

Investor Relations

Briefcase



800-782-3762
www.edgewave.com

Profile

EdgeWave Inc. (OTCBB/OTCQB: EWVE) develops and markets on demand, on-premises, and hybrid Secure Content Management (SCM) solutions to the mid-enterprise and service provider markets. The EdgeWave portfolio of web, email and data protection technologies delivers comprehensive secure content management with unrivalled ease of deployment and the lowest TCO on the market. The company's award winning iPrism Web Security and Email Security products have been expanded to include email archiving, data loss protection, and email encryption services. With 6,500 customers and over 200 partners worldwide, EdgeWave strives to deliver simple, high performance solutions that offer excellent value.

Based in San Diego, California, EdgeWave markets its solutions through a network of value added resellers, ISPs and MSPs, distributors, system integrators, OEM partners and directly to end users.

At-A-Glance

- Public company currently trading under OTCBB/OTCQB: EWVE
- Founded in 1995
- 110 employees
- Customers: 6,500
- Channels: Direct, partner, distributor and OEM

Awards & Rankings

- Golden Bridge Award Winner for Best URL/Web Filter and Best Anti-Spam Solutions – August 2011
- SC Magazine 5-Star Rating and Recommended Web Content Management Solution - March 2011
- InfoSec Global Product Excellence Awards Finalist, Best URL/Web Filtering, Best Anti-Spam, Best Managed Service - 2011
- SC Magazine Reader Trust Awards - 2010
- InfoSec Global Product Excellence Awards - 2010
- Technology & Learning Award of Excellence – 2009, 2010
- SC Magazine 5 Star Rating, Web Content Management Group Test – 2008, 2009, 2011
- Hot Companies finalist - March 2008
- Global Product Excellence in URL Filtering Customer Trust Award & Small Office Home Office (SOHO) Security Solution - May 2007
- San Diego AeA High Tech Award Finalist - September 2006
- Global Product Excellence in URL and Web Filtering Customer Trust Award -May 2006
- #33 in Deloitte Technology Fast 50 of San Diego - 2006
- #1 in Worldwide Web Filtering Appliance revenue, IDC - Sept 2005

Target Markets

EdgeWave products are used in service provider markets and enterprises of all sizes across most commercial markets including healthcare, manufacturing, finance, insurance, real estate, and public administration, as well as educational institutions and state/local governments.

- **Louis Ryan - CEO & Chairman of the Board**

Mr. Ryan brings over 20 years of executive leadership to his position as Chief Executive Officer and Chairman of the Board. Mr. Ryan became a member of the company's Board of Directors upon completion of the merger of St. Bernard Software, Inc. with Sand Hill IT Security Acquisition Corp. in July 2006, and has served as Chairman of the Board of Directors since June 2008.

Mr. Ryan's extensive background in the technology industry includes roles as a co-founder and/or executive in several technology startups including Delrina and Living VideoText, which were both sold to Symantec Corp., and Entercept Security Technology, which was sold to McAfee Inc. Mr. Ryan also remains an active investor and /or board member for several companies including HydroPoint Data Systems, Inc., Paglo, Plastic Jungle, SprayCool, Network Chemistry, which was sold to Aruba, and Foundstone, which was sold to McAfee Inc.

- **David Smith - Senior Vice President, Worldwide Commercial Sales**

Mr. Smith is a career high technology sales executive with 20 years of senior sales management experience. Mr. Smith's career includes experience with high growth technology companies such as Frontrange Solutions where he helped the business grow from 60M to 130M, expanded into international markets and successfully helped integrate acquisitions. Mr. Smith was also a senior executive at 3Com Corporation where he ran sales and service and gained experience running a Billion dollar business with multiple distribution channels. Mr. Smith also served as an Area Director at Oracle Corporation where his team sold the Oracle Application Suite.

- **Bob Crowe - Vice President, Engineering – Web Security**

As Vice President of Engineering, Mr. Crowe brings over 20 years of development and management experience to his position leading all technical functions for the company. Mr. Crowe is one of the pioneers of content filtering, having worked in this market since the early 1990's. From 1992-2000, Mr. Crowe was a co-founder and Vice President of Engineering at Internet Products, then a leading provider of award-winning turnkey Internet servers which was sold to St. Bernard Software in 2001. This acquisition became the technology platform upon which the company's secure web gateway is based.

- **Jim Sackman - Vice President, Engineering – Messaging Security**

Mr. Sackman brings nearly 25 years experience in hardware, embedded software, networking architecture and strategic product marketing to the company. His background spans executive-level engineering and management roles in global telecommunications, enterprise data communications, and information technology. A seasoned manager of complex engineering projects, Mr. Sackman has brought many successful business-to-business products to market, including Enterprise T-1 equipment, ATM switches, IPTV routers, and FTTH (fiber to the home). Prior to joining St. Bernard, Mr. Sackman served as Vice President of Engineering at Red Condor, which was acquired by St. Bernard Software. Mr. Sackman's career also includes five years as vice president of product strategy for Tellabs and four years as chief technical officer for Advanced Fiber Communications (AFC), which Tellabs acquired in 2004. Mr. Sackman received his Bachelor of Science in Computer Engineering from Rochester Institute of Technology. He holds four U.S. patents for inventions in the field of networking hardware infrastructure.

- **Ron Kaplan - Vice President, Product Management**

Mr. Kaplan has over 20 years of experience building and executing product and market strategies in technology, B2B, on-premises, SaaS, and security solutions. In his 12 years with the company, beginning with St. Bernard Software, now EdgeWave, Mr. Kaplan has shepherded the successful direction, development and launch of many IT security solutions. In his current position as V.P. of Product Management, he drives corporate direction and growth strategies for the iPrism Web Security and ePrism Email Security Suite product groups and is also responsible for the iGuard Internet Analysts Team. Mr. Kaplan has been instrumental in the successful launch of services added to the Email Security Suite, including Continuity, DLP, Encryption and Archiving. He has also steered the expansion of iPrism Web Security's services including the introduction of proprietary Hybrid Remoter Filtering and the new H-Series line of appliances.

- **Ian Thompson - Vice President, Technical Operations**

Mr. Thompson brings 20 years of technical support, customer service and operations management experience to the company. Mr. Thompson was Vice President of Central Services at technology company Mitchell International, where he led the organization to multiple national awards for technical support and service. Mr. Thompson also centralized customer service and order processing operations for catalog sales company Maintenance Warehouse, which was subsequently purchased by The Home Depot. He has held management positions at Continental Airlines, The Automobile Club of Southern California and the Institute for International Research, and has spoken on the topic of technical support operations at numerous industry conferences. He received his degree in education from Loughborough University of Technology in England.

- **Thalia R. Gietzen - Vice President, Finance**

Ms. Gietzen brings over 15 years of senior-level financial management experience within the technology industry to her position as Vice President, Finance. Prior to joining the company, Ms. Gietzen was the CFO at Vycera Communications, a \$20 million telecommunications company. Ms. Gietzen has also served as CFO at Communications Telesystems International, a telecom company that went from a start-up to over \$100 million dollars in annual revenue during her two-year tenure. Ms. Gietzen started her professional career in public accounting at Grant Thornton and continues to be a licensed CPA. Ms. Gietzen graduated Cum Laude from Cal State Northridge with a degree in Business Administration and Accounting.

- **Eric Bearden - Director of Human Resources**

Mr. Bearden has worked in human resources for technology companies for over 13 years. He is responsible for all human resources functions including compensation, benefits, employee relations, recruiting, and facilities. Prior to joining the company, Mr. Bearden held several HR positions at Macromedia, a publicly held San Francisco-based technology company, which was purchased by Adobe Systems in late 2005. Prior to Macromedia, he worked for a boutique HR agency in Seattle whose clients included many technology companies including Microsoft. Mr. Bearden is a member of the Society for Human Resources (SHRM) and is certified as a Professional in Human Resources (PHR). He received his Bachelor of Science degree from Auburn University in Auburn, Alabama.

- **Louis Ryan - CEO & Chairman of the Board**

Mr. Ryan brings over 20 years of executive leadership to his position as Chief Executive Officer and Chairman of the Board. Mr. Ryan became a member of the company's Board of Directors upon completion of the merger of St. Bernard Software, Inc. with Sand Hill IT Security Acquisition Corp. in July 2006, and has served as Chairman of the Board of Directors since June 2008.

Mr. Ryan's extensive background in the technology industry includes roles as a co-founder and/or executive in several technology startups including Delrina and Living VideoText, which were both sold to Symantec Corp., and Entercept Security Technology, which was sold to McAfee Inc. Mr. Ryan also remains an active investor and /or board member for several companies including HydroPoint Data Systems, Inc., Paglo, Plastic Jungle, SprayCool, Network Chemistry, which was sold to Aruba, and Foundstone, which was sold to McAfee Inc.

- **Humphrey P. Polanen**

Mr. Polanen served as Chairman of the Board of Directors of the Company from April 2004 to June 2008 and is now chair of the board's compensation committee. Mr. Polanen founded and was Managing Director of Internet Venture Partners, a strategic consulting and venture capital management firm for technology companies. He was General Manager of two divisions of Sun Microsystems where he led the Internet Commerce Group and the Network Security Division. He also held executive positions at Tandem Computers. Mr. Polanen is a director of Heritage Bank of Commerce, a Nasdaq listed bank holding company. Mr. Polanen is also board chair of uCirrus Corp., a venture stage company focused on managing data in motion. Mr. Polanen is a graduate of Hamilton College and Harvard Law School.

- **Bart A.M. Van Hedel**

Mr. van Hedel is an Executive Officer for Vogel Investments B.V. in addition to the companies listed below. Mr. van Hedel became a member of the Board of Directors of the Company upon completion of the merger of St. Bernard Software, Inc. with the Company (when the Company was known as "Sand Hill IT Security Acquisition Corp.") in July 2006. Prior to the merger, he served as a director of St. Bernard Software since 1996. He has been a Partner of BeeBird Corporate Finance C. V. since 1992. Mr. van Hedel was a nonexecutive member of the board of Ai-Investments N.V. from 1997 until December 2005, when he was named an executive board member. He was an executive board member of venture capital firm Paribas Participations N.V., from 1990 to 1992 and was an executive board member for Kempen & Co., Investment Bank in Amsterdam from 1981 to 1990. Mr. van Hedel graduated in 1973 from Erasmus University of Rotterdam with a Masters in economics and tax.

- **William R. Baumel**

Mr. Baumel is a Managing Director of RWI Ventures and has been a venture capitalist for over fifteen years. He was named to the Venture Capital 100 in 2009 as one of the top 100 venture capitalists based on realized returns. Mr. Baumel's current and past investments focus on data storage, security, communications and mobile and include: BlueArc, ebix (Nasdaq: EBIX), Infinera (Nasdaq: INFN), Magnet (sold to Intuit, Nasdaq: INTU), Optical Solutions (sold to Calix, Nasdaq: CALX), and SiGe and Turin/Force10, both of which have registered for an IPO. Prior to his career in venture Capital, Baumel was a small-cap portfolio manager at Brinson Partners, a \$40 billion institutional investment firm acquired by UBS.

Mr. Baumel joined the company's Board as part of its acquisition of Red Condor, an award-winning e-mail security vendor. Mr. Baumel holds a B.S. summa cum laude from The Ohio State University and an MBA with high distinction from the University of Michigan and earned his C.P.A. while at Deloitte & Touche.

Market Overview – Secure Web Gateway



What is a Secure Web Gateway?

Enterprise applications and collaboration systems increasingly use HTTP as the underlying protocol. SWG's provide inbound filtering of malware and spyware, as well as outbound URL blocking and other forms of policy enforcement. This market is rapidly emerging as a stand-alone market from historically distinct markets, such as proxies/caches, URL filtering and antivirus gateways.



Corporate Web Security Revenue Forecast, 2009 - 2013

Source: The Radicati Group (April 2008)

“Growth will be fueled by increased penetration of dedicated SWG devices, incremental feature revenue and the impact of appliance-based products replacing software.”

Source: Gartner (September 2008)

Why Do People Buy Secure Web Gateway?

- Security
- Regulatory Compliance
- Liability
- Optimization of internal resources/productivity

Where is Secure Web Gateway Used?

- Corporations
- K-12
- State & local government
- Federal government

Who is the Buyer/Decision maker?

- IT Administrators
- IT Managers
- IT Directors

Investor Relations

Briefcase

©2011 EdgeWave, Inc. All rights reserved.

The EdgeWave logo is a trademark of EdgeWave, Inc.

All other trademarks and registered trademarks are hereby acknowledged.

Corporate Office
15333 Avenue of Science
San Diego, CA 92128



Phone: 858-676-2277
Toll Free: 800-782-3762

Fax: 858-676-2299
Email: info@edgewave.com