

The logo for A10, consisting of the letters 'A10' in a bold, white, sans-serif font.

Always Secure. Always Available.

CORPORATE PRESENTATION 2024

Enabling a Secure and Available Digital World



Overview



Introduction



Macro environment and business challenges



A10's mission and areas of investment



Infrastructure and security solution portfolio



A10 advantage



Customer use cases



Solving business challenges — together

Macro Environment Strongly Affecting Technology and Buying Decisions



Increased cyber risk
creates need to holistically
address infrastructure and
network security



Technologies like AI
represent a leap forward
for cyber defense and
network architecture



Hybrid operating
models offer flexible
path for business
outcomes

Challenges: Transitioning to a Modern Architecture



Ensure Hybrid
Cloud Application
Availability



Optimize for
User Experience
and Performance



Secure Applications
from the
Latest Threats



Management and
Visibility Across
the Network

A10's Core Purpose, Vision and Mission

Enabling
a secure
and available
digital world

Empowering
our customers
to provide
the most
secure and
available
digital
experience

Helping
enterprises and
service providers
build business-
critical networks
and applications
that are secure,
available and
efficient

Customers Trust Us with their Critical Applications and Transition to Cloud



Provide

always available application delivery and security on-prem and in the cloud



Protect

investments for enterprises and service providers



Support

seamless migration to the cloud and cloud-native with hybrid solutions



Secure

multi-generational networks through the transition to 5G and cloud-native architectures



Protect

networks from cyberattacks that threaten network availability



Simplify

IT ops with connected intelligence, AI/ML and DevOps/SecOps tools



9 of Top 10
Telecom Operators



8 of Top 10
Cloud Providers



21 of Top 50
Fortune Global 500



15 of Top 25
Video Gaming Companies



5 of Top 10
Media Companies

Leadership Team



Dhrupad Trivedi
President and Chief Executive Officer



Karen Thomas
Executive Vice President,
Worldwide Sales and Marketing



Brian Becker
Chief Financial Officer



Mikko Disini
Vice President,
Product Line Management



Andrew Kim
Vice President, Worldwide
Human Resources



Eric Kwok
Vice President, Worldwide
Support and Services



Sean Pike
Head of Information
Security



Bret Sloan
Head of Global Operations



Scott Weber
General Counsel



Aris Wong
Vice President,
Worldwide Engineering

A10 at-a-Glance



515
Employees



7,700+
Customers in
117 Countries



Profitable
Revenue,
No Debt



Business
Hardware and
Software-based
Revenue Model



Partners
Affinity Partner Program:
Global Traction with
Deep Relationships



Expansion
New and
Expanded OEM
Relationships



Our Investments are Aligned to Two Themes

Infrastructure Evolution

1

HYBRID

Enable on-premises,
private cloud and
public cloud

Cybersecurity

2

CYBERSECURITY

Leading network
cybersecurity insights
and tools

Infrastructure Solutions: What's New

Hybrid Infrastructure



Next-Gen WAF



Platform



Need

Flexibility to operate on-prem and cloud deployments according to business needs

Next-Gen WAF application security integrated in A10 portfolio

Improve ROI of new investments, optimize CAPEX and OPEX

Solution

ADC, CGN and DDoS protection virtual platforms, flexible consumption models

Partnership with Fastly to deliver best-in-class solution with high efficacy

High throughput next-gen platforms, clustering options, flexibility of custom HW or SW and cloud form factors

Cybersecurity Solutions: What's New

Threat Control



Threat Mitigation



A10 Defend Ecosystem



Need

Ability to consume actionable threat insights highly applicable to your organization

Mitigation and detection of attacks of growing sophistication and volume

Pervasive best-of-breed security capabilities across A10 and security deployments

Solution

SaaS service for DDoS attack surface management, early warning alerts and high-confidence IP lists

Behavioral and profiling-based DDoS detection. Expansion of AI/ML use cases. High scalability

Distributed DDoS solutions for all deployment types with centralized orchestration

A10 Networks Solution Portfolio



Distributed Cloud Management and Analytics
A10 Harmony Controller



Proactive DDoS Intelligence Service With Depth and Accuracy
A10 Defend



Advanced Load Balancing
Thunder ADC



IPv4 and IPv6 Gateways
Thunder CGN



TLS/SSL Inspection
Thunder SSLi



Converged Firewall
Thunder CFW



DDoS Protection
A10 Defend Detector, Mitigator and Orchestrator



Hypervisor
VMware, KVM

Public Clouds
Azure, AWS, OCI, GCP

Container
Docker, Kubernetes Connector (TKC)

Bare Metal
Software Appliances, Your Hardware

Hardware
Compact Accelerated Appliances

Hybrid
Multi-tenant Dell Appliances

The A10 Defend Suite – Complete DDoS Protection



A10 Advantage: Simplification without Compromise

Fastest response and lowest latency for mission-critical applications



Including options for next-gen WAF, DNS application firewall along with integrated DDoS protection



With available and committed team for support when you need it



With all-inclusive license and flexible scale-out across multi or hybrid clouds



Modernize Security Across Agencies: Canadian Government

⚠️ Problem

- Providing consistent internet services to government agencies and Canadian citizens
- Traffic visibility and infrastructure security

✅ Business Outcome

- Modernized and secured the operations of the Canadian government with over 450,000 users
- Large-scale security with 100 Gbps+ SSL/TLS inspection with Thunder CFW
- Single pane of glass management and visibility with Harmony Controller



Park Region Brings Cost-effective DDoS Mitigation In-house

⚠️ Problem

- Encountered large DDoS and other attacks each month
- Relied on upstream providers to deliver DDoS mitigation
- Other DDoS solutions priced too high

✅ Business Outcome

- Instant, seamless, and transparent mitigation of DDoS attacks
- A cost-effective DDoS attack mitigation solution
- Value-added service offered to customers that shortens the sales cycle

“Not only did A10 come and put it in, the team also helped set it up. They walked us through the process, and we saw the benefits immediately because we had some DDoS attacks in excess of 10GB come in, which is a big deal for us, and you could see that traffic being mitigated.”

— Ken Budd

Network and Plant Operations Manager, Park Region Telephone Company

Global Financial Services Firm Ensures Availability and Security of Low-latency Trading Applications

⚠ Problem

- Migrate all equity markets to a consistent platform and ensure application and infrastructure availability and security
- Maintain leadership position with ultra-low-latency trading infrastructure

✓ Business Outcome

- Maintain superior uptime for trading platforms and reduce risk of losing connections or clients due to application availability issues
- Comply with regulatory requirements for transaction execution timing and traffic handling
- Attract new brokers and data feed connections to its equity trading platforms

A Secure Environment and Exceptional Load Balancing for Fukuoka University

⚠ Problem

- Provide a mechanism that enables load balancing of various servers including DNS
- Needed a solution that can maintain sessions in the event of failures, balance loads over both IPv4 and IPv6, and provide TLS acceleration with ASIC, and more

✓ Business Outcome

- Implemented load balancing and redundancy mechanisms for on-premises and cloud environments
- Reduced maintenance burden thanks to stable operation, allowing a high-quality network environment to be created for users

“*The A10 Thunder CFW has operated steadily and without any problems. The result of its deployment is that a high-quality network has been provided to the users without burdening the administrators.*”

— Sho Fujimura

Associate Professor of Office for Research and Development,
Information Technology Center, Fukuoka University

Türk Telekom Delivers DDoS Protection Services with A10 Defend

⚠️ Problem

- Required enhanced protection for escalating DDoS attacks and a way to provide scalable end-to-end DDoS protection according to customer needs regardless of attack layer
- Needed to preserve and protect corporate assets, facilitate customer satisfaction, and build new revenue-generating cybersecurity services

✅ Business Outcome

- Prevented DDoS attacks in a hybrid model within all network layers without an appliance and enhanced service access reliability
- Facilitated additional revenue stream by delivering a high-performance, on-premises DDoS protection solution for business customers
- Achieved 50% OPEX and 20% CAPEX savings and a tenfold increase in customers

“ *It’s been a win-win arrangement for us.* ”

— **Muharrem Aras**

Cyber Security Operation Centre Group Manager,
Türk Telekom

Transform Your Business with A10



Protect Your
Business



Ensure
Availability

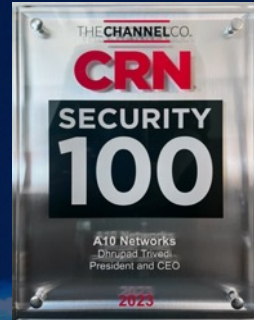


Solve
Challenges for
Better Outcomes

Industry Recognition for Solution Innovation



Future Security Award 2023:
Best Anti-DDoS
Vendor of the Year



CRN Security 100:
The 20 Coolest Network Security
Companies of 2023: #2



Leading Lights 2023 Finalist:
Most Innovative Cloud Product
or Service — A10 Defend



Interop Best of Show Special Prize:
Security (Targeted Threat/Cyber Attack
Countermeasures) Category — A10 Defend



Market Leader: DDoS Protection for Data
Centers, Hybrid Cloud Application
Security, Service Provider Infrastructure
Security and Zero Trust ETM
(Encrypted Traffic Management)



Cyber Defense Magazine:
DDoS Protection
TLS/SSL Decryption



Leading Lights 2022 Finalist:
Company of the Year (public)



San Francisco Business Times:
#9 Largest Cybersecurity Co.

The logo for A10, consisting of the letters 'A10' in a bold, white, sans-serif font. The background of the entire image is a dark blue cityscape at night, with numerous skyscrapers and buildings. Overlaid on the cityscape are numerous vertical lines of light in shades of blue and purple, some with small dots at the top, resembling data streams or fiber optic connections.

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Thank You