

# Endace Limited

## Press Announcement



FOR IMMEDIATE RELEASE

15 April 2008

### ENDACE LIMITED

#### PERIOD END TRADING UPDATE: YEAR ENDED 31 MARCH 2008

Endace Limited ("Endace" or "the Company"; LSE/AIM: EDA), a world leader in network monitoring, latency measurement and application acceleration solutions, provides an update on performance for the year ended 31 March 2008. All dollar amounts are US Dollars.

#### TRADING UPDATE

Endace is pleased to report that the results for the year have exceeded market expectations.

As set out a year ago, Endace planned a two-year programme of investment within the business to create the infrastructure and resources to drive the business to a significantly higher level, placing the primary focus on generating revenue growth. This investment takes the form of increasing the Company's resources in R&D, sales and marketing and in software tools. At the end of the first year of this programme, good progress has been made.

As a result, for the financial year ended 31 March 2008 the Company expects to report an increase in revenues of over 40% to more than \$24.0 million (2006/7: \$17.0 million) and profits before tax of over \$4.3 million (2006/7: \$3.9 million) after providing for the increased investment within the business.

Growth has been achieved across all geographic markets with North America and EMEA performing particularly well. The company continues to maintain strong sales in all three key industry markets of telecommunications, government and financial services, with the strongest growth having been achieved in the financial services sector.

#### Endace's Chief Executive Officer, Mike Riley commented:

*"We have made excellent progress over the past year with our twin aims of moving Endace's sales profile progressively towards higher value NinjaProbe appliance products and, at the same time, putting in place the company infrastructure which will enable us to sustain a high level of growth in the future.*

*"In spite of general economic uncertainties, demand for our products within our target markets remains strong, giving us confidence in our prospects."*

#### ANNOUNCEMENT OF FINAL RESULTS

The audited results for the year ended 31 March 2008 will be announced on Tuesday 20 May 2008. A press briefing will be held at 10:45 am and a lunch briefing for analysts will be held at 12.30 pm, both taking place at Bankside Consultants, 1 Frederick's Place, London EC2R 8AE.

Ends

#### CONTACTS:

##### Endace Limited

John Scott, Deputy Chairman (UK)

+44 (0)7786-543462

Mike Riley, CEO (NZ)

+64 9-262-7260

Neil Hopkins, Group Finance Director (NZ)

+64 9-262-7260

##### Bankside

Steve Liebmann or Simon Bloomfield

+44 (0)20-7367-8888 / +44 (0)7802-888159

##### Panmure Gordon

Edward Farmer

+44 (0) 20-7459-3600

### **About Endace**

For organisations that rely on their IP networks to do business, Endace provides traffic monitoring, latency measurement, network security and application acceleration solutions that capture, inspect and report on every single data packet. We enable our customers to be confident in their service performance, information security, and regulatory compliance. Based in Auckland, New Zealand, Endace also has offices in the UK, USA and Singapore. Quoted on AIM, the stock code is LSE: EDA. For further information: <http://www.endace.com>