

ANZ contributes as Imperva continues record growth in Q1

Sydney, April 15. Imperva, the market leader in data security, announced today that it closed another record quarter, experiencing a 51% per cent growth in bookings in the first quarter 2010 over the same quarter last year.

The quarter was marked by strong performance internationally as well as the addition of nearly 100 new enterprise customers. Imperva put a dedicated sales and marketing channel team in place during the past year to support its partner community.

Growth in Asia Pacific and Japan rose by 75 per cent Q1 to Q1, and Australian businesses expanded in line with this figure.

Stree Naidu, Imperva's Vice President Asia Pacific, said: "Our Australian partners have experienced significant revenue growth during the downturn as customers change focus to data security. Australian channel partnerships have grown over 650 per cent in the past 12 months."

CEO Shlomo Kramer said: "Businesses today recognise there is a significant threat to the corporate data that drives their business.

Imperva's strong performance is an indicator that companies take this risk seriously and seek comprehensive data security solutions that protect them from malicious insiders and hackers."

The key highlights from Q1 2010 include:

51 per cent growth overall in bookings over Q1 2009 Strong international performance Europe experienced 51 per cent growth Asia experienced 75 per cent growth Americas experienced 47 per cent growth Increased global customer count, adding over 100 new enterprise customers, including:

- o China Mobile
- o CVS
- o Michigan State University Federal Credit Union
- o Navy Federal Credit Union
- o Nintendo
- o Taiwan Stock Exchange
- o Telefonica O2
- o US Airways
- o Vodafone Germany
- o Zynga Game Network

Also in the first quarter, Imperva released a new generation of high performance hardware offering centralised management, increased storage and greater scalability, as well as Threat Radar, an add-on to Imperva's market-leading Web Application Firewall (WAF) providing automated, reputation-based defense against large scale industrialised cyber attacks. "As adversaries share information on weak links in the security chain, Threat Radar can provide valuable intelligence and 'early warning' to malicious attacks and lets us add a proactive preventive measure rather than simply wait and react to attacks," explained James Fallon, Security Manager with ARC Corporation. "We've seen a tremendous response to our latest product releases, in particular Threat Radar," continued Kramer. "Industrialised attacks continue to be the most widely seen method of attack against corporate data – it's imperative that companies have an adaptable defense that can stop these attacks before they're attempted."

In January, Imperva Application Defense Center released a seminal report, "Password Security: Consumer Worst Practices." This study of 32 million passwords that were made public by a recent data breach was featured on the front page of The New York Times.

Imperva was recognised by Everything Channel as a top performing IT vendor, receiving a five-star rating for its exceptional channel program. The company also received accolades from industry analyst groups Forrester Research and IDC that praised the company for its market leadership. "Imperva is the leader in the stand-alone WAF market," said Chenxi Wang in a February 2010 report on web application firewalls.

About Imperva

Imperva, the Data Security leader, enables a complete security lifecycle for business databases and the applications that use them. Over 4,500 of the world's leading enterprises, government organizations, and managed service providers rely on Imperva to prevent sensitive data theft, protect against data breaches, secure applications, and ensure data confidentiality. The award-winning Imperva SecureSphere is the only solution that delivers full activity monitoring from the database to the accountable application user and is recognized for its overall ease of management and deployment. For more information, visit www.imperva.com.

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