



Library of Congress
March 2022

Wasabi Introduction

Mission: Low Price, High Performance, Secure Object Storage


- Started in 2015 by Carbonite's founding team
- Privately held with over \$275M invested to date


Product: Cloud Object Storage as a Service


- Comparable to: AWS S3, Azure Blob, GCP Storage
- Thousands of customers & partners across all verticals




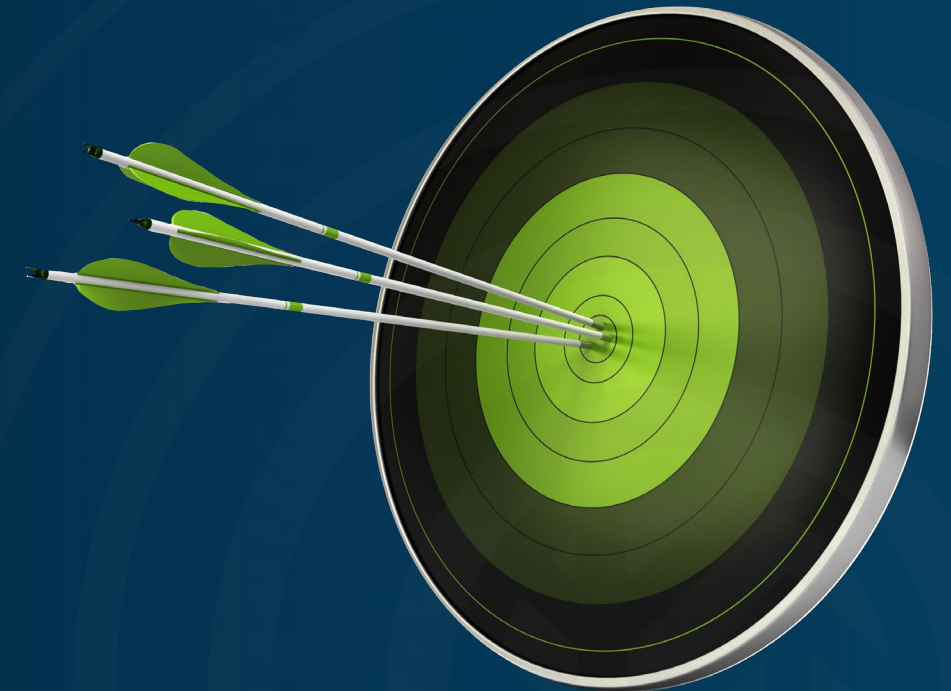
We are 100% Focused on Storage

 Singularly focused on providing best-in-class cloud storage,

 best-in-class cost, performance, and security

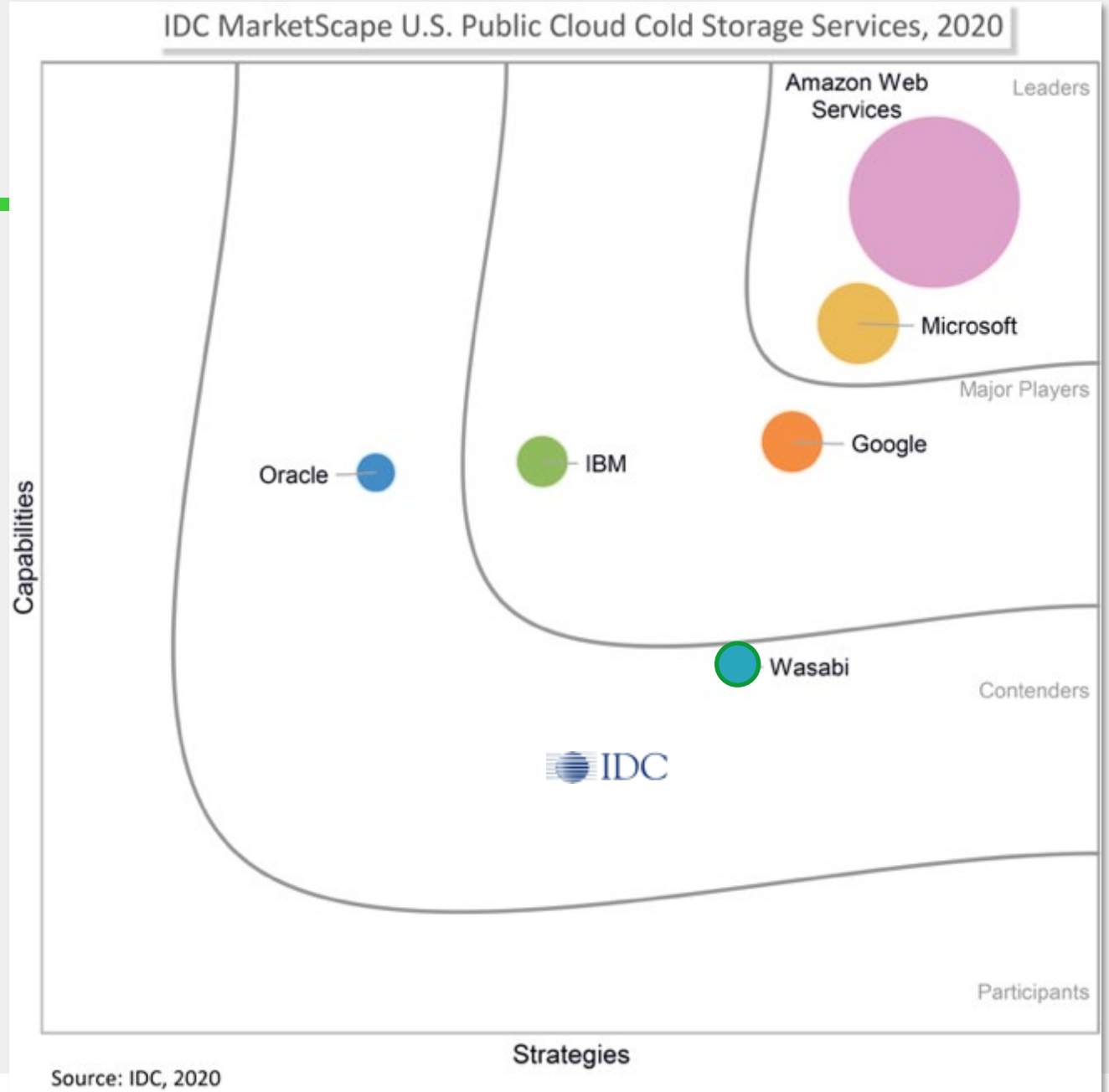
 100% focus allows us to gain a deeper understanding of customer storage needs

 Allowing us to provide the most compelling value proposition for our customers (cloud storage that is cost effective, faster, simpler, secure)



IDC MarketScape

#4 in terms of object storage exabytes deployed in the cloud



Wasabi's Value Proposition

Optimal price, performance, and protection for object storage



Price

80% less than AWS S3

No egress charges

No API request charges



Performance

Faster than the competition

Quick uploads & downloads

Private network options



Protection

Data center redundancy

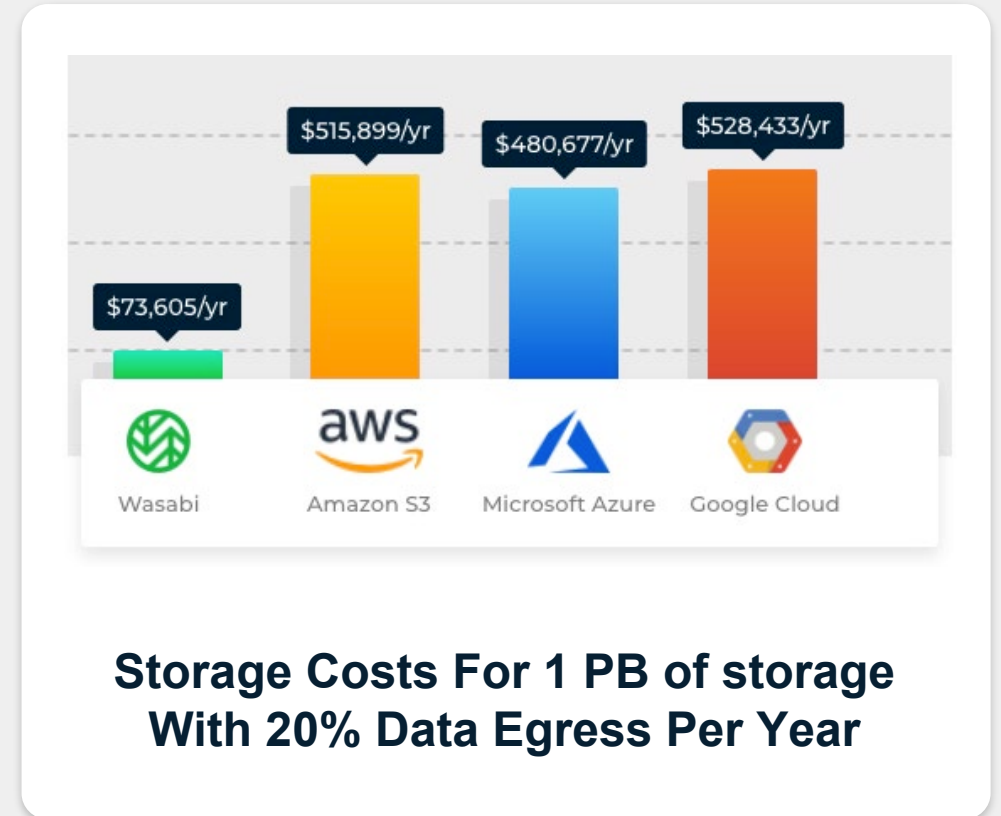
11x9s data durability

Immutable storage

Price

Lower total cost

- Wasabi's flat fee of \$5.99/TB/mo* (\$.0059/GB/mo)
- **No charge** for egress (downloads)
- **No charge** for API requests
- **No storage tiers**



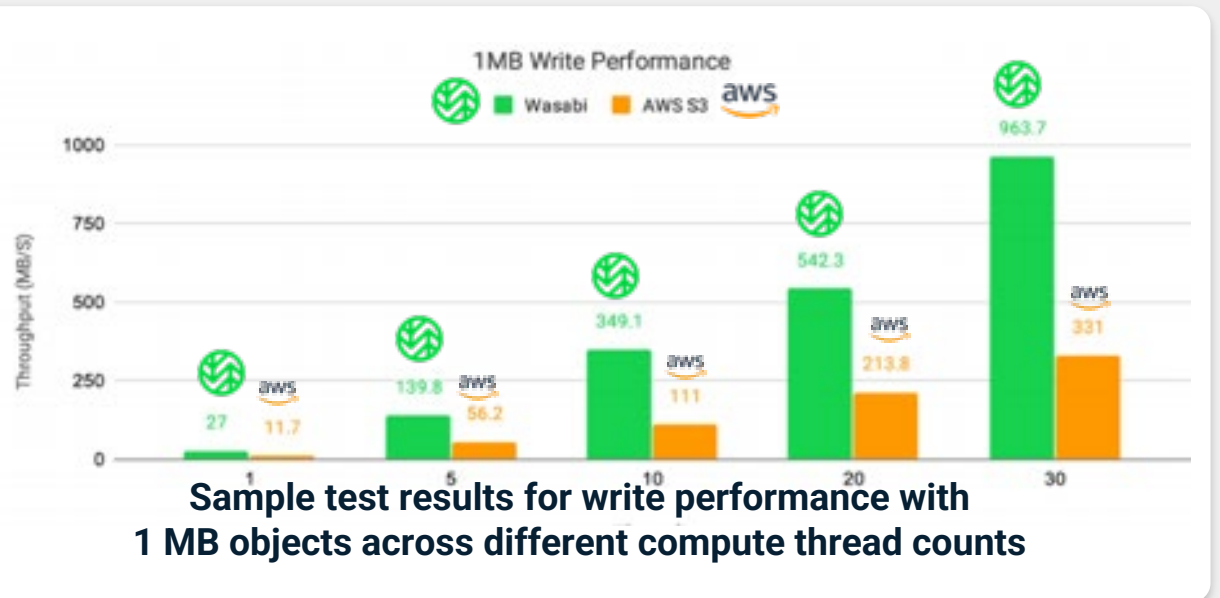
More info @ wasabi.com/pricing

*Pricing is region dependent (for example, US/EMEA = \$5.99/TB/mo & APAC is \$6.99/TB/mo)

Performance

Built-for-speed file system leveraging leading hardware technology

- Highly distributed architecture providing exabyte-scale storage



More info @ wasabi.com/performance

Protection

Built-for-scale, durability, security and compliance

Durability & availability

- 11 x 9s data durability with exabyte scale
- 99.99% availability SLA with multiple data centers
- Automatic integrity checks when accessing data
- Cross-region replication for added durability and availability

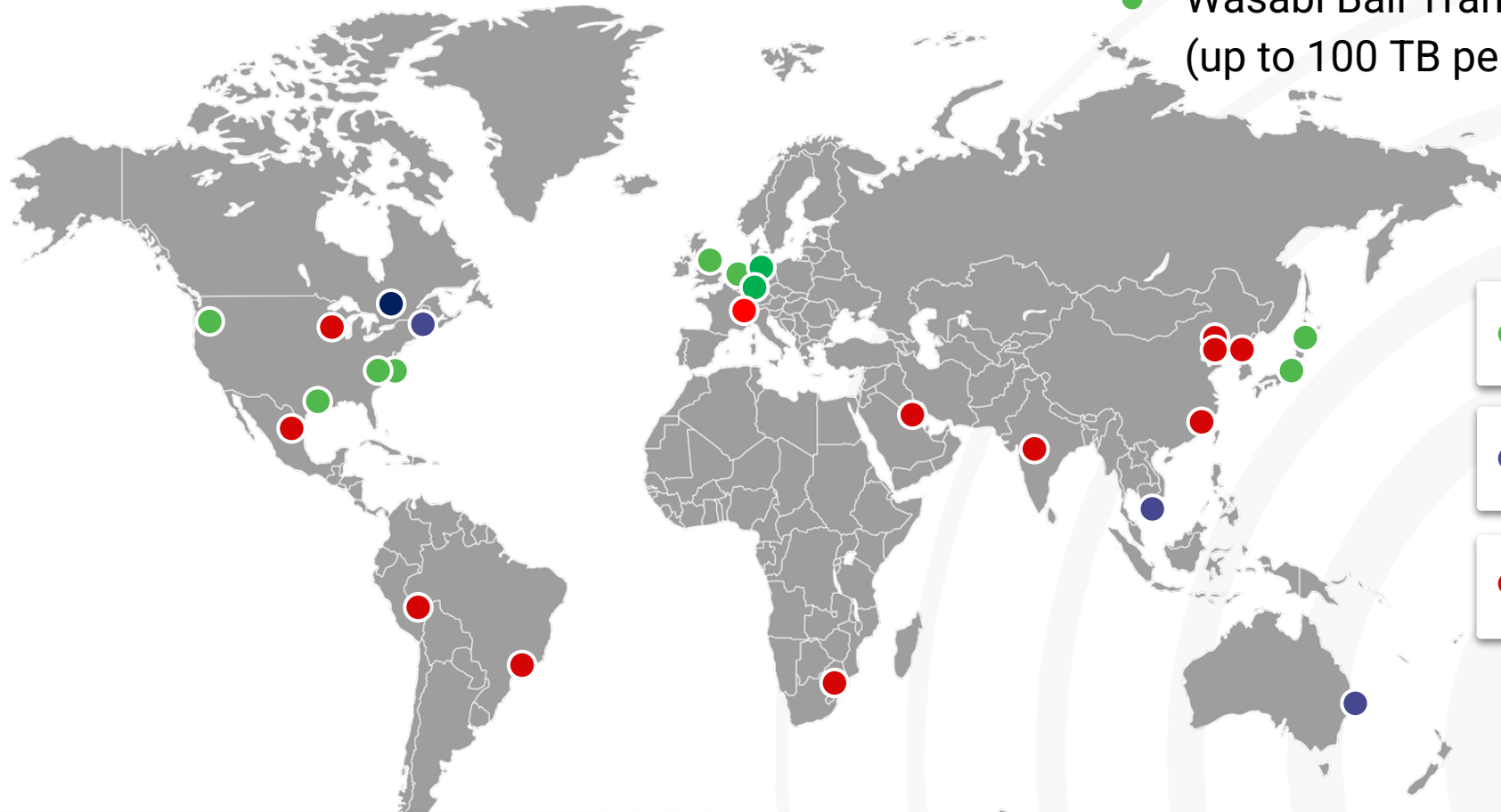
Security

- All data encrypted in transit and at rest
- **Immutability** via S3 object lock protects against ransomware & other data modification
- Strong identity & access management & multi-factor authentication

Compliance with industry privacy, security, and data center standards



- **Public** Internet (100 Gb/s & Nx10 Gb/s)
- **Private** Direct Connect (Wasabi or AWS/Azure/GCP @ Nx1 or 10 Gb/s)
- Wasabi Ball Transfer Appliance (up to 100 TB per appliance)



- **7 Existing Data Center Partnerships**
- **In Process**
- **2022-2023 Plan**

Wasabi currently leverages data center partnerships to enable rapid deployment and operational flexibility vs. greenfield buildouts of owned and operated infrastructure

AWS S3 Compatibility

Will my existing AWS S3 apps work with Wasabi?

Wasabi fully supports the AWS S3 & IAM APIs

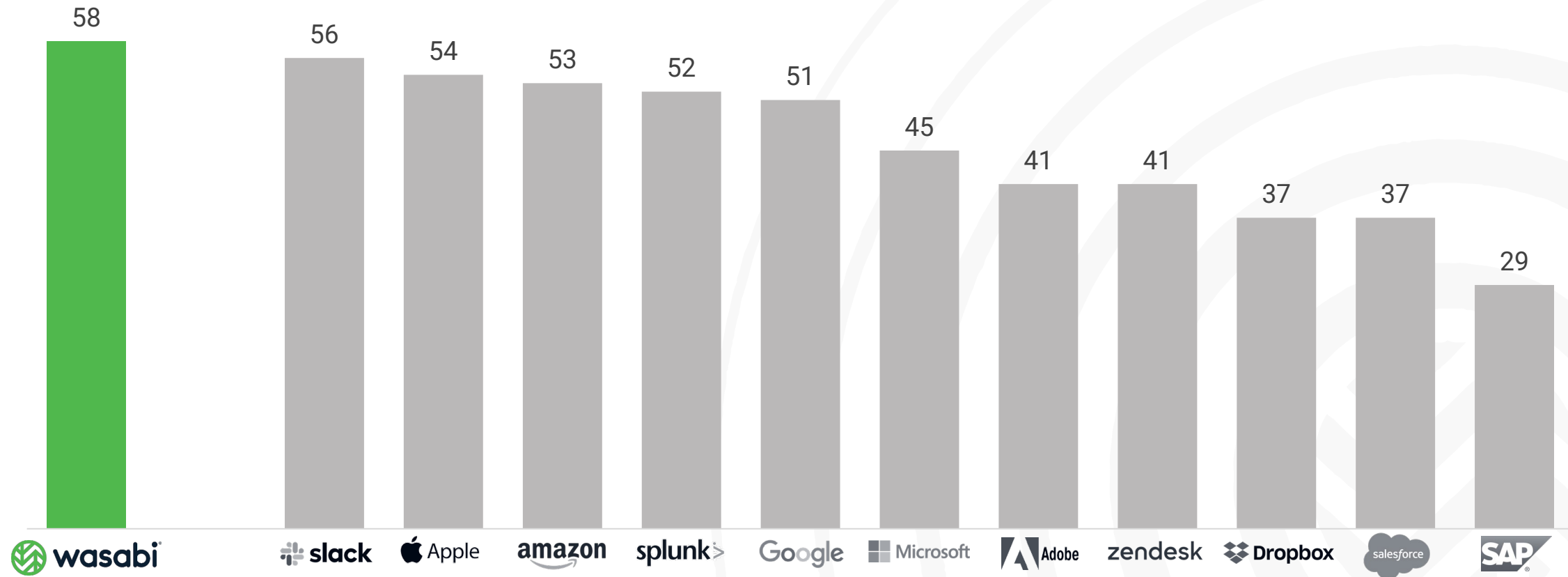
- Wasabi looks just like an Amazon S3 implementation
- Same AWS API constructs for storage & IAM
- No need to change apps you may be using with AWS S3

Any 3rd-party AWS S3-compatible app or platform should work with Wasabi

- Hundreds of validated apps listed at wasabi.com/interop

Customers love Wasabi. Great value. Great performance. Easy.

Best-in-Class Net Promoter Score





Thank you.