



MobileIron Company Fact Sheet

MobileIron is the security backbone for modern computing, protecting corporate data across apps, networks, and clouds.

Modern Enterprise Computing

Traditional PCs and Windows-based tools are disappearing and employees are working on devices running modern operating systems like Android, iOS, and Windows 10. Enterprise data now lives in both corporate and consumer apps and cloud storage repositories.

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.

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The MobileIron Platform

The MobileIron platform was built to secure and manage corporate data in a world where devices are used for both personal and professional activities. MobileIron incorporates identity, context, and privacy enforcement to set the appropriate level of access to enterprise data and services. With MobileIron, IT can secure corporate information wherever it lives while preserving employee privacy.

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

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

MobileIron Client: software on the device to enforce those policies

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

MobileIron Access: a security capability that allows IT to prevent users from accessing enterprise cloud services with an unsecured device or through unauthorized apps or browsers

MobileIron Bridge: the first solution to unify mobile and desktop operations for Windows 10 using a single console and communications channel

MobileIron End-User Services: secure email, enterprise app store, document security and management, and web browser

MobileIron has sold its solutions to more than 13,500 customers worldwide since 2009.

Mobile Security and Risk Review

MobileIron regularly publishes the Mobile Security and Risk Review, which highlights emerging threats and risks, including enterprise compliance failures, compromised devices, and data loss risks. The most recent report is available here:

www.mobileiron.com/securityandriskreview.

Key findings from the February 2017 edition:

- **Enterprise app adoption is real.** Nearly 80% of enterprises use more than 10 mobile business apps.
- **Employees rely on mobile for tasks once relegated to the desktop.** A list of the top 10 most popular business apps in the world includes Keynote, Numbers, and Word.
- **Enterprises need to improve mobile security hygiene.** 45% of companies did not enforce device policies and 44% had at least one missing device.

Recent Customer Case Studies

- **New York Life:** Provides agents with mobile access to customer information so they can better inform clients.
- **Frontier Airlines:** Increases on-board sales 25% using MobileIron and Wandera
- **Buurtzorg:** Secures healthcare data with Lookout and MobileIron
- **MOL Group:** Secures employee multi-OS devices and apps from executives and office staff to truck drivers and delivery workers

Ecosystem

At the end of 4Q 2016, the MobileIron ecosystem included more than 550 active technology partners, who have released over 280 technology integrations. This includes enterprise file sync-and-share solutions like Box and 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.

MobileIron, Inc. Headquarters

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Additional offices are located throughout the United States and in international locations, including the United Kingdom, Netherlands, Germany, Japan, and India.

Investors

- MobileIron is publicly traded on NASDAQ
- Ticker symbol: MOBL
- More information is available at investors.mobileiron.com

Fourth Quarter 2016 Financial Highlights

- GAAP revenue was \$45.5 million, up 6% year-over-year
- Recurring revenue was \$30.2 million, up 16% year-over-year
- Gross billings were \$55.4 million, up 14% year-over-year
- Recurring billings, which represented 72% of gross billings, were \$39.7 million, up 26% year-over-year
- GAAP net loss per share was \$0.12; non-GAAP net loss per share was \$0.03
- Cash flow generated from operations was \$8.5 million
- Cash and equivalents, plus short and long term investments, end the quarter at \$90.2 million
- Surpassed 13,500 cumulative customers

Full Year 2016 Financial Highlights

- GAAP revenue was \$163.9 million, up 10% year-over-year
- Recurring revenue was \$113.4 million, up 25% year-over-year
- Gross billings were \$182.1 million, up 10% year-over-year
- Recurring billings, which represented 72% of gross billings, were \$131.8 million, up 23% year-over-year
- GAAP net loss per share was \$0.78; non-GAAP net loss per share was \$0.36

Senior management team

- **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
- **Dilip Patel**, SVP of Customer Success
- **Jeff Ratzlaff**, VP of Business Development
- **Ojas Rege**, Chief Marketing and Strategy Officer

Employees

- Approximately 850 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
- Surpassed 10 million cumulative seats sold: 2016
- Generated operating cash flow: 2016

Distinctions and Recognitions

As of 4Q 2016, MobileIron has been granted 40 patents.

Gartner has identified MobileIron as a Leader for six consecutive years¹ in the Magic Quadrant for Enterprise Mobility Management Suites (previously called the Magic Quadrant for Mobile Device Management Software)

MobileIron Government Cloud platform received FedRAMP Authority to Operate from the United States Postal Service

Granted EU-US Privacy Shield Certification from the US Department of Commerce

MobileIron named to Government CIO Outlook's list of Top 20 Homeland Security Solution Providers 2016

¹ Gartner, "Magic Quadrant for Enterprise Mobility Management Suites" by Rob Smith, Bryan Taylor, Chris Silva, Manjunath Bhat, Terrence Cosgrove, John Girard, June 8, 2016.