



Q3-2023

Enterprise & Consumer Update

Kevin Simzer

Chief Operating Officer



Attack Surface Risk Management
 Discover Attack Surface • Assess Risk • Mitigate Risk

Zero Trust Architecture

Extended Detection and Response (XDR)

- User and Identity
- Endpoints and Servers
- Email
- Cloud Infra
- Applications
- Code Repo
- Data
- Network
- 5G
- ICS/OT

Email Security

Endpoint Security

Cloud Security

Network Security

OT Security

Orchestration and Automation

Global Threat Intelligence

Attack Surface Intelligence | Zero Day Initiative | Threat Research | AI/ML | Big Data Analytics

Platform Foundations

Multi-Tenancy | Role-Based Access Control | Single Sign-On | Policy Decision Point

Managed Services

Ecosystem Integration

Converge and simplify security operations



Single platform & console

Hybrid IT environments

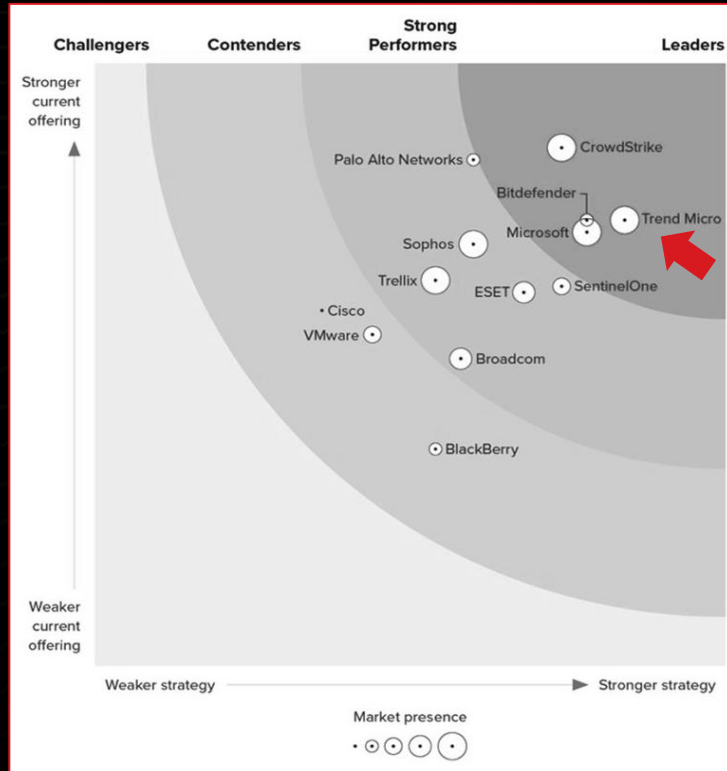
Ecosystem integration

AI-Powered

Market-leading Cybersecurity

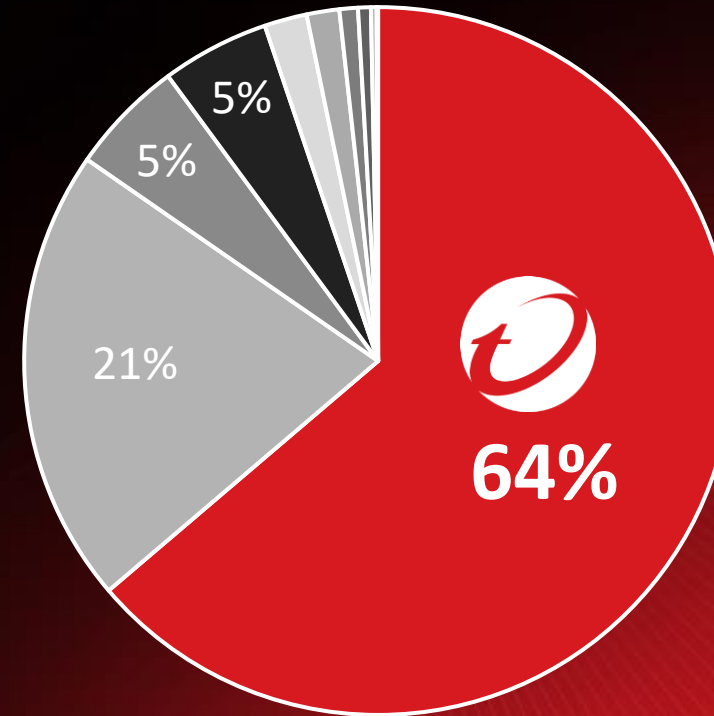
FORRESTER®

Leader in Endpoint Security
Q3-2023



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#1 Public Vulnerability Disclosure Market



- Trend Micro
- Cisco
- Google
- Microsoft
- Fortinet
- US CERT/CC
- PAN
- Check Point
- Kaspersky Lab
- McAfee

Quantifying the Public Vulnerability Market, Omdia, May 2022

Public



Our AI-Powered Business

Transaction History

- Expansion Invoices
- Renew Invoices
- Buying Cycle

Account Attributes

- Region
- Country
- Industry
- Employee Count
- Age of Customer
- Revenue

Engagement Profile

- Digital Outreach
- EBC / Webinars / Workshop
- Support Cases
- Threat Cases / IR Engagement

Engagement Profile

Account Attributes

Vision One Profile

Vision One Profile

- License/Credit Consumption
- Engagement Score/Matrix
- # of Sensor Types
- # of Modules
- ARSM Risk Indexes
- Workbench Alerts
- API Usage

3rd Party

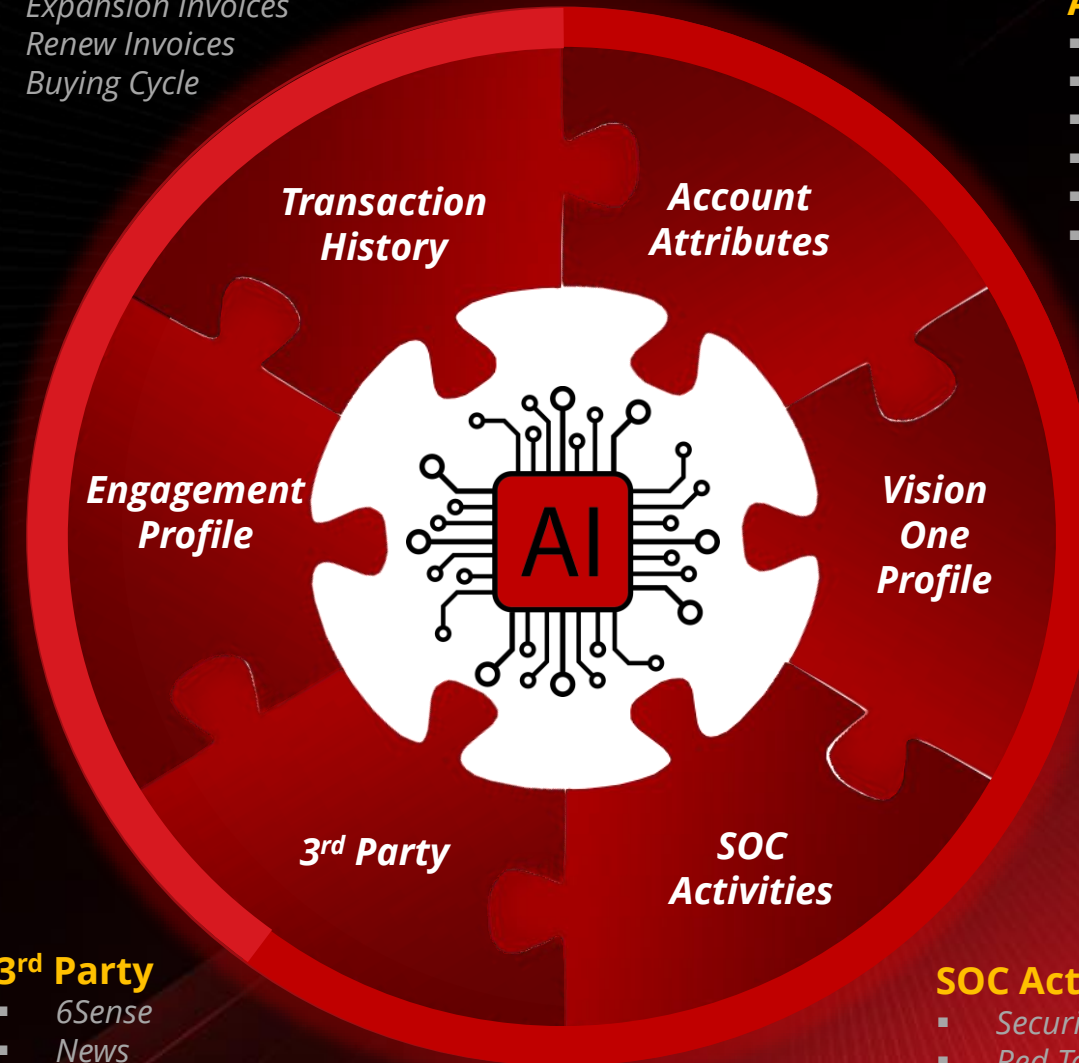
3rd Party

- 6Sense
- News
- Adjacent Markets

SOC Activities

SOC Activities

- Security Assessment
- Red Team / Pen-testing
- Competitors
- Threat Events



The Road to 2025



\$2.5B+

Gross Sales



\$1.5B+

ARR



Rule of
40



100M

Protected Assets



500K

Enterprise SaaS Customers



18M

Consumer Customers

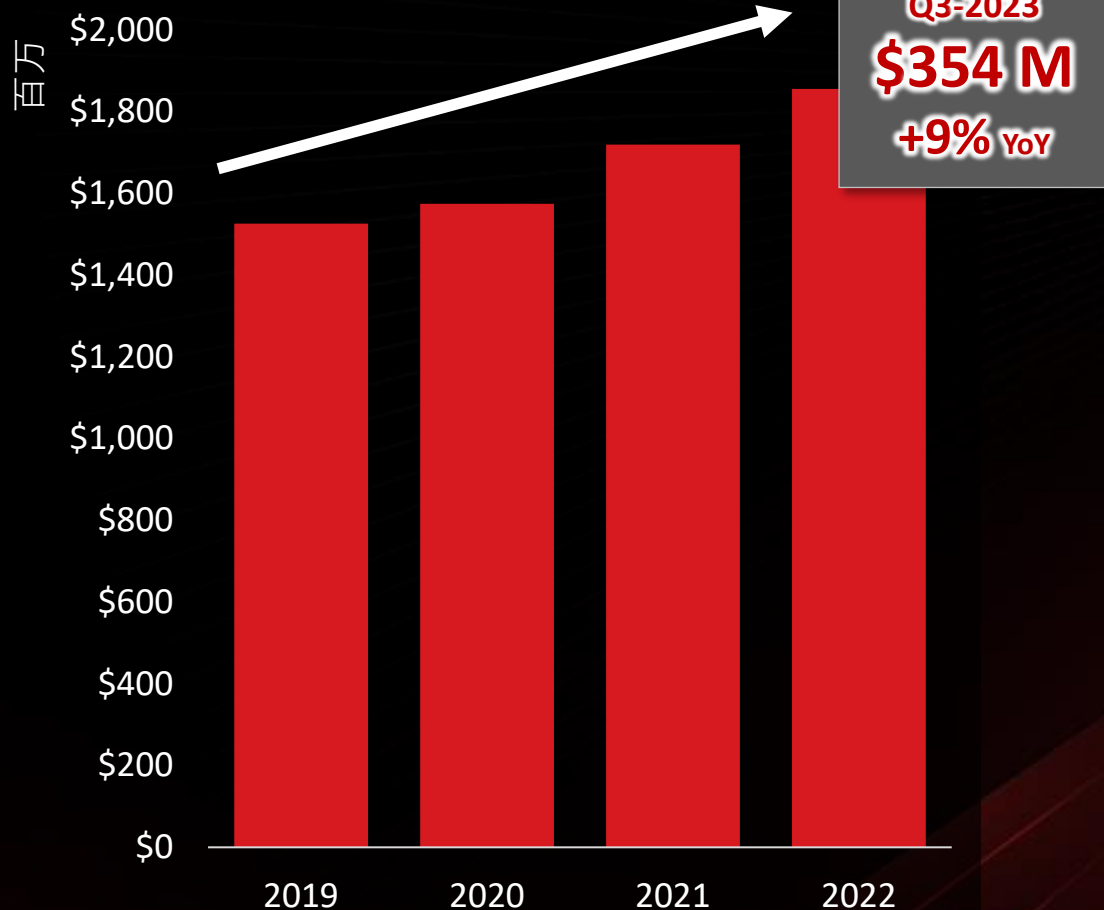
Enterprise: The Road to 2025



Enterprise Sales Growth

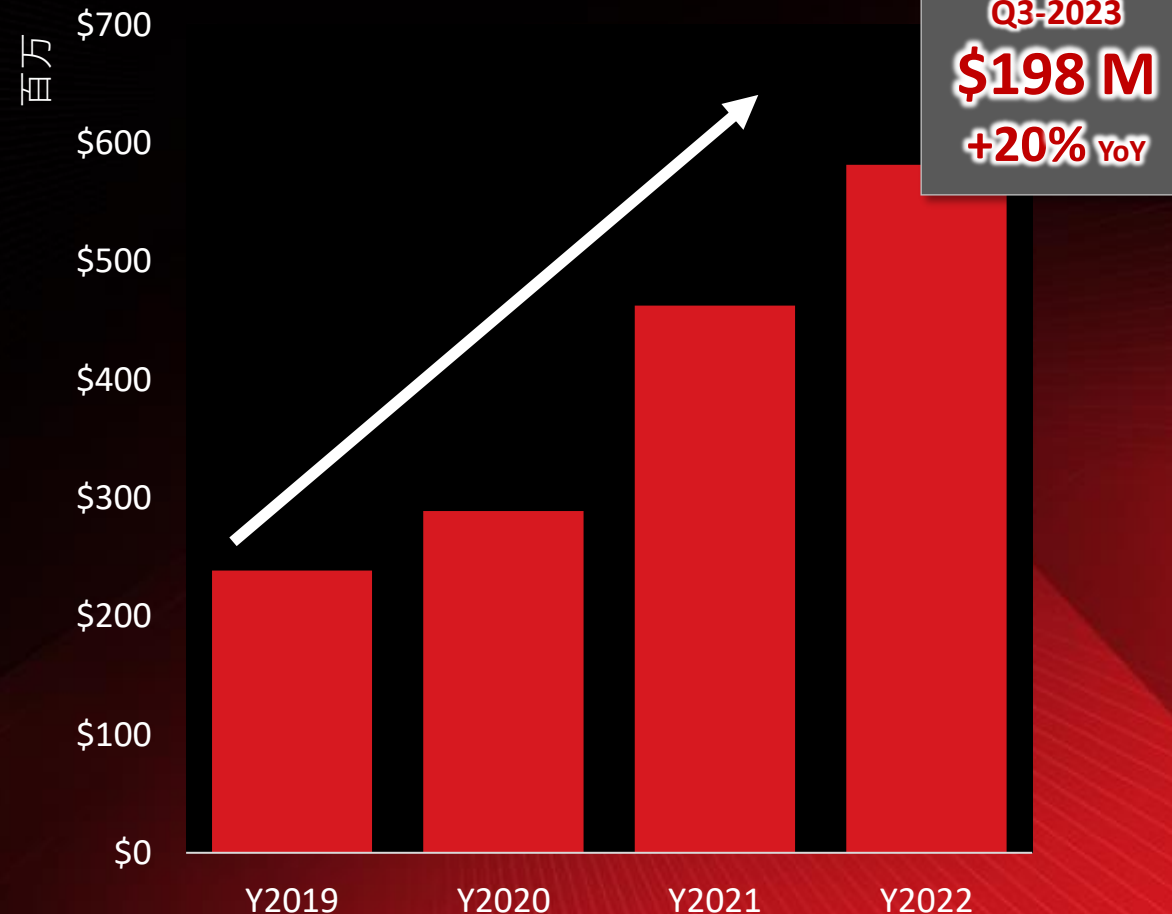
Gross Sales

(Pre-GAAP + Sales Rebates)



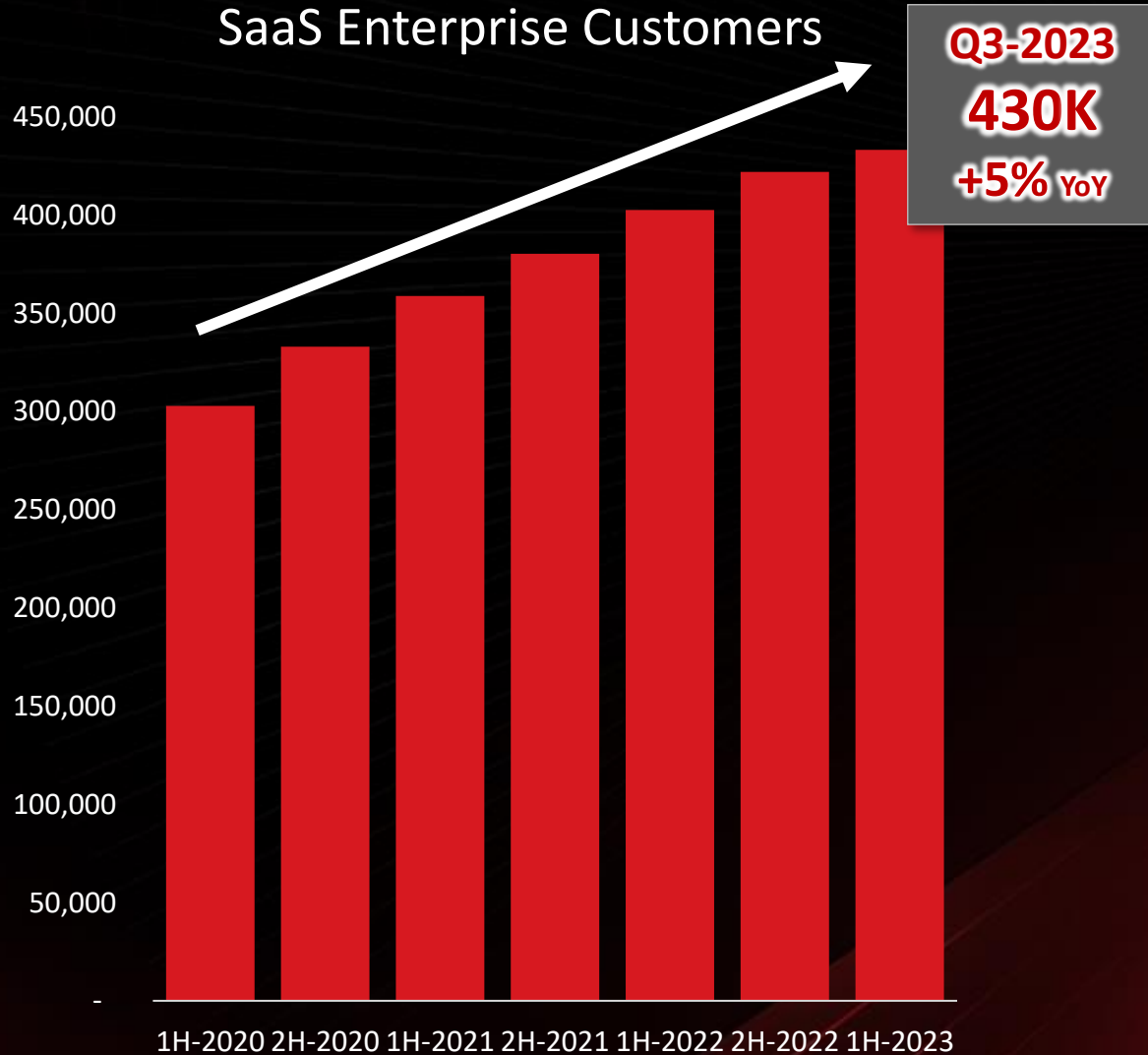
Gross Subscription Sales

(Pre-GAAP + Sales Rebates)

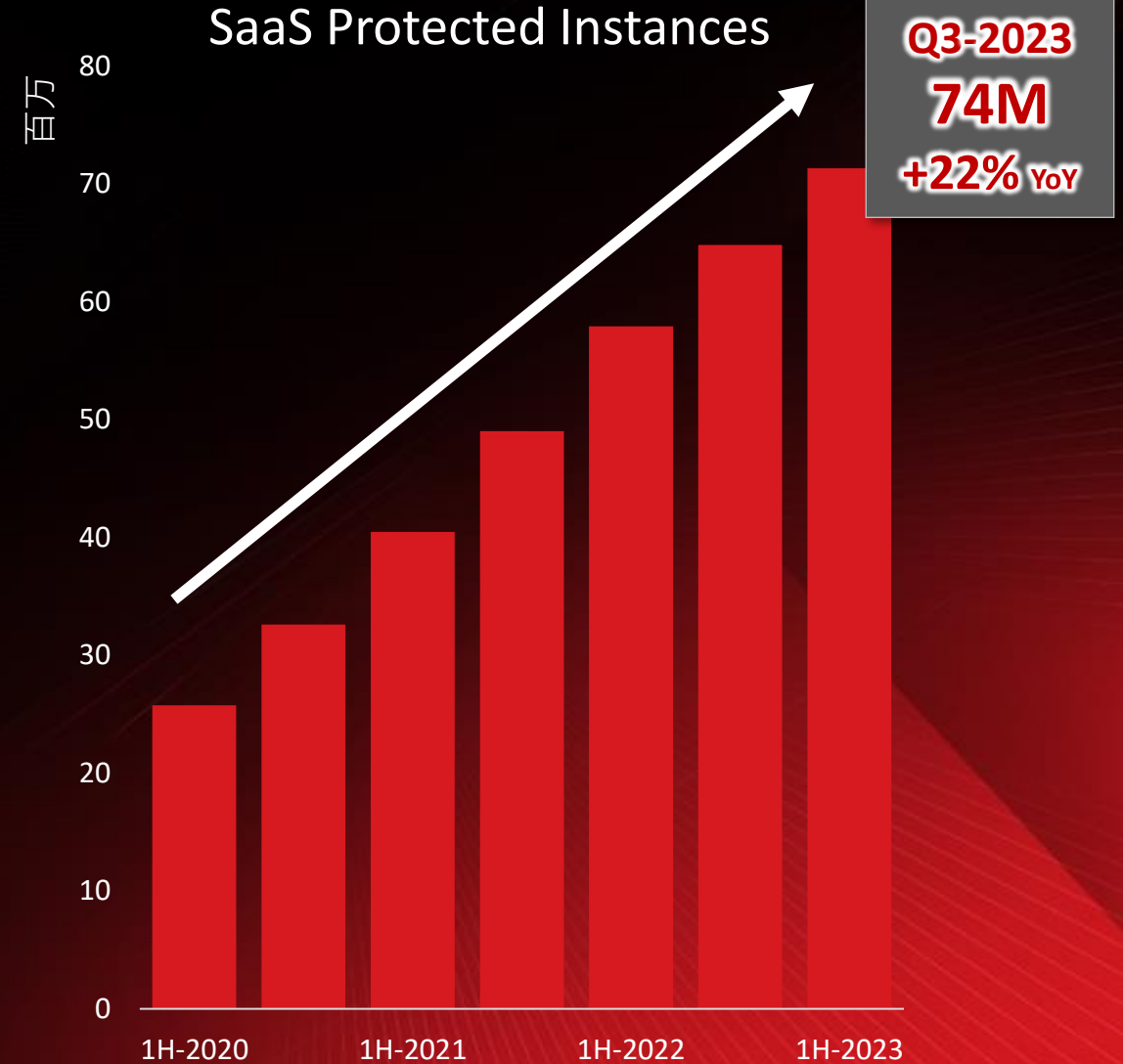


Enterprise Customer Growth

SaaS Enterprise Customers



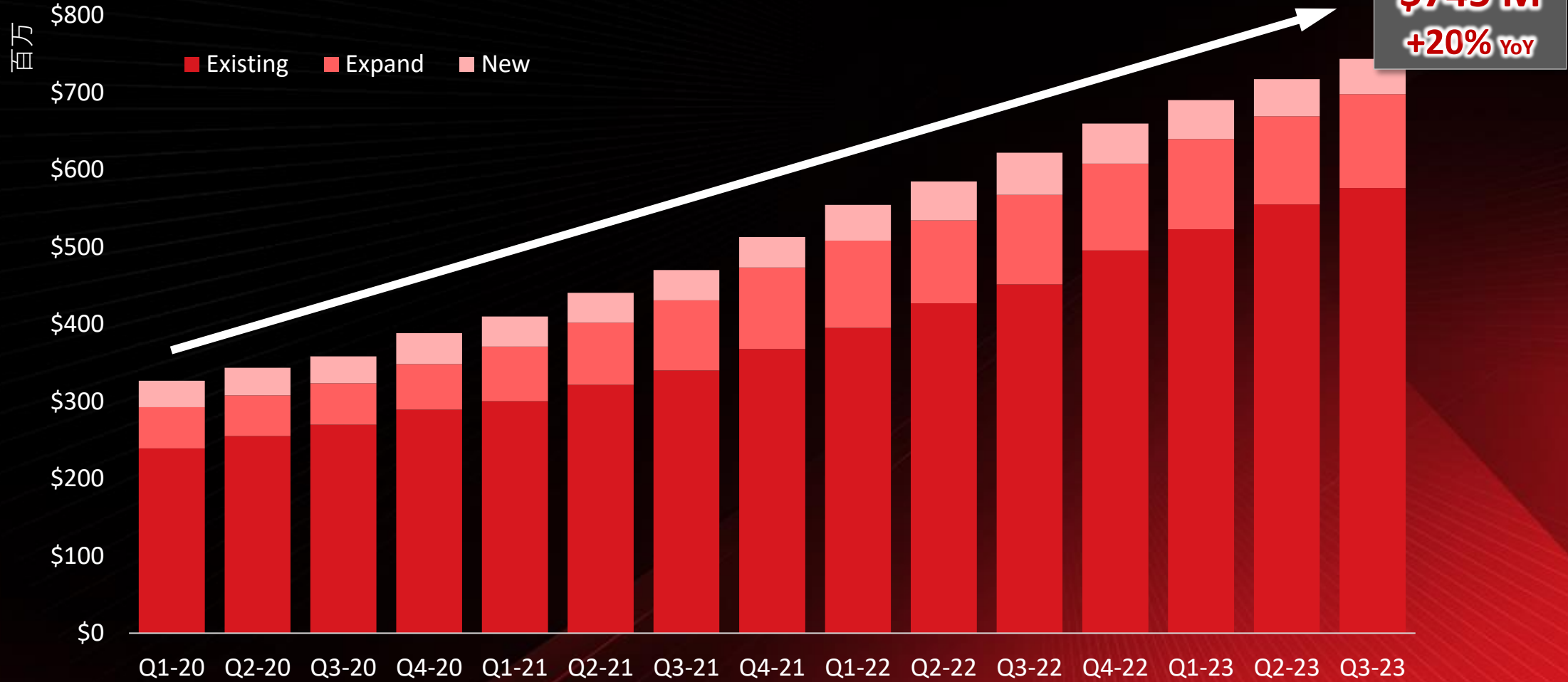
SaaS Protected Instances



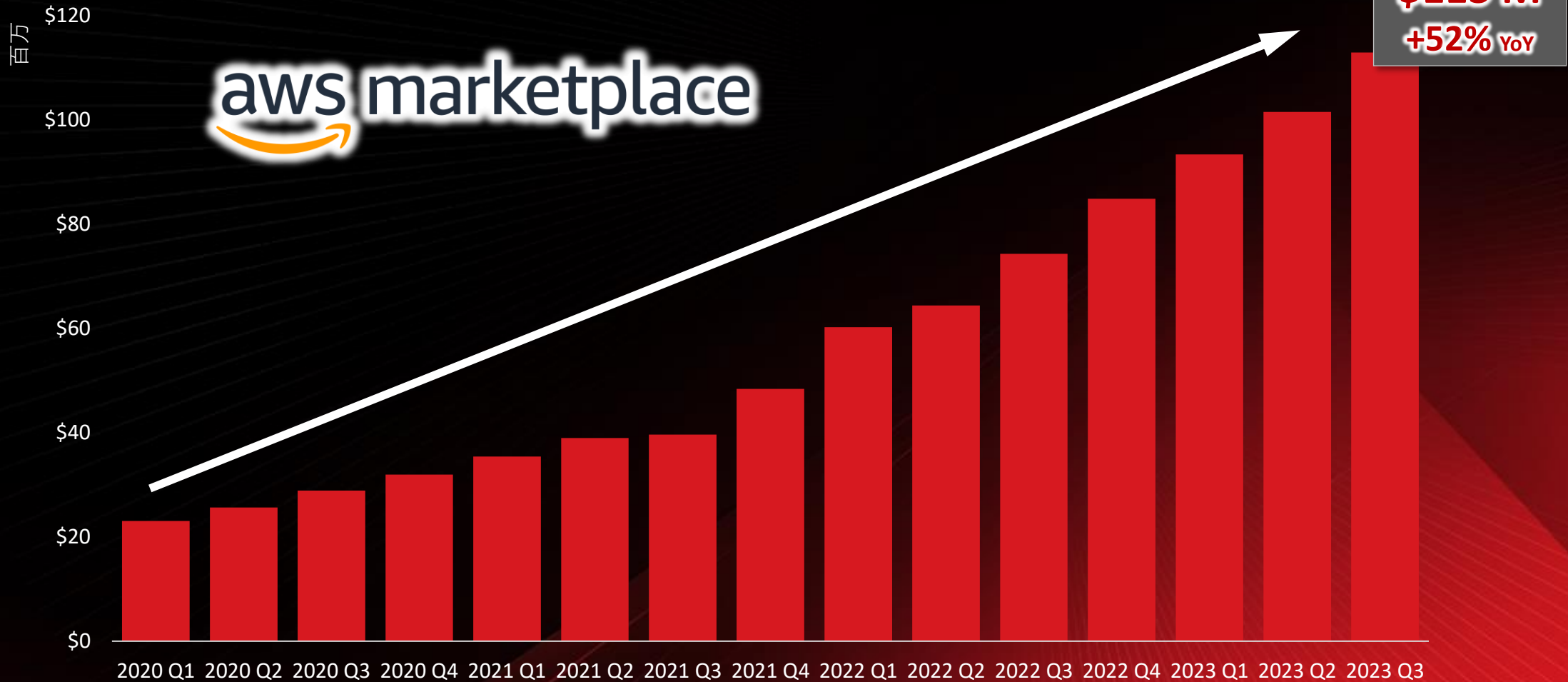
Public



Platform Annual Recurring Revenue (ARR)



AWS Marketplace ARR Growth



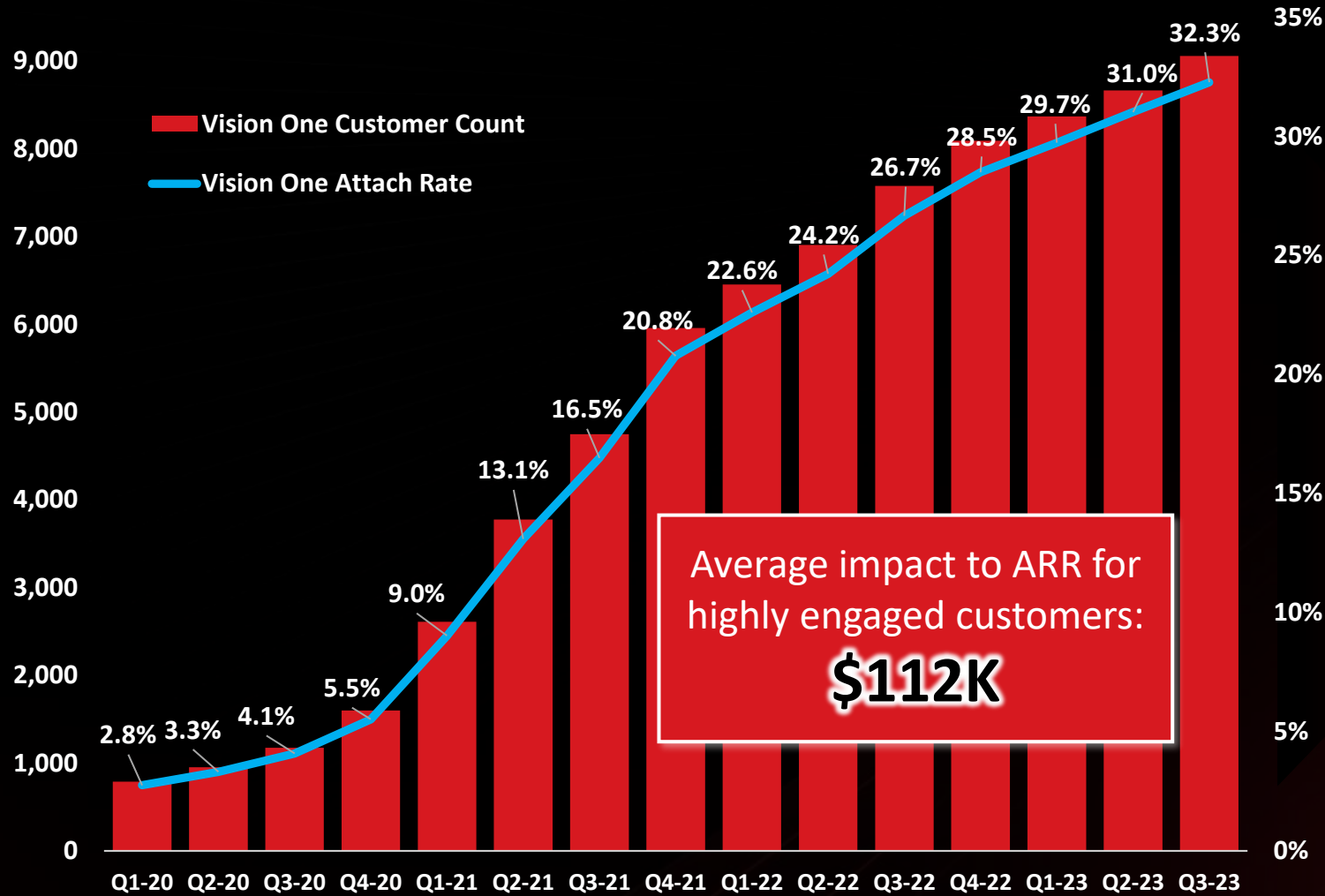
Driving Vision One Platform Growth

**Customers
without
Vision One XDR**

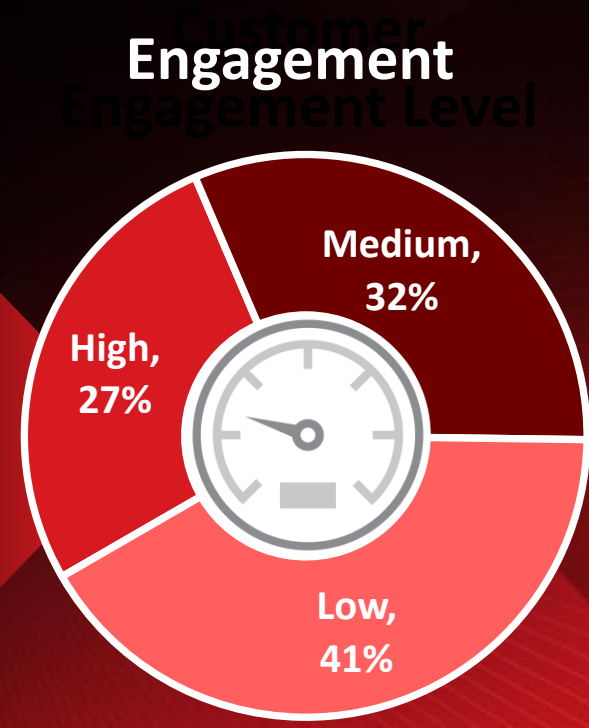
Adoption
Measured by Attach Rate

Usage
Measured by Engagement Score

Vision One XDR Growth



Average impact to ARR for highly engaged customers:
\$112K



Enterprise SOC Driving Platform Growth

Driven by product and vendor consolidation

100%

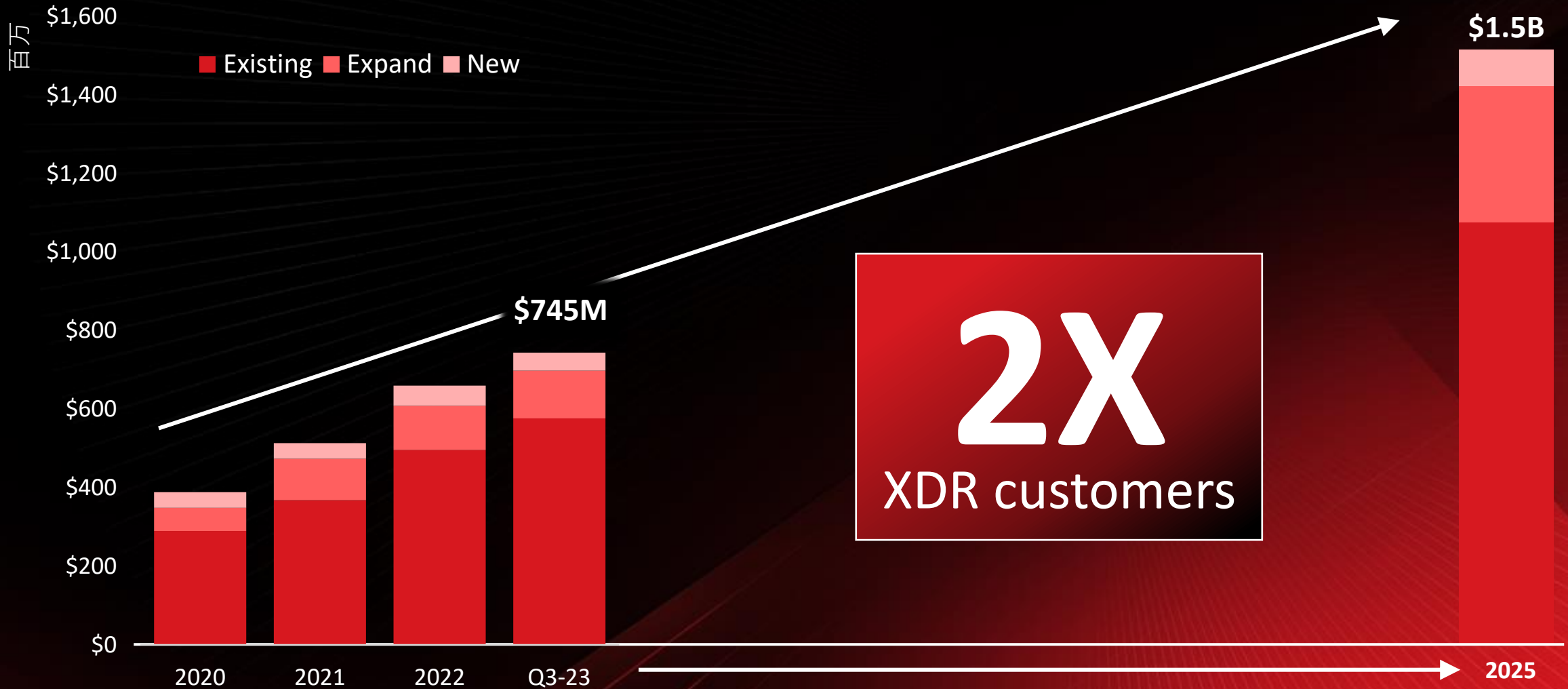
YoY Growth in deals over \$100k

50%

YoY growth in SOC deals



Driving ARR to 2025



Partners Driving Growth



5700+ MSPs

+11% in Q3

+84 MSPs

Selling XDR in Q3

30+ New MSSPs

in first Quarter of Program

Powered by Anlyz acquisition

Growing Our Customers



US: Financial

Land

- Escalating threats, compliance, vendor replacement
- **One platform** for visibility & protection across endpoint & cloud



Europe: Hospitality

Expansion

- Security consolidation, visibility, & compliance
- **One platform** to protect and manage enterprise risk



Japan: Technology

Expansion

- Security consolidation & gaps in visibility (silos)
- **One platform** with superior XDR & broad enterprise security

Our Consumer Business



Consumer: The Road to 2025



\$500M

Gross Sales



18M

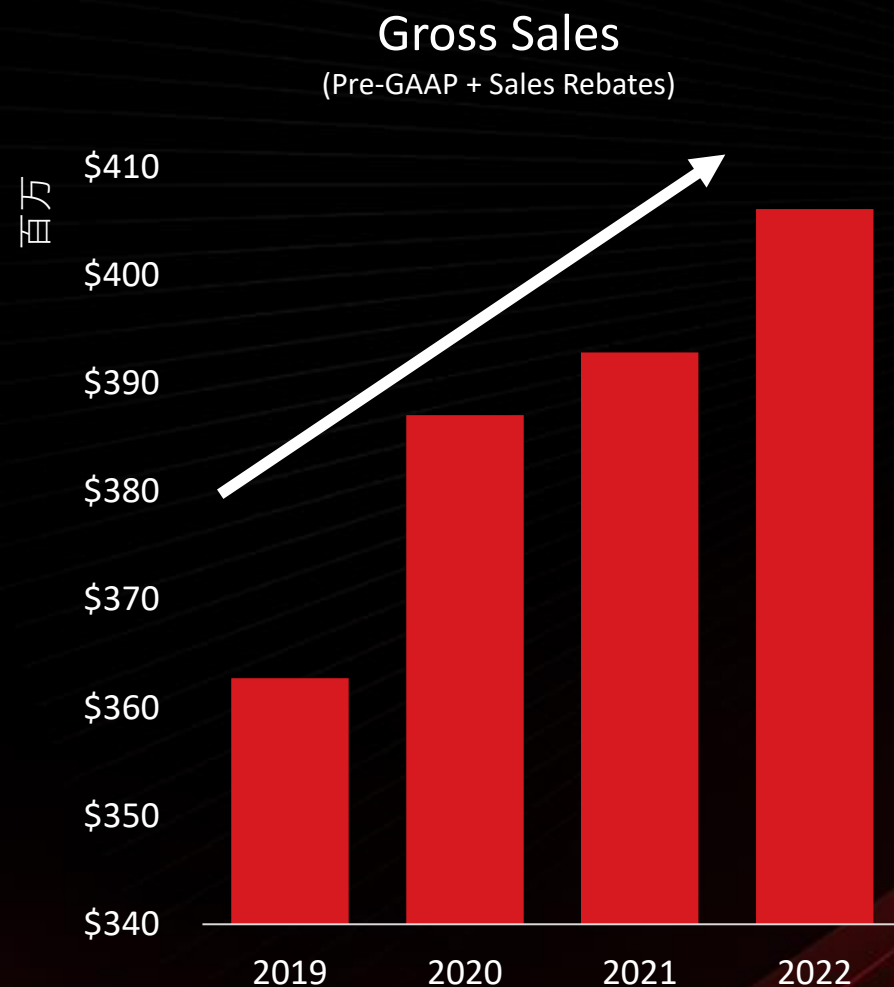
Customers



25%+

Non-PC

Q3-2023 Consumer Performance



Q3, 2023

- \$103M @ +5% YoY
- 17M+ customers
- Growth in next generation offerings

Our Growth Strategy



Mobile

Continued new customer growth
+5% YoY Globally



Telco

Continued partner success
+14% YoY in AMEA



B2B2C

New identity & privacy protection customers
+10% YoY in US



Future Innovation

Identity & privacy seeing higher retention:
+18% YoY Japan



Q3-2023 Enterprise & Consumer Update

Kevin Simzer
Chief Operating Officer

