



## Jamf Ends 2021 Helping Over 60,000 Customers Succeed with Apple

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### Jamf recaps successes in 2021 and announces key management promotions to help drive continued growth in 2022

MINNEAPOLIS, Jan. 11, 2022 (GLOBE NEWSWIRE) -- Jamf (NASDAQ: JAMF), the standard in Apple Enterprise Management, today announced it is now helping more than 60,000 active customers succeed with Apple and is running on approximately 26.5 million devices worldwide.

2021 was a pivotal year for Jamf, as the company added new functionality to its Apple Enterprise Management platform to help organizations connect, manage and secure their devices. Jamf added more than 6 million devices and 13,000 customers in 2021 and is now running on approximately 26.5 million devices and serves more than 60,000 customers. These organizations include:

- 9 of the 10 largest companies, as ranked by Fortune 500
- 22 of the 25 most valuable brands, according to Forbes
- 10 of the 10 largest U.S. banks, according to Bankrate.com
- 10 of the top 10 global universities, according to U.S. News & World Report
- 8 of the top 10 technology companies, as ranked by Fortune

In 2021, Jamf completed its three largest contracts in its history, and ended the year with its highest gross customer revenue retention rate since its founding in 2002.

"Exiting 2021, we saw continued strengthening in commercial markets across all geographies," said Dean Hager, CEO of Jamf. "Looking ahead, this commercial momentum, along with continued investments in our go-to-market activities and new products, will help drive strong revenue growth in 2022. We are excited to continue to help our customers empower their end users with technology that is enterprise-secure and consumer-simple, while protecting personal privacy."

### Jamf further strengthened its security platform with acquisition of Wandera and cmdReporter, and rolled out key product enhancements to help organizations succeed in today's hybrid work world

Jamf completed its acquisition of [cmdReporter](#), a suite of security and compliance tools purpose-built for macOS, in February of 2021. Jamf also completed its [acquisition of Wandera](#), a leader in zero trust cloud security and access, in July. These acquisitions uniquely position Jamf to help IT and security teams confidently protect devices, data and applications while extending the intended Apple experience through the most robust and scalable Apple Enterprise Management platform in the market.

At its 12th annual Jamf Nation User Conference in October, Jamf launched Jamf Private Access, a true zero trust network access solution that replaces legacy conditional access and VPN technology, ensuring that after a user authenticates into their device business connections are secure, along with Jamf Threat Defense, a mobile security solution that protects endpoints from being compromised through mobile threat detection and zero-day phishing prevention with a web-based dashboard for real-time notifications and remediation. Jamf also [rolled out key functionalities across its platform](#), including new bring your own device (BYOD) functionality, application lifecycle management capabilities, integrations with Google, data loss prevention features and more.

Jamf has seen significant success with its new line of security-focused products for commercial organizations, with approximately 8,000 commercial customers running Jamf Connect, Jamf Private Access, Jamf Protect, Jamf Threat Defense, or Jamf Data Policy on millions of Apple devices.

### Jamf appoints John Strosahl as company president and chief operating officer and Beth Tschida as chief technology officer, while making other key hires to continue to build a world-class team

As president of Jamf, Strosahl will be responsible for leading the company's operations and strategic growth. Strosahl joined Jamf in 2015, and since then has been instrumental in driving the company's topline growth, establishing and growing its international presence, and transitioning the business to a recurring revenue model.

"I am proud of the momentum Jamf has entering into 2022 and I attribute it to our sharp focus on serving our global customer base and their ever-changing needs with the most complete and scalable Apple Enterprise Management platform available," said Strosahl. "I am honored to take on this additional responsibility and continue to help our customers succeed with Apple well into the future."

Jamf has also appointed Beth Tschida to chief technology officer. Tschida joined Jamf in 2018 as senior vice president of engineering, and since then has rapidly scaled its global engineering organization and expanded Jamf's product delivery capabilities across its entire Apple Enterprise Management platform.

These two key appointments continue Jamf's momentum in building a world-class team to further its mission of helping organizations succeed with Apple. In 2021 Jamf also [hired Linh Lam](#) as its chief information officer. Lam leads Jamf's technology strategy to create and implement a model for the modern hybrid workplace as the company continues its rapid growth.

"I could not be more excited about the strength of our entire leadership team. John's extensive go-to-market experience, combined with his ability to

build a stellar organization, will help Jamf continue to grow its reach globally,” Hager said.

### **Jamf certified as a Great Place to Work®; top workplace for women and families**

This year, Great Place to Work®, a global leader in workplace culture, certified Jamf as a ‘[Great Place to Work](#).’ Jamf was also ranked as one of the 2021 Fortune Best Workplaces in Technology and as one of the 2021 Best Workplaces for Women™ by Fortune and Great Place to Work®. Inc also named Jamf as a ‘[best-led company](#)’. Jamf finished the year with greater than 90% employee retention.

### **Jamf continues to expand educational opportunity worldwide through its work with MATTER**

Jamf opened three new MATTER Innovation Hubs in 2021, including one in Afghanistan with the Bayat Foundation, bringing the total to nine hubs located in 6 countries, with four additional hubs planned to open in the first half of 2022.

MATTER Innovation Hubs seek to engage students in technology-enabled active learning. This educational model encourages teachers to moderate and encourage student learning, discussion, and exploration to set students up with in-demand skills for future success.

Sponsored and run by Jamf employees, the Jamf Nation Global Foundation and other partners, the Hubs are stocked with iPad, OSMO Learning manipulatives, Sphero education technology and dozens of educational apps to offer students the technology they need to expand their skills. Thanks to Jamf and MATTER’s partnership, the MATTER Innovation Hubs are able to bring educational opportunity powered by technology to students around the globe.

### **Forward-Looking Statements**

This press release contains “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to, statements regarding our financial outlook and market positioning. Forward-looking statements give our current expectations and projections relating to our financial condition, results of operations, plans, objectives, future performance and business. You can identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. These statements may include words such as “anticipate,” “estimate,” “expect,” “project,” “plan,” “intend,” “believe,” “may,” “will,” “should,” “can have,” “likely” and other words and terms of similar meaning in connection with any discussion of the timing or nature of future operating or financial performance or other events, statements about the potential benefits of the acquisition, possible or assumed business strategies, potential growth opportunities, and the potential value creation as a result of combined offerings. All forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially from those that we expected, including, among others: statements regarding our future financial and operating performance (including our financial outlook for future reporting periods); the impact on our operations and financial condition from the effects of the current COVID-19 pandemic; the potential impact of customer dissatisfaction with Apple or other negative events affecting Apple services and devices, and failure of enterprises to adopt Apple products; the potentially adverse impact of changes in features and functionality by Apple on our engineering focus or product development efforts; changes in our continued relationship with Apple; the fact that we are not party to any exclusive agreements or arrangements with Apple; our reliance, in part, on channel partners for the sale and distribution of our products; the impact of reputational harm if users perceive our products as the cause of device failure; our ability to successfully develop new products or materially enhance current products through our research and development efforts; our ability to continue to attract new customers; our ability to retain our current customers; our ability to sell additional functionality to our current customers; our ability to meet service-level commitments under our subscription agreements; our ability to correctly estimate market opportunity and forecast market growth; risks associated with failing to continue our recent growth rates; our dependence on one of our products for a substantial portion of our revenue; our ability to scale our business and manage our expenses; our ability to change our pricing models, if necessary to compete successfully; the impact of delays or outages of our cloud services from any disruptions, capacity limitations or interferences of third-party data centers that host our cloud services, including Amazon Web Services; our ability to maintain, enhance and protect our brand; our ability to maintain our corporate culture; the ability of Jamf Nation to thrive and grow as we expand our business; the potential impact of inaccurate, incomplete or misleading content that is posted on Jamf Nation; our ability to offer high-quality support; risks and uncertainties associated with acquisitions and divestitures, including, but not limited to, disruptions to ongoing operations; diversions of management from day-to-day responsibilities; adverse impacts on our financial condition; failure of an acquired business to further our strategy; uncertainty of synergies; personnel issues; resulting lawsuits and issues unidentified in diligence processes; our ability to predict and respond to rapidly evolving technological trends and our customers’ changing needs; our ability to compete with existing and new companies; the impact of adverse general and industry-specific economic and market conditions; the impact of reductions in IT spending; our ability to attract and retain highly qualified personnel; risks associated with competitive challenges faced by our customers; the impact of our often long and unpredictable sales cycle; our ability to develop and expand our marketing and sales capabilities; the risks associated with sales to new and existing enterprise customers; the risks associated with free trials and other inbound, lead-generation sales strategies; the risks associated with indemnity provisions in our contracts; our management team’s limited experience managing a public company; the impact of any catastrophic events; the impact of global economic conditions; risks associated with cyber-security events; the impact of real or perceived errors, failures or bugs in our products; the impact of interruptions or performance problems associated with our technology or infrastructure; the impact of general disruptions to data transmission; risks associated with stringent and changing privacy laws, regulations and standards, and information security policies and contractual obligations related to data privacy and security; the risks associated with intellectual property infringement claims; our reliance on third-party software and intellectual property licenses; our ability to protect our intellectual property and proprietary rights; the risks associated with our use of open source software in our products; and risks associated with our indebtedness.

Additional information concerning these and other factors can be found in our filings with the Securities and Exchange Commission. Given these factors, as well as other variables that may affect our operating results, you should not rely on forward-looking statements, assume that past financial performance will be a reliable indicator of future performance, or use historical trends to anticipate results or trends in future periods. The forward-looking statements included in this press release relate only to events as of the date hereof. We undertake no obligation to update or revise any forward-looking statement as a result of new information, future events or otherwise, except as otherwise required by law.

### **About Jamf**

Jamf, the standard in Apple Enterprise Management, extends the legendary Apple experience people love to businesses, schools and government organizations through its software and the world’s largest online community of admins focused exclusively on Apple, Jamf Nation. To learn more, visit: [www.jamf.com](http://www.jamf.com).

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