CORPORATE BACKGROUND

The Company

As the next-generation security company, we are committed to maintaining trust in our digital age. We do this by safely enabling all applications and preventing successful cyber breaches for tens of thousands of organizations worldwide.

The digital age depends on trust. Trust in the reliability of our networked systems. Trust in the security of the applications we rely on every day to bank, buy, schedule, travel and connect around the globe. Trust in the integrity of the digital fabric underlying our modern lives.

Our deep cybersecurity expertise, commitment to innovation, and game-changing security platform are helping bring an end to the era of breaches by delivering highly automated, preventive measures against cyberthreats at all stages in the attack lifecycle and ensuring protection that is superior to legacy security technologies.

With our unique platform, organizations can confidently pursue a digital-first strategy and embark on technology initiatives, like cloud and mobility, that help grow their business and empower their employees while maintaining complete visibility and the control needed to protect their most valued data and critical control systems.

Today's Cybersecurity Challenges

Cyber criminals are better resourced today because the cost of computing power continues to decrease. Plus, they share tools and techniques, and automate attack efforts. As a result, organizations are now getting pummeled by sophisticated new attacks that blend malicious techniques and tactics to compromise an organization's computing environment. Further complicating this issue is the adoption of modern IT initiatives, like cloud computing/SaaS, BYOD/mobility, and SDN that can expand an organization's computing environment and exposure.

COMPANY FAST FACTS

- Serving more than 48,000 customers in 150+ countries across multiple industries.

- Over 85 of the Fortune 100 and more than 63% of the Global 2000 rely on us to improve their cybersecurity posture.

- Fiscal year 2017 revenue was $1.8 billion, a 28% year-over-year increase – growth that significantly outpaced the industry.

- Ranked an enterprise firewall market leader by Gartner in 2011, 2012, 2013, 2014, 2015 and 2016 (published July 2017).

- Partnered with elite leaders, such as Accenture, Amazon Web Services, Google, Microsoft, Proofpoint, PwC, Splunk, Tanium and VMware.

- Global support organization (Americas, EMEA, Asia and Japan) recognized for exceptional services, including:
  - J.D. Power and TSIA "Outstanding Customer Support Experience" (2015, 2016, 2017) for assisted support.
  - TSIA "Outstanding Worldwide" rating (2015, 2016, 2017) for commitment to customer support.

- Named on Fortune Magazine's Top 50 companies changing the world (Sept. 2017) and Future 50 (Oct. 2017) lists.

- Ranked #1 as "best place to work" in the Bay Area by SF Business Times (2016) with ~4,800 employees worldwide.

- IPO July 2012; stock symbol on the NYSE: PANW.

The combination of these factors makes cybersecurity a real challenge for many organizations today – one that, if not addressed effectively, can cost millions of dollars in lost revenue and risk customer data and loyalty, intellectual property, and business reputation.

In the face of these challenges, many companies are still relying on decades-old security technology and point products designed to address only one specific challenge. This limits visibility, leaves gaping holes in an organization's security posture, and requires extensive manual intervention. Unfortunately, even the most astute cybersecurity experts facing off against machines and the automated, sophisticated tactics of attackers today have little to no leverage.

Organizations cannot hire their way out of this problem by throwing more people at navigating a legacy architecture or making up for the inherent gaps between the siloed technologies. Instead, organizations should consider a next-generation security platform that is designed to operate in today's modern networks and natively integrates security capabilities, sharing important context, offering complete visibility, and automatically reprogramming itself to account for new threats, thereby continuously preventing attackers from achieving their ultimate objectives.

Our Unique Answer

The Palo Alto Networks® Next-Generation Security Platform addresses these challenges by combining network and endpoint security with threat intelligence to provide automated protection and prevent cyber breaches. Our platform natively provides the right security capabilities and applies them at the right place, addressing all stages of an attack lifecycle. Because our platform was built from the ground up with breach prevention in mind – with important threat information being shared across security functions system-wide – and architected to operate in modern networks with new technology initiatives like cloud and mobility, customers benefit from better security than legacy or point security products provide and realize better total cost of ownership.

Our platform can:

- Prevent successful cyberattacks
- Safely enable applications
- Eliminate the performance compromise
- Confidently grow your business
- Maintain trust in our digital world

Learn more about the **platform**.

DON'T JUST TAKE OUR WORD FOR IT

"The Palo Alto Networks platform is built from the ground up to not just enforce security, but also do it as fast and efficiently as possible. That's important for us to be able to deliver the performance our users expect. We've seen a 20-40% efficiency improvement with this platform, which enables better flow in terms of how much traffic we can securely move through the network."

— David McCurdy, Chief Technology Officer, Governor's Office of Information Technology (OIT), State of Colorado

"What we like most about Palo Alto Networks is the comprehensive protection they provide. All our systems are critical for running the business and ensuring customer confidence, which makes prevention at every level a must from the Internet perimeter to each endpoint device. The Palo Alto Networks Next-Generation Security Platform elevates prevention to a whole new level. It's unthinkable to operate without it."

— Michael Mrugowski, Technology Team Leader, Schauinsland-Reisen GmbH

"At the end of the day, Palo Alto Networks enables us to secure our network even as we move more of our functionality to the cloud. The Palo Alto Networks Next-Generation Security Platform is intuitive, fast, and feature rich; it just works. I sleep better at night because of Palo Alto Networks."

— Will Sessions, Infrastructure Architect, SunRice Australia Pty Ltd

"Palo Alto Networks WildFire provides another layer of protection. Native integration between Traps and WildFire means that unknown executables attempting to run on our endpoints are automatically checked. If the file is malicious, Traps will prevent it from running. Furthermore, even unknown malware can be prevented because Traps can submit unknown executable files to WildFire for analysis."

— Julio Lorenzo, Leader, Group Field Infrastructure, Entsorgung Recycling Zürich

Management

Mark D. McLaughlin, *chief executive officer and chairman*

Mark Anderson, *president*

Kathy Bonanno, *chief financial officer*

Nir Zuk, *founder and chief technology officer*

Dave Peranich, *executive vice president, Worldwide Sales*

Lee Klarich, *chief product officer*

René Bonvanie, *chief marketing officer*

Naveen Zutshi, *chief information officer*

Matthew Stauble, *senior vice president, Global Customer Services*

Chad Kinzelberg, *senior vice president, Business and Corporate Development*

Jeff True, *senior vice president, general counsel and secretary*

Wendy N. Barnes, *senior vice president, Human Resources*

Rick Howard, *chief security officer*

Jean Compeau, *chief accounting officer*

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