

October- December 2011

Interim report

CEO Ilkka Hiidenheimo
February 16th, 2012

Stonesoft Corporation

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October - December 2011

- Net sales EUR 9.5 millions, +27% compared to the corresponding period in 2010 (7.5).
- Product sales were EUR 6.1 millions, +39% compared to the corresponding period in 2010 (4.4).
- Operating profit (EBIT) was EUR 0.3 millions (-0.7).
- The operational cash flow was EUR +0.6 million, compared to EUR -2.5 in the corresponding period in 2010.

January - December 2011

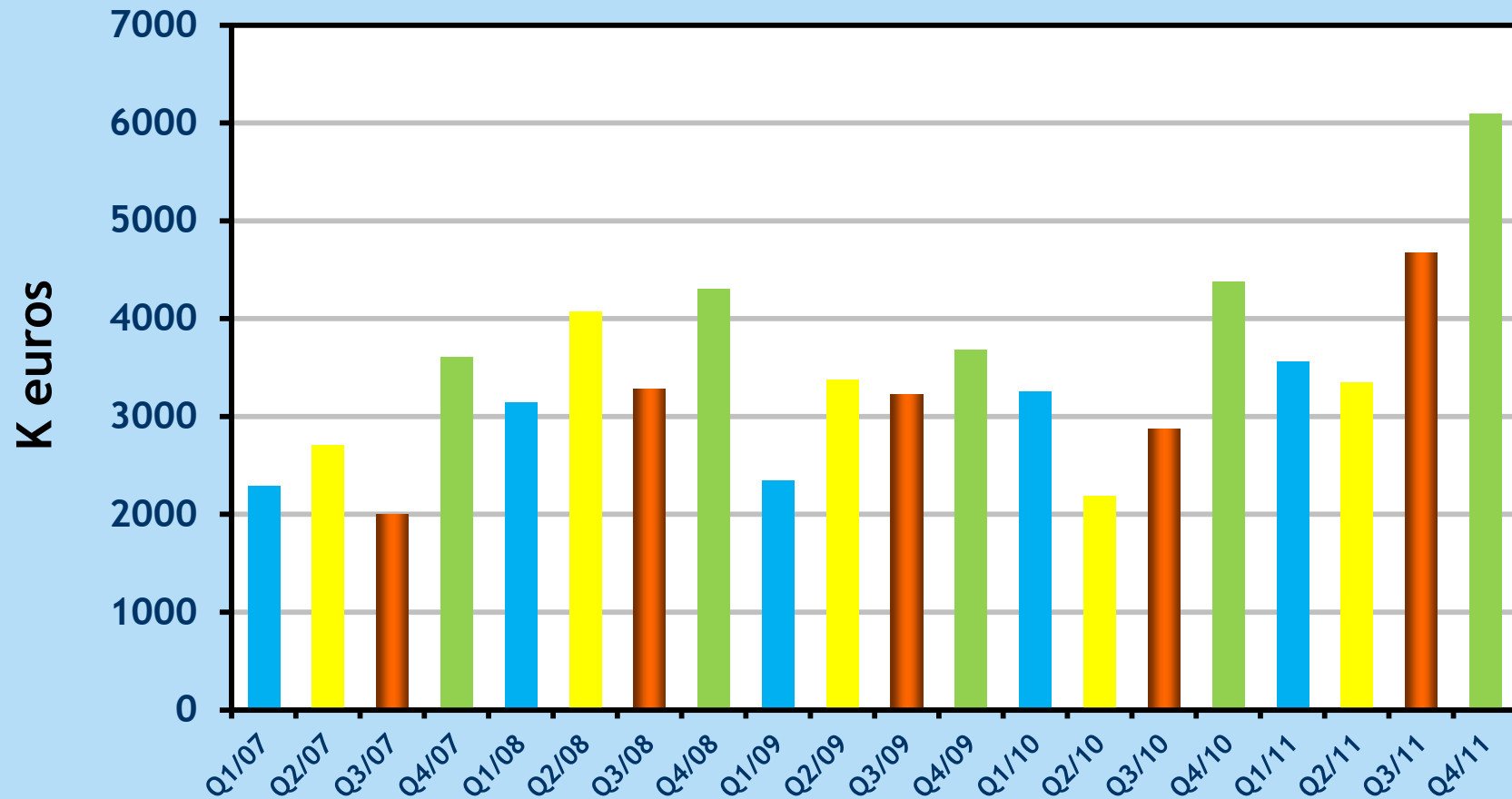
- Net sales EUR 30.6 millions, +26% compared to the corresponding period in 2010 (24.3).
- StoneGate sales were EUR 17.7 millions, +39% compared to the corresponding period in 2010 (12.7).
- Operating profit (EBIT) was EUR -1.1 millions (-2.7).
- The operational cash flow was EUR -0.3 million, compared to EUR -2.8 in the corresponding period in 2010.

Q4/2011 Financials

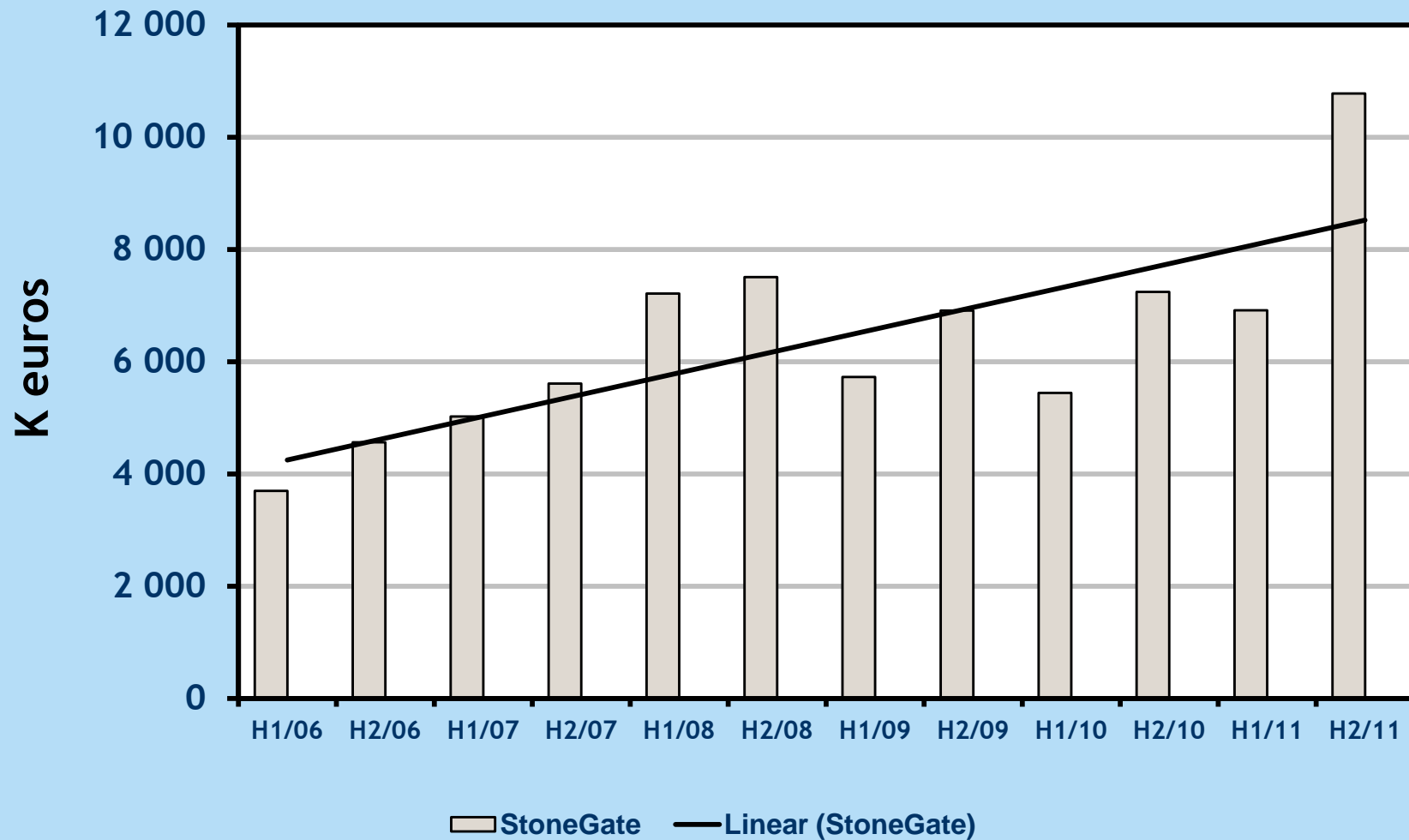
All comparative numbers exclude discontinued operations in historic data with the exception of

- Equity rate at the end of quarter
- Liquid funds
- Shareholders equity per share

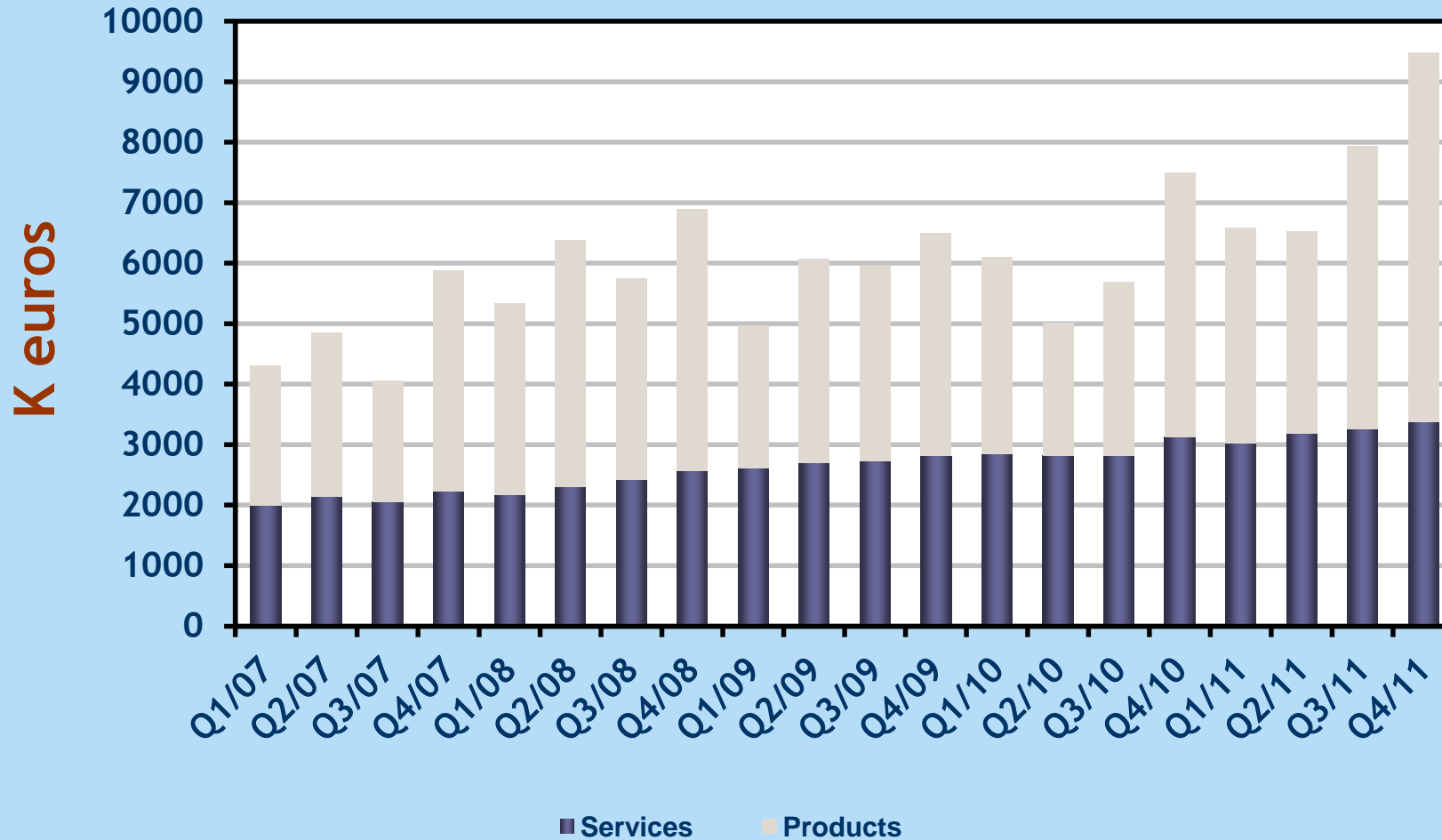
Product Sales by Quarter



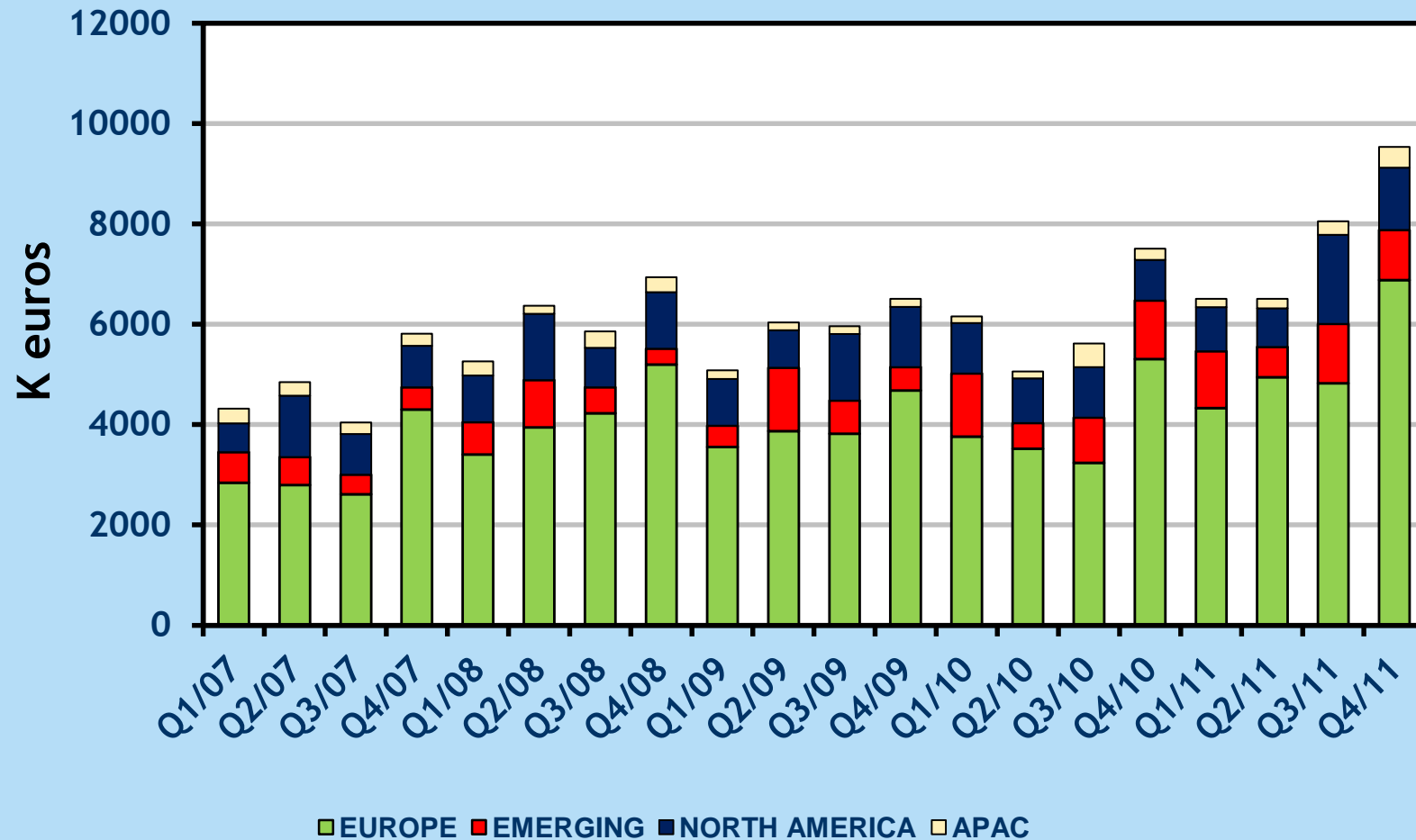
Product Sales by Half Year



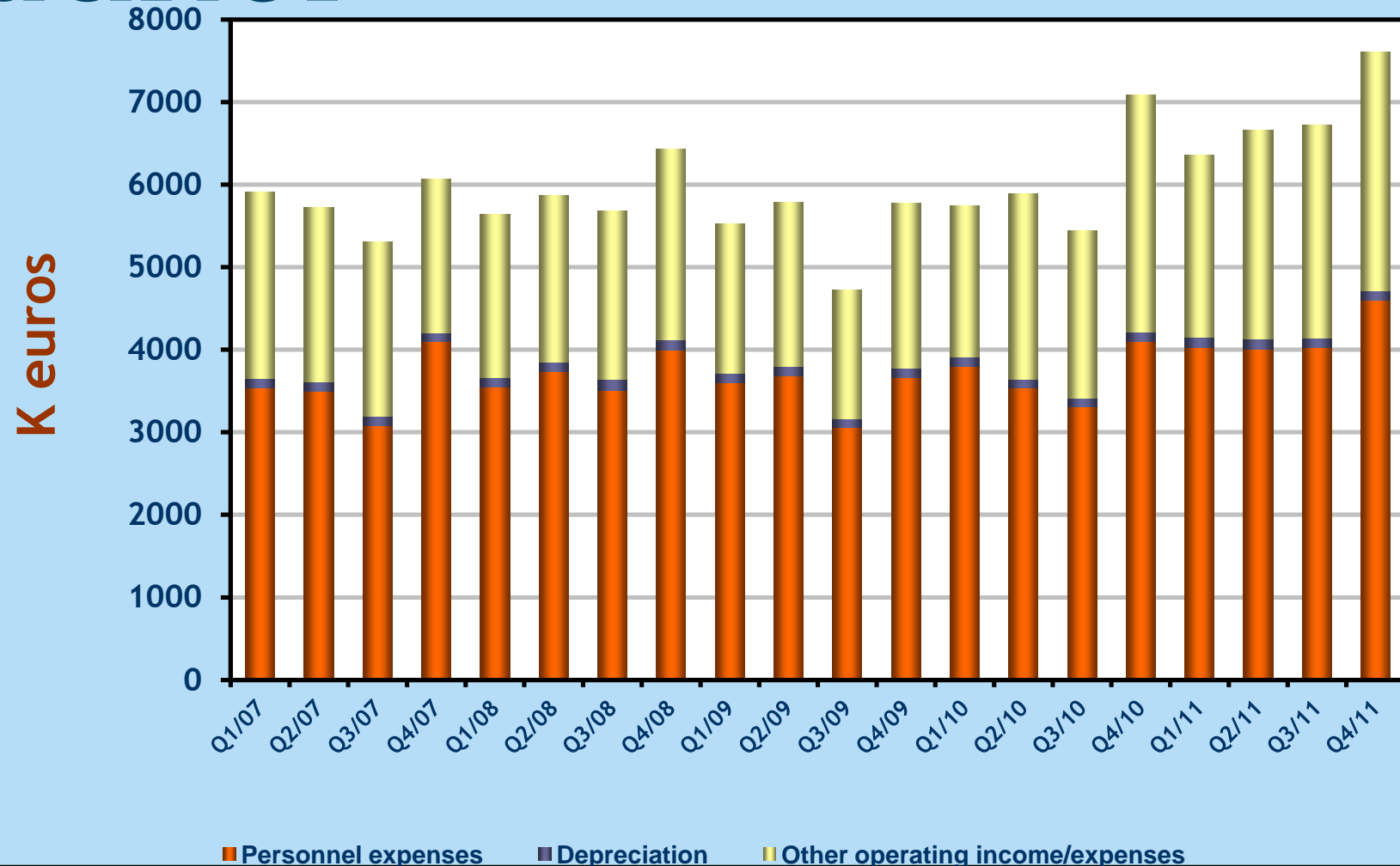
Sales split



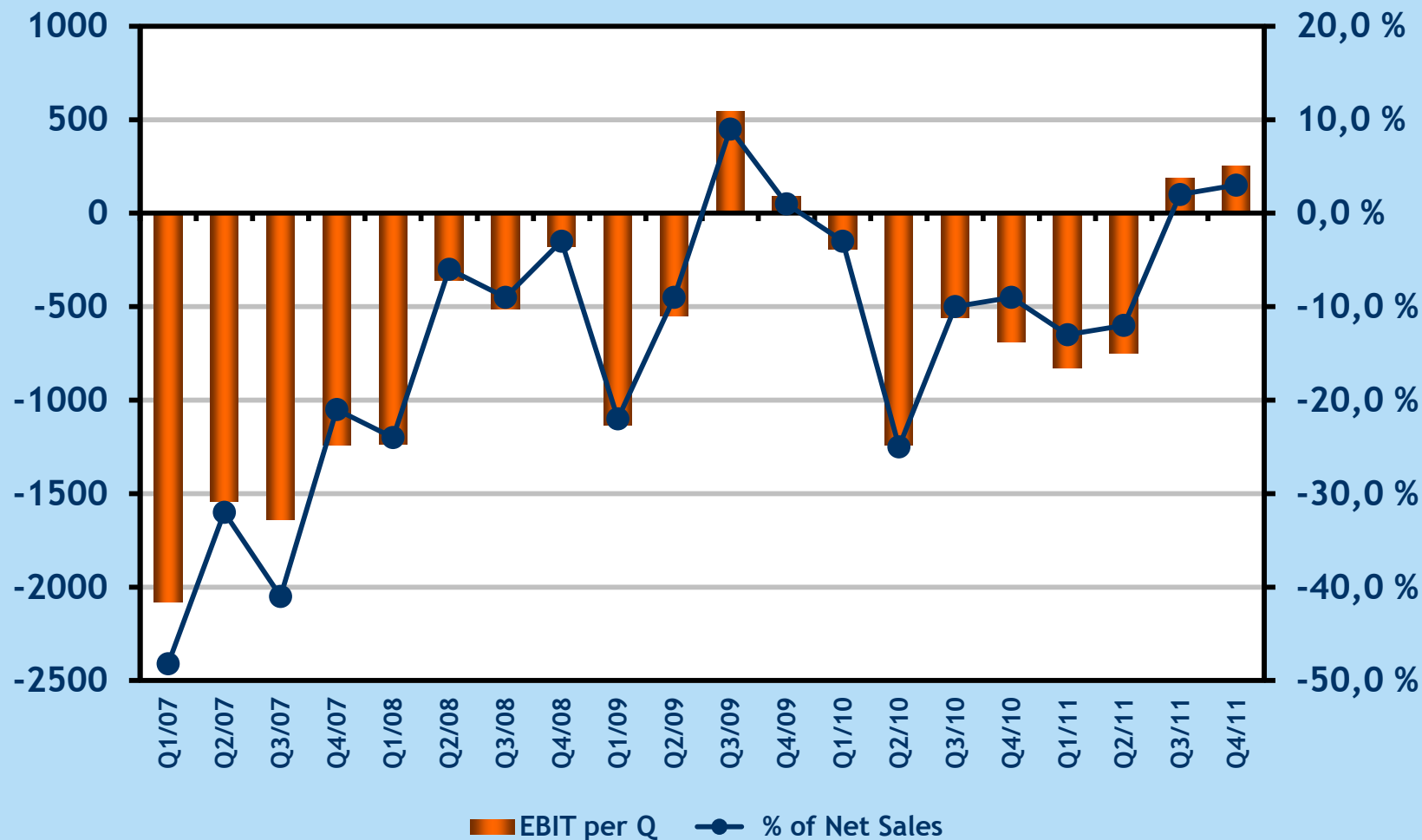
Net Sales by Area



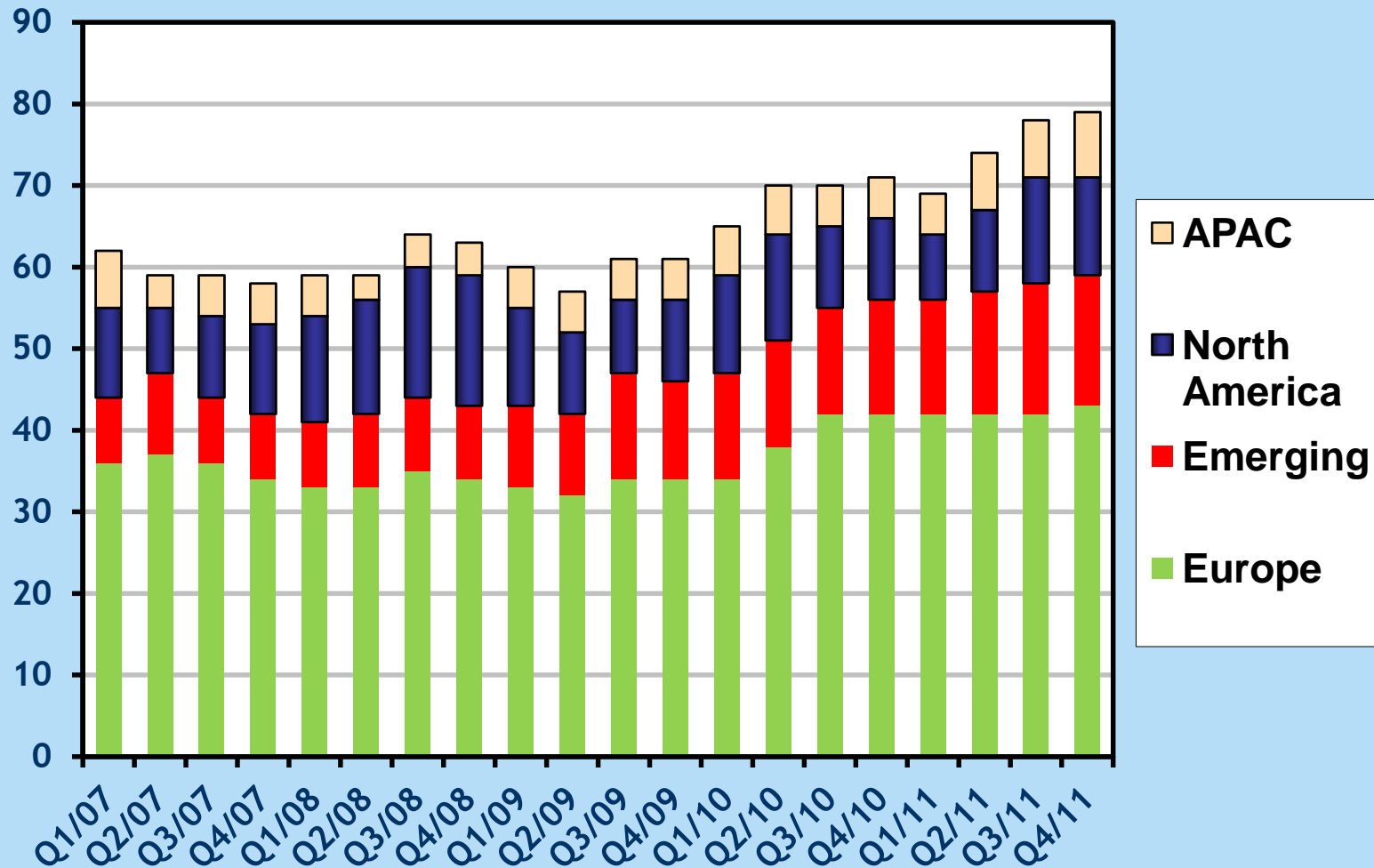
Operating Costs by Quarter



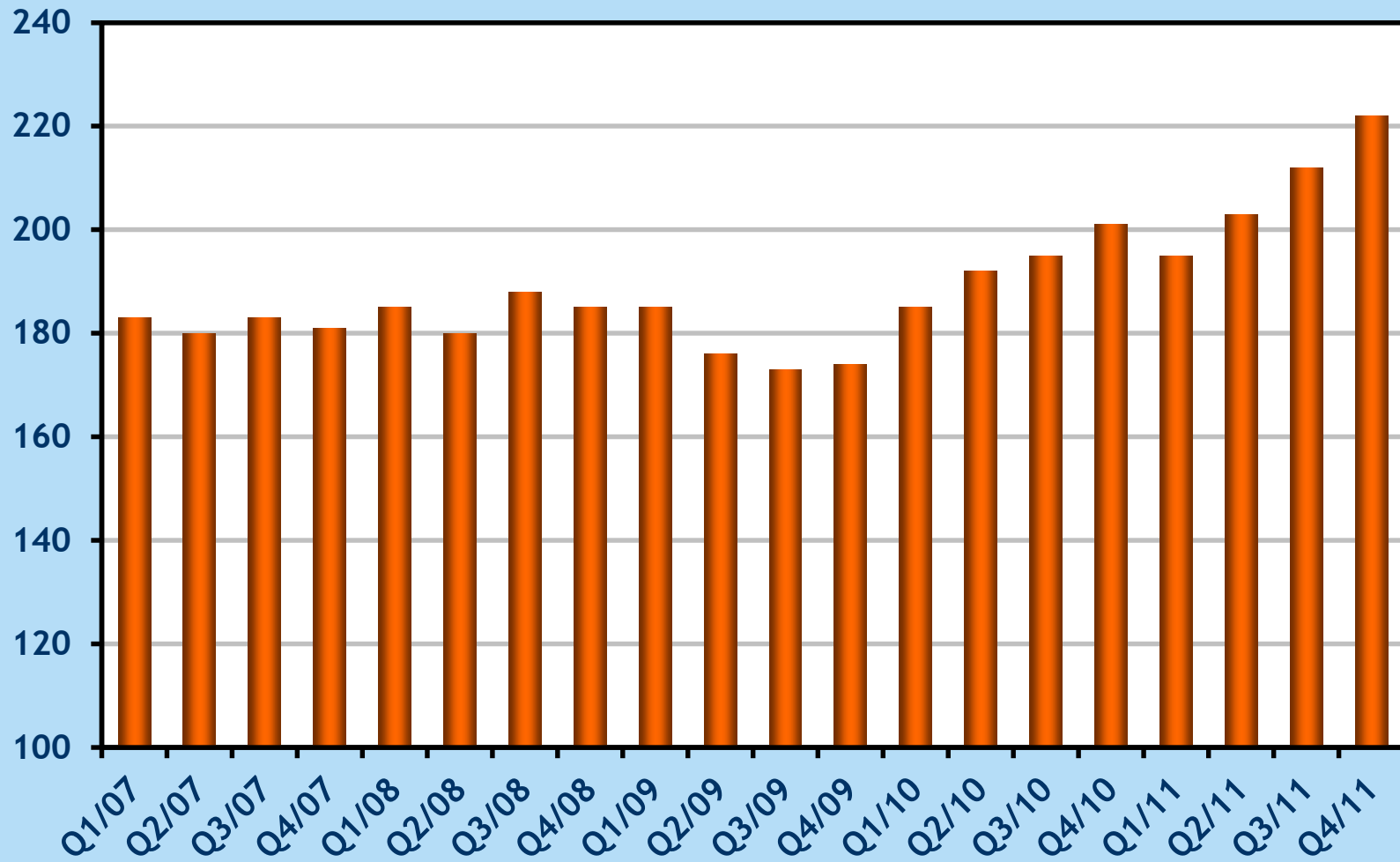
EBIT by Quarter



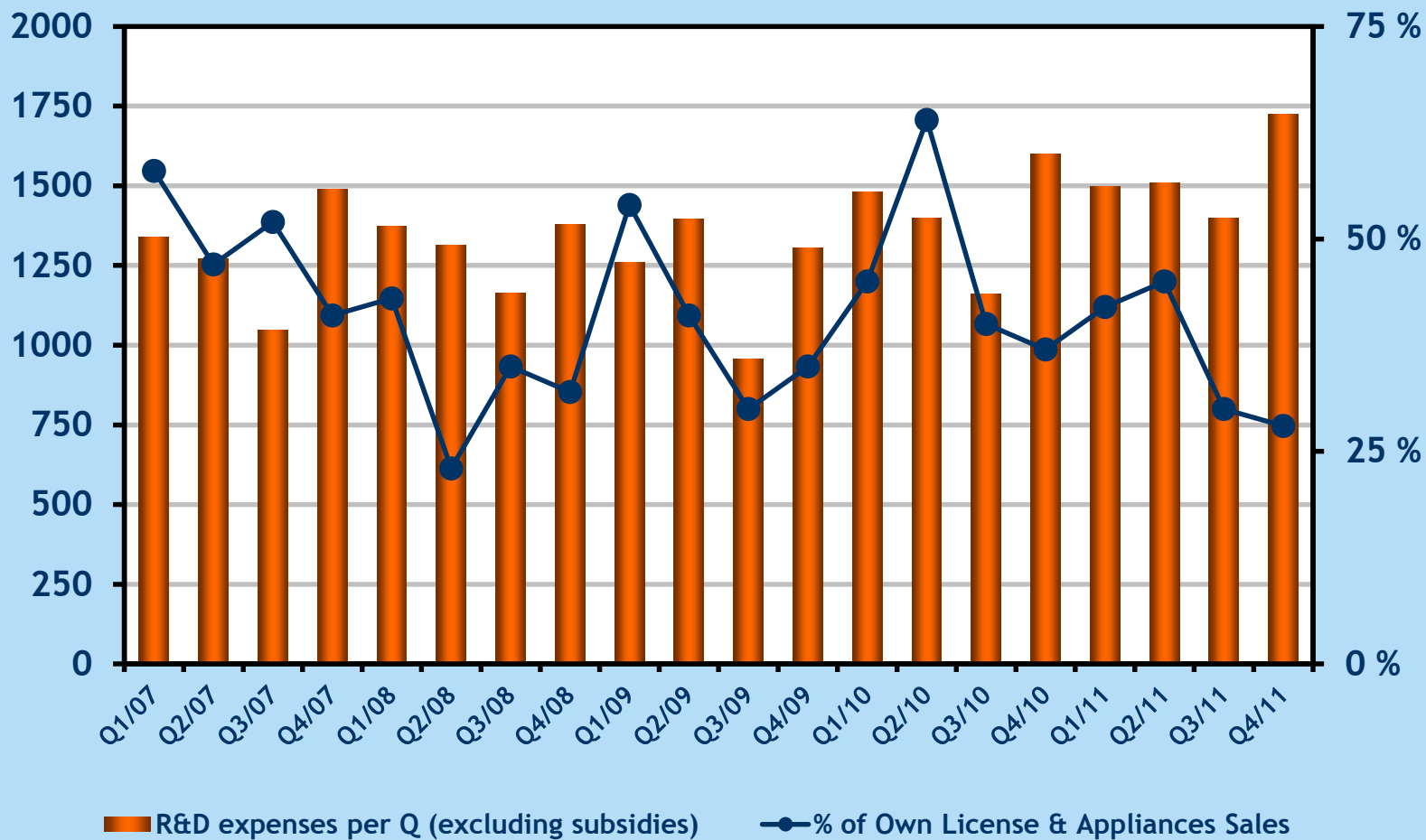
Sales Personnel at End of Qtr



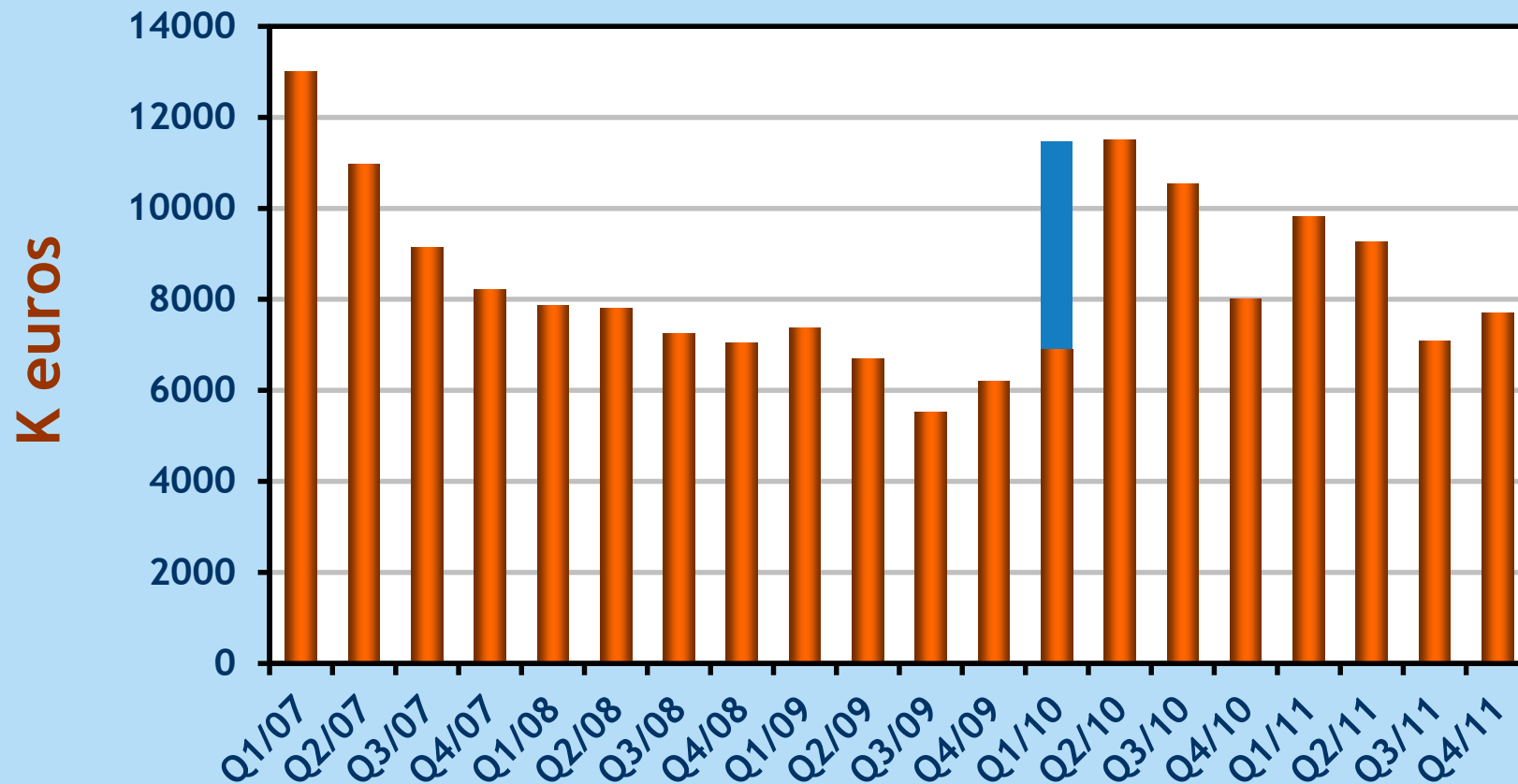
Personnel at End of Quarter



R&D Expenses



Liquid Funds



Highlights of Q4/2011



Partnership with the University of Glamorgan in United Kingdom to conduct research into AETs.

Stonesoft announced the discovery that Advanced Evasion Techniques are deliverable across the port-80, HTTP protocol, making them a very real and credible threat to the security of organisations worldwide.



October 2011

Stonesoft announced that its StoneGate IPS device has performed well in a network intrusion prevention systems (IPS) test conducted by ICSA Labs.

Stonesoft announced it has delivered 163 new advanced evasion technique (AET) samples for global vulnerability coordination. The new samples include AETs over a number of various protocols, including IPv4, IPv6, TCP and HTTP.

October 2011

Stonesoft Corporation arranges a Capital Markets Day for financial analysts, media, investors and portfolio managers

Stonesoft launches new MSSP program for certified resellers



November 2011

Stonesoft Firewall/VPN Receives VPN Consortium's IPv6 IPsec
Certification



December 2011

All-time-high Stonegate sales second Qtr in the row

Positive EBIT second Qtr in the row

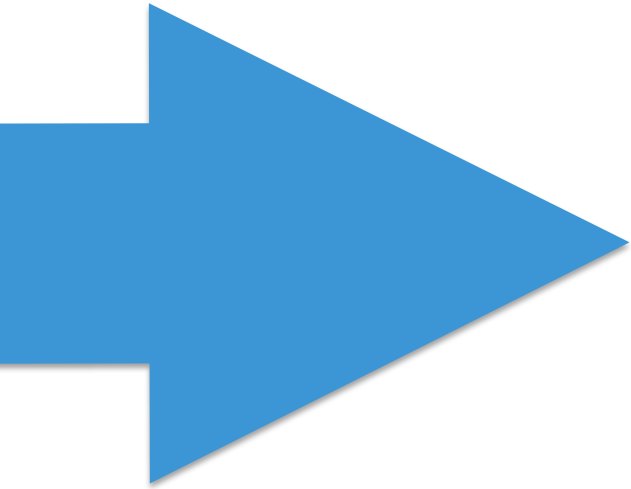
Positive cash flow Q4 and only 0.3M negative for the whole year



Q4/2011

Conclusion

- **Stonesoft is expecting strong organic growth**
- **The seriousness of Advanced Evasions Techniques has finally been understood by forerunner organizations**



Future Outlook

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



STONESOFT