

# STONESOFT

Network Security

## Annual General Meeting 2011

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Fw

Ips

Ssl  
VPN



# Stonesoft Corporation

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# 2010 Financials

All comparative numbers exclude discontinued operations in historic data with the exception of:

- Liquid funds

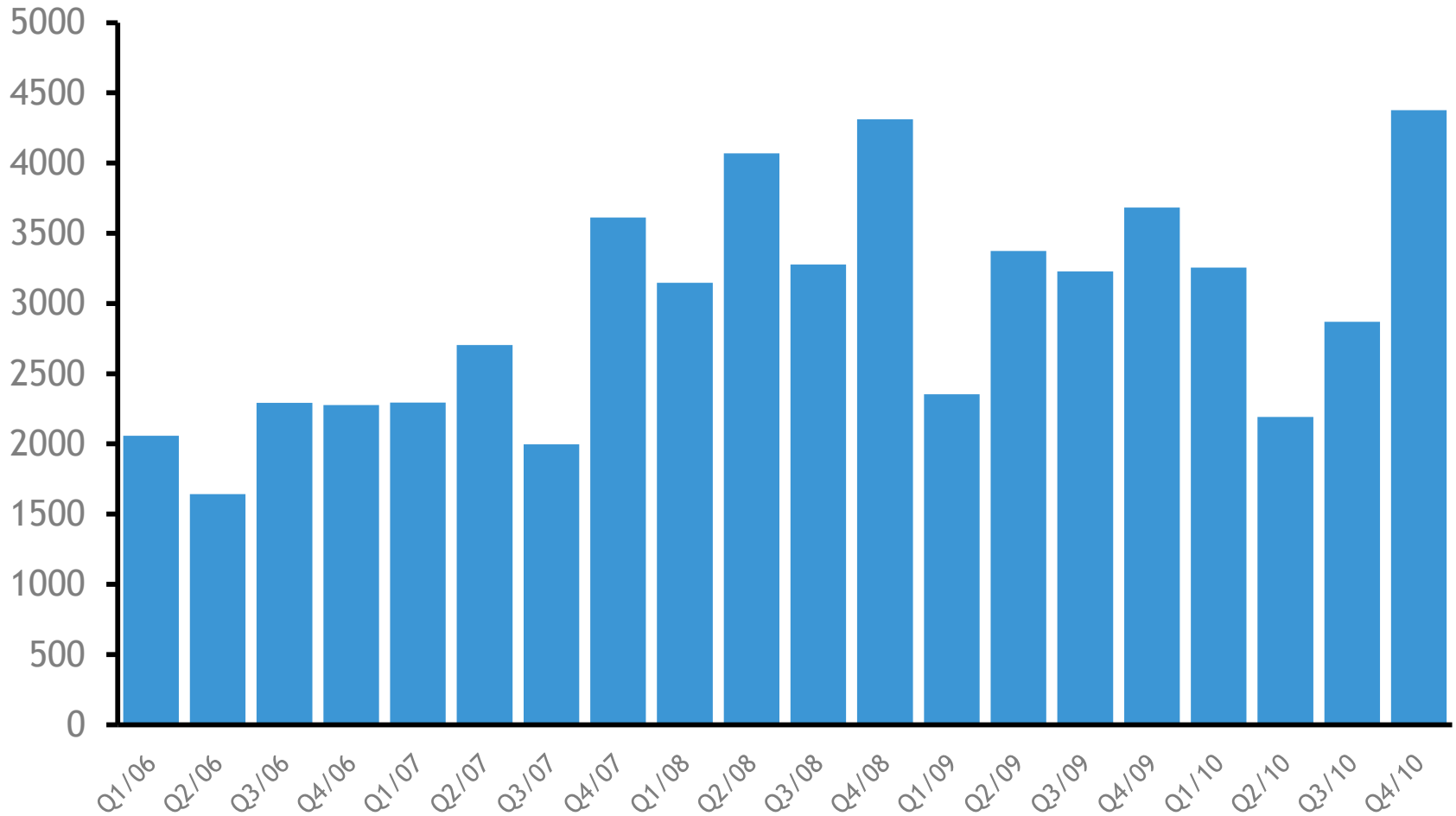
# Results for Jan-Dec 2010

- Net sales EUR 24.3 millions, +3% compared to the corresponding period in 2009 (23.6).
- StoneGate sales were EUR 12.7 millions, +0.4% compared to the corresponding period in 2009 (12.6).
- Operating profit (EBIT) of EUR -2.7 millions compared to -1.0 in 2009.
- The operational cash flow was EUR -2.8 millions, compared to -0.8 in the corresponding period in 2009.

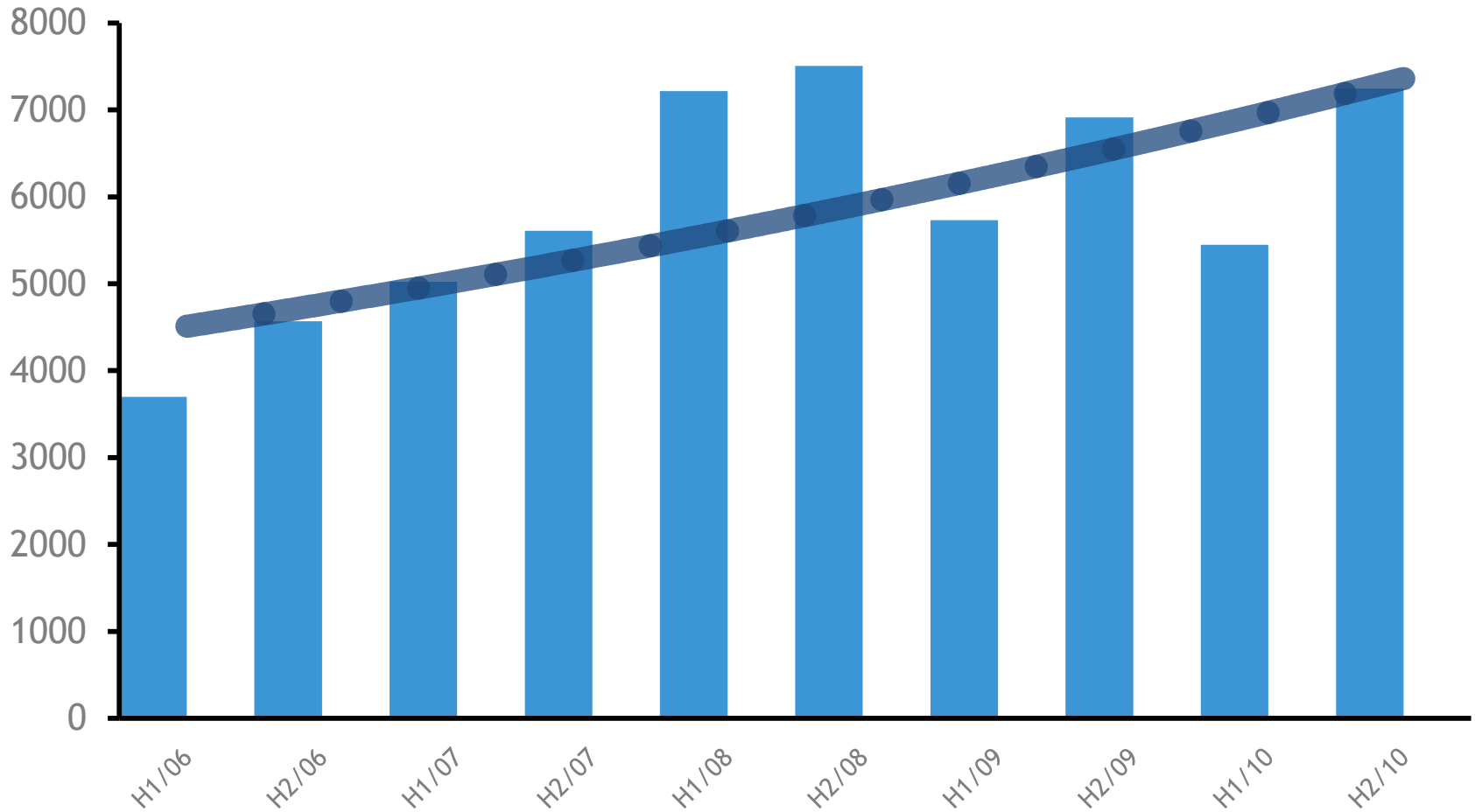
# Results for Oct-Dec 2010

- Net sales EUR 7.5 millions, +15% compared to the corresponding period in 2009 (6.5).
- StoneGate sales were EUR 4.4 millions, +19% compared to the corresponding period in 2009 (3.7).
- Operating profit (EBIT) was EUR -0.7 millions (+0.1).
- The operational cash flow was EUR -2.5 millions, compared to +0.7 in the corresponding period in 2009. This weak cash flow is primarily due to Q4 sales being concentrated towards the end of the quarter.

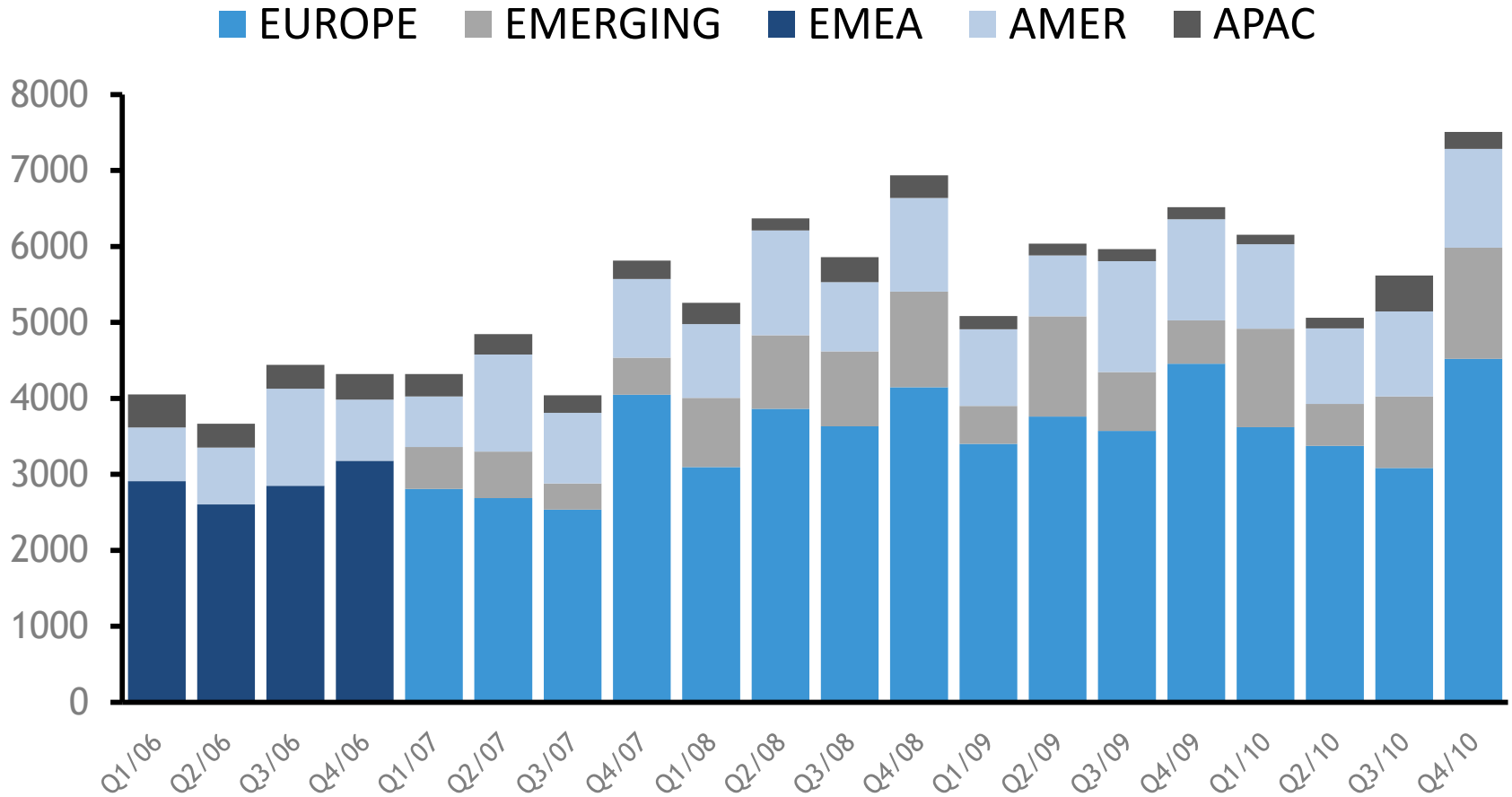
# Sales by Quarter (K€)



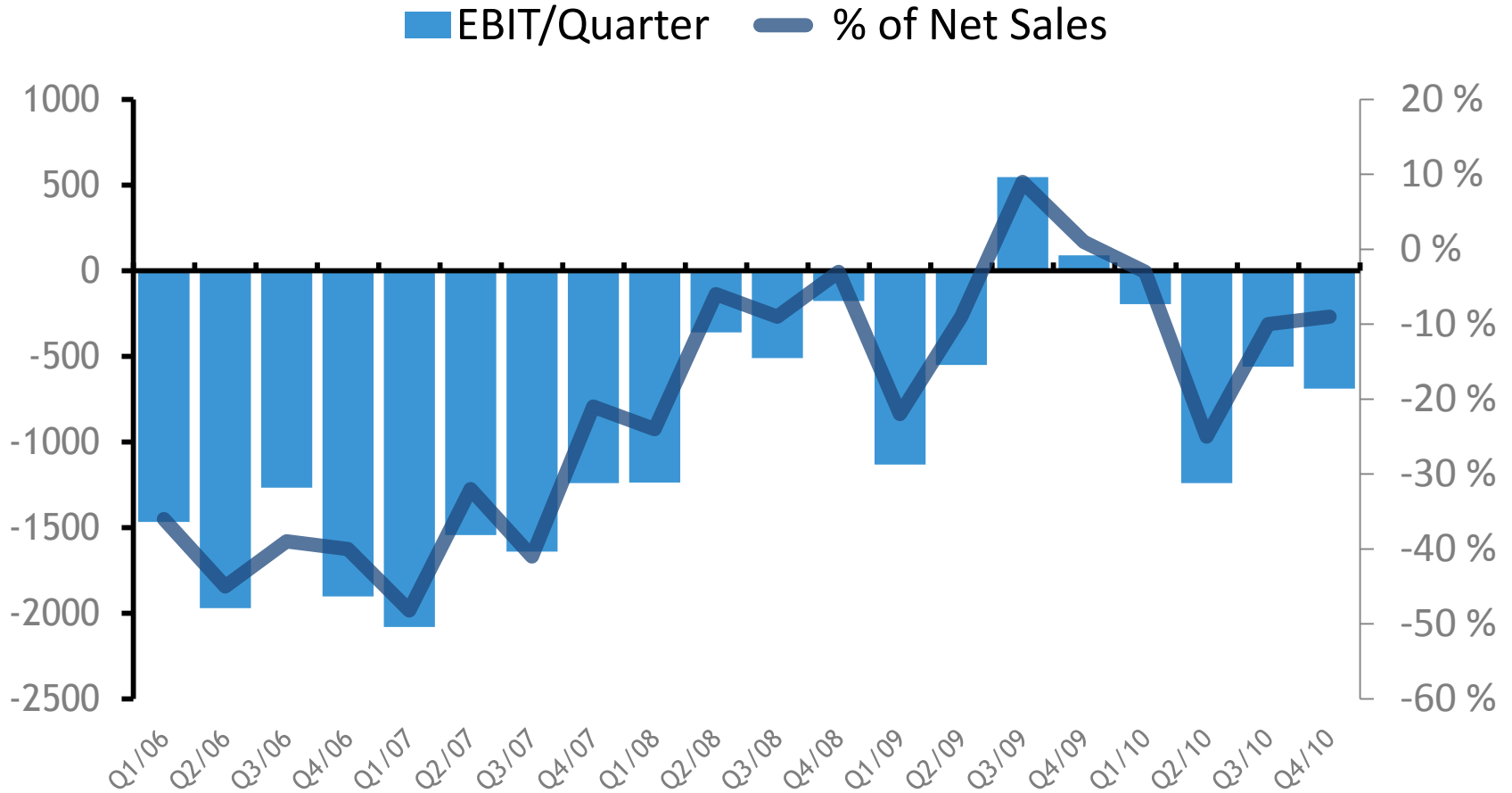
# Sales by Half Year (K€)



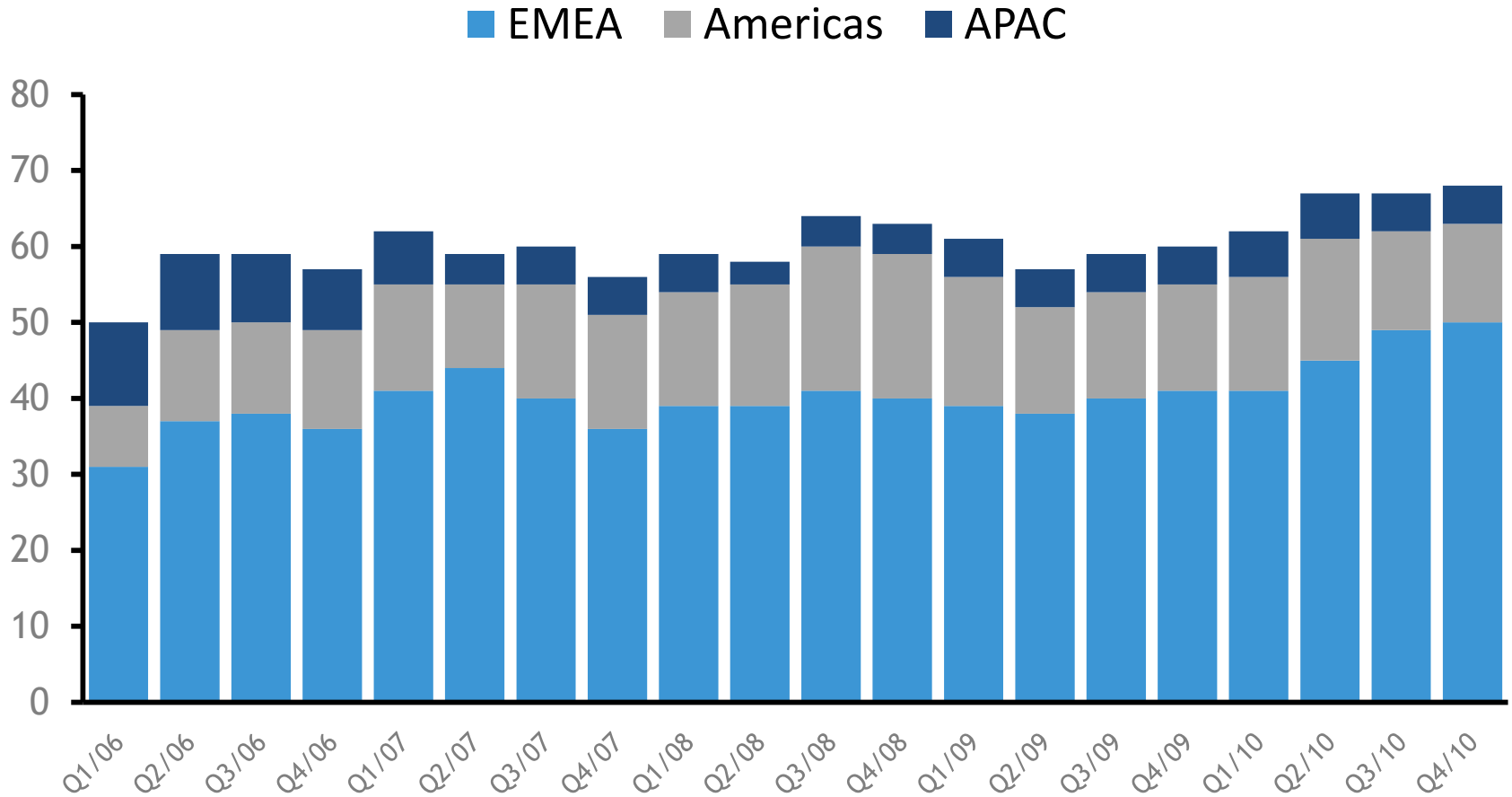
# Net Sales by Area (K€)



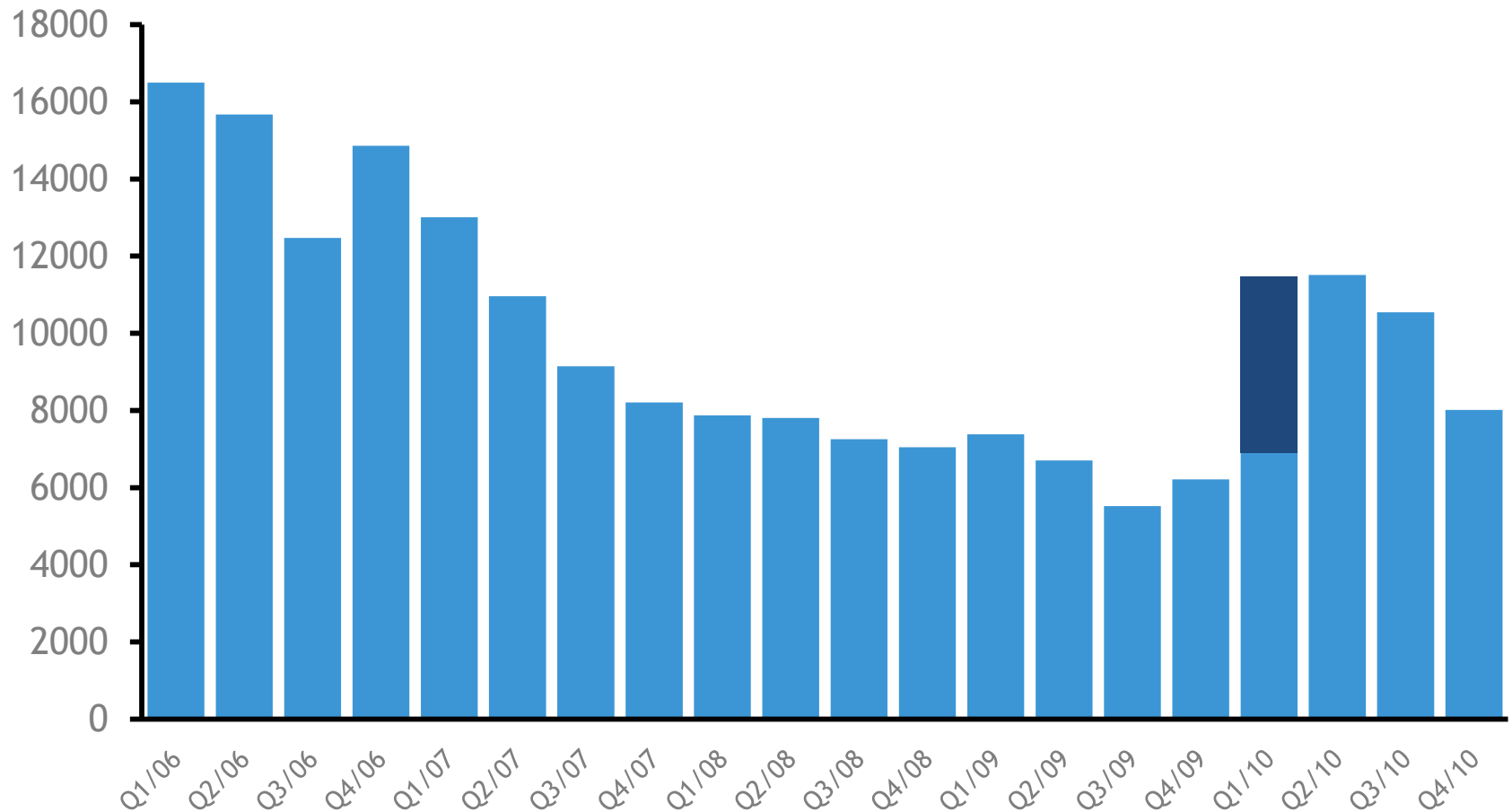
# EBIT by Quarter



# Sales Personnel at the End of Quarter



# Liquid Funds (K€)



# Highlights of Q4/2010

Stonesoft announced its research and development unit has discovered a new and significant security threat category, Advanced Evasion Techniques, which enable intruding into organizations' data systems without leaving a trace. AETs can also transport already known malware or phishing programs, worms and viruses, which otherwise would be detectable and stoppable by network security systems.



October 2010

Stonesoft announced Hansel Ltd, the central procurement unit of the Finnish Government, has selected StoneGate FWs as services delivered by Atea in a new four-year framework agreement.

November 2010

The entire StoneGate Intrusion Prevention System (IPS) suite of appliances successfully attained the ICSA Labs Network Intrusion Prevention System (IPS) certification.

December 2010

Stonesoft announced Tekes, the Finnish Funding Agency for Technology and Innovation had decided to fund its research and development project "Dynamic network security" with more than one million Euros.

December 2010

Gartner, Inc. Positioned Stonesoft in the Niche Players quadrant in the Network Intrusion Prevention System (IPS) Magic Quadrant based on evaluation of its StoneGate IPS.

December 2010

All time high StoneGate sales record.



December 2010

# Highlights After the Reporting Period

Stonesoft announced its StoneGate™ IPS-1205 and IPS-3205 Intrusion Prevention System (IPS) appliances were rated excellent in value purchase according to the latest Network Intrusion Prevention System Comparative Test Report from NSS Labs, Inc. Both appliances ranked in the top three in their respective performance categories for best price per Mbps protected and total cost of ownership (TCO) per real world throughput.

January 2011

Stonesoft announced it had discovered 124 new advanced evasion techniques (AETs). Samples of these AETs have been delivered to the Computer Emergency Response Team (CERT-FI), who will continue to coordinate a global vulnerability coordination effort.



February 2011

Stonesoft participates in the RSA event.

February 2011

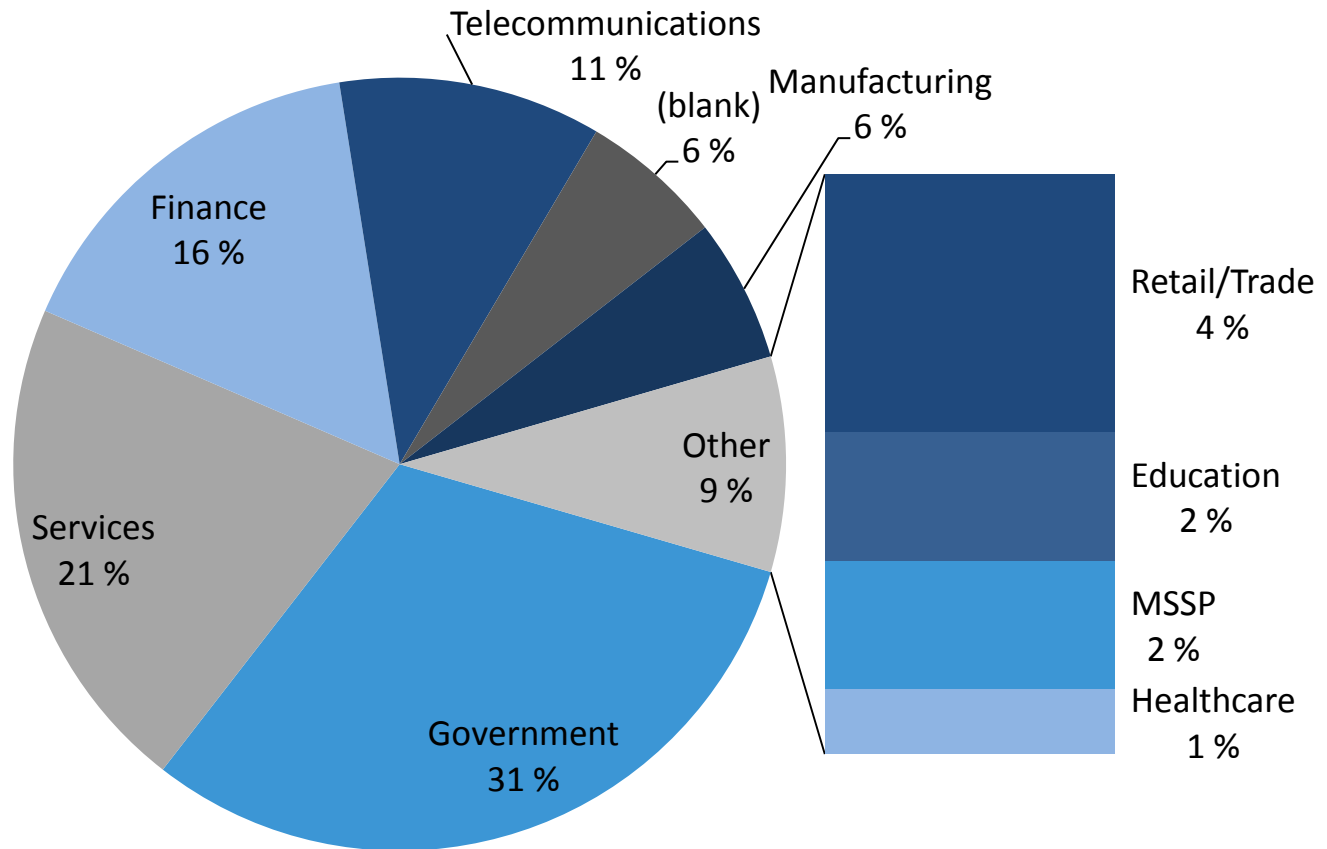
Stonesoft organizes successful events in France, Italy, Finland, UK to strengthen their Thought Leadership in the field of Evasions and IT Security themes.



April 2011

# Market Overview

# Customer Verticals



# Communications & Marketing

AVERT



**STONESOFT**  
Network Security



- EURO
- NASDAQ-100
- Dow Jones
- FTSE 100
- CAC 40
- NASDAQ 100
- ...



# Conclusion

- After the reporting period we have delivered CERT-FI 124 new recordings of advanced evasion techniques. We will continue to research the threat posed by them and aim to increase knowledge about traditional as well as advanced evasion techniques among the security players. Stonesoft has a unique advantage in the market in this respect, and we believe it will open new business opportunities and have a positive effect on the company's net sales and profitability during the year 2011.
- In 2011, Stonesoft aims for faster-than-market growth of net sales and improved profitability.

Thank you