



KASPERSKY LAB CORPORATE PROFILE 2017 Q2



We believe that everyone – from home computer users through to large corporations and governments – should be able to protect what matters most to them. Whether it's privacy, family, finances, customers, business success or critical infrastructure, we've made it our mission to secure it all.

Eugene Kaspersky,
chairman and CEO, Kaspersky Lab



KASPERSKY



KASPERSKY LAB AT A GLANCE

FACTS ABOUT US



Essentials

Founded in **1997** and led by Eugene Kaspersky

Present on **5** continents in **200** countries and territories

Provides **innovative** IT security solutions and services for business and consumers



Numbers

>20 million product activations per year

> 3,700 highly qualified specialists

USD 644 million – global unaudited revenue in 2016*



Achievements and Industry Recognition

One of the four biggest endpoint security vendors**

Leader according to the **Gartner Magic Quadrant for Endpoint Protection Platforms***** and **Forrester Wave******

Our solutions are the **most tested and most awarded** in independent tests and reviews*****

> 400,000,000

users worldwide are protected by our technologies

* According to International Financial Reporting Standards (IFRS)

** IDC - Worldwide Endpoint Security Market Shares, 2015 - Nov 2016 US41867116

*** Gartner, Magic Quadrant for Endpoint Protection Platforms, 30 January 2017. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

****The Forrester Wave™: Endpoint Security Suites, Q4 2016

*****kaspersky.com/top3

GEOGRAPHY



200

countries
and territories
we operate in



37

representative
regional
offices



North America

Canada
Mexico
USA

South America

Brazil

Europe

Austria
Czech Republic
Denmark
France
Germany
Ireland
Israel
Italy
Netherlands
Poland
Portugal
Romania
Russia (HQ)
Spain
Switzerland
UK

Asia

China
Hong Kong
India
Japan
Kazakhstan
Malaysia
Singapore
South Korea
Turkey
UAE

Africa

South Africa

Australia

OUR TRANSPARENCY PRINCIPLES



Data sent to Kaspersky Lab is **depersonalized and does not include** users' confidential information



We detect and neutralize **threats, regardless of their origin or purpose**



We work with **governments and law enforcement agencies** to fight cyberthreats



We are committed to **the trustworthy development** of our technologies and solutions



We cooperate with the **IT security industry** in joint **cyberthreat investigations**

OUR ROLE IN THE GLOBAL IT SECURITY COMMUNITY



We participate in joint operations and cyberthreat investigations with the global IT security community, international organizations such as INTERPOL and Europol, law enforcement agencies and CERTs worldwide. Kaspersky Lab is the official partner of Europol.



We hold regular training courses for INTERPOL and Europol officers and the police forces of many countries, e.g. City of London Police.



We provide expert speakers at conferences around the globe, e.g. World Economic Forum in Davos.



We host the annual Kaspersky Lab Security Analyst Summit which brings together the world's best IT security experts.



SECURING
SMART
CITIES

We are a part of Securing Smart Cities not-for-profit global initiative that aims to solve the existing and future cybersecurity problems of smart cities.

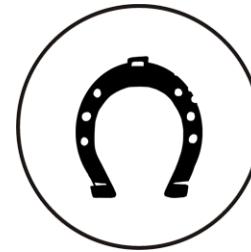


We are a member of the Industrial Internet Consortium that helps organizations to more easily connect and optimize assets and operations to drive agility across all industrial sectors.

THE NO MORE RANSOM INITIATIVE

In July 2016, the Dutch National Police, Europol, Intel Security and Kaspersky Lab announced the launch of the No More Ransom project - a non-commercial initiative that unites public and private organizations and aims to inform people of the dangers of ransomware, and help them to recover their data without having to pay the criminals.

NO MORE RANSOM!



- 40 free decryption tools, five of which were developed by Kaspersky Lab
- 86 project partners representing organizations from around the globe
- The portal is available in 14 languages



THREAT LANDSCAPE

EXPERTISE

1/3 of our employees
are R&D
specialists

323,000

new malicious files
detected by Kaspersky
Lab every day

40+ world-leading
security experts:
our elite group



Our Global Research and Analysis Team of security experts
constantly explores and fights the most advanced cyberthreats

TRENDS AND THREATS

We understand global **IT trends** and the **threats** they bring

Connected Cities

Increasing
online commerce

Critical infrastructure at risk

Privacy & data
protection challenge

Cars become smarter

Consumerization & mobility

Cloud & virtualization

Internet of Things

Big data

Fragmentation of the Internet

Attacks on Smart Cities

Merger of cybercrime and APTs

Supply chain attacks

Malware for ATMs

Ransomware in Targeted Attacks

IoT botnets

Commercialization of APTs

Hacktivism

Vulnerable connected cars

Targeted attacks

Internet of Things

Mobile threats

Online banking at risk

Targeting
hotel networks

"Wipers" & cyber-sabotage

Financial phishing attacks

Attacks on PoS terminals

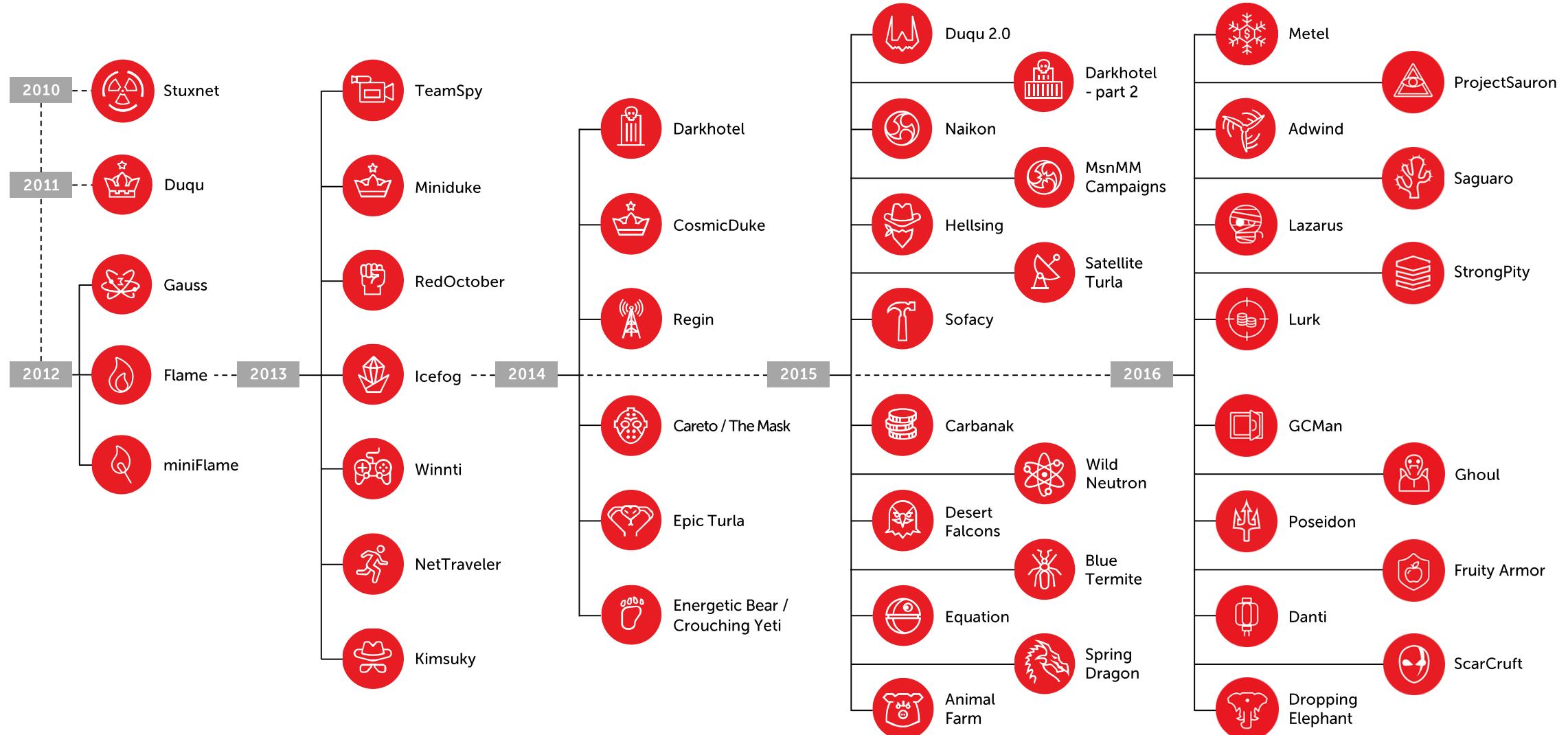
Threats to Smart Cities

Massive data leaks

Cyber-mercenaries

Ransomware

OUR RESEARCH



OUR MAJOR DISCOVERIES



	FLAME	GAUSS	RED OCTOBER	CARETO /THE MASK	REGIN	EQUATION	DUQU 2.0	SOFACY	LAZARUS	LURK	PROJECT SAURON
Active since	2007	2012	2004	2014	2003	2002	2014	2008	2009	2011	2011
Detection	May 2012	July 2012	January 2013	February 2014	Spring of 2012	2014	2015	2014	2016	2016	2016
Classification	Cyber-espionage malware	Cyber-espionage campaigns	Series of cyber-espionage campaigns	Complex cyberattack platform	Complex cyberattack platform	Cyber-espionage malware	Cyber espionage & sabotage, financial attacks	Cybercriminal operation	Cyber-espionage malware		
Description	Spreads over a local network or via a USB-stick Records screenshots, audio, keyboard activity and network traffic	Sophisticated toolkit with modules that perform a variety of functions	One of the first massive global espionage campaigns Contains Russian language text in the code notes	Complex toolkit with malware, rootkit, bootkit, one of the most advanced APTs ever Attacks devices running on Windows, Mac OS X & Linux	The first cyberattack platform known to penetrate and monitor GSM networks in addition to other "standard" spying tasks	Equation malware is able to infect the hard drive firmware, it uses "interdiction" technique to infect victims and mimics criminal malware	A highly sophisticated malware platform exploiting up to three zero-day vulnerabilities	Sofacy (also known as "Fancy Bear", "Sednit", "STRONTIUM" and "APT28") is a highly professional threat actor. Suspected of a connection with the notorious Miniduke actors. Sofacy has been notable for its extensive use of 0-day exploits	A group believed to be behind the attack on Sony Pictures Entertainment in 2014 and Central Bank of Bangladesh in 2016. Responsible for data destruction, money theft as well as conventional cyber-espionage operations against multiple companies around the world	The gang responsible for creation of infected computers networks that resulted in the theft of more than \$45 mln. from banks, other financial institutions and businesses since 2011. The group was looking for a way into remote banking services so that it could steal money from customer accounts	A threat actor attacking state organizations with a unique set of tools for each victim, making traditional indicators of compromise almost useless. ProjectSauron deliberately avoids patterns, customizing its implants and infrastructure for each individual target, and never reuses them
Targets	>600 specific targets	The vast majority of victims were located in Lebanon	101-500 diplomatic and governmental agencies	>10,000 victims in 31 countries	Up to 100 victims among telecoms, government entities, multi-national political bodies and others	Up to 1,000 high-profile victims in nanotechnology, nuclear industry and other industries, as well as activists, mass media & others	Malware infections linked to the P5+1 events and venues for high level meetings between world leaders	Military and government entities worldwide	Media, financial institutions, Casinos, Software developers for investment companies, Crypto-currency businesses	Banks, other financial institutions and businesses	Mainly state organizations. Over 30 victims in Russia, Iran and Rwanda



KASPERSKY LAB SOLUTIONS & SERVICES

CUSTOMER REACH

Our solutions and services are available for a wide range of clients: from individual home users to large and small organizations, including big enterprises, critical infrastructure networks and governments



INDUSTRIAL
FACILITIES



ENTERPRISES



SMALL AND MEDIUM
BUSINESSES



VERY SMALL
BUSINESSES



CONSUMERS



>270,000

Corporate clients
worldwide



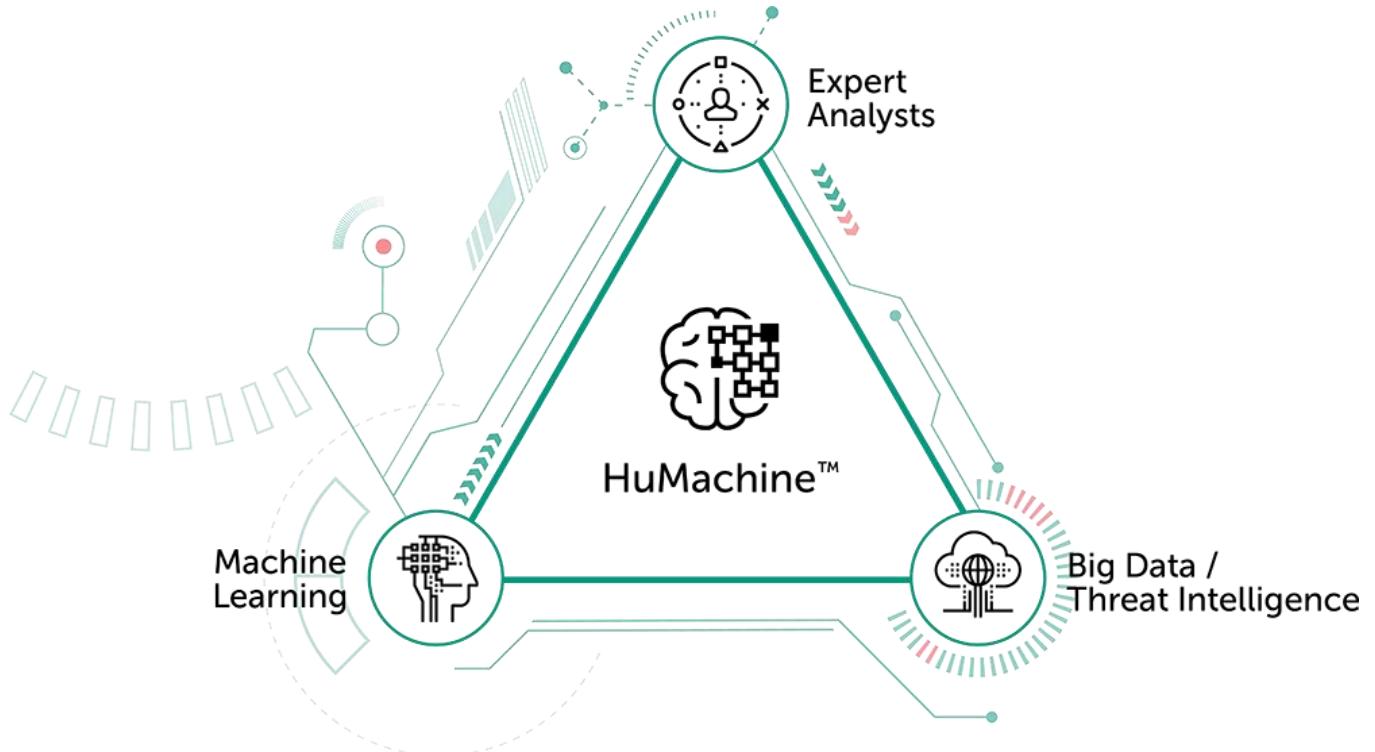
>400,000,000

Users worldwide
are protected by
our technologies

OUR APPROACH

True Cybersecurity must not just prevent incidents, but also predict, detect and respond to them – **effectively, flexibly and reliably**.

Our comprehensive portfolio of solutions achieves all this thanks to our unique combination of **HuMachine® Intelligence** and **Adaptive approach**, protecting your business rigorously against next-gen threats and minimizing the damage an incident could cause.



RELIABLE

For 20 years, we have developed the most tested, most awarded solutions and technologies that protect 400 million users worldwide

EFFICIENT

To detect effectively we use our global cyber-brain combined with machine learning algorithms and powered by the unequalled expertise

ADAPTIVE

The whole product portfolio is built to help implement the completely adaptive security architecture cycle of **Prediction, Prevention, Detection and Response**

AGILE

Our easy to use solutions are able to adapt to our customer' needs, regardless of the size of business or IT platforms used

HOLISTIC SECURITY FOR INDUSTRIAL FACILITIES

INDUSTRIAL AUTOMATION MODEL (ISA-95)*

LEVEL 4

Business planning and logistics



Managing end-to-end supply chain.
Establishing the basic plant schedule – production, material use, delivery, and shipping.

LEVEL 3

Manufacturing operations management



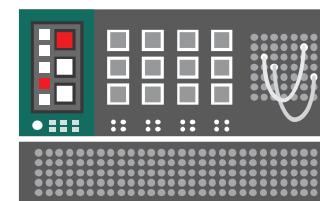
Work flow/recipe control to produce the desired end products.
Maintaining records and optimizing the production process.

LEVEL 2, 1

Batch control
Continuous control
Discrete control



Monitoring, supervisory control and automated control of the production process



Sensing the production process, manipulating the production process

LEVEL 0

Field



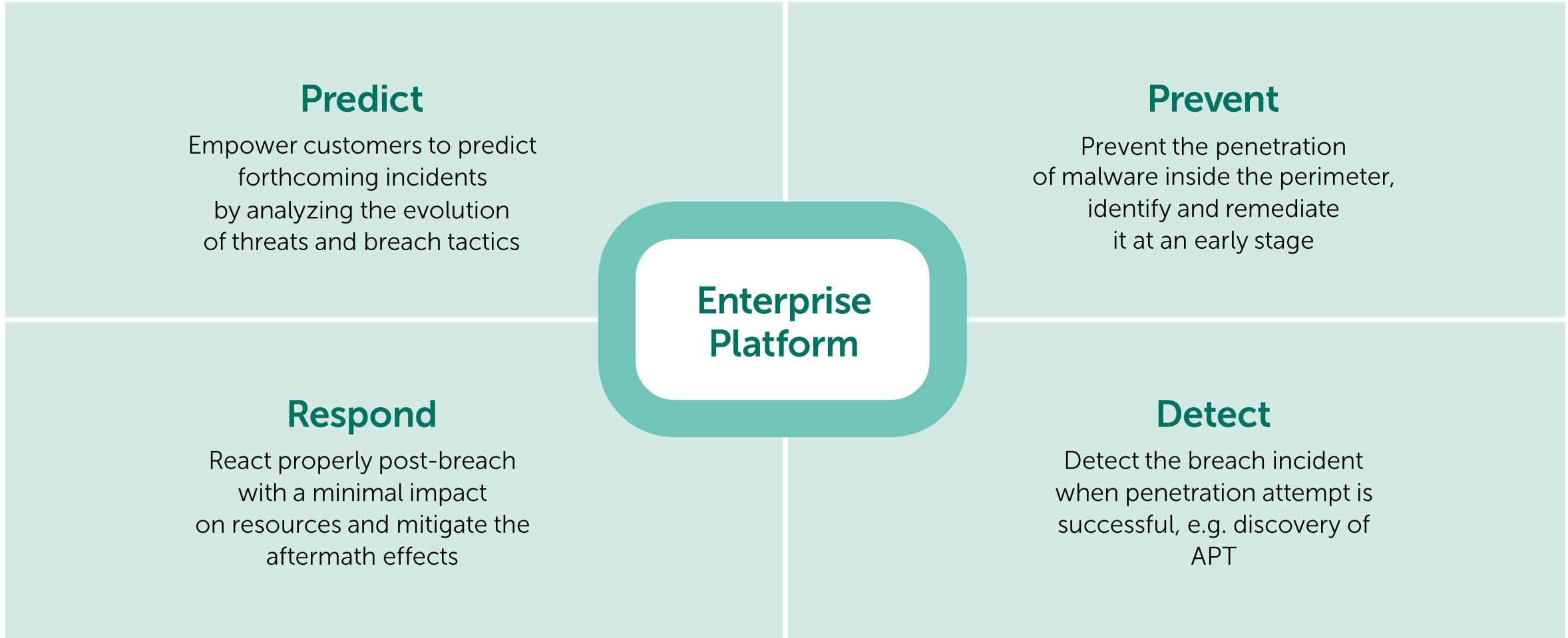
Field devices

Kaspersky Endpoint Security for Business + Professional Services

Kaspersky Embedded Security (KasperskyOS, KSS, Kaspersky Security Hypervisor)

Kaspersky Industrial CyberSecurity

ADAPTIVE SECURITY FRAMEWORK



KASPERSKY ENTERPRISE SECURITY SOLUTIONS

Technological



Anti Targeted Attack

Comprehensive multi-vector discovery and risk mitigation of advanced threats and targeted attacks



Endpoint Security

The leading multi-layered endpoint protection platform, based on true cybersecurity technologies



Cloud Security

Borderless security engineered for your hybrid cloud



Cybersecurity Services

Leveraging Threat Intelligence, Security Training, Incident Response and Assessment from the world leader



Security Operations Center

Empowering your SOC with the tools and information to efficiently detect and remediate threats



Fraud Prevention

Proactive detection of cross-channel fraud in Real Time

By Industries



Financial Services Cybersecurity

Providing Financial Services with the tools to raise security levels, prevent and predict cyber-incidents and respond efficiently



Telecom Cybersecurity

Efficient protection for telecoms infrastructure and information systems against the most advanced cyberthreats



Healthcare Cybersecurity

Protecting healthcare infrastructures and sensitive clinical data in a ruthless cyberthreat landscape



Data Center Security

Empowering your data center to detect and respond to the most advanced cyberthreats



Government Cybersecurity

Security controls and services geared to the demands of government organizations and related public bodies



Industrial Cybersecurity

Specialized protection for industrial control systems

SMALL AND MEDIUM BUSINESS

Cloud management



Kaspersky Endpoint Security Cloud

Cloud-based console for flexible, simple administration, no need for additional hardware



Protect PCs, laptops, mobile devices and file servers.



Default security policies for immediate protection



MSP: gain easy control and management of IT security, across devices, from a single console



Kaspersky Small Office Security



Monitor IT security from anywhere Cloud-based console



Financial protection
Safe Money



Client and personal data protection
Encryption back-up



Remembering all the passwords
Password Manager

On-premises management



Kaspersky Endpoint Security for Business



Multilayered security against known, unknown & advanced threats



Centralized IT Security management



Control over applications, devices & web access



Protect mobile devices alongside desktops & laptops

SMALL AND MEDIUM BUSINESS

Multi-layered security for physical, virtual, mobile environments and servers

Targeted products including:



Kaspersky
Security
for Virtualization



Kaspersky
Security
for Mobile



Kaspersky
Security
for Mail Server



Kaspersky
DDoS Protection



Superior detection rate



The complete security
platform



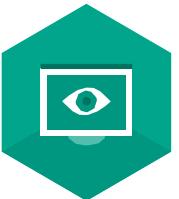
Managed from one
central console

MSP OFFERING

Our MSP Program meets the needs of partners that grow their managed service offering in cybersecurity – without additional overheads or resources



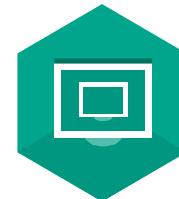
Managed
Security



Remote
Monitoring



Mobile Device
Management



Virtualization
Security



Kaspersky
Endpoint Security
Cloud



Kaspersky
Endpoint Security
for Business



Kaspersky
Security
for Mail Server



Kaspersky
Security
for Virtualization



Kaspersky
Security Integration Plugin for ConnectWise® Manage™ & Automate™

CONSUMERS

We deliver to home users the power to protect their privacy, money, precious memories and families against today's digital dangers

Comprehensive solutions



Kaspersky
Total Security



Kaspersky
Internet Security

Tailored solutions



Kaspersky
Internet Security
for Android



Kaspersky
Internet Security
for Mac



Kaspersky
Anti-Virus



Kaspersky
Safe Kids



Kaspersky
Password
Manager



Kaspersky
Software
Updater



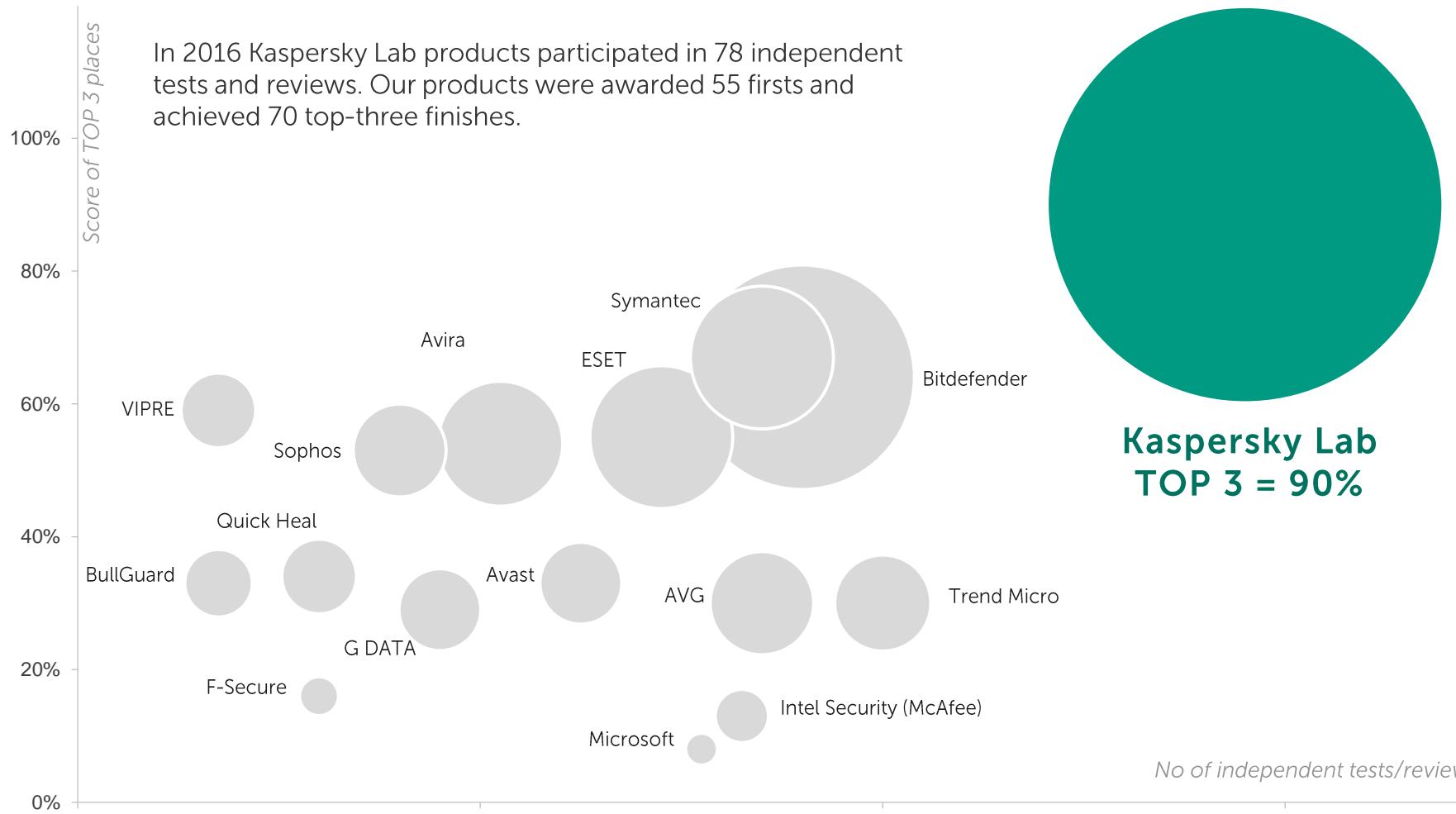
Kaspersky
Virus Scanner
for Mac



Kaspersky
Virus Removal
Tool

...and more

INDEPENDENT AWARDS & RECOGNITION



55 first places*

10 second places*

5 third places*

* Notes:
According to summary results of independent tests in 2016 for corporate, consumer and mobile products.
Summary includes independent tests conducted by : AV-Comparatives, AV-Test, SELabs, MRG Effitas, VirusBulletin, ICSA Labs.
Tests performed in these programs assess all protection technologies against known, unknown and advanced threats.
The size of the bubble reflects the number of 1st places achieved.

*78 independent tests completed by Kaspersky Lab products in 2016 alongside 15 competitors



KASPERSKY LAB IN THE MARKET

MARKET RECOGNITION

Figure 1. Magic Quadrant for Endpoint Protection Platforms



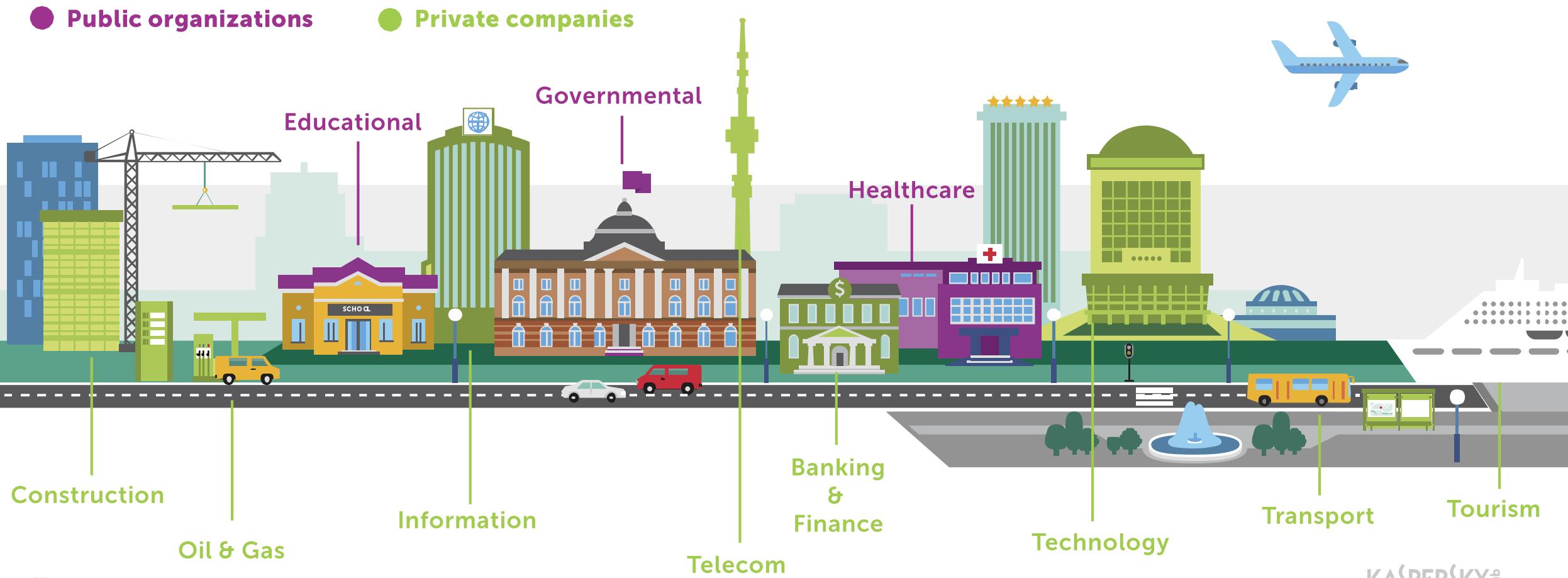
Gartner®

We are officially named a Leader
in the Gartner Magic Quadrant
for Endpoint Protection Platforms
for the sixth time in a row

Source: Magic Quadrant for Endpoint Protection Platforms, 30 January 2017 GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally, and is used herein with permission. All rights reserved. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from the [link](#). Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

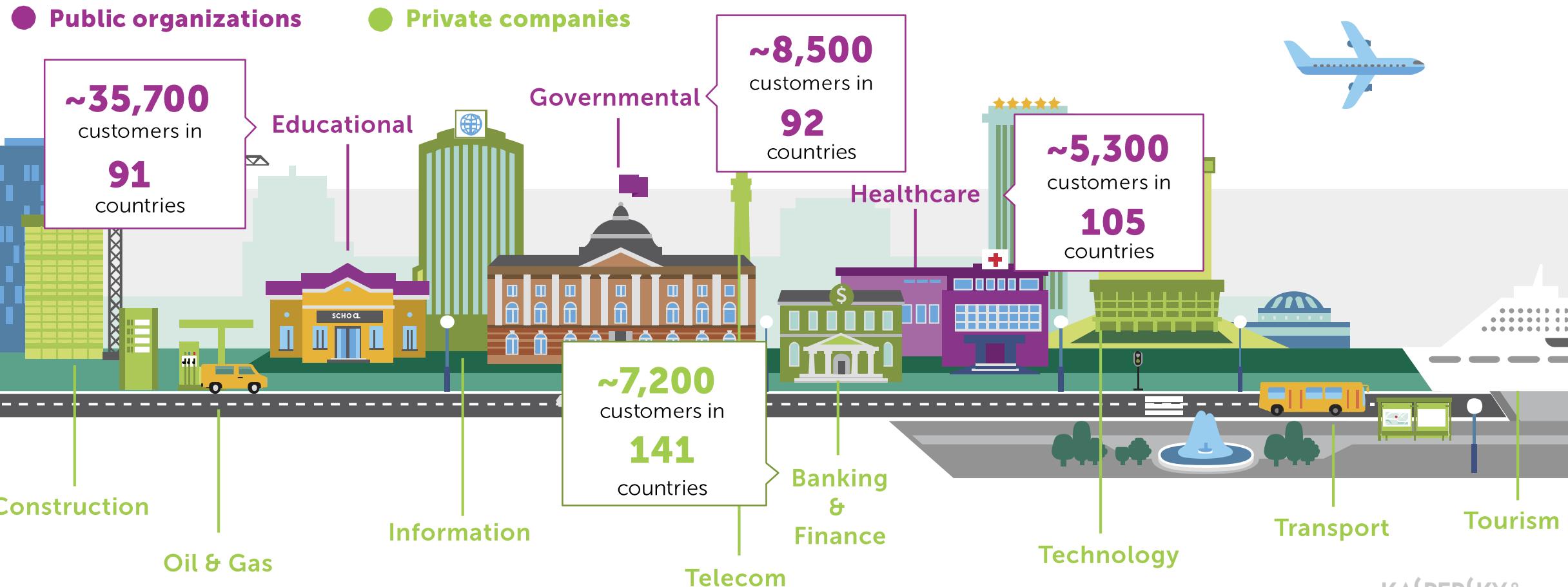
OUR CUSTOMERS

We work in a wide range of industry sectors. Our solutions and services successfully protect **270,000 clients** around the world, regardless of size or complexity



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TECHNOLOGY AND OEM PARTNERS

~120

industry leaders
trust us to protect
their customers

Technology Integration
Private Labelling / Co-branding
Pre-installation / Bundling
Preload



FERRARI

What brings us together: Technologies. Innovation. Passion.



EDUCATIONAL AND SOCIAL PROJECTS



Kaspersky Motorsport

Apart from sponsorship of the Scuderia Ferrari F1 team and technological cooperation with Ferrari, we support talented young drivers and participate in various racing series

Kaspersky Academy

A series of projects to support talented young IT security specialists

Akrotiri

A sponsorship of archeological excavations of one of the oldest civilizations - Akrotiri

Children's Online Safety

We partner with independent organizations (such as European Schoolnet EUN and FOSI) and law enforcement agencies to raise awareness and educate the general public about protecting children online today

EDUCATIONAL AND SOCIAL PROJECTS



Starmus Festival

We support Starmus 2017 renowned to be the world's most ambitious science and music festival. Starmus was born to celebrate science and the arts with the goal of bringing an understanding and appreciation of science to the public at large. It gathers the most reputable speakers – international scientists, cosmonauts and astronauts, artists and musicians, writers, business leaders, and more.



FIDE and World Chess

Kaspersky Lab protects and supports FIDE and the World Chess Championship 2017-18, being proudly named official cybersecurity partner. Since 2016, the company has also sponsored chess Grandmaster and World Vice Champion Sergey Karjakin; and since 2012, it partners with a young candidate master Andrey Tsvetkov, as well as Grandmaster and the world junior chess champion Mikhail Antipov.



Antarctic Biennale

Kaspersky Lab is a general sponsor of the 1st Antarctic Biennale, a creative journey that involves a hundred people from all over the world: artists, architects, researchers, and philosophers who will explore and create a universal cultural future for Antarctica.

LET'S TALK?

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