CORPORATE BACKGROUND

The Company

As the next-generation security company, we are leading a new era in cybersecurity by safely enabling all applications and preventing advanced threats from achieving their objectives for tens of thousands of organizations around the world.

We are the fastest-growing security company in the market because of our deep expertise, commitment to innovation, and game-changing security platform focused on bringing an end to the era of breaches by uniquely integrating our Next-Generation Firewall, Advanced Endpoint Protection, and Threat Intelligence Cloud.

Because these capabilities are natively built into our platform and designed to deliver highly automated preventative measures against cyberthreats, we ensure superior security to legacy point technologies, such as stateful inspection firewalls, UTMs, or endpoint security products. With our platform, organizations can confidently pursue a digital-first strategy as they implement key technology initiatives within the cloud and, increasingly, mobile networks, while maintaining complete visibility and control, to protect their most valued data assets and critical control systems.

Today's Cybersecurity Challenges

Organizations today are getting pummeled by sophisticated new attacks that blend malicious techniques and combine multiple tactics to compromise an organization's computing environment. When these attacks successfully breach an organization, they can cost millions of dollars in lost revenue and put at risk customer data and loyalty, intellectual property, business reputation, and overall livelihood.

Cybersecurity risk increases with the adoption of initiatives like cloud computing/SaaS, BYOD/mobility, and SDN that have the potential to introduce weaknesses into an organization's cybersecurity posture. The combination of these factors makes cybersecurity a real challenge for many organizations today. This is compounded by some status quo approaches to security, including:

- Lack of focus on preventing successful breaches. Building security that simply detects threats is too little, too late. Once

FAST FACTS

- More than 28,000 customers in over 140 countries across multiple industries.

- Serve almost half of the Global 2000 that rely on Palo Alto Networks to improve their cybersecurity posture.

- Fiscal year 2015 revenue was $928.1 million, a 55% year over year – growth that significantly outpaced the industry growth rate.

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

- Added more than 1,000 customers per quarter for the last 16 consecutive quarters.

- Partnered with elite IT leaders such as VMware, Citrix, Splunk, and Symantec.

- Earned the TSIA "Outstanding" rating (2015) for commitment to customer support and the STAR Award for innovation (2014) in the delivery of excellent support.

- Nearly 3,000 employees worldwide.

- Global support organization with teams in the Americas, EMEA, Asia, and Japan.

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

data goes out the door, organizational costs and risks increase exponentially. We need the cybersecurity equivalent of the space race to accelerate innovation and prevent successful cyberattacks that threaten our digital way of life.

- Belief that security is simply an IT problem. Security is an existential problem for the entire enterprise and cyber risks are too important not to discuss in the boardroom. Security needs to be categorized as a business priority, not just an IT problem. Security must also be approached strategically to enable business operations, not limit speed and innovation.

- Reliance on point security products. Piecemeal security systems and point products that don't share context across the entire cyberattack lifecycle are inadequate and leave gaping holes in security posture. Truly reducing cyber risk requires control, coordination and shared context across every stage of the cyberattack lifecycle.

- Too many manual steps and cycles. Most enterprise security teams are not resourced to manually handle thousands of daily alerts. Sifting through all the noise looking for real threats is not only expensive but also distracts from imminent and genuine threats. Only through automation of response can organizations be fast enough to provide real-time prevention of cyberattacks.

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 cyberattacks, not just detect them. Our platform natively brings together all key security functions – including firewall, URL filtering, IDS/IPS, and endpoint and advanced threat protection. Because these functions are purposely built into the platform from the ground up with cyberthreat prevention in mind, and they natively share important information across the respective disciplines, our platform ensures better security than legacy firewalls, UTMs, or point threat detection products. The Palo Alto Networks platform can:

- Prevent successful cyberattacks by eliminating gaping holes in an organization's cybersecurity posture because our platform natively provides the right security capabilities and applies them at the right place, addressing all stages of an attack lifecycle.

- Safely enable applications and business operations because protection is based on a fine-grained visibility, correlation, and control of what matters most in today's modern computing environments: applications, users, and content, not just ports and IP addresses.

- Eliminate the age-old compromise between security posture and business performance that organizations have faced for years because it is natively architected to operate in modern networks with new technology initiatives such as cloud computing, software-defined data centers, and mobility in mind.

With our platform, organizations can safely enable the use of all applications critical to running their business, maintain complete visibility and control, confidently pursue new technology initiatives, and protect the organization from the most basic to complicated and multifaceted cyberattacks.

DON'T JUST TAKE OUR WORD FOR IT

"Before we had Palo Alto Networks, our security team was getting overwhelmed by the mountains of data that provided little direction for taking quick action to prevent cyber threats. The Palo Alto Networks approach and latest PAN-OS updates have put an end to this madness by helping us identify the 'needles in the haystack' so that we can better protect our network."

— *Dallan Wagner, Network Engineer, Academy Mortgage Corporation*

"Using the Palo Alto Networks next-generation firewall as our base, and adding WildFire, Threat Prevention, and GlobalProtect has enabled us to build a sophisticated security architecture that can fend off potential attacks, protect our growing mobile workforce, and scale up to support rapid growth."

— *Blake Wofford, Sr. Security Engineer, Exeter Finance Corp*

"We now have visibility. We can now see any potential attacks in real time and prevent them, and this is very refreshing to say the least. We couldn't do that with our previous firewall so I believe we are now in the best possible position with regards to network protection."

— *Steve Wood, CEO, Tennis Australia*

"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 Zurich*

Management

Mark D. McLaughlin
Chief Executive Officer, President and Chairman

Nir Zuk
Chief Technology Officer and Director

Rajiv Batra
Founder

Steffan Tomlinson
Chief Financial Officer and Executive Vice President

Lee Klarich
Executive Vice President of Product Management

Wilson Xu
Executive Vice President of Engineering

Mark Anderson
Executive Vice President of Worldwide Field Operations

René Bonvanie
Chief Marketing Officer

Chad Kinzelberg
Senior Vice President of Business and Corporate Development

Brett Eldridge
Senior Vice President of Global Customer Services

Jeff True
Senior Vice President, General Counsel, and Secretary

Wendy Barnes
Senior Vice President of Human Resources

Rick Howard
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Chief Technology Officer and Director

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Partner, Greylock Partners

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Jim J. Goetz
Managing Member, Sequoia Capital

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