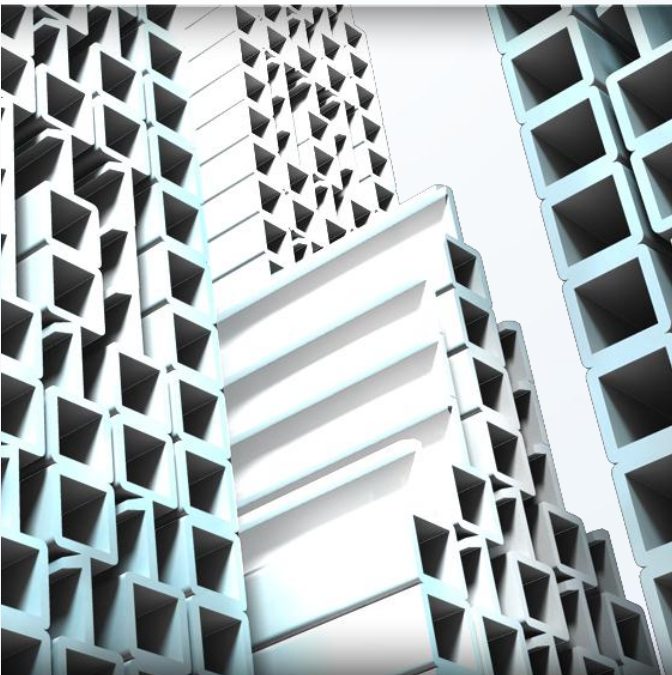# THE INTRODUCTION

Websense at a glance

TRITON™

— Web security

— Email security
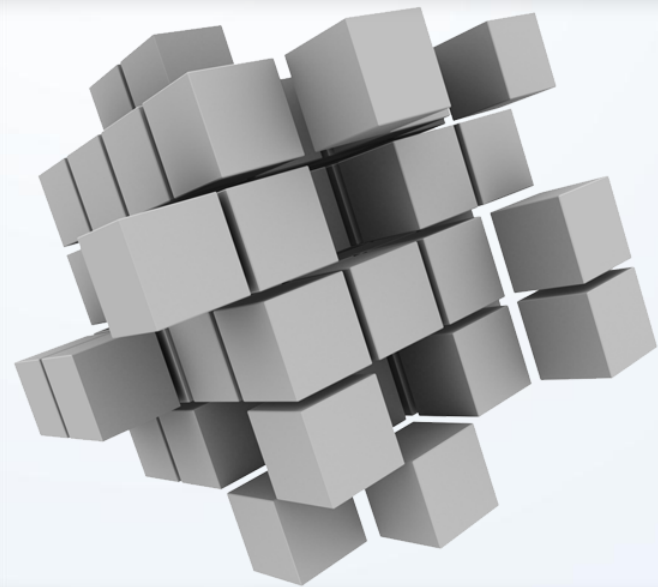
— Data security

Your business is built on data.

websense®

Your business is complex,
and so is your current security.

websense®

You need to
make sense of the complexity
that is your business.

Your security needs to overlay your business and enable it, not disrupt it.

websense®

Websense offers
the best security
for modern threats at
the lowest total cost
of ownership

Websense–Consistent Growth

GAAP revenue $ (m)

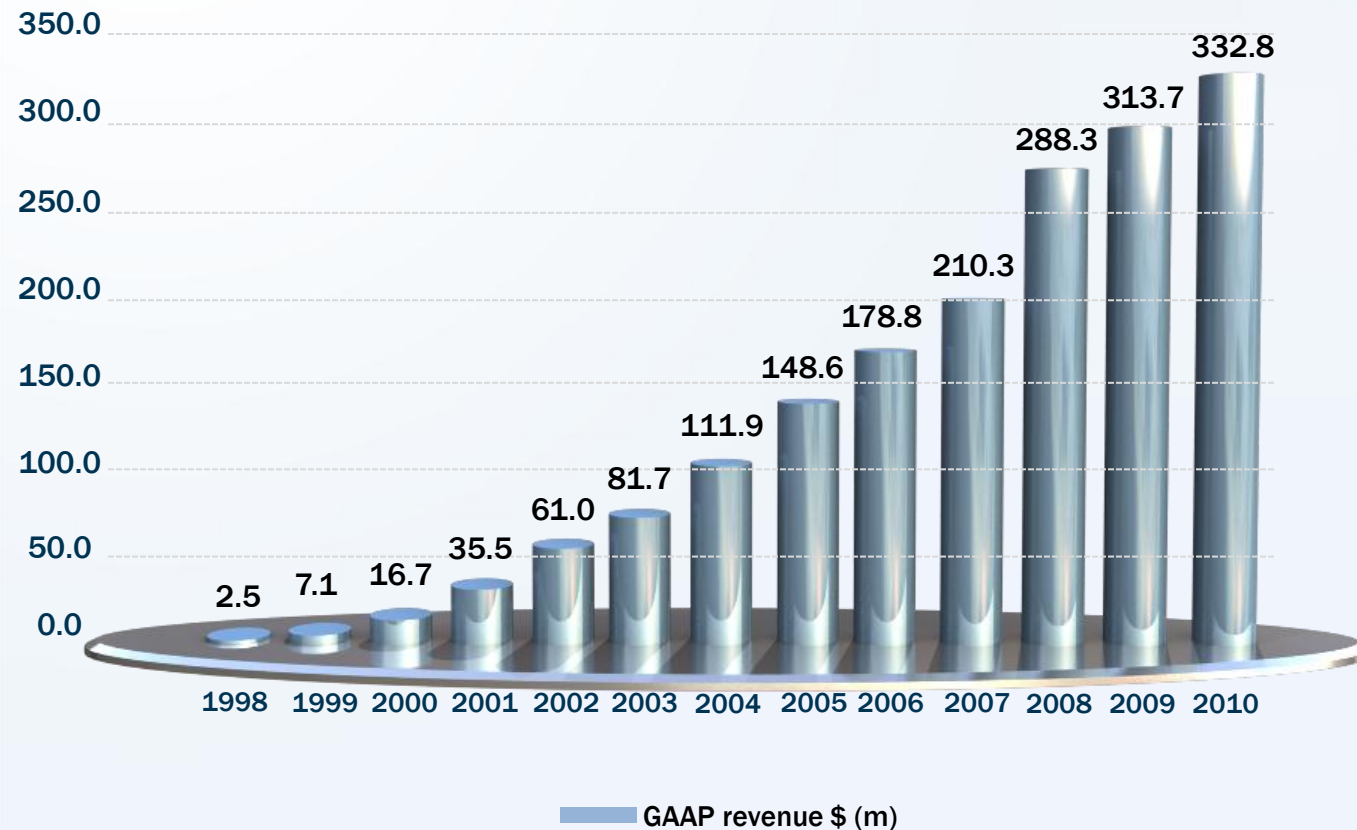| Year	Revenue
1998	2.5
1999	7.1
2000	16.7
2001	35.5
2002	61.0
2003	81.7
2004	111.9
2005	148.6
2006	178.8
2007	210.3
2008	288.3
2009	313.7
2010	332.8

Fast Facts

64m — Users protected by Websense

40k — Customer organizations worldwide

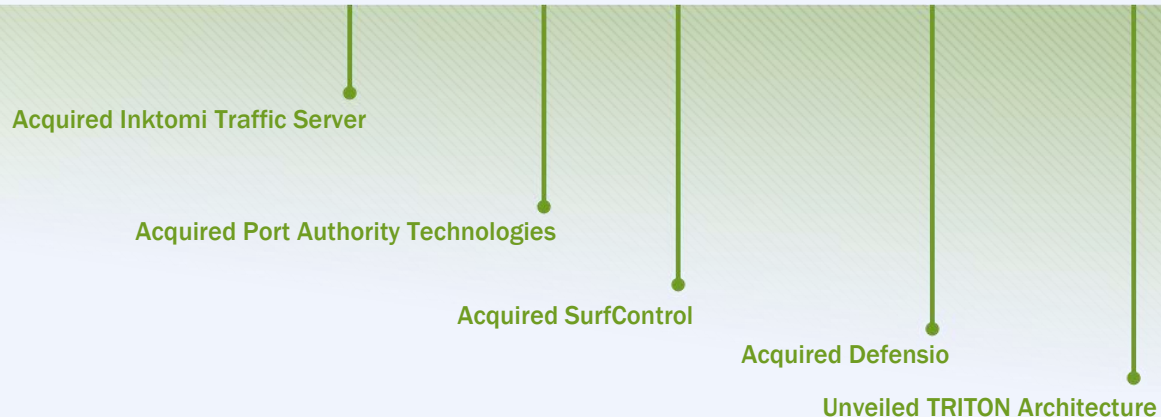**47m** — R&D investment per annum (non-GAAP)
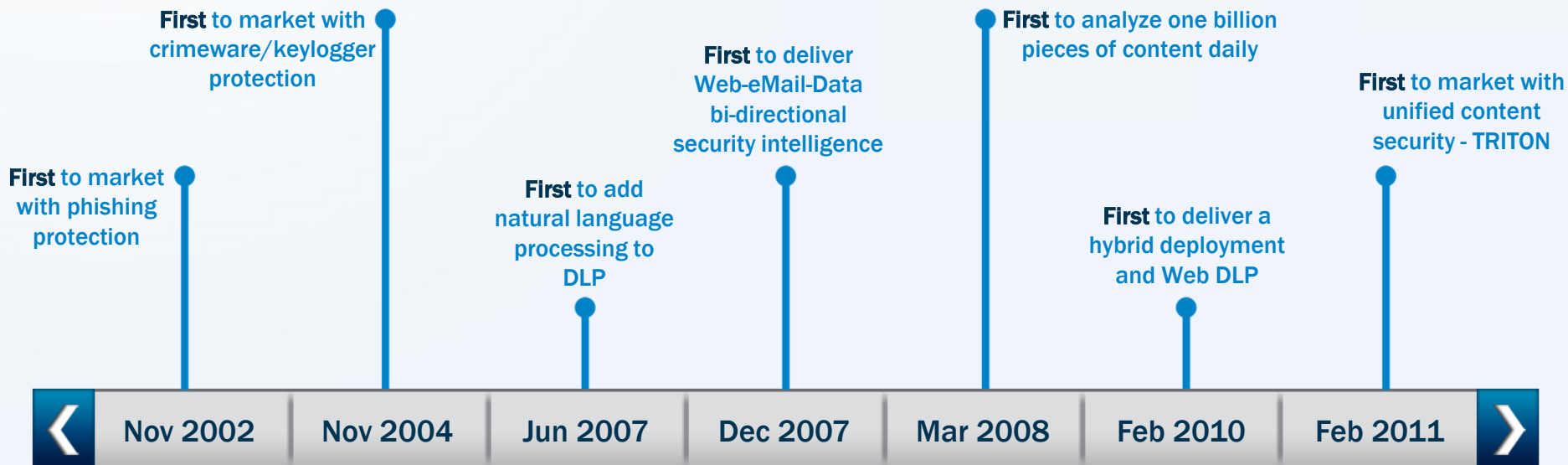
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Websense Milestones

Websense Evolution

Unified Content Security

Real-time content security

Essential Information Protection™

Protect by blocking access to compromised sites; ThreatSeeker™ technology

Manage Internet access for productivity

Web Filtering: Block inappropriate content in the workplace

| 1994 | 2000 | 2004 | 2006 | 2007 | 2008 | 2009 | 2010 |

Investment in R&D more than doubled over last three years

Acquired Inktomi Traffic Server

Acquired Port Authority Technologies

Acquired SurfControl

Acquired Defensio

Unveiled TRITON Architecture

Investment & Innovation

Websense - Innovation Leadership

websense®

47 patents granted worldwide, 106 patents pending and 30 submissions in development for our technology

First to market with crimeware/keylogger protection

First to analyze one billion pieces of content daily

First to deliver Web-eMail-Data bi-directional security intelligence

First to market with unified content security - TRITON

First to market with phishing protection

First to add natural language processing to DLP

First to deliver a hybrid deployment and Web DLP

| Nov 2002 | Nov 2004 | Jun 2007 | Dec 2007 | Mar 2008 | Feb 2010 | Feb 2011 |

Today's Webscape

More than 50% of **all traffic** goes to **10 places**

amazon.com.
bing ebY
craigslist
facebook
iGoogle
LinkedIn
twitter
YAHOO!
WIKIPEDIA

Top 100 sites
SOCIAL / DYNAMIC WEB

Bank of America
DELL Blackphoto NFL TARGET
GAMESPOT
hulu NETFLIX
The New York Times
Walmart

Next 1 million sites
THE KNOWN WEB

Next 100 million sites
THE UNKNOWN WEB

80% of **all attacks** are hosted on **good** locations

11

THE WAY WE USE THE WEB HAS CHANGED FOREVER!

The evolution of WEB 2.0 is fundamentally changing the way we
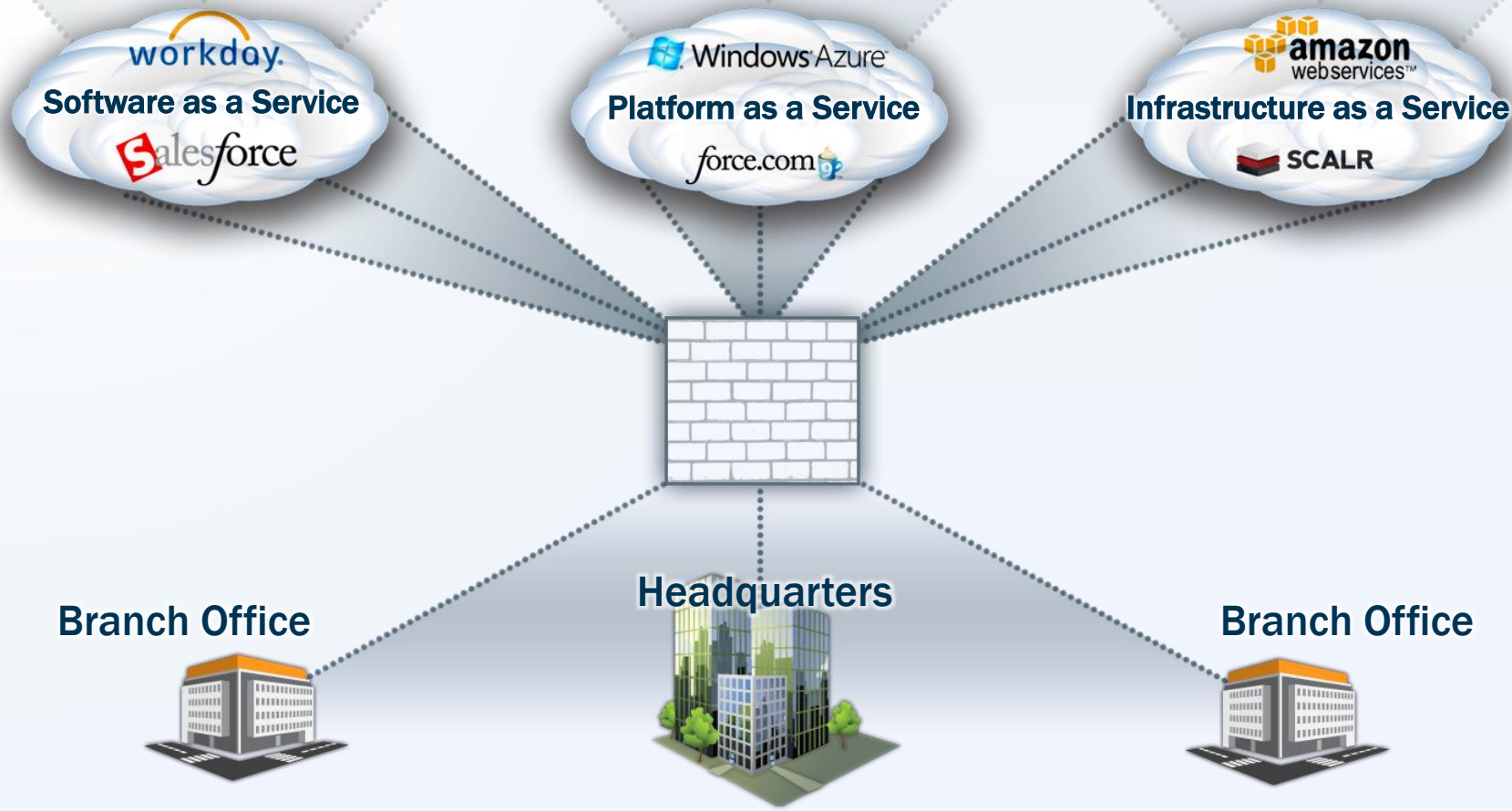
CONNECT   **LEARN**   **COMMUNICATE**

Applications & Data Move to The Web

websense®

Software as a Service

Platform as a Service

Infrastructure as a Service

Branch Office

Headquarters

Branch Office

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websense®

THE SOLUTION

Unified Content Security to Protect Your Essential Information
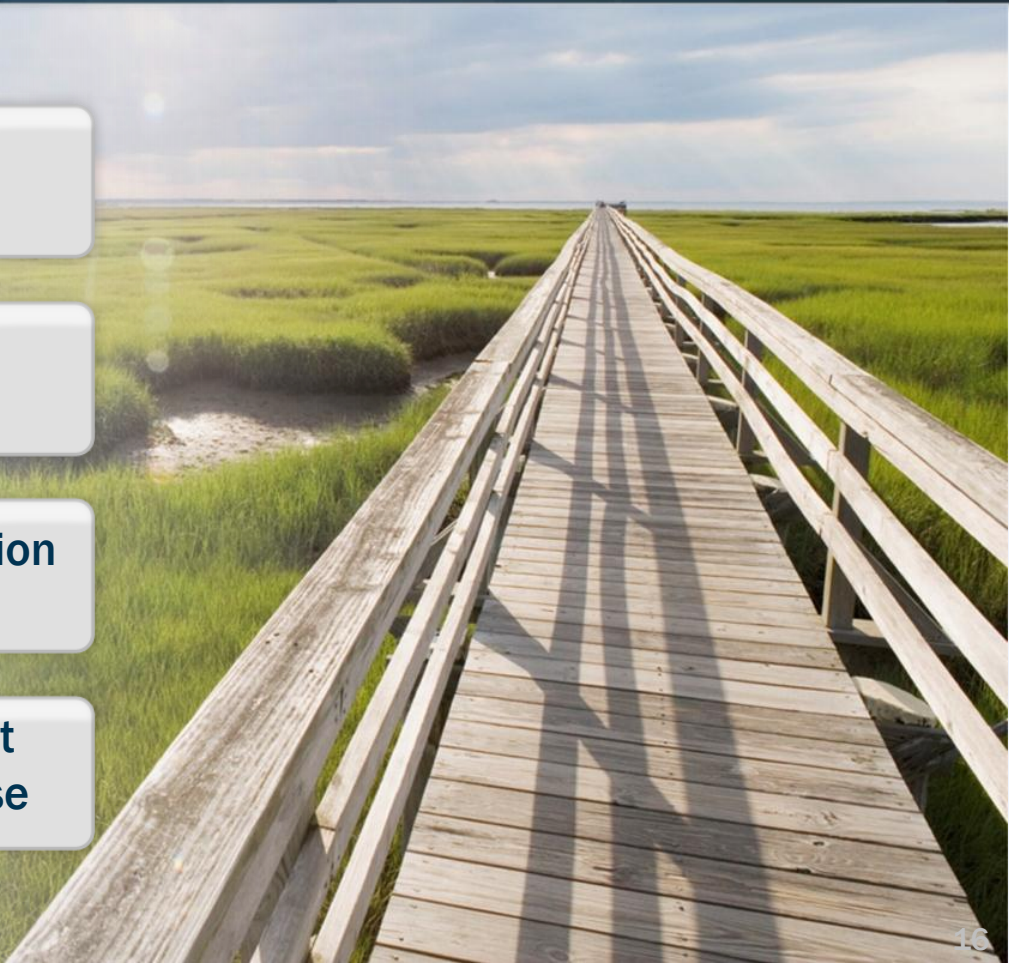
TRITON™

— Web security

— Email security

— Data security

Our Guiding Principles

Maximize the Return on Security Investment (ROSI) & Reduce TCO

Counter modern threats through content and context awareness

Consistently enforce policies, regulation and statutory compliance

Provide flexible deployment without additional complexity or compromise

Unified Content Security

Shared threat intelligence

Adaptable to new threats

Owning the intellectual capital for content analysis leads to greater innovation

UNIFIED ANALYSIS

websense®
ACE ADVANCED CLASSIFICATION ENGINE

Websense owns the intellectual property for content analysis: proactive protection against modern threats. Maintain innovation leadership against vendors who OEM threat intelligence

Unified Content Security

Unified console for shared management, reporting, policies & enforcement

Comprehensive and meaningful reports and policies

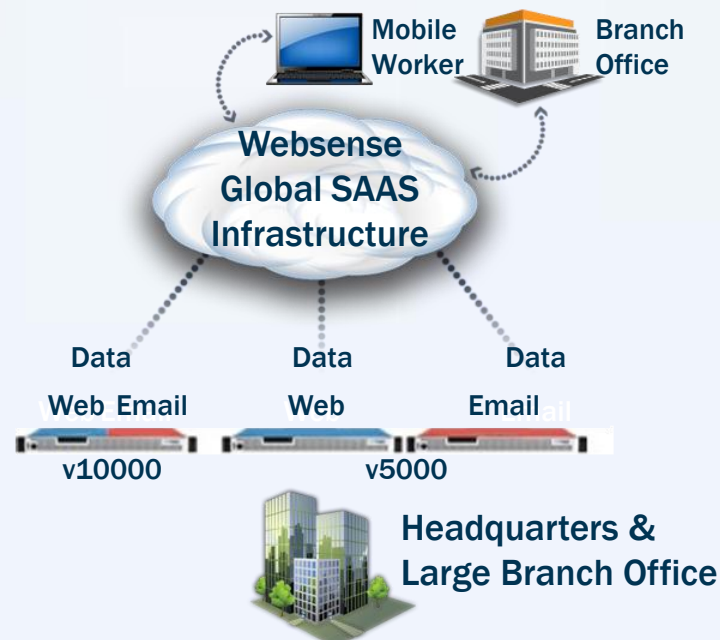Analysis & intelligence drive actionable policies

UNIFIED SOLUTION

websense® **TRITON**™ UNIFIED SECURITY CENTER

Web Security | Data Security | Email Security

Web
Data
Email

Policy management and reporting is consistent and comprehensive across all threat vectors.

Unified Content Security

Software, appliance or cloud based deployment to suit business environment

More resilient to technological change without extra CAPEX

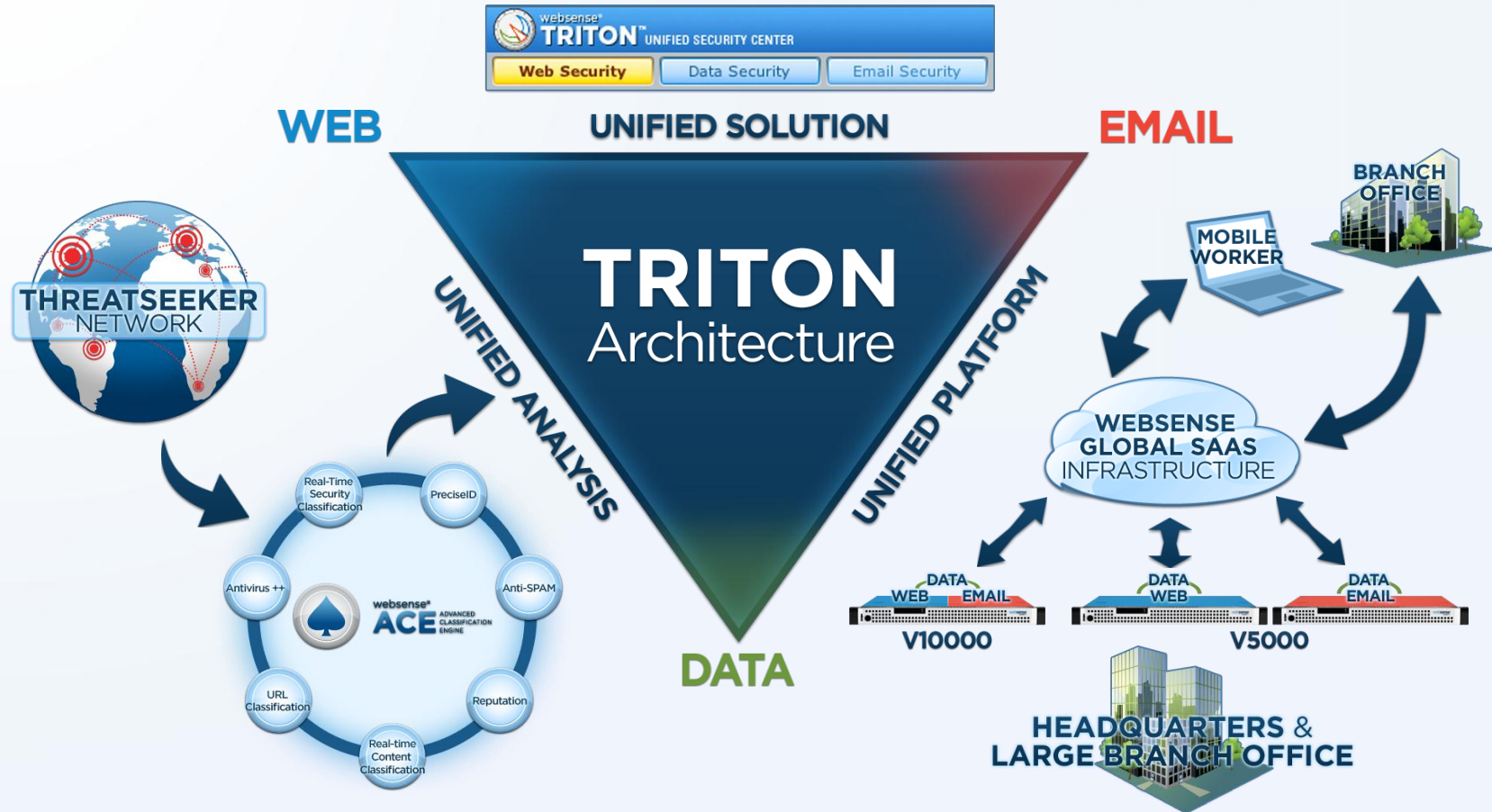**Leverage virtualization technologies to mix and match platform options**

UNIFIED PLATFORM

Mobile Worker

Branch Office

Websense Global SAAS Infrastructure

Data
Web Email
v10000

Data
Web
v5000

Data
Email

Headquarters & Large Branch Office

We are platform agnostic. We let customers decide what is best for their circumstances. This has major cost benefits.

Protection from:

- Mobile malware
- Malicious apps
- Phishing & scams
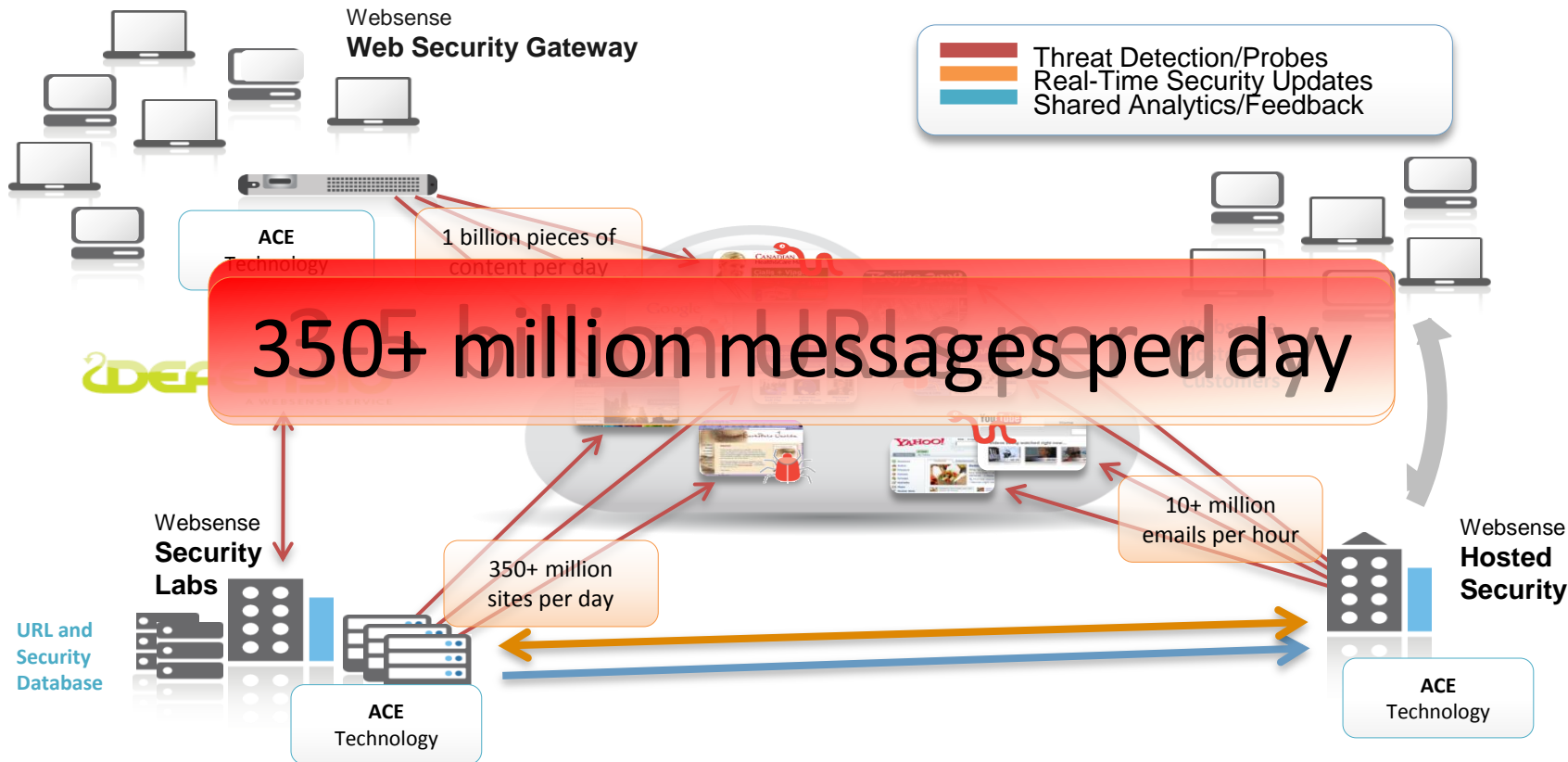- Advanced malware
- Data theft

Control for:

- BYOD
- Enterprise devices
- Mobile DLP for email
- Web security & apps
- Compliance

websense®

Most logical place

- Devices are in the cloud
- Users are the cloud
- Users use the cloud
- Security is smart because of the cloud

Websense
Web Security Gateway

Threat Detection/Probes
Real-Time Security Updates
Shared Analytics/Feedback

ACE Technology

1 billion pieces of content per day

350+ million messages per day

Websense
Security Labs

URL and Security Database

ACE Technology

350+ million sites per day

10+ million emails per hour

Websense
Hosted Security

ACE Technology

compliancy

- Measurable management and auditing
- Extension of ISO certification to you as a customer.
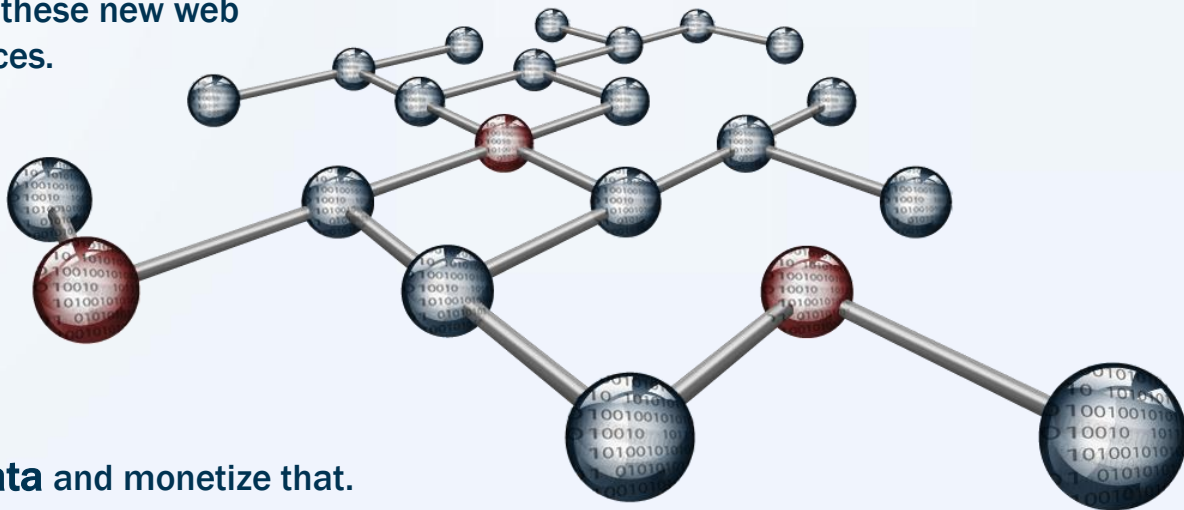- Insurance of safe procedures.

Interconnectivity of business across more complex sites with user generated content predominating.

Businesses are **taking advantage** of these new web sites to reach new and existing audiences.

Data now lives outside your network, more so if you use SaaS applications.

The focus from criminals is to **steal data** and monetize that. They **blend their attacks** across multiple vectors.

URL lists and signature based security mechanisms **cannot keep up**, at best AV can clean up.

Thank you for your attention

TRITON™

— Web security

— Email security

— Data security