



2021

INVESTOR DAY

November 9, 2021

# Safe Harbor Statement

This presentation contains forward-looking statements, including statements as to our priorities and goals, business strategy, performance and market opportunities, industry trends, and products and technology development, that are based on our current expectations and beliefs, assumptions made by-and information currently available to our management, current market trends and market conditions and that involve risks and uncertainties, many of which are outside our control and may cause actual results to differ materially from those statements. Many of these risks and uncertainties are and will be exacerbated by the COVID-19 pandemic and any worsening of the global business environment as a result.

Our filings with the SEC, which you may obtain for free at the SEC's website at <https://www.sec.gov>, discuss some of the important risk factors that may affect our business, results of operations and financial condition. Actual results may vary from the estimates provided. We undertake no intent or obligation to publicly update or revise any of the estimates and other forward-looking statements made in this presentation, whether as a result of new information, future events or otherwise, except as required by law.

# Agenda: Broadcom Software 2021 Investor Day

**10.00 AM – 10.30 AM**  
**Tom Krause**  
President of Broadcom Software Group

**10.30 AM – 11.15 AM**  
**Infrastructure Software**  
**Greg Lotko**  
GM, Mainframe Software Division

**11.15 AM – 12.00 PM**  
**Infrastructure Software**  
**Serge Lucio**  
GM, Enterprise Software Division

**12.00 PM – 12.15 PM**  
**Break**

**12.15 PM – 1.00 PM**  
**Security Software**  
**Rob Greer**  
GM, Symantec Enterprise Division

**1.00 PM – 1.30 PM**  
**Q&A**  
limited to in-person attendees



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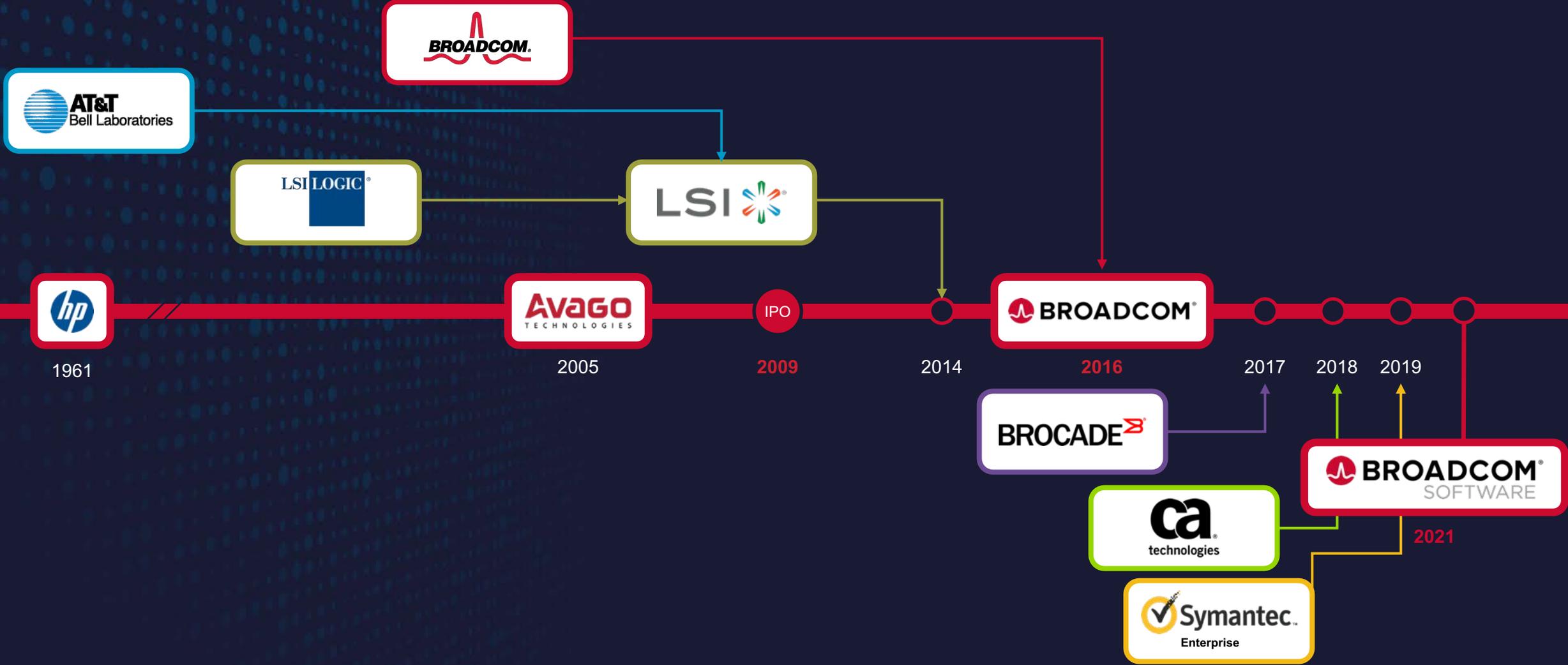
2021

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**Tom Krause**  
President Broadcom Software Group

November 9, 2021

# Our History and Formation of Broadcom Software



# Broadcom Software At a Glance<sup>(1)</sup>

**AN ENGINEERING  
CULTURE FIRST  
AND FOREMOST**

**80+%**

of our workforce is  
dedicated to R&D  
and operations

**~14%**

Invested in R&D as a  
% of revenue<sup>(2)</sup>

**3,200+**

patents

**ENABLING  
SCALABILITY,  
AGILITY AND  
SECURITY**

## A **WORLD-CLASS** ENTERPRISE SOFTWARE BUSINESS



in ARR<sup>(2)</sup>



of Fortune 500



Customer  
satisfaction score

Notes:

(1) For purposes of this presentation, information regarding Broadcom Software excludes Brocade fibre channel storage area networking, which is also part of our Infrastructure Software segment.

(2) ARR (annual recurring revenue) calculations exclude perpetual licenses, hardware, and professional services. Data as of 8/3/2021.

# Focused on Serving the Largest Enterprise Customers



Large and Expanding IT Budgets

Hybrid/Multi-Cloud Approach



Complex IT Infrastructure

Regulated



Heterogeneous Environments

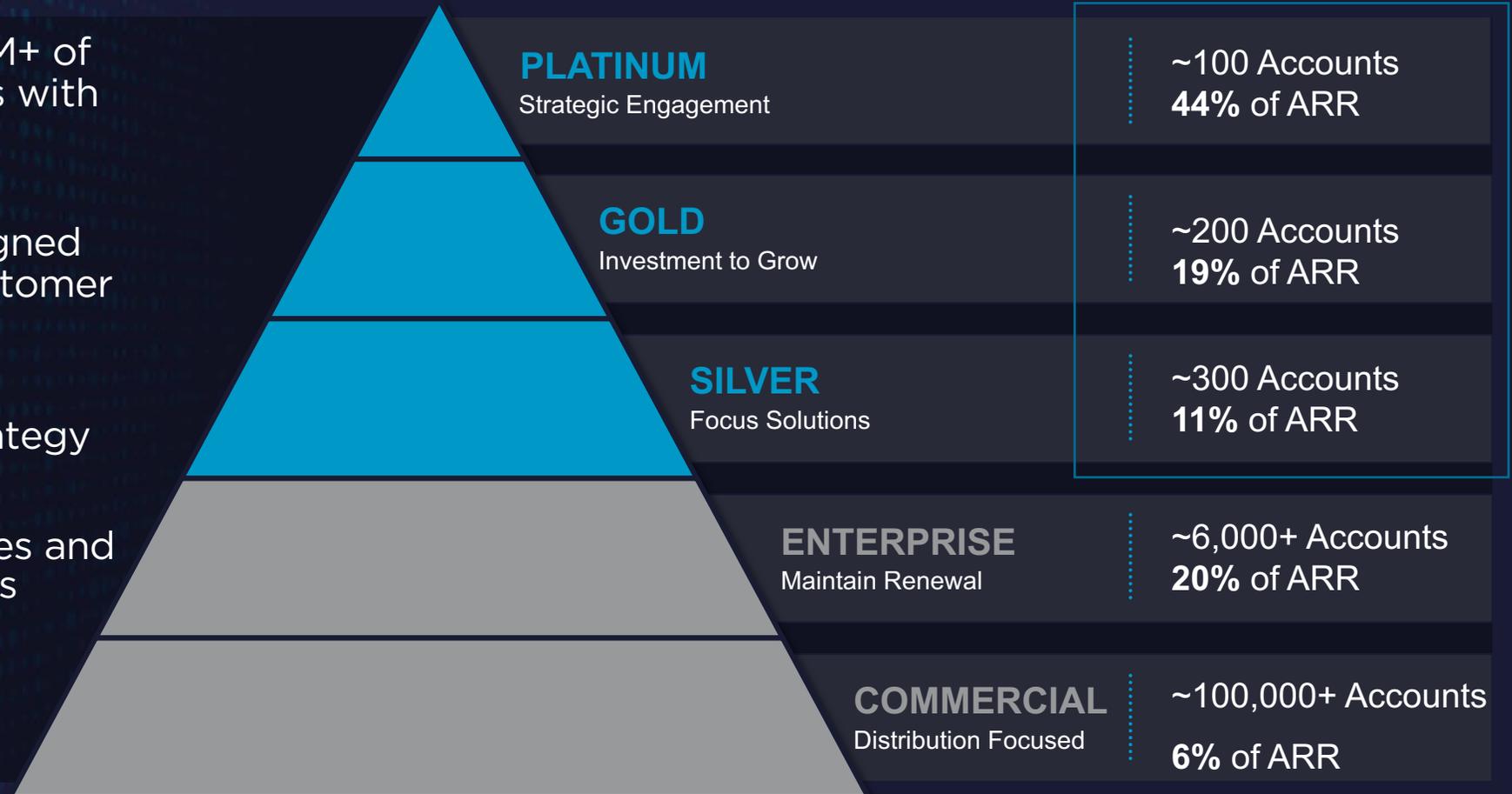
Risk-Averse



# Targeted Go-to-Market Model Driving Sustainable Growth

70%+ of total ARR from ~600 strategic accounts

- 96 accounts with \$10M+ of ARR and 618 accounts with \$1M+ of ARR
- Coverage Model Designed to Drive Strategic Customer Partnerships
- Consistent Global Strategy
- Accounts Align to Sales and Division-wide Priorities
- Strategic Resourcing Built for Scale



Notes:

– ARR (annual recurring revenue) calculations exclude perpetual licenses, hardware, and professional services. Data as of 8/3/2021.

# Strategic Customers Leveraging Multiple Solutions

~80%+(1) of our strategic customers are licensed to 5+ solutions (out of 10). With a \$100B+(2) in addressable market today, there is significant room for growth for our portfolio of solutions.

## INFRASTRUCTURE SOFTWARE

- Mainframe
- Value Stream Management
- AIOps/Network Monitoring
- DevOps
- Workload Automation



## SECURITY SOFTWARE

- Network and Information Security
- Endpoint Security
- Payment Security
- Access Management
- Identity Management



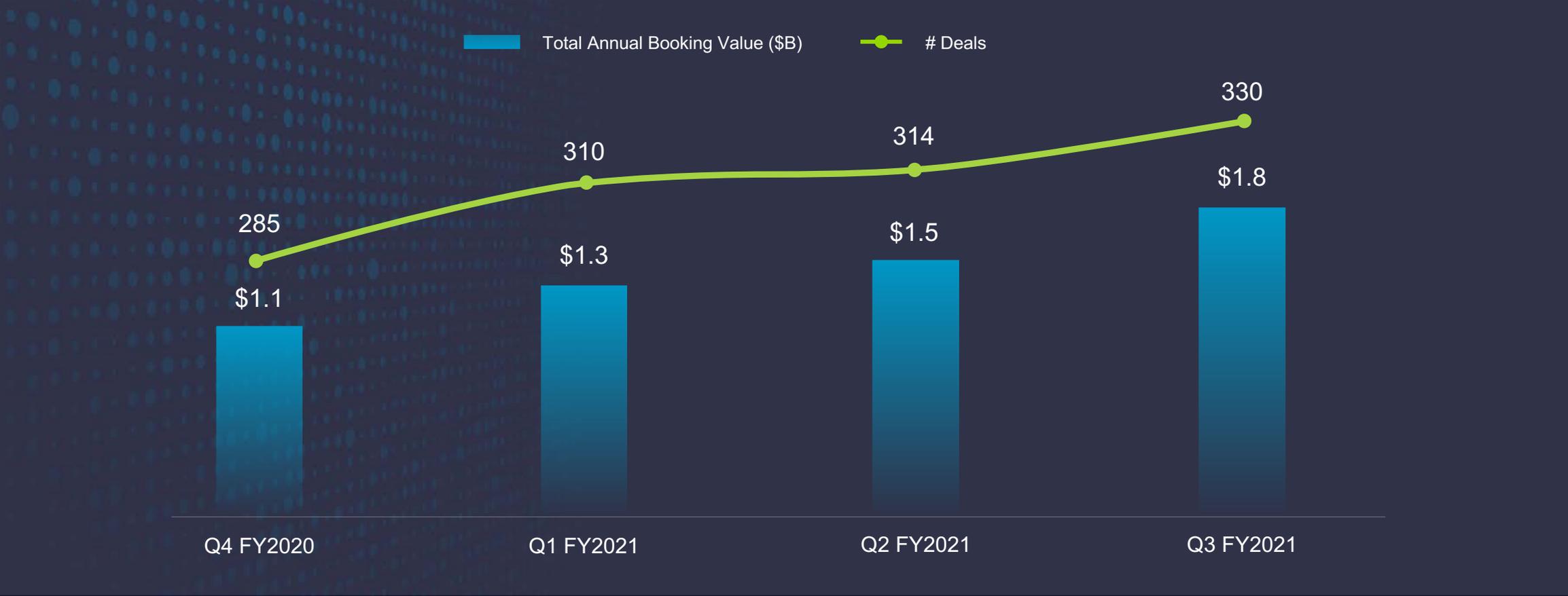
Notes:

(1) Concentration based on ARR (annual recurring revenue), which excludes perpetual licenses, hardware, and professional services. Data as of 8/3/2021. Represents >\$25k in each solution to qualify.

(2) Addressable markets based on Gartner Worldwide Software Markets (2020). Key addressable markets of Application Development (\$13.8B), IT Operations (\$33.9B), Project and Portfolio Management (\$3.6B), and Security (\$49.7B).

# Growing Volume of Large Strategic Deals

Trailing Twelve Month Deals with \$1M+ of Annualized Bookings Value<sup>(1)</sup>



Notes:  
(1) Bookings figures exclude professional services and overages. Data for Strategic customers only.



# Multiyear Bookings Driving Improved Visibility

Trailing Twelve Month Average Deal Duration (in Years)<sup>(1)</sup>



Notes:  
(1) Average duration calculated as total bookings / annual bookings. Bookings figures exclude professional services. Annual bookings value includes booking value for deals <1 year in duration. Duration metric normalizes annual bookings <1 year in duration.

# Annual Recurring Revenue and Backlog Growth Over Time

Total Quarter End Annual Recurring Revenue (\$B)<sup>(1)</sup>



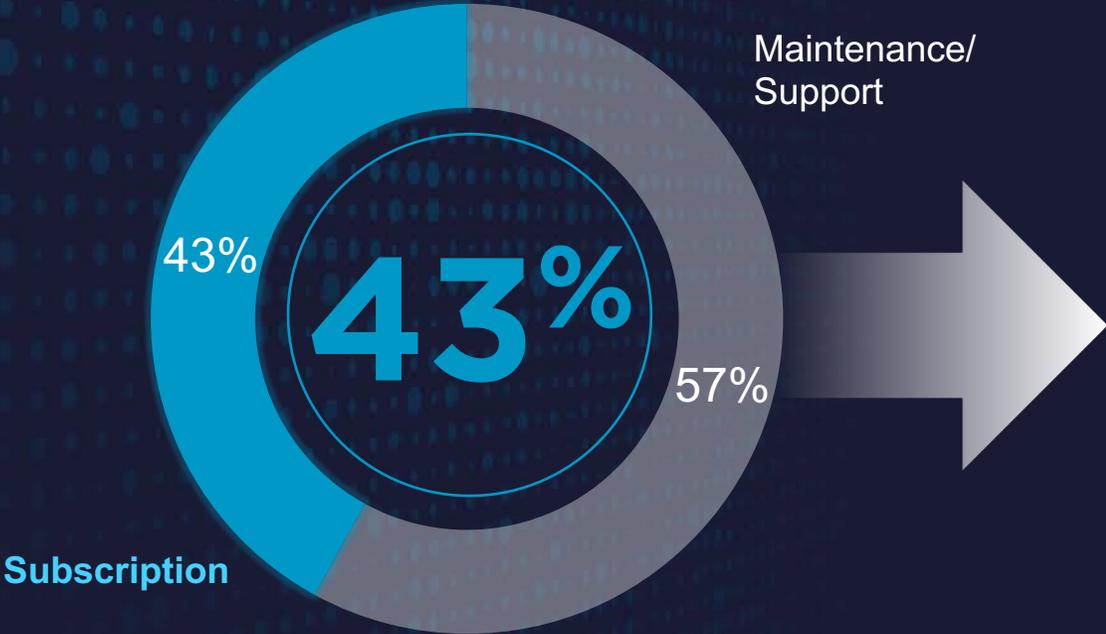
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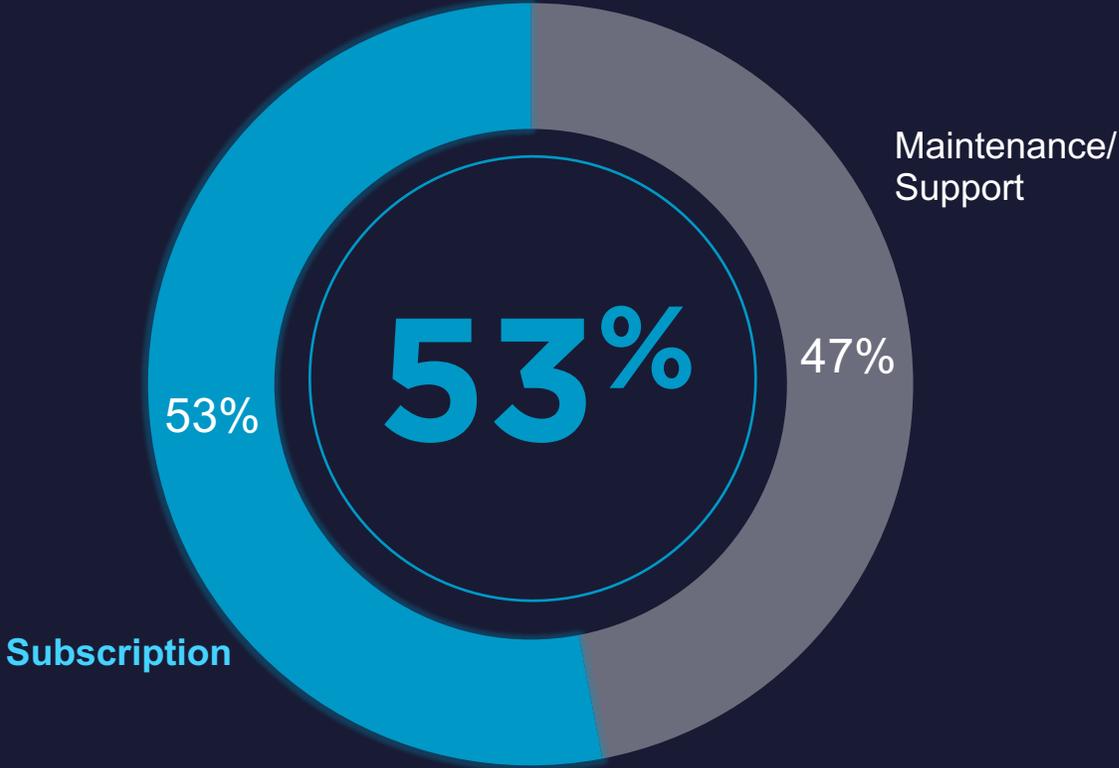
(2) Renewable backlog defined as renewable portion of the total contract value outstanding for all customers.

# Subscription First Model Strengthening Quality of Revenue

Q4'20 Quarter End Mix



Q3'21 Quarter End Mix



Notes:  
- Calculations based on ARR (annual recurring revenue). Calculations exclude perpetual licenses, hardware, and professional services. Data as of 8/3/2021.

# Broadcom Software Financial Model

	CA + Symantec Enterprise (Pre-Acquisition) <sup>(1)(2)(3)</sup>	Broadcom Software (Today) <sup>(4)</sup>
<b>Organic Revenue Growth</b>	<5%	>5%
<b>Gross Margin</b>	~85%	~91%
R&D (% of Rev.)	~17%	~14%
S&M (% of Rev.)	~29%	~7%
<b>Operating Margin (excl. G&amp;A)<sup>(5)</sup></b>	~39%	~70%

Notes:

- (1) Amounts were derived from previously reported non-GAAP information from CA Inc. and Symantec Corporation filings. The information selected was based on the latest fiscal quarter prior to the announcement of each acquisition. A last twelve months (LTM) time frame is used for consistency.
- (2) CA, Inc. financial results were prepared under ASC 605, with LTM results based on the quarter ended June 30, 2018. CA non-GAAP information was adjusted for stock-based compensation, amortization of software costs and intangibles, and other one-time expenses.
- (3) Symantec Enterprise financial results were prepared under ASC 606, with LTM results based on the quarter ended July 5, 2019. Symantec Enterprise gross margin, R&D, S&M and G&A expenses were derived based on Symantec Corporation percentages for the respective categories. The non-GAAP information was adjusted for the fair value of contract liabilities, stock-based compensation, amortization of intangibles, and other one-time expenses.
- (4) Amounts represent Broadcom Software non-GAAP information LTM through Q3'FY2021. Revenue reflects post-transaction accounting adjustments and a business model realignment to focus on strategic accounts including the divestitures of Veracode and Symantec Cyber Security Services. Non-GAAP information was adjusted for stock-based compensation, amortization of acquisition-related intangible assets, restructuring expenses, and acquisition-related costs.
- (5) Corporate G&A expenses are not included in this view.

The year "2021" is rendered in large, bold, blue-outlined numerals. Each numeral is filled with a complex, glowing blue and white network diagram, featuring interconnected nodes and lines, overlaid on a faint grid and a city skyline at night. The background of the slide is a dark blue gradient with a pattern of glowing dots in shades of blue and red, creating a sense of depth and data flow.

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Thank you



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**MAINFRAME  
SOFTWARE DIVISION**

**Greg Lotko**  
General Manager

November 9, 2021



# Greg Lotko

SVP & GM, Mainframe Software Division

## GM for Mainframe at CA / Broadcom since 2018

- Entire career in IT; > 85% in roles involving MF SW or HW
  - > 50% of time in roles involving distributed environments
- IBM, 1988-2017:
  - Director of Db2 for z/OS, IMS, and Information Integration
  - VP for System z, responsible for zEnterprise, z12, and z13 HW releases
  - GM and Engineering VP for Storage HW and SW

## MSD Leadership Team

- > 75 combined years of experience in MF
- > 150 combined years of experience in IT



# The Mainframe is an Essential Platform that Runs the World's Largest Enterprises

## THE PLATFORM USE IS EXPANDING TODAY...

**3.5x**

Growth in MIPS installed capacity in the last decade<sup>1</sup>

**89%**

Of respondents reported growth in MIPS usage in 2020

**34%** reported growth >10%<sup>2</sup>

**91%**

Of business and IT decision-makers say expanding mainframe footprint is a priority<sup>1</sup>

## ...AND IT WILL REMAIN RELEVANT FOR YEARS TO COME

**92%**

See the mainframe as a platform for new growth<sup>3</sup>

**74%**

See the mainframe as a long-term strategic platform<sup>4</sup>

**2x**

Expected increase in number of organizations leveraging mainframe in a hybrid cloud environment in 3 years<sup>5</sup>

<sup>1</sup> IBM Z Day Keynote Presentation, 15 September 2021 <sup>2</sup> 2021 Arcati Mainframe Yearbook, February 2021 <sup>3</sup> BMC, 2021 Mainframe Survey Results  
<sup>4</sup> Deloitte Hybrid Cloud Futures Kit, 2020 <sup>5</sup> IBM Institute for Business Value, Application Modernization on the Mainframe, July 2021

# Mainframe: Strategic for Enterprise IT

IBM Institute for Business Value

## July 2021 Study<sup>1</sup>

Today, **45 of top 50** banks, **4 of top 5** airlines, **7 of top 10** retailers, and **67 of Fortune 100** leverage the mainframe [as their core platform].

**90%** of IT and business executives view mainframe as a growth platform, with **more than half** reporting an increase in transaction volumes over the past 12 months.

Mainframes handle almost **70%** of the world's production IT workloads.

**4 of 5** execs say their organizations need to rapidly transform to keep up with competition, which includes modernizing mainframe-based apps and adopting a more open approach.



## April 2021 Study<sup>2</sup>

**88%** project the mainframe will have a continuing role for next decade.

**87%** view the mainframe as competitive advantage.

**87%** consider the mainframe as integral to their cloud strategy.

**86%** indicate the mainframe is critical to the operation of their organization

**77%** of executives / Board of Director members understand the cybersecurity value that the mainframe provides.

Deloitte.

## 2021 Study<sup>3</sup>

**66%** would never fully replace mainframe with cloud-only.

**91%** view expanding the mainframe as a critical priority

**90%** of hybrid or multi-cloud applications leverage the mainframe platform.

In two years, organizations expect a **12%** increase in applications and **9%** increase in data residing on the mainframe as they shift to hybrid.

**Data, Transaction, Process, Security, Compliance Sensor data, and Open-source-oriented** application patterns are the best fit for the Mainframe platform in hybrid environments.

McKinsey & Company

## June 2020 Article<sup>4</sup>

Mainframes **outperform** multi-tier modernized applications.

Mainframes are likely to **remain** a part of the insurance portfolio **for decades** to come

Even companies that try to move to the cloud will likely still use mainframes



## August 2019 Study<sup>5</sup>

Orgs that invest in a transformative mainframe strategy see big paybacks, gaining **6x ROI** from their efforts

Those investing in a transformation mainframe are driving almost **20%** lower cost of operations, **52%** faster development lifecycle, and **96%** faster detection of potential security breaches.

<sup>1</sup> Granger, John, Aparna Sharma, Anthony Marshall, and Smitha Soman. "Application modernization on the mainframe: Expanding the value of cloud transformation." IBM Institute for Business Value. July 2021.

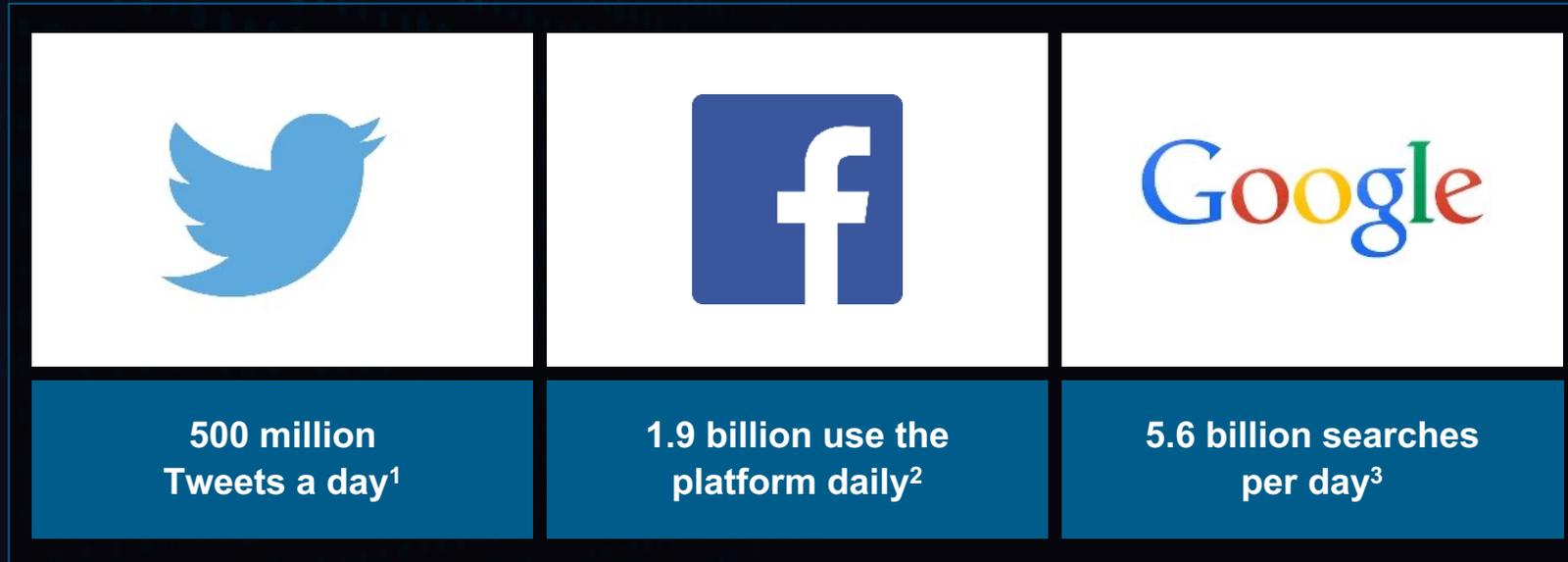
<sup>2</sup> EMA (The Role of the Mainframe in a Hybrid Cloud World) / April 2021 Study

<sup>3</sup> Deloitte (Hybrid Cloud Futures Kit) / 2020

<sup>4</sup> McKinsey & Company (Top ten myths of technology modernization in insurance) / June 2020

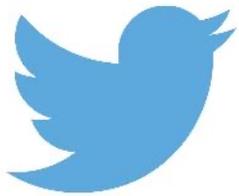
<sup>5</sup> IDC Study (Business Value of Transformative Mainframe) August 2019 Study

# Scale and Volume in Context

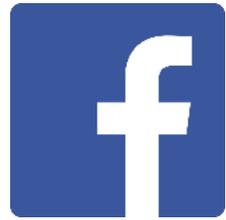


<sup>1</sup> David Sayce, "the Number of Tweets per Day in 2020," <https://www.dsayce.com/social-media/tweets-day/> <sup>2</sup> Omnicore, "Facebook Stats by the Numbers," <https://www.omnicoreagency.com/facebook-statistics/> <sup>3</sup> Meg Prater, "25 Google Search Statistics to Bookmark ASAP," <https://blog.hubspot.com/marketing/google-search-statistics> <sup>4</sup> Peter Ritten, IDC, "Mainframe 2020: A Catalyst for Transformation"

# Scale and Volume in Context



500 million  
Tweets a day<sup>1</sup>



1.9 billion use the  
platform daily<sup>2</sup>



5.6 billion searches  
per day<sup>3</sup>



One z15 handles **ONE**  
**TRILLION** transactions a day

“There is no platform that can conduct the same number of transactions per second with the high availability and security that mainframe supplies.”<sup>4</sup>

<sup>1</sup> David Sayce, “the Number of Tweets per Day in 2020,” <https://www.dsayce.com/social-media/tweets-day/> <sup>2</sup> Omnicore, “Facebook Stats by the Numbers,” <https://www.omnicoreagency.com/facebook-statistics/>

<sup>3</sup> Meg Prater, “25 Google Search Statistics to Bookmark ASAP,” <https://blog.hubspot.com/marketing/google-search-statistics>. <sup>4</sup> Peter Rutten, IDC, “Mainframe 2020: A Catalyst for Transformation”

# How and Why Mainframes Excel



- Mainframe's sweet spot for workloads:
  - Volume / scale / throughput
  - High I/O “chatty” apps
  - Variable demand
  - Security and reliability
- World's fastest commercial processor at 5.2 GHz<sup>1</sup>
- 3.16 seconds of downtime a year (99.99999% availability)<sup>2</sup>
- Data privacy (total pervasive encryption)<sup>2</sup>
- Standard 19" rack form factor<sup>3</sup>

<sup>1</sup> The Linley Group, IBM z15: A Modern Mainframe Chip, [https://www.linleygroup.com/newsletters/newsletter\\_detail.php?num=6218&year=2020&tag=3](https://www.linleygroup.com/newsletters/newsletter_detail.php?num=6218&year=2020&tag=3)

<sup>2</sup> IBM, IBM Unveils z15 With Industry-First Data Privacy Capabilities, <https://newsroom.ibm.com/2019-09-12-IBM-Unveils-z15-With-Industry-First-Data-Privacy-Capabilities>

<sup>3</sup> IBM, IBM z15 Data Sheet, <https://www.ibm.com/downloads/cas/NN7GBP11>

# Who Uses the Mainframe: Essential Platform for Global Business

67 of the Fortune 100 companies leverage the mainframe as their core platform<sup>1</sup>

45 of the  
top 50 banks<sup>1</sup>

## Banking

Support millions of transactions, from balance inquiries to transfers, in real time

All Top-10 insurers  
worldwide<sup>2</sup>

## Health Insurance

Guarantee security of personal health information while enabling members to access their information from anywhere via mobile devices

4 out of 5 Largest  
US Government  
Executive  
Departments<sup>3</sup>

## Government

Scale to manage 10x or greater surge in use during COVID-19

7 of the top 10  
global retailers<sup>1</sup>

## Retail

Manage inventory levels real-time to provide accurate information on stock levels

4 of the top  
5 airlines<sup>1</sup>

## Airlines

Manage ticketing systems, including booking and availability  
Run Flight Operating Systems

5 of the top  
5 global auto  
companies<sup>3</sup>

## Automotive

Manage complex supply chain of thousands of components required to make automobiles

<sup>1</sup> IBM Institute for Business Value, Application Modernization on the Mainframe, July 2021 <sup>2</sup> IBM, "IBM Z fundamentals: An introductory Q&A, February 2020, <https://developer.ibm.com/articles/what-is-ibm-z/>  
<sup>3</sup> Internal Broadcom analysis

# Broadcom Mainframe Software Leading a \$7B+ Market

"The mainframe software market remains a stable, **\$7B+** opportunity for the foreseeable future, with new technology solutions enabling modernization of the platform. **Broadcom is #1 or #2** in the software markets in which they compete."

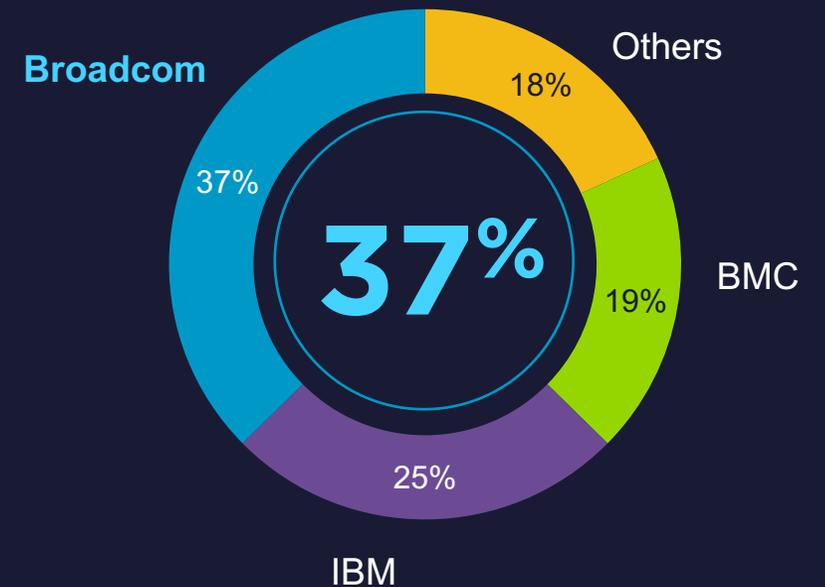


**Stephen Elliott**

*Group Vice President, I&O, Cloud Operations, and DevOps IDC*

<sup>1</sup> Gartner, Market Share: All Software Markets, Worldwide, 2020, AD Mainframe Tools and ITOM Mainframe Tools Sub-segments

Gartner Overall Market Share  
CY2020 Market Share



Pie chart created by Broadcom based on Gartner research. Source: Gartner, "Market Share: All Software Markets, Worldwide, 2020", Neha Gupta, Supradip Baul, Shailendra Upadhyay, Varsha Mehta, Satyam, Rahul Yadav, Krishnendu Bal, Chandini Bakshi, Vanitha Dsilva, Amarendra, Fabrizio Biscotti, Bindi Bhullar, Alan Dayley, Laurie Wurster, Chandra Mukhyala, Brandon Medford, John Kostoulas, Chris Pang, Balaji Abbabattula, Sharat Menon, Alys Woodward, Eric Hunter, Kevin Quinn, Jim Hare, Craig Roth, Julian Poulter, Yanna Dharmasthira, Mark Wah, Mark Driver, Lawrence Pingree, Swati Rakheja, Rustam Malik, Nat Smith, Ruggero Contu, Elizabeth Kim, John A. Wheeler, April 14, 2021

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# Broadcom Mainframe Software Value Proposition

## THE BUSINESS VALUE OF TRANSFORMATION

**6x**

More benefit than costs achieved by companies transforming and integrating their mainframe

**19%**

Average reduction in mainframe cost of operations for companies that transform

**64%**

More frequent customer application updates through transformative DevOps practices

## THE BROADCOM ADVANTAGE

**40%**

Reduction in manual effort through automation of tasks such as data correlation, monitoring, and reporting with Broadcom software

**87%**

Of developers use open source tools, and Broadcom's solutions are built on an open strategy

**60%**

Of our core customers have engaged with our beyond-code initiatives, helping them enable innovation and realize more value from their investments in mainframe

**Embrace Open**

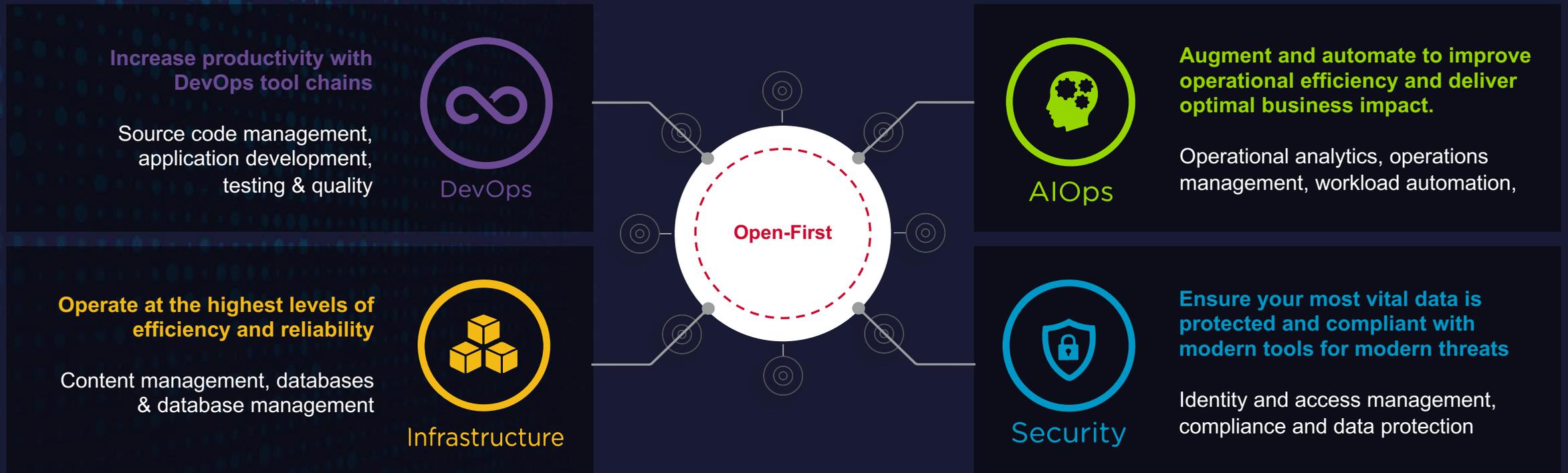
**Enhance Your Hybrid Cloud**

**Partner for Success**



Source: IDC, "The Business Value of the Transformative Mainframe," August 2019

# Market-leading Solutions for Extending Mainframe Value



## Modern User Experience

# Fostering a Vibrant Mainframe Community

## OPEN SOURCE FOR MAINFRAME



Code4

## EDUCATION



# Value that Goes Beyond Code

Partnership Initiatives Launched Since Broadcom Acquisition

**Vitality  
Residency  
Program**



**No-cost  
Online  
Education**



**Mainframe  
Insights for  
Executives**



**Custom MRI  
Assessments**



**Expert  
Change  
Planning  
Program**



**Win-No-Fee  
Services  
Program**



**Mainframe  
Consumption  
Licensing**



**Design Thinking  
Workshops**



# Cross-platform Integration: A Key Broadcom Differentiator



## ENABLING MODERN DEVELOPMENT

A leading UK retail bank implemented a cross-platform DevOps solution that allowed mainframe developers to use tools of their choice. Next-gen developers can choose to work with their enterprise Git repository while traditional developers can continue to use legacy 3270 interfaces. This provides them a low-cost, low-risk option for modernizing in-place.



## ZERO TRUST: REDUCING RISK AND ENSURING COMPLIANCE

Our mainframe security solutions enable implementation of “Zero Trust” principles on the mainframe that can be extended to distributed environments through integration with Symantec products. For example, our mainframe multi-factor authentication can be configured to run on one enterprise-level MFA system. Our privileged access management solution helps minimize unauthorized breaches by requiring users to request temporary elevated status before accessing sensitive information



## ELIMINATING HUMAN ERROR THROUGH AUTOMATION

A leading US telco implemented our cross-platform, cross-vendor automated SLA management solution to help predict potential SLA breaches. By integrating our solution, the mainframe workload schedulers, and their enterprise service ticketing, they eliminated human error, modernized, and achieved a 90% reduction in manual effort

The year "2021" is rendered in large, bold, blue-outlined numerals. Each numeral is filled with a complex, glowing blue and purple network of lines and nodes, resembling a data visualization or a city skyline at night. The background of the entire slide is a dark blue gradient with a pattern of small, glowing dots in shades of blue and red, creating a sense of depth and digital connectivity.

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Thank You



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ENTERPRISE SOFTWARE  
DIVISION OVERVIEW

**Serge Lucio**  
General Manager

November 9, 2021



# Serge Lucio

Vice President and General Manager, Enterprise Software Division (ESD)

## Product Management, Strategy, and M&A

- Automated Software Quality
- Agile and Project and Portfolio Management
- Application Performance Management and Network Observability
- Cloud & DevOps
- Mainframe Software

## M.S. in Computer Science from TELECOM Nancy

- Multiple patents in the Software Test Automation space



# We Help Strategic Customers INNOVATE and OPERATE



IDEAS

AUTOMATION

INNOVATE

OPERATE



OUTCOMES



DevOps toolchains enable development and operations teams to deliver new and updated applications faster. They can include dozens of unintegrated tools, which makes automation a complex and arduous task. Our 2019 DevOps survey found that **organizations have, on average, 28 toolchains**, which represents a huge undertaking to create and maintain.

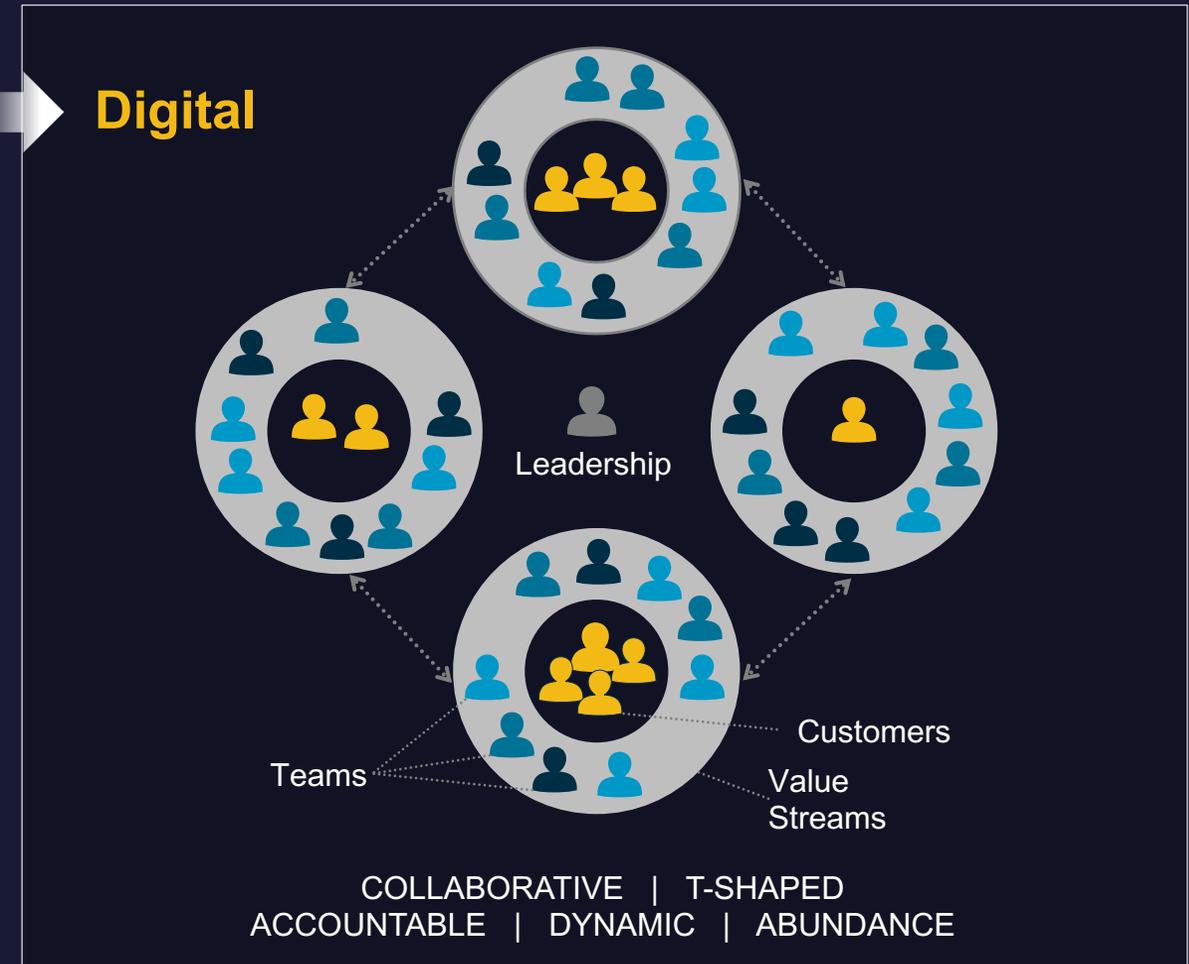
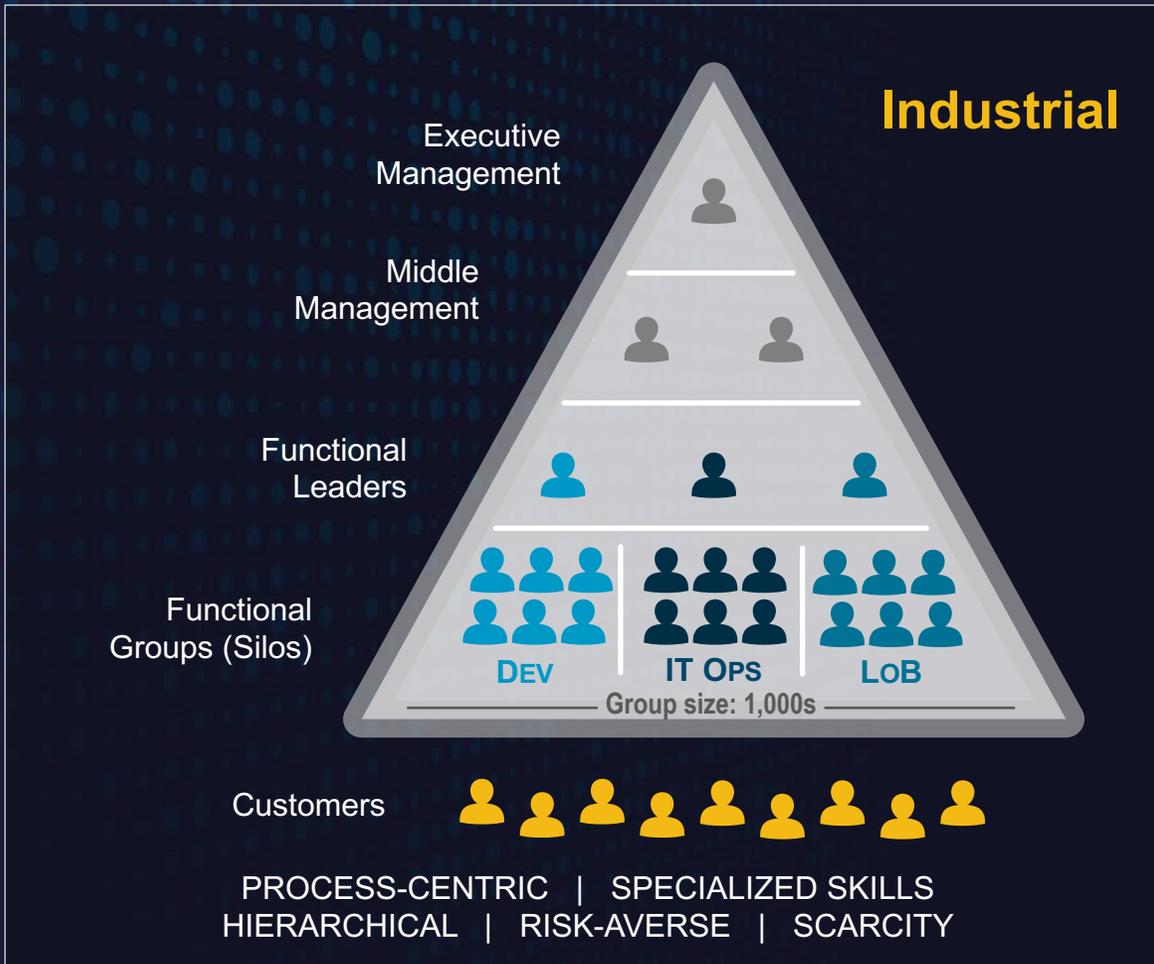
Gartner, Hype Cycle for Agile and DevOps, George Spafford, Joachim Herschmann, – July 12, 2021



Few enterprises have Information & Technology (I&T) **operating models in place that actually align to their desired outcomes.** As a result, most enterprises will move slower than they had hoped, deliver less value and feel a growing sense of frustration.

Source: Gartner, Overcoming Digital Business I&T Operating Model Challenges: Performance and Talent, Donna Scott, February 23, 2021

# Innovation Requires an Agile Operating Model

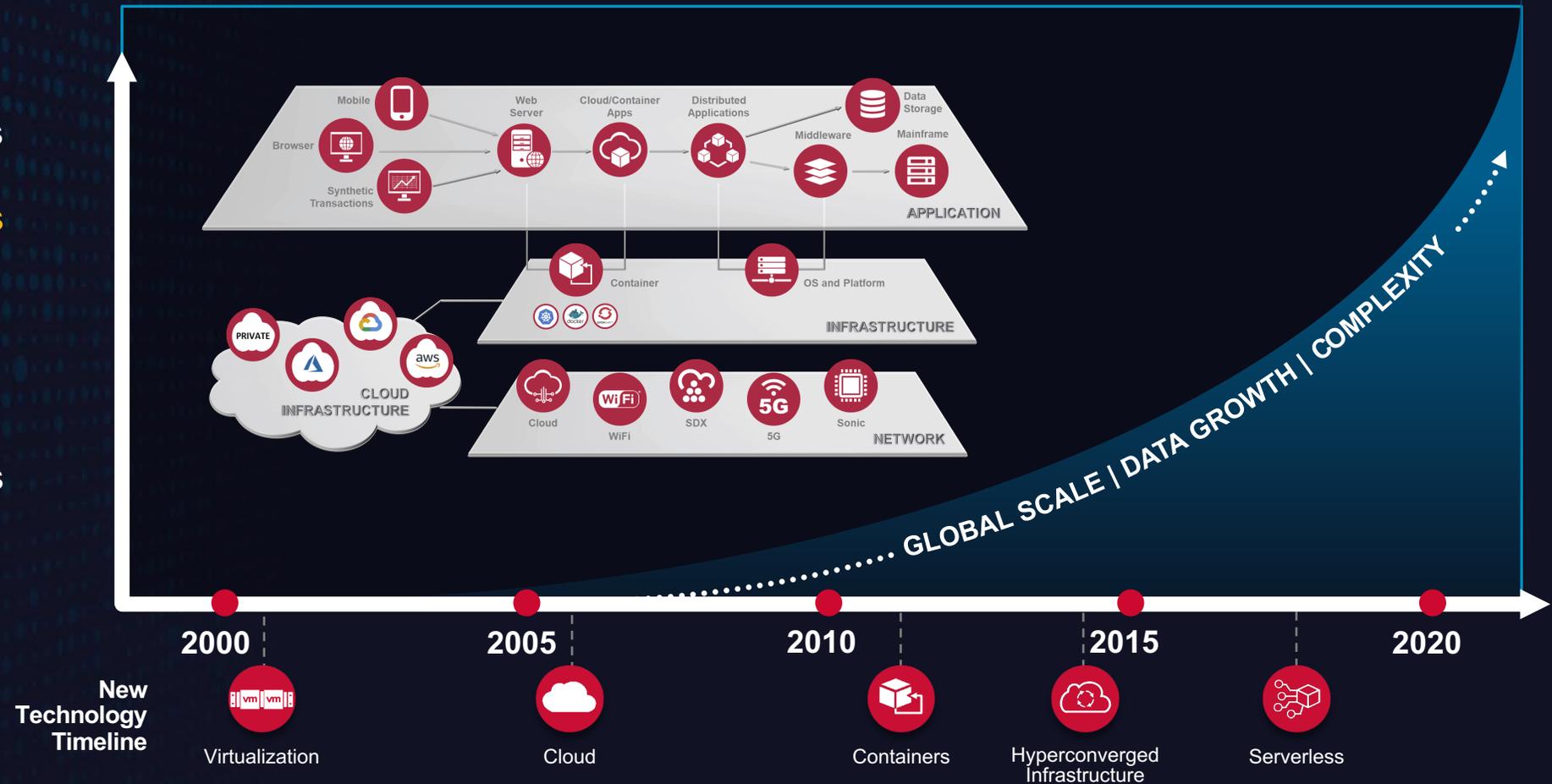


# IT Operations Requires an Agile Operating Model

AUTOMATED | INTELLIGENT | SELF-HEALING

“ There is no future of IT operations that does not include AIOps. This is due to the **rapid growth in data volumes and pace of change** (exemplified by rate of application delivery and event-driven business models) that cannot wait on humans to derive insights.

Gartner, Market Guide for AIOps Platforms, Pankaj Prasad, Padraig Byrne, Josh Chessman, 6 April 2021



# We Help Strategic Customers Transform Their Operating Model

## PRODUCT OWNERS

## OPERATIONS MANAGERS

### VALUEOPS

### AIOPS

 **BROADCOM**  
SOFTWARE Clarity, Rally

 **BROADCOM**  
SOFTWARE DX NetOps



IDEAS

AUTOMATION

INNOVATE

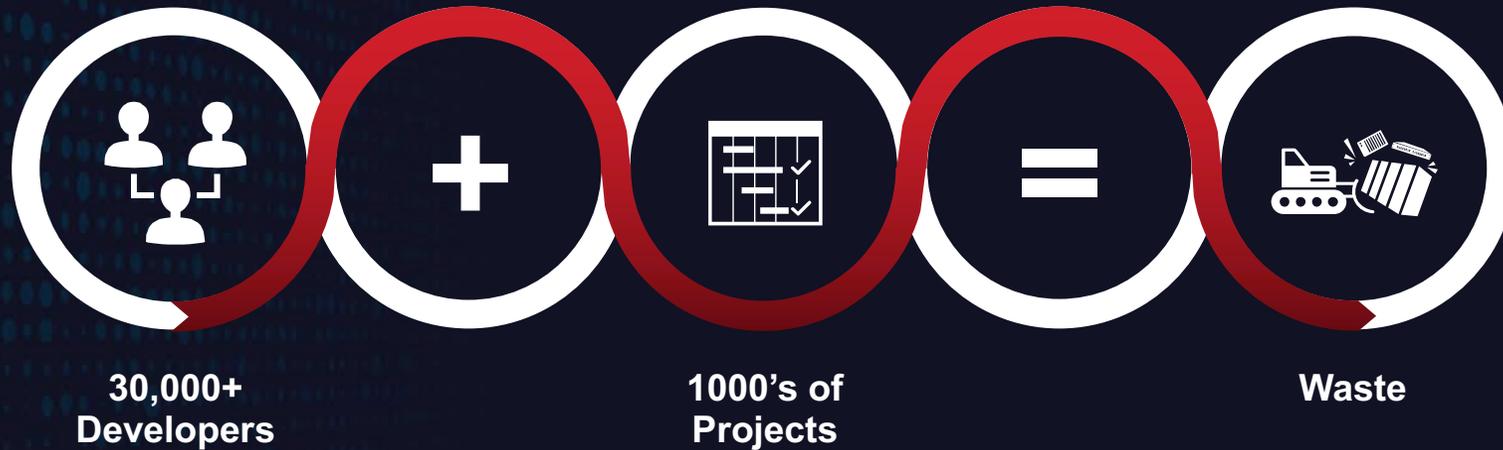
OPERATE



OUTCOMES



# Challenge: Consistently Deliver Maximum Customer Value



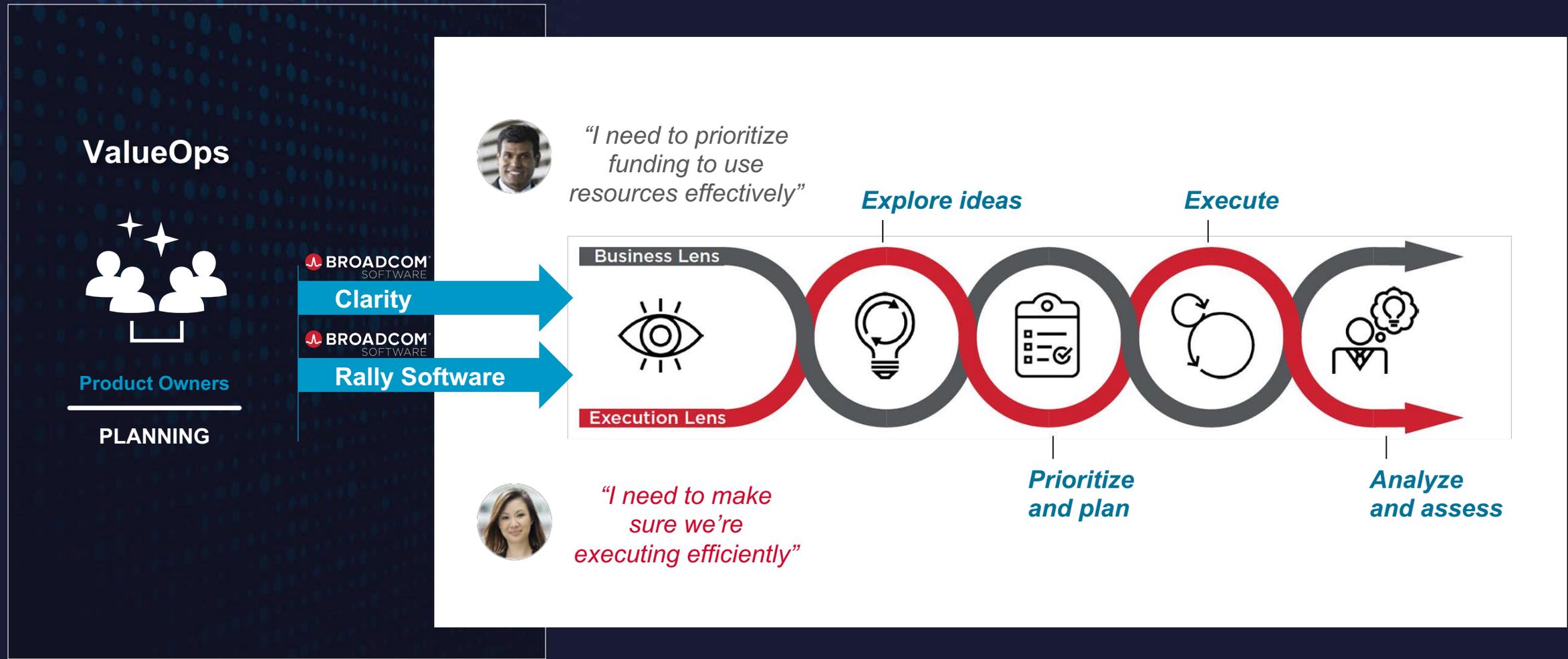
## Key business and IT stakeholders...

- Have very limited visibility into and across projects status
- Can't assess business alignment or make course corrections
- Struggle to fully understand the value being delivered

**\$1,000,000**

is wasted every 20 seconds due to the gaps between strategy, design, and delivery

# Clarity and Rally Software Drive Value Stream Alignment and Shared Visibility





PREDICTABILITY

All **722 product teams** scored in the **top 25%** for predictability, responsiveness, and productivity

 **BROADCOM**<sup>®</sup> CLARITY, RALLY  
SOFTWARE

# End-to-End Value Stream Management Across the Entire Organization



**Enterprise-wide,  
Real-time Insights**

+



**Value Measurement  
and Creation**

+



**Resources Aligned to  
Business Priorities**

=



**Optimal Value  
Delivery**

## Key business and IT stakeholders need...

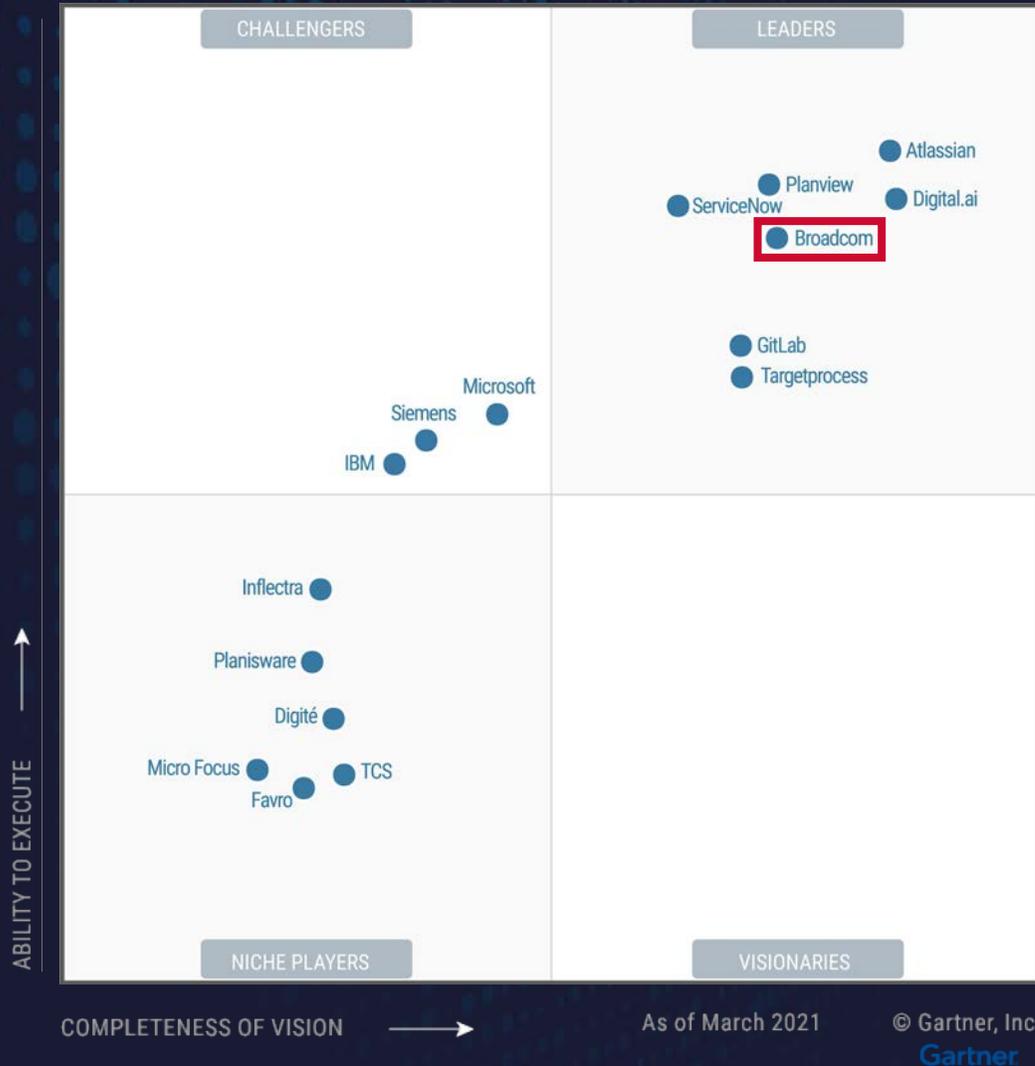
- Shared insights across the enterprise into both business decisions and the Agile software development process
- Improved prioritization, strategic investment planning, and digital product management
- Resources and capacity synchronized with business priorities

## So They Can...

- Enhance decision-making and improve risk management
- Deliver digital transformation with maximum impact
- Increase cost efficiency, fund their most valuable investments, and measure the ROI of their decisions

# Clarity and Rally Software

# Industry Leading Solutions



For five years running we've been recognized by Gartner® as a leader in the **Magic Quadrant™ for Enterprise Agile Planning Tools.**

Gartner, Magic Quadrant for Enterprise Agile Planning Tools, Bill Blosen, Mike West, Deacon D.K Wan, Akis Sklavounakis, Keith Mann, Wan Fui Chan, Hassan Ennaciri, 20 April 2021

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# Challenge: Rapidly Resolve Critical Issues Before They Impact Users



## IT Operations Teams...

- Have too much data from too many disparate tools
- Have too many alarms to prioritize, critical alarms get lost
- Do not use domain experts' time effectively or efficiently
- Are unable to address critical issues; customers are impacted

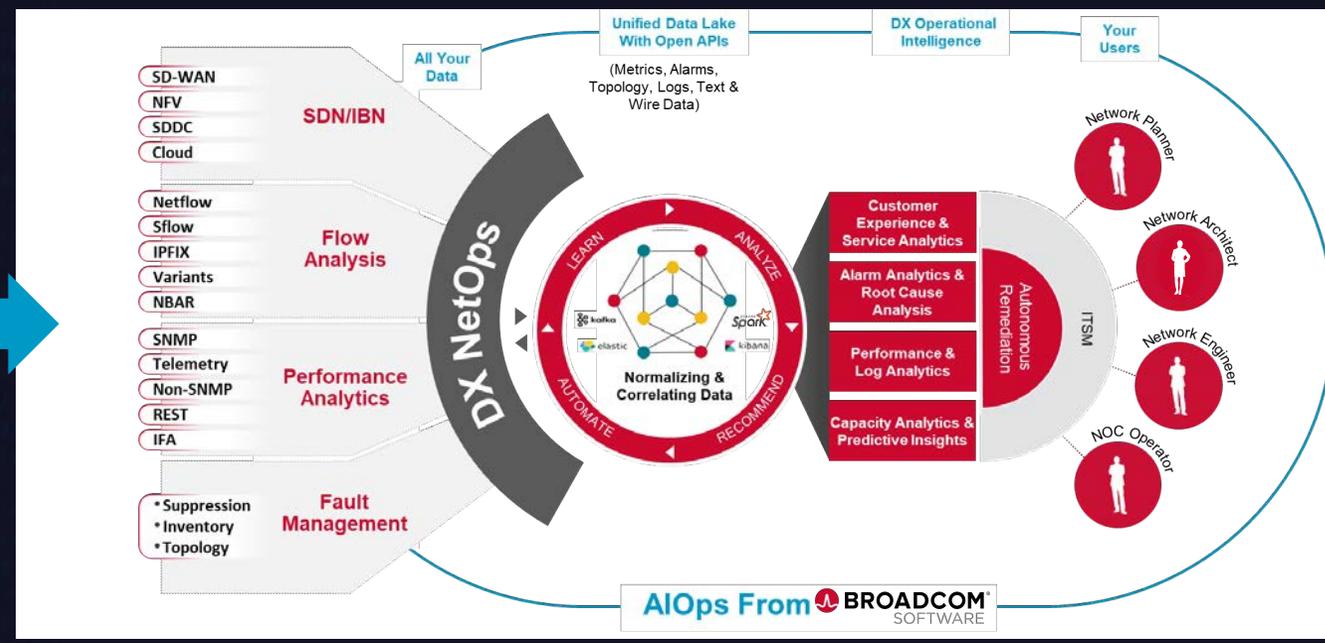
# 8.4 hours

Is the average MTTR or mean-time-to-resolution; how quickly can your teams find and fix issues that impact customer experience

# DX NetOps Drives Operational Excellence for Superior User Experience

**AIOps**  
  
**Operations Managers**  
**IT OPERATIONS**

**Analytics**



**Speed**

Analyze 100k+ alarms in realtime to identify the ones that matter

**Scale**

Effectively manage exponentially increasing number of elements

**Customer Centricity**

Correlate data to understand customer impact and prioritize response

# O<sub>2</sub>

A *Telefonica* company

## RELIABILITY

Broadcom's **multi-vendor SD-WAN** monitoring capabilities have enabled us to offer **new, differentiated service offerings** to our customers.

 **BROADCOM**<sup>®</sup> DX NetOps  
SOFTWARE

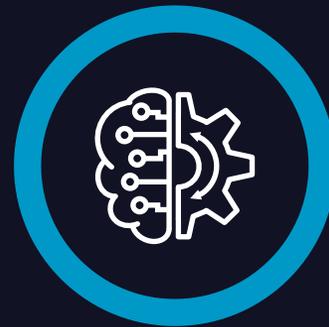
# Data, Context, & Intelligent Remediation for Operational Excellence @ Scale



**Unified  
Relevant Data**



**Impact Quantified  
with Context**



**Intelligence Paired  
with Automation**



**Superior Customer  
Experience**

## IT Operations Teams Need...

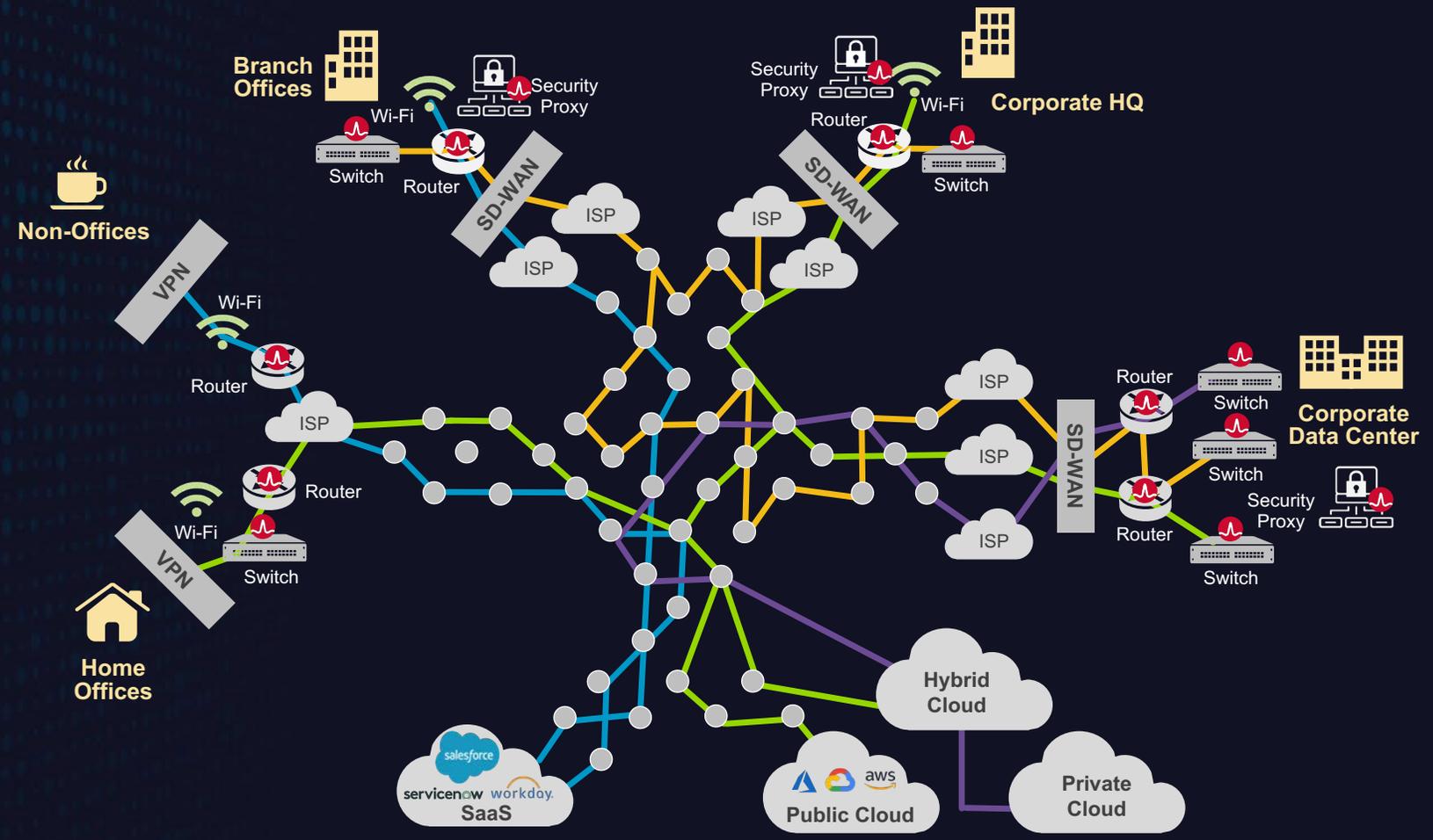
- Unified data lake combining logs, telemetry, alarms, and topology data
- One contextualized set of data provides a business service centric view of operations
- Automation combined with intelligence for predictive incident avoidance

## So They Can...

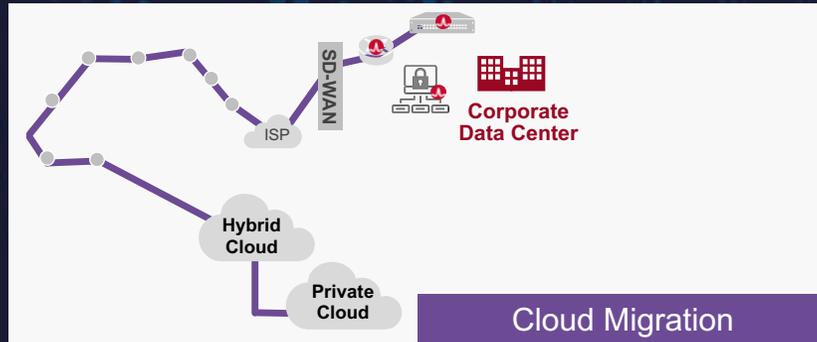
- Gain the context they need to understand customer impact of events and alarms to prioritize their efforts
- Correctly identify what's causing service disruption in real time, react more quickly when things go wrong
- Evolve their operations towards self-driving

# Hyper-Connected Business Demands a New Approach to Network Observability

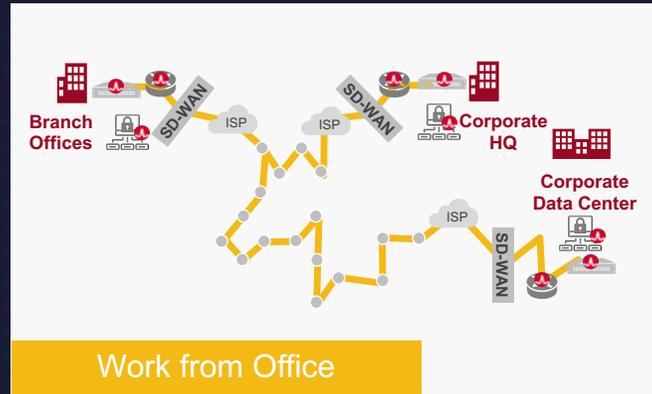
- SaaS Adoption
- Cloud Migration
- Work from Anywhere
- Work from Office



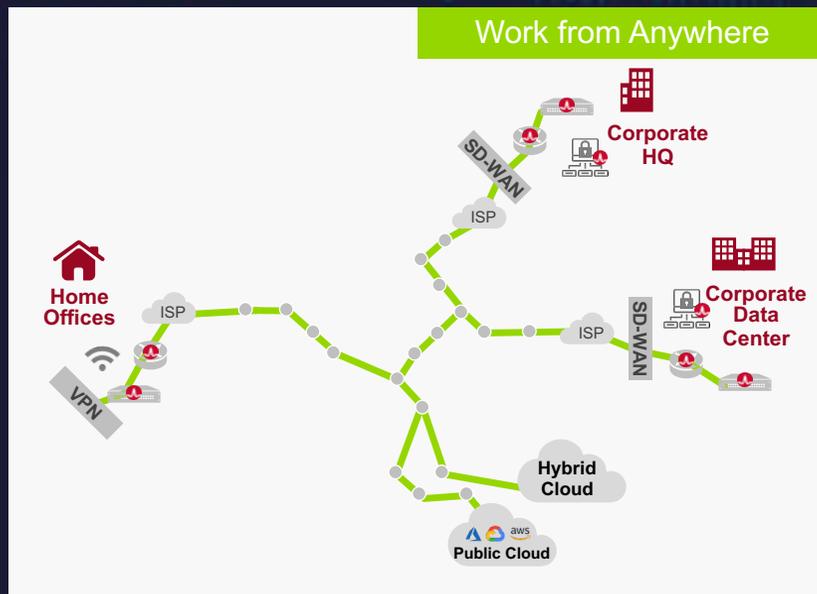
# End-to-End Internet Visibility for Optimal Digital Experience



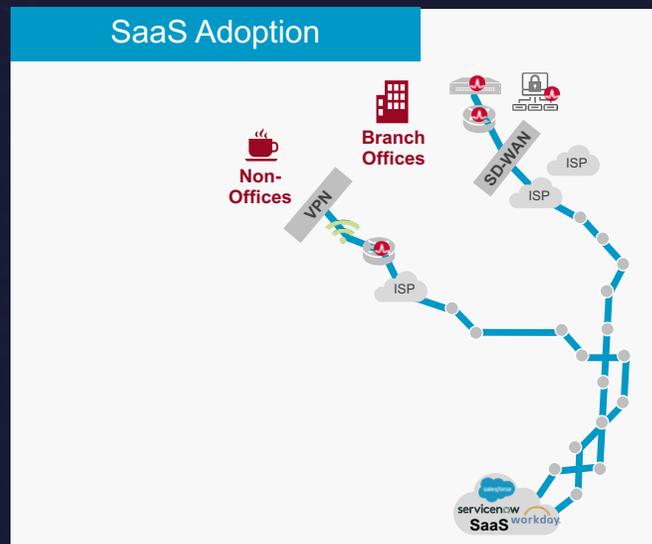
Cloud Migration



Work from Office



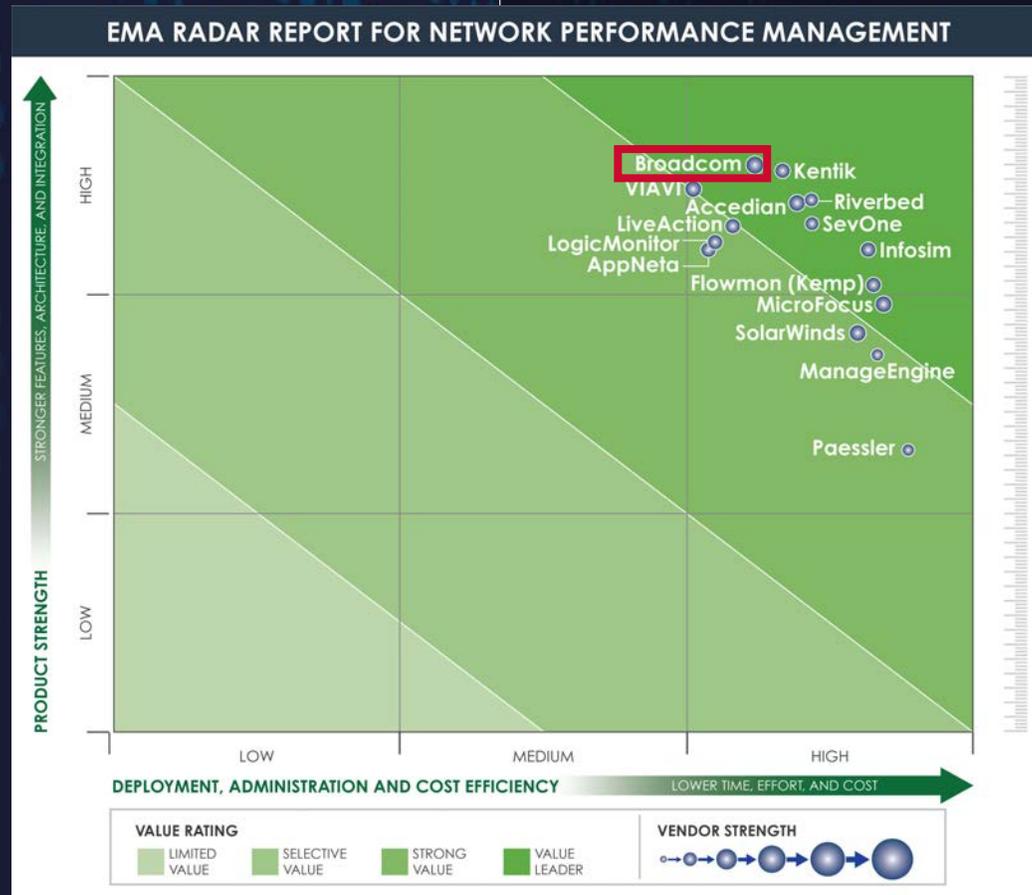
Work from Anywhere



SaaS Adoption

- Analyze end-to-end global network interactions with public / hybrid cloud or SaaS-hosted apps
- Monitor public networks external to organization's firewall
- Identify whether end-user experience issues are a result of local network, global network, or application disruptions

# DX NetOps | Industry Leading Solution



Broadcom is ranked a Value Leader with the **Highest Vendor Strength Score** because they push the limits of modern network monitoring with features like **chipset network visibility, high-scale** and one of the strongest suites of **network analytics capabilities** in the industry.

**Shamus McGillicuddy**

Vice President, Enterprise Management Associates (EMA)

# We Uniquely Guide and Accelerate the Transition to an Agile Operating Model

**BROADCOM** SOFTWARE Clarity, Rally

**BROADCOM** SOFTWARE DX NetOps

## ANALYTICS

**75%+** better resource utilization

**50%** less misaligned work

**90%** faster MTTR

**70%** fewer service tickets



IDEAS

AUTOMATION

INNOVATE

OPERATE



OUTCOMES

- Optimal Value Delivery
- Superior Customer Experience

## SCALE

**37,000** agile developers

**500,000** alerts per day

**30TB** of logs per day

## OPEN PLATFORM





2021

The number '2021' is rendered in a large, bold font. Each digit is filled with a blue-tinted image of a city skyline at night, overlaid with a network of glowing white lines and nodes, suggesting a digital or financial theme.

INVESTOR DAY

Thank you



2021

INVESTOR DAY

November 9, 2021



# INVESTOR DAY

**SYMANTEC  
ENTERPRISE DIVISION**

**Rob Greer**  
VP & GM

November 9, 2021



# Rob Greer

VP & GM, Symantec Enterprise Division

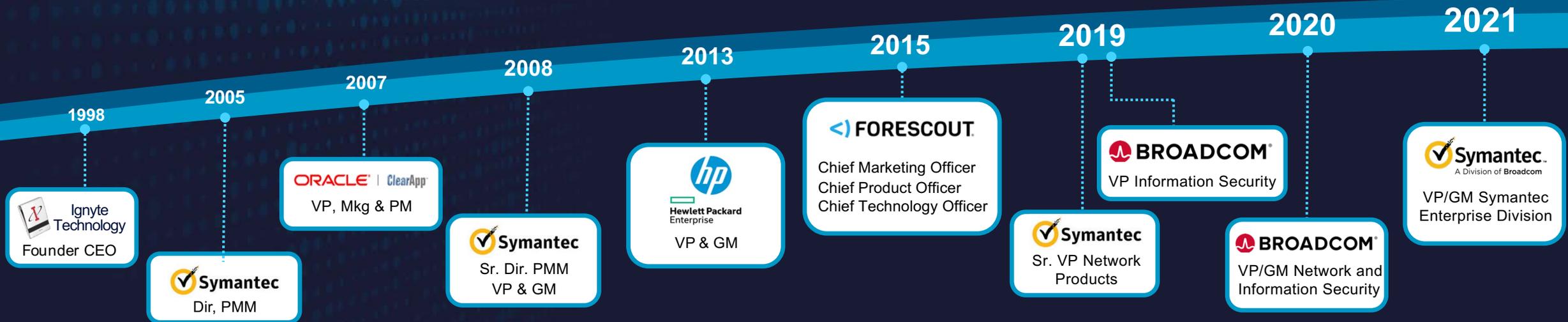
30-year IT career, primarily in enterprise security

- Symantec/Broadcom – GM of Network and Information Security
- Forescout – Chief Product Officer/Chief Marketing Officer/CTO
- HP Enterprise – VP and GM, TippingPoint Security
- Oracle – VP, Marketing and Product Management

## SED Leadership Team

- 100+ combined years of experience in security
- 150+ combined years of experience in IT

Many other senior leaders in SED have spent long and visible careers in security



# Before Broadcom: Symantec Served Everyone Equally

**INDIVIDUAL  
CONSUMER**

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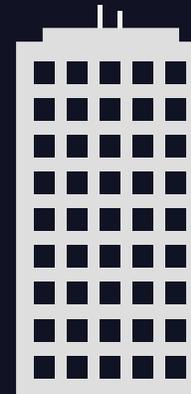
**SMALL/MEDIUM  
BUSINESS**

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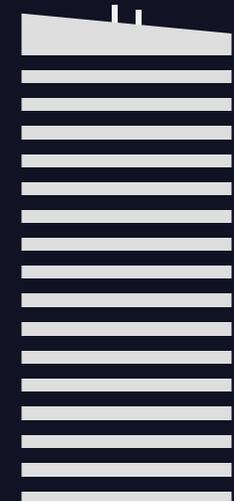
**MID-SIZED  
ENTERPRISE**

---



**LARGE  
MULTINATIONAL  
ENTERPRISE**

---



# Now Laser Focused on Large Multinational Enterprises



Large and Expanding IT Budgets

Hybrid/Multi-Cloud Approach



Complex IT Infrastructure

Regulated



Heterogeneous Environments

Risk-Averse



# Our Focus on the Large Enterprise Is Working

**228** customers  
in the **Fortune 500**

---

**773** customers  
in the **Global 2000**

---

**68%** of our **Global 2000** customers  
have products from at least 2 of  
our franchises

- **Endpoint**
- **Network**
- **Information**
- **E-Mail**

## Symantec Protects

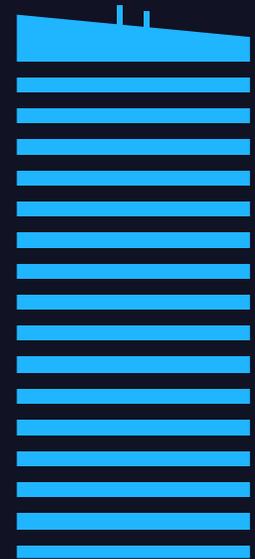
- **18** of the top **18** banks globally
  - **10** out of **10** of the top telecom companies globally
  - **10** out of **10** of the top automakers globally
- 

## Increased Adoption & Investment

- **150M+** enterprise users deployed
- **40%+** YoY cloud usage growth since 2019
- **20%+** reinvestment of revenue in R&D

## LARGE MULTINATIONAL ENTERPRISE

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# The Industry Analysts Are Starting to Notice

FORRESTER®

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Symantec, a division of Broadcom, is a **Leader** in the Forrester Wave for **Unstructured Data Security Platforms**.

FORRESTER®

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Symantec, a division of Broadcom, is a **Leader** in the Forrester Wave for **Cloud Security Gateways**.

IDC

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*“By assembling organically developed and inorganically acquired technologies, **Broadcom integrates** secure web gateway, CASB, ZTNA, DLP, UEBA, and browser isolation, **without having to manually stitch together a multi-vendor solution.**”*

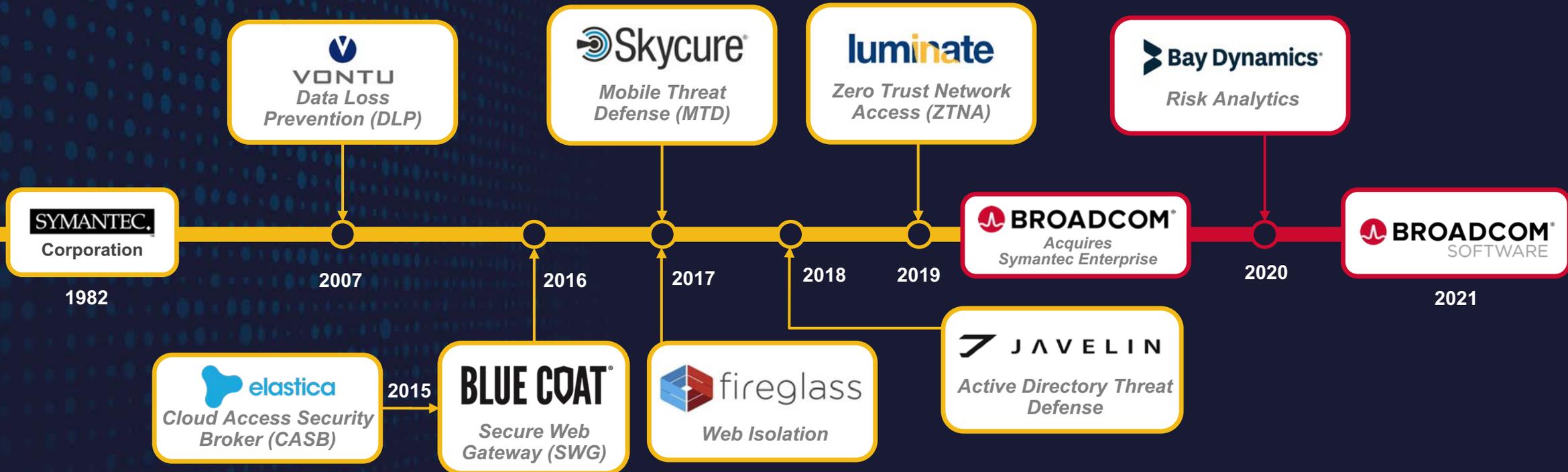
*Unified policy controls and multiple deployment and licensing options, help **Broadcom customers realize the promise of SASE.**”*

Source: May 2021, The Forrester Wave™: Unstructured Data Security Platforms, Q2 2021

Source: May 2021, The Forrester Wave™: Cloud Security Gateways, Q2 2021

Source: Frank Dickson, Program Vice President, Security & Trust, IDC

# Symantec's Enterprise Cybersecurity Portfolio Took Years to Assemble



1,400 ENGINEERS | 300+ SECURITY RESEARCHERS  
~2,000+ PATENTS | 11 TRILLION ELEMENTS OF TELEMETRY

# Innovation Has Accelerated Since Joining Broadcom



## Comprehensive Endpoint Protection

Endpoint Security Complete



## Simplified Cloud Migration

Web Protection Suite



## Customized Ransomware Protection

Adaptive Security



## BYOD Cloud Security

Mirror Gateway



## Modern Cloud Infrastructure

Symantec on Google Cloud



# Symantec Enterprise Cloud, Built on Google Cloud Platform



Rebuilt from the ground up for Google Cloud



Dramatically increased scalability



Excellent customer experience and data locality in every geography



Symantec expertise focused on security, not infrastructure



WE JUST RECEIVED A GOOGLE CLOUD 2021  
**CUSTOMER OF THE YEAR**  
AWARD FOR “CROSS-INDUSTRY” <sup>1</sup>

# Symantec Enterprise Cloud: Data-Centric Hybrid Security



Endpoint Security | Network Security | Information Security | E-Mail Security

**CONSISTENT COMPLIANCE**

**ENABLE REMOTE WORK**

**DATA & THREAT SECURITY EVERYWHERE**

# Key Challenges for Enterprises



## COMPLIANCE REQUIREMENTS PRESENT MATERIAL RISK

---

- 40% of IT budgets consumed by compliance obligations<sup>1</sup>
- Point solutions can't deliver accurate controls across the infrastructure
- Companies fined more than \$1B in 2021 for GDPR violations<sup>2</sup>

# Key Challenges for Enterprises

## COMPLIANCE REQUIREMENTS PRESENT MATERIAL RISK

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## SAFELY ENABLING A REMOTE WORKFORCE

---

- “Disappearing perimeter,” accelerated by COVID-19
- Sensitive enterprise apps and data are everywhere
- Devices accessing corporate apps & data are not all enterprise-controlled

# Key Challenges for Enterprises

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## SAFELY ENABLING A REMOTE WORKFORCE

---

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## A NEW GENERATION OF ATTACKS TARGETING ENTERPRISES

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- Targeted ransomware
- Supply chain attacks
- Attacks exploiting legitimate software ("Living-Off-the-Land")

# Pain Point #1: Modern Compliance Governance Is Complex



## PEOPLE



Employees



Customers



Contractors

## DEVICES



Corporate &  
Managed  
Devices



BYOD &  
Unmanaged  
Devices

## DATA & APPLICATIONS



SaaS



E-Mail



Web



Public  
Cloud



On-Prem

# Symantec Enterprise Cloud Simplifies Compliance



Pre-built compliance policy templates & audit analytics



Employees



Corporate & Managed Devices



Customers



BYOD & Unmanaged Devices



Contractors



Web



SaaS



Public Cloud



E-Mail



On-Prem

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Web



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E-Mail



On-Prem

# Pain Point #2: Productivity from Anywhere Is a Requirement

**PEOPLE**



Employees



Customers



Contractors

**DEVICES**



Corporate & Managed Devices



BYOD & Unmanaged Devices

**DATA & APPLICATIONS**



Web



SaaS



Public Cloud

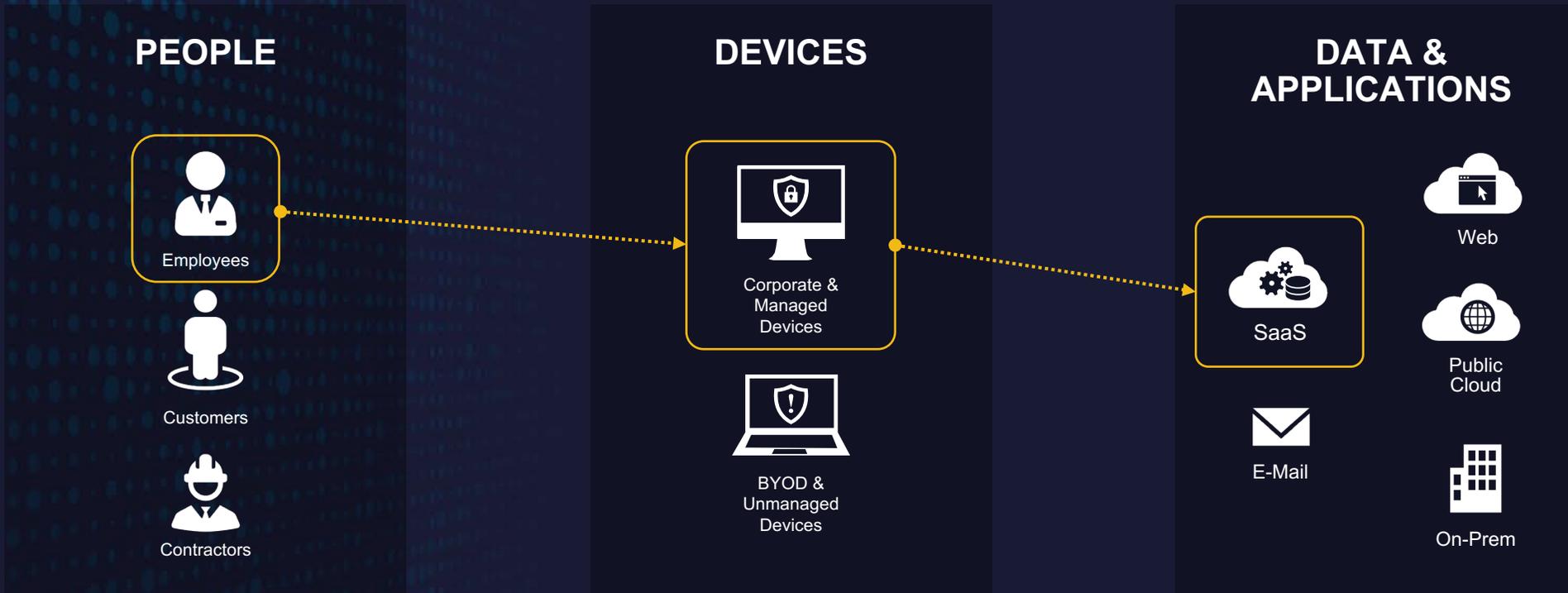


E-Mail



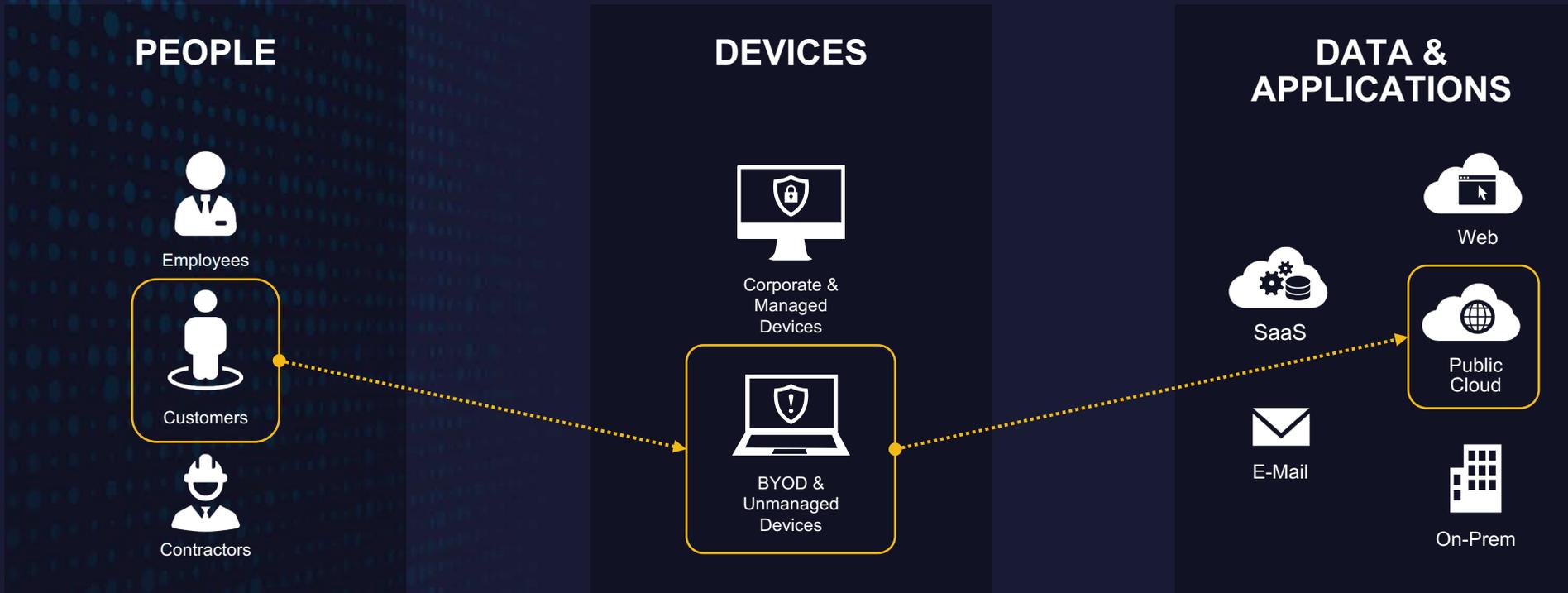
On-Prem

# Pain Point #2: Productivity from Anywhere Is a Requirement



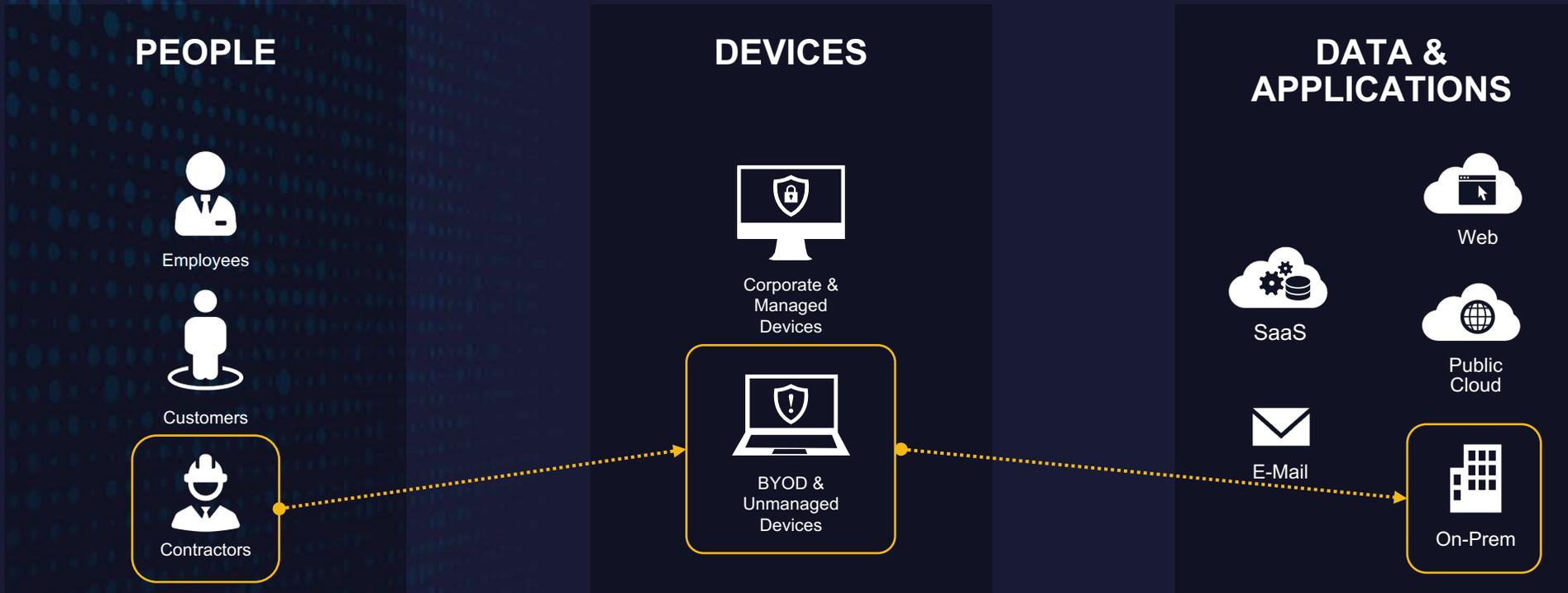
An employee working from home with a **corporate laptop** accessing **cloud CRM**

# Pain Point #2: Productivity from Anywhere Is a Requirement



A customer accessing their data in a **corporate application** hosted in the **public cloud**

# Pain Point #2: Productivity from Anywhere Is a Requirement



A contract developer accessing a **mainframe** using their own computer **while traveling**

# Symantec Enterprise Cloud Enables Secure Productivity

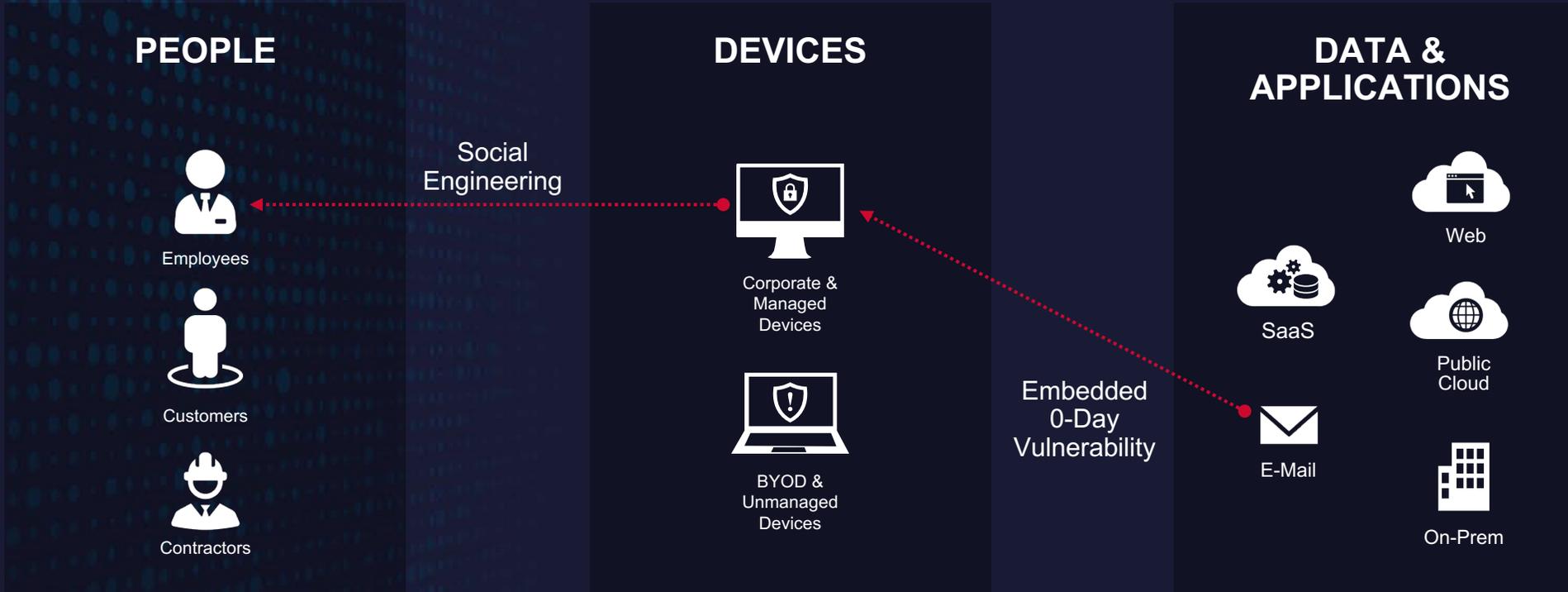


# Pain Point #3: Threat Actors Are Extremely Sophisticated

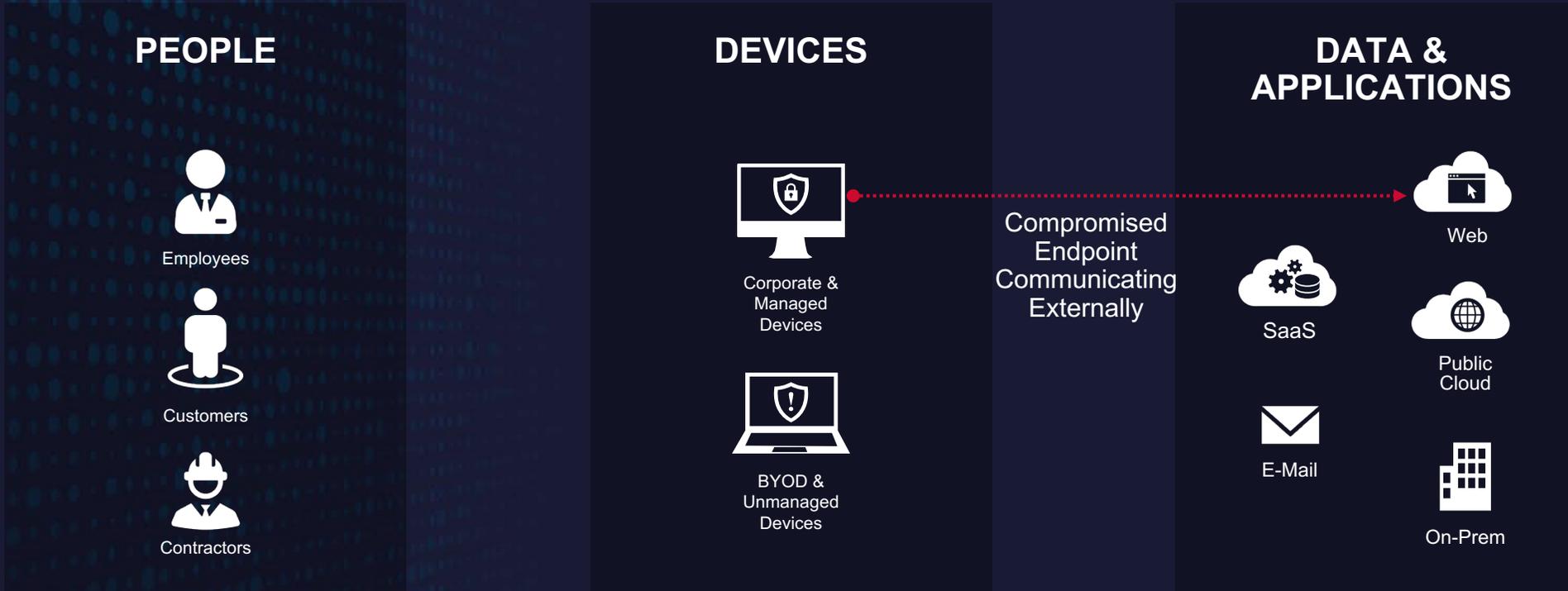


Phishing via E-Mail

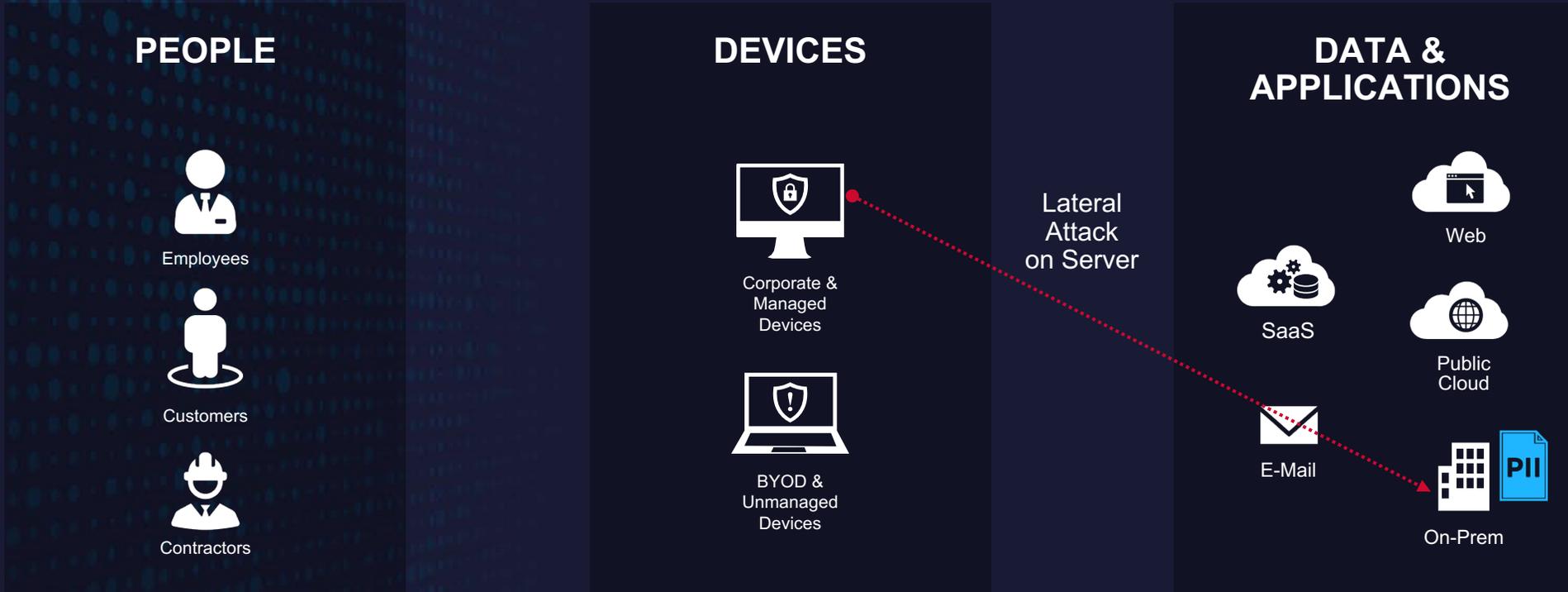
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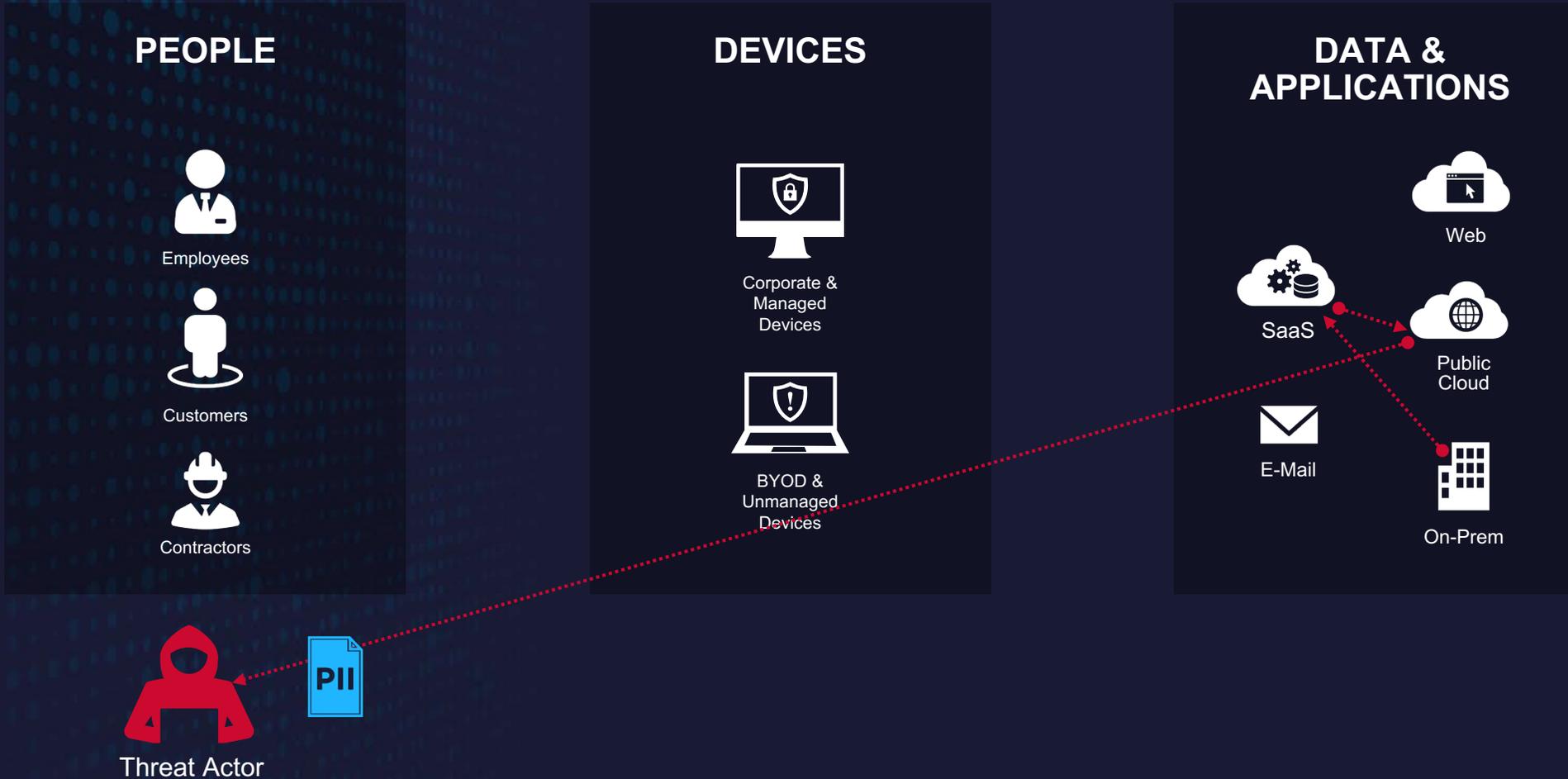
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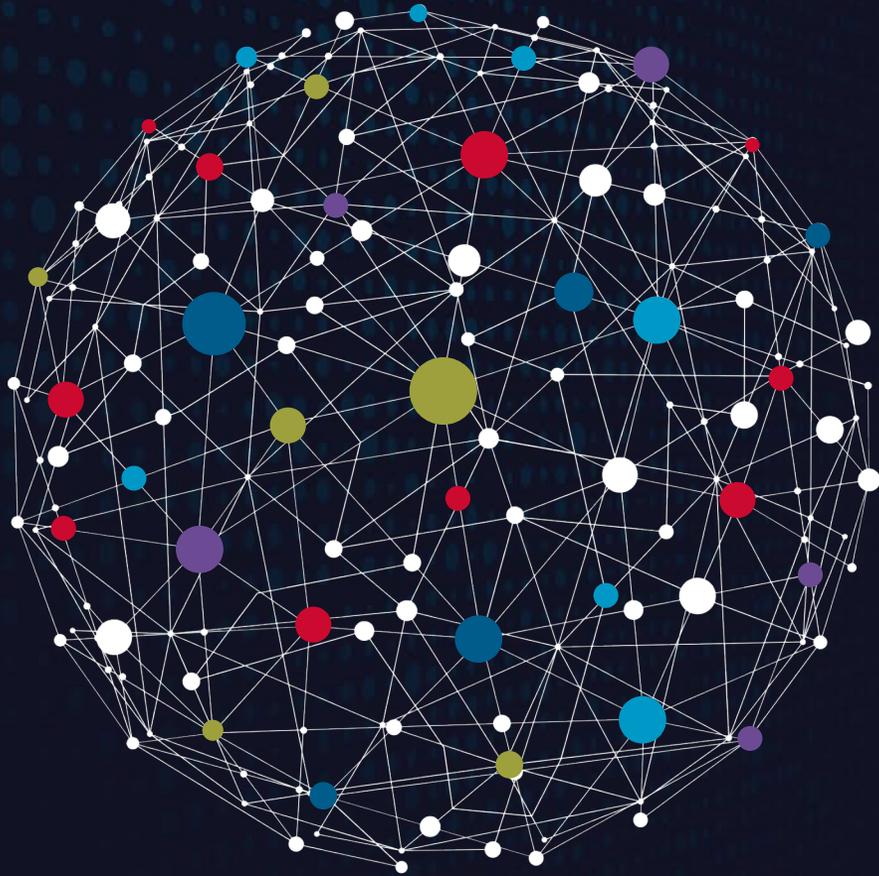
# Pain Point #3: Threat Actors Are Extremely Sophisticated



# Pain Point #3: Threat Actors Are Extremely Sophisticated



# Symantec's Global Intelligence Network Sees What Others Cannot



## WE ANALYZE 11 TRILLION ELEMENTS OF TELEMETRY IN OUR DATA LAKE

- Threat Hunters monitor around-the-clock and alert customers
- Automatically finding 60,000 new targeted attacks each month, including targeted ransomware
  - We discovered the WastedLocker ransomware targeting large US companies, no known Symantec customers impacted
    - Prolific cybercrime gang
    - An impacted company (not a Symantec customer) paid \$10M ransom

# Symantec Enterprise Cloud Delivers Comprehensive Security



# Only Symantec Addresses Hybrid Enterprise Security Holistically

	CLOUD								ON-PREM				
	ENDPOINT PROTECTION	CLOUD PROXY	DATA LOSS PREVENTION	E-MAIL SECURITY	CASB	WEB ISOLATION	PRIVATE ACCESS	COMPLIANCE	ENDPOINT PROTECTION	EDGE PROXY	DATA LOSS PREVENTION	SSL INSPECTION	COMPLIANCE
 Symantec A Division of Broadcom													
 Microsoft													
 paloalto® NETWORKS													
 zscaler™													
 CROWDSTRIKE													

Microsoft: <https://www.microsoft.com/en-us/microsoft-365/enterprise/e5?activetab=pivot%3aoverviewtab>  
 Palo Alto Networks: <https://www.paloaltonetworks.com/>

Zscaler: <https://www.zscaler.com/>  
 CrowdStrike: <https://www.crowdstrike.com/endpoint-security-products/>

# We Are Investing for the Future

## BLOCK NEXT-GENERATION CLOUD-BASED ATTACKS

- Leverage Deception-based defense to block next-generation cloud attacks
- Integrate game-changing Adaptive security into our cloud portfolio

## SIMPLIFY DLP AND COMPLIANCE

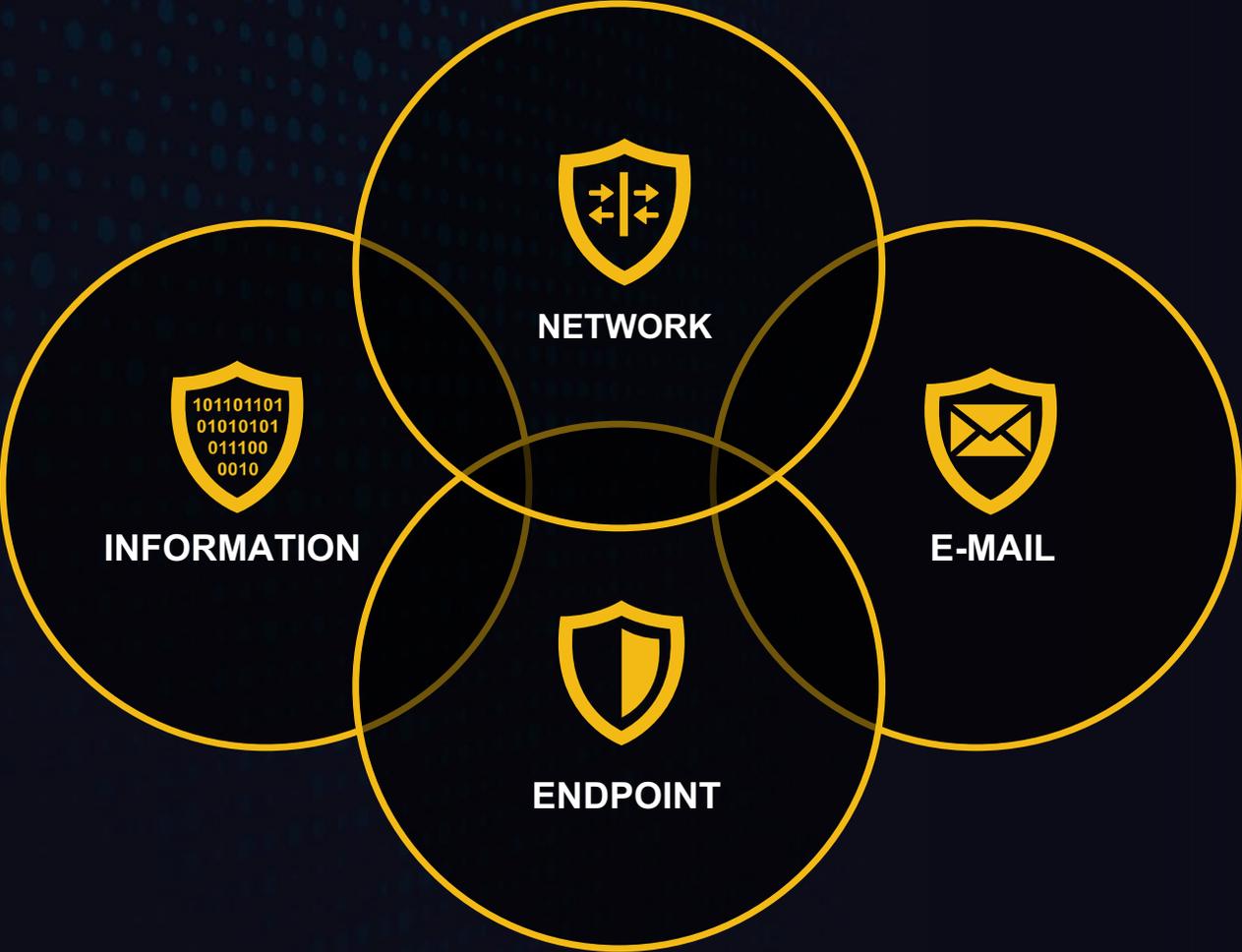
- Auto-discover sensitive data across the enterprise via ML-based profiling
- Provide an overall risk score for each customer with AI-based analytics

## CONSOLIDATE OUR PLATFORMS

- Build a unified threat hunting and network protection platform
- Consolidate DLP and Endpoint Security into a single-agent experience



# Lots of Opportunity for Our Core Franchises



## SYMANTEC GLOBAL 2000 CUSTOMERS

## % OF OVERLAP

All Symantec Franchises (4)

10%

2 or 3 Symantec Franchises

58%

Standalone Franchise

32%



2021

INVESTOR DAY

The year "2021" is rendered in large, bold, black numerals. Each numeral is filled with a vibrant, abstract digital pattern of glowing blue and purple lines and nodes, resembling a network or data visualization. The background of the entire slide is a dark blue gradient with a pattern of glowing red and blue dots that recede into the distance, creating a sense of depth and digital connectivity.

2021

INVESTOR DAY

November 9, 2021

# Q&A

## LEARN MORE ABOUT BROADCOM SOFTWARE



<https://software.broadcom.com>



<https://www.linkedin.com/company/broadcomsoftware>



<https://twitter.com/BroadcomSW>



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INVESTOR DAY

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