

NETASQ rounds off an exceptional Fiscal Year And announces a steady growth in 2008

Rewarded for its innovative strategy with more than EUR15M billed for goods and services

Paris- France, March 23rd, 2009

NETASQ, a reference in IT network security market, confirms its financial health and the appeal of its solutions with a nearly 30% increase in confirmed orders and a 23% growth in revenue.

For the first time since the company was created 10 years ago, the global amount billed for goods and services has exceeded the 15 million euro threshold, well ahead of annual forecasts. The total units of security appliances sold by NETASQ are over 45,000.

The company achieved a 36% year-on-year increase with over 6 million Euros in referred revenue. Furthermore, the percentage of recurring income (derived by adding up subscriptions to maintenance contracts and updates to antivirus and content filtering databases, for example) continues to increase to account for 43% of the turnover in 2008.

Encouraging trends that were observed throughout the year were confirmed in the fourth quarter with a 50% growth in the number of appliances shipped, compared to the same period of Fiscal 2007. NETASQ witnessed significant growth in its number of end users and projects, thus attesting to the importance of security for businesses of all sizes, be it an SME or major enterprise.

The 35% increase in the FY08 export turnover is a very encouraging indicator. In 2009, the ratio of international sales should increase. The recent hire of a team devoted to the UK and Ireland markets gives a broader span to the company's activities in Europe and will complete the teams in BeNeLux, France, Italy and Spain.

NETASQ's decision to use an indirect distribution model and to rely on the strength of its network has enabled it to succeed, even in the throes of an economic crisis, by providing exceptional proximity to its clients and quality of service through its excellent network of specialized resellers and thanks to telecoms or service operators (Managed Security Services Providers).

François Lavaste, CEO and President of the company, comments: "NETASQ has been rewarded for its strategy with regards to innovation and has proven the soundness of its business model, the technical excellence of its departments and its ability to generate very pronounced growth and dynamics regardless of the economic and financial context. Launching a new network security appliance range – the NETASQ U Series, which has since gone on to win several awards – can only help speed up growth fantastically. The exceptional value for money and level of security that NETASQ and its distribution partners provide allow us to meet the needs of these business counterparts and to be optimistic for 2009."

About NETASQ

With more than 45,000 products sold worldwide to date via a distribution channel of more than 300 partners spread out in more than 30 countries, NETASQ has made a name for itself as a major player in the information security field. NETASQ solutions efficiently meet the needs that enterprises have for a unified form of protection from network threats and spam.

For more information: <http://www.netasq.com>

Photos and logos: <http://www.netasq.com/marketing/marketing.php>

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