

Paessler Reports Strong Worldwide Fiscal 2011 Sales, Growing Workforce Ahead of Planned Asian and South American Market Expansion

U.S. Remains Network Monitoring Solutions Company's Largest Market; Channel Sales of Flagship PRTG Software Underscore Third-Party Distribution Strategy's Success

LOS ANGELES and NUREMBERG, GERMANY – (Feb. 21, 2012) – Paessler AG, the innovative [network monitoring solutions](#) specialist, today announced its preliminary sales figures for fiscal 2011, highlighting strong worldwide growth fueled by increased demand for its flagship PRTG Network Monitor software in each of the company's four top markets. Paessler noted the channel also continues to account for an increased percentage of its overall sales

Corporations placing a greater emphasis on IT network performance and uptime through the use of data center monitoring and virtualization contributed strongly to Paessler's expected 78 percent fiscal 2011 growth over the previous year. The U.S. remains the company's number one market followed by Germany and Great Britain, respectively. U.S. sales nearly doubled in fiscal 2011. Overall company growth last year prompted Paessler to increase the size of its worldwide workforce by 43 percent.

Paessler attributes its continued robust growth in less-than-ideal global economic conditions to an increased reliance on the channel, consistent, strategic use of online marketing and close relationships with, and responsiveness to, a loyal customer base confident in PRTG Network Monitor's performance. The company throughout 2011, and again in January, addressed customer demands and anticipated IT network monitoring requirements with the introduction of enhanced versions of PRTG.

For example, the software's current release, PRTG version 9.2, includes complete VMware 5 support, additional AJAX Web GUI features and improvements, and a full rewrite of the solution's Mobile Web GUI, optimized for browsers on all common mobile operating systems.

"In addition to PRTG's continued enhancements and high price performance ratio, the approaches our company uses in communicating with customers and working with our channel partners are key components to continued growth and

P
R
E
S
S
—
I
N
F
O
R
M
A
T
I
O
N

overall worldwide success," said Dirk Paessler, Paessler AG's founder and CEO. "Over the past 12 months, we have fortified our sales, marketing, development and customer support teams for PRTG, while making the software available in Dutch and Chinese, adding to our already available English, German, Spanish, French, and Japanese versions."

"At the same time, we've grown our channel to where it now accounts for about 35 percent of worldwide sales, as compared to 31 percent in fiscal 2010," Paessler said. "Our channel partners' dedication and ability both to drive and respond to customer demand, confirms Paessler's strategy which will continue to be an important factor in the company's growth."

The percentage of channel sales grew substantially in each of Paessler's top three international markets. Paessler's growing reliance on the channel, the company said, will similarly be a key component of its planned 2012 expansion into the Asian and South American markets, details of which will be provided at a later date.

For more information, visit <http://www.paessler.com/>.

About Paessler AG:

Paessler AG leads the industry in providing the most powerful, affordable and easy-to-use network monitoring and testing solutions. The company's suite of just-right software products deliver peace of mind, confidence and convenience for businesses of all sizes – from Small Office/Home Office (SOHO) to large enterprises, including more than 70% of the Fortune 100 companies. Based in Nuremberg, Germany, Paessler's global reach includes more than 150,000 active installations of its products. Founded in 1997, Paessler AG remains a privately held company and is recognized as both a member of the Cisco Developer Network and a VMWare Technology Alliance Partner. For more information, visit www.paessler.com.

#

MEDIA CONTACT:

Megan Parker
SSIPR
847-415-9326
mparker@sspr.com