

January-June 2012

Interim report

CEO Ilkka Hiidenheimo
August 10th, 2012

Stonesoft Corporation

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April - June 2012

- Net sales EUR 9.1 millions, +40% compared to the corresponding period in 2011 (6.5).
- Product sales were EUR 5.4 millions, +62% compared to the corresponding period in 2011 (3.3).
- Operating profit (EBIT) was EUR -0.4 millions (-0.7).
- The operational cash flow was EUR -0.1 million, compared to EUR -0.6 in the corresponding period in 2011.

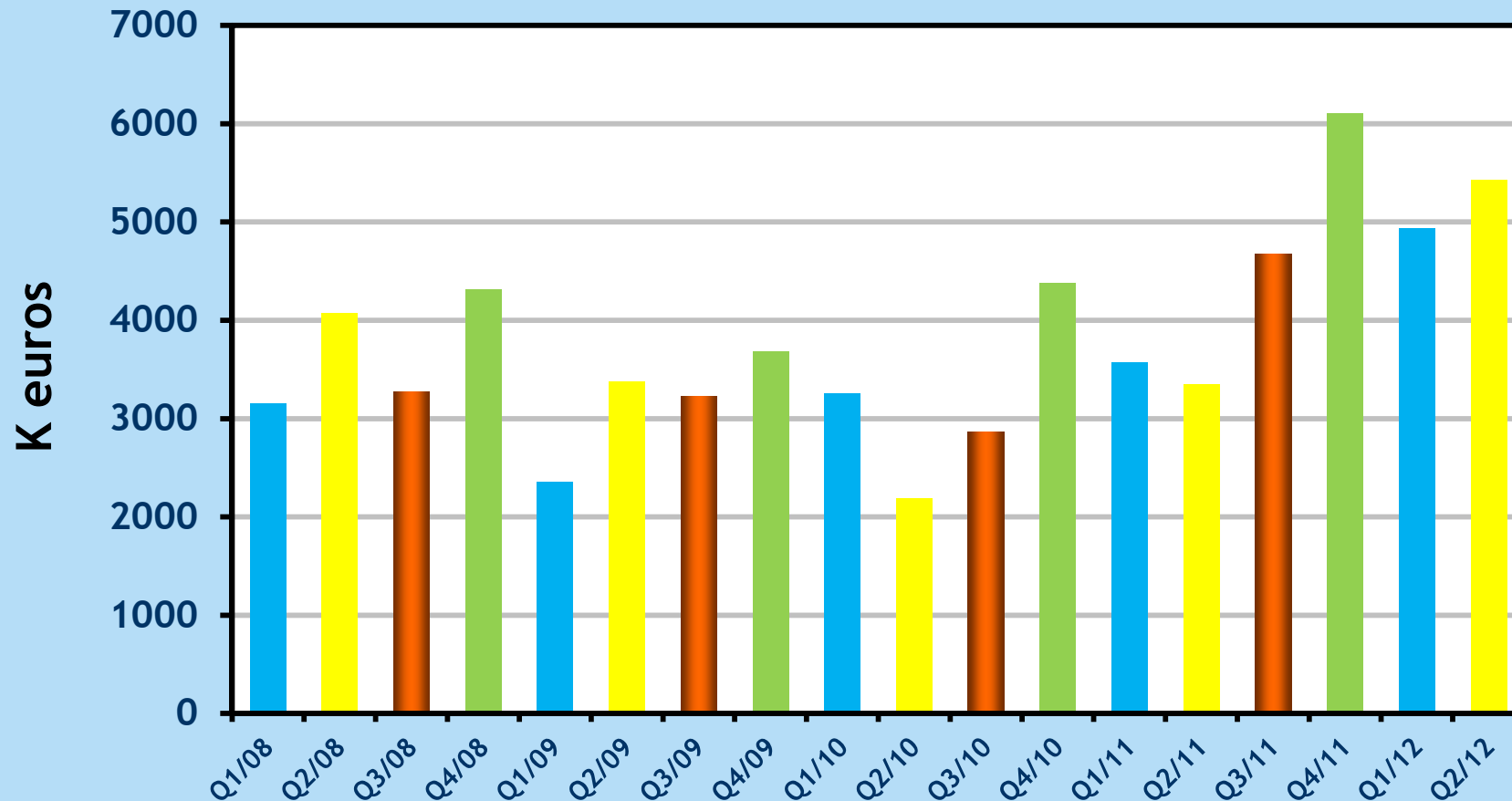
January - June 2012

- Net sales EUR 17.4 millions, +33% compared to the corresponding period in 2011 (13.0).
- Product sales were EUR 10.4 millions, +50% compared to the corresponding period in 2011 (6.9).
- Operating profit (EBIT) was EUR -1.0 millions (-1.6).
- The operational cash flow was EUR +1.4 million, compared to EUR 1.2 in the corresponding period in 2011.

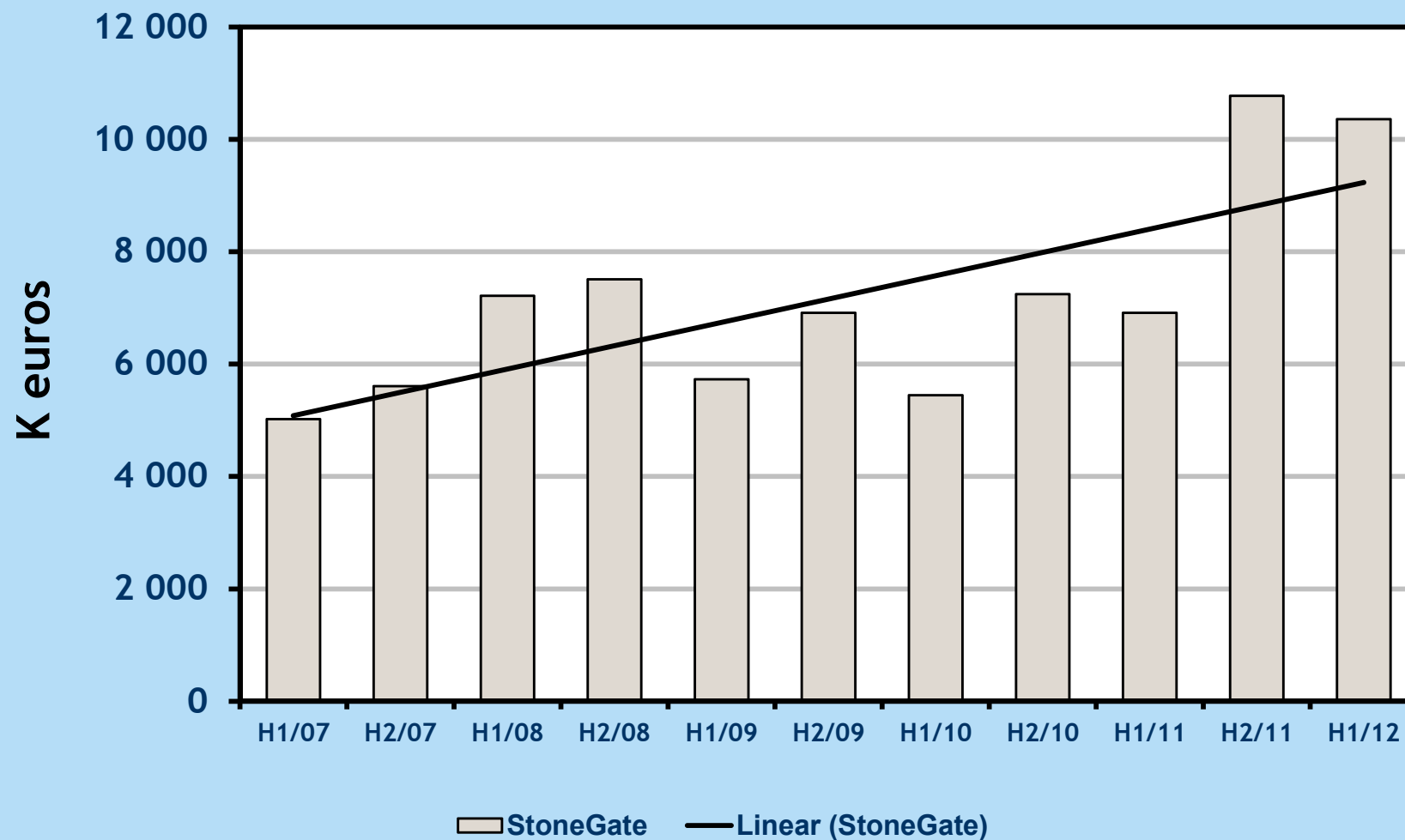
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Q2/2012 Financials

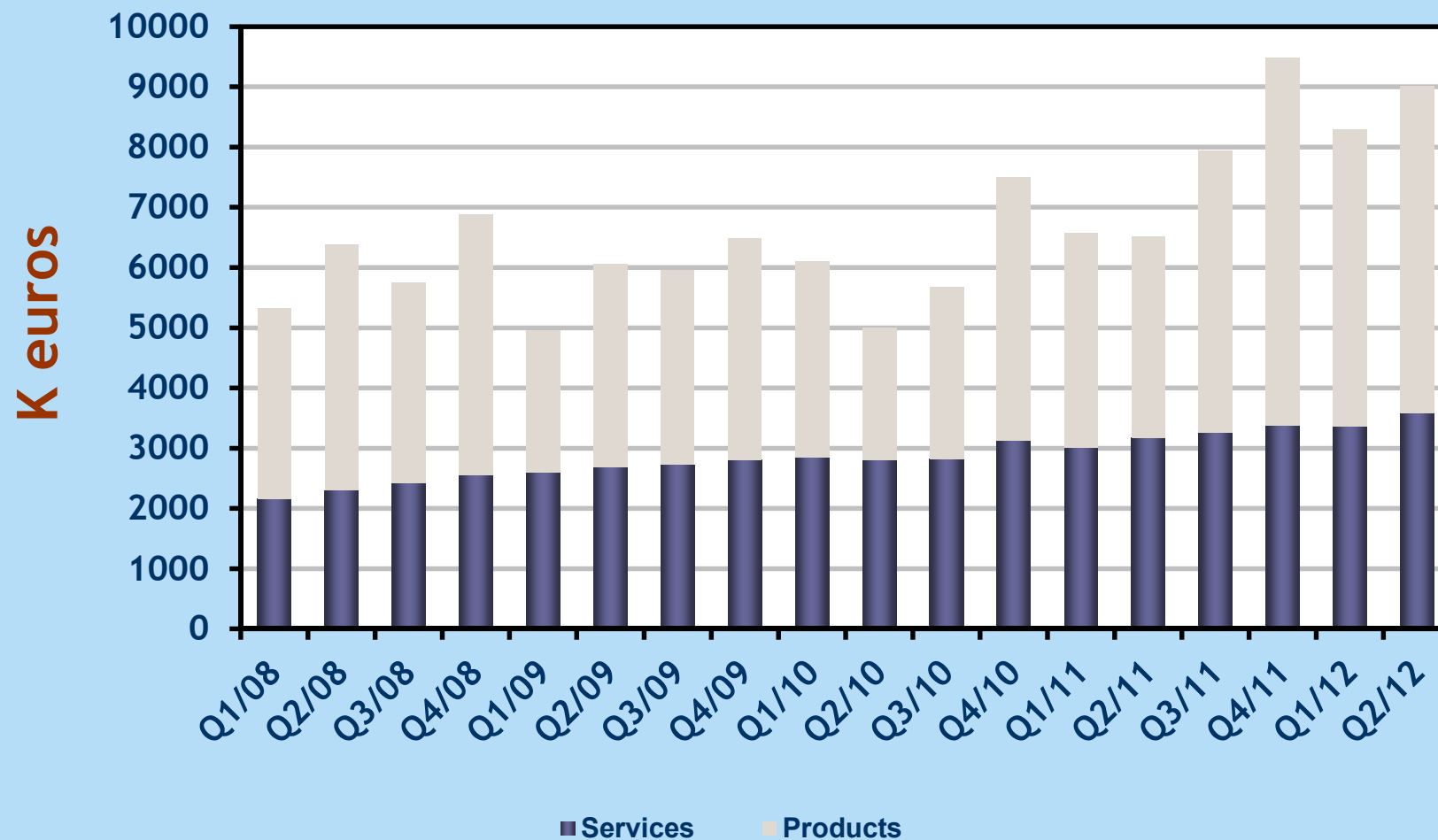
Product Sales by Quarter



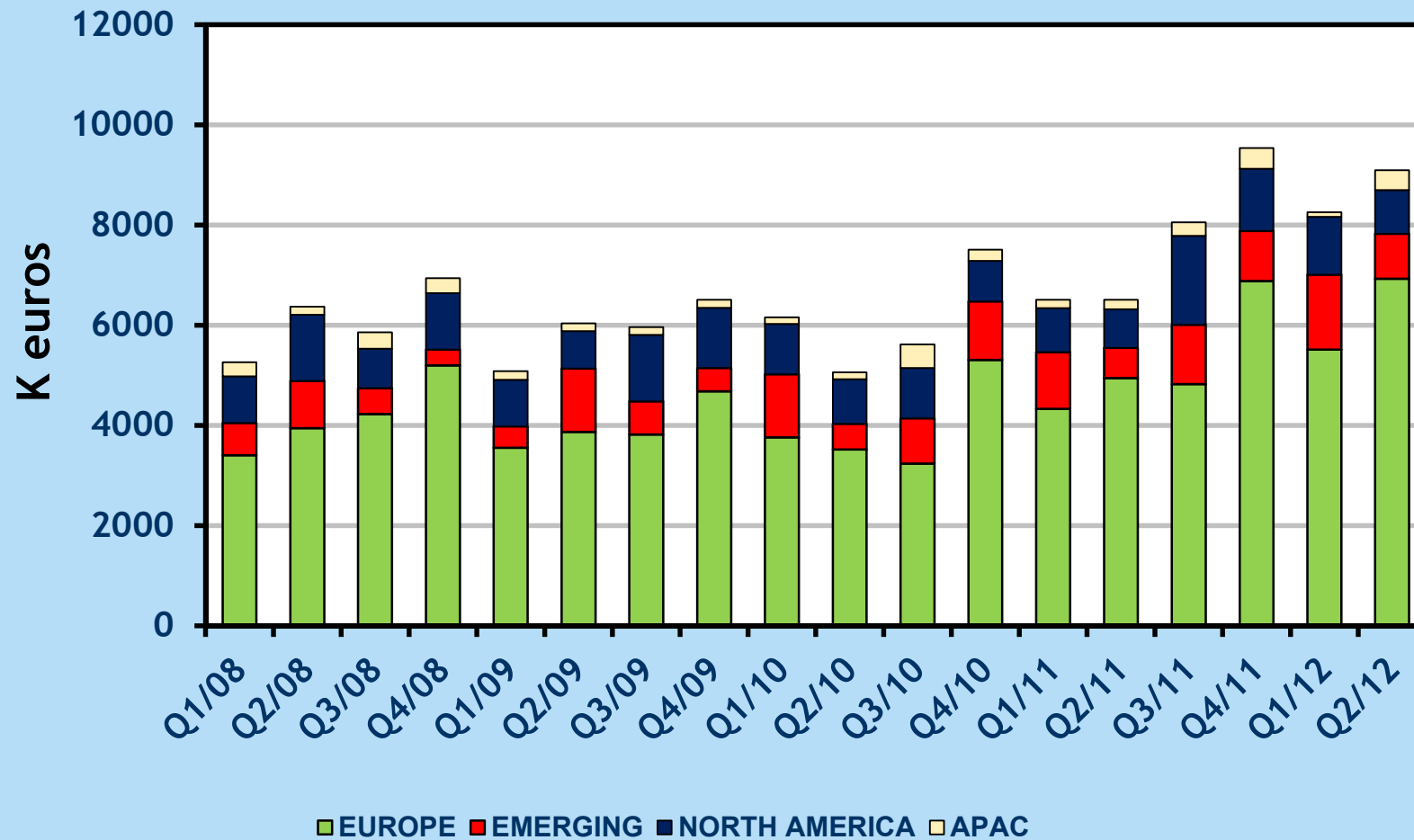
Product Sales by Half Year



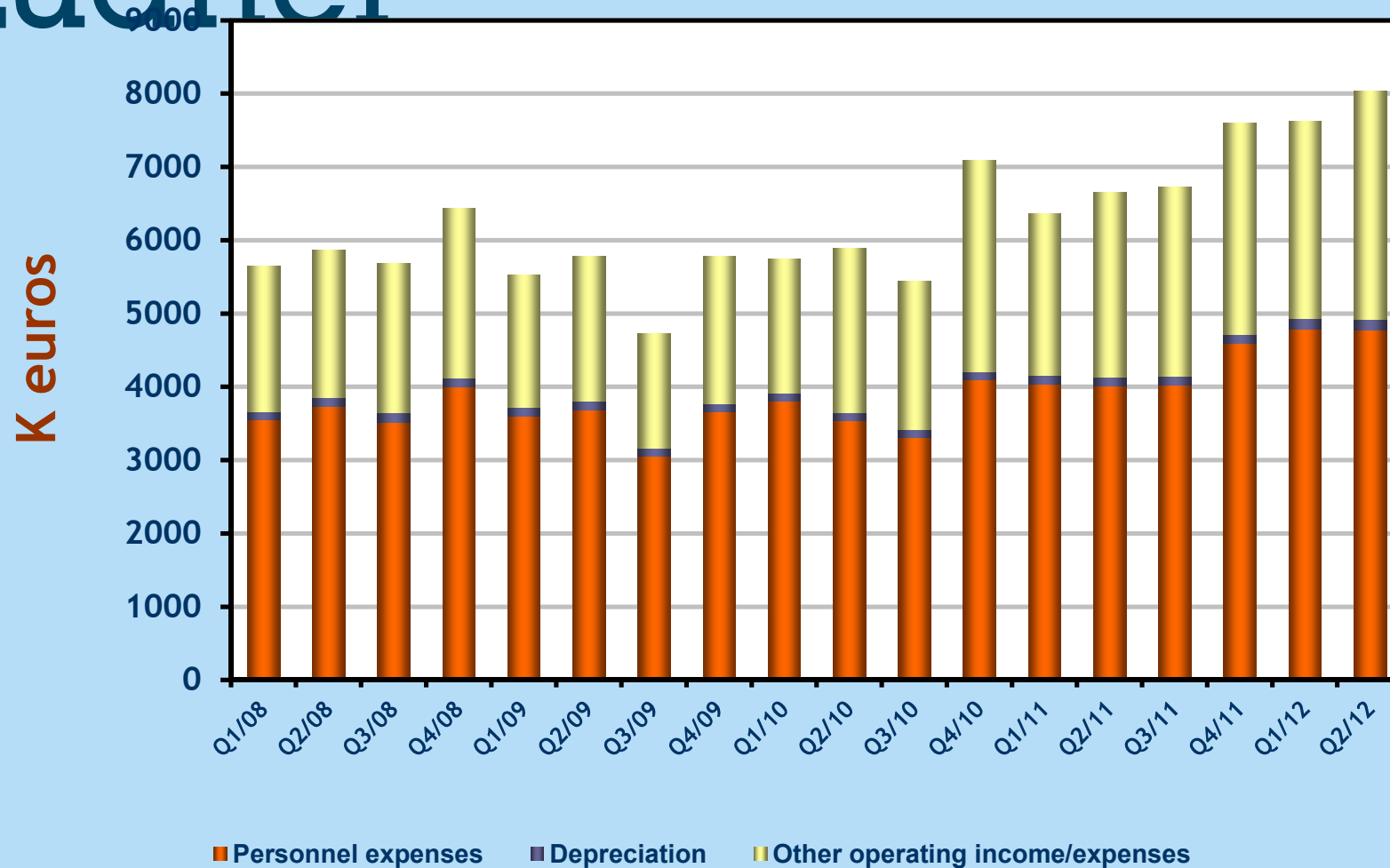
Sales split



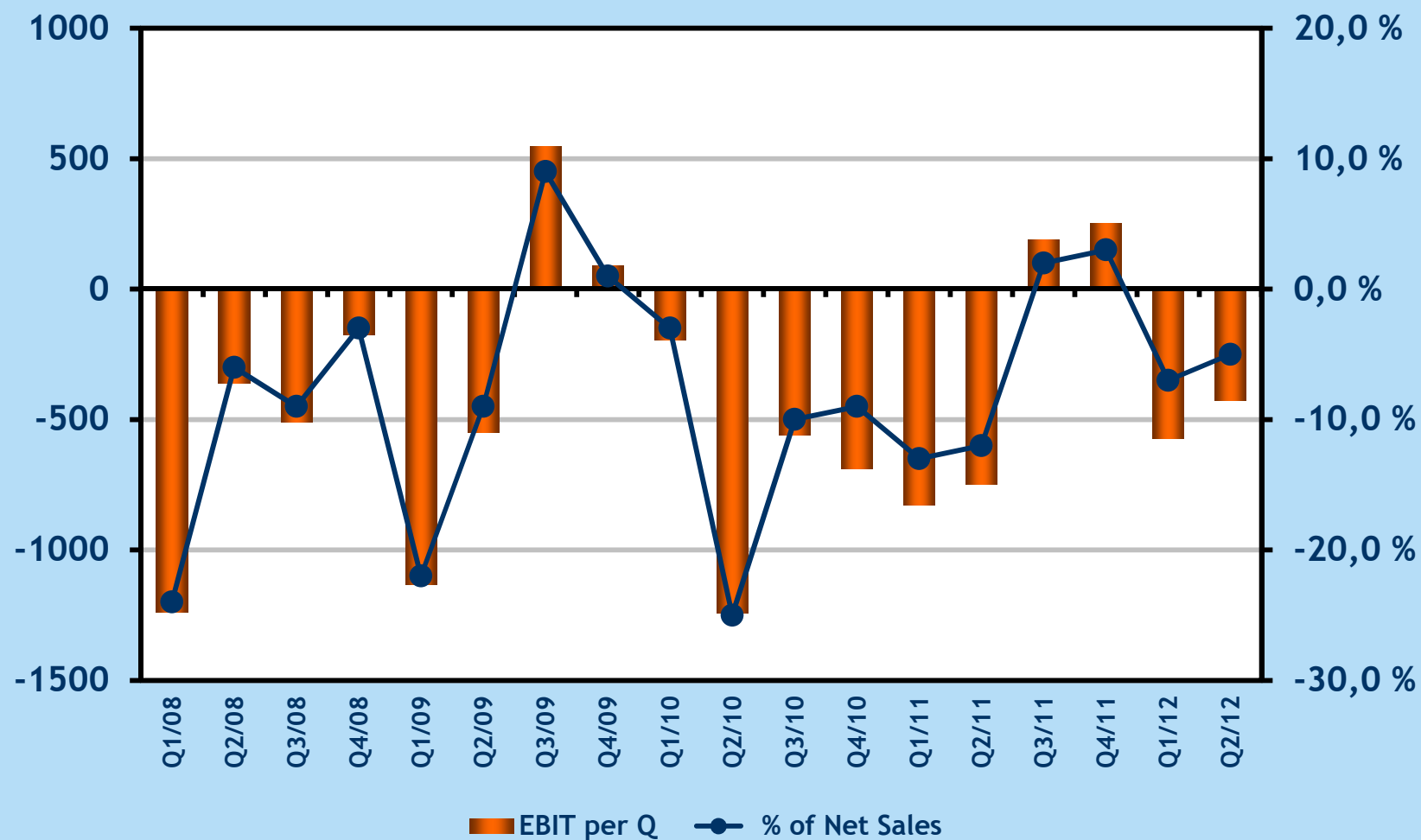
Net Sales by Area



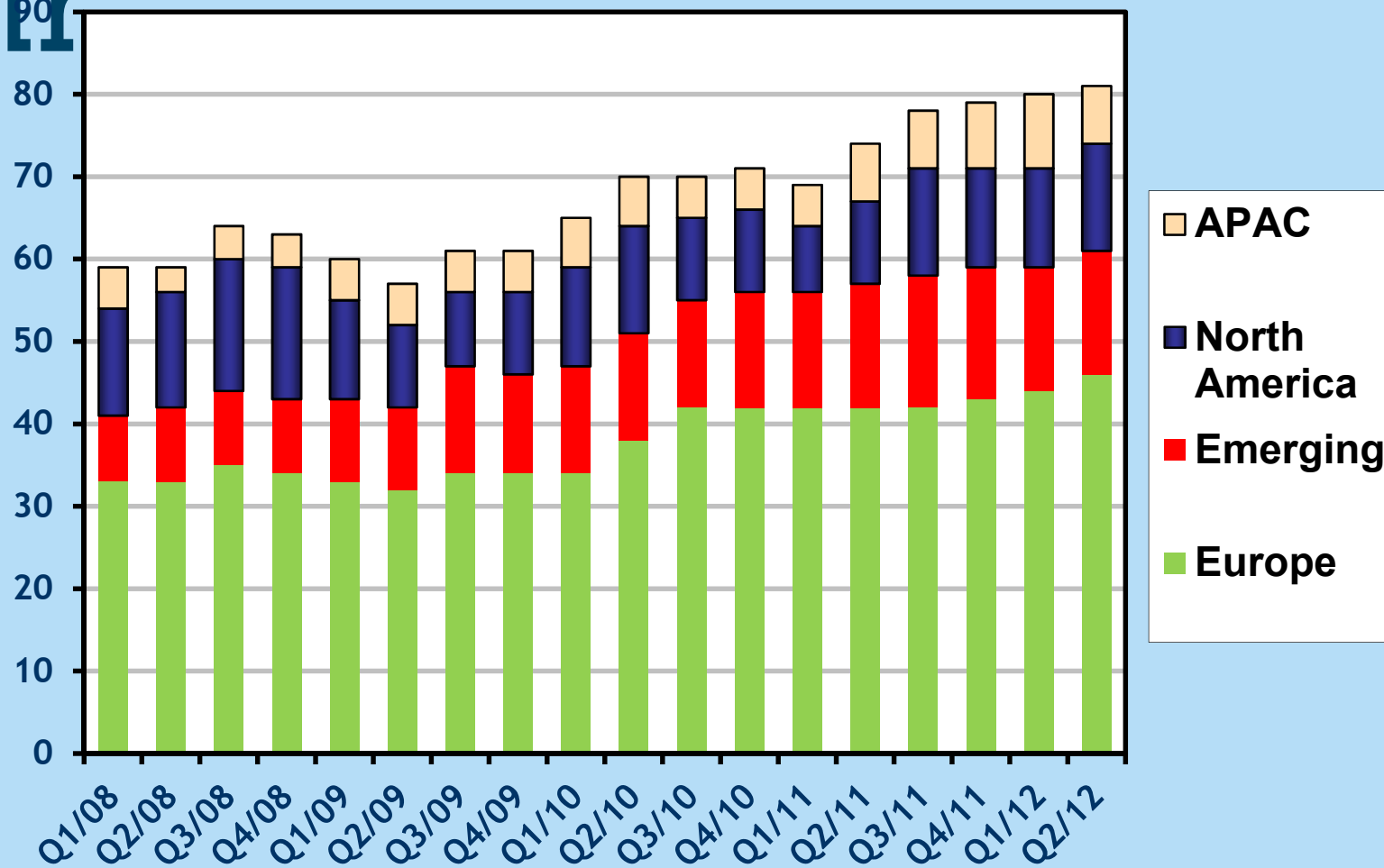
Operating Costs by Quarter



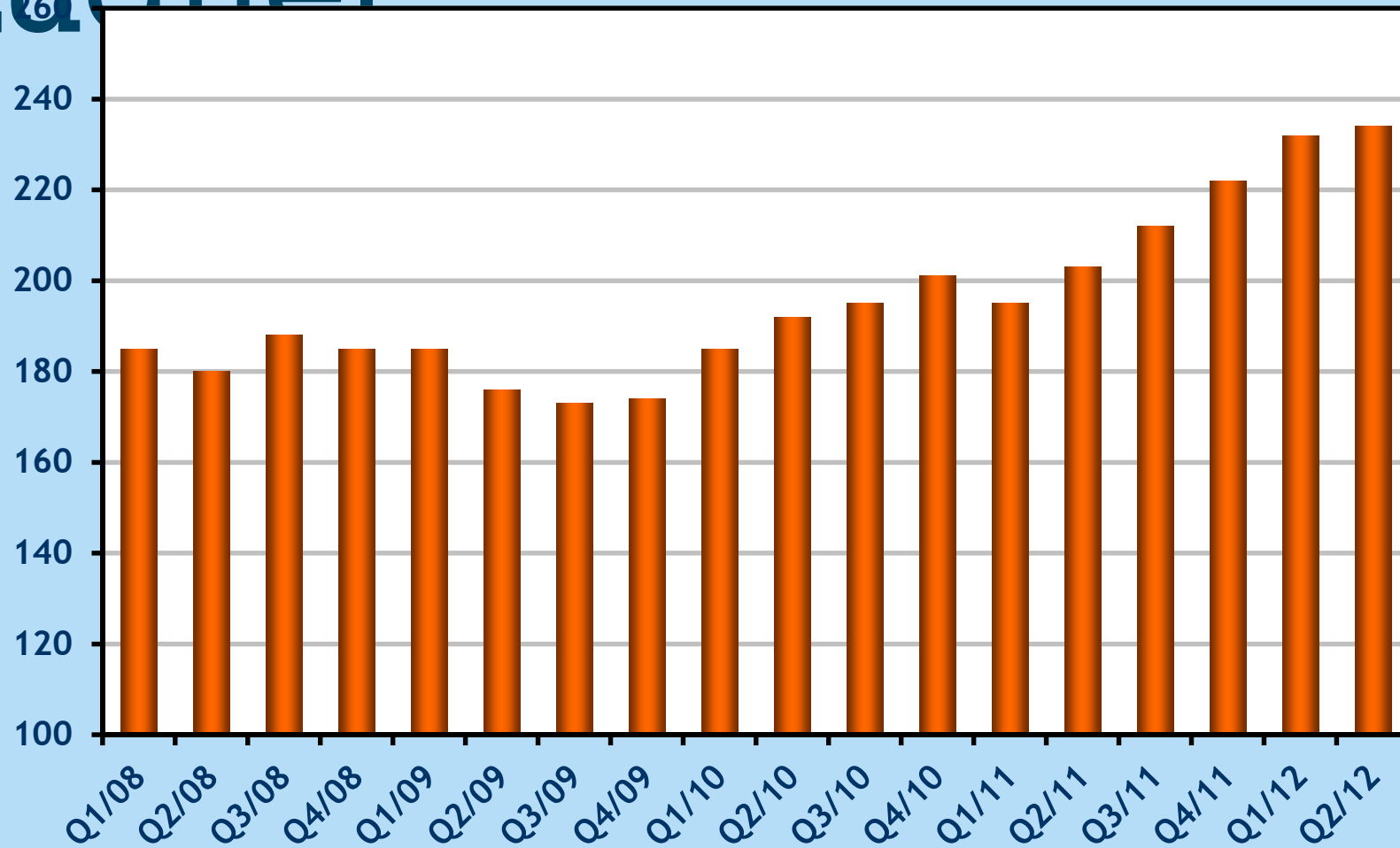
EBIT by Quarter



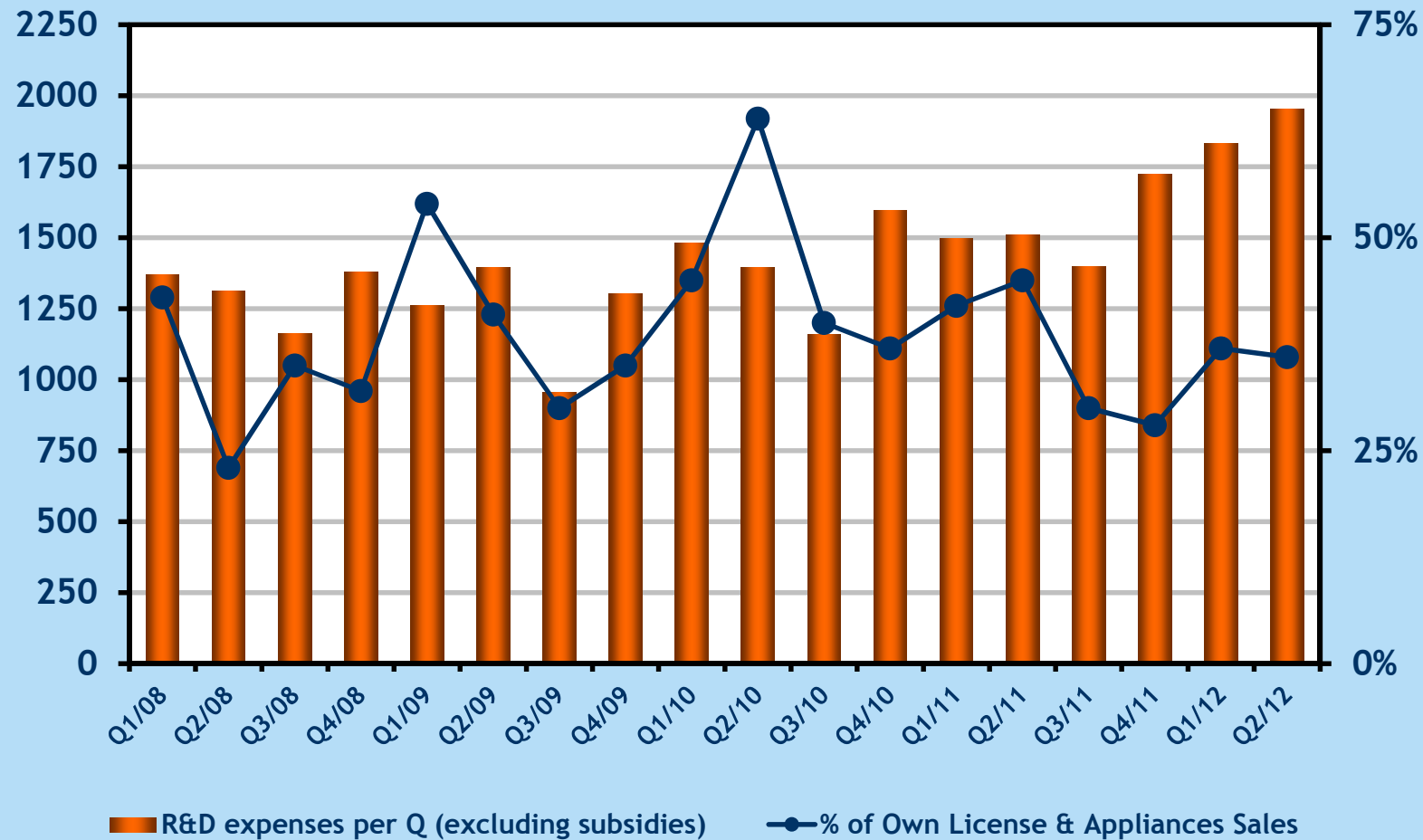
Sales Personnel at End of Qtr



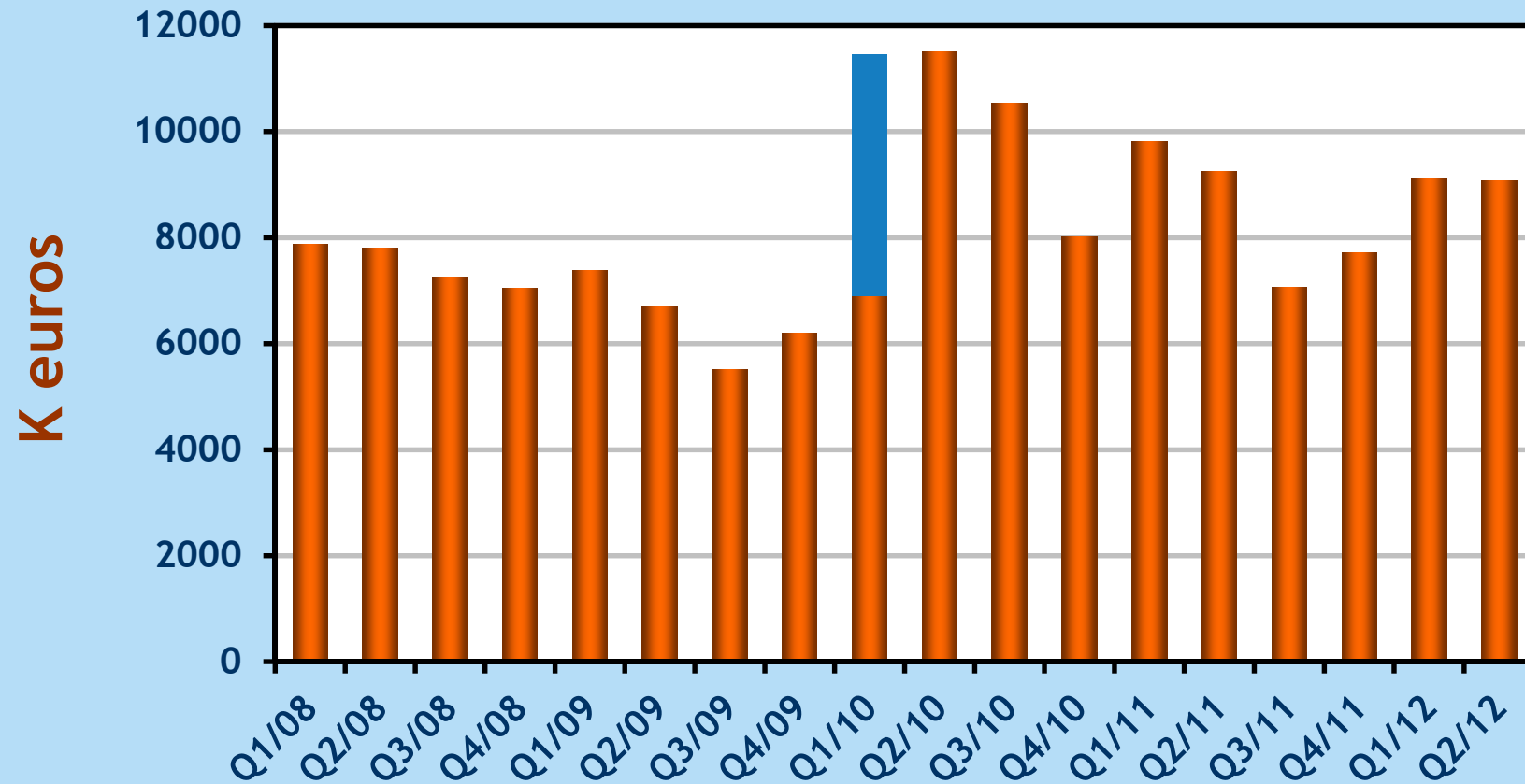
Personnel at End of Quarter



R&D Expenses



Liquid Funds



Highlights of Q2/2012



Stonesoft announced its firewall solution has received the IPv6 certification of the US-based ICSA Labs as well as met the U.S. National Institute of Standards and Technology's USGv6 evaluation requirements.



April 2012

Stonesoft announced it has joined the IBM company Q1 Labs' Security Intelligence Partner Program (SIPP).



April 2012

Jarno Limnéll ,Doctor of Military Science, was appointed as Director, Cyber Security. Mr. Limnéll's main areas of responsibility are issues related to cyber security, including cyber security strategies and partnerships.



May 2012

After Q2/2012



Stonesoft published the new Evasion Prevention System (EPS) security solution. EPS provides organizations with an easy and effective way to identify advanced evasion techniques (AETs) and to protect themselves against them.

In addition, Stonesoft released the world's first Advanced Evasion Technique testing tool, which allows organizations to test whether AETs can bypass their security systems.



July 2012

Stonesoft announced its IPS-1302 intrusion prevention system had received excellent results in NSS Labs' 2012 Intrusion Prevention Systems (IPS) product tests. NSS Labs confirmed that the Stonesoft IPS-1302 provides 100 % protection against all tested evasion techniques and low total cost of ownership (TCO) during real-world traffic and threat scenarios.



August 2012

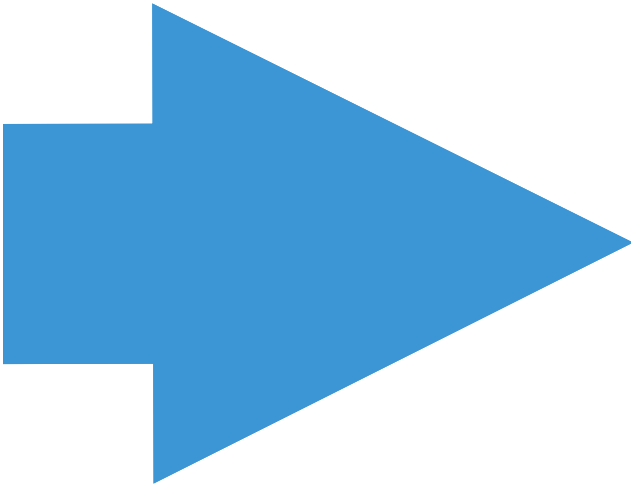
Mika Yletyinen has been appointed as Vice President, European Sales and the Global Channel, and a member of the Executive Management Team.



August 2012

Conclusion

- Era of strong organic growth continues
- Stonesoft is expecting strong organic growth also in the future
- Our technology position together with AET capabilities – unique and strong message which resonates



Future Outlook

- Stonessoft aims for at least 30% growth of net sales and a positive result for the year 2012.



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