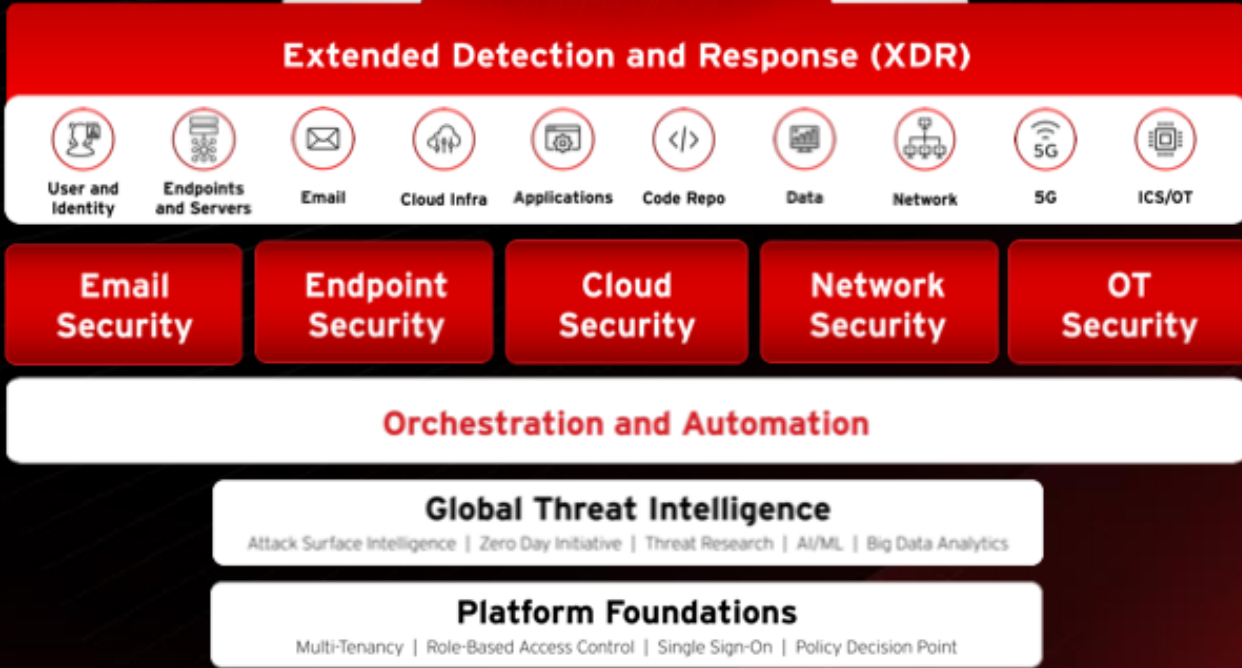


Enterprise Annual Recurring Revenue (ARR)





Managed Services



Ecosystem Integration

Converge and simplify security operations



- Single platform & console
- Hybrid IT environments
- Ecosystem integration
- Generative-AI

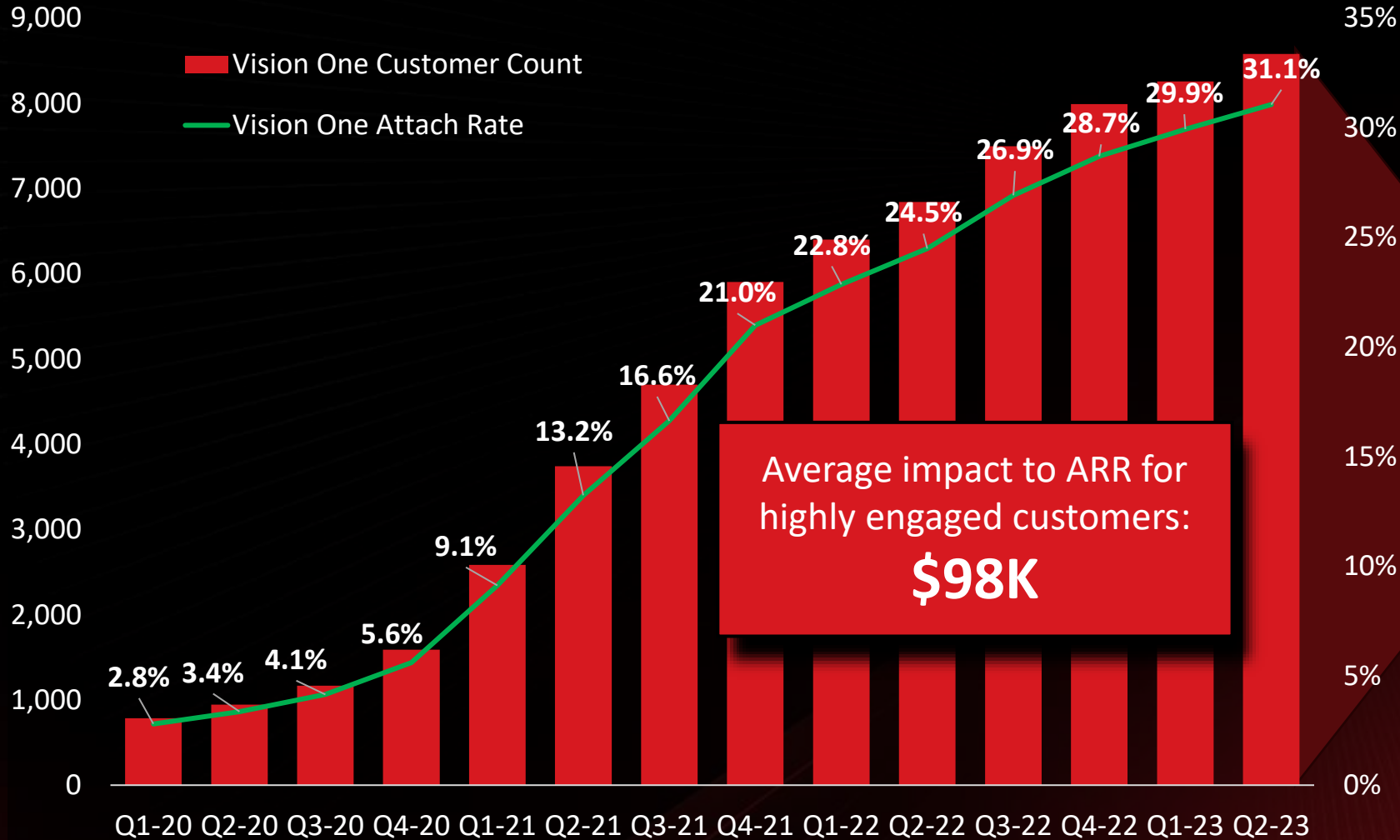
Driving Vision One Platform Growth

**Customers
without
Vision One XDR**

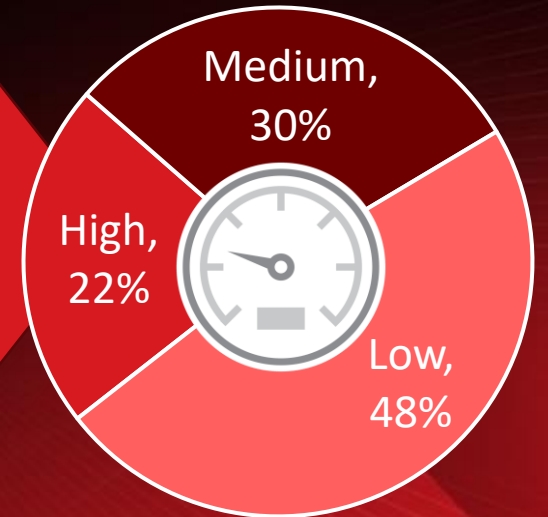
Adoption
Measured by Attach Rate

Usage
Measured by Engagement Score

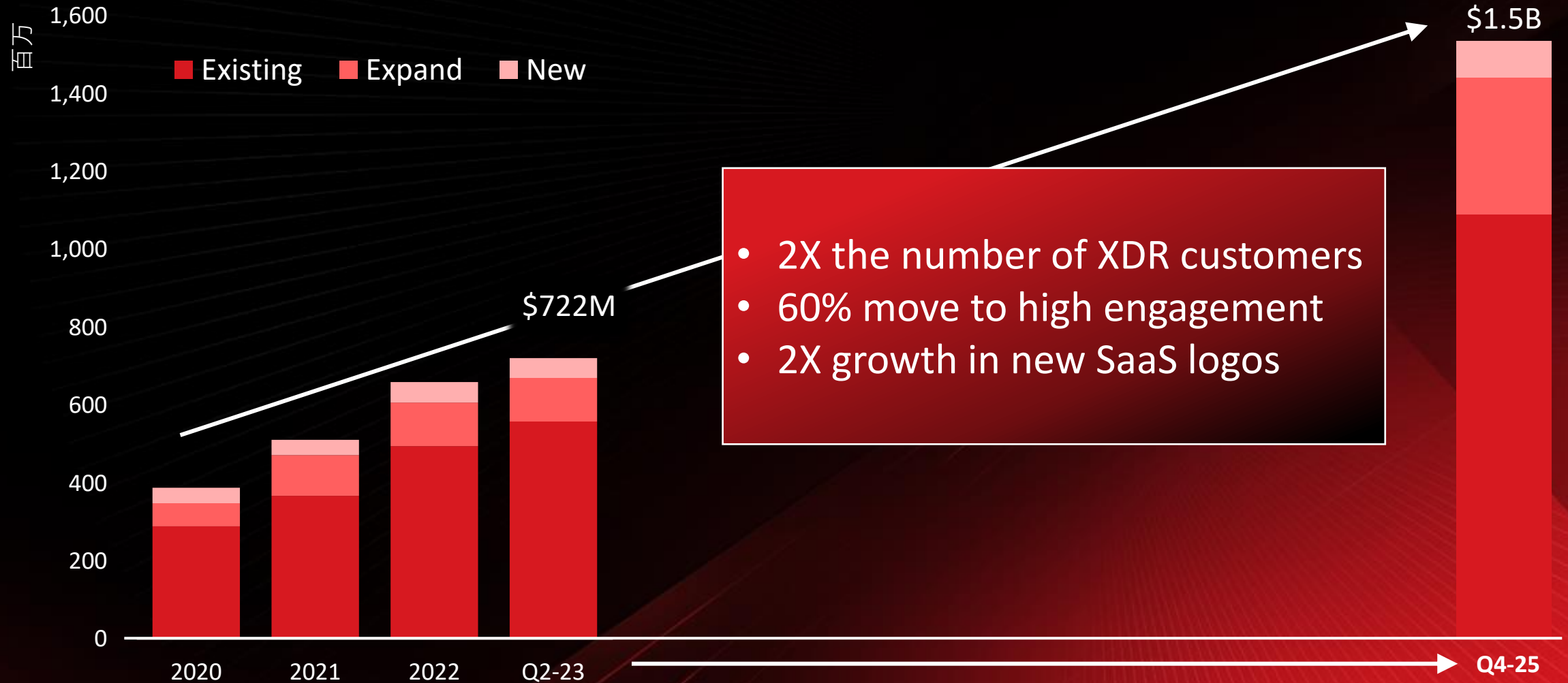
Vision One XDR Growth



Customer Engagement Level



Driving ARR to 2025 with Vision One XDR



Focus On Cyber Services Partners



5600+ MSPs
Globally

+120 MSPs
Selling XDR YTD

New MSSP Program
Announced June, 2023

Focus On Customers



US: Healthcare

Expansion

- Multi-cloud migration, consolidation & compliance
- **One platform** for XDR & cloud workload protection



Europe: Manufacturing

Expansion

- Security consolidation & break down IT silos
- **One platform** to protect and manage enterprise risk



AMEA: Large Retail

New

- Siloed security products, cloud complexity & too many vendors
- **One platform** with broad integrations for max visibility

Modernizing Our Brand

Transforming Enterprise Cybersecurity

Announcing Trend Vision One platform with next-gen XDR and AI capabilities

- Best Performance
- Best Usability
- Leader
- Best Results

LEARN MORE

TRENDING TOPICS

- Taking the Fight to the Cyber-Criminals
- Possible Supply Chain Attack Targeting Pakistani Government Del...
- Detecting BPOdoor Backdoor Variants Abusing BPF Filters

Earlier detection. Faster response. Reduced risk.

Stop adversaries faster with the Trend Vision One™ cybersecurity platform

WATCH DEMO | LEARN MORE

Managed Services | **Ecosystem Integration**

Managed Surface Risk Management

Zero Trust Architecture

Extended Detection and Response (XDR)

Orchestration and Automation

Global Threat Intelligence

Platform Foundations

powered by **aws**

TREND MICRO™

RISK TO RESILIENCE

— WORLD TOUR —

139 Cities

April to September 2023



Our Consumer Business

Consumer: The Road to 2025



\$500M

Gross Sales



18M

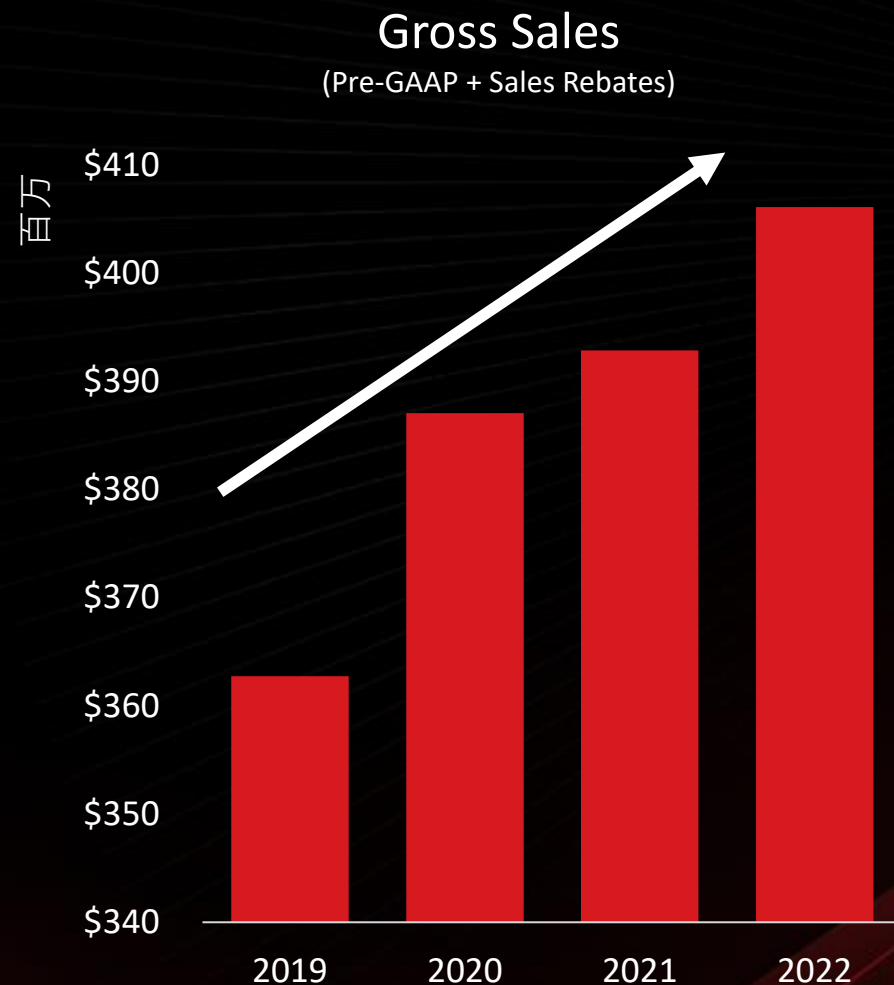
Customers



25%+

Non-PC

Q2-2023 Consumer Performance



Q2, 2023

- \$103M @ +2% YoY
- 17m+ customers
- Growth in next generation offerings

Our Growth Strategy



Mobile

New offerings &
geographic expansion:
+11% YoY Japan



Telco

New partner
expansion:
+29% YoY in AMEA



B2B2C

New identity & privacy
protection solution:
+13% YoY in US



Future Innovation

New identity & privacy
protection capabilities:
+19% YoY Globally



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