

## EARNINGS RELEASE FOR 2016: **OUTPOST24 ANNOUNCES ACCELERATED GROWTH IN 2016**

---

### **Copenhagen, Denmark – January 31, 2017**

Outpost24, a leading provider of Vulnerability Management solutions for commercial and government organizations, today announced strong growth for 2016. Driven by increasing market demand and backed by an innovative solution portfolio, the company achieved year-on-year growth of 37% in core markets. This growth follows increased investment after the company's change of ownership in August 2016, specifically addressing products, sales, and marketing.

Market conditions are converging to create demand for Outpost24 solutions. There is an increase in visible and damaging cyber attacks that cause many organizations to re-evaluate their cyber security strategy. Additionally, changes in the regulatory environment worldwide are motivating organizations to ensure essential security controls are in place and part of normal operations. This driver is especially apparent in the European Union where the new General Data Protection Regulation (GDPR) has a free running clock towards a 2018 implementation deadline to avoid potentially stiff penalties. And perhaps most significantly organizations of all sizes are evaluating their technology infrastructure, seeking new ways to be cost efficient by moving workloads to the cloud and introducing mobile apps to streamline business operation and increase customer engagement. These technologies are disrupting established security strategies and driving new investment.

"We're pleased with these results, which we view as an early sign of a winning strategy," said Martin Henricson, CEO of Outpost24. "Time has shown that cyber criminals who know how to abuse the Internet have an advantage over those organizations focused on getting the most value from their technology investments. Our aim is enable those organizations to minimize or eliminate business disruption from cyber attacks by providing insights on where to focus their day-to-day efforts."

### **2016 Financial Highlights:**

Compared to the previous year's results, the company reported significant revenue increases in core markets of 37%. Growth was evident across the business including:

- Growth in the BeNeLux regional revenue of 15%
- Growth in the UK regional revenue of 33%
- Growth in the Nordic regional revenue of 102%
- Over 400 new customers added across all regions
- Increased demand for the innovative hybrid web application security solution, SWAT, resulting in 75% revenue growth for this product line

For more information about the full capabilities of Outpost24 and latest solution advances, check out [Outpost24.com](http://Outpost24.com). The latest version of Outpost24 software is available immediately.

Best regards,

### **Outpost24**

Email: [info@outpost24.com](mailto:info@outpost24.com)

Phone: +46 455 612 310

Web: <http://www.outpost24.com>

---

### **About Outpost24:**

Outpost24 is a leading Vulnerability Management company focused on enabling its customers to achieve maximum value from their evolving technology investments. By delivering insights that reduce vulnerabilities and attack surface for any architecture, Outpost24 customers continuously improve their security posture with low effort. Over 2,000 customers in more than 40 countries around the world trust Outpost24 to inspect their devices, networks, and web applications and report compliance status to government, industry sector, or internal regulations. Founded in 2001, Outpost24 serves leading organizations across a wide range of segments including financial and insurance, government, healthcare, retail, telecommunications, technology, and manufacturing.