

Contact: David Roy
Vice President, Investor Relations
Phone: (781) 902-8033
Fax: (781) 902-8009
Email: david.roy@iona.com



Date February 2007

IONA Technologies

The Company

IONA was founded in 1991 in Dublin, Ireland. We have a history of providing distributed, standards-based solutions to IT organizations with complex, heterogeneous computing environments and challenging integration problems. We have a proven record of industry leadership and continuous product improvement.

We make software work together so our customers can make better decisions, run their businesses more efficiently and improve their business results. Our Distributed SOA Infrastructure products enable customers to modernize and streamline their IT environments while at the same time lowering fixed operating costs and ultimately achieving greater return on investment (ROI) on their existing and future IT assets.

Since the early 1990s, IONA has built its integration products around two very significant open industry standards, initially CORBA and more recently Web services, and a unifying approach to designing and implementing large-scale systems referred to as service-oriented architecture, or SOA. These guiding principles can be seen in our Orbix and Artix product families, in our Celtix family of open source SOA infrastructure products and our leadership role in the Eclipse Foundation SOA Tooling Platform Project.

Supporting SOA: IONA Products and People

IONA's critical role in the architecture and deployment of the world's largest integration and SOA projects is a reflection of more than just the right mix of products. It also reflects a customer support organization that has proven itself indispensable to managers of critical enterprise systems, 24 hours of every day, everywhere in the world, and a consulting organization that has no rival in its ability to help organizations architect and implement high performance, distributed standards-based systems.

<p>IONA History</p>	<p>IONA's story began in 1983, in the computer science department of Dublin's Trinity College. Long before the advent of such topical industry concerns as service orientation, Chris Horn, Annrai O'Toole and Sean Baker were absorbed in fundamental research, seeking to improve the interoperability of large-scale, distributed computing systems.</p> <p>In 1993 that research produced the first release of IONA's CORBA-based Orbix, which ultimately became the decade's most successful IT infrastructure product, and the platform supporting some of the world's most ambitious and large-scale integration projects. In 1995, the company opened its U.S. headquarters in Boston. Two years later, IONA began trading as a public company on the NASDAQ exchange, in what was then the 5th largest software IPO ever.</p>
<p>IONA Solutions</p>	<p>IONA delivers value to its customers through its Artix and Orbix product families and the Celtix family of open source distributed SOA infrastructure software products. These products employ standards-based technology, deployed in a distributed manner, to address the enterprise SOA infrastructure software requirements of our customers.</p> <p>Orbix, IONA's CORBA-based product family, continues to support critical applications in the telecommunications, financial services, and government vertical markets, among others. Artix, an extensible enterprise service bus (ESB) product, and the Celtix family of open source distributed SOA infrastructure products provide critical Web services-based infrastructure for enterprise integration based on SOA principles. IONA's products allow our customers to generate greater ROI from existing and future IT assets and investments, offer clients and customers new products and services while driving down fixed IT operating costs, and modernize and streamline IT environments to make them more agile without ripping out and replacing existing mission critical systems.</p> <p><i>Artix</i></p> <p>Artix is our extensible ESB product, which provides Web services-based integration software for enterprise IT organizations with multiple generations of business applications, technologies and architectures. Artix makes these IT assets work together, forming the basis for an agile SOA. Artix is unique in that it is deployed in a distributed manner and does not rely on a centralized server or hub and spoke architecture. This approach to integration better supports our customers' ability to deploy an agile SOA environment that is responsive to changing business requirements.</p> <p>Artix is designed for organizations with complex and heterogeneous computing environments. These organizations use Artix to represent IT assets as Web services, making it easier to integrate these assets or to consolidate assets without disrupting ongoing operations.</p>

Artix makes Web services immediately useful in an enterprise context. For example, Artix empowers organizations to incorporate the proven enterprise features of their existing computing environments to add security, reliability, availability and management features to Web services. Artix lets organizations reuse existing middleware and application functionality to create secure, manageable Web services-based integration projects.

Artix is available on a wide range of hardware and software platforms including many variants of Unix as well as Microsoft platforms. IONA also offers a mainframe-based version of Artix that gives organizations the ability to Web service enable IBM's Information Management Service (IMS), and Customer Information Control System (CICS) applications. IMS and CICS support large-scale, transaction-intensive mainframe applications. Organizations with large investments in CICS and IMS are committed to the ongoing use of their mainframes, and need a secure means of reusing and extending the life of those investments.

Celtix

The Celtix Open Source Distributions were created to make it significantly easier for our customers to use leading community developed technologies as part of their SOA deployment strategy and take advantage of the economic benefits associated with the use of open source software, while maintaining the enterprise support levels to which they're accustomed. The Celtix family includes three offerings: Celtix Enterprise (an ESB), Celtix Advanced Service Engine (service enablement), and Celtix Advanced Messaging (messaging infrastructure). IONA is backing these Certified Open Source Distributions with enterprise-class support, consulting and training, giving customers greater confidence in their choice to deploy open source in the enterprise.

Orbix

Orbix is our original high performance infrastructure software for mission-critical applications. Orbix is a comprehensive and proven platform for extending or integrating the most demanding component-based systems. Orbix encourages a services-oriented approach to component development and integration, with immediate benefits to productivity, efficiency and operational expense.

Orbix is engineered to support the integration of CORBA with other technologies, especially J2EE and Web services. Orbix has been used to encourage the reuse of existing systems by replacing their proprietary application interfaces with standards-based interfaces; to build new, service-oriented systems in Java or C++; to extend the value of mainframe assets by exposing them as services; and to non-intrusively augment existing systems with new functionality. Our Orbix offering is augmented by a second similar CORBA solution, Orbacus, which is available in source code form for those customers preferring a source-available product.

	<p>Like Artix, Orbix meets the needs of enterprise IT organizations by providing a set of enterprise qualities of service for security, asynchronous messaging, management, transactions, load balancing, and fault tolerance.</p> <p><i>IONA & Open Source</i> IONA firmly believes that Global 2000 customers will embrace open source and leverage its benefits to accelerate SOA adoption. The Company’s active role in the open source community is a natural progression IONA’s heritage of technical innovation, the support of standards, and community participation to address complex computing issues. IONA initiated its leadership in open source SOA infrastructure software with sponsorship of the original Celtix open source ESB project in the ObjectWeb community. IONA extended that leadership by joining the Eclipse Foundation as a strategic developer to lead the SOA Tooling Platform (STP) Project. Additionally, IONA has committed developer resources on several other SOA infrastructure software projects in incubation at the Apache Software Foundation including CXF, Tuscany, and others.</p>
<p>Customers</p>	<p>Since our inception, we have licensed, directly or indirectly, our products to thousands of Global 2000 customers worldwide. These customers operate in a wide variety of industries including telecommunications, financial services, and government. The following is a selected list of customers across some of our targeted industries:</p> <p>Financial Services: Credit Suisse Group, GAD, JPMorgan Chase, Lehman Brothers, Raymond James & Associates, Reuters, Sentenial, Winterthur Insurance</p> <p>Telecommunications: Aepona, AT&T, Beijing Mobile, Ericsson, Fujitsu Telecommunications Europe, Marconi, Motorola, Nokia, Nortel Networks, NTT DoCoMo, O2, Sprint, Verizon, Vodafone and Wind Spa</p> <p>Government: N.A.S.A, National Geospatial-Intelligence Agency, U.S. Department of Transportation, U.S. Environmental Protection Agency</p> <p>System Integrator Partners (SIs): BearingPoint, CGI, CSC, LogicaCMG, MetaSecure, NEC System Technology, NS Solutions, Perficient, Satyam, Wipro</p>
<p>Financials</p>	<p>For the full year 2006, IONA reported total worldwide revenue of \$77.8 million. IONA generates revenue from software license sales and, with license revenue contributing approximately 54% of total revenue. On the service side, IONA offers support, and professional and training services. IONA is a global company with approximately 55% of its revenue coming from the Americas, approximately 29% from EMEA and 16% from Asia Pacific. IONA sells through both direct and indirect channels, with approximately one-third of revenue generated or influenced by channel partners consisting primarily of Independent Software Vendors (ISVs) and systems integrators (SIs). IONA’s strong balance sheet including, \$54 million</p>

	<p>of cash and no debt, enables the company's sustained innovation in areas of high performance enterprise integration.</p> <p>*All numbers and percentages quoted in this section are for the year ended December 31, 2006 in U.S. dollars</p>
<p>Senior Management</p>	<p>Peter Zotto, President and Chief Operating Officer Robert McBride, Chief Financial Officer Eric Newcomer, Chief Technology Officer Christopher Mirabile, General Counsel Larry Alston, VP Corporate Strategy and Product Management Bill McMurray, VP Worldwide Sales & Marketing Sean Baker, Chief Scientist Andrew O'Sullivan, VP Services Business Scott Devens, VP International Sales & Strategic Alliances Stephanos Bacon, VP Product Development Philip Pender, VP Human Resources Steven Porter, Chief Information Officer David Roy, VP Investor Relations Patrick Walsh, VP Marketing</p>
<p>Offices</p>	<p><i>Corporate Headquarters</i> IONA Technologies PLC Dublin, Ireland</p> <p><i>US Headquarters</i> IONA Technologies PLC Waltham, MA</p> <p><i>Asia-Pacific Headquarters</i> IONA Technologies Japan, Ltd Tokyo, Japan</p>
<p>URL</p>	<p><i>http://www.iona.com</i></p>