MobileIron Company Fact Sheet

MobileIron

MobileIron is the purpose-built mobile IT platform for enterprises to secure and manage mobile applications, content, and devices while providing their employees with device choice, privacy, and a native user experience.

The New Enterprise Security Model

Employees increasingly choose to do their work on mobile devices running modern operating systems like Android, iOS, and Windows 10 instead of using traditional PCs and Windows-based tools. Enterprise data now lives in both corporate and consumer apps and cloud storage repositories. The security challenge with mobile technology is very different from those of the legacy PC era and requires a new approach. Modern operating systems address many of the old security issues but they also create new and complex security requirements.

Android, iOS, and now Windows 10 have a sandboxed architecture that isolates data at the app level and protects both the file system and the operating system from unauthorized access. The protected file system and protected kernel eliminate the threat of traditional malware and the need for virtualization, VPN and other legacy technologies. Only enterprise mobility management (EMM) provides application and data security for these modern operating systems and, with MobileIron, enterprises have a powerful set of capabilities that improve data security.

The MobileIron Platform

The MobileIron platform was built to secure and manage modern operating systems in a world of mixed-use devices. It incorporates identity, context, and privacy enforcement to set the appropriate level of access to enterprise data and services. MobileIron secures data-at-rest on the device, in apps, and in cloud storage, and secures data-in-motion as it moves between the corporate network, devices, and cloud storage. With MobileIron, IT can secure corporate information wherever it lives while preserving employee privacy.

The MobileIron Platform

The MobileIron platform is composed of three integrated and distributed software components:

MobileIron Core: a policy engine that allows IT to define security and management policies

MobileIron Client: software on the device to enforce those policies on the device

MobileIron Sentry: an intelligent gateway that secures data as it moves between apps, devices, and the corporate network

Recent Customer Case Studies

Dürr: The German mechanical engineering firm secures intellectual property while boosting productivity with thousands of Windows Phone devices.

Denso: The Japanese auto parts manufacturer promotes faster decision making through a secure Bring Your Own Device (BYOD) program.

GAC-Toyota Motor: The maker of popular Toyota automobiles delivers a better customer experience by providing secure iPads at its retail locations.

Standard Life: The leading investment organization lets 2,000 mobile employees access corporate documents and files from anywhere.

Varian Medical Systems: The maker of advanced technology for fighting cancer and for X-ray imaging provides their global workforce with faster, easier access to secure applications.

Thomson Snell & Passmore: The world's oldest law firm lets employees work from anywhere by replacing BlackBerry devices with iPhones and securing custom apps.

Customers

MobileIron has sold its solutions to more than 10,500 cumulative customers worldwide since 2009.

Ecosystem

As of December 31, 2015, over 180 technology integrations were released by our ecosystem partners. These integrations cover both user apps and back-end IT infrastructure. This includes an enhanced integration with Splunk to provide visualizations that can be used for Payment Card Industry (PCI), Criminal Justice Information Services (CJIS), and Sarbanes-Oxley (SOX) compliance programs. In addition, our customers have used our AppConnect wrapper to secure thousands of internally developed applications.

Channel

MobileIron goes to market primarily through a strong global network of channel partners.

MobileIron, Inc. Headquarters

415 East Middlefield Road
Mountain View, CA 94043
650-919-8100

www.mobileiron.com

We have additional office locations throughout the United States and in various international locations, including offices in the United Kingdom, Netherlands, Germany, Japan and India.

Investors

MobileIron is publicly traded on NASDAQ, Ticker symbol: MOBL

More information available at investors.mobileiron.com

Full Year 2015 Financial Highlights

Gross billings were $165.0 million, up 13% year-over-year

Recurring billings, which represented 65% of gross billings, were $107.5 million, up 37% year-over-year

GAAP revenue was $149.3 million, up 13% year-over-year

Non-GAAP revenue was $147.5 million, up 16% year-over-year

Recurring revenue was $90.6 million, up 49% year-over-year

GAAP net loss per share was $1.07; non-GAAP net loss per share was $0.71

Executives

Barry Mainz	President and Chief Executive Officer
Simon Biddiscombe	Chief Financial Officer
Suresh Batchu	Co-Founder and CTO
Danny Fields	SVP of Engineering and Chief Software Development Officer
Laurel Finch	VP, General Counsel, Chief Compliance Officer, Secretary
Jared Lucas	Chief People Officer
Ajay Mishra	Co-Founder and Chief Customer Officer
John Morgan	VP of Products
Jeff Ratzlaff	VP of Business Development
Ojas Rege	VP of Strategy
Vittorio Viarengo	VP of Marketing

Employees

Over 800 employees

Milestones

Founded: 2007

First Customer: 2009

First Patent Granted: 2011

First Service Provider Agreement: 2010

Over $100 Million in Revenue (56% from North America and 44% from International): 2013

IPO: 2014

Distinctions and Recognitions

MobileIron has been granted 29 patents to date

Gartner has identified MobileIron as a Leader for five consecutive years[1] in the Magic Quadrant for Enterprise Mobility Management Suites (previously called the Magic Quadrant for Mobile Device Management Software)

Named #1 fastest growing technology company in the world on the 2014 Deloitte Technology Fast 500

Ranked #14 Best U.S. SMB Company to Work For on Glassdoor's 2015 Employee Choice Awards[2]

1 Gartner, "Magic Quadrant for Enterprise Mobility Management Suites" by Terrence Cosgrove, Rob Smith, Chris Silva, John Girard, Bryan Taylor, June 8, 2015.

2 This document was last updated February 24, 2016.

MobileIron