



## **Trend Micro Reports First Quarter Results**

TOKYO, May 10, 2012 -- Trend Micro Incorporated (TSE: 4704; TYO 4704), the global cloud security leader, announced earnings results for the first quarter 2012, ending March 31, 2012.

For the first quarter, Trend Micro posted consolidated net sales of 22,630 million Yen (or US \$284 million, 79.43JPY = 1USD). The company posted operating income of 5,568 million Yen (or US \$70 million) and net income of 3,283 million Yen (or US \$41 million) for the quarter.

"This quarter, we were ranked by an independent research firm as number one in cloud security market share,," said Eva Chen, CEO. "The focus and dedication we've poured into cloud security innovations is being realized in the global market and we will continue to strengthen our standing as the smart security choice in helping our customers make their move to the cloud.

Based on information currently available to the company, consolidated net sales for the second quarter ending June 30, 2012 is expected to be 23,300 million Yen (or US \$291 million, based on an exchange rate of 80 JPY = 1USD). Operating income and net income are expected to be 5,700 million Yen (or US \$71 million) and 3,300 million Yen (or US \$41 million), respectively.

Growth rate figures are calculated from Japanese Yen results. Some discrepancy may therefore be noted in US Dollar comparisons owing to fluctuations in currency conversion rates.

### **Q1 2012 Business Highlights**

Trend Micro announced Trend Micro Deep Discovery, a new threat management solution that focuses on targeted attack detection and analysis, SIEM integration and other Global 1000 requirements.

Trend Micro and Dell partnered to provide advanced data encryption security services for Dell Cloud with VMware vCloud® Datacenter Service. The added services leverage cloud security solutions from Trend Micro to further bolster Dell's public cloud offerings. Trend Micro SecureCloud provides distinctive data protection for cloud and virtual environments which can safely and easily secure sensitive data stored with the Dell Cloud with VMware vCloud Datacenter Service.

Trend Micro announced DirectPass, a new password management solution. Designed to organize and manage passwords, DirectPass provides consumers with a fast and efficient way to manage their online activities, while offering extra security measures to keep their credentials safe. Trend Micro DirectPass uses cloud technology to sync online credentials across multiple devices, allowing users to experience the benefits of DirectPass anytime, anywhere.

## **Awards and Recognition for Q1 2012**

### *Corporate*

Trend Micro was named to CRN's 2012 Data Center 100 list. The annual list recognizes technology vendors for powering, supporting and protecting today's data center services in an environmentally and economically friendly manner, while boosting efficiency and productivity.

Eva Chen was listed in the inaugural FORBES ASIA Power Businesswomen list focused on 50 noteworthy pathbreakers.

The Cloud Security Alliance honored Eva Chen with the first Cloud Security Alliance Industry Leadership award for her long-standing support and significant achievements in bringing cloud security innovations to the APAC region.

### *Products and Innovation*

Trend Micro Titanium Maximum Security 2012 received a positive review in Computer Shopper, where the reviewer said, "If you're looking for ultimate ease of use in a security package, TMS 2012 is a good choice" and "we like to think of it as the strong, silent sentinel."

## **Patents**

Trend Micro was awarded the following patents in Q1 2012:

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Patent 8098939 Adversarial Approach for Identifying Inappropriate Text Content in Images

Patent 8103627 Bounce Attack Prevention Based on E-mail Message

Patent 8117652 Password Input Using Mouse Clicking

Patent 8117596 Method and System for Version Independent Software Release Management

Patent 8117229 Fast Identification of Complex Strings in a Data Stream

Patent 8127358 Thin Client for Computer Security Applications

Patent 8127365 Origination-based Content Protection for Computer Systems

Patent 8132258 Remote Security Servers for Protecting Customer Computers Against Computer Security Threats

Patent 8132248 Managing Configurations of Firewall

Patent 8135119 Technique for Protecting Telephone Users from Caller ID Spoofing Attacks

Patent 8140664 Graphical User Interface Based Sensitive Information and Internal Information Vulnerability Management System

Patent 8145733 Identification of Computers Located Behind an Address Translation Server

### **Notice Regarding Forward-looking Statements**

Certain statements that we make in this release are forward-looking statements. These forward-looking statements are based upon management's current assumptions and beliefs in light of the information currently available to it, but involve known and unknown risks and uncertainties. Many important factors could cause our actual results to differ materially from those expressed in our forward-looking statements. These factors include:

- Difficulties in addressing new virus and other computer security problems
- Timing of new product introductions and lack of market acceptance for our new products
- The level of continuing demand for, and timing of sales of, our existing products
- Rapid technological change within the antivirus software industry
- Changes in customer needs for antivirus software
- Existing products and new product introductions by our competitors and the pricing of those products
- Declining prices for products and services
- The effect of future acquisitions on our financial condition and results of operations
- The effect of adverse economic trends on our principal markets
- The effect of foreign exchange fluctuations on our results of operations
- An increase in the incidence of product returns
- The potential lack of attractive investment targets and
- Difficulties in successfully executing our investment strategy

### **About Trend Micro:**

Trend Micro Incorporated, a global leader in Internet content security, focuses on securing the exchange of digital information for businesses and consumers. A pioneer and industry vanguard, Trend Micro is advancing integrated threat management technology to protect operational continuity, personal information, and property from malware, spam, data leaks and the newest Web threats. Visit TrendWatch at [www.trendmicro.com/go/trendwatch](http://www.trendmicro.com/go/trendwatch) to learn more about the latest threats. Trend Micro's flexible solutions, available in multiple form factors, are supported 24/7 by threat intelligence experts around the globe. Many of these solutions are powered by the Trend Micro™ Smart Protection Network™ infrastructure, a next-generation cloud-client innovation that combines sophisticated cloud-based reputation technology, feedback loops, and the expertise of TrendLabs(SM) researchers to deliver real-time protection from emerging threats. A transnational company, with headquarters in Tokyo, Trend Micro's trusted security solutions are sold through its business partners worldwide. Please visit [www.trendmicro.com](http://www.trendmicro.com).

