Trend Micro Reports Third Quarter 2014 Results

Trend Micro Incorporated (TYO: 4704;TSE: 4704), a global leader in security software and solutions, announced earnings results for the third quarter 2014, ending September 30, 2014.

For the third quarter, Trend Micro posted consolidated net sales of 28,615 million Yen (or US $275 million, 104 JPY = 1 USD). The company posted operating income of 8,574 million Yen (or US $82 million) and net income of 5,726 million Yen (or US $55 million) for the quarter.

As of now, the company will not revise consolidated results for the full fiscal year ending December 31, 2014 (released on February 18, 2014). 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 a postulated exchange rate of 100 JPY = 1 USD). 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.

"This quarter is highlighted by continued innovation with some of the best-known brands in technology, including VMware and Microsoft," said Eva Chen, CEO, Trend Micro. "We led the way when the highly publicized Shellshock vulnerability emerged by introducing resources to help our customers be as prepared as possible, and we strengthened our mission to make the world safe for exchanging digital information by reinforcing our commitment to working with global law enforcement through our extended partnership agreement with INTERPOL."

Q3 2014 Business Highlights

As part of Trend Micro's ongoing efforts to promote the importance of educating young people on cybersecurity, the company hosted its second-annual internship program. This opportunity provides students with first-hand work experience in a corporate environment. The eight-week summer program allows interns to pursue a wide variety of fields including marketing, accounting, human resources, finance, research and development, technology support and sales.

Trend Micro announced new and enhanced capabilities for Microsoft™ Office 365™ customers, including Trend Micro™ Cloud App Security, which works directly with Office 365 using a Microsoft™ API for Exchange Online, SharePoint™ Online and OneDrive™ for Business, as well as Trend Micro™ Hosted Email Security. This offering expands upon existing top-performing filters with enhanced spear phishing and hidden malware protection.

To better meet the security needs for customers across physical, virtualized and cloud environments, Trend Micro announced the newest solutions for VMware environments, including tailored interoperability with the VMware NSX™ network virtualization platform. Deep Security™ 9.5 delivers agentless security tailor-made for customers deploying VMware NSX across both file and network-based security controls.

Trend Micro embarked on a strengthened agreement with ASUS, a leading enterprise in the new digital era, to embed the Trend Micro™ Smart Home Network into its wireless routers. The agreement substantially strengthens security for smart devices in the home by integrating a combination of network management and security with parental controls.

The company was described by AV-TEST, Info-Tech Research Group and *SC Magazine* as a provider of superior, comprehensive threat protection solutions for mid-sized and large enterprises. By leveraging the Trend Micro™ Complete User Protection solution, companies are able to provide better protection of company data accessed by employees from all endpoints, whether at home, in the office, or anywhere in between.

Trend Micro™ Mobile Security introduced the first mobile security app designed to block malicious Android apps before installation, preventing mobile devices from being infected with potentially damaging malware. This latest consumer mobile security solution protects users from the millions of pieces of malware targeting the Android network.

The latest version of Trend Micro's consumer offering was introduced to the market. Trend Micro™ Security 2015 is an all-in-one solution that helps resolve both security and privacy issues that continue to plague Internet users. This comprehensive offering protects against cyber threats for PC, Mac, Android and iOS platforms.

As the Shellshock, a.k.a. Bash Bug, raised significant concern, Trend Micro took proactive steps to mitigate adverse effects with the release of license-free tools to scan and protect servers, as well as web users, across Mac OSX and Linux platforms. These tools were a crucial form of protection from the vulnerability, which had the potential to impact a half billion web servers and other Internet-connected devices.

Trend Micro announced a three-year agreement with INTERPOL to help support the international police organization and its 190 member countries with additional knowledge, resources and tactics to decrease cybercrime on a global scale. Trend Micro will share its threat information analysis with INTERPOL officers through its Trend Micro™ Threat Intelligence Service with the goal of investigating, deterring and ultimately preventing cybercrimes.

Awards and Recognitions for Q3 2014

Asia Cloud Awards named Trend Micro™ Deep Security "Best Software as a Service."

CRN honored Vince Kearns, vice president, SMB sales at Trend Micro, as one of its "Top 50 Midmarket IT Vendor Executives."

Trend Micro™ Enterprise Security for Endpoints earned a 5-Star review from SC Magazine.

Patents

Patent	8769130	Selection of Computer Network Wireless Access Points
Patent	8769683	Apparatus and Methods of Remote Classification of Unknown Malware
Patent	8769691	Network Traffic Reduction
Patent	8769260	Messaging System with User-Friendly Encryption and Decryption
Patent	8776240	Pre-scan by Historical URL Access
Patent	8782082	Method and Apparatus for Multiple-Keyword Matching
Patent	8793491	Electronic Data Communication System
Patent	8805956	Date Leakage Prevention in Cloud-Endpoint Model
Patent	8805404	Mobile Device Tracking Using Group Dynamics
Patent	8812558	Push Notification to Traverse Firewall in Internet
Patent	8812547	Fast Identification of Complex Strings in a Data Stream
Patent	8826013	Protection of Customer Data In Cloud Virtual Machines Using A Central Management Server
Patent	8825693	Conditional Search String
Patent	8826435	Apparatus and Methods for Protecting Removable Storage Devices from Malware Infection
Patent	8825606	Community-Based Restore of Computer Files
Patent	8826452	Protecting Computers Against Data Loss Involving Screen Captures
Patent	8838773	Detecting Anonymized Data Traffic
Patent	8838570	Detection of Bot-Infected Computers Using a Web Browser
Patent	8838741	Pre-emptive URL Filtering Technique
Patent	8838992	Identification of Normal Scripts in Computer Systems
Patent	8839369	Methods and Systems for Detecting Email Phishing Attacks
Patent	8850569	Instant Messaging Malware Protection
Patent	8850567	Unauthorized URL Requests Detection
Patent	8856914	System and Method for Intelligent Coordination of Host and Guest Intrusion Prevention in Virtualized Environment
Patent	8862555	Methods and Apparatus for Generating Difference Files
Patent	8868979	Host Disaster Recovery System.
Patent	8874550	Method and Apparatus for Security Information Visualization
Patent	8887282	Techniques for Protecting Data in Cloud Computing Environments

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. Built on 26 years of experience, 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.

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