Acronis

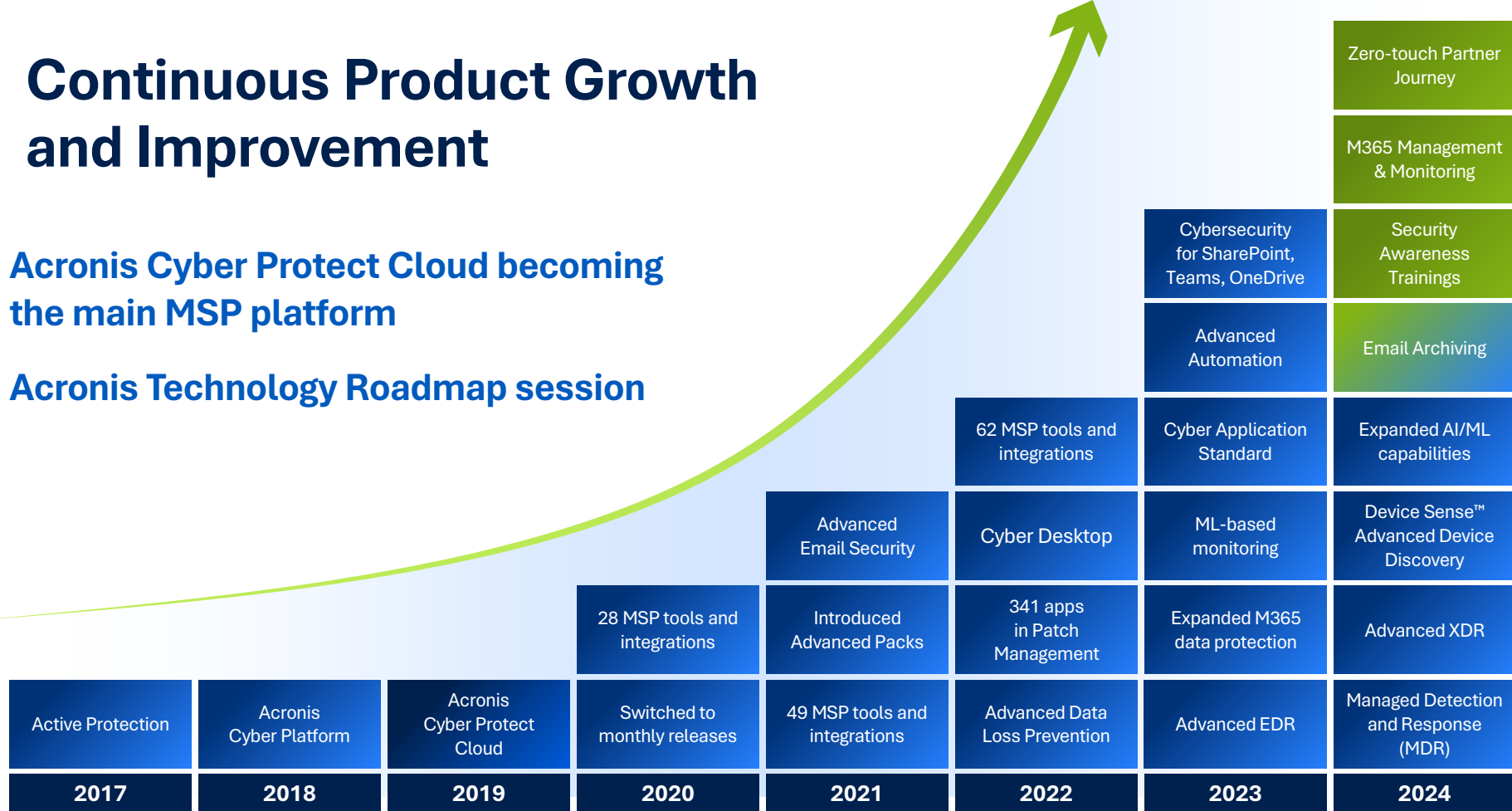## We have so much to tell you about …

- ✔ Amazing progress

- ✔ New products and innovations

- ✔ Acronis Threat Research Unit (TRU)

- ✔ New investment partners

- ✔ Today's amazing agenda

Continuous Product Growth and Improvement

Acronis Cyber Protect Cloud becoming the main MSP platform

Acronis Technology Roadmap session

2017	2018	2019	2020	2021	2022	2023	2024
							Zero-touch Partner Journey
							M365 Management & Monitoring
						Cybersecurity for SharePoint, Teams, OneDrive	Security Awareness Trainings
						Advanced Automation	Email Archiving
					62 MSP tools and integrations	Cyber Application Standard	Expanded AI/ML capabilities
				Advanced Email Security	Cyber Desktop	ML-based monitoring	Device Sense™ Advanced Device Discovery
			28 MSP tools and integrations	Introduced Advanced Packs	341 apps in Patch Management	Expanded M365 data protection	Advanced XDR
Active Protection	Acronis Cyber Platform	Acronis Cyber Protect Cloud	Switched to monthly releases	49 MSP tools and integrations	Advanced Data Loss Prevention	Advanced EDR	Managed Detection and Response (MDR)

released   roadmap   rolling out or in EAP

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Global 2024 MSP results ... so far

ARR
+43%

Workloads
6 million

The Acronis Academy and MSP Academy

Partner MSPs
6,000+

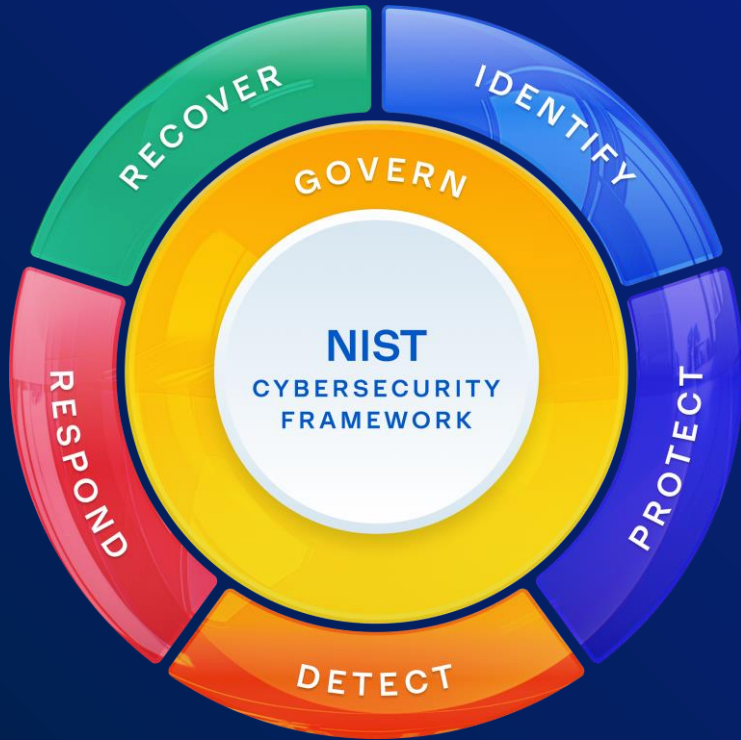Individuals
18,000+

Certifications
70,000+

Acronis Cyber Protect: Complete coverage of NIST framework

NIST CYBERSECURITY FRAMEWORK

(Ring segments: GOVERN, IDENTIFY, PROTECT, DETECT, RESPOND, RECOVER)

Govern
- Provisioning via a single agent and platform
- Centralized policy management
- Role-based management
- Information-rich dashboard
- Schedulable reporting

Identify
- Software and hardware inventory
- Unprotected endpoint discovery
- Content discovery
- Data classification
- Vulnerability assessments

Protect
- Security configuration management
- Patch management
- Device control
- Data loss prevention
- Security training

Detect
- AI- and ML-based behavioural detection
- Exploit prevention
- Anti-malware and anti-ransomware
- Email security
- URL filtering

Respond
- Rapid incident prioritization
- Incident analysis
- Workload remediation with Isolation
- Forensic backups
- Remote access for investigation

Recover
- Rapid rollback of attacks
- One-click mass recovery
- Self-recovery
- Backup integration
- Disaster recovery Integration

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Acronis Cyber Protect Cloud:
Natively Integrated and Built for MSPs

Ease of Use

Operational efficiency

Integration platform

Detection & Response

EDR / XDR / MDR

SaaS Security

Email and Collaboration App Security

Backup

Backup

Disaster Recovery

Disaster Recovery

Management

Remote Monitoring and Management

Automation

Business Process Automation for MSPs

Acronis Threat Research Unit

Intelligence-driven cyberthreat research and reporting

Taking the lead with four sessions today

New Investment Partners …

- Stockholm Sweden

- The largest private equity firm in the EU

- 30-year track record of global investing in technology companies like Acronis

- A majority — but not all — Acronis shares

- Finalized next year

What you need to know …

EQT is investing in Acronis, our vision, and in you.

Our new equity partners create themed investment funds and then invest in private companies that they believe in, like Acronis. This is a vote of confidence.

Not a merger or restructuring … or anything like it.

Acronis will not be mixing customers or business models. And importantly, this is not about fewer options … we will continue to bring more options to the MSP community.

Same company, same team … same everything.

The team will not change … everyone you know is here. Most of the original investors are staying with us. Out new equity partners want us to do more of what we are already doing together.

Acronis

Thanks to you,
our partners!

Thank you, Ecosystem partners!