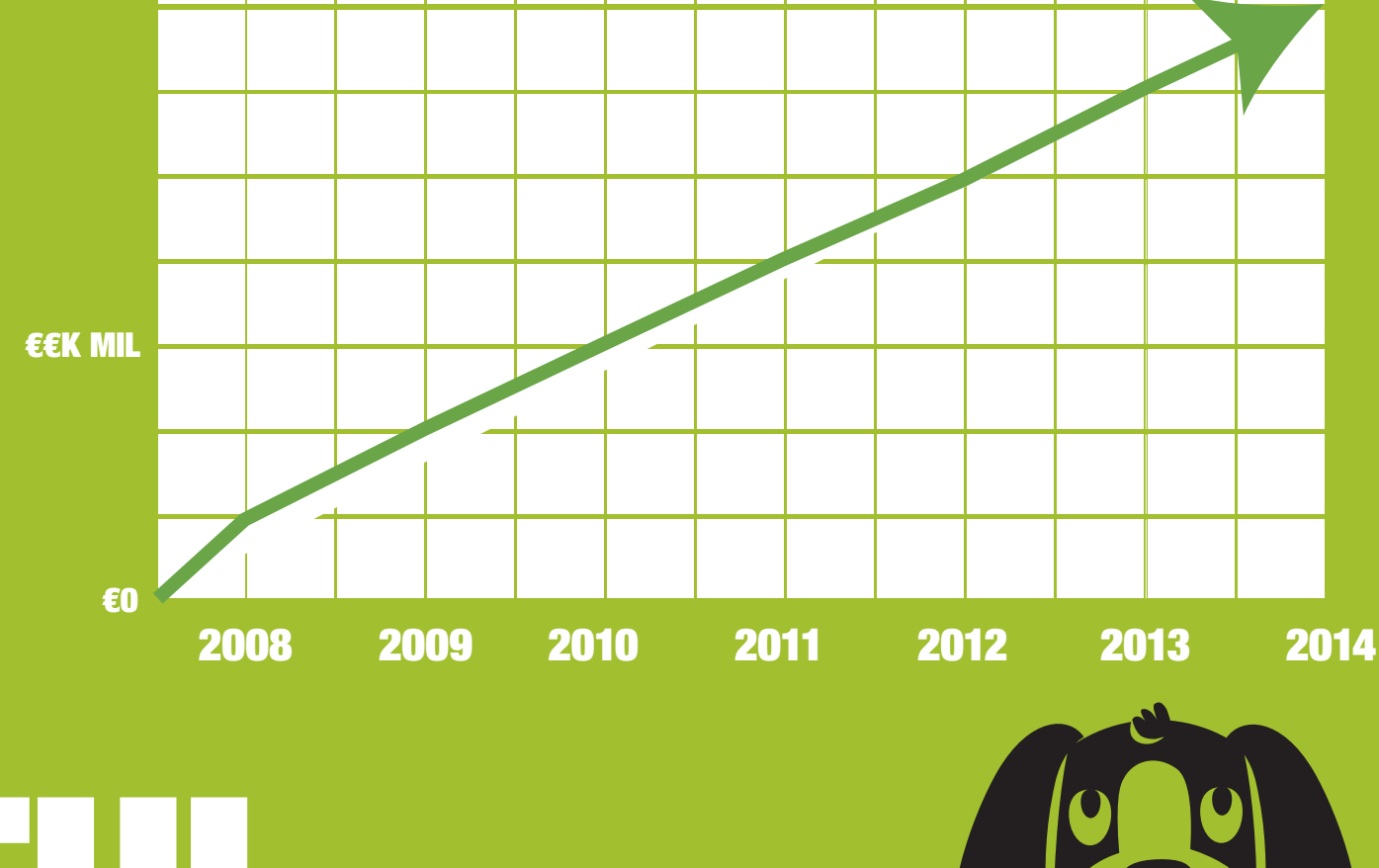


THE UNBREAKABLE BOND

FROM DAY ONE
7 YEARS OF SUCCESSIVE GROWTH



FAITHFUL AND COMMITTED



THERE FOR EACH OTHER

CONTINUING THE **PASSION** AFTER ALL THESE YEARS

- 90** ENABLED SALES HEADS
- 59** CERTIFIED ENGINEERS
- 21** STRONG DEDICATED PANW SALES TEAM
- 317** DEMO UNITS IN THE FIELD
- 1500+** POCs A YEAR

ATTRACTIVE ASSETS



EXTENDING THE **LOVE** TO PANW RESELLERS

280 RESELLER EVENTS A YEAR

+18% MORE RESELLERS EVERY YEAR

\$30k AVERAGE DEAL SIZE

A FRUITFUL RELATIONSHIP



4100 PROFESSIONALS TRAINED ON PANW COURSES

90% TRAINING APPROVAL RATING

15 PANW ACCREDITED TRAINERS

LEARNING HOW TO BE EVEN BETTER



TEACHING VALUABLE LESSONS FOR HEALTH AND HAPPINESS

STILL HEATING UP THE RELATIONSHIP WITH NEW REVENUE STREAMS

SERVICES ATTACH RATES OF UP TO **75%**

33% INCREASE IN HIGH END (7000-SERIES) SALES

5642 SUPPORT CONTRACTS IN FORCE

THE LONGEST HONEYMOON EVER



PANW ENGAGED WITH CARM

MAJOR ASCS COVERING 13 COUNTRIES

PANW'S BIGGEST 'INTERNATIONAL' ATC

DELIVERING PROFESSIONAL SERVICES AS PANW CPSP



PLANNING FOR THE FUTURE

KEEPING OUR POSITION AS PANW'S BEST-LOVED INTERNATIONAL VAD PARTNER

- UK
- BELGIUM
- DENMARK
- FINLAND
- ITALY
- NETHERLANDS
- SPAIN
- SWEDEN
- TURKEY
- GERMANY
- AUSTRIA
- SWITZERLAND
- PORTUGAL

