



## NetQin Frequently Asked Questions

### Questions

1. What does NetQin do?
2. What is NetQin's Freemium SaaS business model?
3. How many employees does NetQin have?
4. When was NetQin incorporated?
5. Where is NetQin traded?
6. When was NetQin's initial public offering?
7. Who were NetQin's underwriters?
8. Who is NetQin's independent auditor?
9. When does NetQin's fiscal year end?
10. What is the background of the senior management team?

### Answers

1. What does NetQin do?

We are a leading SaaS provider of consumer-centric mobile Internet services focusing on security and productivity.

2. What is NetQin's Freemium SaaS business model?

Freemium = Free + Premium  
SaaS = Software as a Service

With a diverse and flexible services portfolio, we believe that we are a pioneer in adopting the innovative Freemium-SaaS business model to offer mobile security and productivity services. We provide a wide range of free services to address fundamental user needs, such as malware scanning, Internet firewall, performance optimization, data back-up and restoration, and spam filters, in order to build a large user base while increasing user loyalty. We also provide a selection of premium services to generate revenues from our large user base. These services include virus library updates, account safety, anti-theft, and communication privacy protection and are bundled with our free offerings for users who elect to pay for additional protection and enhanced productivity. Moreover, we deliver our service offerings over the mobile Internet as a subscription service on demand using our SaaS model. We offer flexible ala carte service subscription options available in monthly, three-month, six-month, and twelve-month packages. We believe our Freemium-SaaS business model has contributed significantly to our success to date by providing users with on-demand personalized selection of products and services portfolio.

3. How many employees does NetQin have?  
As of March of 2011, NetQin has more than 300 employees, both in China and overseas.
4. When was NetQin incorporated?  
NetQin was incorporated in 2005.



5. Where is NetQin traded?  
NetQin is traded on the NYSE under the ticker symbol "NQ".
6. When was NetQin's initial public offering?  
May 5, 2011.
7. Who were NetQin's underwriters?  
Piper Jaffray & Co, Oppenheimer & Co., and Canaccord Genuity
8. Who is NetQin's independent auditor?  
PricewaterhouseCoopers
9. When does NetQin's fiscal year end?  
December 31.
10. What is the background of the senior management team?  
Please click [here](#) to see the bios of the management executives.

#### **About NetQin**

NetQin Mobile Inc. (NYSE: NQ) is a leading global provider of consumer-centric mobile Internet services focusing on security and productivity. NetQin was one of the first companies to recognize the growing security threats targeting smartphone users and is now a leading Software-as-a-Service (SaaS) provider with over 100 million registered user accounts worldwide. As a market leader in mobile security, NetQin's innovation and global significance have been widely recognized through distinctions such as the 2011 Technology Pioneer Award bestowed by the World Economic Forum. For more information on NetQin, please visit [www.netqin.com/en](http://www.netqin.com/en)

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