



# **Symantec to Acquire PGP Corporation and GuardianEdge Technologies, Inc.**

April 29, 2010



# Forward-Looking Statements

- This presentation contains forward-looking statements within the meaning of U.S. federal securities laws, including expectations regarding the closing of Symantec's acquisitions of PGP Corporation and GuardianEdge Technologies, Inc. and the integration of their respective products and technologies into Symantec's products and solutions, that involve known and unknown risks and uncertainties that may cause actual results to differ materially from those expressed or implied in this presentation. Such risks include, among others, satisfaction of closing conditions to the transaction, our ability to successfully integrate the acquired businesses and technologies, and customer demand for the technologies and integrated product offerings. Actual results may differ materially from those contained in the forward-looking statements contained in this presentation. Additional information concerning these and other risk factors is contained in the Risk Factors section of Symantec's Form 10-K for the year ended April 3, 2009. Symantec assumes no obligation to update any forward-looking statement contained in this presentation.

# What Are We Announcing Today?

- Symantec to acquire PGP and GuardianEdge
  - Global leaders in email and data encryption software
  - Combined revenue of \$93 million for LTM ending March 31, 2010
- \$370M aggregate purchase price
  - PGP for \$300 million
  - GuardianEdge for \$70 million
  - Funded with cash from Symantec's balance sheet
- Operations
  - To be led by Francis deSouza, SVP, Enterprise Security Group
  - Integrated into our security portfolio, specifically with endpoint security, DLP and gateway security
  - Products to be sold through Symantec's global sales force and extensive partner network
  - Consolidation provides expense savings opportunity
- Transactions expected to be 2 cents dilutive to non-GAAP EPS during FY11 and to become accretive in the March 2011 quarter
- Expected to close during June quarter pending regulatory approval



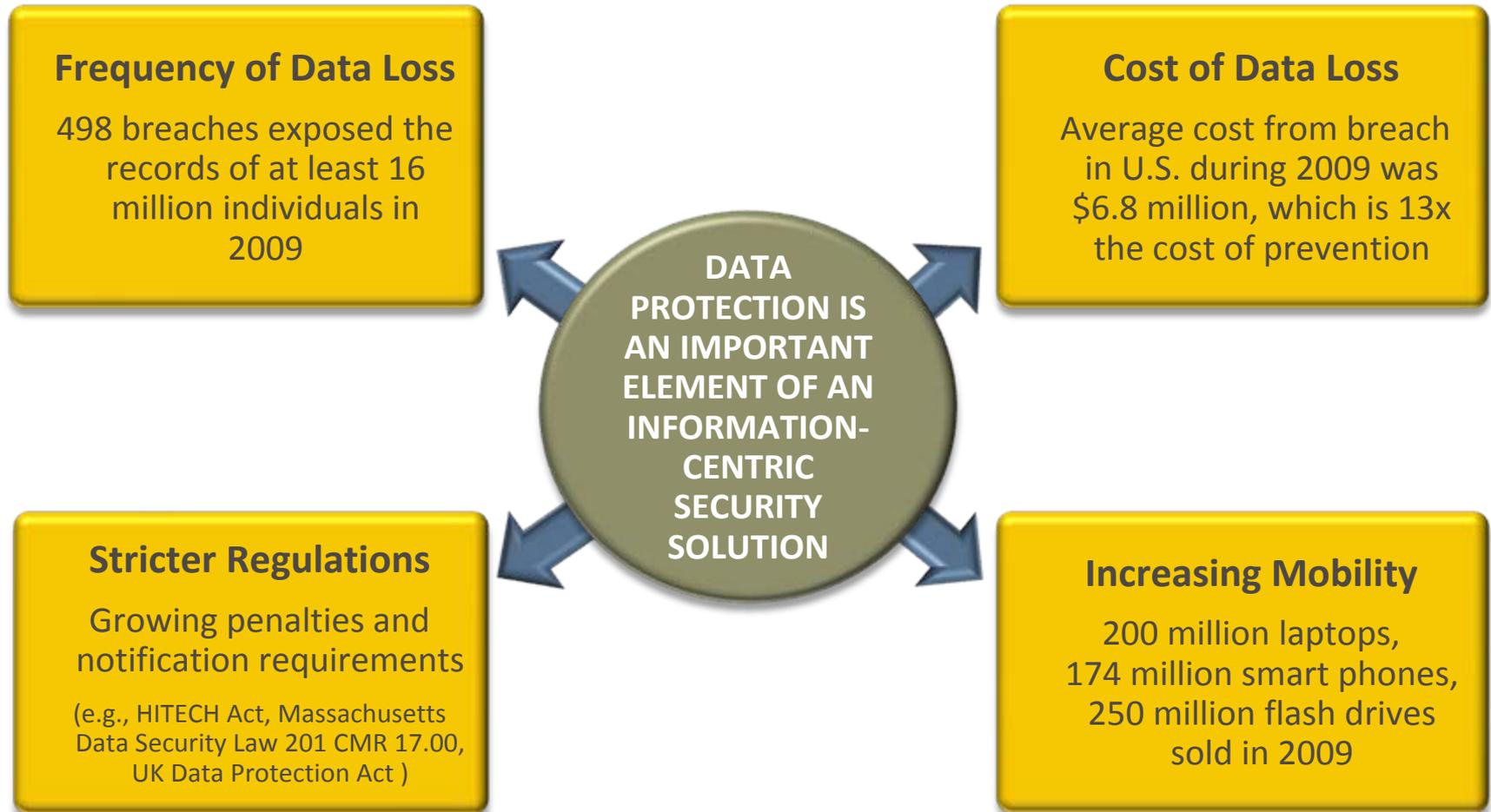
**GuardianEdge**

# Why PGP and GuardianEdge?

1. Addition in data protection market expands addressable opportunity
  - Entering attractive, yet highly-fragmented, fast growing \$1.7 billion<sup>(1)</sup> market
  - Augmenting our security portfolio with the most comprehensive, market leading data protection solution will fuel growth in market share
2. PGP and GuardianEdge's encryption technology to be utilized throughout our security portfolio
  - Complements our endpoint security and data loss prevention solutions as well as benefits our mobile and cloud initiatives
  - The PGP<sup>®</sup> Platform enables policy and key management across the widest set of applications including full-disk, removable media, email, file, folder and smartphone
  - Consistent with Symantec's strength in addressing heterogeneity in customer environments. PGP and GuardianEdge are committed to standards-based technologies, ensuring ease of management and broad compatibility among deployments
3. PGP and Guardian Edge's solutions ideal for Symantec's worldwide distribution network
  - PGP's customer base spans enterprise, small and medium business, and individuals
  - GuardianEdge, a long-time Symantec partner, provides strength in the government sector
  - Cross-sell opportunity for Symantec's global sales team and extensive partner network

(1) IDC forecasts the encryption market to increase at a 14% CAGR from 2009 to reach \$1.7 billion in 2013

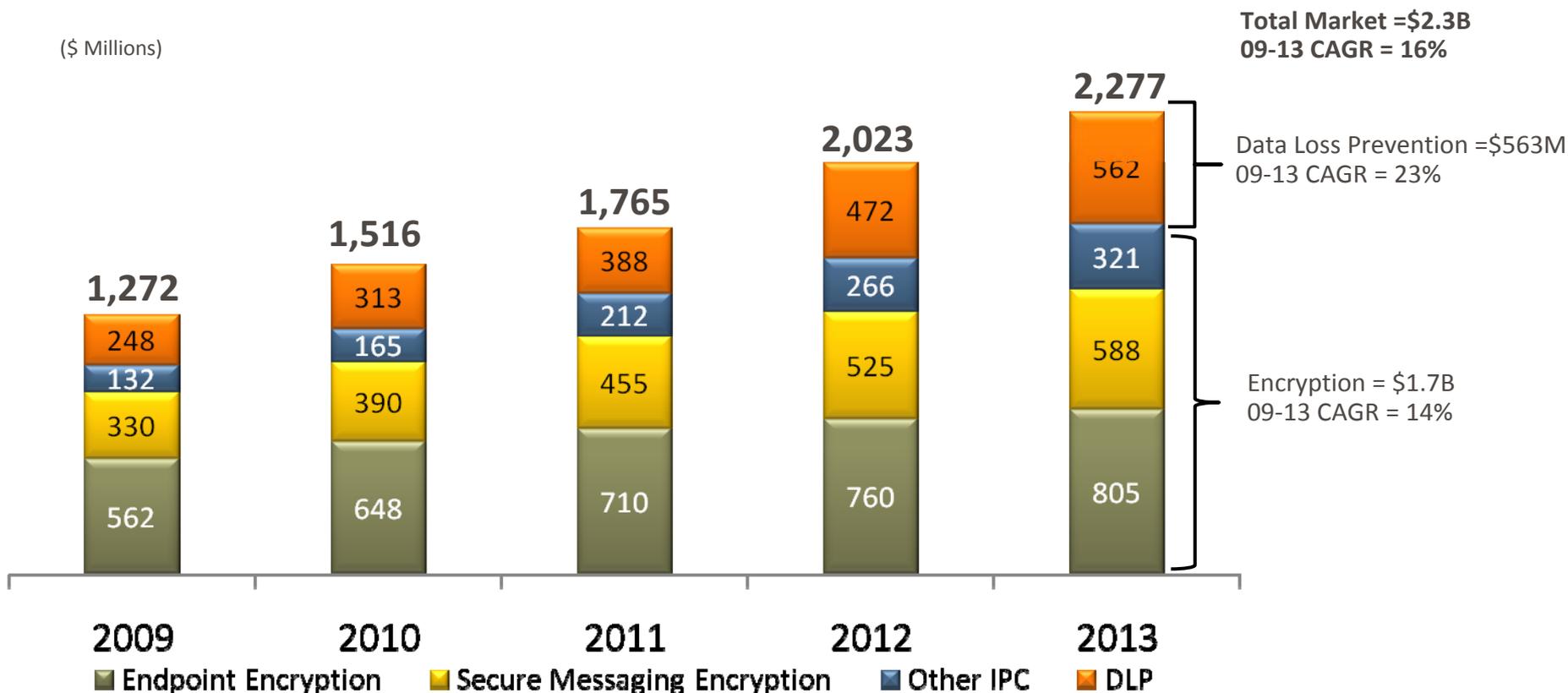
# Data Protection Growth Drivers



# Addressable Market Opportunity

- Symantec provides comprehensive data protection through encryption and DLP
- Worldwide sales of encryption forecast to grow at 14% CAGR to \$1.7 billion in 2013

(\$ Millions)



Note: "Other Information Protection & Control (IPC)" includes revenue associated with enterprise rights management and other emerging data protection technologies. 09-13 CAGR for Endpoint Encryption = 9%, Secure Messaging Encryption = 16%, Other IPC = 25%

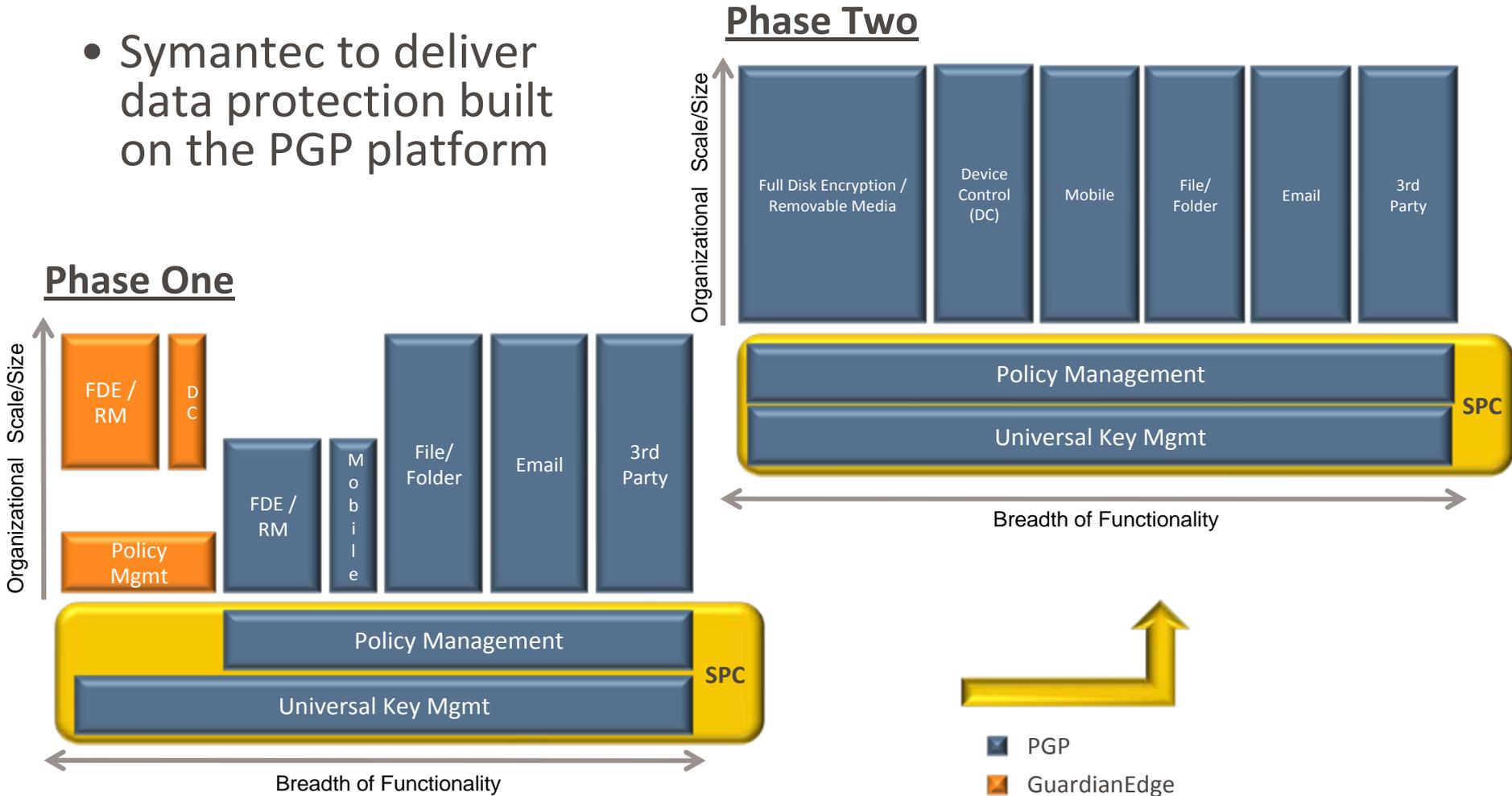
# Data Protection Landscape

- Symantec to provide data protection across the broadest range of applications

Capabilities	Symantec	Cisco	EMC	McAfee	Sophos	Checkpoint	Trend	Microsoft
Data Loss Prevention	•			•	•	•	•	
Full Disk Encryption (FDE)	•			•	•	•		•
Smart phones	•			•	•	•		
Removable Media (RM)	•			•	•	•		•
File	•		•	•	•			•
Email	•	•		•	•		•	•
Storage	•		•					
Enterprise Key Management	•		•					
Public Key Infrastructure (PKI) Services	•							

# PGP + GuardianEdge Integration Roadmap

- Symantec to deliver data protection built on the PGP platform



# Leveraging Data Protection across Symantec

## Enterprise Endpoint

## Individual Endpoint

### DLP + Endpoint Data Protection

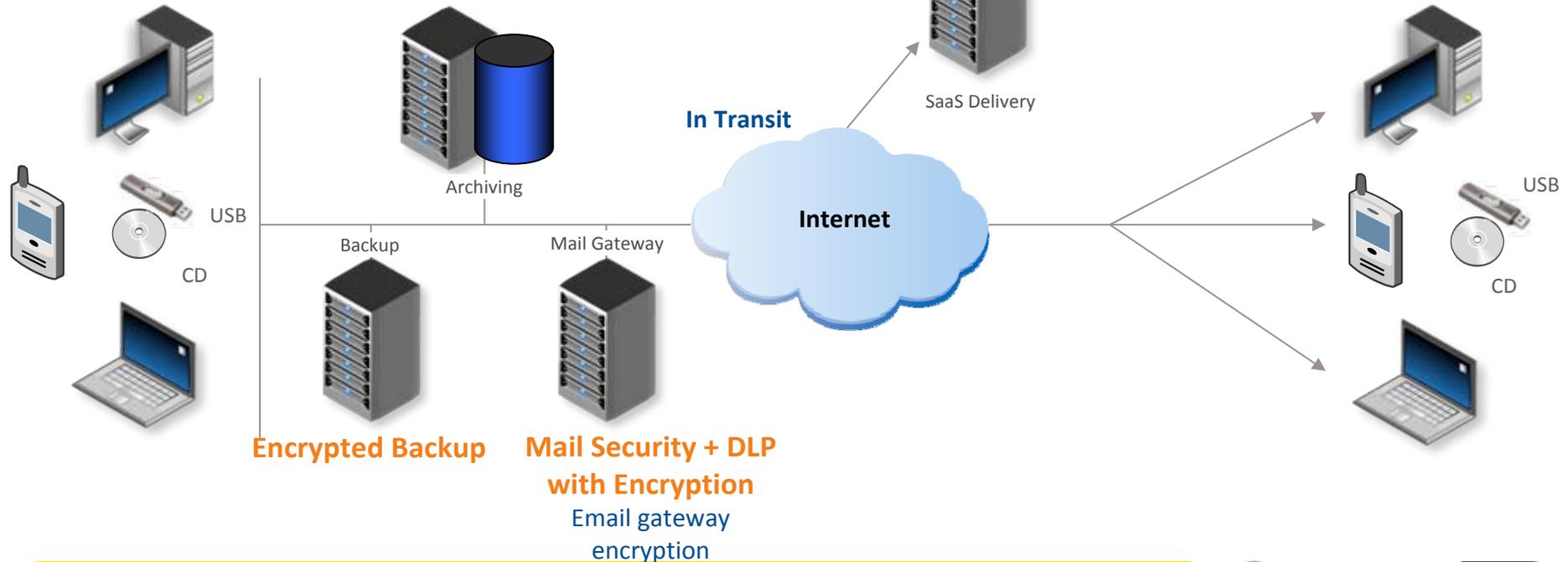
Secure file collaboration, desktop email, full-disk encryption, removable media encryption, device control

### Mail + File Decryption (built with encryption software development kit)

### Hosted Messaging Security

### Endpoint Data Protection

File, folder and email encryption



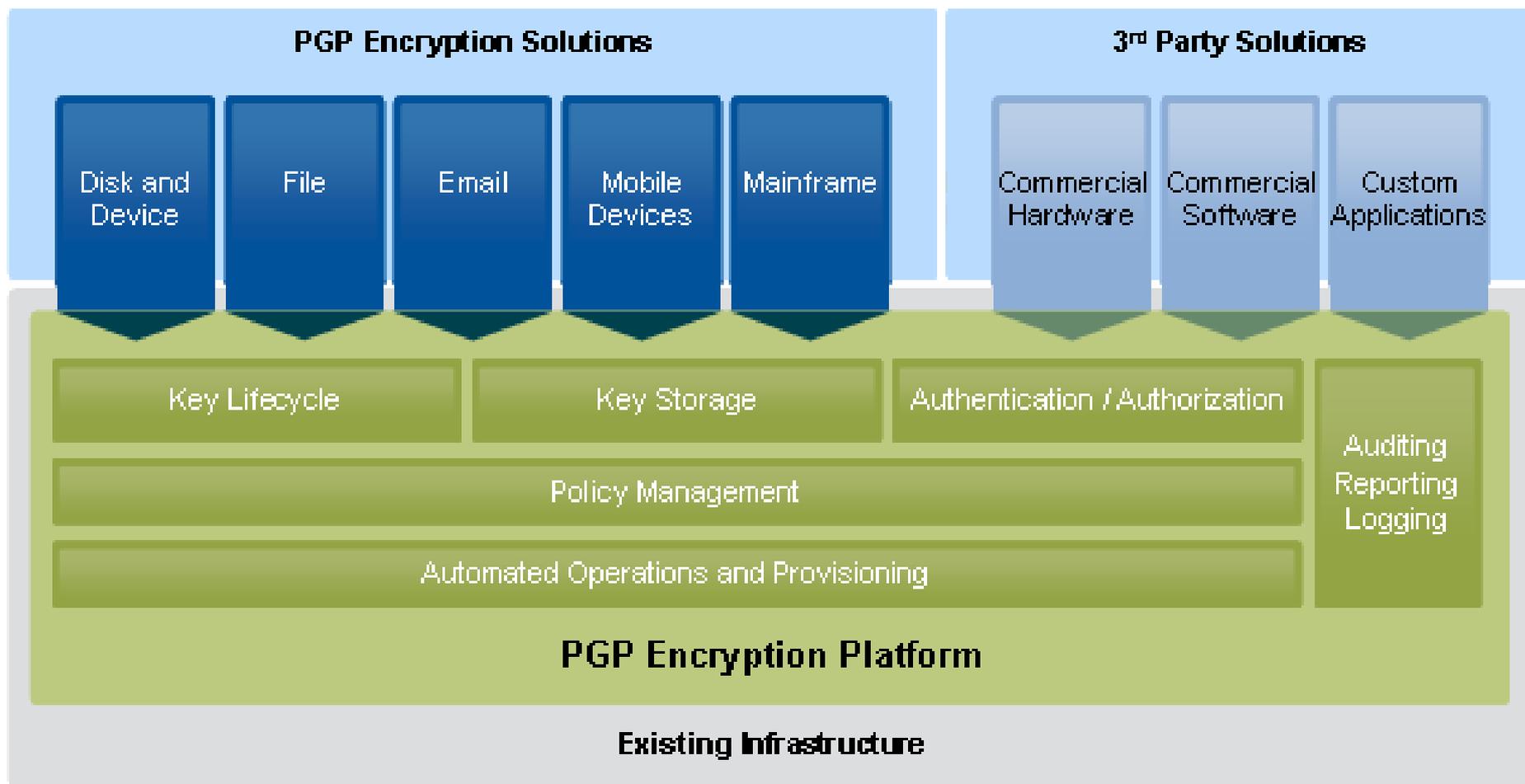
# PGP Corporation at a Glance

- The global leader in email and data encryption software for enterprise data protection
  - SC Magazine Reader Trust Award
  - #1 in encryption category, InfoPro Vendor Rankings
- Revenue of \$75 million for LTM ending March 31, 2010
  - Strong customer base
    - >110,000 corporate customers and >1 million individual customers
    - 87% of Fortune 100 and 73% of Fortune Global 100 use PGP
- Strong policy and key mgmt
- Headquartered in Menlo Park, CA
  - Additional offices in Salt Lake City, London, Frankfurt, Hamburg and Tokyo
- Approximately 390 employees

Product	Description
PGP® Whole Disk Encryption	Comprehensive laptop / mobile data protection
PGP® NetShare	Transparent encryption/decryption of shared files
PGP Universal™ Email Gateway	Transparent network email encryption solution
PGP® Desktop Email	Comprehensive desktop encryption, securing email, stored data, and IM
PGP® Command Line	Scriptable command line encryption tool
Mobile, Support Package for BlackBerry	Fully integrated mobile support
PGP® Software Development Kit	PGP cryptographic toolkit, FIPS 140-2 validated
PGP Universal™ Server	Centralized management for encryption applications



# PGP® Platform and Suite of Encryption Applications

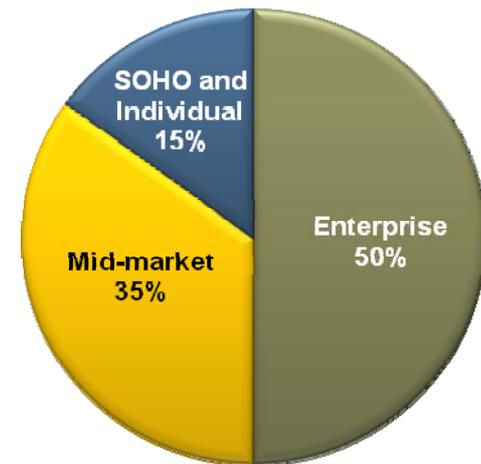


# PGP Sales and Go-To-Market

- Global, multi-tiered channel strategy addresses large enterprises to consumers
  - High dollar enterprise transactions direct
  - Mid-market transactions with distribution and resellers; more than 1,200 channel partners in over 55 countries
  - Direct sales to end-users on the web



## Sales Mix



# GuardianEdge Technologies at a Glance

- Leader in endpoint data protection for the enterprise
  - Positioned in the leader's quadrant in Gartner's "Magic Quadrant for Mobile Protection"
- Revenue of \$18 million for LTM ending March 31, 2010
- Significant penetration in government and healthcare verticals
  - 8 of top 10 customers in 2009 are government-related
- 2,000 customers
- Provides technology for Symantec Endpoint Encryption
  - Ease of product integration and customer continuity
- Headquartered in San Mateo, CA with approximately 85 employees

Product	Description
GuardianEdge Hard Disk Encryption	Full-disk encryption for laptop, desktop and tablet computers
GuardianEdge Device Control	Access and usage control for PC peripheral ports and removable media outlets
GuardianEdge Removable Storage Encryption	Encryption for flash memory sticks, portable hard drives, and other data storage devices and media



## Summary

- Expands Symantec's addressable security market opportunity
- Enhances Symantec's ability to make data protection more intelligent and policy-driven in ways no one else can today
- Delivers broadest set of data protection capabilities across all major customer segments
- Brings together key features and functionality from each company's offerings and will standardize on PGP's key management platform
- Cross-sell opportunity for Symantec's global sales team and extensive partner network