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TREND MICRO INC

## Form 6-K

August 07, 2002

FORM 6-K<br>U.S. SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549<br>Report of Foreign Private Issuer<br>Pursuant to Rule $13 a-16$ or $15 d-16$ of<br>the Securities Exchange Act of 1934

Commission File Number: 333-10486

For the Month of August 2002<br>Trend Micro Incorporated<br>(Translation of registrant's name into English)<br>Odakyu Southern Tower, 10th Floor, 2-1, Yoyogi 2-chome, Shibuya-ku, Tokyo 151-8583, Japan (Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form $20-\mathrm{F}$ or Form $40-\mathrm{F}$.

Form 20-F X Form 40-F

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule $12 \mathrm{~g} 3-2(\mathrm{~b})$ under the Securities Exchange Act of 1934.
Yes No X

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-
$\qquad$

Information furnished on this form:

## Table of Contents

1. Report of July 30,2002 announcing consolidated and non-consolidated results for the six months ended June 30, 2002.

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SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Trend Micro Incorporated
Date: August 6, 2002

By: /s/ Mahendra Negi
Mahendra Negi Representative Director; Chief Financial Officer and Executive Vice President

Attachment 1
July 30, 2002
Report of First-Half Results (Consolidated)
For Fiscal Year Ending December 31, 2002

Company: Trend Micro Incorporated Tokyo Stock Exchange 1/st/ Section Code: 4704 Location : Tokyo
(URL http://www.trendmicro.co.jp/)
Contact: Title Controller, Finance \& Accounting Department Name Ryo Masaki (Phone: 81-3-5334-3600)

Date of the board of directors meeting authorizing the first-half results: July 30, 2002

US accounting standard is not adopted for preparing the consolidated financial statements for the first half of current fiscal year.

Notice Regarding Forward Looking Statements
The statements included in this report contain "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include statements regarding our expectations about our earnings for the third quarter ending September 30, 2002 and for the 2002 fiscal year. Many important factors could cause our actual results to differ materially from those expressed in our forward-looking statements. These factors include:
. Customer acceptance of our new products and services
. The impact of competing products and services
. Difficulties in adapting our products and services to the Internet
. Difficulties in addressing new virus and other computer security problems
. The potential lack of attractive investment targets and difficulties in successfully executing our investment strategy
. Declining prices for our products and services

We assume no obligation to update any forward-looking statements. For more

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details regarding risk factors relating to our future performance, please refer to our filings with the SEC including our annual report on Form $20-\mathrm{F}$ which was filed on July 1, 2002.

1. Financial Highlights for the first half of FY 2002 January 1, 2002 through June 30, 2002
(1) Consolidated Results of Operations
(All figures except for per share information are rounded down to millions of yen.)

|  | Sales | Growth rate | Operating income | Growth rate | Ordinary income |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions |
| The first half of FY 2002 | 20,507 | 58.5 | 6,356 | 119.3 | 6,27 |
| The first half of FY 2001 | 12,939 | 34.8 | 2,898 | (3.9) | 3,00 |
| FY 2001 (annual) | 31,326 |  | 9,481 |  | 9,54 |


|  | Net income | Growth rate | Net income per share (basic) | $\text { per }{ }^{N}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | yen |  |
| The first half of FY 2002 | 3,517 | - | 26.62 |  |
| The first half of FY 2001 | $(1,376)$ | - | (10.48) |  |
| FY 2001 (annual) | 2,421 |  | 18.40 |  |

## (Note)

1. Gain/Loss on investment in affiliated 2 million yen (-104 million yen in companies:
the first half of FY 2001, - 129 million yen in FY 2001)
2. The average number of stock:
$132,153,432$ stocks (131,339,944 stocks in the first half of FY 2001, $131,594,913$ stocks in FY 2001)
3. Change in accounting principle: None
4. The percentage of sales, operating income, ordinary income and net income are comparison to the first half of prior fiscal year.
(2) Consolidated Financial Position

|  | Total assets | Shareholders' equity | $\begin{gathered} \text { Shareholders' equity } \\ \text { ratio } \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| As of | Millions of yen | Millions of yen | \% |


(4) Basis of consolidation and investments in affiliated companies:

The number of consolidated subsidiaries ............ 15
The number of unconsolidated subsidiaries accounted by equity method .................

0
The number of affiliated companies ...................... 4
(5) Change in reporting entities:

The number of additional consolidated subsidiaries ........... 0
The number of excluded consolidated subsidiaries ............. 3
The number of additional consolidated affiliated companies .... 0
The number of excluded consolidated affiliated companies ..... 0
Projected consolidated earnings
(1) Earning projections for the current fiscal year January 1, 2002 through December 31, 2002


For the year ending December 31, 2002

13,000
(Note) Projected consolidated net income per share for the current fiscal year : 55.28 yen
(2) Projected earnings for the next quarter (July 1, 2002 through September 30, 2002)

|  | Sales | Ordinary income | Net income |
| :---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | Millions of y |
| 3rd Qtr | 9,800 to 10,300 | 2,250 to 2,550 | 1,250 to 1,4 |

(Note) Surrounding environment of Trend Micro Group may change significantly in a very short period of time. Therefore, the Company has decided to disclose projected earnings range in a quarterly basis, but the actual earnings may deviate from the projection.

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## Attachment to the Report

1. Condition of corporate group

Overview of corporate group
Trend Micro Group consists of Trend Micro Inc., and its 15 subsidiaries which develop and sell anti-virus products and offer other related services and four affiliated companies are: NTT Data Security Corporation which offers total network securities, Soft Trend Capital Corporation which manages capital funds to be invested into Internet-related ventures, Japan JCN Co., Ltd which develops and offers the security system against unlawful access and NetSTAR Inc. which develops and offers the products of URL filtering.
The business related to anti-virus are described below:
The products related to anti-virus:

PC client products LAN server products Internet server products Other products

Trend Micro Inc develops and sells the products. Some parts development activities are entrusted to Trend Micro Incorpora Micro Inc. (U.S.A.), Trend Micro Deutschland GmbH (Germany), (Shanghai) Inc. (China). Trend Micro Incorporated (Taiwan) a manufacturing and sales of the products, part of which are pu Micro Inc (Japan), Trend Micro Inc. (U.S.A.), Trend Korea Inc Deutschland GmbH (Germany), Trend Micro Italy S.r.l., Trend Ltd. (Australia), Trend Micro do Brasil Ltda. (Brazil), Trenc Micro Hong Kong Limited, Trend Micro (UK) Limited, Trend Micr C.V (Mexico), Trend Micro (Shanghai) Inc. (China).

In addition, Trend Micro Inc (Japan) owns software copyright its overseas subsidiaries royalties based on the respective such subsidiaries.


| ---------------- | Products |
| :--- | :--- |
| $\cdots \cdots \cdots \cdots$ | Royalty |
| $==================$ | Outsourcing, Other |

(Note) All subsidiaries are consolidated.

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our current corporate scheme to sell products through a single sales organization to new global corporate scheme to provide value-added services through the Internet and in addition, that even among the corporations to provide value-added services through the Internet while competing to a greater extent in the market, we should aim at provision of high value-added products and services which show high difficulty level for competitors to develop them to enter the market. In order to contribute to development of information society not only in Japan, but in the world, we would like to forge a safe and pleasant network environment by offering solutions to protect company networks and home PCs from invasion of directly-damaging computer viruses or Malicious Code (harmful programs created by the languages such as JAVA or Active X) as well as harmful content such as SPAM mail (unwanted e-mail) or Bad URLs (websites providing the information that offends public order and morals).

We wish to enhance our enterprise value through these network security operations, and, as the result, to contribute to all the shareholders in Trend Micro.

Basic Policy on the Distribution of Profits
Although Trend Micro has steadily increased its profits in the past few years, we believe that the Internet security market has begun its full-fledged expansion and that our market share has not stabilized in relation to our U.S. competitors. Our larger rivals may well concentrate their management resources to further enlarge their market share. Since our business areas are more concentrated on anti-virus solutions and Internet content security related solutions than other competitors with diversified Internet security solutions, we also face the possibility of larger profit fluctuations in the short term.

In this business environment the most critical management challenges are to strengthen our financial structure and management foundation and aggressively develop new business operations in order to maintain our competitiveness in the market. Our priority, therefore, is to accumulate reserves, which means withholding dividends for the time being. Regarding our accumulated reserves, we would like to ask all shareholders to accept our decision to appropriate them for investment in research and development division to be further strengthened in the future by Trend Micro and for activities to improve brand awareness and corporate image.

Basic Policy on the Trading Lots for Shares
We understand that it is our critical task to ensure the liquidity of the shares in Trend Micro. We do not believe, however, that all the shareholders in Trend Micro will benefit from the reduction of minimum trading lots for shares, because the current liquidity of the shares is being maintained apparently at a reasonable level and the reduction of minimum trading lots requires considerable expense.

We promise that we continue to review the minimum trading lots from the viewpoint of shareholders' benefits as well as the liquidity of the shares.

Medium and Long-Term Management Strategy
Impacted by deterioration of corporate sentiment in the U.S. and Europe and the lingering economic slump in Japan, corporate investment in information systems has shown signs of a slowdown. We know that the situation, represented by such reduction in cooperate investment into information systems, will not allow us to have any optimistic outlook for the business environment surrounding us.

On the other hand, many corporations are now increasingly reliant on computer networks represented by mail systems; the monetary damages for the

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opportunity losses caused by system down of company networks have come to far larger than several years ago. It is expected that network security including anti-virus solutions will take a more important role in the future, and that the market scale of the network security business will steadily expand in the long and medium terms. In response to such expansion of the market, we would like to promote recruiting and securing of the necessary human resources, strengthening of the management bases and increasing of business efficiency in a more positive way at Trend Micro and its overseas subsidiaries.

The technological innovations in our industry are constant and fast: as for the next generation Internet, for example, some people have raised the possibility that further development of open platforms such as broadband, mobile telecommunications and Linux may bring sweeping changes to the present network environment. In order to take and maintain competitive advantage against the major U.S. competitors, we need to respond to the external environment changes initiated by the technological
innovations on a timely basis.

Outbreak of new types of viruses, such as "NIMDA" of the last year, gave greater impact on anti-virus solutions. These viruses, which have compound infection approaches, not only rapidly enlarge the scale of the damages with their high infectious capacity, but repeat the infection, if even one single PC of a network remains infected. To respond to such new types of the viruses, we have to provide the better anti-virus solutions than the conventional ones, which were just to detect and clean viruses upon receipt of a virus patter file.

In order to protect corporate information assets from mixed-threat virus, we have set up "TM EPS (Trend Micro Enterprise Protection Strategy)", our new anti-virus strategy which enables us to reduce infection damages and anti-virus costs and provide businesses with a flexible architecture of services, products and centralized management.

Our products compliant with "TM EPS" newly feature a function to provide preventive measures against virus infection prior to receipt of the virus pattern file as well as a function to rummage out viruses throughout PCs and servers of the network once again and prevent reinfection by cleaning any remaining viruses promptly. These functions allow corporate users to respond to attacks of new viruses in shorter time than before as well as to cut time and cost requiring for recovery from the infection damages by rummaging and cleaning the viruses all at once in the network. Moreover, for enabling the network administrator to manage and operate these functions in an effective and easy manner, we will expand functions of the products that integrate and manage the Trend Micro products deployed in the network.

While network environments and information assets of corporations have become more significant than before, threats of viruses are rapidly changing. In such an environment, we would like to develop new ant-virus strategies and solutions always ahead of our competitors and offer products and services to meet users' needs, aiming to maintain our current competitive advantage in the market for corporate customers and to increase the market share further.

Summary of Consolidated Financial Results for the first half of FY2002

The six-months under review saw a slowdown in demand within the $1 T$ industry, primarily the result of declining corporate IT spending in Japan, Europe and the United States. The corporate spending cuts also put the damper on demand for network security solutions, which have been positioned as a high

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priority in IT investment.

We have no intention, however, to change our outlook showing that our industry will undergo steady transition in the long and medium terms in spite of short-term fluctuation, because there still exists an underlying tendency that many companies continue to expand investments into overhaul of mission-critical operation systems. Further, since many of recent harmful viruses are strong and have multiple infection routes, users are requesting vendors of network security products to provide more effective products and services than ever. The number of virus damage reports has increased constantly: while we received 25,644 reports of domestic virus damages over the past year, we have already received 28,938 reports over the first half of this year.

During the first half of FY2002, Trend Micro domestic operations significantly increased contracts for its Virus Buster Corporate Edition (Office Scan) and "ServerProtect," winning not only large companies but also medium and small companies. Sales of InterScan, our anti-virus software for Internet servers, rose steadily, in response to the more frequent virus infections spread via e-mail. In the retail market, the sales of "Virus Buster 2002" have been continuously favorable in the current fiscal year in succession to the previous year. Further, the numbers of customers are also rapidly increasing in the VirusWall E-Mail Service (formerly the Internet Outsourcing Service (IOS)) to offer anti-virus solutions in collaboration with ISP (Internet Service Provider).

In the phase of deployment of our business operations in North America and Europe, anti-virus products, such as "InterScan" series and "ScanMail" series, used in higher layers of hierarchy of the network mainly contributed to the steady growth in sales of the products for relatively large-sized corporate users. As a highly specialized anti-virus solutions provider, we have pioneered post-contract support servies, called "Premium Support," introducing them before our major competitors in the industry. This service is in response to the trend among large corporate users to select a vendor based not only on the performance of its anti-virus software but also on the quality of support the vendor offers during the license period to swiftly alert customers to new viruses.

During the first half of FY2002, Trend Micro posted consolidated sales of (Yen) 20,507 million, an increase of 58.5 percent over the last year. Consolidated ordinary income increased 108.8 percent to (Yen) 6, 271 million, while net income resulted (Yen) 3,517 million.

Sales in Japan posted an increase of 68.4 percent to (Yen) 12,696 million, while operating income from these sales rose to (Yen) 9,802 million, up 107.4 percent from the comparable period in FY2001. U.S. sales
increased 48.4 percent to (Yen) 7,271 million, with operating income totaling (Yen) 903 million, a 198.7 percent increase. In Europe, sales increased 67.8 percent to (Yen) 4,707 million, and operating loss resulted (Yen) 60 million. Asia Pacific sales increased 51.8 percent to (Yen) 3, 525 million, and operating income resulted (Yen) 210 million. Other areas posted combined sales of (Yen) 603 million, a 43.2 percent increase, and operating income of (Yen) 42 million, down 65.0 percent.

Earning Projections for FY2002

We expect that we will have to face the severe economic environment continuously in FY 2002, because of the prospected continuing economic stagnation in Japan, U.S. and Europe, which is to restrain corporate investments

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into information systems.

In Japan, as a response to the severe economic environment, we aim to increase our share in the market for large companies by releasing the products compliant with "TM EPS" as well as to maintain or improve our growing rate in the market for medium and small companies, and retails by offering wider ranges of products and services.

In North America and Europe, we also aim to increase our share in the market for large companies by releasing the products compliant with "TM EPS". Moreover, we will conduct marketing activities to enhance our brand recognition, in order to expand our customer base not only on large companies, but also on medium and small companies, as well as to enter into the retail market.

Accordingly, we project our consolidated earnings in FY 2002 and in the 3rd Quarter as follows:

Projection for FY 2002 (From Jan. 1 to Dec. 31, 2002)

Consolidate Sales:
Consolidated Ordinary Income:
Consolidated Net Income:

Yen 42,000 Million, up $34.1 \%$ from the same term la
Yen 13,000 Million, up $36.1 \%$ from the same term
Yen 7,300 Million, up $201.5 \%$ from the same term

Projection for the $3 / r d /$ Quarter (Jul. 1 to Sep. 30, 2002)

Consolidate Sales: Yen 9,800 Million to Yen 10,300 Million
Consolidated Ordinary Income: Yen 2, 250 Million to Yen 2,550 Million
Consolidated Net Income: Yen 1,250 Million to Yen 1,450 Million

Earnings projections are calculated based on estimated major currency exchange rates of $\$ 1=$ (Yen) 115 and 1 EUR $=$ (Yen) 110 .

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3. Consolidated Semi-annual Financial Statements
(1) Consolidated semi-annual balance sheets

| Account Period | At the end of the first ha the current fiscal year <br> (As of June 30, 2002) |  | At the end of the fi of the previous fis <br> (As of June 30, |
| :---: | :---: | :---: | :---: |
|  | Amount | Percentage | Amount |
|  | \% |  |  |
| (Assets) |  |  |  |
| Current assets |  |  |  |
| 1. Cash and bank deposits | 46,055,383 |  | $34,618,745$ |
| 2. Notes and accounts |  |  |  |
| receivable,trade | 10,740,940 |  | 7,667,480 |

3. Inventories
4. Deferred tax assets
5. Others
6. Allowance for bad debt

Total curent assets
Non current assets

1. Property and equipment
(1) Building
(2) Furniture and fixture
(3) Others

Total property and equipment
2. Intangibles

3. Investments and other
(1) Investments in securities
*2
$2,854,930$
707,389
2,943,721
2) Investments in capital funds
(3) Deferred tax assets
(4) Others

1,113,576
928,119

954, 918
167,531
(5) Allowance for bad debt
$(14,617)$
810,338
$(14,617)$

Total investments and other non-current assets

Total non-current assets
$8,497,175$
---------------------1
$69,667,763$
$===============$
372,291
281,594
22,728 $\quad \begin{array}{r}1,132,468 \\ 13,890\end{array}$
281,594
22,728 $\quad \begin{array}{r}1,132,468 \\ 13,890\end{array}$
$1,947,282$
2.8
$1,518,650$
3,313,136
206,945

- 2,798,

1,218,176 994,108
$(528,839) \quad(205,200)$
61,1
87.8
$46,080,110$

## non-current assets

non-current assets


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1. Notes and accounts
payable, trade
2. Current portion of *4
$8,000,000$ long-term debt
3. Current portion of *3

57,200
long-term borrowing
4. Accrued corporate
$1,879,067$
476,052
taxes and others
5. Deferred revenue
$11,159,665$
6,311,197

Allowance for
6 sales return
860,240
403,481

2,148,569

Total current
liabilities
$27,081,845$
38.9
$10,105,186$

II Long-term liabilities

1. Long-term debt *
2. Long-term borrowing *
$6,500,000$
$15,400,000$

71,300

655,291
4. Allowance for
retirement benefit
335,956
266,651
5. Others

163,180

Total long-term liabilities
$7,856,708$
11.3
$16,393,242$

Total liabilities
$34,938,554$
50.2
$26,498,429$
(Minority interests)
Minority interests
(Shareholders' equity)

I
Common stock
7,240,079
10.4
$6,799,373$
$11,401,742$

III Capital surplus
$12,135,120$
17.4

IV Consolidated
retained earnings
V Accumulated earnings
VI Valuation difference on other securities

VII Cumulative translation adjustment

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(3) Consolidated semi-annual statement of retained earnings


9
(Thousands of yen)

$====================$
(4) Consolidated semi-annual cash flow statements


| 23. Payments for interest | $(161,754)$ | (12 |
| :---: | :---: | :---: |
| 24. Payments for corporate taxes | $(3,624,846)$ | $(1,61$ |
| Net cash flow from operating activities | 6,787,428 | 4,65 |
| II Cash flows from investing activities |  |  |
| 1. Payments for time-deposit | - | (6) |
| 2. Proceeds from repayment of time-deposit | 5,971 |  |
| 3. Payment for acquired tangible and intangible fixed assets | $(892,234)$ | $(1,22$ |
| 4. Payments for investment in securities | $(681,974)$ | $(2,68$ |
| 5. Proceeds from sale of investment in securities | 152,316 | 2,61 |
| Net cash flow from provided (used) by investing activities | $(1,415,921)$ | $(1,36$ |

III Cash flows from financing activities

| 1. Payments for long-term borrowings | - |
| :---: | :---: |
| 2. Proceeds from bond with detachable warrants | 4,000,000 |
| 3. Payments for bond-issuing cost | - |
| 4. Payments for bonds maturing | - |
| 5. Payments for repurchasing treasury stock | $(4,008,800)$ |
| 6. Proceeds from marketable securities issuing | 812,512 |
| 7. (Payments) proceeds for treasury stocks, net | $(227,391)$ |
| 8. Others | $(31,660)$ |
| Net cash flow provided (used) by financing activities | 544,660 |
| IV Translation difference with cash and cash equivalent | $(708,229)$ |
| V Increase (Decrease) in cash and cash equivalents | 5,207,937 |
| VI Beginning balance of cash and cash equivalents | 40,782,649 |
| VII Ending balance of cash and cash equivalents | 45,990,587 |

Significant accounting policies and practices for preparing consolidated semi-annual financial statements.

1. Basis of consolidation
All subsidiaries are consolidated.
The subsidiaries are the following 15 companies
Trend Micro Incorporated (Taiwan)
Trend Micro Inc. (USA)
Trend Korea Inc. (Korea)
Trend Micro Italy S.r.l. (Italy)
Trend Micro Deutschland GmbH (Germany)
Trend Micro Australia Pty.Ltd. (Australia)
Trend Micro do Brasil Ltda. (Brazil)
Trend Micro France (France)
Trend Micro Hong Kong Limited (Hong Kong)
Trend Micro Incorporated Sdn. Bhd. (Malaysia)
Trend Micro (UK) Limited (United Kingdom)
Trend Micro Latinoamerica S.A. de C.V. (Mexico)
Trend Micro (NZ) Limited (Newzealand)
ipTrend Incorporated (Taiwan)
Trend Micro (Shanghai) Inc. (China)
Trend Micro Incorporated Sdn. Bhd. (Malaysia) ano
Incorporated (Taiwan) are on the process of the
2. Basis of applying equity method

Equity method is applied to investment in affiliated companies.

The affiliated companies are the following 4 co
NTT Data Security Corporation (Japan)
Soft Trend Capital Corporation (Japan)
JCN Co., Ltd. (Japan)
NetSTAR.Inc. (Japan)
There is no unconsolidated subsidiary and affiliate, which equity method is not applied.

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3. Fiscal year of consolidated subsidiaries
All financial statements included in a set of co
```

4. Accounting policies and practices
(1) Securities
(1)Valuation of significant assets Available-for-sale:

Available-for-sale with fair market value:
The securities are stated at the market value the value at the end of the period (valuated di recognized in equity directly, not to reflect cost of selling is determined by the weighted

Available-for-sale without a market value:
The securities are stated at the weighted avera
(2) The transaction of derivatives

Finished goods Raw materials Supplies
Finished goods, raw materials and supplies ar the weighted average cost.
In Trend Micro Incorporated (Taiwan) and Tren (U.S.A), such inventories are stated at the determined by the first-in-first-out method.

Work in process
Work in process is stated at the cost being accumulated production and development cost projects
(2) Depreciation and amortization method for fixed assets
(1) Property and equipment

Parent company -
Depreciation is computed by declining-balance Useful life and salvage value of the fixed as determined using the standard which is regula corporate tax law.
Building (excluding facilities and leasehold acquired after April 1, 1998 are depreciated line method.

Foreign consolidated subsidiaries -
Depreciation is computed by a straight-line m
(2) Intangibles

Parent company
(Software for sale)
Straight-line method over the estimated usefu (mainely, for 12 month
(Software for internal use)
Straight-line method over the estimated usefu (5 years).
(Other intangibles)
Straight-line method
Amortization years are determined using the which is regulated by corporate tax law.

Foreign consolidated subsidiaries
Straight-line method over the estimated econo useful lives.
(3) Long-term prepaid expense

Amortization is computed by a straight-line Amortization years are determined using the which is regulated by corporate tax law.
(3) Accounting for significant deferred assets

Issuing costs of stocks and bonds are charged incurred.
(4) Accounting policies for significant provisions
(1) Allowance for bad debt

As contingency against losses from default of receivable, the allowance for doubtful accoun The amount is determined using a percentage b actual doubtful account loss against total o amount, which takes into consideration the po recovering specific liabilities.
(2) Allowance for sales return

In order to reserve future losses from sales return subsequent to the fiscal year-end, allowance for sales return is provided based on the past experience in the sales return.
(3) Allowance for retirement benefits

In order to reserve future losses from retirement of employees, allowance for retirement benefits are provided based on retirement benefit liabilities and pension assets at the end of the period under reviewing.

Regarding actuarial gain and loss, they are all expensed in the following accounting period in parent company.

In consolidated subsidiaries, they are amortized by a straight-line method over the average employee job life and expensed in the accouting period of incurrence and thereafter.

Unrecognized prior service cost is booked in consolidated subsidiaries. It is amortized by a straight-line method over the average employee job life and expensed in the accounting period

| (5) Translation of major foreign-currency assets and liabilities into Yen. | Foreign-currency financial receivables and liabilities are translated into yen at the spot rate effective at the end of the period. Exchange differential is treated as a profit/loss. <br> Foreign-currency assets and liabilities held by overseas subsidiaries are translated into yen at the spot rate effective at the end of the period. Revenue and expenses of overseas subsidiaries are translated into yen at the average rate during the period. Exchange differential is included in "Cumulative translation adjustment" under Shareholders' equity. |
| :---: | :---: |
| (6) Accounting for leased assets | Finance leases without transfer of ownership of the leased assets are accounted for in the same manner as applied to operating leases. |
| (7) Consumption tax | Transactions subject to consumption tax are stated at the amount net of the related consumption tax. |
| (8) Accounting treatment for stock warrants and stock options granted to directors and certain employees under the Company's incentive plan | The parent company and its subsidiaries have adopted incentive plans pursuant to which warrants to purchase parent company shares were granted to directors and certain employees. Under these plans, the parent company issued bonds with detachable warrants and immediately repurchased all of the warrants for distribution to grantees. <br> In addition, our U.S. subsidiary adopted an incentive plan in which parent company shares, that were transferred to a special purpose company by certain large shareholders, and from the previous fiscal year, based on the unrevised Japanese Commercial Code, the compensation plan of stock option (subscription right method) for directors and certain employees of the company and subsidiaries that is provided as specific related entrepreneur on the Industrial Revitalization Special Measures Law, were granted to certain directors and employees |

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(these three plans are hereinafter referred to as the "stock option plan").

The total compensation cost under the stock option plan is measured by differences between the quoted market price of the parent company shares at the measurement date (the first date on which both the number of shares an individual employee is entitled to receive and the exercise price are known (normally the grand date)) and the exercise price and is recognized as expense over the exercisable period.

The warrant portion of the bonds with detachable warrants issued under the stock option plan is recorded as "warrant account" in current liability upon issuance of the bonds and eliminated upon repurchasing the warrants.

The accounting policy on compensation cost is the same as that of our U.S. subsidiary. For the purpose of unification of accounting policies to disclose financial position and results of operation as a group more accurately, financial statements before consolidation of parent company and its subsidiaries (other than the U.S. subsidiary) have been adjusted through consolidation.

The adjustment of the parent company's financial statements, which was made on the process of consolidation, resulted in an increase in operating income, ordinary income and income before taxes of 113,206 thousand yen each, and an increase in net income after tax of 65,603 thousand yen. In addition, the balance of consolidated retained earnings at the end of first half of current consolidated fiscal year is increased by 647,912 thousand yen.
(9) Revenue recognition method for

Basically, the product license

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Post Contract Customer Support Service (PCS)
agreement contracted with the end-user states the article for PCS (customer support and upgrading of products and its pattern files).

Parent company and its subsidiaries adopt the following revenue recognition method for the portion of PCS. Portion of PCS revenue is recognized separately from total revenue and it is deferred as deferred revenues under current liabilities and non-current liabilities based on contracted period. Deferred revenue is finally recognized for the contracted period evenly.

| 5. Definition of cash and cash | Cash and cash equivalents in the |
| :--- | :--- |
| equivalent in the consolidated cash | consolidated statement of cash |
| flow statement for the first half | flows are composed of cash in |
| of current fisical year | hand, bank deposits able to be |
|  | withdrawn on demand and short-term |
|  | investments with an original |
|  | maturity of three months or less |
|  | and which represent a minor risk |
|  | of fluctuations in value. |

Notes
(Consolidated semi-annual balance sheets)
$\qquad$

At the end of the first half of the current fiscal year (As of June 30, 2002)

At the end of the first half of the previous fiscal year
(As of June 30, 2001)

1 Accumulated depreciation of property and equipment 999,549

2 Major assets owned toward affiliates
Investments in securities 87,515

2 Major assets owned toward affiliates
Investments in securities
Software 21,410

| Current portion of |  |
| :---: | :---: |
| Long-term debt | 57,200 |
| Long-term |  |
| Borrowing | 71,300 |
| Total | 28,500 |

```
*4 Treasury bonds
    T
    In order for the warrants to be granted
    or transferred to the
    directors and certain employees
    of the Company and the
    directors and certain employees
    of the affiliated company, parent
    company issued unsecured
    bonds with detachable warrants.
    Undersection 341-8-4 of Japanese
    Commercial Code, the
    redemption and retirement of
    these bonds are restricted when
    total amount of bonds is less
    than the total amount of issue
    price of the stocks from
    unexecuted warrants.
    To reduce interest costs, parent
    company repurchased a part of
    the issued bonds after warrants were
    detached. For this reason,the company
    intends to hold the treasury bonds
    until they can be retired legally and
    it is same as the redemption
    substantially.
```

Thus, bonds and treasury bonds are disclosed in net amount in the balance sheet as follows. The difference between the repurchased price and book value of the treasury bonds at the time of transaction are booked as loss on repurchase of treasury bonds in the unusual loss section.

Thus, bonds are disclose balance sheet difference b price and boo treasury bon transaction repurchase o unusual loss


18
(Consolidated semi-annual income statements)

For the first half of the current fiscal year For the first half of the previous fiscal year fo (From January 1, 2002 ) (From January 1, 2001)

To June 30, 2002 To June 30, 2001

1. Major components of selling, general and administrative expenses
2. Major components of selling, general and administrative expenses

Advertising and sales
promotions
Salaries and bonuses
Out-side service fee
Depreciation expense
Research and Development costs
Software maintenance fee

511 Advertising and sales
promotions
3,118,262 Salaries and bonuses 528,104 Out-side service fee 310,716 Depreciation expense 914,720 Research and Development costs 924,705 Amortization of consolidated goodwill
Software maintenance fee
(From January 1, 2002 )
-----------------------------------
2. Major components of
non-operating income
Interest income
Equity in gain of affiliated companies
2. Major components of
non-operating income
185,155 Interest income 202,266
Foreign exchange gain 307,532
307,532 Fo
2,586
3. Major components of non-operating expense
Interest expense
Foreign exchange loss
expense

3. Major components of

non-operating expense

157,560 Interest expense 135,172
98,695 Bond issue costs
34,180 Equity in loss of affiliated companies 104,849 Loss on disposal of products

49,328
4. Major components of
4. Major components of


## (Consolidated semi-annual cash flow statement)

```
For the first half of the current fiscal year for the first half of the previous fiscal year
(From January 1, 2002) (From January 1, 2001)
To June 30, 2002 To June 30, 2001
```

1. The ending balance of cash and cash equivalents and accounts in the consolidated balance sheet

Cash and deposits

Time deposit matured over
3 months (excluded from
cash and deposit)

Cash and
cash equivalents 45,990,587
$46,055,383$
-
Cash and deposits
$34,618,745$

Time deposit matured over
3 months (excluded from cash and deposit)
$(65,511)$

Cash and
cash equivalents
34,553,234

## 4. Segment Information

1. Industry segment information

The company and its subsidiaries had operated principally in two industry segments: "Security software business" and "Internet infrastructure-related products/service business". However, ip Trend Incorporated (Tokyo Shibuya-ku) and ip Trend Incorporated (Tokyo Chuo-ku) which have operated "Internet-related product/service business" was liquidated in the previous fiscal year and ip Trend Incorporated (Taiwan) has been processed to liquidate. Thus, from the current fiscal year, the

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company and its subsidiaries are specialized in "Security software business". Also, industry segment information was not disclosed in the first-half of the previous fiscal year since more than $90 \%$ of sales and operating income in all segments were from the "security software business" in accordance with Ordinance on Consolidated Financcial Statements.
2. Geographic segment information

For the first-half of the current fiscal year
(From Januar To June 30
$\qquad$
Japan North America Europe Asia Pacific Others

Sales and operating
profit/loss
Sales

| (1) Sales to | $8,570,556$ | $4,667,439$ | $4,681,702$ | $1,984,283$ | 603,037 | 20 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| third parties | $4,126,129$ | $2,603,594$ | 25,884 | $1,541,443$ |  |  |


| Total | 12,696,685 | 7,271,033 | 4,707,586 | 3,525,727 | 603,037 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating expenses | 2,893,874 | 6,367,553 | 4,767,830 | 3,315,177 | 560,804 |
| Operating income (loss) | 9,802,810 | 903,480 | $(60,244)$ | 210,549 | 42,232 |

For the first-half of the previous fiscal year
(From January To June 30,


America

Sales and operating profit (loss)
Sales

| (1) Sales to | 4,487,537 | 4,017,815 | 883,543 | 796,599 | 753,858 | 12,9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (2) Intersegment sales | 3,053,423 | 881,345 | 1,080,149 | 8,105 | 35,295 | 5,0 |
| Total | 7,540,960 | 4,899,160 | 1,963,693 | 04,705 | 789,153 | 17,9 |
| Operating expenses | 2,815,535 | 4,596,694 | 1,991,885 | 851,499 | 771,900 | 13,0 |
| Operating income (loss) | 4,725,425 | 302,466 | $(28,192)$ | $(46,794)$ | 17,253 | 4,9 |


| For the previous fiscal year | (From January |  |  |
| :---: | :---: | :---: | :---: |
|  |  | To December 3 |  |
| Japan | North | Taiwan | Europe |
| America |  | Others | To |

Sales and operating

> profit (loss)

Sales
(1) Sales to
third parties
(2) Intersegment
12,114,971 8,577,200 1,896,325 6,860,192 1,877,630

31,
6,914,741 2,530,239
2,288,584 21,285 101,687
11,
sales


| Operating expenses | 5,730,025 | 10,037,183 | 4,328,060 6,349,022 | 1,807,521 |
| :---: | :---: | :---: | :---: | :---: |


| Operating income (loss) | 13,299,688 | 1,070,256 | $(143,150)$ | 532,455 | 171,795 | 14, |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |

(Notes)

1. Classification of countries and regions is based on geographical proximity.
2. Classification of countries and regions into each geographic segment. North America : U.S.A.
Europe : Italy, Germany, France, UK
Asia Pacific : Taiwan, Korea, Australia, Hong Kong, Malaysia, New Zealand, China
Others : Brazil, Mexico
3. Unallocable operating expenses for the current semi-annual period in the operating expense (JPY 5,531 millions) is included in "Eliminations or Corporate". Major components are expenses for the administrative department in parent company and research and development costs for our products.
4. Unallocable operating expenses for the previous semi-annual period in the operating expense (JPY 2,565 millions) is included in "Eliminations or Corporate". Major components are expenses for the administrative department in parent company and research and development costs for our products.
5. Unallocable operating expenses for the previous annual period in the operating expense (JPY 6,310 millions) is included in "Eliminations or Corporate". Major components are expenses for the administrative department in parent company and research and development costs for our products.
6. Unallocable operating expenses are included in "Elimination or Corporate" due to the difficulty in recognizing their contribution to each segments' profit and loss.
7. Taiwan had been disclosed separately. However, the sales volume in Taiwan

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have been decreasing and it is expected to decline more. In addition, strictly considering geographical proximity, it is rational to disclose Taiwan together with Korea, Australia, Hong Kong, Malaysia, New Zealand and China. Therefore, from the first half of the current fiscal year, they are disclosed as "Asia Pacific". Segment information for the first half of the previous fiscal year and previous fiscal year in the current way of classification and allocation are as follows.

For the first-half of the previous fiscal year

North
Japan
America
Europe
Asia Pacific
Others

Sales and operating
profit/loss
Sales
(1) Sales to
$\begin{array}{llllll}\text { third parties } \quad 4,487,537 & 4,017,815 & 2,796,599 & 1,216,370 & 421,031\end{array}$

| Total | 7,540,960 | 4,899,160 | 2,804,705 | 2,323,103 | 421,031 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating expenses | 2,815,535 | 4,596,694 | 2,851,499 | 2,454,772 | 300,300 |
| Operating income (loss) | 4,725,425 | 302,466 | $(46,794)$ | $(131,669)$ | 120,730 |

(From January
For the first-half of the previous fiscal year
To December

## Japan North America Europe Asia Pacific Others

| Sales and operating profit/loss |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  |  |  |  |  |
| (1) Sales to |  |  |  |  |  |
| (2) Intersegment sales | 6,914,741 | 2,530,239 | 21,285 | 2,367,299 | - |
| Total | 19,029,713 | 11,107,439 | 6,881,478 | 5,171,117 | 970,137 |
| Operating expenses | 5,730,025 | 10,037,183 | 6,349,022 | 5,454,439 | 658,171 |
| Operating income (loss) | 13,299,688 | 1,070,256 | 532,455 | $(283,321)$ | 311,966 |

(3) Overseas sales

North
America
Europe Asia Pacific
Others

| I Overseas sales | $4,667,439$ | $4,681,702$ | $1,984,283$ |  |
| :--- | :--- | :--- | :--- | :--- |
| II Consolidated sales |  |  |  |  |
| III | Ratio of overseas sales |  |  |  |
|  | against consolidated sales | $22.8 \%$ | $22.8 \%$ | $9.7 \%$ |

(From Janua
For the first-half of the previous fiscal year
North
America
Taiwan
Europe
Others

| I | Overseas sales | $4,017,815$ | 663,751 | $2,796,599$ |
| :--- | :--- | ---: | ---: | ---: |
| II Consolidated sales |  |  | 982,714 |  |
| III Ratio of overseas sales |  |  |  |  |
|  | against consolidated sales | $31.1 \%$ | $5.1 \%$ | $21.6 \%$ |


|  |  | For the previous fiscal year |  |  | (From Janua <br> To Decembe |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { North } \\ \text { America } \end{gathered}$ | Taiwan | Europe | Others |
| I | Overseas sales | 8,577,200 | 1,905,389 | 6,860,192 | 1,877,630 |
| II | Consolidated sales |  |  |  |  |
| III | Ratio of overseas sales against consolidated sales | 27.4\% | $6.1 \%$ | 21.9\% | $6.0 \%$ |

(Note) 1. Overseas sales are sales to countries/regions other than Japan by Trend Micro Inc. and its consolidated subsidiaries.
2. Classification of countries/region is based on geographical proximity.
3. Classification North America : USA

Europe : Italy, Germany, France, UK
Asia Pacific : Taiwan, Korea, Australia, Hong Kong, Malaysia, New Zealand, China
Others : Brazil, Mexico
4. Taiwan had been disclosed separately. However, the sales volume in

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Taiwan have been decreasing and it is expected to decline more. In addition, strictly considering geographical proximity, it is rational to disclose Taiwan together with Korea, Australia, Hong Kong, Malaysia, New Zealand and China. Therefore, from the current semi-annual period, they are disclosed as "Asia Pacific". Segment information for the previous semi-annual period and previous fiscal year in the current way of classification and allocation are as follows.

Europe
Asia Pacific
Others

I Overseas sales
$4,017,815$
$2,796,599$
$1,225,435$
421, 031
II Consolidated sales
III Ratio of overseas sales $\begin{array}{llll}\text { against consolidated sales } & 31.1 \% & 21.6 \% & 9.5 \%\end{array}$

|  |  | For the previous fiscal year |  |  | (From Janua <br> To Decembe |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | North <br> America | Europe | Asia Pacific | Others |
| I | Overseas sales | 8,577,200 | 6,860,192 | $2,812,882$ | 970,137 |
| II | Consolidated sales |  |  |  |  |
| III | Ratio of overseas sales against consolidated sales | 27.4\% | 21.9\% | 9.0\% | $3.1 \%$ |

5. Lease transactions None

24
6. Fair Market Value of Marketable Securities
(1) Available-for-sale with fair market value

Classification At the end of the first half of the current fiscal year

At the end of the first half of previous fiscal year

As of June 30, 2002
(As of June 30, 2001)

| Available-for-sale | Acquisition cost | Recorded amount on Consolidated BS | Difference | Acquisition cost | Recorded amount on Consolidated BS | Difference |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1. Equity securities | 140,905 | 82,103 | $(58,802)$ | 332,475 | 737,206 | 404,730 |
| 2. Debt securities |  |  |  |  |  |  |
| Government bond/ Municipal bond | 277,503 | 251,069 | $(26,433)$ |  |  |  |
| Corporate bond | 1,970,171 | 1,886,941 | $(83,229)$ | 1,700,000 | 1,768,510 | 68,510 |
| Others |  |  |  |  |  |  |
| 3. Others |  |  |  | 9,995 | 9,781 | (214) |
| Total | 2,388,580 | 2,220,114 | $(168,465)$ | 2,042,471 | 2,515,498 | 473,027 |

(2) Major securities market value non-applicable

| Classification | At the end of the first half of the current fiscal year (As of June 30, 2002) | At the end of the first half the previous fiscal year (As of June 30, 2001) |
| :---: | :---: | :---: |
| Available-for-sale | Recorded amount on consolidated B/S | Recorded amount on consolidated B/S |

```
1. Unlisted securities 634,815
(excluding OTC transaction securities)
2. Others
```


7. Contract or Notional amount, FMV and Valuation gain(loss) of Derivatives

Basic policies for derivative transactions

A corporate policy of Trend Micro Group does not engage in derivative transactions. However, the interest cap trading and the interest rate swap had been made by ipTrend Incorporated (Tokyo, Chuo-ku, liquidated in the previous fiscal year), before the company acquisition. (Due to business

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transfer to Trend Micro in the previous fiscal year, Trend Micro Inc. has been transferred the interest cap trading and the interest rate swap.) Trend Micro Group has no intention of changing, so there will no newly derivative transactions in future. These transactions had been made to avoid risks for interest rate fluctuation. The borrowing applied to the hedge was paid completely, when ipTrend Incorporated became a consolidated subsidiary.

The contractor for the interest cap trading and the interest rate swap is the financial institution, which is trustworthy institution. No expectation is required for future losses because of any defaults. In addition, these transactions have a risk related to rate changing, but there is no significant effect for the company business.

The contract amount of "Fair market value of the derivative transaction" doesn't show the amount of risks on the derivative market.

Fair market value of the derivative transaction

(Thousands of yen)

| Classification | At the end of the |
| :---: | :---: |
|  | previous fiscal year |
|  | As of December 31, 2001 |

Type Contract amount
Fair

|  |  |  | Over year | market <br> value | Appraisal gain (loss) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Interest cap |  |  |  |  |
|  | Buy | 100,000 | 100,000 | 63 | $(3,136)$ |
|  | (Option Premium | $(3,200)$ | $(3,200)$ |  |  |
|  | Interest rate swap |  |  |  |  |
|  | Receive/floating and pay/fixed | 200,000 | 200,000 | $(9,773)$ | $(9,773)$ |
| Total |  | 300,000 | 300,000 | $(9,710)$ | $(12,910)$ |

(Note) 1. The amount of option premium is stated in ( ) and the fair market value of it and appraisal gain (loss) are stated on the above.
2. Fair market value is determined based on the price, which is provided by the contractor of the financial institute.
8. Significant subsequent events

N/A
9. Manufacturing and sales result
(1) Manufacturing result
(Thousands of yen)

| Products Period | (From January 1, 2002 <br> To June 30, 2002) | $\begin{aligned} & \text { (From January 1, } 2001 \\ & \quad \text { To June 30, } 2001 \text { ) } \end{aligned}$ |
| :---: | :---: | :---: |
| PC Client | 25,286 | 4,116 |
| LAN Server | - | 15,735 |
| Internet Server | 375,008 | 154,956 |
| Other Products | 461,952 | 10,290 |
| service | - | 356,427 |

(Note) 1. Amount is based on manufacturing expense.
2. Consumption tax is not included in the amount above.
(2) Sales result
(Thousands of yen)

| Products | Period | (From January 1, 2002 To June 30, 2002) | (From January 1, 2001 To June 30, 2001) |
| :---: | :---: | :---: | :---: |
| PC Client |  | 7,231,689 | 4,320,161 |
| LAN Server |  | 2,633,354 | 1,237,716 |
| Internet Server |  | 6,942,460 | 4,513,593 |
| Other Products |  | 528,772 | 209,099 |
| Internet based service | ducts / | - | 505,043 |
|  | Sub-total | 17,336,276 | 10,785,615 |
| Other service |  | 3,170,742 | 2,153,739 |
|  | Total | 20,507,019 | 12,939,355 |

(Note) 1. Quantity is omitted due to many types of products included in one product line.


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dividends were authorized for this semi-annual period.

The company adopts Unit Stock method. (One unit: 500 shares)

1. Financial Highlights for the first half of $F Y 2002$ (January 1, 2002 through June 30, 2002)
(1) Results of operations
(All figures except for per share information are rounded down to millions of yen.)

|  | Sales | Growth rate | Operating income | Growth rate |
| :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen |  | Millions of yen |  |
| The first half of FY 2002 | 12,696 | 79.7 | 4,263 | 57.9 |
| The first half of FY 2001 | 7,066 | 78.9 | 2,699 | 454.2 |
| FY 2001 (annual) | 18,454 |  | 7,579 |  |


|  | Net income | Growth rate | Net income per share |
| :---: | :---: | :---: | :---: |
|  | Millions of yen |  | Yen |
| The first half of FY 2002 | 2,251 |  | 17.03 |
| The first half of FY 2001 | $(2,166)$ |  | (16.49) |
| FY 2001 (annual) | 393 |  | 2.99 |

## (Note)

1. Weighted average number of shares outstanding:

132,153,432 shares (for the first half of FY 2002)
131,339,944 shares (for the first
half of FY 2001)
131,594,913 shares (for FY 2001)
2. Change in accounting policies: None
3. The percentage of sales, operating income, ordinary income and net income are comparison to the first half of prior fiscal year.
(2) Dividends


The first half of $F Y 02$
0
The first half of $F Y 01$

```
FY 01 (annual) - 0
```

(3) Financial Position

|  | Total assets | Shareholders' equity | Shareholders' equity ratio | Share |
| :---: | :---: | :---: | :---: | :---: |
| As of | Millions of yen | Millions of yen |  |  |
| June 30, 2002 | 54,196 | 23,985 | 44.3 |  |
| June 30, 2001 | 41,809 | 18,803 | 45.0 |  |
| December 31, 2001 | 49,142 | 21,139 | 43.0 |  |

## (Note)

1. Number of shares issued at the end of period:
$132,492,510$ shares as of June 30,2002
$131,681,887$ shares as of June 30,2001
$132,052,284$ shares as of December 31, 2001
2. Number of treasury stocks at the end of period:

72,654 shares as of June 30,2002
916 shares as of June 30,2001
9,102 shares as of December 31, 2001

1. Non-consolidated Semi-annual Financial Statements
(1) Non-consolidated semi-annual balance sheets

Period
At the end of the first half
of the current fiscal year (As of June 30, 2002) Amount Percentage
(Assets)
I Current assets

1. Cash and bank deposits
2. Accounts receivable, trade
3. Treasury stock
4. Inventories
5. Intercompany loan receivables
6. Other accounts receivable
7. Deferred tax assets

35,002,683 6,862,634
2
6,862,634 4,726,066

198,631
91,924
785,462
$2,915,766$
$1,764,611$

At the end of the half of the previou year
(As of June 30
------------------

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| Period Account |  | At the end of the first half of the current fiscal year <br> (As of June 30, 2002) | At the end of the first of the previous fiscal (As of June 30, 2001 |
| :---: | :---: | :---: | :---: |
|  |  | Amount Percentage | Amount Percent |
| Liabilities |  |  |  |
| Current liabilities |  |  |  |
| 1. Accounts payable, trade |  | 86,934 | 24,801 |
| 2. Current portion of long-term debt | 5 | 8,000,000 | - |
| 3. Accounts payable, other |  | 3,157,370 | 1,569,093 |
| 4. Accrued corporate taxes |  |  |  |
| and other |  | 1,591,000 | 3,756 |
| 5. Allowance for sales returns |  | 704,191 | 179,739 |
| 6. Warrants |  | 3,035,527 | 1,917,943 |
| 7. Deferred revenue |  | 5,666,866 | 3,011,041 |
| 8. Others | 3 | 682,953 | 367,416 |

Total current liabilities Long-term liabilities

1. Long-term debt
2. Deferred revenue
3. Allowance for retirement benefits

Total long-term liabilities

Total liabilities

Shareholders' equity
Common stock
Capital surplus

1. Additional paid-in capital

Accumulated earnings

1. Legal reserve
2. Unappropriated retained earnings at the end of the period
Valuation difference on other securities
Treasury stock
Total shareholders' equity

Total liabilities and shareholders' equity
$22,924,844$

5
$6,500,000$
515,418
271,594
$-7,287,012$
---------1
$7,240,079$

9,080,043

20,833

7,983,598
$(90,051)$
(249,454)
$23,985,048$
$54,196,905$
$==========$
4
42.3 7,073,791
$15,400,000$
335,737

196,423
$15,932,160$

23,005,952
16.8
0.0
14.7

3,172,626

293,580
(0.2)
(0.4)
44.3
100.0
13.4
$6,799,373$

8,517,103
20,833

7

0

45
$18,803,517$
$41,809,470$
100
(2) Non-consolidated semi-annual income statements


V Non-operating expense

Ordinary income
VI Unusual losses

Income (loss) before taxes Corporate, inhabitant and enterprise tax
Income tax deferred

Net income (loss)
Retained earnings at
the beginning of the year
Unappropriated retained Earnings at the end of the period

3

4

278,789
2.2
-----------104,60

83,285
------------
4, 021,320

2,127,399
$(357,800)$
-----------
$2,251,721$

5,731,876
-------

7,983,598
7,983, 598
219,152
--------
$2,779,296$
$6,376,441$
---------
$(3,597,145)$
3,756
$1,434,778$
----------
$(2,166,122)$
$5,338,749$
-----------

3,172,626

Significant accounting policies and practices for preparing non-consolidated semi-annual financial statements.

1. Accounting for evaluation of securities
(1) Securities

Investments in affilates and in subsidiarie Moving average cost method

Available-for-sale
Available-for-sale with fair market value

The securities are stated at the market based on the value at the end of the pe differences are recognized in equity di reflect to net earnings and cost of sel determined by the weighted average meth

Availalble-for-sale without a market valu

The securities are stated at the weight
(2) The transaction of derivatives The market value method
(3) Inventories

Finished goods Raw materials Supplies Moving average cost method

Work in process

Work in process is stated at the cost b by accumulated production and developme individual projects.
2. Depreciation and amortization method for fixed assets
(1) Property and equipment

Declining-balance method
Useful life and salvage value of the fi determined using the standard which is corporate tax law.

Building (excluding facilities and leas improvement) acquired after April 1, 1 depreciated by a straight-line method.
(2) Intangibles
(Software for mass sale)
Straight-line method over the estimated us
(Software for internal use)
Straight-line method over the estimated us
(Other intangibles)
Straight-line method
Depreciation years are determined using th which is regulated by corporate tax law.
(3) Long-term prepaid expense

Amortization is computed by a straight-line Amortization years are determined using the which is regulated by corporate tax law.
3. Accounting for deferred assets

33
4. Accounting policies for provisions
(1) Allowance for bad debt

As contingency against losses from default account receivable, the allowance for doubt is provided. The amount is determined using percentage based on own actual doubtful acc against total of debts and an amount, which consideration the possibility of recovering liabilities.
(2) Allowance for sales return

In order to reserve future losses from sal subsequent to the fiscal year end, allowan return is provided based on the past experi sales return.
(3) Allowance for retirement benefits

In order to reserve future losses arising
retirement of employees, allowance for ret benefits is provided based on retirement be liabilities at the end of the period under

Actuarial gain and loss are all expensed in following accounting period.
5. Translation of major foreign-currency
assets and liabilities into Yen.

Foreign-currency financial receivables and are translated into yen at the spot rate e the end of the period. Exchange differentia as a profit/loss.

## 6. Revenue recognition policy

Revenue recognition method for Post Contrac Support Service

Basically, the product license agreement co with the end-user states the article for Po support and upgrading of products and its p files).

The company adopts the following revenue re method for the portion of PCS. Portion of $P$ is recognized separately from total revenue deferred as deferred revenues under current and non-current liabilities based on contra Deferred revenue is finally recognized for contracted period evenly.
7. Accounting for leased assets

Finance leases without transfer of ownersh leased assets are accounted for in the same applied for operating leases.
8. Other important matters for preparing semi-annual financial statements
(1) Consumption tax

Transactions subject to consumption tax are stated at the amount net of the related consumption tax.
(2) Accounting for stock warrants that was granted to some officers and employees.

The Company has adopted incentive plans where warrants to purchase parent company's shares are granted to directors and certain employees after parent company issues bonds with detachable warrants and immediately repurchases all of the warrants. Compensation costs are measured at

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repurchase costs of warrant securities at the point of grant because that is only one of the compensation scheme which grants warrants to directors and employees. Warrant portion of the bonds is recorded as "warrant account" upon issuance and then transferred to "additional paid-in capital" upon exercise.

Notes
(Non-consolidated semi-annual balance sheets)

| ```1 \text { Accumulated depreciation of} property and equipment JPY 372,147``` | ```1 \text { Accumulated depreciation of} property and equipment JPY 231,119``` | 1 Accumulated property and e |
| :---: | :---: | :---: |
| 2 Number of treasury stocks 72,654 shares | 2 Number of treasury stocks 916 shares | 2 Number of |
| 3 Presentation of consumption tax Net of consumption tax paid and consumption tax received are included in other current liabilities. | 3 Presentation of consumption tax Net of consumption tax paid and consumption tax received are included in other current liabilities. | 3 Presentation Net of consumpt consumption tax in other curren |
| 4 Description of increases in the number of shares issued | 4 Description of increases in the number of shares issued | 4 Description the number of |
| Exercise of stock warrants detached from bonds | Exercise of stock warrants detached from bonds | Exercise of sto from bonds |
| -Number of shares issued 440,226 shares | -Number of shares issued 442,239 shares | -Number of sha |
| -Issue price per share JPY - | -Issue price per share JPY - | -Issue price |
| -Increase in common stock JPY 406,401 | -Increase in common stock JPY 445,635 | -Increase in |
|  | Stock split | Stock split |
|  | -Number of shares issued 65,679,227 shares | -Number of sha |
|  | -Issue price per share JPY - | -Issue price p |
|  | -Increase in common stock JPY 170,900 | -Increase in o |

```
*5 Treasury bonds
    In order for the warrants to be
    granted or transferred to the
    directors and certain employees
    of the Company and the directors
    and certain employees of the
    affiliated company, the Company
    issued unsecured bonds with
    detachable warrants. Under section
    341-8-4 of Japanese Commercial
    Code, the redemption and retirement
    of these bonds are restricted when
    total amount of bonds is less than
    the total amount of issue price of
    the stocks from unexecuted warrants.
    To reduce interest costs, the
    Company repurchased a part of the
    issued bonds after warrants were
    detached. This repurchase is same as
    the redemption substantially.
    Thus, bonds and treasury bonds are
    disclosed in net amount in the
    balance sheet as follows.
    The difference between the
    repurchased price and book value of
    the treasury bonds at the time
    of transaction are booked as
    loss on repurchase of treasury
    bonds in the unusual loss
    section.
```

*5 Treasury bonds
*5 Treasury bonds In order for th granted or tra directors and of the Company certain employe company, the C bonds with deta section 341-8-4 Code, the redem these bonds are amount of bonds amount of issue from unexecuted To reduce inte repurchased a after warrants repurchase is substantially.

Thus, bonds and disclosed in ne sheet as follow The difference price and book bonds at the t booked as loss treasury bonds section.
(Thousands of yen)


For the first half of the current fiscal year
(From January 1, 2002
To June 30, 2002)

For the first half of the previous fiscal year
(From January 1, 2001
To June 30, 2001)

1 Major components of selling, general and administrative expenses

| Sales promotions | 160,171 |
| :--- | ---: |
| Advertising | $1,568,298$ |
| Salaries and bonuses | $1,122,862$ |
| Pension and severance | 37,485 |
| costs | 65,285 |
| Depreciation expense | 464,387 |
| Service charge |  |
| Research and | 903,936 |
| development costs | 924,705 |
| Software maintenance fee | 876,662 |

1 Major components of selling, general and administrative expenses

Sales promotions 135,102
Advertising 73,041
Salaries and bonuses 830,865
Pension and severance costs 28,351
Depreciation expense 30,575
Service charge 489,562
Research and development costs 1,038,519
Software maintenance fee 302,088
Intercompany charge 135,820
Amortization of software copyright 69,105

1 Major co general

Sales pron Advertisin Salaries Pension an costs Depreciat Service ch Research developm Software Intercomp Allowance Amortizat software


5 Depreciation and amortization expense
Property and equipment 86,47
Intangible fixed assets 526,079

5 Depreciation and amortization expense
Property and equipment 38,354
Intangible fixed assets 207,088

5 Depreci expense
Property
Intangible
(Significant subsequent events) N/A
2. Lease transactions

None
3. Market value of the marketable securities
"Marketable securities (excluding investments in subsidiaries and affiliates with fair market value)" for the first half of current fiscal year, and market value of the marketable securities for the first half of previous fiscal year are indicated on the explanatory note on consolidated financial statements.

1. For the first half of current fiscal year (as of June 30, 2002) None of investments in subsidiaries and affiliates have fair value
2. For the first half of previous fiscal year (as of June 30, 2001) None of investments in subsidiaries and affiliates have fair value
3. For the previous fiscal year (as of December 31, 2001) None of investments in subsidiaries and affiliates have fair value.

Brief Information For The Interim Consolidated Financial Report
Pro Forma Compensation Cost For The Stock Options (Unaudited)
Our company and subsidiaries have adopted incentive plans for the directors and employees of our company and subsidiaries: an incentive plan pursuant to which warrants to purchase parent company shares were granted to directors and employees (Under this plan, our company issued bond with detachable warrants and immediately repurchased all of the warrants for distribution to grantees); and an incentive plan based on the stock option (subscription right method) in accordance with the Article 280 Section 19-2 of the former Commercial Code of Japan. In addition, our U.S. subsidiary has adopted a stock option incentive plan granting our company's shares invested in kind by major shareholders to a special purpose company.

Regarding to these incentive plans, we have estimated the compensation cost pursuant to SFAS No. 123 of U.S. Generally Accepted Accounting Principles

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for compensation costs on stock options. Each stock option value on the date of grant is calculated on Black-Scholes option pricing model with assumption described below. Then the value is prorated over the period of execution to recognize the cost. The resulting pro forma compensation cost (consolidated, before tax) for the stock option plans for the first half of FY2002 is 426 million yen.

|  | Volatility | Estimated Duration of The Option | Estimated <br> Dividend |
| :---: | :---: | :---: | :---: |
| Incentive Plan for 1999 | 25.80 \% | 3 years | 0 |
| Incentive Plan for 2000 | $17.03 \%$ | 3 years | 0 |
| Incentive Plan for 2001 | 14.98-15.00 \% | 3 years | 0 |
| Incentive Plan for 2002 | $18.00 \%$ | 4 years | 0 |

July 30, 2002
Trend Micro Incorporated


[^0]:    2. Management Policy and Business Results

    Trend Micro Group's Basic Management Policy
    Since its founding, Trend Micro has provided "peace of mind" to all users of computer networks and the Internet by offering anti-virus and Internet content security solutions. We currently have the strong impression that needs of the market to be met by Trend Micro has been changing into larger one in accordance with development of the Internet followed by rapid growth of the market scale of business. Such dramatic change tells us that we have to change

