



Trend Micro Reports Results for Q4 and Fiscal Year 2012

TOKYO, Feb. 14, 2013 -- Trend Micro Incorporated (TSE: 4704; TYO 4704), the global leader in cloud security and virtualization, announced earnings results for the fourth quarter and consolidated revenue for fiscal year 2012, ending December 31, 2012.

For the fourth quarter, Trend Micro posted consolidated net sales of 24,313 million Yen (or US \$ 298 million, 81.33 JPY = 1USD). The company posted operating income of 5,795 million Yen (or US \$ 71 million) and net income of 2,680 million Yen (or US \$ 32 million) for the quarter.

For 2012, Trend Micro posted consolidated net sales of 93,839 million Yen (or US \$ 1,174 million, 79.89 JPY=1USD). The company also reported operating income of 22,407 million Yen (or US \$ 280 million) and net income of 13,447 million Yen (or US \$ 168 million).

Based on information currently available to the company, consolidated net sales for the first quarter ending March 31, 2013 is expected to be 24,700 million Yen (or US \$ 274 million, based on an exchange rate of 90 JPY = 1USD). Operating income and net income are expected to be 5,600 million Yen (or US \$ 62 million) and 3,400 million Yen (or US \$ 37 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.

“Today, in the face of various targeted, stealthy, sophisticated attacks, Trend Micro is courageous and honest enough to tell the world that, ‘outbreak life cycle management’ is not enough anymore,” said Eva Chen, CEO. “We announced that ‘Custom attacks need a custom defense,’ a new way of thinking and a new process that customers need to implement to protect their digital assets and company’s reputation against targeted attacks.”

Q4 2012 Business Highlights

In October, Trend Micro unveiled "Custom Defense" – the industry's first advanced threat protection solution that enables businesses and government agencies not only to detect and analyze advanced persistent threats (APTs) and targeted attacks, but also to rapidly adapt their protection and respond to these attacks. Trend Micro also enhanced its email security products for better threat detection capability and superior custom defenses to detect zero-day attacks that aggressively pursue and compromise specific targets.

Trend Micro announced that global customers of Amazon Web Services (AWS) are able to take advantage of highly optimized security solutions from Trend Micro for their AWS deployments, including AWS Storage Gateway. Trend Micro security solutions shield AWS cloud-based applications from threats, meet strict compliance regulations, and protect the privacy of customer data stored in the cloud – all in a way that is easy to deploy and manage.

Trend Micro introduced its Online Security Assessment Tools for Cloud, Cyber & Mobile Security, which provide customers with an assessment of their current business' security posture with respect to cloud adoption, consumerization and targeted attacks. These cost-free security assessment tools are designed to be used to help plan and deploy security measures needed to manage mobile devices, secure the journey to cloud computing and defend against targeted cyber-attacks.

Trend Micro announced three new apps for Windows 8 available through the Windows Store, that offer consumers added protection of their digital lives on Windows 8 devices at home or on the go. The three apps include: Trend Micro SafeGuard, a tablet- optimized web browser

with built-in security technology for use with Windows 8; Trend Micro Go Everywhere app, a simple-to-use solution that will help protect Windows 8 tablet PCs from loss or theft; and Trend Micro DirectPass, which helps make saving passwords online easy by encrypting saved passwords and helping provide an extra layer of security for banking and financial transactions.

Trend Micro integrated security management products with ConnectWise for increased reporting, billing, and service ticket automation.

Trend Micro Deep Security 8.0 achieved Oracle Solaris Ready status through Oracle PartnerNetwork (OPN), demonstrating that Trend Micro has fully tested and supports Deep Security 8.0 on Oracle Solaris 11. Trend Micro also achieved Gold Partner status in OPN, recognizing Trend Micro for its commitment to establish Oracle-related knowledge in delivering security management.

Trend Micro added a new PartnerPlus Portal to facilitate Channel partners' journey to the cloud. The new PartnerPlus Portal is designed specifically to support Trend Micro partners growing their security practice. The portal serves as the central hub for sales tools, training, certification, on-demand marketing, announcements, promotions, webinars, and much more.

Trend Micro announced mobile security services with Chunghwa Telecom, Taiwan's largest telecom service company. Together they announced two cloud computing services, Mobile Device Management (MDM) for SME and Trend Micro Mobile Security (TMMS) for personal mobile security.

Awards and Recognition for Q4 2012

Corporate

Eva Chen, CEO, was named one of CRN's Top 100 Executives in the "Innovators" category in the IT Channel for 2012. This annual list salutes the most influential and innovative channel executives in North America. Eva Chen was recognized as one of the top 25 innovators who are bringing new, game-changing technology to the market and driving sales/profits in emerging technologies.

Trend Micro was recognized with Eloqua's 2012 Markie Award in the "Connecting in the Eloqua AppCloud" category. Eloqua's Markie awards set out to honor the world's best modern marketers, demonstrating right brain creativity meeting left brain analytics. Winners must prove how their marketing activities produce successful results and revenue growth for their companies.

Products and Innovation

Trend Micro SecureCloud was Virtualization Review Readers Choice Award Winner and Trend Micro Deep Security was Preferred Product Award Winner.

Trend Micro Titanium 2013 Internet Security received a favorable review in CNET where the reviewer comments, "Now into its third year, Titanium's updated detection system has proven itself handily. Independent efficacy tests indicate that Titanium 2013's initial performance has been stellar, following reasonably strong scores for Titanium 2012. That combined with zippy scan speeds and a very light system impact means that Titanium is one of the best security suites for 2013."

V3 awarded Technology Awards 2012 to Trend Micro SecureCloud, for best cloud security product.

CRN listed Trend Micro as one of the 2012 Best Companies to Partner With.

Patents

Trend Micro was awarded the following patents in Q4 2012:

Patent 8286253 Data Leakage Prevention for Resource Limited Device

Patent 8291024 Statistical Spamming Behavior Analysis on Mail Clusters

Patent 8289981 Apparatus and Method for High Performance Network Content Processing

Patent 8291498 Automatic registration of a virus/worm monitor in a distributed network

Patent 8307432 Generic Shellcode Detection

Patent 8312270 DHCP-Based Security Policy Enforcement System

Patent 8316440 System of detecting change of name-to-IP resolution

Patent 8321910 Determining the Source of Malware

Patent 8321661 Input Data Security Processing Systems and Methods Therefor

Patent 8321434 Two-Tier Architecture of Named Entity Recognition Engine

Patent 8321937 Methods and System for Determining Performance of Filters in a Computer Intrusion Prevention Detection System

Patent 8321669 Electronic Data Communication System

Patent 8327446 Antivirus Stand-alone Network or Internet Appliance and Methods Therefor

Patent 8327431 Managing Configurations of a Firewall

Patent 8332941 Exploit Nonspecific Host Intrusion Prevention/Detection Methods And Systems And Smart Filters Therefor

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 (TYO: 4704;TSE: 4704), the global **cloud security leader**, creates a world safe for exchanging digital information with its Internet content security and threat management solutions for businesses and consumers. A pioneer in [server security](#) with over 20 years' experience, we deliver top-ranked client, server and cloud-based security that fits our customers' and partners' needs, stops new threats faster, and protects data in [physical](#), [virtualized](#) and [cloud](#) environments. Powered by the industry-leading Trend Micro Smart Protection Network [cloud computing security](#) infrastructure, our products and services stop threats where they emerge – from the Internet. They are supported by 1,000+ threat intelligence experts around the globe.

Additional information about Trend Micro Incorporated and the products and services are available at [Trend Micro.com](http://TrendMicro.com). This Trend Micro news release and other announcements are available at <http://newsroom.trendmicro.com/>. Or follow our news on Twitter at @TrendMicro.