

Check Point®  
SOFTWARE TECHNOLOGIES LTD

GEN V

# 2018 CORPORATE OVERVIEW

Bruno Darmon, Vice President Europe

WELCOME TO THE FUTURE OF  
**CYBER SECURITY**

POWERED BY  CHECK POINT  
**INFINITY**

CLOUD • MOBILE • THREAT PREVENTION

# ABOUT CHECK POINT



# Check Point: The Largest Global Cyber Security Company



Global Leader – 100,000+ Customers, 88+ Countries, 6,200+ Partners



Over 25 years of cutting edge technologies, Industry's most visionary player

- Leader in the 2018 Magic Quadrant for Enterprise Network Firewall for the 16th consecutive year

- Leader in the 2018 Magic Quadrant for Unified Threat Management for the 7th consecutive year



Innovation leadership - more than twice the developers of closest competitor



Traded on Nasdaq since 1996 - CHKP

TRUSTED BY FORTUNE 500  
COMPANIES



4,700+ Employees worldwide, top talent



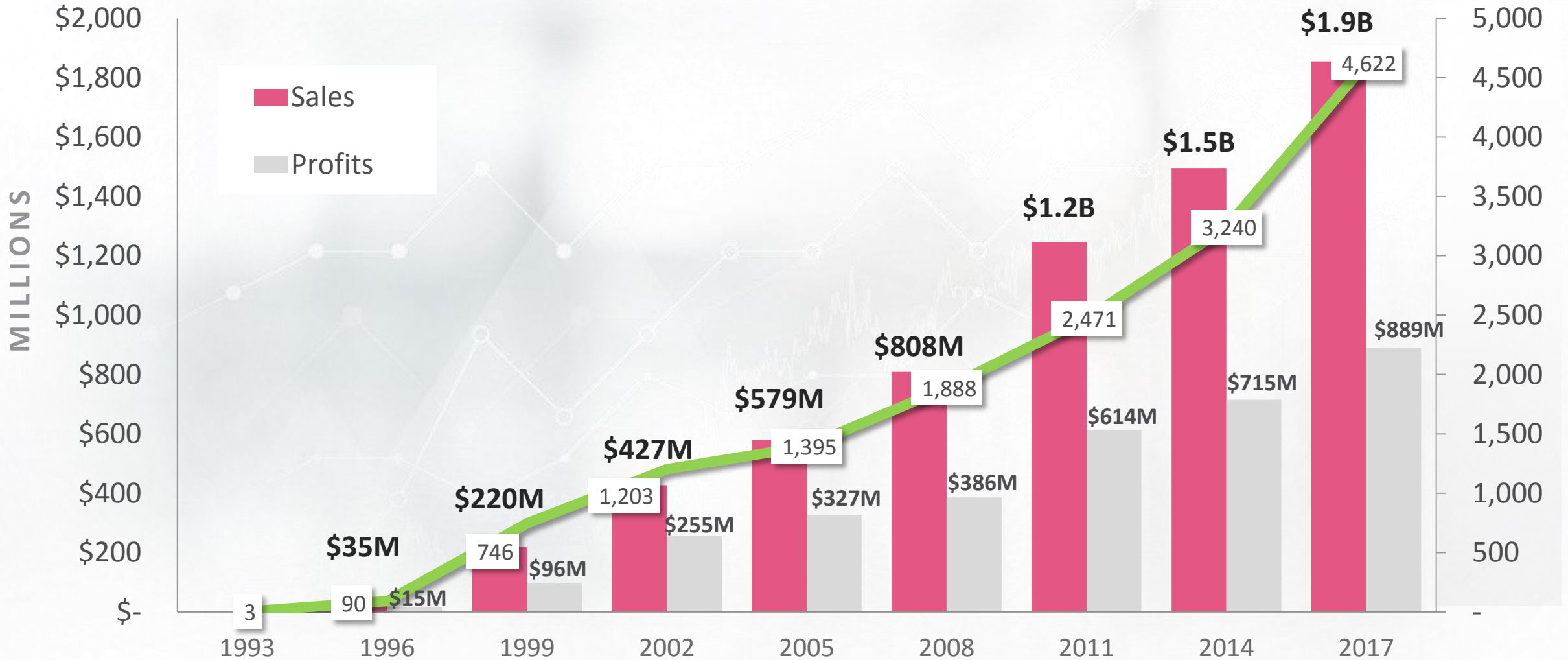
Market Leader in Europe, 25+ Countries, 600 employees, 2000+ Partners

# 25 Years of Growth, Stability



## REVENUES AND PROFITS

## EMPLOYEES







# Check Point in Israel

**Most valuable Israeli company**  
**\$17B Market Cap**

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Leading example of Israel's journey  
to be the **innovation nation**

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**Top employer** of fresh technology  
graduates

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Gil Shwed, coFounder & CEO, **won first**  
**Israel**  
**Prize for Technology, 2018**



# The Check Point Ethos



Prevention  
NOT  
Detection

Once Malware is inside, it's already too late



# CYBER SECURITY LANDSCAPE



# 2017 was a Cyber-Security Wake-up Call

## WannaCry

Thousands of enterprises impacted in over 99 countries

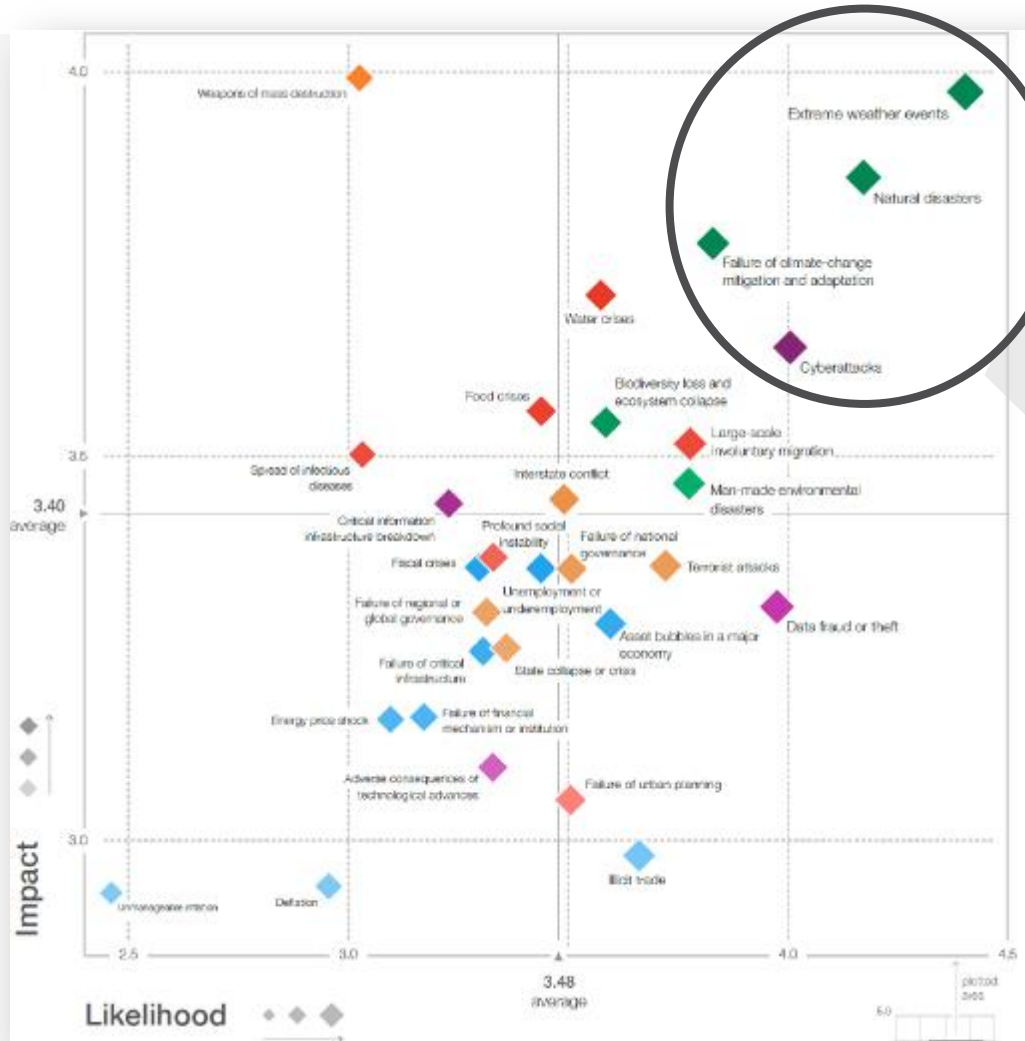
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## NotPetya

Completely shut down an entire country and impacted over 60 more



# The Global Risks Report 2018



## Top 5 Global Risks in Terms of Likelihood

	2016	2017	2018
1st	Large-scale involuntary migration	Extreme weather events	Extreme weather events
2nd	Extreme weather events	Large-scale involuntary migration	Natural disasters
3rd	Failure of climate-change mitigation and adaptation	Major natural disasters	Cyberattacks
4th	Interstate conflict with regional consequences	Large-scale terrorist attacks	Data fraud or theft
5th	Major natural catastrophes	Massive incident of data fraud/theft	Failure of climate-change mitigation and adaptation



# WE ARE AT AN INFLECTION POINT !

1990

2000

2010

2017

THREATS





# Generations of Attacks and Protections

*Gen I*



Virus

**Late 1980s–**  
PC attacks - standalone

**The Anti Virus**

*Gen II*



Networks

**Mid 1990s–**  
Attacks from the internet

**The Firewall**

*Gen III*



Applications

**Early 2000s–**  
Exploiting vulnerabilities in applications

**Intrusion  
Prevention (IPS)**

*Gen IV*

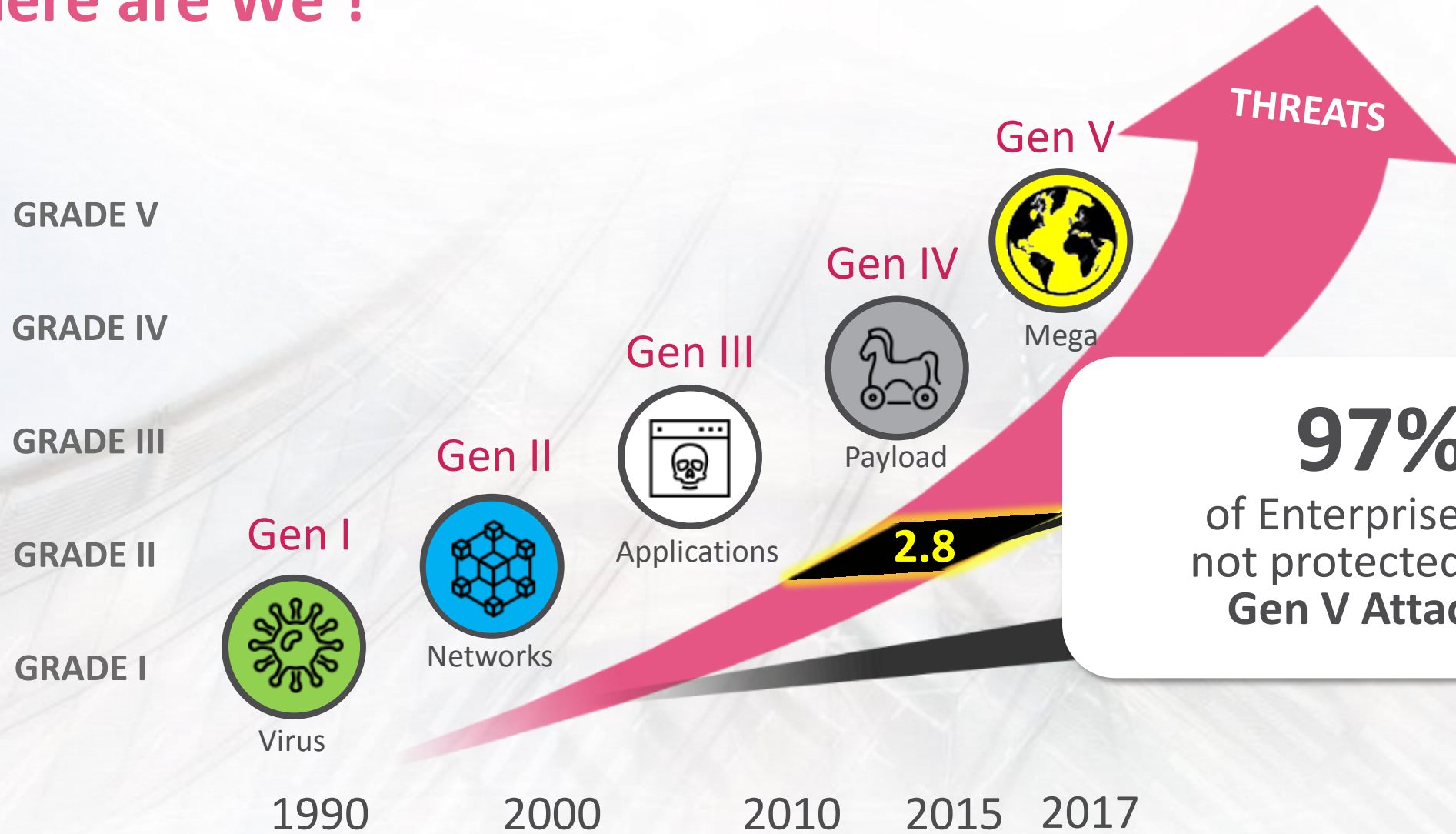


Payload

**2010–**  
Polymorphic Content

**SandBoxing  
and Anti-Bot**

# Where are We ?



**97%**  
of Enterprises are  
not protected from  
**Gen V Attacks\***

\* Check Point Research Enterprise Study 2018



# 2017-18 – Gen V Attacks

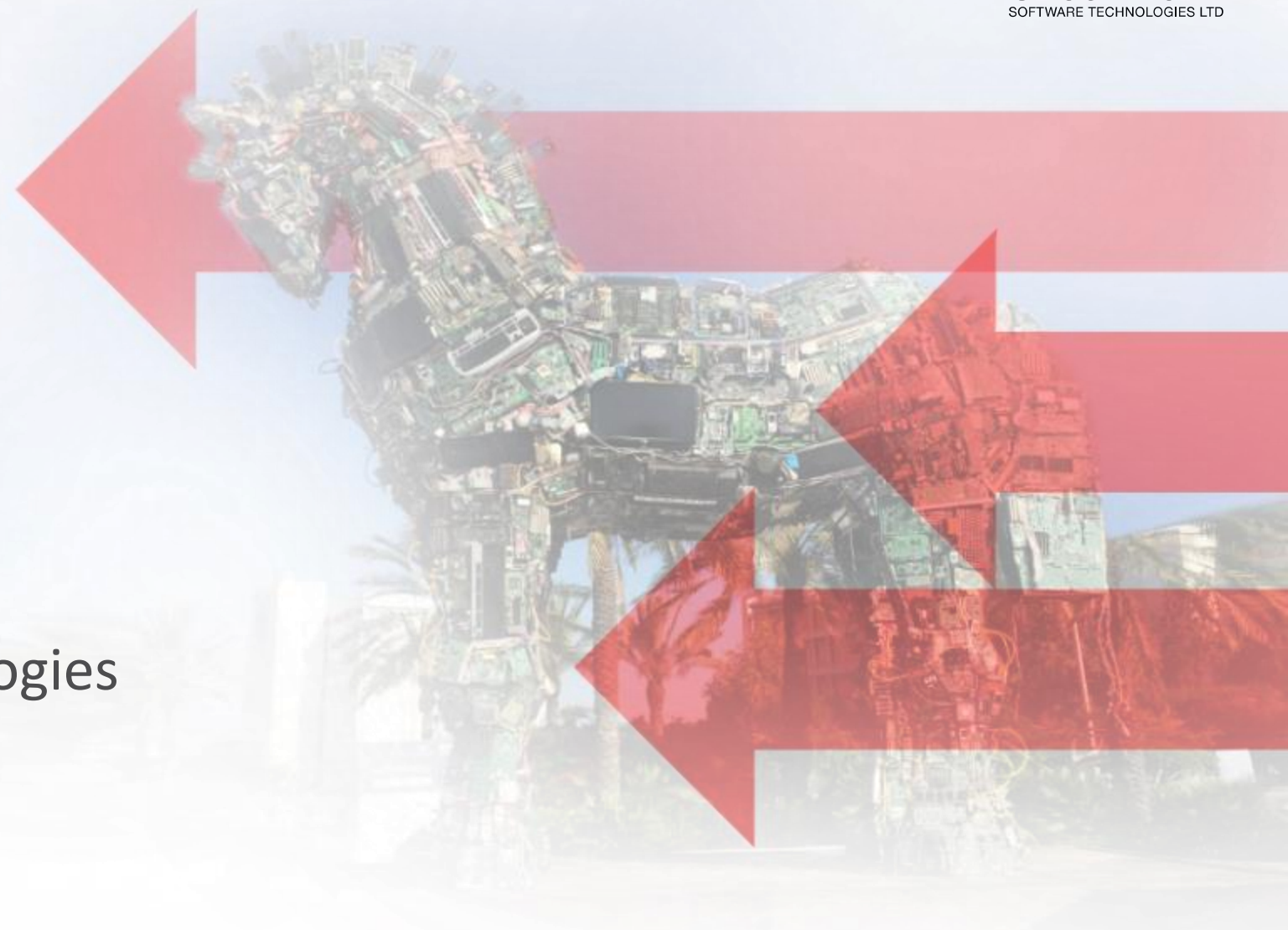
Large scale  
(across country and industry)

.....

Multi-vector  
(network, cloud, mobile)

.....

State-sponsored technologies



The background features a dark red gradient with several abstract, semi-transparent diagrams. On the left, there's a network diagram with nodes and connecting lines. On the right, a larger, more complex network diagram is visible, also with nodes and lines. Below these, there are some circular patterns and other faint geometric shapes, suggesting a data-driven or network-oriented theme.

# DELIVERING GEN V CYBER SECURITY



# Gen V Security Requirements





# Best Threat Prevention across Entire Enterprise



WELCOME TO THE FUTURE OF CYBER SECURITY



### MOBILE

Check Point  
**SandBlast**  
MOBILE

- App Protection
- Network Protection
- Device Protection

**Capsule**  
WorkSpace/Docs

- Remote Access
- Mobile Business data security
- Mobile Document Security

### ENDPOINT

Check Point  
**SandBlast**  
AGENT

- Threat Prevention
- Anti-Ransomware
- Forensics

**Access/Data Security**

- Access Control
- Secure Media
- Document Security

Shared Threat Intelligence



**THREATCLOUD**

GEN V



**R30**  
Consolidated Security Management

### CLOUD

**Applications**

- Zero-Day Threat Protection
- Sensitive Data Protection
- End-to-end SaaS Security
- Identity Protection

**Infrastructure**

- Advanced Threat Prevention
- Adaptive Security
- Automation and Orchestration
- Cross Environment Dynamic Policies

CloudGuard SaaS / CloudGuard IaaS

### NETWORK

**Headquarters**

- Access Control
- Multi Layered Security
- Advanced Threat Prevention
- Data Protection

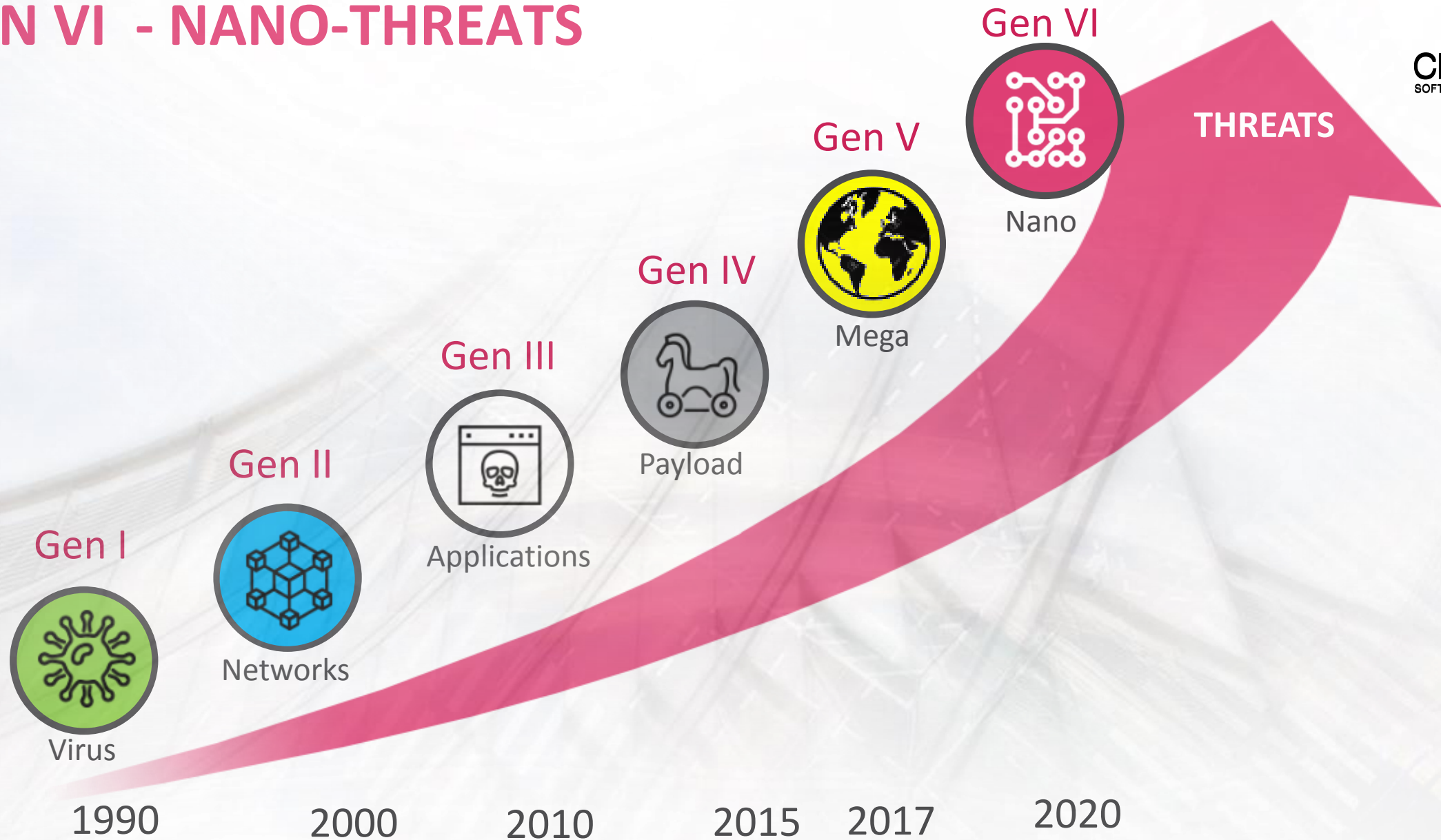
**Branch**

- Access Control
- Multi Layered Security
- Advanced Threat Prevention
- Wi-Fi, DSL, PoE Ready

Hybrid Cloud

WHAT'S NEXT?

# GEN VI - NANO-THREATS



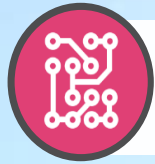


# age of THINGS



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# GEN VI - NANO-SECURITY



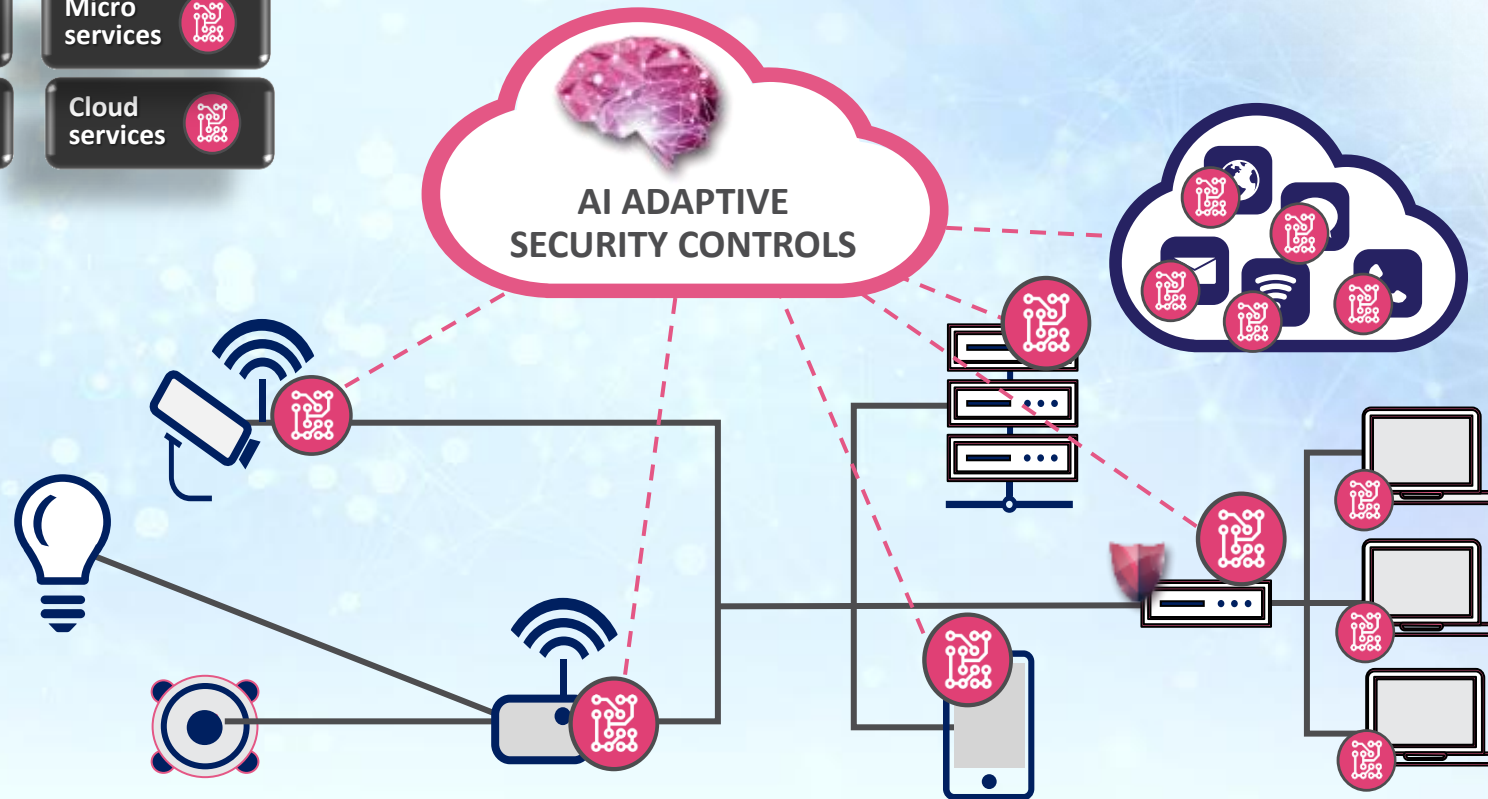
## NANO AGENTS

(OPEN SOURCE) SOFTWARE PLUG-IN  
CONTROLLING EVERY SECURITY ATTRIBUTE



## CENTRAL INTELLIGENCE AND CONTROL

PREDICTIVE SECURITY GUIDANCE BASED  
ON SHARED AI





TO SUMMARIZE ...

The background is a gradient of soft pink and purple. In the center, there is a complex, glowing network of thin lines and circular nodes, resembling a neural network or a data visualization. To the right, there are large, faint, 3D-style geometric shapes that look like stylized letters or symbols, possibly 'E' and 'V', rendered in a darker shade of pink. The overall aesthetic is modern and digital.



# Check Point: **Your Partner in Cyber Security**



Talent



Technology



Partners



Customers

DELIVERING INNOVATION FOR 25 YEARS

# Check Point is the Most Recommended



Check Point  
SOFTWARE TECHNOLOGIES LTD



FORRESTER®

INNOVATION. VISION. LEADERSHIP.



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# CHECK POINT FRANCE ORGANIZATION



# Check Point France



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58 Employees

- Country Manager: François Volpoet (fvolpoet@checkpoint.com)
- Large Account Team
- Enterprise Account Team
- Territory Account Team: focusing on *Regional* Enterprise business



6 Professional Services Consultants



1 Training and 1 Lab Center



+20% growth in FY17 vs FY16  
+40% growth in Mid-Market  
+25% growth in SBF 120



140 actives resellers in FY17 (ie SFR, 4\* Partner)

TRUSTED BY 90% OF CAC 40



# Territory Team: Local Presence & Dedicated Contacts



Check Point  
SOFTWARE TECHNOLOGIES LTD

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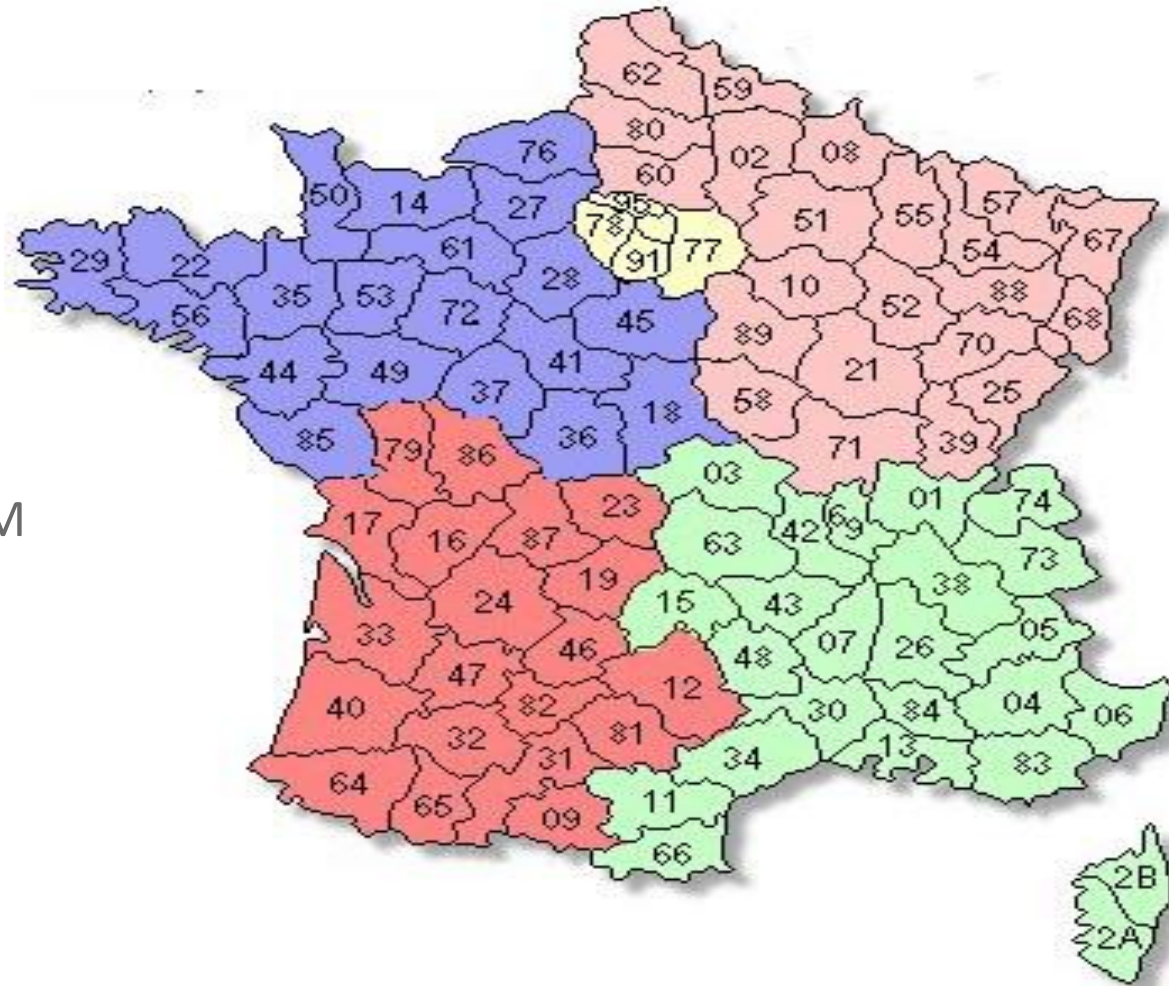
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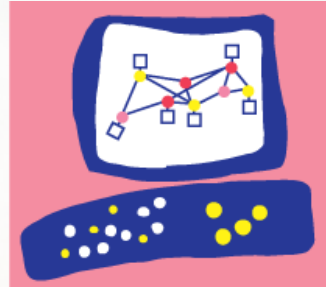
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TAM: Territory Account Manager  
SE: Security Engineer

# Q&A





# Check Point<sup>®</sup>

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