



Confidence in a connected world.



**Secure and Manage Your  
Information-driven World**

# Cautionary Note Regarding Forward Looking Statements



- This presentation may include predictions, estimates or other information that is not a statement of historical fact that might be considered forward-looking. Reference is made in particular to forward-looking statements regarding projections of our future financial performance, capital resources, anticipated growth and trends in our business and in our industries, the anticipated impact of acquisitions, potential stock repurchases and other characterizations of future events. While these forward-looking statements represent our current judgment on what the future holds, they are subject to risks and uncertainties that could cause actual results to differ materially. Additional information concerning these risks and uncertainties can be found in our most recent periodic reports filed with the U.S. Securities and Exchange Commission. You are cautioned not to place undue reliance on these forward-looking statements and please keep in mind that we are not obligating ourselves to revise or publicly release the results of any revision to these forward-looking statements.

# Company Overview



- Headquartered in Cupertino, CA
- Founded in April 1982
- 4<sup>th</sup> Largest software maker in the world
- Global footprint with operations in 40 countries
- More than 17,000 employees worldwide
- Leader in security, storage management and data protection
- Strong brand equity
- Broad product portfolio serving a diverse customer base ranging from individuals to small businesses to large enterprises to government

## Secure

More  
**RISKS &  
POINTS**



## Manage

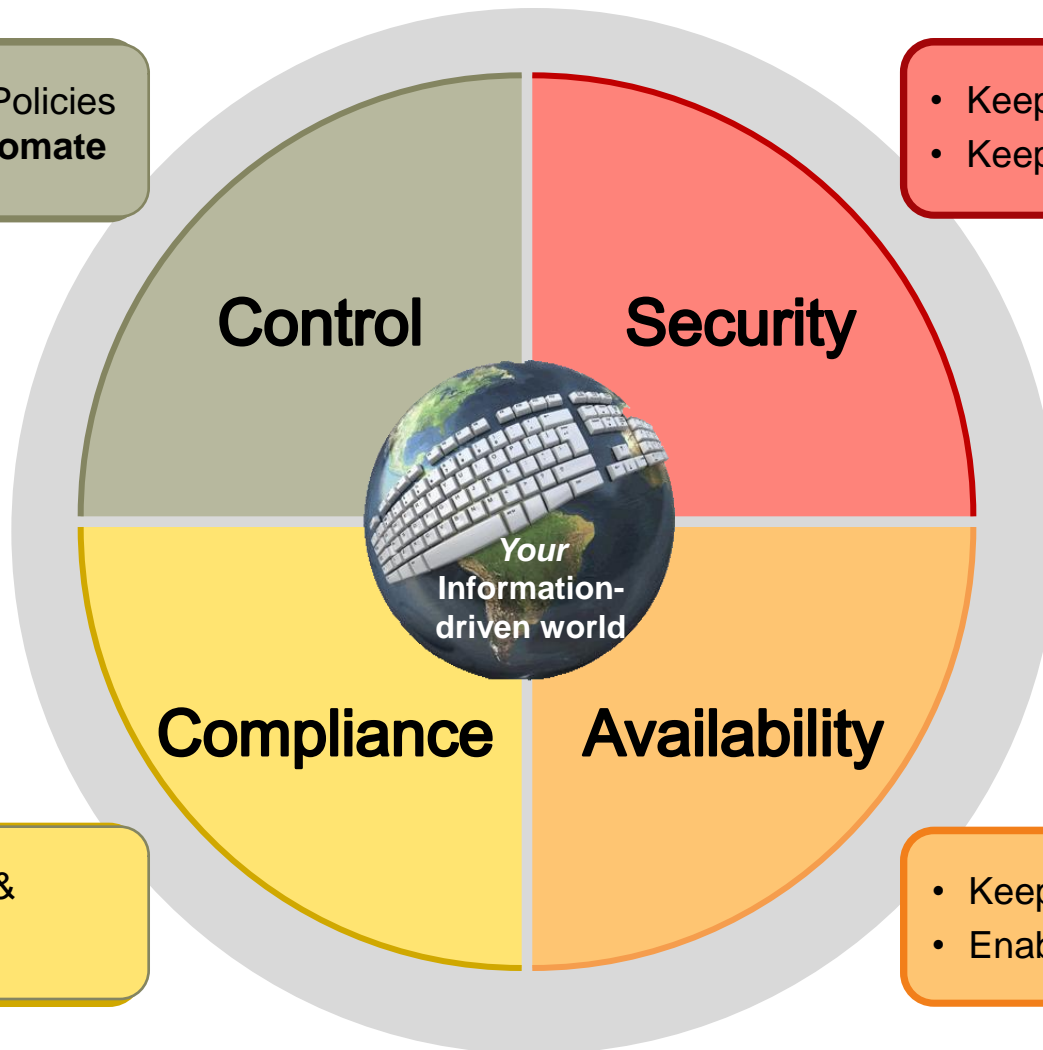
More  
**COMPLETELY &  
EFFICIENTLY**

# Consumers and Businesses Want to Reduce Risks



- **Define** and **Enforce** Policies
- **Standardize** and **Automate**

- Keep **Bad** Things Out
- Keep **Good** Things In



- **Ensure** Regulations & Governance

- Keep Systems **Up**
- Enable **Rapid Recovery**

## Infrastructure

- Multiple platform and tools
- Physical and virtual
- Endpoint complexity



## Information

- Increasing data
- Different value and sensitivity
- Structured and unstructured
- Managed and unmanaged



## Process

- Increasing cost and complexity
- Manual processes
- Growing regulation and governance



# Symantec's Five Engines of Growth



1

Grow our core/franchise businesses at, or above, market growth rate  
- Security, data protection, and storage management

2

Scale high growth businesses to contribute to top-line growth  
- Data loss prevention, archiving, compliance, and consumer services

3

Seed longer term growth by exploiting emerging trends  
- Software-as-a-Service and virtualization

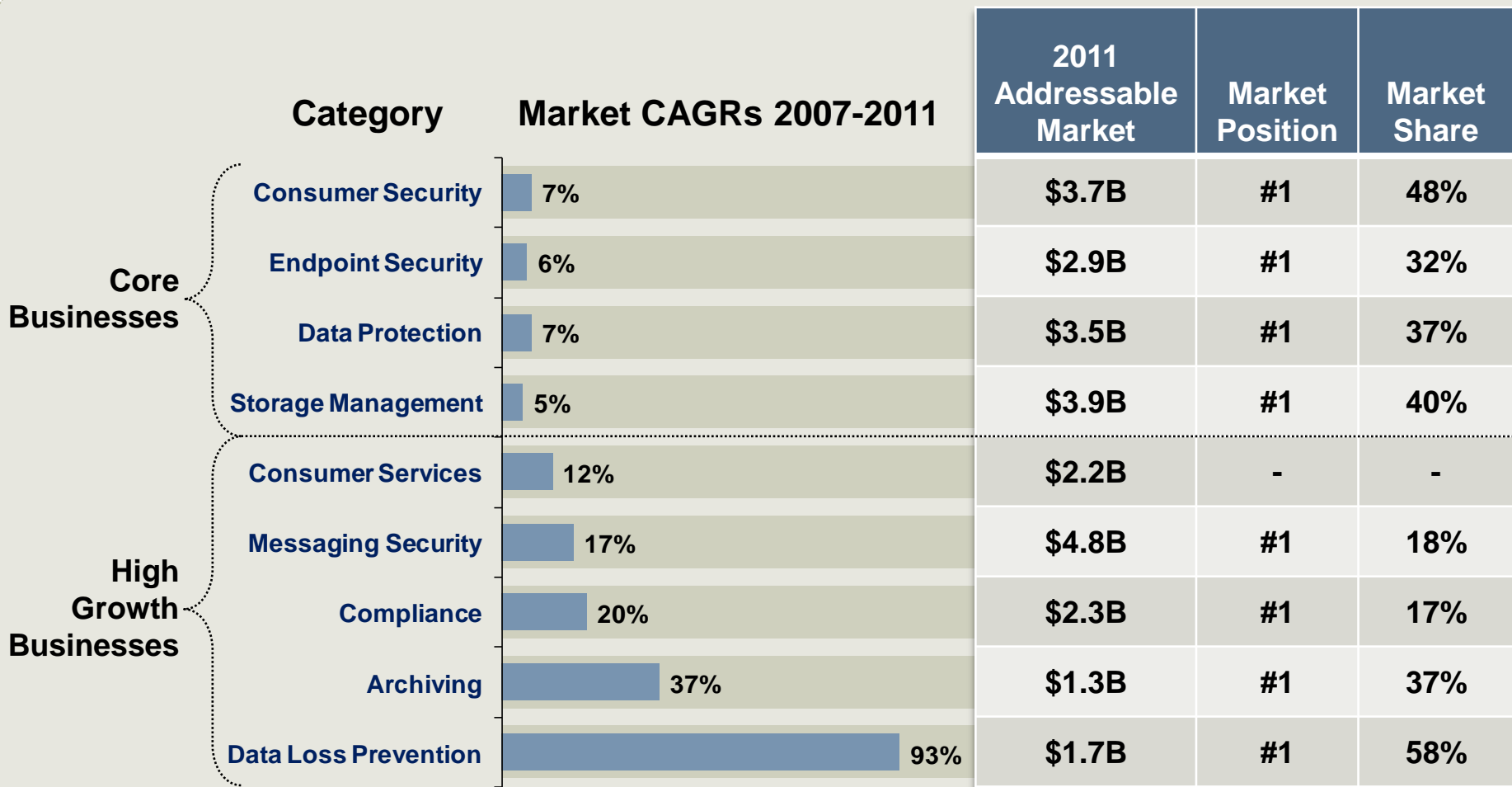
4

Grow faster than the market in the world's fast-growing economies  
- Eastern Europe, Russia, Middle East, Latin America, India, China

5

Use acquisitions to complement our portfolio growth strategy

# Industry Recognition



Sources: IDC, Gartner

# Leading Security Brand and Consumer Franchise



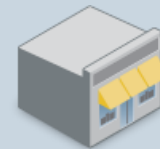
## Loyal Customer Base

**56 Million**  
Active Users

**200 MILLION**  
Norton™  
products  
sold

## Broad Channels

Retail  
Stores



Online  
Storefronts



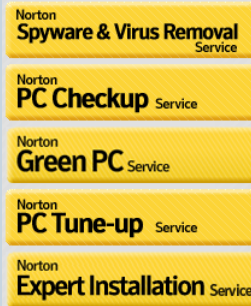
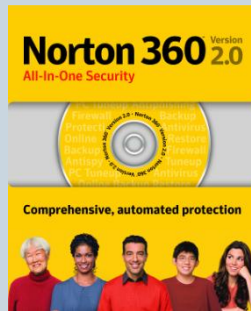
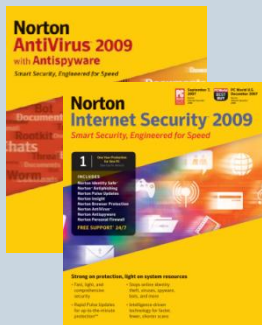
ISPs



OEMs



## Extensive Product Line



## Leading Products




全量有カパソコン販売店2310店のPOS実売統計



# Symantec Enterprise Solutions




**Security & Risk Management**



**Endpoint Management**



**Information Risk Management**



**Data Center Transformation**



**SECURITY**

Security Management

Endpoint Security

Messaging Security

Application Security



**INFRASTRUCTURE OPERATIONS**

Server Management

Client Management

IT Service Delivery

Server Virtualization

Endpoint Virtualization



**INFO RISK & COMPLIANCE**

IT Compliance

Discovery & Retention Management

Data Loss Prevention

Messaging Management



**STORAGE**

Storage Management

Archiving

Data Protection



**BUSINESS CONTINUITY**

Disaster Recovery

High Availability

# Long-Term Financial Objectives

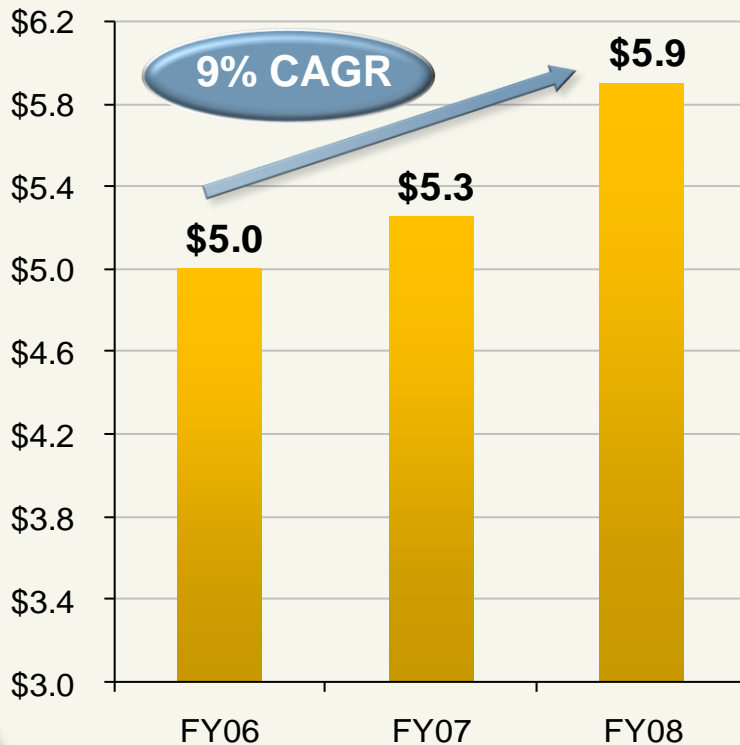


- Grow revenue at or better than market
- Expand operating margins through growth and expense discipline
  - 100 basis points improvement per year
- Grow EPS faster than revenue
- Generate cash flow growth in line with revenue and deferred revenue growth
- Balance use of cash between driving growth and share repurchases
  - Use half of CFFO for buy backs

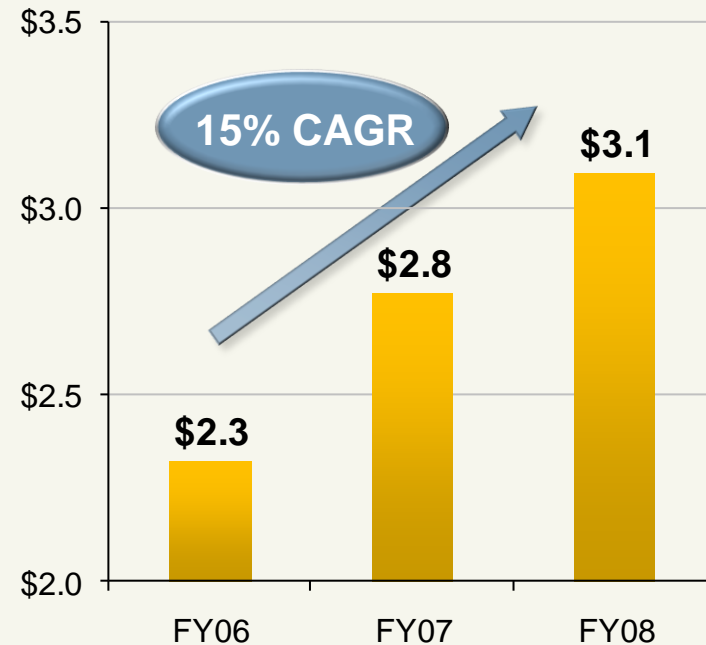
# Revenue and Deferred Revenue Growth



**Non-GAAP Revenue** (\$ in billions)



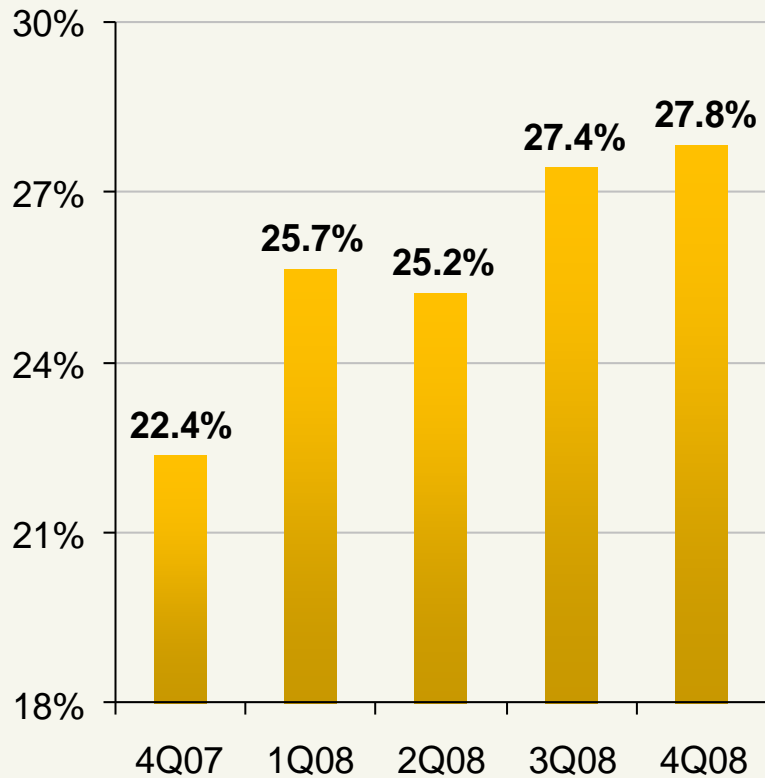
**Non-GAAP Deferred Revenue**  
(\$ in billions)



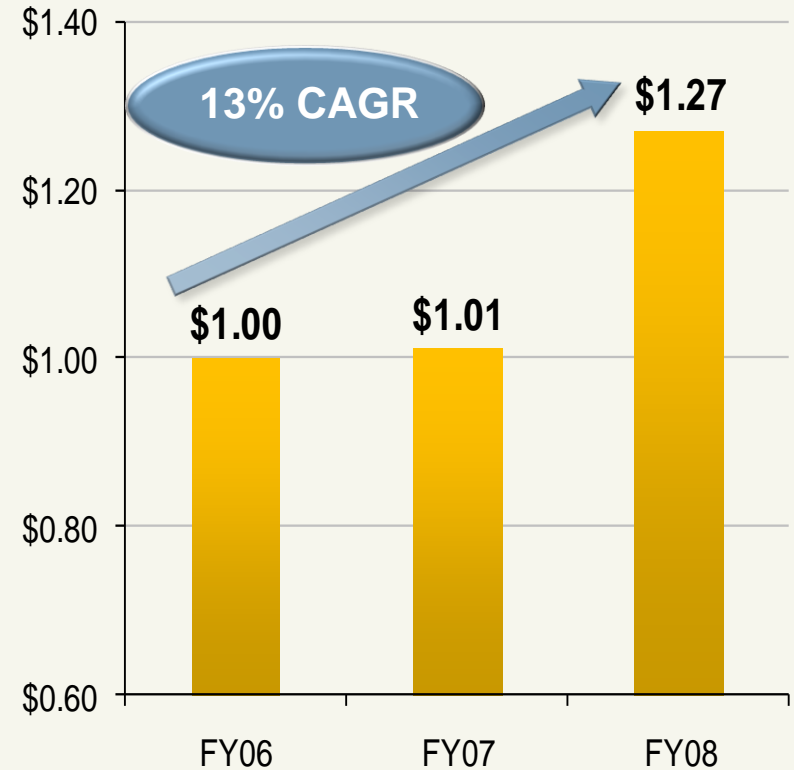
# Expand Operating Margins and Grow Earnings



### Non-GAAP Operating Margins



### Non-GAAP EPS



# Committed to Corporate Responsibility



## OUR COMMUNITIES

- Cyber Awareness and Education
  - Internet Keep Safe Coalition, National Cyber Security Alliance, Web Wise Kids
- Science and Technology Education Partnerships
  - Teach For America, Science Buddies, Symantec Utah scholarship program.
- Engagement via philanthropy and volunteerism
  - Donated more than \$16 million in cash and software in FY08
  - Employees volunteered 20,000+ hours in FY08

## THE ENVIRONMENT

- Member of the Green Grid; committed to providing solutions which enable energy efficiency in the data center and beyond
- Joined Sustainable Silicon Valley's Carbon Dioxide Emissions Reduction Initiative
- Dublin manufacturing site ISO 1400 certified, won 2006 National Repak Recycling Award – Best Preventative Waste Management Program

## OUR EMPLOYEES AND SUPPLIERS

- Global network of Diversity and Inclusion Councils
- Symantec Women's Action Network (SWAN)
- Supplier Diversity Programs
- Support for the Universal Declaration on Human Rights
- Signatory to the Calvert Women's Principles

## GOVERNANCE

- Signatory to the UN Global Compact
- FTSE4Good Global Index
- Calvert Social Index
- Dow Jones Sustainability North America Index
- Outperformed 94% of the companies in the S&P 500 and 99.7% of the companies in the Software & Services group

- Strong brand equity
- Broad product portfolio across multiple segments and geographies
- Significant global expansion opportunities
- Financial performance driven by:
  - Revenue growth
  - Ongoing expense discipline
- Focus on shareholder value
  - Cash flow and earnings growth
  - Maintaining share buyback



Confidence in a connected world.

# Thank You

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