



Q3-2024 Business Update

Kevin Simzer
Chief Operating Officer



Our AI-Powered Strategy

Trend Micro Strengthens AI Deployments for Enterprises and Governments with NVIDIA AI Enterprise

Safeguarding AI and business resilience with NVIDIA NIM



Trend Micro Achieves Google Cloud Ready - Regulated & Sovereignty Solutions Designation

Expanded collaboration to accelerate market growth and unleash new opportunities

Trend Micro CEO Eva Chen Calls for Rebalancing of Security and Business Continuity in Black Hat USA AI Summit Keynote

Chen cites recent security outages and the AI revolution as drivers for a new way of thinking

Trend Micro Stops Deepfakes and AI-Based Cyberattacks for Consumers and Enterprises

Cybersecurity leader announces capabilities to safeguard business resilience and AI adoption

Trend Micro Platform Exceeds 10K Large Enterprise Customers, Extends Proven Solution to Small Enterprises

AI-powered platform with built-in risk management bridges cybersecurity talent shortage, supports vendor consolidation

Q3-2024 Summary



Margin Growth

Net Sales: +6% YoY*
Operating Margin: 24%**

Operating expenses on track,
continued margin improvement



Enterprise Performance

Net Sales: +7% YoY*
10.3K Vision One Customers

Powered by strong
platform expansion



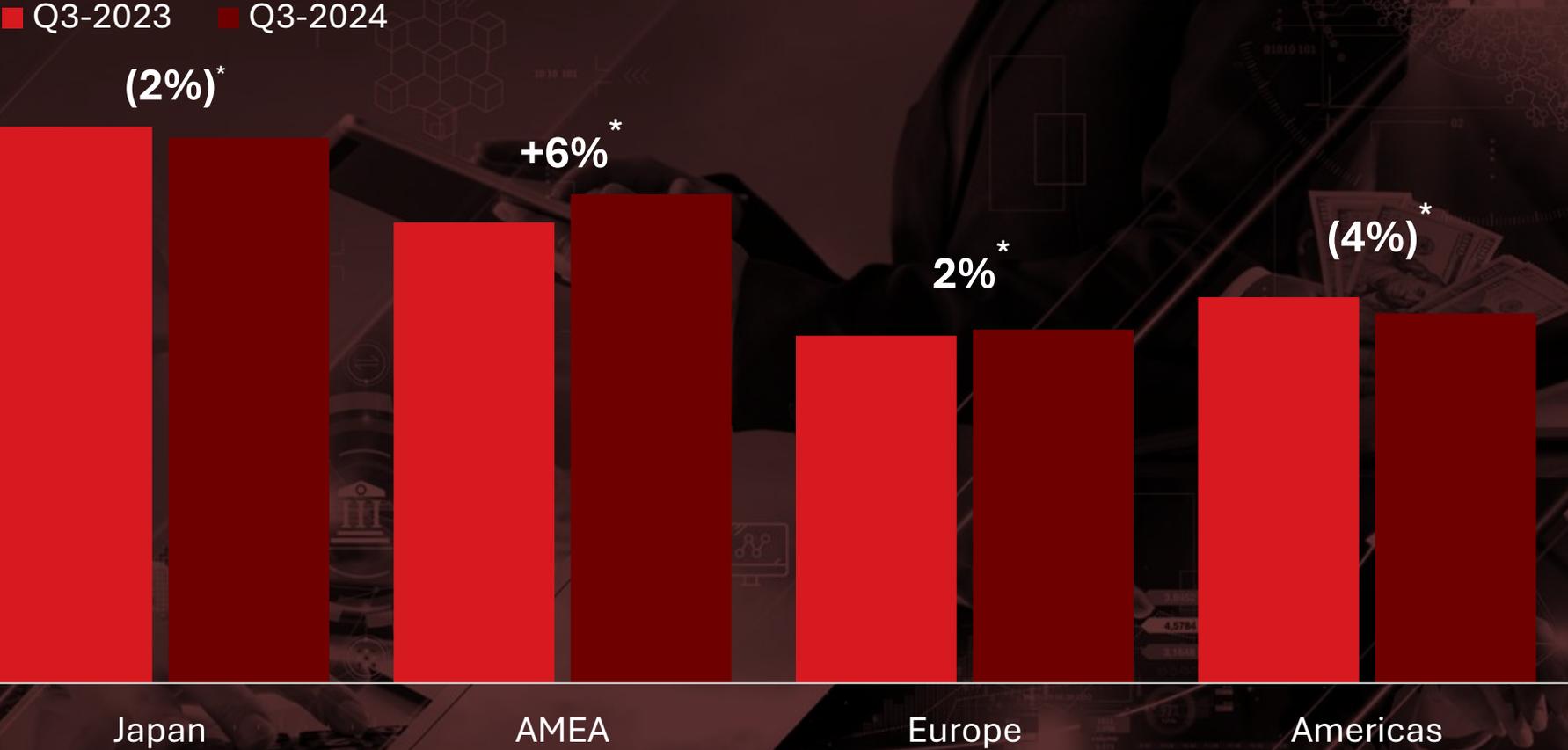
Consumer Growth

Net Sales: +1% YoY*
ARPU: +6%***

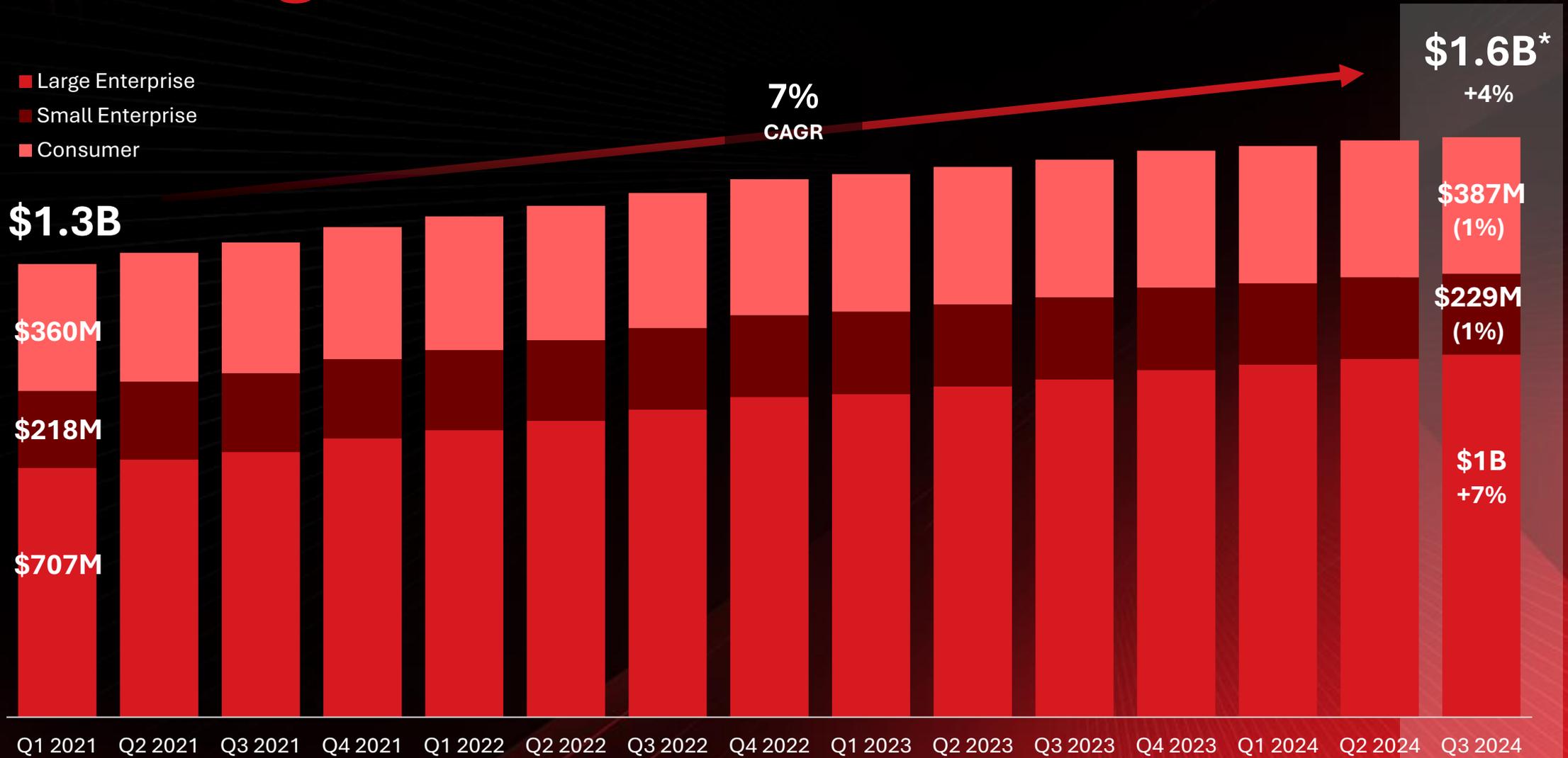
Continued growth in mobile
channel & non-device offerings

Q3-2024 Regional Performance

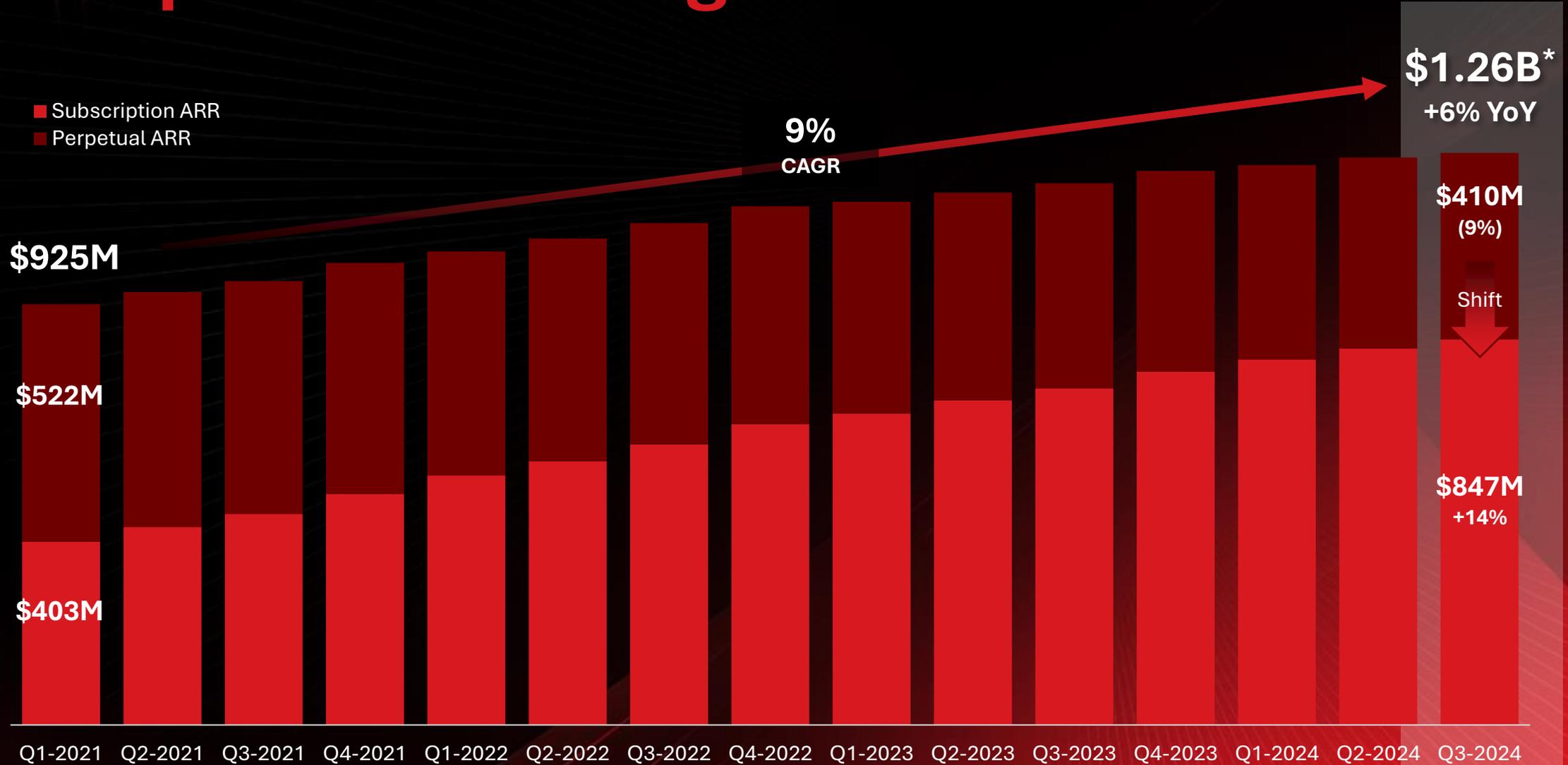
Pre-GAAP



Recurring Revenue



Enterprise Recurring Revenue



Our Enterprise Opportunity

28,000
LARGE ENTERPRISE CUSTOMERS

AI-Powered Next Gen SOC

23% of Enterprise ARR*

ASRM

XDR

NG-SIEM

+ more modules

Hybrid Multi-Cloud & Endpoint

53% of Enterprise ARR*

EPP

XDR

Container

+ more modules

Network

15% of Enterprise ARR*

IPS

XDR

OT

+ more modules

Email

9% of Enterprise ARR*

Email

XDR

Collaboration

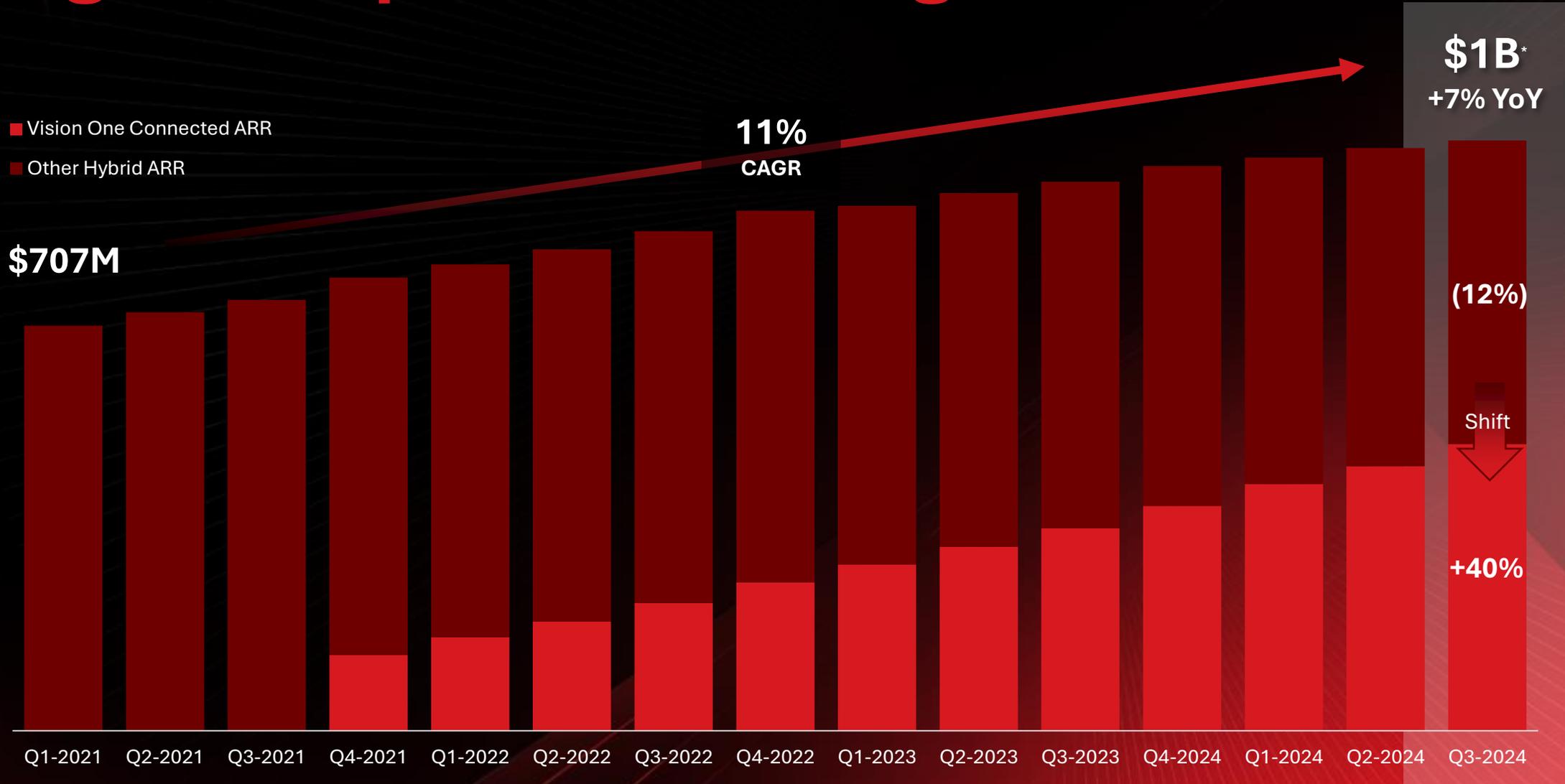
S
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MDR

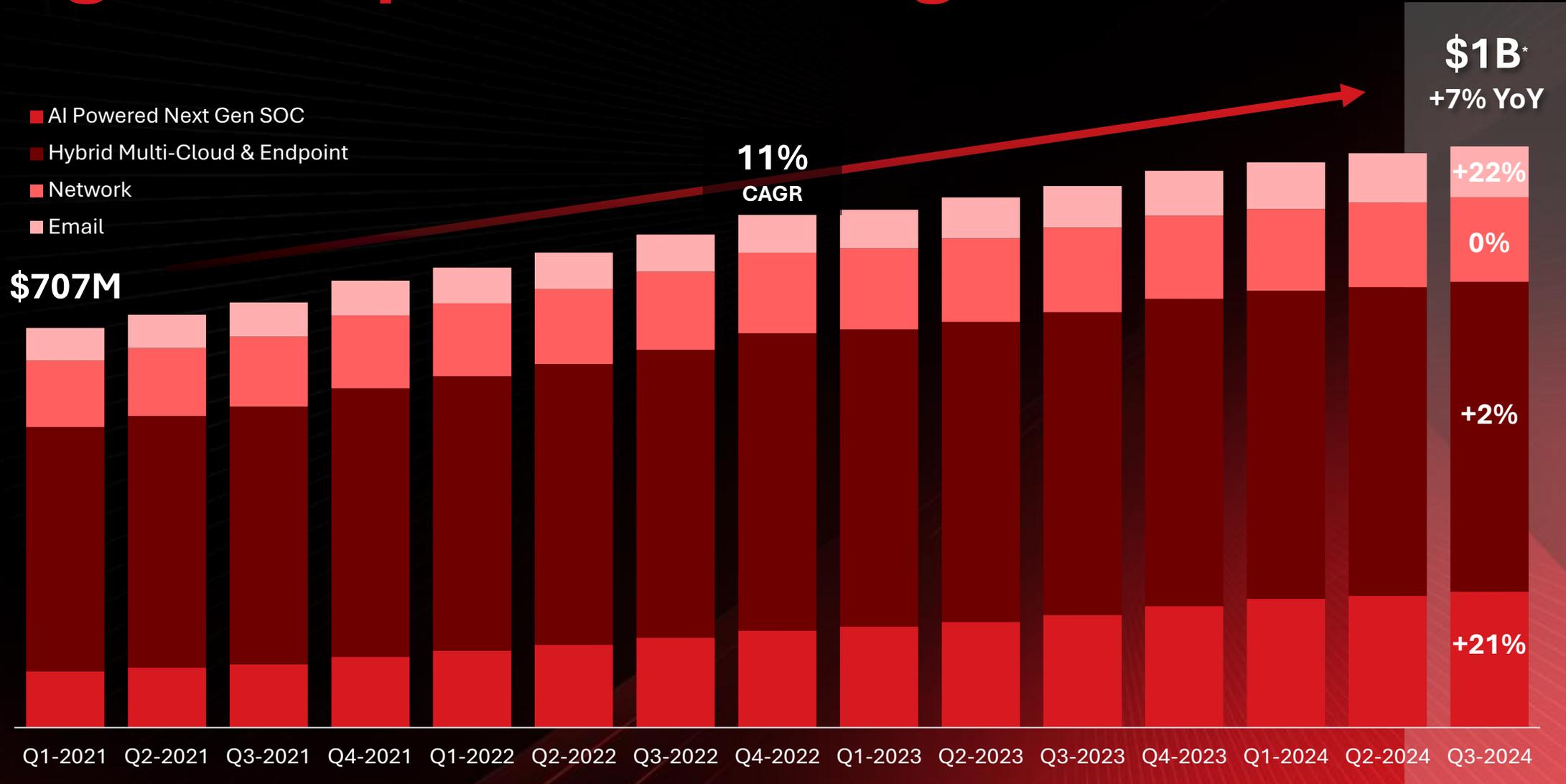
IR

SOC

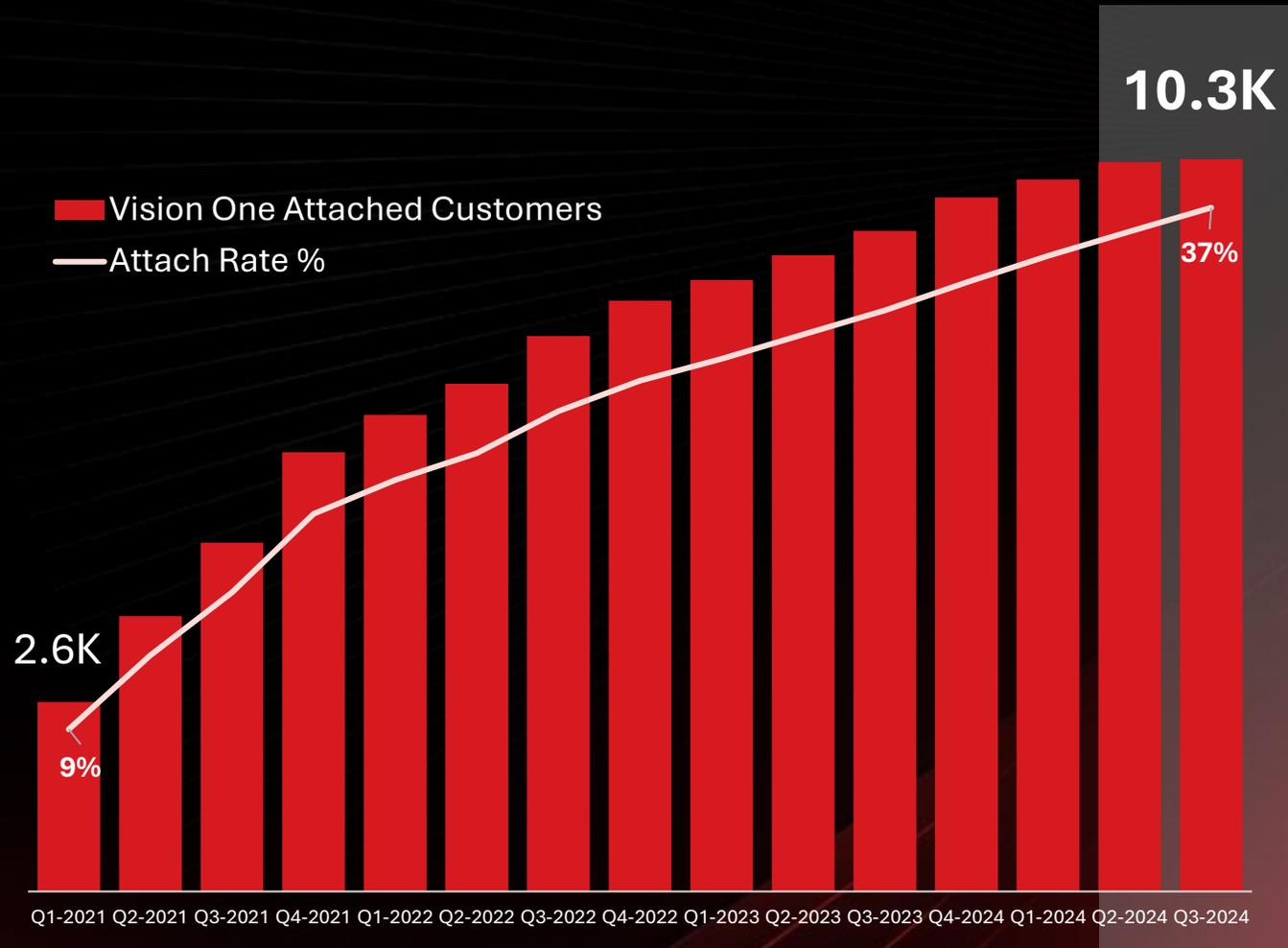
Large Enterprise Recurring Revenue



Large Enterprise Recurring Revenue



Large Enterprise Platform Attach



Q3-2024 Platform Highlights

780+

New Vision One customers in 2024

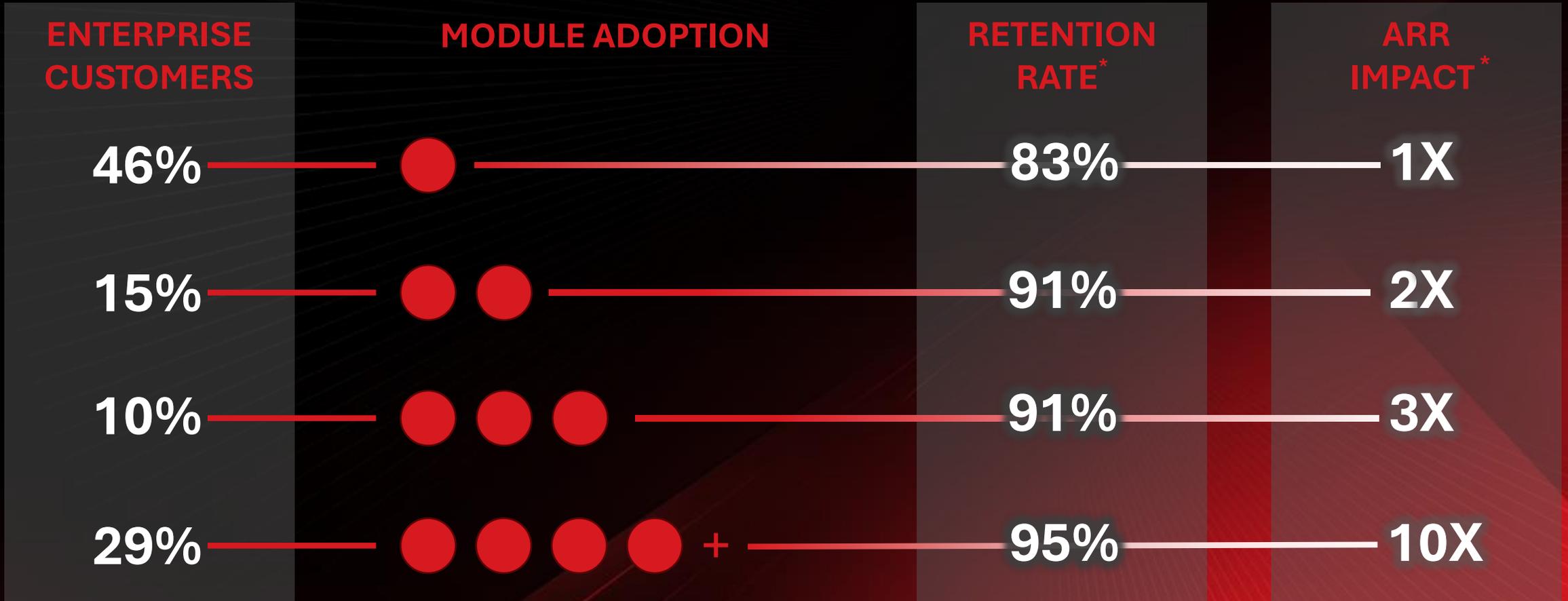
\$240
Million*

Next-gen SOC ARR @ +21%

111%

Next-gen SOC Subscription NRR

The Power of the Platform



Q3-2024 Enterprise Platform Wins



\$936K

- Security tool consolidation to address vendor risk & breach incident
- **One platform** for AI-powered visibility & protection across endpoint, email, & cloud, with easy access to more

US Expansion



\$153K

- SOC modernization project connected to breaking down data silos
- **One platform** with expert services (MDR+, IR) to manage enterprise attack surface risk

AMEA Expansion



\$556K

- Enterprise risk management project + addressing skills shortage
- **One platform** for AI-powered visibility & protection across endpoint, email, & network with 24/7 SOC services

Europe Expansion

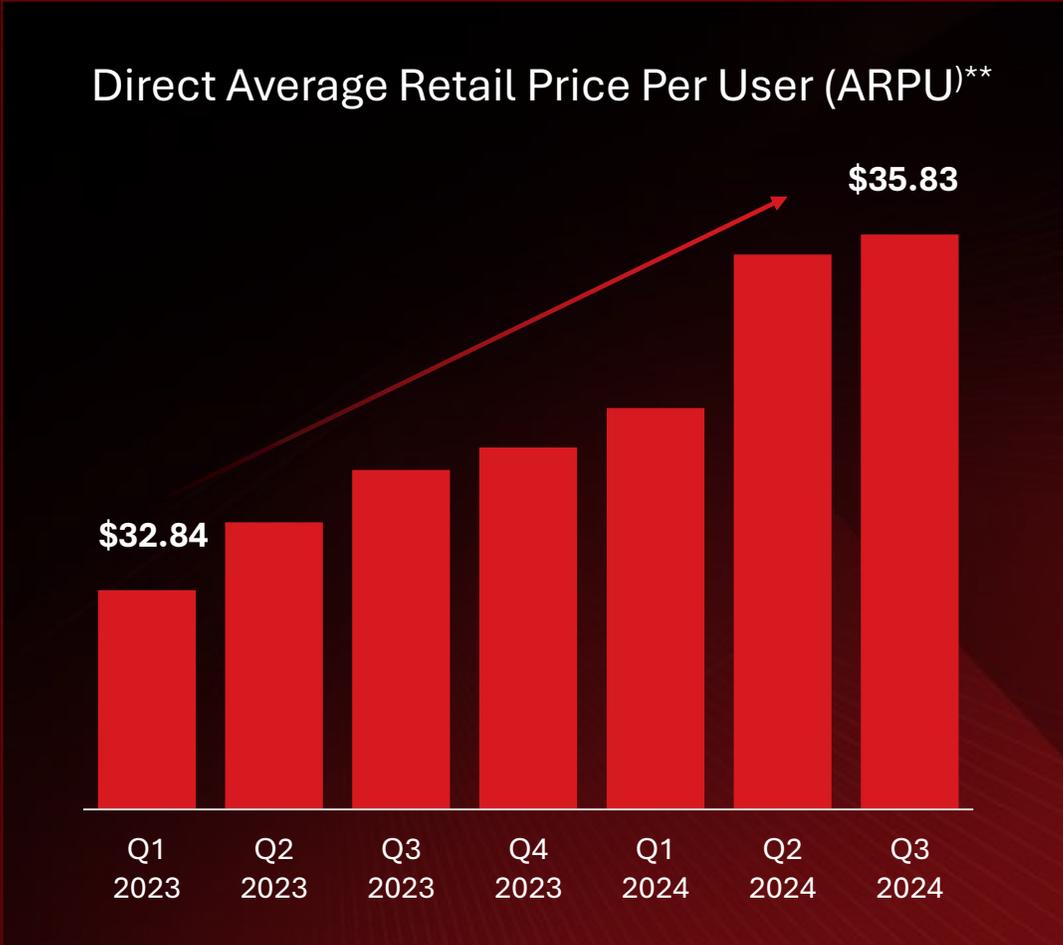
Consumer Performance

Q3-2024 Highlights

13,794
Million Yen* Q3 net sales @ 1% YoY

+25%
YoY Mobile channel revenue

+55%
YoY Beyond device security revenue



Key Takeaways

AI-Powered Platform Strategy



Balanced Performance



Improving operating margin & driving sustainable growth

Driving Shareholder Value



Capital allocation & increased returns to shareholders



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