



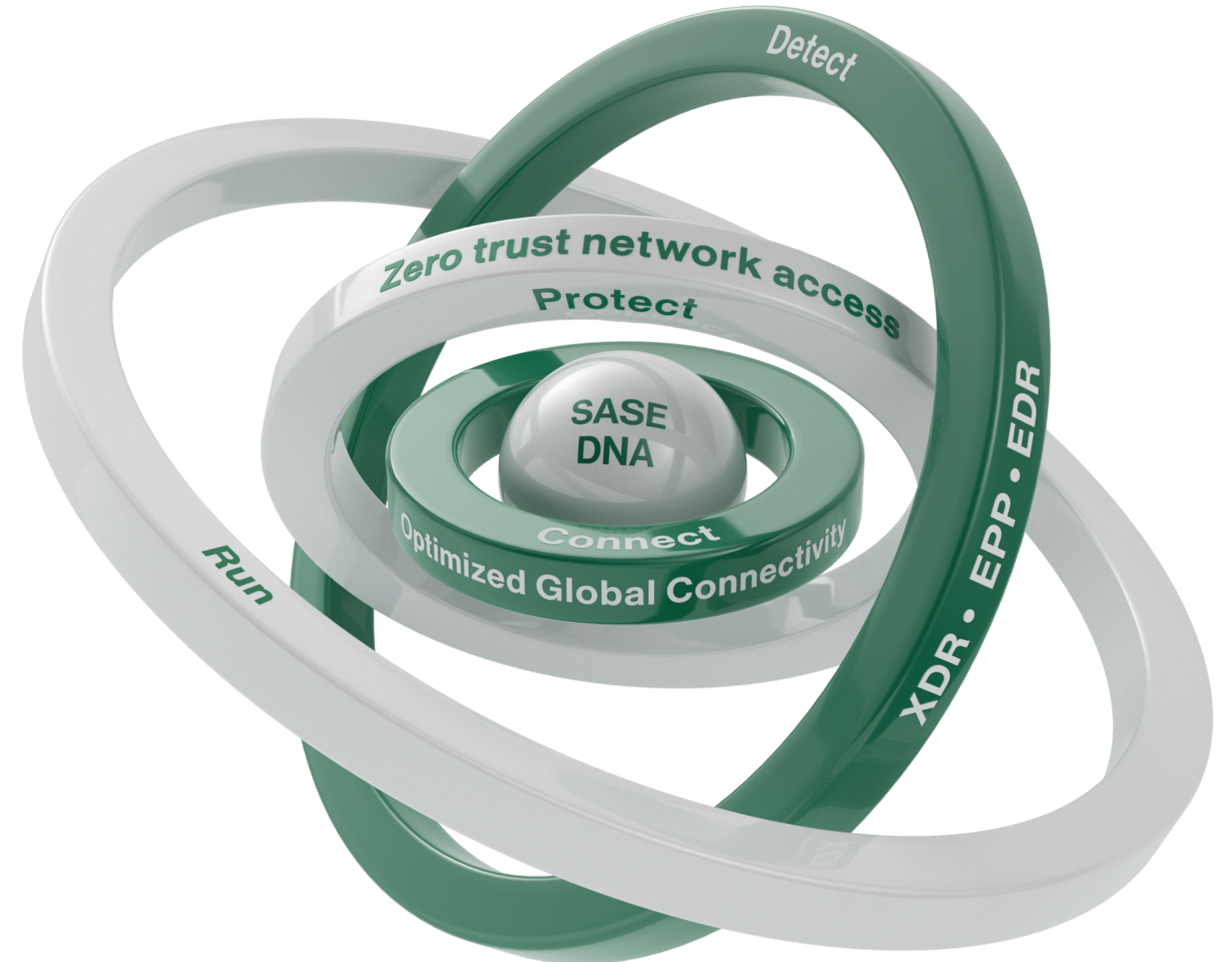
# State of the Business

# Our Vision

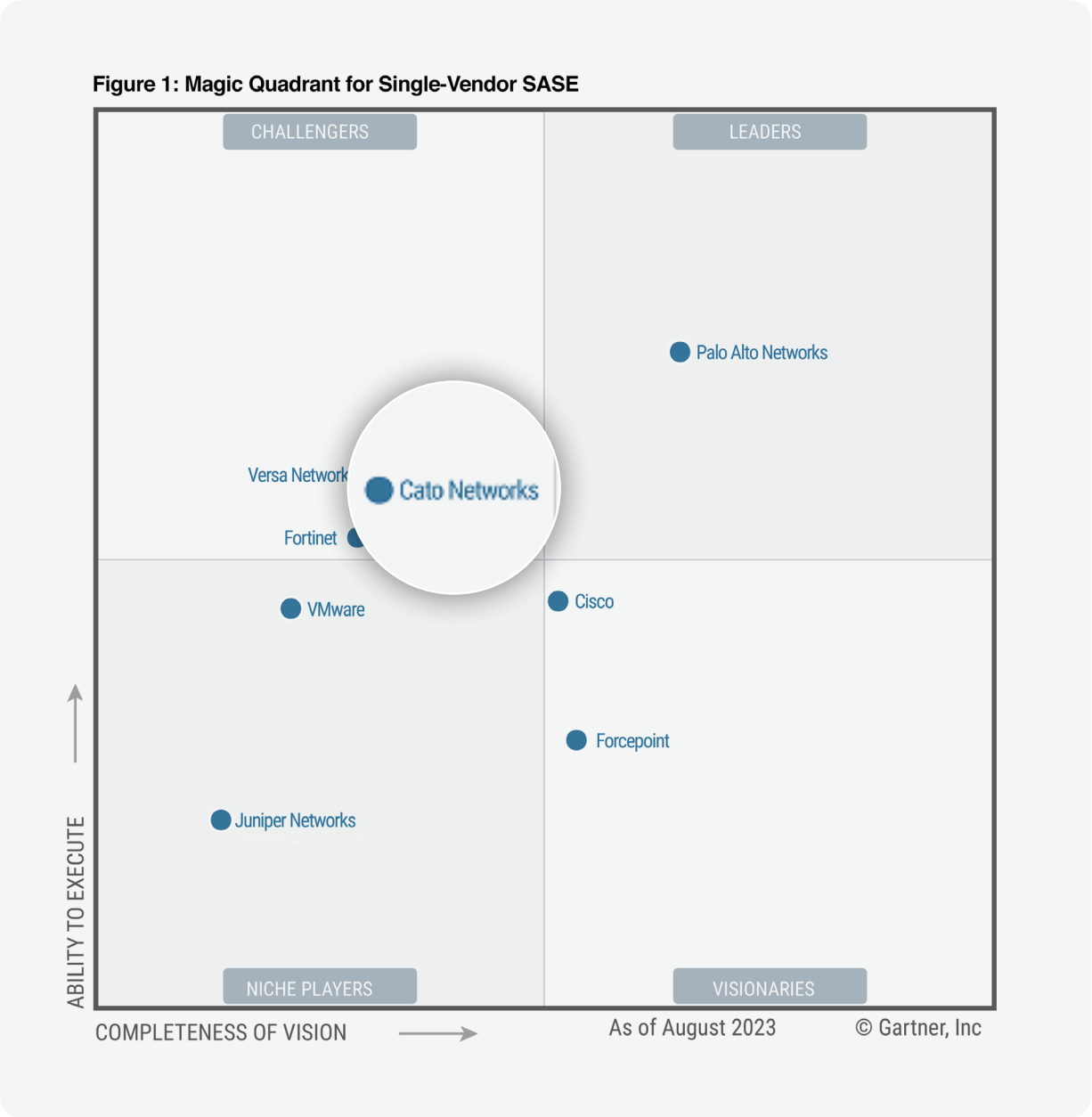
Cato is the first and only SASE cloud platform built from the ground up to address the needs of the modern digital business. It is a converged global cloud service that is elegantly architected to support major digital transformation initiatives such as Hybrid Work, Geo expansion, M&A, and cloud migration by eliminating complexity, reducing risks and costs, and enhancing IT agility and responsiveness to the business.

Cato SASE Cloud Platform transforms how IT teams maintain secure business operations by converging security capabilities into a single architecture, allowing seamless growth in functionality, scale, and global reach. This ensures resource-constrained organizations achieve more and protect more by offloading time-consuming security tasks like patching, fixing, and upgrading. Our SASE Cloud platform allows organizations to focus on business-critical projects, knowing holistic security capabilities are available on demand.

**The Cato SASE Cloud delivers on the promise of SASE: to secure and optimize the business everywhere, for everyone, and in every use case.**



# Recognized by Gartner



“ The Cato SASE Cloud **user interface is simple and intuitive**, and addresses **all product functionality** via a **single console**”

“ Cato’s **customers**, via multiple sources including reference surveys, Gartner Peer Insights and client inquiry, **report excellent overall customer experience**”

“ Cato was a **pioneer** in this market and helped to **drive and shape customer expectations**”

# Recognized by Forrester



Cato Networks is **the poster child for ZTE and SASE**



Cato has a **strong strategy paired with a truly unified networking and security** solution”

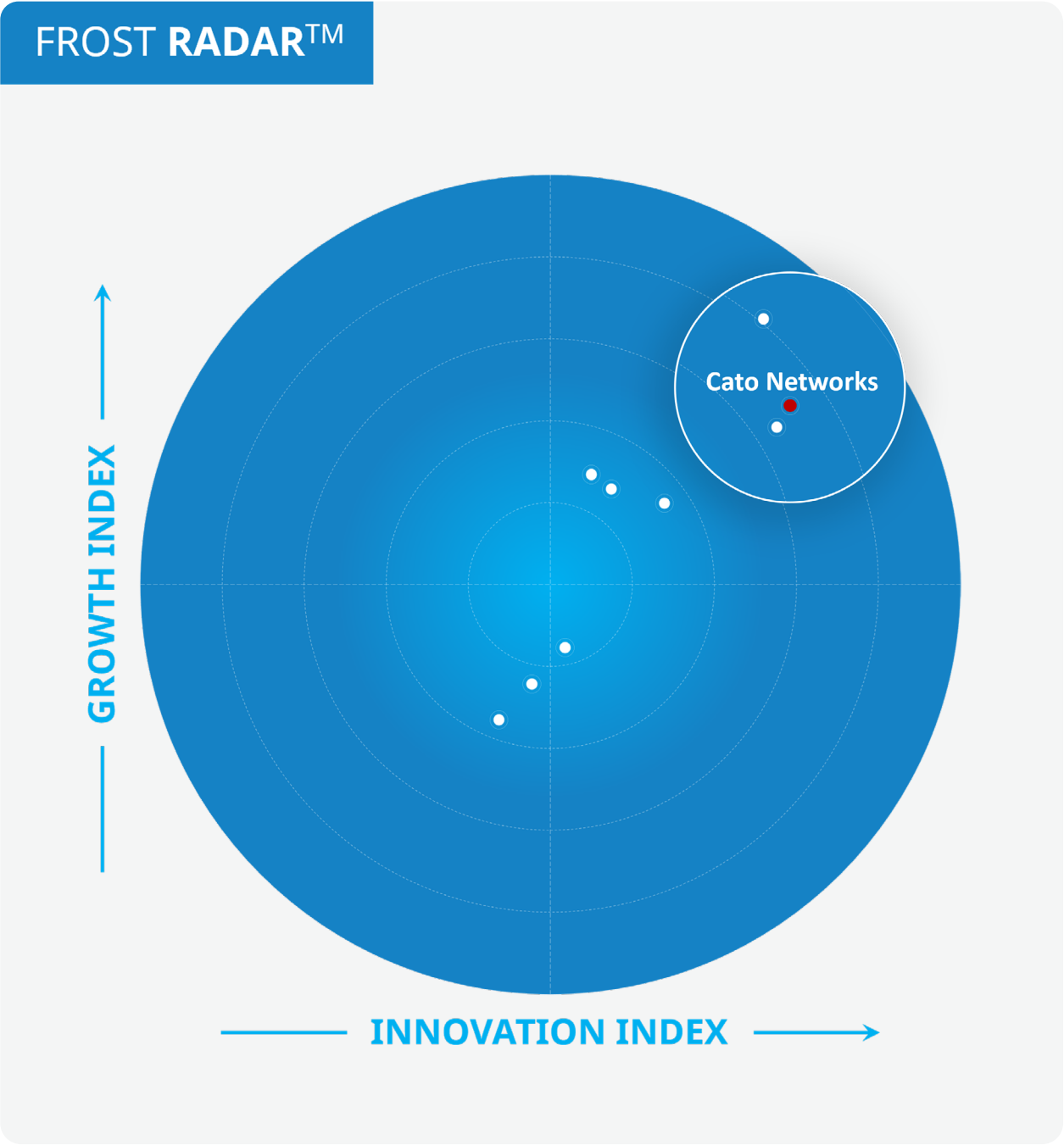


Early-adopting **reference customers are enthusiastic** about the platform”



Cato Networks **stands out as a ZTE specialist**, whereas most of its competitors come from either a networking or security heritage”

# Recognized by Frost & Sullivan



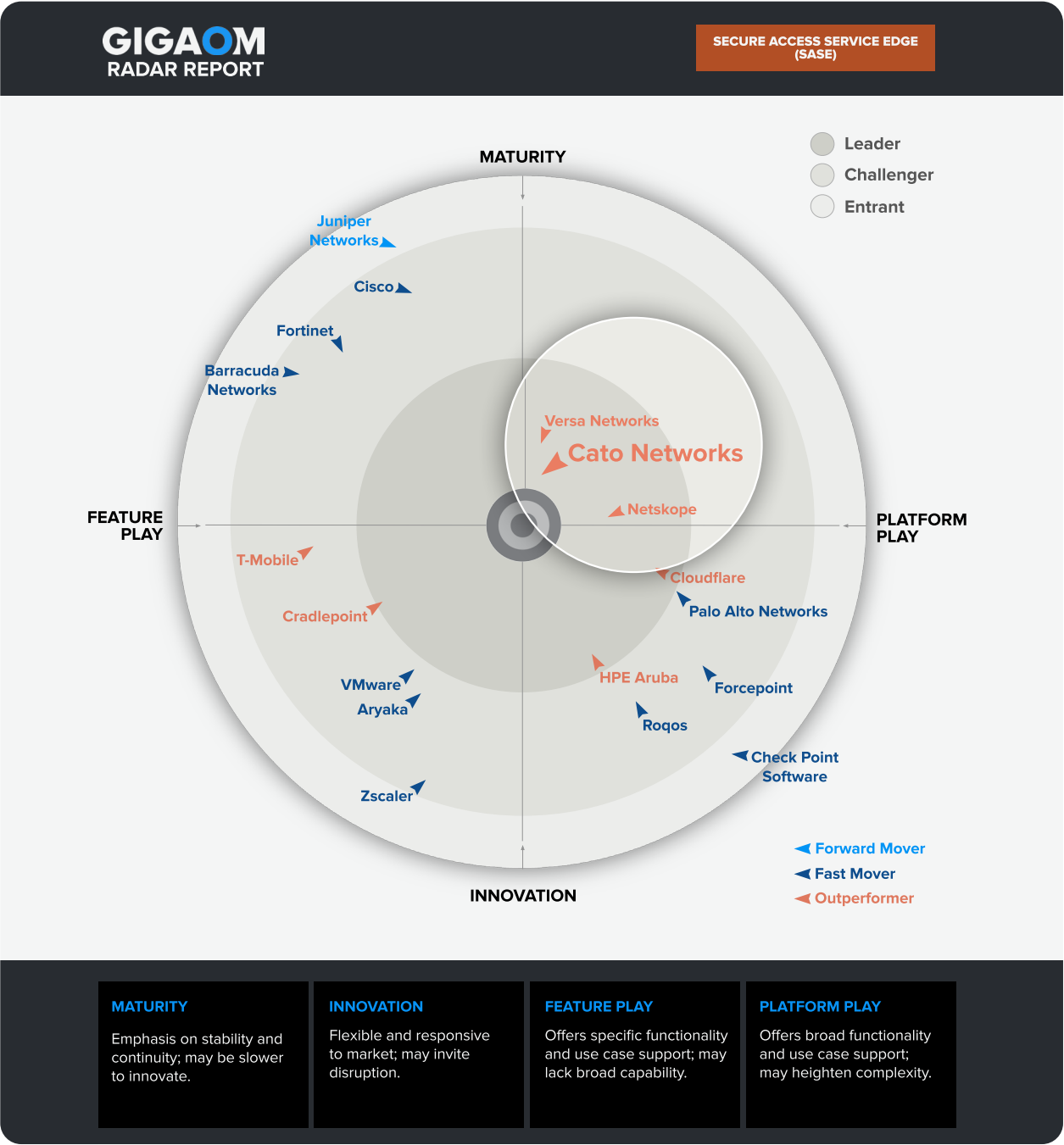
“Cato Networks showcases its commitment to innovation by **building its SASE platform from the ground up**, and the cloud-native platform allows it to stand apart from other **competitors that rely on the rearchitecting or service-chaining approach to SASE**”

“Cato Networks has also seen **strong adoption of its SASE platform** from business, financial services, and insurance (BFSI); retail; manufacturing; and tech companies”

“Cato Networks built its SASE platform with a **global and cloud-native architecture** as its foundation to deliver SASE services through a **converged platform, with no local hardware configuration needed**”

“Cato Networks is one of the **fastest-growing** players and achieved **strong double-digit growth**”

# Recognized by Gigaom



“Cato Networks is a Leader in the Maturity/Platform Play quadrant.”

“Cato SASE Cloud Platform delivers CASB, NGFW, SD-WAN, SWG, and ZTNA anywhere and at scale to any application, location, or user, enabling organizations to maintain an optimal security posture via a secure self-healing, self-maintaining, and self-optimizing cloud-native service.”

“The solution is built on Cato’s SPACE architecture, which is cloud-native, elastic, and scalable. Cato Networks has also seen **strong adoption of its SASE platform** from business, financial services, and insurance (BFSI); retail; manufacturing; and tech companies”

“The platform is fully identity-aware, tying security and networking policies to the user’s identity, and offers self-service management, providing a unique advantage over legacy-managed NSPs.”





**Shlomo Kramer**

CEO and Co-Founder

One of the founding fathers of the network security industry. Co-founder of Check Point Software and Imperva. Inducted into the InfoSec Hall of Fame in April 2013.

## Decades of Networking and Security Experience

Cato's management have been working together for many years in multiple successful enterprises.



**Tomer Wald**, Chief Finance Officer  
ex: Juno



**Yishay Yovel**, Chief Strategy Officer  
ex: Trusteer



**Alon Alter**, Chief Business Officer  
ex: Incapsula



**Nick Fan**, Vice President, Global Sales  
ex: Aryaka



**Idan HersHKovich**, Vice President, Marketing  
ex: Magic Software



**Eyal Webber-Zvik**, Vice President, Product Marketing and Strategic Alliances  
ex: Broadcom



**Giorgio Weston**, Vice President, Customer Experience  
ex: AppDynamics



**Frank Rauch**, Global Channel Chief  
ex: Check Point



**Aviram Katzenstein**, Vice President, Operations  
ex: Imperva



**Ofir Agasi**, Vice President, Product Management  
ex: Check Point



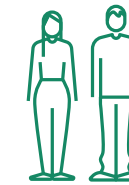
**Eyal Heiman**, Vice President, Engineering  
ex: Akamai



**Zehorit Mulshanski**, Vice President, Human Resources  
ex: Imperva



**Shira Frenkel**, General Counsel  
ex: Amdocs



**1000+**  
Employees

**\$773M**  
**Raised**  
**\$3B Valuation**



**Lightspeed**

greylock

**Aspect**  
VENTURES

USVP

COATUE

**Adams**  
Street

**SIXTY**  
DEGREE  
CAPITAL

**Singtel**  
**innov8**

SoftBank Vision Fund

# Customers

2400+  
Enterprise  
Customers  
across 180+  
Countries

40,000+  
Branches and  
Clouds

900,000+  
Remote  
Access Users



“Owning all the hardware makes Cato so much simpler to deploy and use than competing solutions,. We started referring to them as **the Apple of networking.**”



“We found that Cato was able to accommodate more than 15 percent packet loss and still maintain a high-level of voice quality, a significant achievement in providing superior customer experience.”



“The best part about choosing Cato was the fact that they truly felt like a partner in our efforts, and not just another provider we were paying for a set of services.”



“Cato really is plug and play. It was clear that Cato’s flexibility made switching to Cato less risky than staying with the solution we already had.”



“The big difference between Cato and other solutions is the integration of network management and security.”



“Cato defied the odds and performed admirably during a challenging time and under pressure. Cato did exactly what they said they would do. This is how you earn customer trust.”



“Cato Networks’ SASE really is a true cloud solution, not a legacy technology which was ‘rebuilt’ to become cloud-enabled.”



“With Cato, deploying branch SD-WAN became simpler, faster, and with less operational costs than we experienced with a managed service running security processing on SD-WAN appliances.”

200+  
testimonials



70+  
public case  
studies >



# 246% ROI in Less than 6 Months

According to a Total Economic Impact™ Study by FORRESTER®



Honestly, **I was shocked to see how easy it was** to set up and maintain an SD-WAN solution based on the whole Cato dashboard. Now there's a saying that with (the previous solution), you need 10 engineers to set it up and 20 engineers to keep it running. With Cato, this all went away. It's in the dashboard. Within the hour, you understand the idea behind it and then you **can just do it.**"

IT Manager, Motor vehicle parts manufacturer



**I wanted an 'office in a box',** fire-and-forget sort of management plane separation approach, where **my team could do a lot with just shipping a box** out and having a reasonably intelligent individual follow a diagram, plug it in, have it light up in a management portal, and we're in business."

Director of Technology, Advisory, tax and assurance



**We don't need to go invest in those other solutions** because the Cato transport with the **intelligence and the security layer does everything we need it to do.**"

Director of Technology, Advisory, tax and assurance



One of the most beneficial things with Cato is that **with a small amount of people, we can basically manage everything** from one place, and we have merged all the different aspects like VPN, internet access, and WAN. All this now is one service."

IT Manager, Motor vehicle parts manufacturer

# Service

## Global Private Backbone

80+ Points of Presence (PoPs) in all major business markets.



## Enterprise-Grade Network and Security

Available at all PoPs at scale. No need to compromise on network quality or security protection anywhere.

## Intelligent Last-Mile Management and Managed Detection and Response

Cato provides the resources and expertise many enterprises struggle with.

## World Class Support and Services

24x7x365, global NOC and SOC, with dedicated engineering and support teams.

**Cato customers have the opportunity to shape our roadmap and help prioritize future capabilities.**

## Multi Provider, SLA-backed, Self Healing



PoP Locations and Status



SOC2 Approved



ISO 27001 Certified



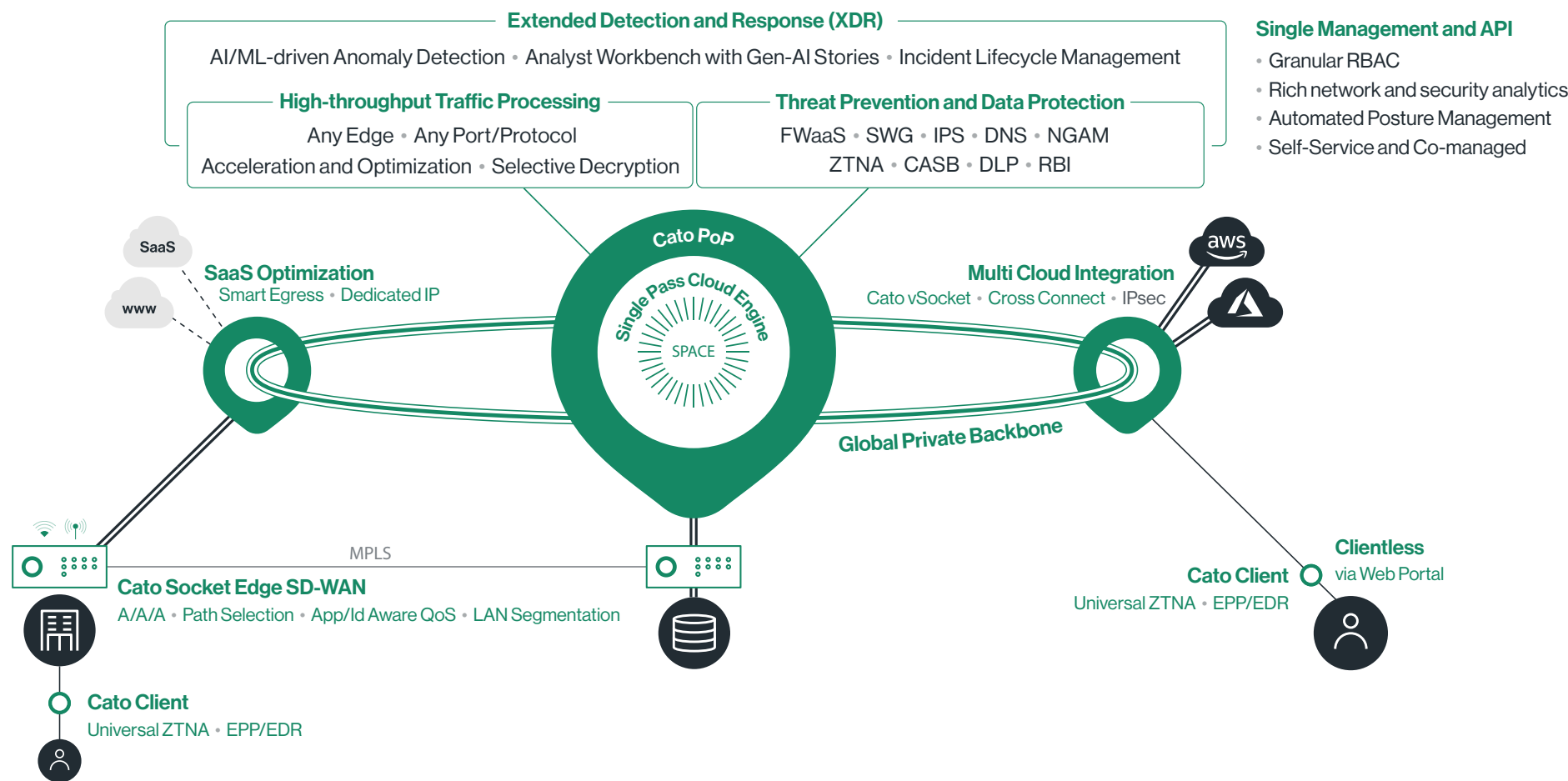
GDPR Compliant



ISO 14001 Certified

# About Cato Networks

Cato Networks is the leader in SASE, delivering enterprise security and network access in a single cloud platform. With Cato, organizations replace costly and rigid legacy infrastructure with an open and modular SASE architecture based on SD-WAN, a purpose-built global cloud network, and an embedded cloud-native security stack.



## Cato. WE ARE SASE.

### Cato SASE Cloud Platform

#### Connect

Cloud Network  
Cloud On-Ramps

#### Detect

Incident Life Cycle Management

#### Run

Unified Management and API

#### Protect

Network Security  
Endpoint Security

### Use Cases

#### Network Transformation

MPLS to SD-WAN Migration  
Global Access Optimization  
Hybrid Cloud and Multi-Cloud Integration

#### Security Transformation

Secure Hybrid Work  
Secure Direct Internet Access  
Secure Application and Data Access  
Incident Detection and Response

#### Business Transformation

Vendor Consolidation  
Spend Optimization  
M&A and Geo Expansion