



PRESS RELEASE

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IRONPORT SYSTEMSTM Finishes Record Year -- Establishes Worldwide Marketshare Leadership in Perimeter Email Security

First Three Years of Operation Show Greater Growth than Industry Leaders Cisco, Juniper, Sun, Network Appliance and F5 at Same Stage

SAN BRUNO, Calif., — February 14, 2005 – IronPort, the market share leader in email security, today announced record results for 2004. Bookings grew steadily at an average of 40% per quarter throughout the year. IronPort's total 2004 bookings were more than 400% higher than 2003 bookings. This rapid growth was driven by the widespread adoption of IronPort's email security appliances. IronPort has over 1000 customers—spanning 45 countries, including governments in 10 nations. In Q4 2004, IronPort added more than 30 Global 2000 companies as new customers. In 2004 IronPort has also seen a number of competitive defections, including nearly 10 of CipherTrust, Inc's installed customers, who replaced CipherTrust equipment with superior IronPort appliances. In addition, IronPort won the largest purchase in email security history, delivering a large scale system for the US Federal Government. IronPort powers and protects the email for 6 of the 10 largest ISPs in the world, 6 of the 10 largest technology companies, and 5 of the 10 largest media companies.

Investing in Technology

IronPort's remarkable growth has been fueled in part by IronPort's large investment in research and development. IronPort's strong sales were more than 30% ahead of budget, generating cash flow that allowed the company to further invest in technology development. In addition to funding from operations, IronPort has raised \$90M in private equity, more capital than any other vendor in the email security space. This large capital infusion has allowed IronPort to further its R&D activities and provide the company with an extremely strong balance sheet ensuring years of continued market leadership. IronPort is backed by several of the largest Venture Capital funds in Silicon Valley including Menlo Ventures, New Enterprise Associates (NEA), and Allegis Capital. IronPort is also backed by some of the largest corporations in the world, including Chevron Texaco, GM Asset Management, and Nippon Telephone and Telegraph (NTT).

Competitive Defections

In addition to winning the vast majority of new Global 2000 business, IronPort's unique technology is attracting customers who have been running competing solutions. In 2004, nearly 10 of CipherTrust Inc's installed customers replaced their CipherTrust equipment with IronPort appliances. IronPort's technology investment has resulted in a solution that is as much as 10 times faster than alternative systems, providing scalability that competitors simply can't match. This breakthrough performance ensures that IronPort-protected networks will always deliver mail without delay, even under heavy attack. No other email security appliance has this carrier-proven performance.

The Right Partners in Email Security

IronPort has established strong partnerships with industry leaders. IronPort recently renewed and expanded its partnership with Symantec. In addition, IronPort and Sophos have a long standing partnership that has added more than 1 million new seats for the innovative security software company. Other IronPort Platform Partners include PGP, PostX, Sigaba, and Authentica. No other email security vendor has as broad a series of partnerships, allowing IronPort to leverage best-of-breed technology across the industry to deliver a truly leading solution for IronPort customers.

"What makes us so excited about the IronPort opportunity is the passion of the IronPort customers," said Peter Morris, General Partner at NEA. "These customers are hungry for more solutions from IronPort, and we stand ready to ensure IronPort has every resource it needs to fulfill this market opportunity."

"2004 has been a fantastic year for IronPort. During the year we surpassed all of our milestones and assumed the market leadership position," said Scott Weiss, CEO of Ironport Systems. "But we aren't done. The threats to our customers continue to evolve. Ironport has the technology and the resources to counter these threats. We are at it 24x7x365 and we welcome the challenge."

ABOUT IRONPORT SYSTEMS

IronPort Systems is the leading email security provider for organizations ranging from small businesses to the Global 2000. The company has developed a family of email security appliances, the IronPort C-Series™, that offer breakthrough performance, unprecedented ease of use and reduced total cost of ownership. IronPort is driving new standards and providing innovative products for those faced with the monumental task of managing, protecting, and growing mission-critical email systems. For more information on IronPort products and services, visit: <http://www.ironport.com>.

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