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

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

12.00 PM – 12.15 PM
Break

1.00 PM – 1.30 PM
Q&A
limited to in-person attendees
Our History and Formation of Broadcom Software
Broadcom Software At a Glance

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 (2)

3,200+ patents

A WORLD-CLASS ENTERPRISE SOFTWARE BUSINESS

~$5.2B in ARR (2)

serving 80% of Fortune 500

96% 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
- Complex IT Infrastructure
- Heterogeneous Environments
- Hybrid/Multi-Cloud Approach
- Regulated
- 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

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

Q4 FY2020  Q1 FY2021  Q2 FY2021  Q3 FY2021
$1.1  $1.3  $1.5  $1.8
285  310  314  330
Total Annual Booking Value ($B)  # Deals
Multiyear Bookings Driving Improved Visibility

Trailing Twelve Month Average Deal Duration (in Years)\(^{(1)}\)

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)\(^{(1)}\)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Total Quarter End Annual Recurring Revenue ($B)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 FY2020</td>
<td>$4.96</td>
</tr>
<tr>
<td>Q1 FY2021</td>
<td>$5.07</td>
</tr>
<tr>
<td>Q2 FY2021</td>
<td>$5.15</td>
</tr>
<tr>
<td>Q3 FY2021</td>
<td>$5.17</td>
</tr>
</tbody>
</table>

Total Renewable Backlog ($B)\(^{(2)}\)

<table>
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<tr>
<th>Quarter</th>
<th>Total Renewable Backlog ($B)</th>
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<tr>
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<td>$12.9</td>
</tr>
<tr>
<td>Q1 FY2021</td>
<td>$13.1</td>
</tr>
<tr>
<td>Q2 FY2021</td>
<td>$13.7</td>
</tr>
<tr>
<td>Q3 FY2021</td>
<td>$14.4</td>
</tr>
</tbody>
</table>

Notes:

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

(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

- Subscription: 43%
- Maintenance/Support: 57%

Q3’21 Quarter End Mix

- Subscription: 53%
- Maintenance/Support: 47%

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

<table>
<thead>
<tr>
<th>CA + Symantec Enterprise (Pre-Acquisition)(^{(1)(2)(3)})</th>
<th>Broadcom Software (Today)(^{(4)})</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Organic Revenue Growth</strong></td>
<td>&lt;5%</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>~85%</td>
</tr>
<tr>
<td><strong>R&amp;D (% of Rev.)</strong></td>
<td>~17%</td>
</tr>
<tr>
<td><strong>S&amp;M (% of Rev.)</strong></td>
<td>~29%</td>
</tr>
<tr>
<td><strong>Operating Margin (excl. G&amp;A)(^{(5)})</strong></td>
<td>~39%</td>
</tr>
</tbody>
</table>

**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.
Thank you
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 decade¹

89%
Of respondents reported growth in MIPS usage in 2020
34% reported growth >10%²

91%
Of business and IT decision-makers say expanding mainframe footprint is a priority¹

…AND IT WILL REMAIN RELEVANT FOR YEARS TO COME

92%
See the mainframe as a platform for new growth³

74%
See the mainframe as a long-term strategic platform⁴

2x
Expected increase in number of organizations leveraging mainframe in a hybrid cloud environment in 3 years⁵

¹ IBM Z Day Keynote Presentation, 15 September 2021 ² 2021 Arcadi Mainframe Yearbook, February 2021 ³ BMC, 2021 Mainframe Survey Results ⁴ Deloitte Hybrid Cloud Futures Kit, 2020 ⁵ IBM Institute for Business Value, Application Modernization on the Mainframe, July 2021
Mainframe: Strategic for Enterprise IT

IBM Institute for Business Value

July 2021 Study1

Today, 45 of top 50 banks, 4 of top 5 airlines, 7 of top 10 retailers, and 87 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 Study2

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 Study3

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 Article4

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 Study5

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.

2 EMA (The Role of the Mainframe in a Hybrid Cloud World) / April 2021 Study.
3 Deloitte (Hybrid Cloud Futures Kit) / 2020
4 McKinsey & Company (Top 10 myths of technology modernization in Insurance) / June 2020
5 IDC Study (Business Value of Transformative Mainframe) August 2019 Study
Scale and Volume in Context

Scale and Volume in Context

500 million Tweets a day¹
1.9 billion use the platform daily²
5.6 billion searches per day³

“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.”⁴

¹ David Sayce, “the Number of Tweets per Day in 2020,” https://www.dsayce.com/social-media/tweets-day/
² Omicore, “Facebook Stats by the Numbers,” https://www.omnicoreagency.com/facebook-statistics/
⁴ 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

- 3.16 seconds of downtime a year (99.99999% availability)

- Data privacy (total pervasive encryption)

- Standard 19" rack form factor

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### Who Uses the Mainframe: Essential Platform for Global Business

67 of the Fortune 100 companies leverage the mainframe as their core platform\(^1\)

<table>
<thead>
<tr>
<th>Industry</th>
<th>Use Cases</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Banking</strong></td>
<td>Support millions of transactions, from balance inquiries to transfers, in real time</td>
</tr>
<tr>
<td><strong>Government</strong></td>
<td>Scale to manage 10x or greater surge in use during COVID-19</td>
</tr>
<tr>
<td><strong>Airlines</strong></td>
<td>Manage ticketing systems, including booking and availability, Run Flight Operating Systems</td>
</tr>
<tr>
<td><strong>Health Insurance</strong></td>
<td>Guarantee security of personal health information while enabling members to access their information from anywhere via mobile devices</td>
</tr>
<tr>
<td><strong>Retail</strong></td>
<td>Manage inventory levels real-time to provide accurate information on stock levels</td>
</tr>
<tr>
<td><strong>Automotive</strong></td>
<td>Manage complex supply chain of thousands of components required to make automobiles</td>
</tr>
</tbody>
</table>

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1 IBM Institute for Business Value, Application Modernization on the Mainframe, July 2021
3 Internal Broadcom analysis
"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*

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Gartner Overall Market Share

**CY2020 Market Share**

- **Broadcom**: 37%
- **BMC**: 19%
- **IBM**: 25%
- **Others**: 18%

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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

Market-leading Solutions for Extending Mainframe Value

Ensure your most vital data is protected and compliant with modern tools for modern threats.

Operate at the highest levels of efficiency and reliability.

Increase productivity with DevOps tool chains.

Augment and automate to improve operational efficiency and deliver optimal business impact.

Operational analytics, operations management, workload automation,

Identity and access management, compliance and data protection,

Increase productivity with DevOps tool chains.

Source code management, application development, testing & quality.

Operate at the highest levels of efficiency and reliability.

Content management, databases & database management.

Modern User Experience
Fostering a Vibrant Mainframe Community

OPEN SOURCE FOR MAINFRAME

EDUCATION

Visual Studio Code, VS Code, and the Visual Studio Code icon are trademarks of Microsoft Corporation. All rights reserved.
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.
Thank You
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

M&A:
- Projects:
  - Jazz
  - Bluemix
- Telelogic
- Ounce Labs
- GreenHat
- urband (code)
- PTC
- Broadcom Software

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

Industrial

- Executive Management
- Middle Management
- Functional Leaders
- Functional Groups (Silos)
- Customers

Group size: 1,000s

PROCESS-CENTRIC | SPECIALIZED SKILLS HIERARCHICAL | RISK-averse | SCARCITY

Digital

- Leadership
- Teams
- Customers
- Value Streams

COLLABORATIVE | T-SHAPED ACCOUNTABLE | DYNAMIC | ABUNDANCE
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

VALUEOPS

Clarity, Rally

OPERATIONS MANAGERS

AIOPS

DX NetOps
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

“I need to prioritize funding to use resources effectively”

“I need to make sure we’re executing efficiently”
PREDICTABILITY

All 722 product teams scored in the top 25% for predictability, responsiveness, and productivity
End-to-End Value Stream Management Across the Entire Organization

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
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

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

Data Explosion, Too Many Tools + Too Much Noise = Poor Customer Experience

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

100k+ Alarms per Day

100k+ Alarms per Day
DX NetOps Drives Operational Excellence for Superior User Experience

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

Speed

Correlate data to understand customer impact and prioritize response

Customer Centricity

Effectively manage exponentially increasing number of elements

Scale
Broadcom’s multi-vendor SD-WAN monitoring capabilities have enabled us to offer new, differentiated service offerings to our customers.
Data, Context, & Intelligent Remediation for Operational Excellence @ Scale

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
End-to-End Internet Visibility for Optimal Digital Experience

- 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
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

**ANALYTICS**
- **75%+** better resource utilization
- **50%** less misaligned work
- **90%** faster MTTR
- **70%** fewer service tickets

**IDEAS**
- **37,000** agile developers
- **500,000** alerts per day
- **30TB** of logs per day

**OUTCOMES**
- Optimal Value Delivery
- Superior Customer Experience

**OPEN PLATFORM**

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Thank you
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

SMALL/MEDIUM BUSINESS

COFFEE

MID-SIZED ENTERPRISE

LARGE MULTINATIONAL ENTERPRISE
Now Laser Focused on Large Multinational Enterprises

<table>
<thead>
<tr>
<th>Large and Expanding IT Budgets</th>
<th>Hybrid/Multi-Cloud Approach</th>
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</table>
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
The Industry Analysts Are Starting to Notice

**FORRESTER**

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


**FORRESTER**

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

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

**IDC**

“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: Frank Dickson, Program Vice President, Security & Trust, IDC
Symantec’s Enterprise Cybersecurity Portfolio Took Years to Assemble

- **1982**: Symantec Corporation founded
- **2007**: Vontu (Data Loss Prevention (DLP))
- **2015**: Elastica (Cloud Access Security Broker (CASB))
- **2016**: Blue Coat (Secure Web Gateway (SWG))
- **2016**: Sky4ure (Mobile Threat Defense (MTD))
- **2017**: Luminate (Zero Trust Network Access (ZTNA))
- **2018**: BROADCOM Acquires Symantec Enterprise
- **2019**: Fireglass (Web Isolation)
- **2020**: Javelin (Active Directory Threat Defense)

- **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”

Symantec Enterprise Cloud: Data-Centric Hybrid Security

Cloud Delivered Protection

Data Protection
Threat Prevention
Entity Behavior & Risk Analytics
Extended Detection & Response
Global Intelligence Network

On-Premises Delivered Protection

Endpoint Security
Network Security
Information Security
E-Mail Security

CONSISTENT COMPLIANCE
ENABLE REMOTE WORK
DATA & THREAT SECURITY EVERYWHERE

Employees
Corporate & Managed BYOD Devices

Customers
BYOD & Unmanaged Devices

Contractors

Web
SaaS
Public Cloud
On-Prem

E-Mail

Employees

Customers

Contractors

Web
SaaS
Public Cloud
On-Prem

E-Mail
Key Challenges for Enterprises

COMPLIANCE REQUIREMENTS PRESENT MATERIAL RISK

- 40% of IT budgets consumed by compliance obligations\(^1\)
- Point solutions can’t deliver accurate controls across the infrastructure
- Companies fined more than $1B in 2021 for GDPR violations\(^2\)

\(^1\)Compliance In the Era of Digital Transformation, 2020 Coalfire | Omdia  
\(^2\)https://www.skillcast.com/blog/biggest-gdpr-fines-2021
Key Challenges for Enterprises

- **COMPLIANCE REQUIREMENTS PRESENT MATERIAL RISK**
  - 40% of IT budgets consumed by compliance obligations
  - Point solutions can’t deliver accurate controls across the infrastructure
  - Companies fined more than $1B in 2021 for GDPR violations

- **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

**COMPLIANCE REQUIREMENTS**

- Present material risk

**PRESENT MATERIAL RISK**

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

**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

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

**A NEW GENERATION OF ATTACKS TARGETING ENTERPRISES**

- 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
- Public Cloud
- E-Mail
- On-Prem
Symantec Enterprise Cloud Simplifies Compliance

Pre-built compliance policy templates & audit analytics

Symantec Enterprise Cloud

Employees
Corporate & Managed Devices
BYOD & Unmanaged Devices

Customers

contractors

Web
SaaS
Public Cloud
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Symantec Enterprise Cloud Simplifies Compliance

Pre-built compliance policy templates & audit analytics

- Employees
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- Corporate & Managed Devices
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Employees

Corporate & Managed Devices

Pre-built compliance policy templates & audit analytics

SaaS

Public Cloud

E-Mail

On-Prem

Symantec Enterprise Cloud

BYOD & Unmanaged Devices

Employees

Pre-built compliance policy templates & audit analytics
Pain Point #2: Productivity from Anywhere Is a Requirement

PEOPLE
- Employees
- Customers
- Contractors

DEVICES
- Corporate & Managed Devices
- BYOD & Unmanaged Devices

DATA & APPLICATIONS
- SaaS
- Public Cloud
- E-Mail
- On-Prem
- Web
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

Employees

Customers

Contractors

Corporate & Managed Devices

BYOD & Unmanaged Devices

Symantec Enterprise Cloud

SaaS

Web

Public Cloud

E-Mail

On-Prem
Pain Point #3: Threat Actors Are Extremely Sophisticated

- Employees
- Customers
- Contractors

**Devices**
- Corporate & Managed Devices
- BYOD & Unmanaged Devices

**Data & Applications**
- SaaS
- Public Cloud
- On-Prem
- Web
- E-Mail

Threat Actor

Phishing via E-Mail
Pain Point #3: Threat Actors Are Extremely Sophisticated

![Diagram showing threat actors and their tactics]

- **People**
  - Employees
  - Customers
  - Contractors

- **Devices**
  - Corporate & Managed Devices
  - BYOD & Unmanaged Devices

- **Data & Applications**
  - SaaS
  - Public Cloud
  - On-Prem
  - E-Mail

- **Tactics**
  - Social Engineering
  - Embedded 0-Day Vulnerability
Pain Point #3: Threat Actors Are Extremely Sophisticated

**PEOPLE**
- Employees
- Customers
- Contractors

**DEVICES**
- Corporate & Managed Devices
- BYOD & Unmanaged Devices

**DATA & APPLICATIONS**
- Compromised Endpoint Communicating Externally
- SaaS
- Public Cloud
- E-Mail
- On-Prem
Pain Point #3: Threat Actors Are Extremely Sophisticated

- **PEOPLE**
  - Employees
  - Customers
  - Contractors

- **DEVICES**
  - Corporate & Managed Devices
  - BYOD & Unmanaged Devices

- **DATA & APPLICATIONS**
  - Lateral Attack on Server
  - SaaS
  - Public Cloud
  - Web
  - E-Mail
  - On-Prem

Threat Actor
Pain Point #3: Threat Actors Are Extremely Sophisticated

**PEOPLE**
- Employees
- Customers
- Contractors

**DEVICES**
- Corporate & Managed Devices
- BYOD & Unmanaged Devices

**DATA & APPLICATIONS**
- SaaS
- On-Prem
- Web
- Public Cloud
- E-Mail
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

- **Data Protection**
- **Threat Prevention**
- **Entity Behavior & Risk Analytics**
- **Extended Detection & Response**
- **Global Intelligence Network**

**Categories**
- **Endpoint Security**
- **Network Security**
- **Information Security**
- **E-Mail Security**
Only Symantec Addresses Hybrid Enterprise Security Holistically

<table>
<thead>
<tr>
<th>CLOUD</th>
<th>ON-PREM</th>
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</thead>
<tbody>
<tr>
<td>ENDPOINT PROTECTION</td>
<td>ENDPOINT PROTECTION</td>
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<tr>
<td>CLOUD PROXY</td>
<td>EDGE PROXY</td>
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<tr>
<td>DATA LOSS PREVENTION</td>
<td>DATA LOSS PREVENTION</td>
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<tr>
<td>E-MAIL SECURITY</td>
<td>SSL INSPECTION</td>
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<td>CASB</td>
<td>COMPLIANCE</td>
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<td>WEB ISOLATION</td>
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<td>PRIVATE ACCESS</td>
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<tr>
<td>COMPLIANCE</td>
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</tbody>
</table>

- **Symantec**: Addresses all security needs holistically.


**Palo Alto Networks**: https://www.paloaltonetworks.com/

**Zscaler**: https://www.zscaler.com/

**Crowdstrike**: https://www.crowdstrike.com/endpoint-security-products/

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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

<table>
<thead>
<tr>
<th>SYMANTEC GLOBAL 2000 CUSTOMERS</th>
<th>% OF OVERLAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Symantec Franchises (4)</td>
<td>10%</td>
</tr>
<tr>
<td>2 or 3 Symantec Franchises</td>
<td>58%</td>
</tr>
<tr>
<td>Standalone Franchise</td>
<td>32%</td>
</tr>
</tbody>
</table>
Q&A

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https://www.linkedin.com/company/broadcomsoftware
https://twitter.com/BroadcomSW
Thank you