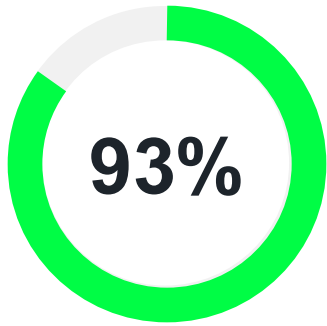


COHESITY

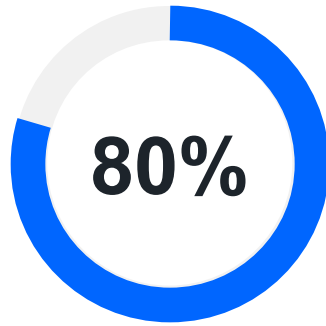


Thomas Krokback
Enterprise Account Executive

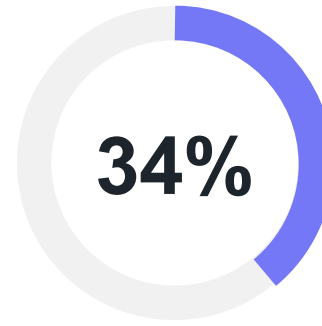
Common Industry Challenges



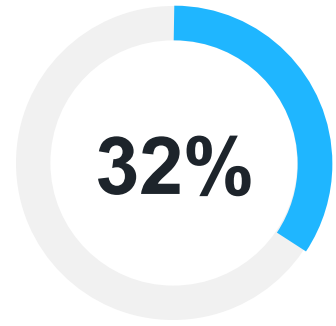
Feel the **threat of ransomware attacks** in their industry increased in 2023



Expressed concerns about their organization's **data and cyber resilience strategy**



Say long recovery times are a result of **lack of integration between IT and security systems**



Say long recovery times are a result of **antiquated backup and recovery systems**

MISSION

To protect, secure, and provide insights into the world's data. The largest organizations around the globe rely on us to strengthen their business resilience.



Cohesity Today



4300+

CUSTOMERS



6 of the

FORTUNE 10



47% of the

FORTUNE 100



85+

AVERAGE NPS
SCORE



**7 of the
top 20**

US BANKS



590+

GLOBAL FIN SERV
CUSTOMERS



600+

FEDERAL & SLED



~2000

GLOBAL PARTNERS

Wide Enterprise and Public Sector Adoption

FINANCIAL SERVICES



FEDERAL & SLED



HEALTHCARE



SERVICES & RETAIL



EDUCATION



TECHNOLOGY



MANUFACTURING



OTHER



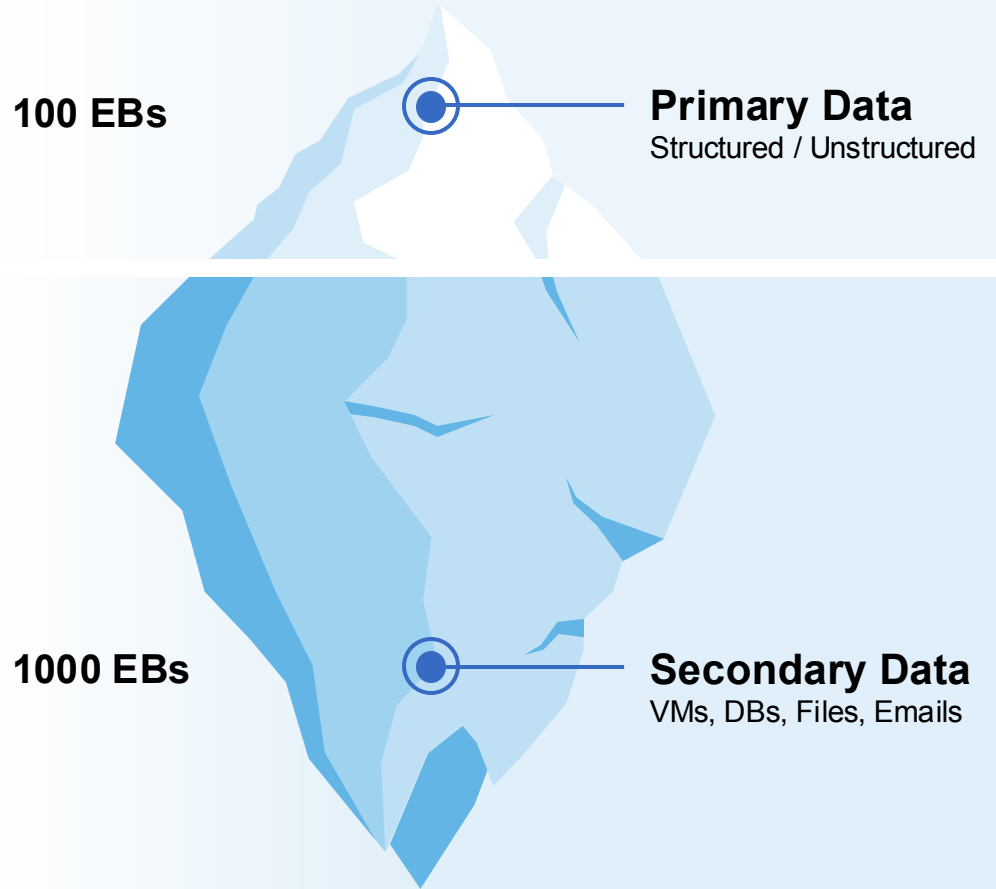
FEBRUARY 8 2024

Cohesity and Veritas' Data Protection Business to Combine, Forming a New Leader in AI-Powered Data Security and Management

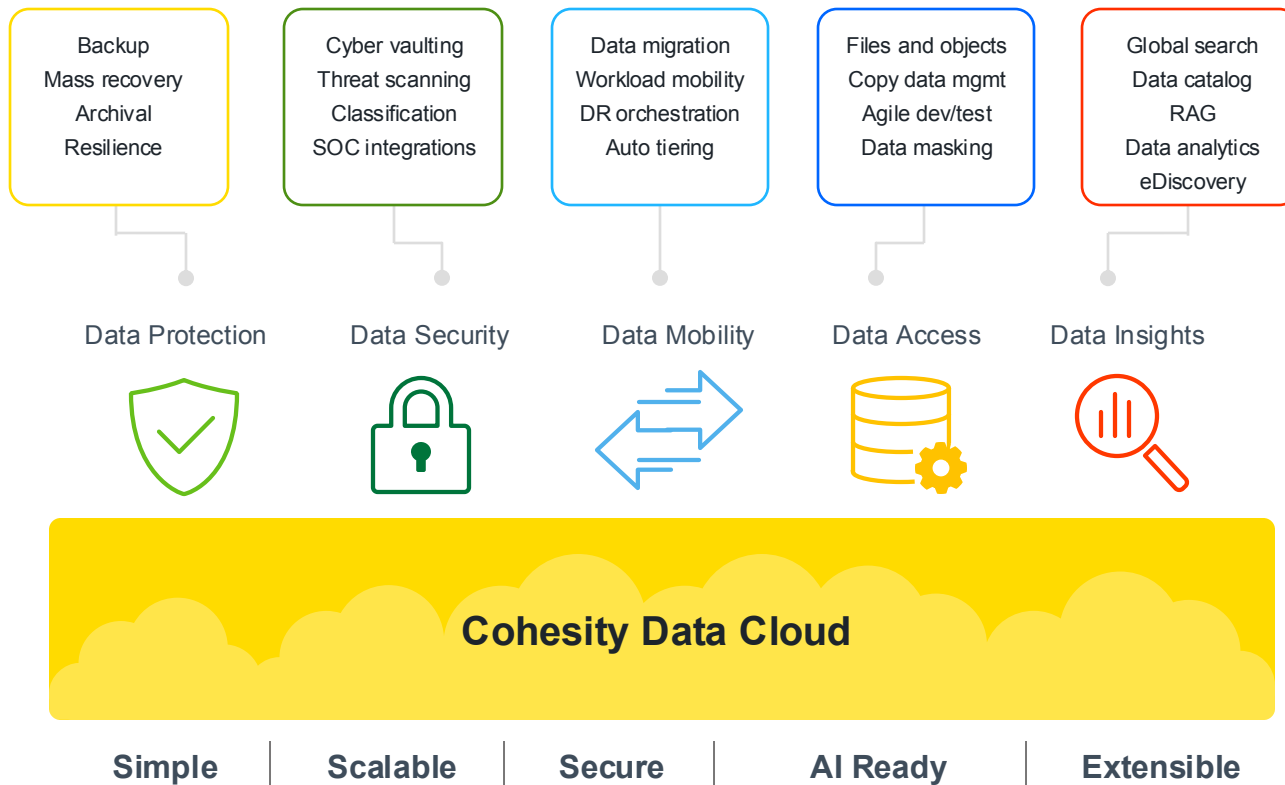
- Customers and Partners Benefit from Focused R&D Investments and Accelerated Product Innovation, Including Expanded Cloud, Security, and AI Capabilities
- Unwavering Long-term Commitment to Cohesity and Veritas Product Roadmaps Ensures Seamless Product Offering Continuity
- Transforms Business Scale and Opportunities with Pro Forma Annual Revenues of \$1.6 Billion and ARR of \$1.3 Billion
- Expands Global Footprint to Serve 10,000+ Combined Customers, Including 96 of the Fortune 100, and 100s of Exabytes of Data Protected



Managing, Securing, and Providing Insights into Data is a Massive Opportunity



Offering an End-to-End Platform for AI-Powered Data Security & Management



5 Ss Of Why Customers Pick Cohesity

1 SPEED

Fastest speed of cyber recovery of any data protection vendor

3 SIMPLICITY

Control Plane and UX rated by analysts and designers as among the best

5 SMARTS

First to invent GenAI RAG for secondary data. Only data protection vendor invested in by NVIDIA

2 SECURITY

Built-in zero trust, strongest security capabilities, largest security ecosystem

4 SCALE

The largest data protection estates run on Cohesity

Cohesity Data Cloud Delivers Superior Outcomes



Speed

Decreased backup times by **45%**

10x faster data recovery times compared to legacy infrastructure

97% faster file restores



Security

\$0 ransomware paid in multiple cases

\$2M saved in cyber insurance costs

17% more threats detected



Scale

Support **40K+** M365 users

Billions of objects

Multi-PB cloud cyber vaulting

Protection for VMware, Oracle, Physical & SAP HANA at **PB scale**



Simplicity

Retire **18** systems in favor **1** modern platform

Each FTE manages **63%** more VMs

36% more efficient security and backup teams



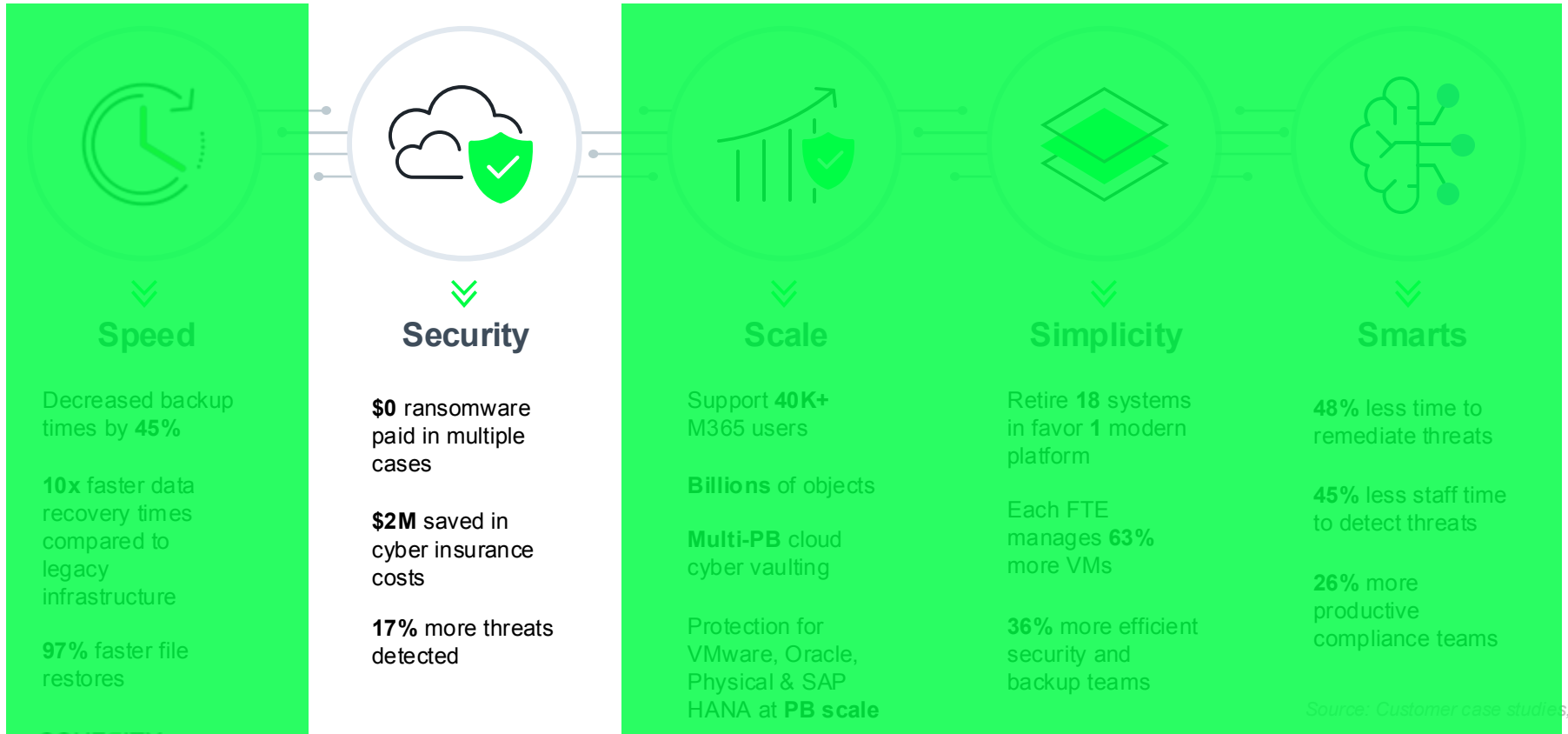
Smarts

48% less time to remediate threats

45% less staff time to detect threats

26% more productive compliance teams

Cohesity Data Cloud Delivers Superior Outcomes



Leading Capabilities for Securing Secondary Data

MANAGE
SECURE
INSIGHTS

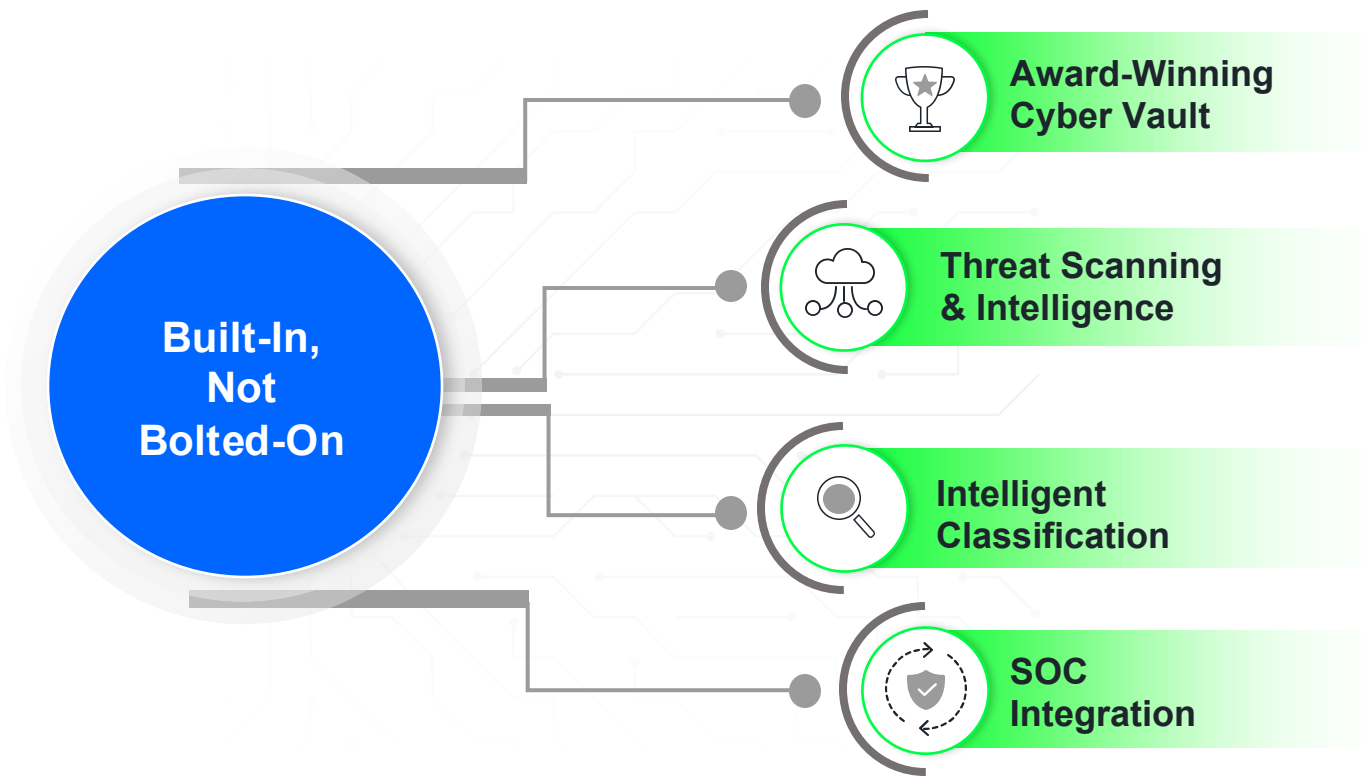




Foto: Marie Hansson/Sveriges Radio.

IT-SÄKERHET

▶ **Hackarna i Kumla kan ha fått tillgång till ”i princip allting”**

Ransomwareattack mot Kumla kommun – känsliga uppgifter har läckt

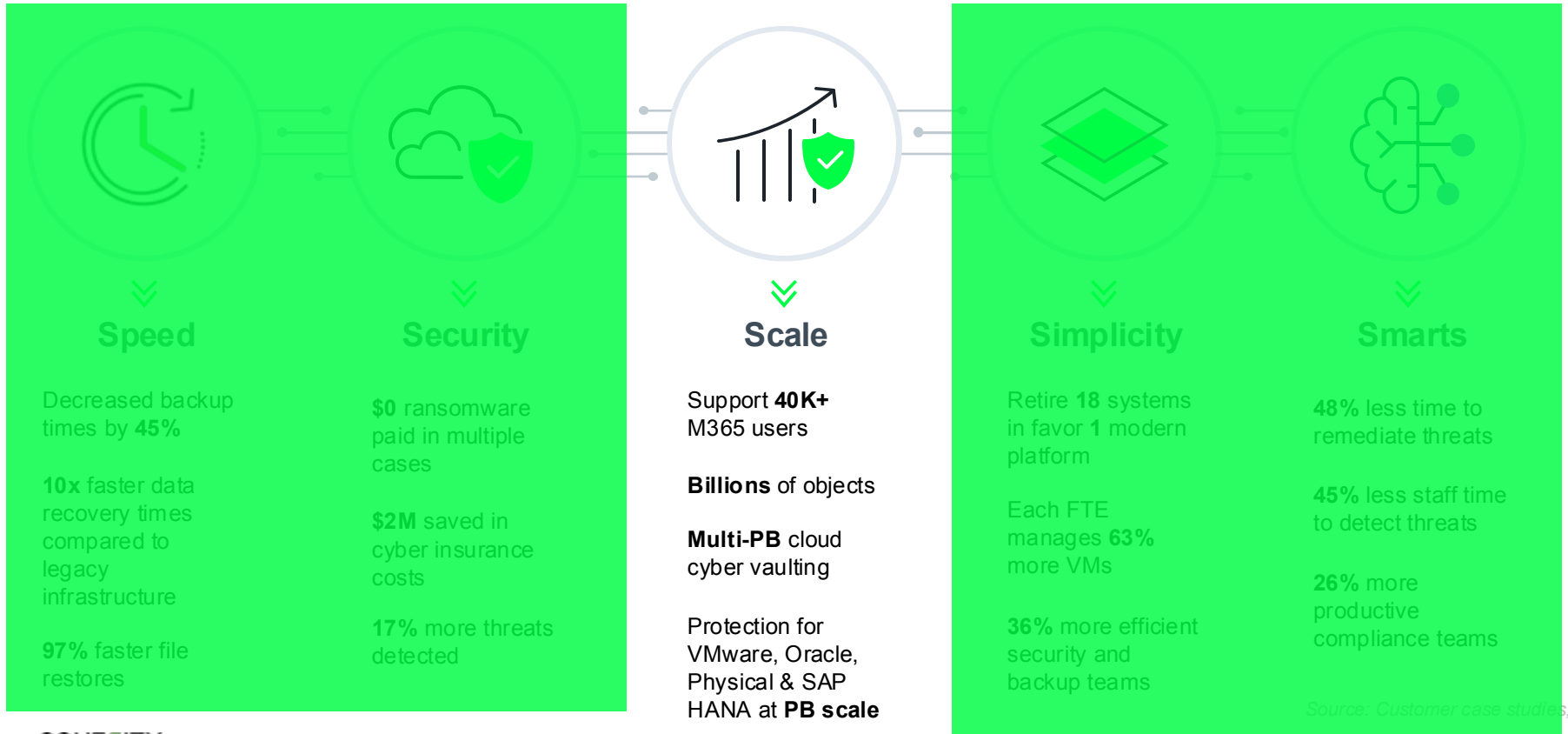
Hackarna som låg bakom cyberangreppet mot Kumla kommun har fått tillgång till ”i princip allting”, rapporterar P4 Örebro.

– Vi ser att de har varit inne i hela vår miljö, säger Mueller Prabin till TT.

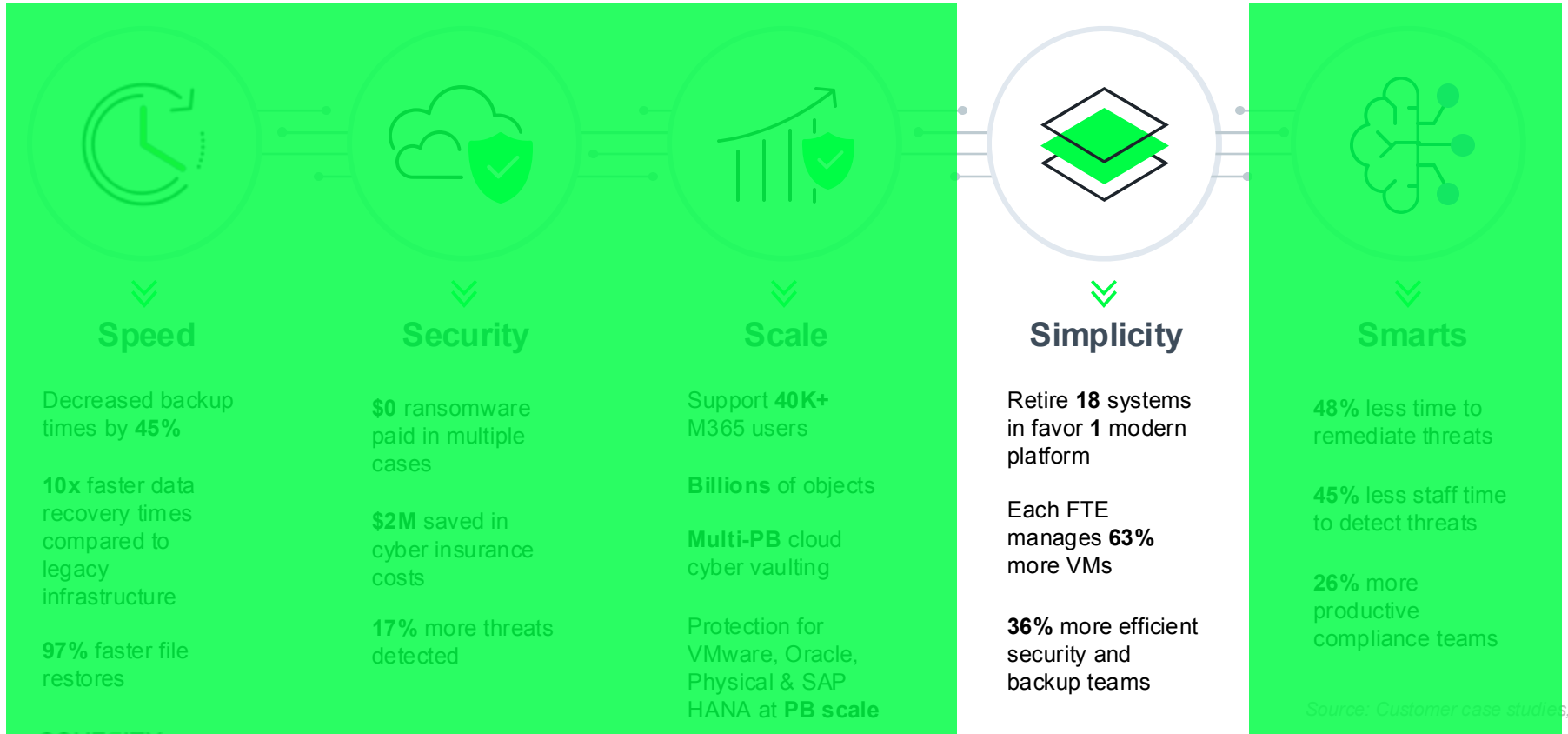
Kommunen har fått ett krav på lösensumma, men det är **oklart vilken typ av information som angriparna kommit över.**

– Det vet vi inte och dessutom skulle jag inte säga det heller om jag visste, med tanke på det känsliga läget som vi är i.

Cohesity Data Cloud Delivers Superior Outcomes



Cohesity Data Cloud Delivers Superior Outcomes



The Problem: Mass Data Fragmentation

FRAGMENTED, INEFFICIENT, DARK



Data Centers



Public Clouds



Remote Offices



Caused by Siloed Point Solutions

Data Protection



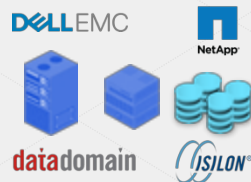
Servers & Media



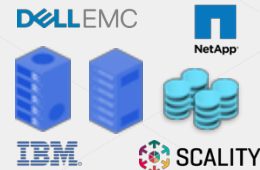
Cloud Gateways



Target Storage



Files & Objects



Solution: Manage Everything Globally



Any Location, Any Workload, Any Consumption Model

Global control of distributed data through a simple UI



✓ Consistent global UI experience at all times

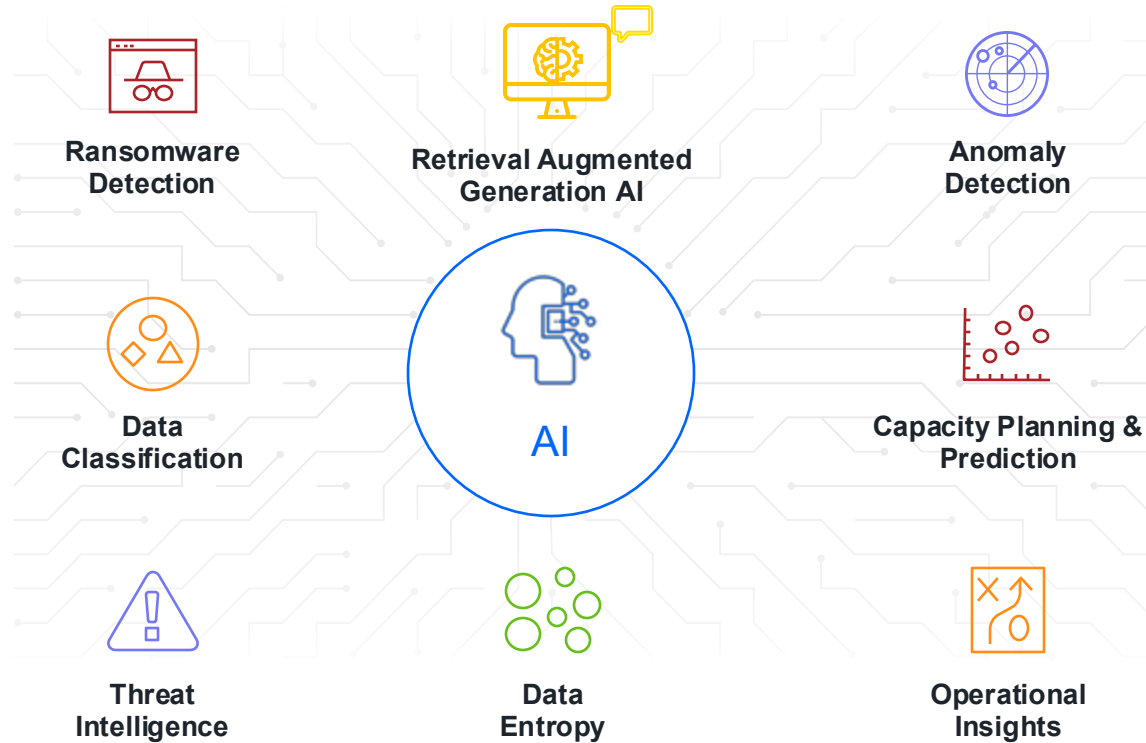
✓ No separate products for cloud vs on-premises

✓ Allows mix & match, transition between models as needed

Cohesity Data Cloud Delivers Superior Outcomes



World-Class AI/ML Capabilities



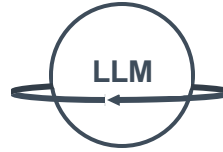
An Overview of Retrieval Augmentation Generation AI



User asks
a business
question



RAG AI app
searches data
and retrieves
relevant
information



LLM supports
natural language
response
generation



RAG AI
Assistant app
provides
context-rich
response



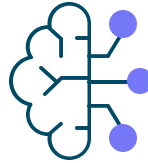
Reduce the time to action

Customer Benefits with Cohesity Gaia



Improve decision-making speed & accuracy

AI-powered conversational application using high-quality data



Boost AI initiatives

Secure, highly-performant RAG AI engine from Cohesity



Streamline compliance & risk management

Ability to responsibly and securely search enterprise data across time

Extensive Security Ecosystem

MANAGE
SECURE
INSIGHTS

LEADING DATA SECURITY ALLIANCE



DATA SECURITY POSTURE MANAGEMENT PARTNERS



SECURITY ADVISORY COUNCIL



Kevin Mandia
CEO Mandiant,
Google Cloud



Marianne Bailey
Former NSA
Exec and DOD CIO/CISO



Kelly Bissell
Corporate Vice President,
Microsoft Security Services



Alex Stamos
Former CSO,
Facebook and Yahoo



Sheila Jordan
Chief Digital
Technology Officer,
Honeywell



Jason Chan
Former VP of
Information Security,
Netflix



Laura Mather
Group COO
Societe Generale





Thank you