

Panda Security

Corporate Presentation

Gianluca Busco Arré
Country Manager



[pandasecurity.com](https://www.pandasecurity.com)

Great minds and Global Presence

From 1990, Panda Security has become the leading European multinational developing **advanced cybersecurity** solutions, management, and monitoring tools.

We protect
+200M
devices

We care for
+30M
users

We are
+600
employees

Innovating for
27
years

Distribution in
+180
countries

Offices in
55
countries

We have
16
subsidiaries

We speak
23
different languages

The very best put their trust in us



Panda Security named a Visionary in Gartner's Magic Quadrant for EPP

Figure 1. Magic Quadrant for Endpoint Protection Platforms



¹ Gartner 2018 Magic Quadrant for Endpoint Protection Platforms, Ian McShane Eric Ouellet Avivah Litan, Prateek Bhajanka, 24 January 2018

- Gartner¹ describes **EPP Visionaries** to those that:

“ ... deliver in the leading-edge features — such as cloud management, managed features and services, enhanced detection or protection capabilities... — that will be significant in the next generation of products, and will give buyers early access to improved security and management.”

*“Panda Security's **unique value proposition** is the classification or attestation of every single executable file and process on a protected endpoint device, and it is the **only vendor to include a managed threat hunting service in the base purchase of its EPP**. Adaptive Defense 360 is fully cloud managed, and combines EPP and EDR into a single offering and single agent. ”*

Panda Adaptive Defense 360 provides both managed services, at no extra cost:



**100%
Attestation
Service**

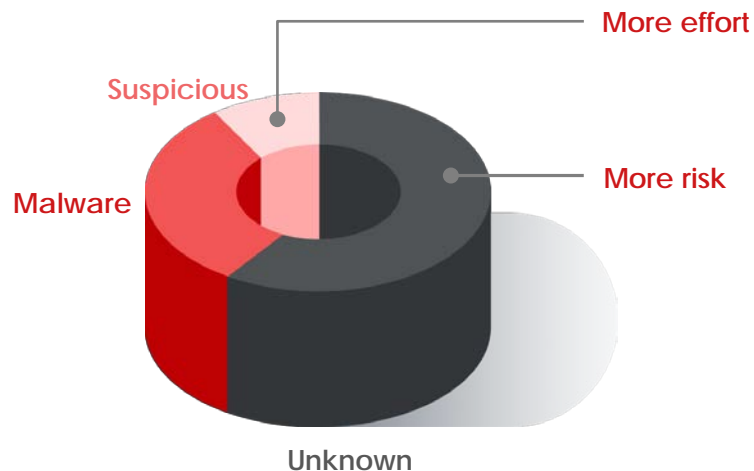


**Threat Hunting
& Investigation
Service**

. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Panda Security. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

² Gartner, “Redefining Endpoint Protection for 2017 and 2018”, Ian McShane, Peter Firstbrook, Eric Ouellet, 29 September 2017

The Prevailing Paradigm...

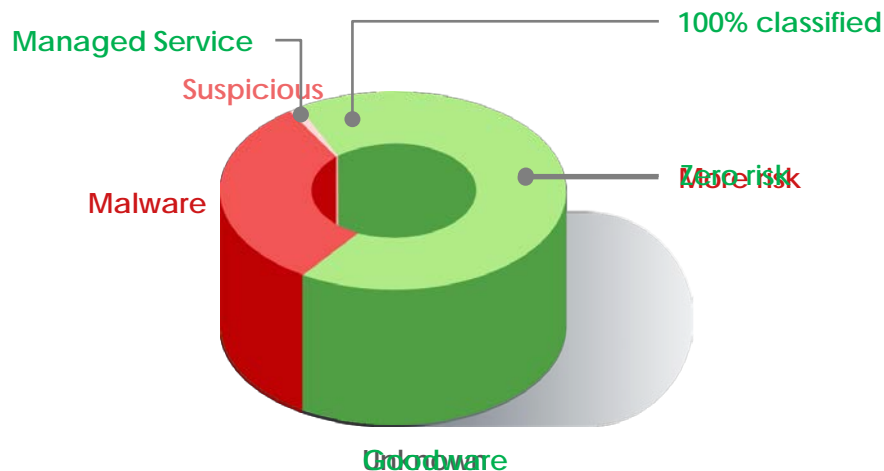


... is based on **punctual detection** only of **known malicious processes**, this means that:

- All suspicious activity has to be **investigated case by case**.
- **All unknown malicious processes are allowed**. That's why attackers skirt around these systems so easily, and their **attacks' success rate is so high**.

- The result is a higher success rate in attacks, a detection gap.

The Prevailing Paradigm...

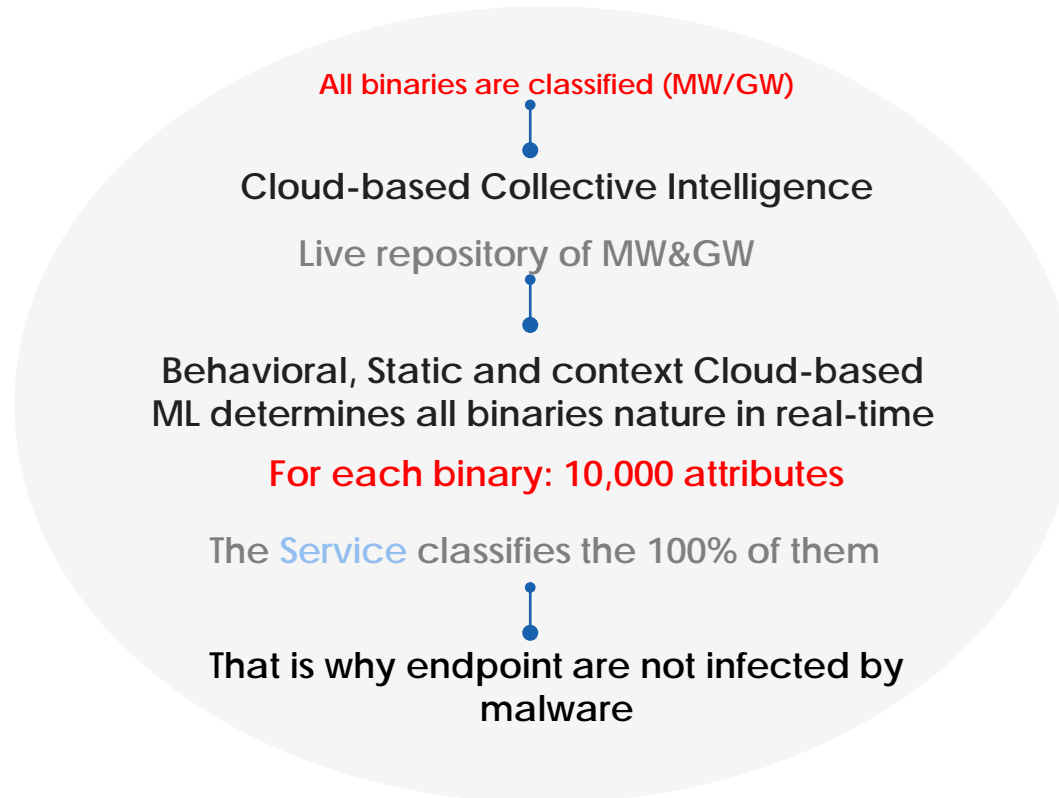


It is based on the **classification of absolutely all running processes** on your network.

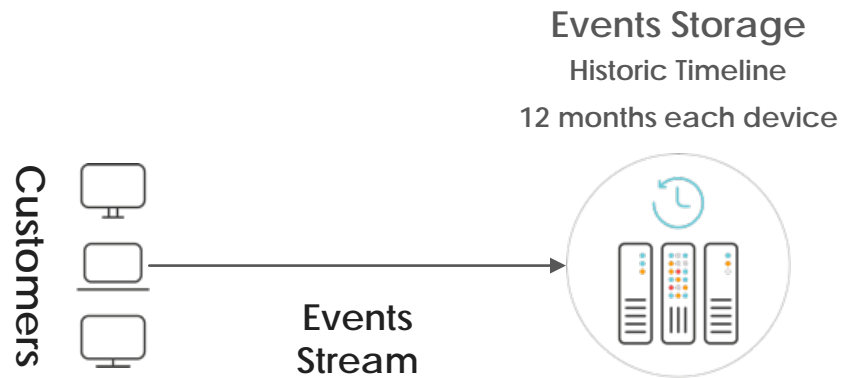
- All activity of all programs is monitored and analyzed in real-time.
- All behaviors are verified by a managed service, the admins don't have to investigate anything.
- Higher level of protection with fewer effort.

- No application, process, DLL, or script can run unless it is trusted
- The result is a higher protection rate with minimum effort

Mission: Allow to run only binaries Certified by us



Event Telemetry



Main events gathered:

Process

- Creation
- Injections

Files

- Creation
- Modification
- Open

Communications

- IPs Origin and Destiny
- Downloads (URLs)

Registry

- Creation
- Modification

Administrative

- Installation
- Turn on/off

The Platform

Global Numbers



Events per machine daily



Classified processes by Attestation Service



Events processed Daily by Big Data



New undiscovered Malware &PUP found



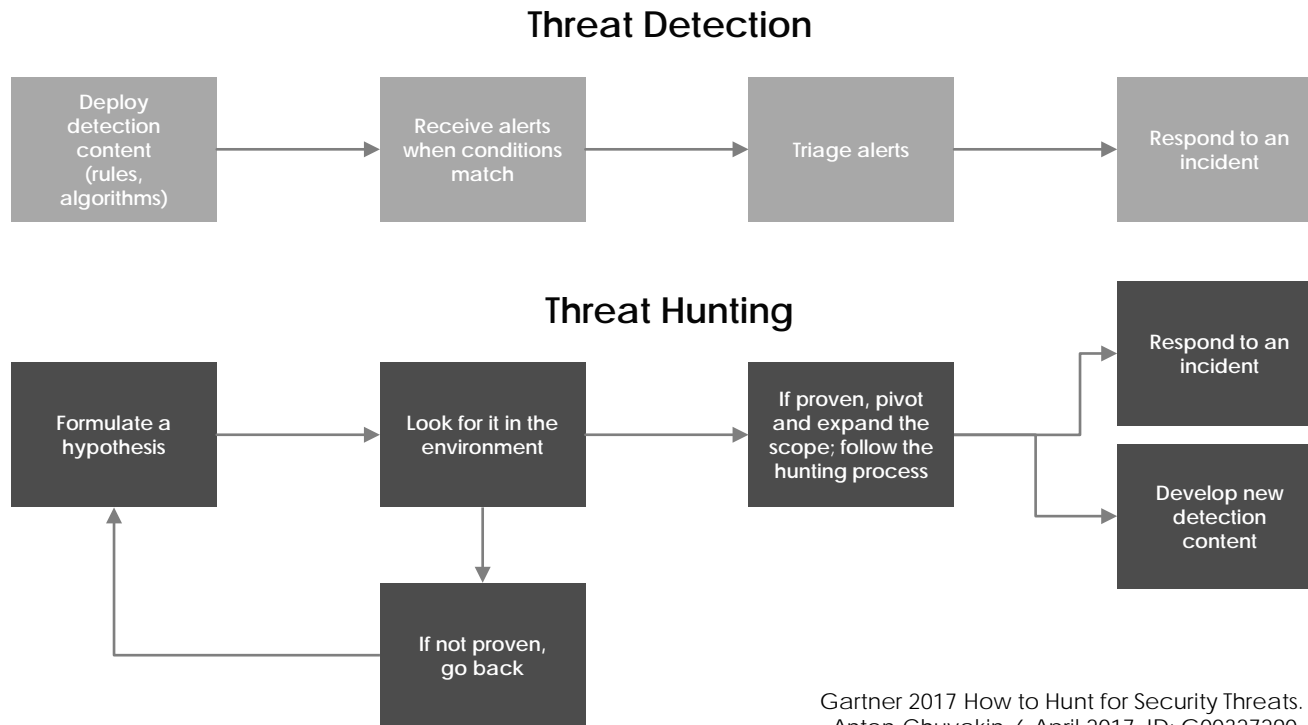
Events stored (last 12 months)



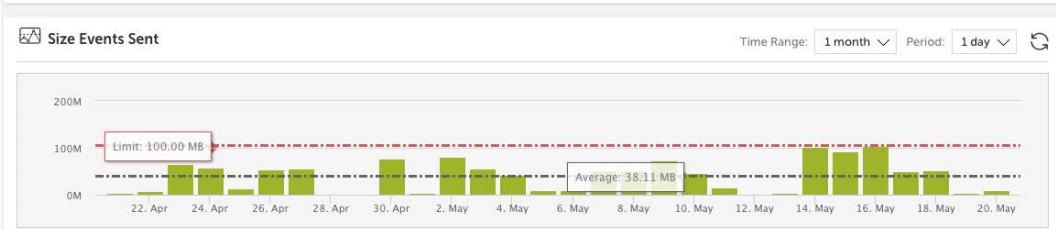
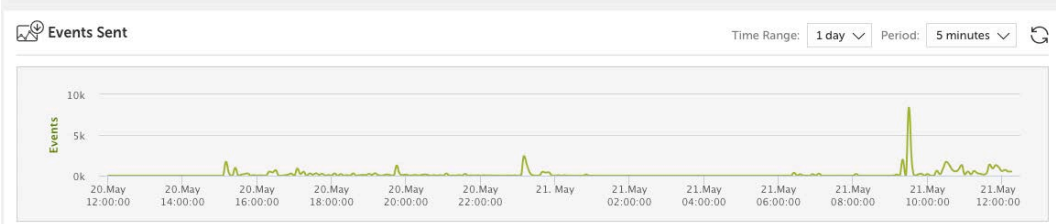
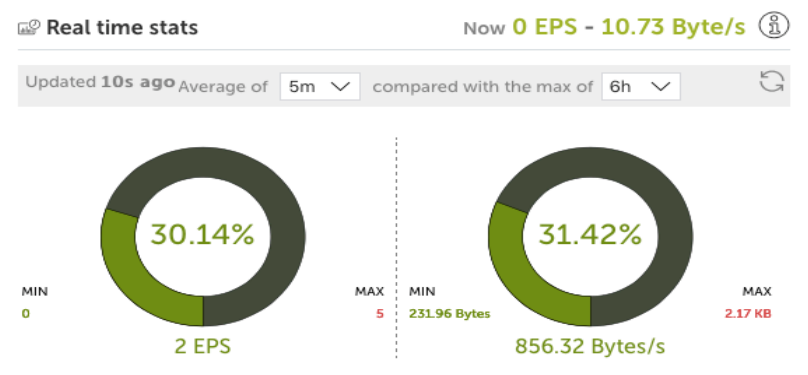
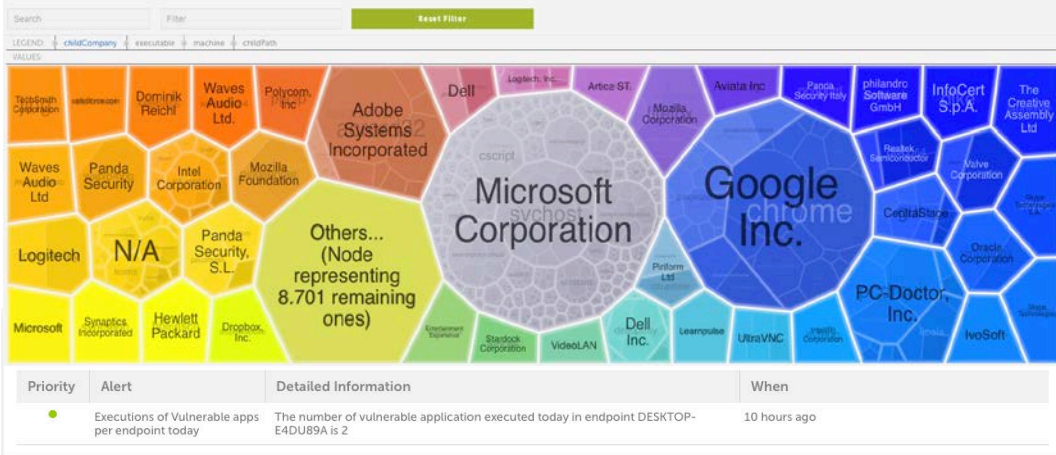
99,98% by Machine Learning
0,02% by Analysts

Threat Hunting

Gartner's Definition: Threat Hunting vs More Traditional Methods of Threat Detection

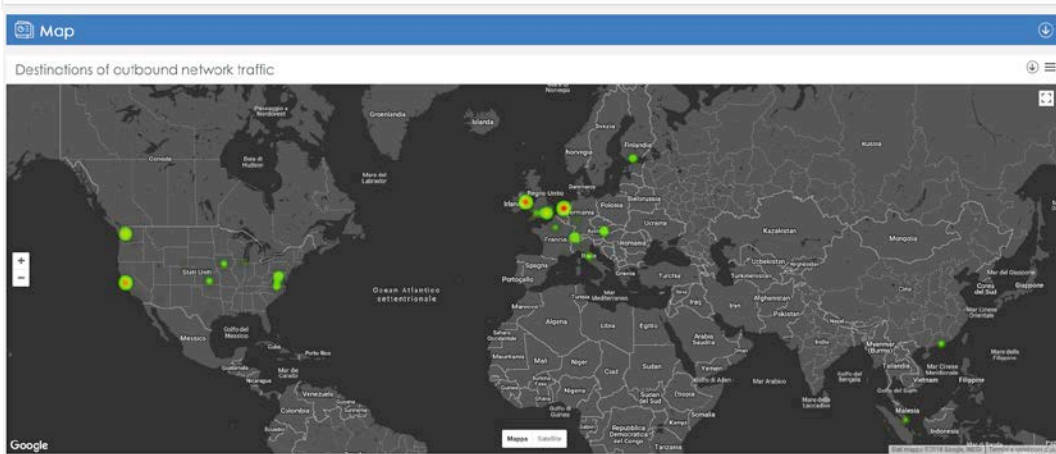


Gartner 2017 How to Hunt for Security Threats. Anton Chuvakin, 6 April 2017. ID: G00327290.



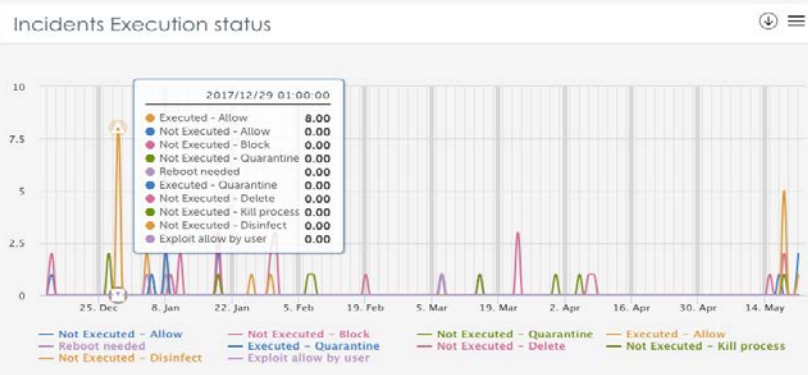
Favorite Queries

Alias	Last access date
mycustom.analysys	04-13-2018 11:39
oem.panda.paps.processnetbytes	03-05-2018 22:59
oem.panda.paps.socket	03-05-2018 19:59
oem.panda.paps.processnetbytes	01-23-2018 09:51



User operations by device type on PII files

USER	DEVICE TYPE	OPERATION	COUNT	%
AzureAD\CH-LaraZubac	Fixed	Open	64599	87.13%
NT AUTHORITY\SYSTEM	Fixed	Open	2606	3.51%
AzureAD\CH-LaraZubac	No_Root_Dir	Open	1533	2.07%
AzureAD\IT-GianlucaBuscoArre	Fixed	Open	1119	1.51%
AzureAD\CH-SelineMeixner	Fixed	Open	800	1.08%
AzureAD\IT-GiuseppeRizzoPinn	Fixed	Open	441	0.59%
AzureAD\CH-GeorgesSallin	Fixed	Open	422	0.57%
AzureAD\IT-LucaSettino	Fixed	Open	349	0.47%
AzureAD\IT-LauraBiraghi	Fixed	Open	313	0.42%
NT AUTHORITY\SYSTEM	No_Root_Dir	Open	266	0.36%



Demo



[pandasecurity.com](https://www.pandasecurity.com)