



Trend Micro Reports Third Quarter Results

TOKYO, Nov. 8, 2012 -- Trend Micro Incorporated (TSE: 4704; TYO 4704), the global leader in cloud security, announced earnings results for the third quarter 2012, ending September 30, 2012.

For the third quarter, Trend Micro posted consolidated net sales of 23,836 million Yen (or US \$303 million, 78.62 JPY = 1USD). The company posted operating income of 6,108 million Yen (or US \$77 million) and net income of 4,196 million Yen (or US \$53 million) for the quarter.

“This was an important quarter for Trend Micro when it came to putting product strategy and development behind what we know about advanced persistent threats. We bolstered our threat infrastructure – the Smart Protection Network – using big data analytics and new advanced capabilities to identify security threats across a broader range of data sources to stop threats faster than ever before. On the consumer front, we leveraged our cloud leadership to broaden our strategy beyond internet security, not only introducing our flagship consumer product, Titanium 2013, but launching new mobile solutions that protect consumers in all aspects of their digital lives,” said Eva Chen, CEO.

Based on information currently available to the company, consolidated net sales for the fourth quarter ending December 31, 2012 is expected to be 24,100 million Yen (or US \$305 million, based on an exchange rate of 79 JPY = 1USD). Operating income and net income are expected to be 5,400 million Yen (or US \$68 million) and 2,300 million Yen (or US \$29 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.

Q3 2012 Business Highlights

In response to advanced persistent threats, Trend Micro announced the latest iteration of its cloud-based security infrastructure, the Smart Protection Network, incorporating advanced big data analytic capabilities that enable Trend Micro to identify new security threats across a broader range of data sources, delivering global threat intelligence that stops threats faster.

This fall, Trend Micro announced a broad consumer strategy that includes the 2013 versions of its family of consumer products, Trend Micro™ Titanium™ Internet Security 2013, which promises consumers "Protection Made Easy," and combines state-of-the-art protection from cyber threats for home desktop and mobile devices. As part of this new strategy, Trend Micro announced a new mobile portfolio that includes: Trend Micro™ Longevity™ for Android™ and Trend Micro™ Backup and Restore.

In strategic alliances, Trend Micro launched Trend Ready for Cloud Service Providers program, a new global initiative designed to make it possible for enterprises to confidently and securely move into the public cloud. Leading public cloud service providers that have worked closely with Trend Micro in achieving the Trend Ready status include: Amazon Web Services; Dell; HP Cloud Services; NTT Communications, U.S. and Singapore divisions; OpSource, a Dimension Data company; Savvis, a CenturyLink Company; and Telefonica | Vivo.

Also on the alliance front, Savvis a CenturyLink company (NYSE: CTL) and global leader in cloud infrastructure and hosted IT solutions for enterprises, today announced the addition of Trend Micro™ Deep Security to its global Savvis Symphony Virtual Private Data Center (VPDC) cloud services.

Trend Micro announced the validation of Trend Micro Deep Security for the Cisco UCS™ platform, a converged data center platform that delivers smart, programmable infrastructure to simplify and accelerate enterprise-class application and service deployment in bare-metal, virtualized and cloud-computing environments. Trend Micro Deep Security is the industry's first agentless security platform that unlocks virtual machine performance and enables compliance-impacted applications to be deployed seamlessly with Cisco UCS™ cloud and datacenter solutions.

Trend Micro also announced the latest version of its comprehensive server security platform. Deep Security 9 is designed to maximize the return on investment in virtualization and cloud technologies for large and small enterprises, as well as managed service providers with an infrastructure-as-a-service (IaaS) practice.

Awards and Recognition for Q3 2012

Products and Innovation

Info-Tech Research Group 2012 Group Vendor Landscape Report for DLP recognized Trend Micro DLP as a champion in the DLP Market, receiving the highest value score among all vendors evaluated.

Trend Micro Deep Security was named one of 2012's best privacy technologies by The Patient Privacy Rights Advocacy Group. Trend Micro received this honor at the recent 2nd International Summit on the Future of Health Privacy in Washington, DC.

Trend Micro Deep Security was awarded the Certificate of Networthiness by the U.S. Army Network Enterprise Technology Command (NETCOM). The CoN accreditation confirms that Deep Security meets strict U.S. Army Enterprise Infrastructure Network standards for security, compatibility, supportability, and sustainability. These standards apply to the entire U.S. Army, Army Reserve and the National Guard.

In the most recent test results by PC Security Labs, Trend Micro received the highest 5-star rating for high detection rates and minimal false positive scores. The results confirm those released by AV-Comparatives in a similar test where again Trend Micro was ranked in the top group with a detection rate of 98-100 percent.

Patents

Trend Micro was awarded the following patents in Q3 2012:

8213923	Product Update via Voice Call in Mobile Security
8220053	Shadow Copy-Based Malware Scanning
8220054	Process Exception List Updating in a Malware Behavior Monitoring Program
8220041	Method and System for Protecting a Computer System During Boot Operation
8230510	Scanning Computer Data for Malicious Codes Using a Remote Server Computer
8234496	Image Leak Prevention Using Digital Watermark
8239668	Computer Security Threat Data Collection and Aggregation with User Privacy Protection
8245304	Autonomous System Based Phishing and Pharming Detection
8260054	Methods for Matching Image-Based Textual Information with Regular Expressions
8266150	Scalable document signature search engine
8272051	Method and Apparatus of Information Leakage Prevention for Database Tables
8271532	Methods for Pre-Populating Local URL Rating Cache
8271788	Software Registration System

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://www.trendmicro.com). This Trend Micro news release and other announcements are available at <http://newsroom.trendmicro.com/> and as part of an RSS feed at www.trendmicro.com/rss. Or follow our news on Twitter at @TrendMicro.

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