

# SurfControl announces record results for the third quarter

Submitted by: eclat Marketing

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SurfControl announces record results for the third quarter ending March 31, 2003

Annual revenue growth of 37% for the 9-months ending March 31, 2003

Profit before tax and cash balances ahead of expectations

Congleton, England (May 7, 2003) - SurfControl plc (London:SRF, Nasdaq Europe:SRFC), the world's Number One Web and E-mail filtering company, today reported its results for the third quarter ending March 31, 2003.

Highlights:

- \* Strong quarter invoicing: Q3 invoicing in excess of \$21m, being a 37% year-on-year growth rate

- \* \$18.5m Q3 revenue, bringing 9 months ytd revenues to \$52.9m: 37% year-on-year growth

- \* Profit in line with expectations: EBITDA for quarter of

\$3.0m

- \* Record Levels of operating cash flow at \$7.6m and closing cash of \$51.3m

- \* Continued improvement of visibility with deferred revenue increasing 54% year-on-year

- \* Significant new customer additions, with over 1400 signed in the quarter and continued increase in larger enterprise and longer-term contracts. . New customers include Host Marriott, Loews Companies, Dominion Resources, Disney, Barnes and Noble, Kawasaki, NTL, the Ministry of Defence and PricewaterhouseCoopers

- \* Continued progress in channel quality and strength: penetration now accounting for 49% of Q3 invoicing

- \* Significant product development including advances in E-mail and Spam filtering, and launch of Enterprise filtering for IM P2P risks.

- \* Planned reduction in Share Premium account to give the company the choice to pay dividends and/or buy back shares

For the full release and financial details please visit:

[http://www.surfcontrol.com/company/investors/statements/q3results2003\\_statement.aspx](http://www.surfcontrol.com/company/investors/statements/q3results2003_statement.aspx)

Natasha Staley

Senior Account Executive

éclat Marketing

[natasha@eclat.co.uk](mailto:natasha@eclat.co.uk)

Tel: 0118 989 5600

Mob: 07899 957022

Fax: 0118 989 5656

Web: <http://www.eclat.co.uk>