

# FINAL TRANSCRIPT

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## **SYMC - Symantec to Acquire MessageLabs Conference Call**

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Oct. 08. 2008 / 8:00AM, SYMC - Symantec to Acquire MessageLabs Conference Call

## CORPORATE PARTICIPANTS

**Helyn Corcos**

*Symantec - VP of IR*

**John Thompson**

*Symantec - Chairman and CEO*

**Adrian Chamberlain**

*MessageLabs - CEO*

**James Beer**

*Symantec - EVP and CFO*

## CONFERENCE CALL PARTICIPANTS

**Daniel Ives**

*Friedman, Billings, Ramsey Group - Analyst*

**Sarah Friar**

*Goldman Sachs - Analyst*

**Todd Raker**

*Deutsche Bank - Analyst*

**Michael Turits**

*Raymond James & Associates - Analyst*

**Adam Holt**

*Morgan Stanley - Analyst*

**Walter Pritchard**

*Cowen and Company - Analyst*

**Brad Zelnick**

*Banc of America Securities - Analyst*

**Garrett Becker**

*Merrill Lynch - Analyst*

**Phil Rueppel**

*Wachovia Securities - Analyst*

**Tim Klasell**

*Thomas Weisel Partners - Analyst*

**Katherine Egbert**

*Jefferies & Company - Analyst*

**Steve Ashley**

*Robert W. Baird & Company, Inc. - Analyst*

## PRESENTATION

**Operator**

Good day, everyone, and welcome to the Symantec/MessageLabs acquisition call. As a reminder, today's conference is being recorded. At this time, I'd like to turn the conference over to your host, Helyn Corcos. Please go ahead, ma'am.

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**Helyn Corcos** - Symantec - VP of IR

Thank you for joining us on such short notice to discuss Symantec's planned acquisition of MessageLabs. With me on the call today from Symantec is John Thompson, Chairman and CEO and James Beer, Executive Vice President and CFO. From MessageLabs, we have Adrian Chamberlain, CEO and Stephen Chandler, CFO.

In a moment, I will turn the call over to John, who will discuss the strategic rationale of the planned acquisition and provide an overview of the Software-as-a-Service messaging security opportunity. Next, Adrian will discuss the advantages of the combination with Symantec from MessageLabs' perspective. Then James will provide a financial summary of the acquisitions details and discuss our financial expectations.

Today's call is being recorded and will be available for replay on Symantec's website. In addition, a copy of today's press release and a presentation outlining the strategic merits of the acquisition are currently available on our website. We encourage you to review the presentation as we deliver our prepared remarks. A copy of today's prepared comments will be available on our website shortly after the call is completed.

Before I begin, I would like to remind everyone that the information discussed on this call contains forward-looking statements that involve risks and uncertainties, including expectations regarding the closing of the acquisition and the potential benefits of the combination of Symantec and MessageLabs. Such risk factors include, among others, satisfaction of closing conditions to the transaction, our ability to successfully integrate the merged businesses and technologies and customer demand for the technologies and integrated product offerings. These statements are based on current expectations and actual results may differ materially from those set forth. Additional information concerning factors that may cause actual results to differ can be found on Symantec's filings with the US Securities and Exchange Commission.

It's now my pleasure to introduce Symantec's Chairman and CEO, Mr. John Thompson.

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**John Thompson** - Symantec - Chairman and CEO

Thank you, Helyn, and good afternoon or good morning, depending upon where you are in the world. Today, we announced Symantec has signed a definitive agreement to acquire MessageLabs, the leading provider of message security services. With the acquisition of MessageLabs, Symantec gains a leadership position in the rapidly growing segment of Software-as-a-Service or SaaS and strengthens our lead in the messaging security market. SaaS offers customers flexibility and choice in managing their technology investments to support their growing use of the Web as a medium of information exchange. By implementing online solutions, customers have access to world-class technology, infrastructure and the people to ensure it works in their operating environment.

This acquisition represents a natural extension of our current SaaS offerings and provides a strong customer base into which we can cross-sell our current online services, backup, storage and remote access from the Symantec protection network.

We are excited to have MessageLabs team and market leading SaaS messaging security become a part of Symantec. The acquisition of MessageLabs will accelerate the international expansion of the Symantec Protection Network, increase distribution opportunities for both companies, and leverage the strength of Symantec's software portfolio for growth as new SaaS solutions evolve.

Information is one of a company's most valuable assets, whether it be a Company's e-mail infrastructure, customer lists, financial data or valuable intellectual property, securing and managing that information is critical to any business's ongoing success.

MessageLabs' offerings help ensure that only appropriate information enters an organization, which complements the Symantec Protection Network's ability to secure and manage that data with backup and online storage solutions.

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Furthermore, the acquisition catapults Symantec into a leadership position in the rapidly growing market for messaging and Web security services. Market estimates from IDC suggest messaging security will deliver a compounded annual growth rate of 15% from approximately \$2.4 billion in 2007 to \$5 billion in 2012. Together, Symantec and MessageLabs will have more than 2 times the market share of our nearest competitor. In addition, MessageLabs is the leader in the largest and fastest growing segment of the messaging market, hosted services, with 30% market share and a CAGR of 32%, according to IDC.

As the first company in the world to offer customers the choice of security as an online service, MessageLabs' team has achieved tremendous success. They have set the standard for the industry for world-class online services and outstanding customer relationships. Along the way, they have built an industry-leading SaaS suite that provides customers instant and continuous protection of information transmitted through mail, Web services and instant messaging.

With over 8 million users and 19,000 clients located in more than 86 countries, MessageLabs' customer base spans the full range of clients from small businesses to Fortune 500 accounts. MessageLabs has relationships with some of the largest global companies, including DuPont and Motorola.

To support these clients, MessageLabs has designed and implemented a robust global infrastructure with 14 data centers across three continents. What makes the acquisition so attractive to us is the opportunity to merge the Symantec Protection Network and MessageLabs, each representing an opportunity for growth. MessageLabs provides the Symantec Protection Network and international expansion footprint and very strong expertise in this SaaS sales and support service model, which should prove invaluable as the service grows in both the large enterprise and SMB markets. And equally, Symantec provides MessageLabs expansion in new geographies and channels and a more comprehensive software portfolio from which to contemplate new product offerings.

What I find most exciting about this transaction is that it immediately leverages our respective core competitive strengths. It will extend Symantec's software expertise in data loss prevention, compliance, archiving and endpoint security solutions when combined with MessageLabs' online expertise in e-mail, Web security and instant messaging. The combination will create what we believe will be the most comprehensive SaaS offerings with a simplified user experience that packages billing, support and application management through one easy-to-use portal.

Increasingly, our customers want choice, the opportunity to provide them an expanded set of on-premise and off-premise solutions for many of their most critical information management challenges, is truly exciting. And the timing of this choice couldn't be more appropriate as customers think carefully about their IT investment plans for the coming years.

And now I would like to welcome Adrian Chamberlain and the entire MessageLabs team to Symantec and ask Adrian to provide his perspective on the many opportunities ahead for our combined company.

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**Adrian Chamberlain** - *MessageLabs - CEO*

Thank you, John and hello, everyone.

Let me begin by saying how excited we are to be joining such a world-class organization. As John mentioned, there are tremendous advantages in combining our highly talented team, market leading services, blue chip customers and our shared goal of (technical difficulty) organization to protect their most valuable asset, their information. Whether this information is on the move or being stored, it needs to be secure at all times and compliant with that organization's policies.

Together with Symantec, we look forward to delivering this comprehensive assurance to clients and building on our respective strengths to further enhance our position in the market. The e-mail security market is one of the few security markets where all three delivery models, software, appliance and Software-as-a-Service are available, and are increasingly being deployed in combination. In addition, this market continues to show strong growth and remains a must-have security purchase.

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Symantec is already a market leader in the software and appliance mail security market. With Symantec and MessageLabs together, we will drive geographic expansion and offer the broadest range of software, appliances and online services. MessageLabs was built from the ground up as a security SaaS company. In fact, we were the first company to develop an antivirus service in the cloud. Our success stems from our patented Skeptic technology, processing more than 3 billion e-mail connections and one billion Web requests through a network every day to create a comprehensive and up-to-date knowledge base of Internet threats. This provides dynamic and instant protection to MessageLabs' customers.

Now, with threats across multiple communications channels, e-mail Web and instant messaging, MessageLabs introduced an industry first, converged threat analysis, taking current threat and reputation information from one protocol such as e-mail and applying that knowledge to another protocol, such as Web traffic, providing an unparalleled level of knowledge and protection for MessageLabs' clients.

The clients adopting SaaS for security also demand strong service-level agreements. Our patented Skeptic technology and robust infrastructure with 14 load balanced and fully redundant data centers allows us to provide market-leading SLAs, including 100% SLA against both known and unknown virus infection and 99% spam capture rate and the lowest anti-spam false positive rate in the industry of 0.0003%.

MessageLabs has been incredibly successful in delivering market-leading messaging security solutions to a variety of small and large customers worldwide. We grew revenue more than 20% during our fiscal year 2008, which ended on July 31st. We continue to have high customer satisfaction and low churn. Our services are highly scalable and flexible. As our clients grow or needs change, our services seamlessly adjust to meet their needs without any hardware or software investment.

We currently offer customers a range of managed security services to protect, control, encrypt and archive communications across e-mail, Web and instant messaging. Our services protect a customer's infrastructure from spam, viruses and other unwanted content without requiring on-site hardware, software or ongoing maintenance.

Combined with Symantec, we will have the ability to offer clients a broader solution set by incorporating the Symantec Protection Network's data protection and remote access services. Going forward, we will also leverage the synergies across Symantec's respected data loss prevention, compliance, archiving and storage capabilities to deliver expanded services. Each of these product lines are recognized by industry analysts for their category leadership.

We plan to take advantage of Symantec's robust distribution network and relationships with enterprise and large enterprise to scale our existing success in the Fortune 500.

Joining with Symantec also enables us to scale our efforts in the Americas, public sector and mid market segments to improve our penetration rate and expand geographically.

In closing, I am personally very excited about the opportunity to work with John and the team, as well as lead the SaaS group at Symantec. By joining forces and building upon Symantec's strengths in endpoint, compliance, network and storage solutions, we can achieve our shared vision of information-centric security.

With that, let me hand the call over to James.

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**James Beer** - Symantec - EVP and CFO

Thank you, Adrian. I will walk through a brief summary of the transaction details and a description of how MessageLabs will be structured within Symantec, as well as an update on the expected impact this transaction will have on our financial results.

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The value of this transaction equates to approximately \$695 million, subject to the fluctuation in the dollar/pound exchange rate between the signing and closing dates of the acquisition. Symantec will pay approximately GBP310 million and \$154 million for the acquisition of MessageLabs. We will pay for the transaction in cash from our international cash balance.

MessageLabs generated approximately \$145 million in revenue during the fiscal year 2008, ending July 31st, 2008 and grew by more than 20% versus the prior fiscal year, indicating a revenue multiple of approximately 4.8 times based on our \$695 million purchase price.

Geographically, approximately 63% of MessageLabs' revenue is generated from the Europe, Middle East, Africa region. 28% comes from the US and 9% is derived from Asia Pacific.

The majority of MessageLabs' business is billed monthly. In addition, MessageLabs' service contracts are on de facto auto renewal, which means agreements automatically renew unless written notice is provided otherwise. As such, we believe MessageLabs gives us another predictable and growing revenue stream. This acquisition will be accounted for under purchase accounting rules and will be subject to European regulatory approvals. This transaction is expected to close as soon as practical with our intent being to close towards the end of the calendar year.

The transaction is expected to \$0.02 dilutive to FY '09 non-GAAP earnings per share. We expect GAAP earnings per share to be more diluted due to purchase accounting items and the amortization of acquired intangibles.

From an operating perspective, once the acquisition is finalized, MessageLabs will merge with our existing Symantec Protection Network group to create a new Software-as-a-Service group, operating as a dedicated team. Adrian will lead the team, reporting directly to Enrique Salem, Symantec's COO.

MessageLabs' research and development, sales, services and marketing teams will remain largely intact. For reporting purposes, we plan to include the Software-as-a-Service results within our services segment.

Now I would like to hand the call back to Helyn so that we can take some of your questions.

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**Helyn Corcos** - Symantec - VP of IR

Thank you, James. Heather, will you please begin polling for questions?

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## QUESTIONS AND ANSWERS

### Operator

(Operator Instructions).

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**Helyn Corcos** - Symantec - VP of IR

Thank you, Heather. While she is polling for questions, I would like to remind everyone that today's press release and supplemental presentation are available on the Investor Relations website. In addition, a copy of our prepared remarks will be available shortly after the call is completed.

I would also like to remind everyone that we will be reporting our fiscal second-quarter results on Wednesday, October 29th, and that we are still in our financial quiet period. As such, we will not be answering any questions with regards to our quarterly performance or results on this call.

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Heather, we are ready for our first question.

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**Operator**

Thank you. We'll hear from our first caller.

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**Daniel Ives** - *Friedman, Billings, Ramsey Group - Analyst*

This is Daniel Ives from FBR. I guess the question is, given what's going on in the financial markets, paying \$700 million cash, was that a consideration? Or is there a function of confidence in your business? Could you just address that in light of what's been going on? Thanks.

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**John Thompson** - *Symantec - Chairman and CEO*

Well, we certainly have confidence in our business, and our operating model that we have outlined for analysts and investors is a long-term expectation of 8% to 12% growth. We have always said that we would use half the free cash flow from operations to drive revenue growth and the other half for share repurchase. And so in light of the economic environment, we obviously have to be sensitive, but we have to stay focused on driving top-line revenue growth and delivering good returns for investors.

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**Operator**

We'll hear from our next caller.

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**Sarah Friar** - *Goldman Sachs - Analyst*

Hi, there. It's Sarah Friar calling from Goldman. Quick question for you, just in terms of SaaS versus on-premise. Are you starting to see that cannibalize some of your on-premise customers? So to what extent is this deal really additive? Or is it just a switch of customers choosing a different delivering model? And how do you ensure it isn't just cannibalizing the installed base?

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**John Thompson** - *Symantec - Chairman and CEO*

That's a good question. As it turns out, Sarah, if you were to look at the growth rates in the three delivery models, the software model is growing at about mid single digits, the appliance model grows at mid to high teens and the service-based model is growing at mid to high 20s. So this clearly represents the higher growth segment and represents an opportunity for us, we think, as customers recalibrate their infrastructure investments, to capture a larger share of the overall spending in the market.

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**Operator**

We'll take our next question.

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**Todd Raker** - *Deutsche Bank - Analyst*

Hi, it's Todd Raker from Deutsche Bank. Could you just give us a better sense in terms of the margin structure of what you are buying here? Any sense for gross margins, OpEx run rate and CapEx requirements from a modeling purposes. That would be helpful. Thanks.

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**John Thompson** - Symantec - Chairman and CEO

James, why don't you take that one?

**James Beer** - Symantec - EVP and CFO

Well, Todd, we are -- we won't get into a lot of specifics as to all of the details of the target P&L, as is our normal course with an acquisition, so forth.

It is fair to say we are very pleased with the growth opportunity here, the growth rate potential. We believe that by having MessageLabs work as part of Symantec, we will be able to accelerate that rate of growth. That will obviously drive margin benefits as we continue to develop things over time. We are comfortable with the fact that the organization has been profitable. It's been cash flow positive and we see a very good future for us here with MessageLabs as a part of our overall organization.

In terms of capital expenditure, of course there will be some capital expenditure, but I would say that it will be modest in the overall scheme of things. Recall that the e-mail that is being processed through these very large volumes of e-mail that will get processed through MessageLabs technology each day, are not stored long-term within that technological infrastructure. It's very much a pass-through, if you will, as the mail is inspected.

And so the capital expenditure needs will be relatively modest. I would expect them to add something of the order of 5% or so to our current capital expenditure run rate.

**Operator**

And we'll hear from our next caller.

**Unidentified Participant**

Just back on the margin topic, just wanted to see what you think this can get to long term. Obviously, you do have higher capital requirements here than in software only, but what do you think is the long-term goal for the margin structure here?

And then also, John, just from a leveraging an entire portfolio perspective, do you see yourself also starting to come up with bundles for such as on-demand e-mail archiving together with spam with this acquisition?

**John Thompson** - Symantec - Chairman and CEO

Yes, let me try to take a shot at both of those. I think this offers us the opportunity to truly give our customers choice. If you want it on-premise or off-premise or a hybrid model, we certainly have the opportunity to do that. And while I can appreciate why you might have concerns or issues around what's the margin of this business, this transaction does not change our long-term goal of improving aggregate operating margin for the Company 100 basis points a year. So you should assume that we will manage this in the same financial envelope that we talked about as the long-term goals for our Company.

**Operator**

We'll move on to our next question.

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**Michael Turits** - *Raymond James & Associates - Analyst*

It's Michael Turits from Raymond James. Question on the billing structure at MessageLabs. Do they have a one-year deal, monthly deals, two-year deals, and how is cash paid? And also, James, anything on what, after write-down you might expect the revenue contribution to be like going forward?

**James Beer** - *Symantec - EVP and CFO*

Well, in terms of the billing structure, over half of the activity is billed monthly and we tend to have cash up-front type structures. Others of the contracts are either billed annually or quarterly. So it's a very good cash flow model, and we are very pleased by that. So the accounting will be ratable. I think that's important to understand.

**Operator**

We'll take our next question.

**Adam Holt** - *Morgan Stanley - Analyst*

Good morning. This is Adam Holt from Morgan Stanley. I had a couple of other financial questions. So it sounds like you think you are going to have an opportunity to accelerate revenue, possibly get better margins. How does that tie to when you would expect this deal to be accretive?

And then secondarily, it looks like you are paying for this with your offshore cash. Presumably there shouldn't be any impact then on the ongoing buyback?

**John Thompson** - *Symantec - Chairman and CEO*

We certainly don't expect this to have any impact at all on our committed buyback plans, where we would use half the free cash flow from operations. And so I don't see this changing that direction that we've given you. James, you can take the other half, if you like.

**James Beer** - *Symantec - EVP and CFO*

Well, we haven't given any guidance around FY '10, obviously. And so we said for the remainder of FY '09, \$0.02 dilutive, and obviously we will be looking to reverse that situation as quickly as we possibly can. I think I will just leave it at that.

**Operator**

We'll take our next question.

**Walter Pritchard** - *Cowen and Company - Analyst*

Hi, it's Walter Pritchett from Cowen and Company. Two questions. One, just James, how many heads are you taking on from MessageLabs? And then secondly, as it relates to integration here, it sounds like the companies are on two different architectures, at least between the existing e-mail products from Brightmail and the MessageLabs products. How long does it take to integrate that? And is it realistic to offer a hybrid solution if you've got products coming from two different architectures?

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**John Thompson** - Symantec - Chairman and CEO

Let me take those, James. First off, MessageLabs has about 550 employees across its various locations. And so we will take on the vast majority of those, particularly those that are in the service delivery component of their business and the sales and support side, as well.

With respect to the models, if you will, if you look at what we did within the Symantec Protection Network for our backup solution, or our disaster recovery solution, while Backup Exec is the on-premise solution, the design of the product that is on the back end in the cloud service is very, very different; because you have to make sure that those capabilities are designed for network-based latency and a whole range of other things. And so I'm not concerned at all that we can't have Brightmail on-premise and a SaaS-delivered service from MessageLabs that work in tandem with one another.

**Operator**

We'll take our next question.

**Brad Zelnick** - Banc of America Securities - Analyst

Hi, Good morning. It's Brad Zelnick with Banc of America. Just a question on the MessageLabs customer base. Can you give us any sense, perhaps Adrian, on what the breakdown is from various vertical markets?

**Adrian Chamberlain** - MessageLabs - CEO

Yes, sure. They say we have about 19,000 customers. It's a very varied base, so we're not dependent on any single vertical. Finance will be the biggest with just under 20%. Manufacturing is next with 14%. Professional services at 10% and then Telecom, IT services, government marketing, media, transport utilities, pretty much 4% or 5% each, and then everybody else.

**Operator**

We'll hear from our next caller.

**Garrett Becker** - Merrill Lynch - Analyst

Good morning. Garrett Becker for Merrill Lynch. Just wanted to clarify -- you mentioned the SaaS portion of the business would go into your services component. Just, is that 100% of MessageLabs' business?

**John Thompson** - Symantec - Chairman and CEO

Yes.

**Garrett Becker** - Merrill Lynch - Analyst

Okay. And I think the rest of most of mine have been answered then. Thanks.

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**Operator**

We'll take our next question.

**Phil Rueppel** - Wachovia Securities - Analyst

Hi, yes, it's Phil Rueppel with Wachovia. A couple of questions just from a MessageLabs perspective. Could you comment on sort of any changes in the competitive environment now that sort of Postini is a part of Google.

And then second of all, from a technology perspective, have you been a customer of Symantec's and used any of their core technologies from an anti-spam or security perspective? Or has it all been internally developed? Thanks.

**Adrian Chamberlain** - MessageLabs - CEO

Yes, I will take those. We -- ultimately, basically, the market is growing very rapidly, and we compete against Postini and we also compete against alternatives, such as [I-import], for example. However, we haven't seen our business affected by the acquisition of Postini by Google. If anything we've had some stronger quarters subsequent to that. And we believe customers understand the differentiation between our sales, which is much more purely security focused and the broader proposition within Google that Postini creates.

In terms of our core technology, we obviously have a long and fruitful relationship with Symantec. We use their Brightmail technology as we use the best filters we can across the world; so our technology ultimately ending with our own patented technology in Skeptic, which is the icing on the cake as far as our customers are concerned.

**Operator**

And we'll hear from our next caller.

**Tim Klasell** - Thomas Weisel Partners - Analyst

Hi, this is Tim Klasell. Just a quick question on the accounting. How are you treating the deferred revenues? Are you writing those all down? And how should we think about those flowing on to the balance sheet over time? And I got on late, so I'm sorry if you already addressed this.

**James Beer** - Symantec - EVP and CFO

From a GAAP perspective, the purchase accounting rules will require us to cut down those deferred revenues, as is the normal course for an acquisition. From a non-GAAP perspective, we will back out that affect, and so you will see the underlying business activity, if you will, flowing into the P&L on a ratable basis.

**Operator**

(Operator Instructions). We'll take our next caller.

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**Katherine Egbert** - *Jefferies & Company - Analyst*

Hi, it's Katherine Egbert at Jefferies. Just a couple quick questions. Can you describe how MessageLabs -- what new services does it bring? Because it seems like there might be some overlap with Brightmail.

And then also, is there any geographic overlap between sort of the existing [socs] and MessageLabs' operation centers? Thanks.

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**John Thompson** - *Symantec - Chairman and CEO*

Today for the Symantec Protection Network, we only have one delivery location, if you will, that is U.S.-based. Yet MessageLabs has 14 data centers around the world. So one of the first opportunities will be to populate those data centers with the backup and disaster recovery and remote access services of Symantec's Protection Network capabilities. There is, while similarity in the technology, there is no overlap in the delivery model. Now what do I mean by that?

Many customers will want an appliance where they will do much of the work of managing the spam filtering process themselves. And to the extent that they want that, we have the Brightmail 8.0 product that we just launched this week that will be available for them to avail themselves of on-premise based spam filtering.

However, if they want to go off-premise, hence a SaaS model, then we can offer them the MessageLabs service as an alternative to them doing it themselves. So, as I said in my prepared remarks, this is about giving customers choice -- either the choice of an on-premise solution of software or appliance, or an off-premise solution for a Software-as-a-Service model in the cloud.

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**Operator**

We'll take our next question.

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**Steve Ashley** - *Robert W. Baird & Company, Inc. - Analyst*

Hi, it's Steve Ashley from Robert Baird. Couple of questions. First of all, I'm just wondering on the direct versus indirect, how had MessageLabs sold their product in the past? Was there -- and how might they or might they be able to use your indirect channel to gain any leverage?

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**John Thompson** - *Symantec - Chairman and CEO*

Adrian, why don't you take the first part?

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**Adrian Chamberlain** - *MessageLabs - CEO*

I will. We see this as extremely complementary. We essentially run both a direct and an indirect model. About 50% of our revenue is from partners and 50% is through direct. And we sell direct across customer sizes from very large customers down to small SMB. Within that, we see huge opportunity to link up with Symantec's fantastic partner network and the economics of that network, and to leverage both within our existing market and within new markets that we would not be able to access for years, but we can leapfrog, and where markets were the form factor of the Software-as-a-Service is just starting.

Conversely, we see opportunities to develop a Symantec product starting with the Symantec Protection Network product through our own networks and through our own channels and to cross sell in a way that helps both companies significantly. So we are extremely excited by the opportunity that brings for both companies.

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**John Thompson** - Symantec - Chairman and CEO

The areas where we think the opportunity could be richest in our channel is in the Americas. If you were to look at the revenue flows from MessageLabs, two-thirds of those revenues are derived from Europe; about a quarter of them are derived from the Americas. That's a slight difference, if you will, in the ratios for our Company overall.

So our expectation is that by making these products available to our channel partners in the Americas, we should be able to get very, very good lift and positive traction in that geography, where it would appear on the surface from a revenue mix point of view, MessageLabs might be a little bit underpenetrated.

**Operator**

We have no further questions at this time. (Operator Instructions).

**Helyn Corcos** - Symantec - VP of IR

That's fine. John, do you want to go ahead and wrap up?

**John Thompson** - Symantec - Chairman and CEO

Okay. Well, thank you everyone for joining the call. We are absolutely delighted to have Adrian and Steve and the entire team from MessageLabs become a part of team Symantec. We think the opportunity to expand our footprint in the rapidly growing Software-as-a-Service market is significantly enhanced by this team becoming a part of Symantec. We look forward to talking to you about this in the future. Thanks so much, again, for joining us.

**Operator**

That does conclude today's conference. We appreciate your participation and wish you all a great day.

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