



## Clearswift strengthens Asia Pacific presence

~ expands distribution network, reports 12th successive quarter of record revenues ~

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Clearswift, the security software company, expands partner operations in the Asia Pacific Region with the appointment of Connector Systems and Chuanhow Tech. Following growth in sales of Secure Web and Email Gateways and strong customer retention rates, Clearswift has recorded a full year of profitability in the fiscal year ended March 31, 2011.

With 30 years experience in the ICT distribution market, Connector Systems will extend Clearswifts presence in the education, tertiary, corporate, government, telco and ISP vertical sectors, particularly among small to medium businesses (SMBs) across the entire New Zealand territory and into the Pacific Islands.

Chris Barton, Regional Channel Manager, APAC at Clearswift said: Expansion opportunities have been driven by the changing conversation amongst security professionals centred on how to manage the benefits of Web 2.0 and collaborative technologies securely and transparently. Clearswifts content-aware technology helps businesses to grow by benefiting from new ways of working and technological innovation, and theres tremendous opportunity for new partners out there as a result. Were delighted to have Connector Systems on board to support our growing position in Asia Pacific.

Kevin Swainson, General Manager at Connector Systems Holdings Ltd said: Connector Systems goal is to ensure we have the right partners on board in each of the main geographic segments in NZ and also across the main vertical market segments. We also believe that in order to attract, retain and grow a brand their needs to be an incentive for the reseller to invest, and Clearswift certainly offers this. Consequently, were keen to bring on six new resellers by the end of the year.

Clearswift has also extended its presence in Asia with the appointment of Chuanhow Tech as a distributor for China, Hong Kong and Taiwan. Established in 2008, Chuanhow Tech has 150 partners in its network and specialises in ICT solutions for the industrial, services, traditional manufacturing and electronics sectors which are currently all strong growth markets in the Greater China region.

These appointments follow Clearswifts announcement of its 12th successive quarter of record revenues from Secure Gateways and its 6th successive quarter of positive operating results. In the year ended 31st March 2011 the company exceeded its objectives for revenues and profitability.

Strong customer confidence and loyalty is reflected in Clearswift's excellent rates of renewal and substantial growth in multi-year agreements. 40% of all new business signed in the year was for contracts of 3 or more years, with first Year billings from multi-year deals 50% ahead of plan. Clearswift expects to build on recent performance to grow ahead of the market in FY12 by maintaining retention rates and aggressive new customer acquisition strategies.

-Ends

#### About Clearswift

Clearswift's content-aware, policy based solutions enable over 17,000 organisations to manage and maintain no-compromise data, e-mail and web security across all gateways and in all directions.

#### About Connector Systems

Connector Systems is headquartered in Auckland with offices in Wellington and Christchurch and a 600+ nationwide network of channel partners and resellers covering the entire New Zealand territory, reaching also into the Pacific Islands.