



Confidence in a connected world.

# **Symantec To Acquire Vontu**

## **November 5, 2007**

# Forward Looking Statements



- This presentation contains forward-looking statements regarding the financial and business results of Symantec and Vontu, including statements of expectations regarding consummation of the merger, projected growth for computing devices, benefits to Symantec from combining the Vontu and Symantec businesses and cost savings opportunities for the combined company. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause each company's actual results, levels of activity, performance or achievements to differ materially from results expressed in or implied by this presentation, including, among others: whether the companies can successfully develop new products and the degree to which these gain market acceptance; the sustainability of recent growth rates, particularly in consumer products; the anticipation of the growth of certain market segments; the positioning of the companies' products in those segments; the competitive environment in the software industry; general market conditions; acquisition-related risks, particularly risks relating to integrating the two companies; fluctuations in currency exchange rates; and changes to operating systems and product strategy by vendors of operating systems.
- Additional information concerning these and other risk factors is contained in the Risk Factors sections of Symantec's Form 10-K for the year ended March 31, 2007 filed with the Securities and Exchange Commission.
- We assume no obligation to update any forward-looking information contained in this presentation.

- Leverages core competitive strengths
  - Shared focus on protecting information at the endpoint, in storage, and in the network
  - Enterprise security solutions enable companies to reduce risk and lower costs
- Complementary channels
  - Targets the same IT buyer
  - Strengthens our enterprise presence
- Capitalizes on future trends
  - Compliance
  - High-capacity mobile devices

- Why Vontu?
  - Acquiring the market leader in a high-growth segment
  - Product and customer leadership
  - Two year OEM relationship
- Strong product synergies
  - Endpoint, Network and Storage
  - Information Risk Management and Compliance
- Expand Data Loss Prevention capabilities
  - Evolving security landscape, growing number of security breaches
  - Policy driven and information centric approach to security
  - Compliance with data privacy regulations



## Security 1.0

## Security 2.0

**Lock down systems**



**Balance risk and opportunity**

**Keep the bad things out**



**Keep good things in**

**Protect only  
infrastructure**



**Protect information and  
interactions**

**Disparate and disconnected**



**Standardized and automated**

# Data Loss Prevention: It's About the Information



## Customer, Employee Patient Data

### Regulatory Compliance

- Social Security Numbers
- Credit Card Numbers
- Contact Information
- Health Information



## Intellectual Property

### Competitive

- Source Code
- Engineering Specs
- Strategy Documents
- Pricing



## Company Confidential

### Reputation

- Quarterly Results
- M&A Strategy
- CEO Internal Email
- Internal Conversations



# The Costs Of Data Loss Are Escalating



Home > Industries > Retail > Analysis > The Meaning Of [REDACTED] \$168 Million Data Breach Cost

## The Meaning Of [REDACTED] \$168 Million Data Breach Cost

Another critical consideration at trial would be whether [REDACTED] security operations were the norms of that industry segment. Did it perform its security within the customs of la shops?

### Security

June 6, 2006

#### Veterans Seek Billions in Data Breach Suit

By [REDACTED]

WASHINGTON - Angry veterans aren't waiting for Congress to take action over the recent Veterans Administration loss of 26.5 million personal records of veterans.

Tuesday afternoon, a coalition of veterans groups filed a class action lawsuit demanding the VA name those who are at risk for identity theft. The suit seeks \$1,000 in damages for each person, a payout that could reach \$26.5 billion.



CBS EVENING NEWS THE EARLY SHOW 48 HOURS MYSTERY 60 MINUTES SUNDAY MORNING FAC

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## Online Brokerage's Customer Data Stolen

[REDACTED] Said Contact Information For 6.3 M Customers Was Hacked

OMAHA, Neb., Sept. 14, 2007

Comments 1



AnswerTips™ enabled (What's this?)

(AP) Online brokerage [REDACTED] said Friday one of its databases was hacked and

# DLP: A Driver of Information Risk Management



Email Servers



File Servers



Databases



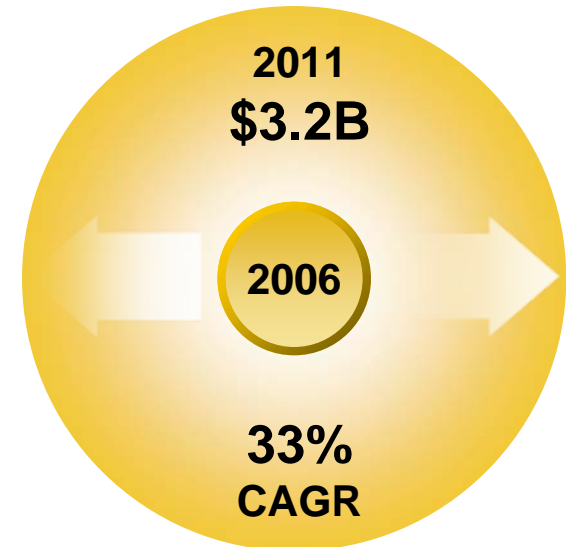
Endpoints



## Top of Mind for CISOs

- 52% of CISOs believe data loss to be a top driver of organization's security spending<sup>1</sup>
- More than 50% of companies admit to having data loss in the last 12 months<sup>2</sup>
- Vontu ranked as “most exciting new security product”<sup>3</sup>
- Vontu had “twice the number of deployments as next closest competitor”<sup>3</sup>

- DLP is a \$3.2B market opportunity by 2011



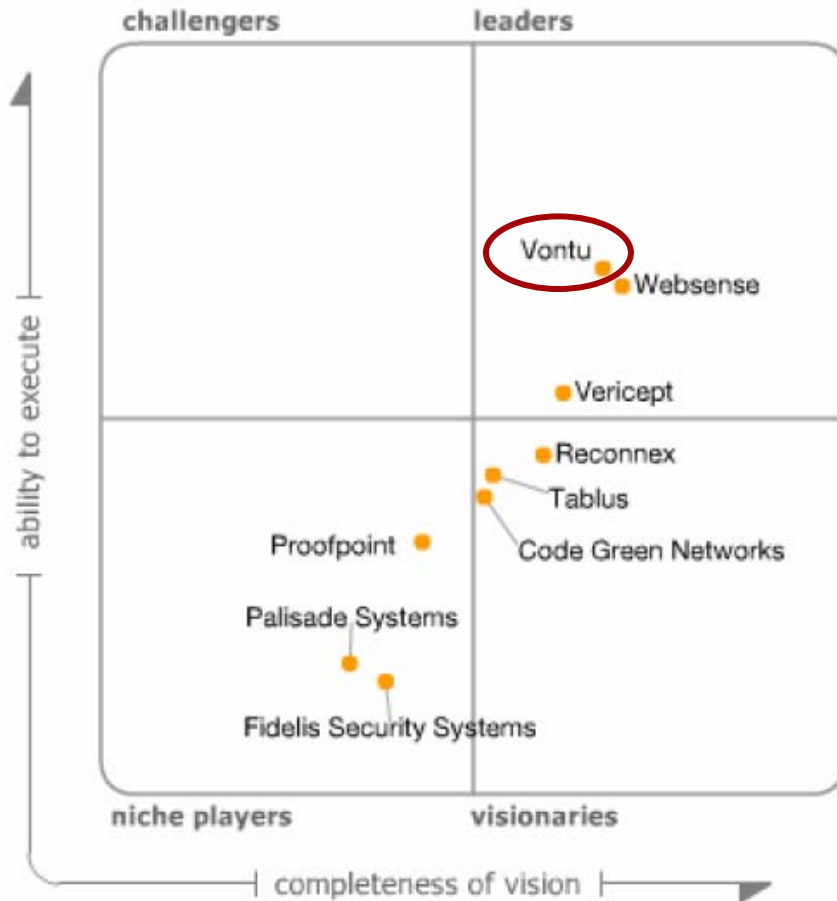
IDC May 2007, “Information Protection and Control”

<sup>1</sup> Security Spending Survey- Goldman Sachs Group, Inc. (Sept 4, 2007)

<sup>2</sup> 2006 Global Security Survey - Deloitte Touche Tohmatsu

<sup>3</sup> The InfoPro Information Security Study Wave 7 (July 2006)

# Why Vontu?



- DLP product leadership
- Customer Success
  - 24 of Fortune 100
- 2-year relationship – proven integration with Symantec Mail Security 8300 Appliance

Gartner Magic Quadrant for Content Monitoring and Filtering and Data Loss Prevention, 2007

## Discover

Where is my confidential data stored?



## Monitor

How is my confidential data being used?



## Enforce

How do I protect this data and prevent its loss?



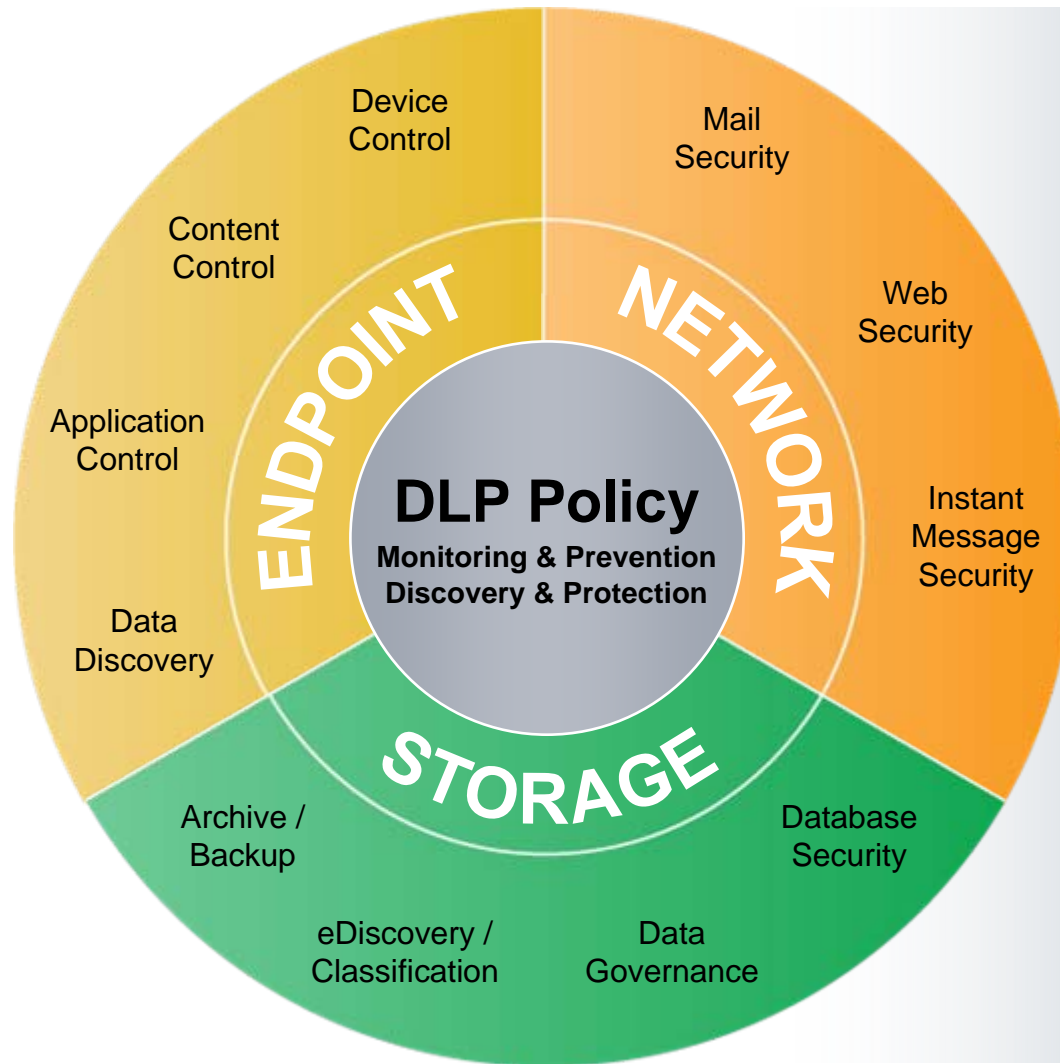
# Comprehensive DLP Coverage



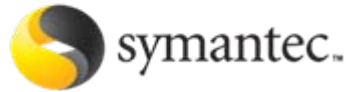
VONTU



symantec.



# Expanding Our Security Strategy with Data Loss Prevention



**Control Compliance Suite**

## **Policy Enforcement**

Universal Policy, Single Console, Workflow, Reporting

**Enforce Platform**

## **Discovery & Protection**

e-Discovery, Classification

## **Monitoring & Prevention**

Inadvertent Mistakes, Malicious Users

**Endpoint Protection  
Mobile Security  
Network Access Control**

## **Endpoint**

Laptops, Desktops, Branch Offices, Mobile Devices

**Endpoint Discover  
Endpoint Prevent**

**Mail Security  
Web Security  
Database Security**

## **Network**

Email, Webmail, Blog Postings, SSL, Instant Messaging, FTP, TCP

**Network Monitor  
Network Prevent**

**Enterprise Vault  
Backup  
Storage Foundation**

## **Storage**

Backup Storage, File Servers, Databases, Document Repositories, Mail Archives

**Network Discover  
Network Protect**

# Symantec and Vontu: Enterprise Security Protection



- Discover and protect exposed confidential data wherever it is stored
- Monitor and prevent unauthorized use of confidential data at both the endpoint and the network
- Define policies once, enforce them everywhere
- Provide centralized reporting for enterprise security



- Targets the same IT buyers
- Extends leadership in US Large Enterprise
  - Additional account penetration through direct sales
  - Leverage Vontu's DLP sales expertise
- Expands market coverage
  - International
  - Government
  - Enterprise market
- Broadens consulting and education services

- Compliance
  - Centrally-created policies applied at network, storage and endpoint
  - Drive consistency across the organization
  - Enables sound corporate governance practices
- High-capacity mobile devices
  - Discover and protect large amounts of data on small devices (smart phones, iPods, laptops, USB devices, etc.)
  - Protect data wherever it is stored

## Financial Terms

- Purchase price of \$350 million, paid in cash and assumed options
- We expect to draw on our revolving credit facility
- Identified cost savings
- Transaction expected to be \$0.02 dilutive to FY08 non-GAAP earnings per share. GAAP EPS will be more diluted due to purchase accounting
- The transaction is expected to close during the fourth calendar quarter of 2007

## Conditions

- HSR regulatory approval

## Operational Structure

- Dedicated team led by Joseph Ansanelli, Chairman and CEO of Vontu reporting to Tom Kendra, Group President, Security and Data Management Group
- Vontu has 170 employees based in San Francisco, CA

- Natural extension of enterprise security strategy
- Acquiring the leader in Data Loss Prevention
- Combined, we create a comprehensive DLP suite
  - Product synergies reinforce Symantec strengths
  - Endpoint, Network and Storage
- Complementary direct sales strengths
- Rapidly growing market



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# Thank You

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