Investor Contact Kip E. Meintzer Check Point Software Technologies +1.650.628.2040 ir@checkpoint.com Media Contact Amber Rensen Check Point Software Technologies +1.650.628.2070 press@checkpoint.com

## CHECK POINT SOFTWARE TECHNOLOGIES REPORTS RECORD THIRD QUARTER 2010 FINANCIAL RESULTS

- Revenue: \$273.2 million, representing a 17 percent increase year over year
- Product Revenues: \$106.4 million, representing a 22 percent increase year over year
- Non-GAAP Operating Income: \$156.9 million, representing a 23 percent increase year over year or 57 percent of revenues versus 55 percent a year ago
- Non-GAAP EPS: \$0.63, representing a 21 percent increase year over year

**REDWOOD CITY, Calif., -- October 20, 2010** — Check Point® Software Technologies Ltd. (NASDAQ: CHKP), the worldwide leader in securing the Internet, today announced record financial results for the third quarter ended September 30, 2010.

"I am very pleased that we were able to deliver all-time record quarterly results this quarter. We exceeded the high-end of our projections in both revenues and earnings per share," said Gil Shwed, chairman and chief executive officer at Check Point. "This growth was a result of strong network security product sales across all regions with particular strength coming from the America's and Asia Pacific."

# Financial Highlights for the Third Quarter of 2010

- **Total Revenues:** \$273.2 million, an increase of 17 percent, compared to \$233.6 million in the third quarter of 2009.
- **GAAP Operating Income:** \$135.1 million, an increase of 28 percent, compared to \$105.5 million in the third quarter of 2009. GAAP operating margin was 49 percent, compared to 45 percent in the third quarter of 2009.
- Non-GAAP Operating Income: \$156.9 million, an increase of 23 percent, compared to \$127.5 million in the third quarter of 2009. Non-GAAP operating margin was 57 percent, compared to 55 percent in the third quarter of 2009.
- GAAP Net Income and Earnings per Diluted Share: GAAP net income was \$114.5 million, an increase of 25 percent, compared to \$91.5 million in the third quarter of 2009. GAAP earnings per diluted share were \$0.54, an increase of 26 percent, compared to \$0.43 in the third quarter of 2009.
- Non-GAAP Net Income and Earnings per Diluted Share: Non-GAAP net income was \$132.6 million, an increase of 21 percent, compared to \$109.5 million in the third quarter of 2009. Non-GAAP earnings per diluted share were \$0.63, an increase of 21 percent, compared to \$0.52 in the third quarter of 2009.
- **Deferred Revenues**: As of September 30, 2010, we had deferred revenues of \$396.3 million, an increase of 10 percent, compared to \$360.1 million as of September 30, 2009.
- **Cash Flow:** Cash flow from operations was \$144.6 million, an increase of 15 percent, compared to \$126.1 million in the third quarter of 2009.
- Share Repurchase Program: During the third quarter of 2010, we repurchased 1.44 million shares at a total cost of \$50 million.
- **Cash Balances and Marketable Securities:** \$2,256 million as of September 30, 2010, an increase of \$520 million, compared to \$1,736 million as of September 30, 2009.





### **Recent Business Highlights Include:**

- Introduction of Check Point Application Control Software Blade Enables Web 2.0 security through a unique combination of technology, user awareness and broad application control from the world's largest application classification database, the <u>Check Point AppWiki</u>, with over 50,000 Web 2.0 widgets and more than 4,500 Internet applications.
- Security Gateway Virtual Edition (VE) Software Blade Provides businesses with one-click security protection for private and public clouds with VMsafe integration.
- Series 80 Appliance Designed for remote and branch offices, the new appliance delivers stronger security at 1.5 gigabit per second for under \$2,500.
- **Multi-Domain Management Software Blades** Provides virtual security management to businesses of all sizes and simplifies management by segmenting security into virtual domains based on location, business unit or security functions.
- New Check Point R71 Training and Certification Programs Interactive programs to teach security professionals how to deploy, maintain and optimize the latest Software Blade Architecture<sup>TM</sup> protections.

In addition, Check Point validated its commitment to the continual promotion of the open development, evolution and secure use of the Web with the appointment of Check Point Fellow, Robert Hinden, to the Board of Trustees for the Internet Society, the organization that facilitates the creation of standards for the future of Internet infrastructure.

Check Point products also continued to receive awards and certifications from around the world, including:

- Information Security Magazine's Readers' Choice Awards:
  - o Gold Medal Check Point IPS Software Blade and IPS-1 Appliance
  - o Gold Medal Check Point's Safe@Office and UTM-1 family of appliances
  - o Silver Medal Check Point Endpoint Security
- Virus Bulletin's VB100 Award ZoneAlarm® Internet Security Suite was recognized in the August comparative review of antivirus solutions. Check Point's Endpoint Security was also ranked highly in Virus Bulletin's RAP (Reactive and Proactive) averages quadrant test based on its superior ability to proactively detect new and unknown malware samples.
- Common Criteria EAL4+ Certification Check Point Media Encryption
- **Best International Innovation** Check Point Abra at the 2010 Information Security Day (ITBN) Conference in Hungary
- Readers' Choice Awards Check Point Firewall Software Blade from *Computerworld* Malaysia and Singapore

Mr. Shwed concluded. "It is great to see the success of our strategy reflected in our record all-time-high quarterly results. The Software Blade Architecture combined, with a unique focus on our customers' security needs, continues to drive Check Point's industry leadership."

#### Fourth Quarter Investor Conference Participation Schedule:

- Wells Fargo Securities 2010 Technology, Media and Telecom Conference November 9, 2010 – New York, NY
- Credit Suisse 2010 Global Technology Conference December 1, 2010 – Scottsdale, AZ
- Barclay's 2010 Technology Conference December 8, 2010 – San Francisco, CA

Members of Check Point's management team will present at these conferences and will discuss the latest company strategies and initiatives. Check Point's conference presentations are expected to be available via webcast at the company's web site. To view these presentations and access the most updated information on





presenters and the schedule, please visit the Investor Relations section of the company's web site at http://www.checkpoint.com/ir. The schedule is subject to change.

### **Conference Call and Webcast Information**

Check Point will host a conference call with the investment community on October 20, 2010 at 8:30 AM ET/5:30 AM PT. To listen to the live webcast, please visit Check Point's website at http://www.checkpoint.com/ir. A replay of the conference call will be available through October 27, 2010 at the company's website http://www.checkpoint.com/ir or by telephone at +1 201.612.7415, passcode # 385515, account # 215.

### About Check Point Software Technologies Ltd.

Check Point Software Technologies Ltd. (<u>www.checkpoint.com</u>), the worldwide leader in securing the Internet, is the only vendor to deliver Total Security for networks, data and endpoints, unified under a single management framework. Check Point provides customers with uncompromising protection against all types of threats, reduces security complexity and lowers total cost of ownership. Check Point first pioneered the industry with FireWall-1 and its patented stateful inspection technology. Today, Check Point continues to innovate with the development of the Software Blade Architecture. The dynamic Software Blade Architecture delivers secure, flexible and simple solutions that can be fully customized to meet the exact security needs of any organization or environment. Check Point customers include tens of thousands of businesses and organizations of all sizes including all Fortune 100 companies. Check Point's award-winning ZoneAlarm solutions protect millions of consumers from hackers, spyware and identity theft.

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#### Use of Non-GAAP Financial Information

In addition to reporting financial results in accordance with generally accepted accounting principles, or GAAP, Check Point uses non-GAAP measures of operating income, operating margin, net income and earnings per share, which are adjusted from results based on GAAP to exclude non-cash equity-based compensation charges, amortization of acquired intangible assets, restructuring and other acquisition related charges and the related tax affects. Management uses both GAAP and non-GAAP information in evaluating and operating the business internally and as such has determined that it is important to provide this information to investors. Check Point's management also believes the non-GAAP financial information provided in this release is useful to investors' understanding and assessment of Check Point's on-going core operations and prospects for the future. The presentation of this non-GAAP financial information is not intended to be considered in isolation or as a substitute for results prepared in accordance with GAAP.



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# CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS

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Revenues:(unaudited)(unaudited)(unaudited)(unaudited)Products and licenses\$106,399\$86,883\$301,341\$241,428Software updates, maintenance166,795146,759478,021410,867Total revenues273,194233,642779,362652,295Operating expenses:Cost of products and licenses18,79917,84851,59140,579Cost of software updates, maintenance and services14,91010,78340,70231,119Amortization of technology8,3117,47124,52720,501Total cost of revenues42,02036,102116,82092,199Research and development selling and marketing General and administrative restructuring and other acquisition related costs total operating expenses675889,101Total operating expenses135,062105,478373,036284,437Financial income, net Income before income taxes7,2437,82521,56924,368Income27,79021,83979,18860,817Net income\$114,515\$91,464\$315,417\$247,988Earnings per share (basic)\$0.55\$0.44\$1.52\$1.18
Revenues:       Products and licenses       \$106,399       \$86,883       \$301,341       \$241,428         Software updates, maintenance and services       166,795       146,759       478,021       410,867         Total revenues       273,194       233,642       779,362       652,295         Operating expenses:       Cost of products and licenses       18,799       17,848       51,591       40,579         Cost of products and licenses       18,799       17,848       51,591       40,579       20,501         Cost of software updates, maintenance and services       14,910       10,783       40,702       31,119         Amortization of technology       8,311       7,471       24,527       20,501         Total cost of revenues       26,165       22,426       76,294       65,681         Selling and marketing       55,872       56,379       169,267       160,390         General and administrative       14,075       13,190       43,357       40,487         Restructuring and other acquisition related costs       -       67       588       9,101         Total operating expenses       135,062       105,478       373,036       284,437         Financial income, net       7,243       7,825       21,569
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Number of shares used in
computing earnings per share
(basic) 207,239 208,738 208,049 209,465
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Earnings per share (diluted) \$0.54 \$0.43 \$1.49 \$1.17
Number of shares used in $0.54$ $0.45$ $0.45$ $0.47$
computing earnings per share
(diluted) 211,637 211,688 211,339 211,790

### (In thousands, except per share amounts)



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## CHECK POINT SOFTWARE TECHNOLOGIES LTD. RECONCILIATION OF SELCTED GAAP MEASURES TO NON GAAP MEASURES

(In thousands, except per share amounts)

	Three Months Ended September 30,		Nine Months Ended September 30,		
	2010	2009	2010	2009	
	(unaudited)	(unaudited)	(unaudited)	(unaudited)	
GAAP operating income	\$135,062	\$105,478	\$373,036	\$284,437	
Stock-based compensation (1)	8,701	7,695	26,714	22,769	
Amortization of intangible assets (2) Restructuring and other acquisition	13,114	14,301	38,770	36,647	
related costs (3)	-	67	588	9,101	
Non-GAAP operating income	156,877	\$127,541	439,108	\$352,954	
GAAP net income	\$114,515	\$91,464	\$315,417	\$247,988	
Stock-based compensation (1)	8,701	7,695	26,714	22,769	
Amortization of intangible assets (2) Restructuring and other acquisition	13,114	14,301	38,770	36,647	
related costs (3)	-	67	588	9,101	
Taxes on the above items (4)	(3,703)	(4,040)	(9,676)	(10,662)	
Non-GAAP net income	\$132,627	\$109,487	\$371,813	\$305,843	
GAAP Earnings per share (diluted)	\$0.54	\$0.43	\$1.49	\$1.17	
Stock-based compensation (1)	0.04	0.04	0.13	0.11	
Amortization of intangible assets (2) Restructuring and other acquisition	0.06	0.07	0.18	0.17	
related costs (3)	-	-	-	0.04	
Taxes on the above items (4)	(0.01)	(0.02)	(0.04)	(0.05)	
Non-GAAP Earnings per share (diluted)	0.63	\$0.52	\$1.76	\$1.44	
Number of shares used in computing					
Non-GAAP earnings per share (diluted)	211,637	211,688	211,339	211,790	
<ol> <li>Stock-based compensation: Cost of products and licenses Cost of software updates,</li> </ol>	\$10	\$14	\$38	\$35	
maintenance and services	322	236	780	536	
Research and development	2,403	1,998	5,744	4,771	
Selling and marketing	1,776	1,769	5,572	4,485	
General and administrative	4,190	3,678	14,580	12,942	
	8,701	7,695	26,714	22,769	
(2) Amortization of intangible assets:					
Amortization of technology	8,311	7,471	24,527	20,501	
Research and development	685	-	2,055	-	
Selling and marketing	4,118	6,830	12,188	16,146	
	13,114	14,301	38,770	36,647	
(3) Restructuring and other acquisition related costs		67	500	0 101	
		67	588	9,101	
(4) Taxes on the above items	(3,703)	(4,040)	(9,676)	(10,662)	
Total, net	\$18,112	\$18,023	\$56,396	\$57,855	





# CHECK POINT SOFTWARE TECHNOLOGIES LTD. CONDENSED CONSOLIDATED BALANCE SHEET DATA

(In thousands) ASSETS

	September 30, 2010	December 31, 2009	
	(unaudited)	(audited)	
Current assets:			
Cash and cash equivalents	\$438,785	\$414,085	
Marketable securities	515,448	469,913	
Trade receivables, net	165,712	283,668	
Prepaid expenses and other current assets	38,265	34,544	
Total current assets	1,158,210	1,202,210	
Long-term assets:			
Marketable securities	1,302,266	963,001	
Property and equipment, net	37,329	38,936	
Severance pay fund	6,237	6,314	
Deferred tax asset, net	19,956	16,307	
Other intangible assets, net	79,972	114,192	
Goodwill	714,803	708,458	
Other assets	18,076	20,176	
Total long-term assets	2,178,639	1,867,384	
Total assets	\$3,336,849	\$3,069,594	

### LIABILITIES AND SHAREHOLDERS' EQUITY

\$362,918	<b>*************</b>
\$362,918	***
	\$384,255
195,582	169,011
558,500	553,266
33,430	41,005
155,137	132,908
5,687	11,636
10,967	11,061
205,221	196,610
763,721	749,876
774	774
563,494	527,874
(1,306,030)	(1,199,752)
23,220	12,555
3,291,670	2,978,267
2,573,128	2,319,718
\$3,336,849	\$3,069,594
\$2,256,499	\$1,846,999
	$     \begin{array}{r}         & 195,582 \\                                    $



softwareblades"

# CHECK POINT SOFTWARE TECHNOLOGIES LTD. SELECTED CONSOLIDATED CASH FLOW DATA

(In thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2010	2009	2010	2009
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
Cash flow from operating activities:				
Net income Adjustments to reconcile net income to net cash provided by operating activities:	\$114,515	\$91,464	\$315,417	\$247,988
Depreciation and amortization of property, plant and equipment Decrease (increase) in trade and other receivables, net	1,730 (7,939)	2,189 (50)	5,305 115,714	7,225 85,050
Increase in deferred revenues, trade payables and other accrued liabilities Realized loss (gain) on marketable securities Stock-based compensation Amortization of intangible assets Excess tax benefit from stock-based compensation Deferred income taxes, net Net cash provided by operating activities	19,876 (781) 8,701 13,114 (1,082) (3,558) 144,576	15,494 7,695 14,301 (2,474) (2,487) 126,132	22,025 (781) 26,714 38,770 (4,042) (7,807) 511,315	24,769 1,896 22,768 36,647 (6,988) (8,729) 410,626
Cash flow from investing activities:				
Cash paid in conjunction with acquisitions, net of acquired cash Investment in property and equipment Net cash used in investing activities	(333) (1,441) (1,774)	(1,043)	(13,957) (3,585) (17,542)	(57,540) (3,644) (61,184)
Cash flow from financing activities:				
Proceeds from issuance of shares upon exercise of options Purchase of treasury shares Excess tax benefit from stock-based compensation Net cash used in financing activities	12,568 (50,000) 1,082 (36,350)	20,166 (50,000) 2,474 (27,360)	46,566 (150,000) 4,042 (99,392)	62,469 (152,286) 6,988 (82,829)
Unrealized gain on marketable securities, net	9,131	8,255	15,119	25,719
Increase in cash and cash equivalents and marketable securities	115,583	105,984	409,500	292,332
Cash and cash equivalents and marketable securities at the beginning of the period	2,140,916	1,630,180	1,846,999	1,443,832
Cash and cash equivalents, and marketable securities at the end of the period	\$2,256,499	\$1,736,164	\$2,256,499	\$1,736,164