

Trend Micro Reports Third Quarter 2011 Results

TOKYO, Nov. 09, 2011 -- Trend Micro Inc. (TYO: 4704; TSE: 4704), a global cloud security leader, today announced earnings results for the third quarter 2011.

For the third quarter, Trend Micro posted consolidated net sales of 24,015 million Yen (or US \$308 million, JPY 77.82= 1USD). The company posted operating income of 6,881 million Yen (or US \$88 million) and net income of 5,540 million Yen (or US \$71 million) for the quarter.

Based on information currently available to the company, consolidated net sales for the fourth quarter ending December 31, 2011 is expected to be 23,600 million Yen (or US \$314 million, based on an exchange rate of JPY 75 = 1USD). Operating income and net income are expected to be 6,200 million Yen (or US \$82 million) and 3,400 million Yen (or US \$45 million), respectively.

“We're enabling our customers to embrace their journey to the cloud through our investment and growth in new strategic products,” said Eva Chen, CEO. “In the third quarter Trend Micro developed and expressed a company vision that addresses the changing security landscape.”

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.

Business Highlights for Q3 2011

Trend Micro [partnered with HP](#) to extend the Trend Micro Smart Protection Network's innovative threat intelligence to HP ArcSight for greater visibility, security in datacenters and clouds.

Trend Micro and VMware teamed up to offer [a bundling](#) of Trend Micro™ Deep Security and agentless anti-malware with VMware vShield Endpoint™ software in a single offering.

Trend Micro announced [Trend Micro Mobile Security 7](#) to help organizations and employees embrace the consumerization of IT by mitigating security, data protection and device management risks.

Eva Chen, CEO, unveiled [the company vision](#) for a smarter security model inspired by a changing security landscape now marked by data breaches, and the opportunities and challenges generated by mobile devices, cloud implementations and targeted attacks.

Trend Micro Deep Security earned [Common Criteria Evaluation Assurance Level 4](#) augmented (EAL 4+) Certification.

To empower consumers to protect every aspect of their digital lives, Trend Micro launched [Titanium 2012](#), a suite of online security products based in the cloud that offer robust threat protection in a user-friendly, "set-and-forget" user interface.

Trend Micro announced its membership of, and support for, [the International Cyber Security Protection Alliance \(ICSPA\)](#).

Awards and Recognition for Q3 2011

Trend Micro Enterprise Security for Endpoints offering received a "Champion" rating in Info-Tech Research Group's Endpoint Anti-Malware Vendor Landscape Report.

SearchSecurity.com named Trend Micro InterScan Messaging Security Suite the 2011 Readers' Choice Gold Award Winner in the Messaging Security category.

Trend Micro Online Guardian for Families earned the prestigious 2011 Parents' Choice Award as a top Software for parents, placing it among the very best that entertain and teach with flair, stimulate imagination and inspire creativity.

SC Magazine gave Trend Micro Mobile Security 5 out of 5 stars and noted that "this product is an excellent value for the money in environments that may have Windows Mobile or Symbian devices that need protecting."

Patents

Trend Micro was awarded the following patents in Q3 2011:

Patent 7974998, Trackback Spam Filtering System and Method

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Patent 7992156, Determining the Address of a System Call Table to Perform Antivirus Tasks in a Computer

Patent 7992206, Pre-Scanner for Inspecting Network Traffic for Computer Viruses

Patent 7996681, Methods for Implementing Color Change Frequently as Image Signature

Patent 7996879, Network Deployment Techniques Employing Radio Frequency Identification (RFID)

Patent 7996896, System for Regulating Host Security Configuration

Patent 8019856, Automatic Mapping and Location Discovery of Computers in Computer Networks

Patent 8024790, Portable Secured Computing Environment for Performing Online Confidential Transactions in Untrusted Computers

Patent 8023974, Lightweight SVM-Based Content Filtering System for Mobile Phones

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

We assume no obligation to update any forward-looking statements. For more details regarding risk factors relating to our future performance, please refer to our filings with the U.S. Securities and Exchange Commission.

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 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.