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**Trend Micro Reports Third Quarter 2013 Results**

**TOKYO, November 13, 2013** -- Trend Micro Incorporated (TSE: 4704; TYO 4704), a global leader in security software and solutions, announced earnings results for the third quarter 2013, ending September 30, 2013.

For the third quarter, Trend Micro posted consolidated net sales of 27,069 million Yen (or US \$273 million, 98.96 JPY = 1USD). The company posted operating income of 14,161 million Yen (or US \$143 million) and net income of 5,363 million Yen (or US \$54 million) for the quarter.

As of now, the company will not revise consolidated results for the full fiscal year ending December 31, 2013 (released on May 9, 2013). Based on information currently available to the company, consolidated net sales for the year ending December 31, 2013 is expected to be 107,200 million Yen (or US \$1,105 million, based on the FY2013 annual assumed exchange rate of 97 JPY = 1USD). Operating income and net income are expected to be 26,400 million Yen (or US \$272 million) and 17,100 million Yen (or US \$176 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.

“During the third quarter, Trend Micro has significantly strengthened its collaborative relationships with key partners,” said Eva Chen, CEO, Trend Micro. “These collaborations, along with our enhanced product and service offerings, continue to expand and fortify our ability to provide simple and effective security solutions for our customers.”

**Q3 2013 Business Highlights**

Trend Micro opened its new Global Operations Headquarters in Irving/Las Colinas, Texas, near Dallas. The location houses business units including: threat research, finance, legal, customer support, commercial sales and marketing, and human resources.

The company’s position as the number one provider of server security<sup>[1]</sup> was advanced with the announcement of its collaboration with VMware to integrate Trend Micro™ Deep Security with VMware NSX™, the platform for network virtualization. The collaboration creates a best-of-breed security framework for joint customers that increases protection and automates security deployment in virtualized data centers.

Trend Micro announced more than 20 leading cloud service providers, including Amazon Web Services, HP Cloud Services and Dell, have been certified in its “Trend Ready” initiative. The first-of-its-kind cloud security verification program validates a cloud infrastructure to support and operate Trend Micro’s comprehensive Cloud and Data Center Security Solution. By participating in the program, cloud service providers confirm to their customers that their cloud infrastructures will work with Trend Micro security products.

**(more)**

[1] IDC report: “Worldwide Endpoint Security 2013-2017 Forecast and 2012 Vendor Shares” (doc #242618, August 2013)

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Expanding its unique social network privacy technology, Trend Micro introduced a robust personal privacy management tool that dramatically simplifies privacy settings on Twitter, Google+ and Facebook – for both Mac and PC. The management tool, featured in Trend Micro™ Titanium™ 2014 family of consumer security products, identifies privacy settings that may leave personal or inappropriate information publicly available or vulnerable to identity theft.

Trend Micro announced channel program enhancements to streamline access to Trend Micro Cloud and Data Center Security. The program enhancements are designed to support channel partners' customer outreach and sales enablement, and include improvements to Deal Registration and Specialization Programs, as well as a new On-Demand Marketing platform.

The company announced a new global internship program that will offer students a behind-the-scenes look at Trend Micro's product development of security and privacy solutions, as well as the latest developments in cyber threats. The interns – known as "TrendTerns" – will also have the opportunity to earn academic scholarships and other performance incentives while gaining real-world experience.

### Awards and Recognitions for Q3 2013

Trend Micro™ Enterprise Security for Endpoints scored a 5-star rating from *SC Magazine*.

Nikkei Communications' "Enterprise Internet/ICT Use and Application Factual Investigation 2013" found Trend Micro to have the highest rate of utilization among ATP solution vendors.

### Patents

*Trend Micro was awarded the following patents in Q3 2013:*

Patent	8479294	Anti-malware scan management in high-availability virtualization environments
Patent	8484734	Application programming interface for antivirus applications
Patent	8484732	Protecting computers against virtual machine exploits
Patent	8490203	Fingerprinting based entity extraction
Patent	8495144	Techniques for identifying spam e-mail
Patent	8495733	Content fingerprinting technology by using context offset sequence and suffix automata
Patent	8495060	Prioritization of reports using content data change from baseline
Patent	8499170	SQL injection prevention
Patent	8499152	Data positioning and alerting system
Patent	8499349	Detection and restoration of files by malware
Patent	8498965	Methods and apparatus for generating difference files
Patent	8505092	Dynamic provisioning of protection software in a host intrusion prevention system
Patent	8505094	Detection of malicious URLs in a Web page
Patent	8505101	Thin client for computer security applications
Patent	8510838	Malware protection using file input/output virtualization
Patent	8510835	Techniques for protecting data in cloud computing environments

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Patent	8510791	Method and system for dynamic protocol decoding and analysis
Patent	8516592	Wireless hotspot with lightweight anti-malware
Patent	8516586	Classification of unknown computer network traffic
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

### 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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