



Q4-23 Investor Day **Platform Transformation**

FRANK KUO, CHIEF PLATFORM OFFICER





FEDERAL BUREAU of INVESTIGATION
Internet Crime Report
2022



INTERNET CRIME COMPLAINT CENTER

\$11.3B

**Losses from cyber attacks
a 49% increase from 2021**

\$2.7B

Losses from BEC

\$34.3M

Losses from Ransomware

\$1B

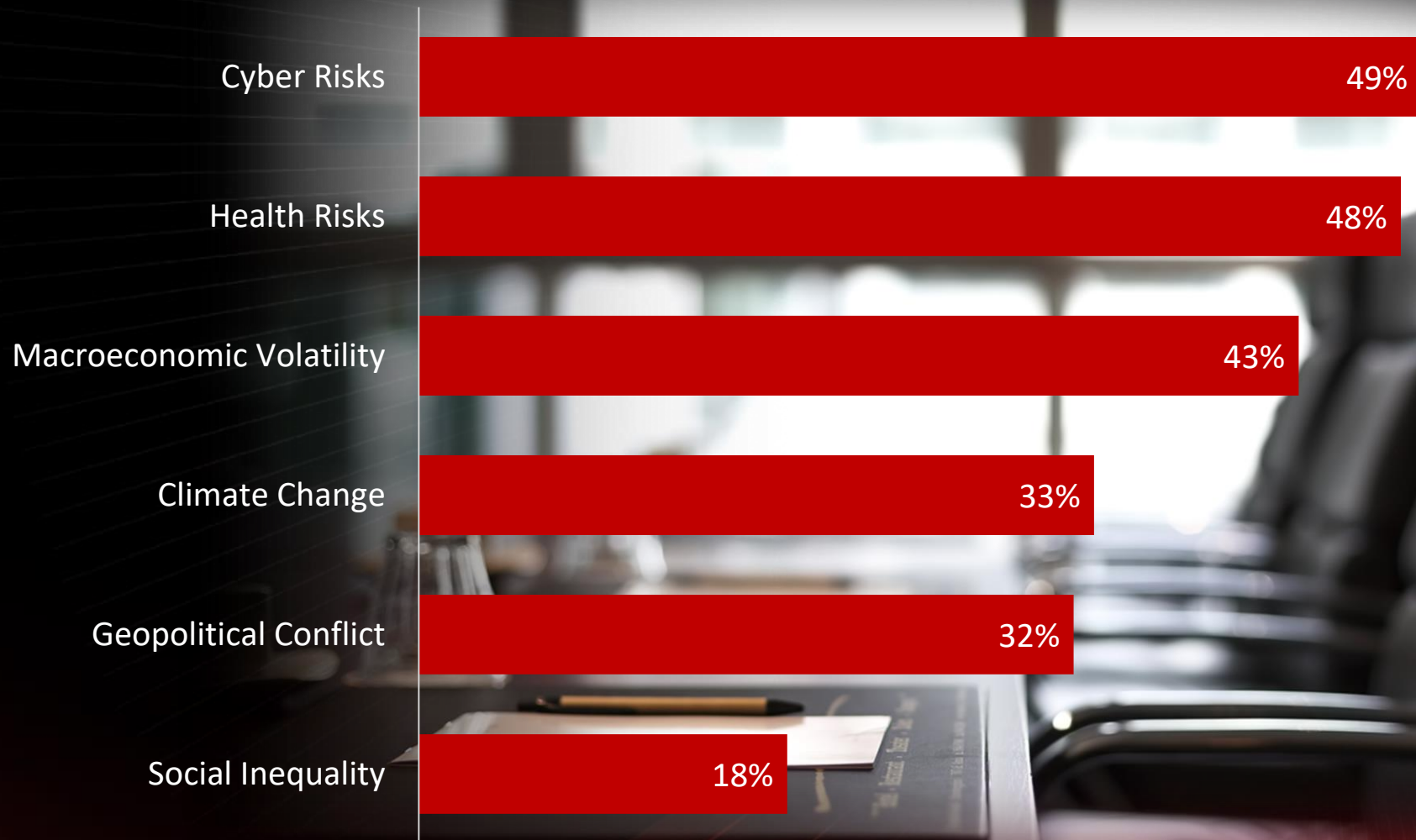
Losses from call center fraud

\$3.31B

Losses from investment scams

CEOs: Cyber Risk Top Threat to Growth

It's not if, but when!



Top Global Business Risks in 2023: Cyber Incidents



Shift from Threats to Risks

Top business risks

Business Risks

Financial, Operational, Productivity, Regulations, Reputation...

Quantified cyber risks

Cyber Risks

Prioritized risk reduction

Cyber Threats

Data Loss, BEC/Phishing, Loss of Credentials, Loss of Integrity, Privilege Escalation, Vulnerability Exploitation...

How does that translate to overall business risks?

How do they impact our cyber risk & exposure?

Customer Testimonials

Panasonic



“Trend has the pulse on security. We use Trend as an extension of our development team. I’m focused on having a single platform”

**Samer Mansour, CISO and VP,
Panasonic North America**

Copenhagen Airports **CPH**



“We use ASRM to help us identify blind spots in our environment. It’s helped to decrease our time to detect and respond to threats. It’s 80% faster now, reducing time we spend investigating false positive alerts.”

**Mikkel Madsen, Copenhagen
Airports**



“ASRM capabilities have been extremely valuable. The user and identity services provided help us to focus and improve visibility into end-user behavior including endpoints, laptops, network, cloud infrastructure and applications.”

CTO of US Healthcare System



Platform Strategy & Growth Opportunities

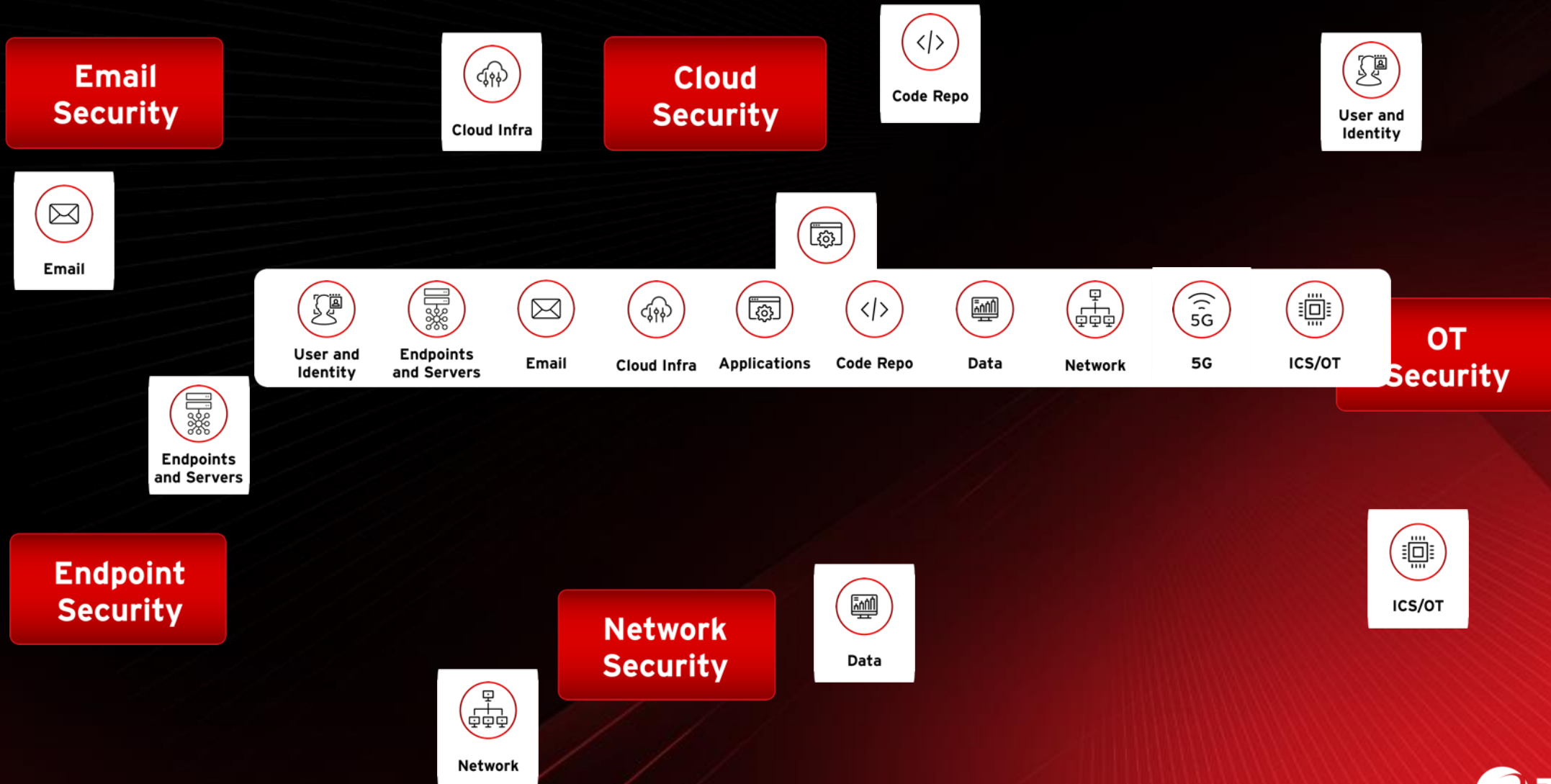
Rachel Jin, VP Platform Management



Siloed Security Data



Shift from Siloed Security to a Cybersecurity Platform



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

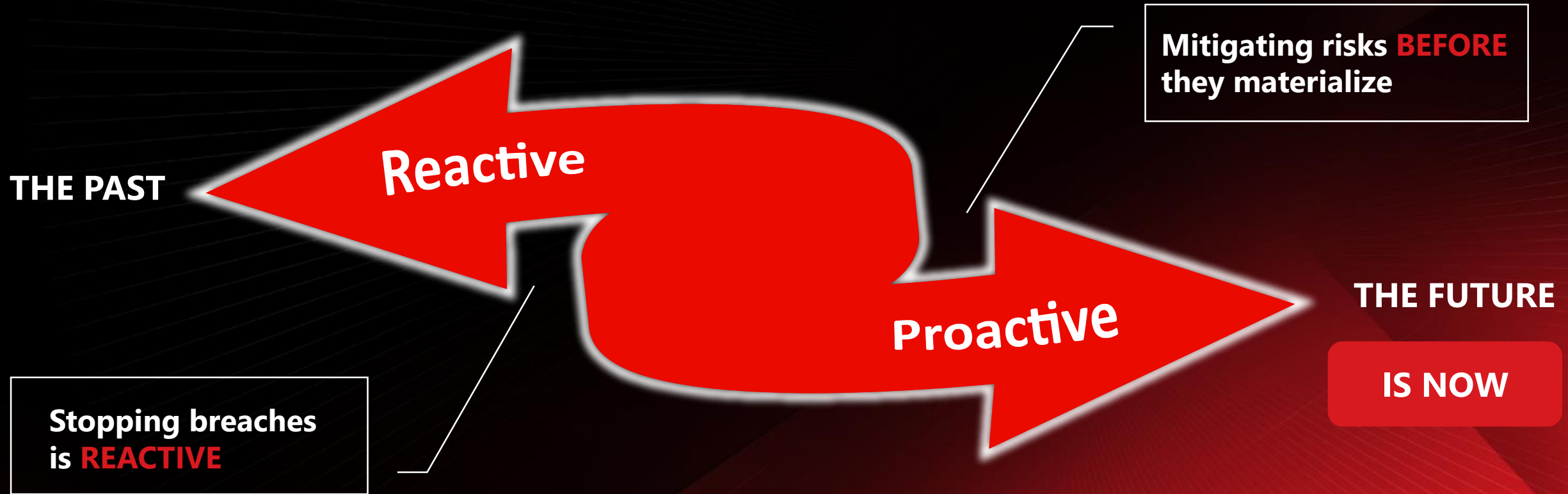
Platform Foundations

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

Managed Services

Ecosystem Integration

Shift from Reactive to Proactive



Platform Centric **ARR & LTV Growth**

ENDPOINT

- Endpoint Security
- Mobile Security

CLOUD

- Workload & Container Security
- File Security

EMAIL

- Email & Collaboration Security

NETWORK

- Zero Trust Secure Access
- Deep Discovery Inspector
- TippingPiont

XDR

- XDR for Endpoint
- XDR for Networks
- XDR for OT
- XDR for Identity
- XDR for Cloud
- XDR for Email
- Forensics

ASRM

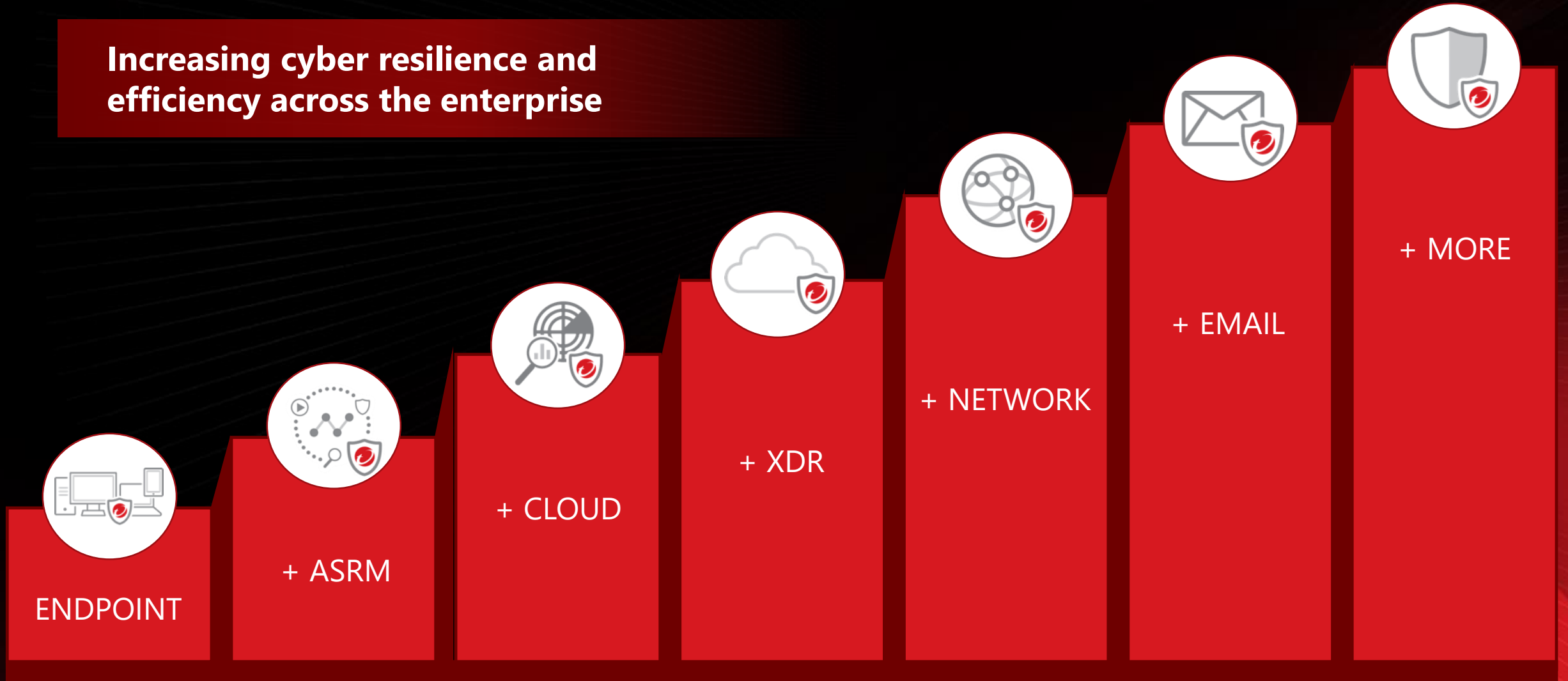
- Attack Surface Risk Management (ASRM)
- ASRM for Cloud Security
- Awareness Training

PLATFORM & MORE

- Trend Vision One: Sovereign & Private Cloud
- Trend Vision One: For Government
- Sandbox
- Threat Intelligence
- 3rd-Party Integration
- Companion AI
- Managed Services

A Platform Expansion Journey

Increasing cyber resilience and efficiency across the enterprise



Purpose-Built Cybersecurity Platform





Trend Vision One –
For Sovereign & Private Cloud



Trend Vision One – For
Government
(FedRAMP-authorized)

Threat Intelligence Innovation

-  Future Threat Landscape
-  Targeted Attacks
-  IoT & OT
-  Vulnerabilities & Exploits
-  Cloud
-  Threats
-  Cybercriminal Underground
-  AI & ML



ZERO DAY INITIATIVE

Trend Research 



TREND MICRO™
Vision One

Cyber Risk Exposure Platform

Industry Verticals & Governments
Threat Intelligence and Research



Public & Private Sector Partnerships
(e.g. Global Law Enforcement)

More AI-Driven Innovation

AI Amplifying SOC Operations and Clarifying Cyber Risk Priorities in Board Meetings



Understand & Contextualize Alerts

Summarize events/alerts in plain-language, correlating the tactics and techniques



Prioritize Cyber Risk Exposures

Proactively identify and mitigate cyber risks before they materialize and assist cyber risk communications to the board.



Predict Attack Paths & Automate Playbooks

Shift from reactive, human-intensive detection and response, to proactive automated mitigation playbooks.

We are the LEADER

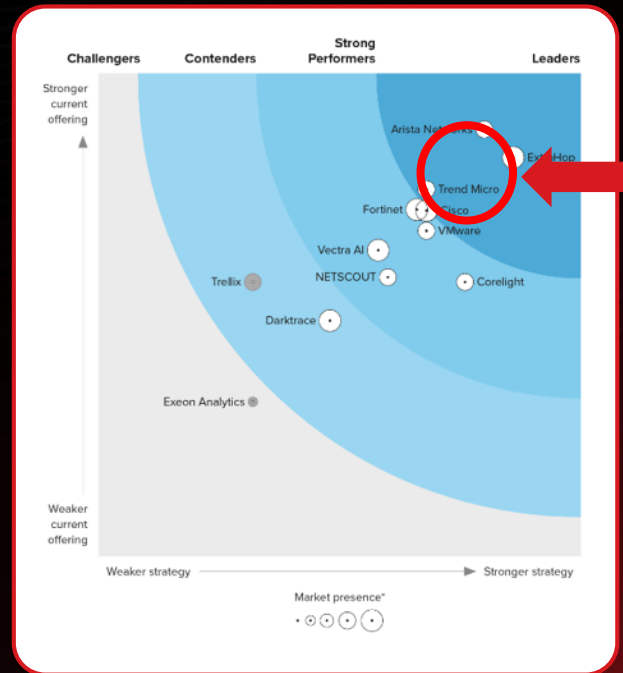
The Forrester Wave™ Endpoint Security

Q4, 2023



The Forrester Wave™ Network Analysis and Visibility, Q2 2023

Q2, 2023



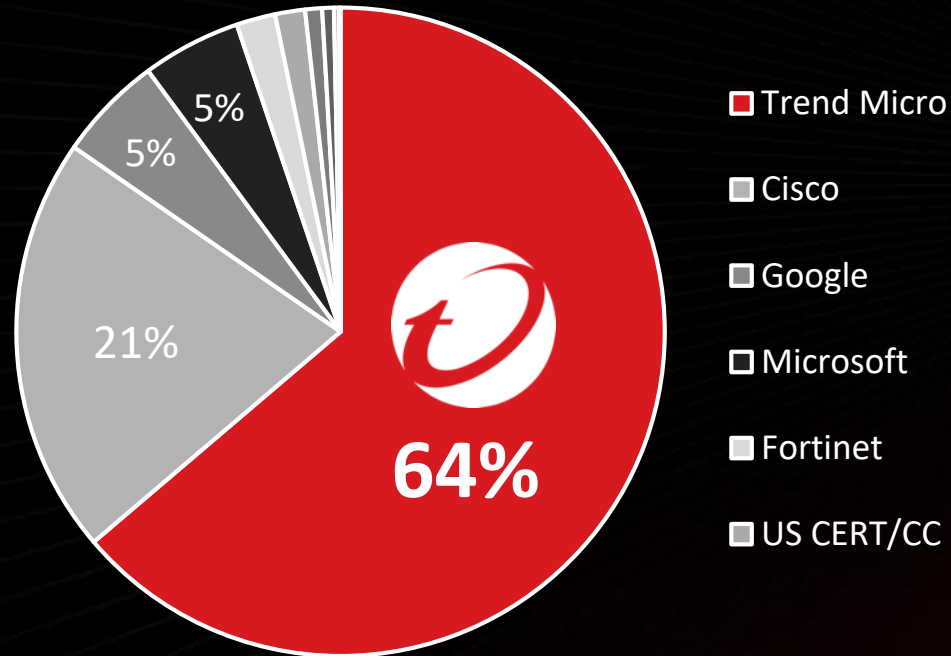
The Forrester New Wave™ Extended Detection and Response (XDR) Providers

Q4, 2021



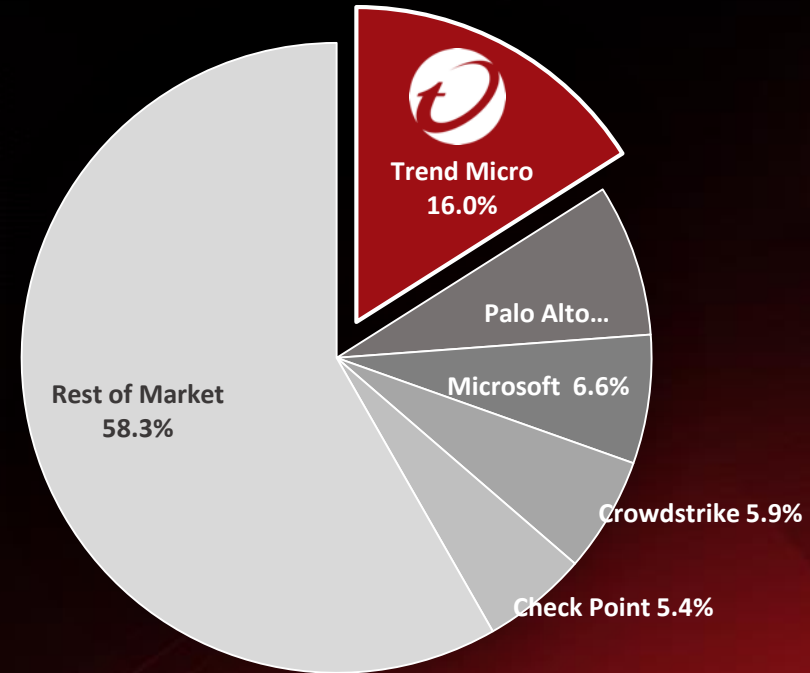
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We are #1



#1 Public Vulnerability Disclosure Market

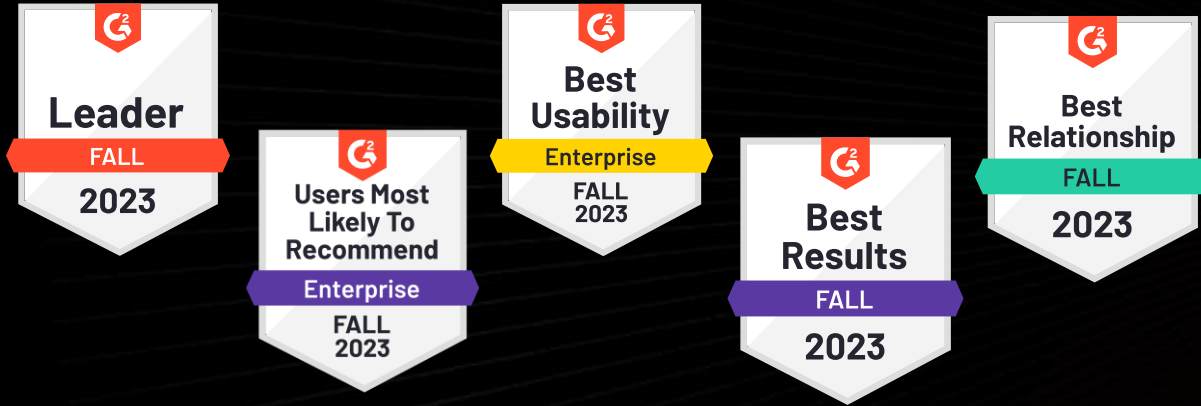
Quantifying the Public Vulnerability Market, Omdia, May 2022



#1 Cloud Workload Security Market Share

IDC Worldwide Cloud Workload Security 2022 Market Shares, #US49669822, May 2023

We are the CUSTOMER CHOICE



Gartner, Voice of the Customer for Endpoint Protection Platforms, Peer Contributors, 18 September 2023

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Launching at **AWS re:Invent 2023**

Nov 27 – Dec 1 | Booth #822 | Las Vegas, NV | Emerald Sponsor

We're bringing our latest security innovations to AWS re:Invent! This industry event is designed to give cloud enthusiasts, experts, and practitioners an experience like no other.

Check out our headlines

Trend Micro First to Integrate Cloud Risk Management and XDR Across Customers' Entire Attack Surface

Trend Micro First to Market with AI-powered Cybersecurity Assistant for Security Teams

Trend Micro Delivers Visibility to Entire Kill Chain by Uniting Most Global Threat Feeds and Generative AI-Powered Platform

Trend Micro Achieves AWS Built-In Competency to Simplify and Accelerate Cloud Success

Trend Micro Container Security Evolution Saves SOC Teams Up to Two Weeks of Time Per Incident



Why Trend's Platform Unique?

Support Hybrid

Multi-cloud, on-prem, government cloud, ...

Breadth & Depth

Coverage across endpoint, email, network, cloud, OT, identity, ...

EDR + NDR Leader

The only security vendor that is in leadership for both EDR and NDR

Threat Intelligence

35+ years threat research, vulnerability intelligence powered by ZDI



Thank You

December 1, 2023

