

## **Trend Micro Reports Results for Q4 and Fiscal Year 2013**

Trend Micro Incorporated (TSE: 4704; TYO 4704), a global leader in security software and solutions, announced earnings results for the fourth quarter and consolidated revenue for fiscal year 2013, ending Dec. 31, 2013.

For the fourth quarter, Trend Micro posted consolidated net sales of 28,428 million Yen (or US \$282 million, 100.61 JPY = 1USD). The company posted operating income of 7,663 million Yen (or US \$76 million) and net income of 4,656 million Yen (or US \$46 million) for the quarter.

For 2013, Trend Micro posted consolidated net sales of 108,314 million Yen (or US \$1,108 million, 97.72 JPY=1USD). The company also reported operating income of 29,450 million Yen (or US \$301 million) and net income of 19,595 million Yen (or US \$200 million).

Based on information currently available to the company, consolidated net sales for the year ending December 31, 2014 is expected to be 112,000 million Yen (or US \$1,120 million, based on an exchange rate of 100 JPY = 1USD). Operating income and net income are expected to be 30,100 million Yen (or US \$301 million) and 19,100 million Yen (or US \$191 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.

"Trend Micro was able to successfully conclude the year with a variety of achievements, including an acquisition and partnership expansion," said Eva Chen, CEO, Trend Micro. "Combined with our corporate social responsibility efforts, including our important work with the UN, we are reinforcing our commitment to making the world safe for exchanging digital information for customers and the public alike."

### **Q4 2013 Business Highlights**

Trend Micro announced its acquisition of Broadweb, a Taiwan-based provider of advanced network security solutions. Broadweb's technology integrates with Trend Micro's existing capabilities for custom defense and enhances the company's network protection against targeted attacks and advanced threats.

The company launched its Educational Technology Grant program as part of its mission to promote digital literacy and citizenship among youth. As part of the grant, Trend Micro has made financial contributions and offered professional services and software to 12 schools across the U.S.

Trend Micro partnered with CSC to protect global enterprises against cyberthreats. The partnership provides global threat intelligence through the Trend Micro™ Smart Protection Network™ infrastructure to keep corporate networks and data safe.

The company showcased its comprehensive security solution for Amazon Web Services at AWS re:Invent 2013. The solution includes key security capabilities such as anti-malware, firewall, intrusion prevention, encryption, and application scanning, and empowers organizations to address their responsibilities under the AWS shared responsibility model.

As part of its mission and commitment to making the world safe for exchanging digital information, Trend Micro announced its partnership with the United Nations' International Telecommunication Union to provide ongoing cybersecurity support. The relationship better equips ITU's 193 Member States, as well as more than 700

private-sector entities and academic institutions, with the latest info to fight cyber threats globally.

With the goal to anticipate evolving security concerns and to inspire stakeholders to take action, Trend Micro released a nine-part video series called "2020: The Series," depicting a future driven by innovation, while highlighting the challenges of technology dependence in the year 2020. The series garnered a viral response from tens of thousands of viewers worldwide.

Trend Micro announced its training sponsorship of winter Olympic hopefuls for the 2014 winter games. The company sponsored 12 skiers with Flying Ace Productions, a team of handpicked, world champion athletes from all over the U.S., as they prepared for the games in Sochi, Russia.

### **Awards and Recognitions for Q4 2013**

Trend Micro™ Integrated Data Loss Prevention awarded DLP Solution of the Year by Computing Security Awards.

V3 Technology Awards named Trend Micro™ Worry-Free™ 8.0 Best SMB Security Product.

Trend Micro was named a Top 500 Global Software Company for 2013 by *Software Magazine*.

CRN listed Trend Micro as one of the Best Companies to Partner with in 2013.

### **Patents**

*Trend Micro was awarded the following patents in Q4 2013:*

Patent	8516582	Method and system using designated template hosts for real time classification of events in a computer integrity system
Patent	8520848	Secure password management using keyboard layout
Patent	8527631	Web site reputation service using proxy auto-configuration
Patent	8549282	Method and system for monitoring encrypted data transmissions
Patent	8549309	Asymmetric content fingerprinting with adaptive window sizing
Patent	8554907	Repudiation prediction of IP addresses
Patent	8560692	User-specific cache for URL filtering
Patent	8560466	Method and arrangement for automatic charset detection
Patent	8561188	Command and control channel detection with query string signature
Patent	8566317	Apparatus and method for scalable object clustering
Patent	8566921	Method and system for protecting a computer system during boot operation
Patent	8572739	Detection of malicious module injected on legitimate processes
Patent	8578477	Secure computer system integrity check
Patent	8578482	Cross site script detection and prevention
Patent	8578499	Script-based scan engine embedded in a webpage for protecting computers against web threats
Patent	8584240	Community scan for web threat protection
Patent	8584233	Providing Malware-Free Web Content to End Users Using Dynamic Templates
Patent	8595840	Detection of Computer Network Data Streams from a Malware and its Variants
Patent	8601064	Techniques for defending an email system against malicious sources
Patent	8601583	Certification of Virtual Machine in Cloud Computing Environments
Patent	8601584	Protection of Computers Against Argument Switch Attacks
Patent	8607345	Generic malware downloader detection and prevention
Patent	8606772	Efficient Multiple-Keyword Match Technique with Large Dictionaries
Patent	8607342	Evaluation of Incremental Backup Copies for Presence of Malicious Codes in Computer Systems
Patent	8612523	Detecting botnets using attack characteristics
Patent	8621611	Verification of Webpage Integrity

### **Notice Regarding Forward-Looking Statements**

Certain statements that are made in this release are forward-looking statements. These forward-looking statements are based on 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 actual results to differ materially from those expressed in 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 new products
- The level of continuing demand for, and timing of sales of, existing products
- Rapid technological change within the antivirus software industry
- Changes in customer needs for antivirus software
- Existing products and new product introductions by competitors and 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 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 [security software](#), strives to make the world safe for exchanging digital information. Our solutions for consumers, businesses and governments provide layered [data security](#) to protect information on mobile devices, endpoints, gateways, servers and the cloud. Trend Micro enables the smart protection of information, with innovative security technology that is simple to deploy and manage, and fits an evolving ecosystem. All of our solutions are powered by cloud-based [global threat intelligence](#), the Trend Micro Smart Protection Network infrastructure, and are supported by over 1,200 threat experts around the globe. For more information, visit [TrendMicro.com](http://TrendMicro.com).

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