

## **Citrix Historical Retrospective 1989-2010**

### **2010**

- Citrix XenDesktop Feature Pack 1 released
- Citrix XenDesktop 4 honored as an InfoWorld 2010 Technology of the Year Award winner
- Joint collaboration agreement with Microsoft to accelerate virtual desktop adoption.
- First public release of Citrix XenClient, a new client-side virtualization solution, developed in collaboration with Intel
- New Citrix HDX™ “Nitro” technologies, which include groundbreaking innovations at all levels of the desktop virtualization infrastructure, introduced
- Citrix XenDesktop® 4 won the “Best of Interop” 2010 award for leading innovation in virtualization
- Citrix NetScaler “burst pack” licenses, which extend the flexible pay-as-you-grow model by scaling data center capacity during traffic spikes, introduced
- Citrix XenServer 5.6, with powerful new features for the free and paid editions, becomes available
- Citrix Receiver and Citrix GoToMeeting become available as apps in the Apple iPad App Store
- Citrix XenDesktop including Citrix XenClient and Citrix XenVault are introduced, making it easier for IT to incorporate mobile laptop users into a unified enterprise desktop virtualization strategy
- Citrix and Cisco partner to provide the new Cisco Desktop Virtualization Solution
- Citrix and Microsoft introduced V-Alliance, an expanded global partnership with Microsoft that gives Citrix and Microsoft partners access to special sales and marketing tools
- Citrix acquired VMLogix, a leading provider of virtualization management for private and public clouds
- Announces HD Faces – integrated video – in its GoToMeeting web collaboration offering
- Citrix GoToTraining, an easy online training tool that allows you to deliver interactive online training sessions to anyone, anywhere, at any time is introduced
- Citrix enhanced its Citrix OpenCloud™ infrastructure platform that extend the company’s leadership position as the most widely deployed provider of virtualization and networking solutions for the open cloud.
- Citrix holds inaugural international customer event in Europe: Synergy Berlin
- Citrix celebrates 15 years as a public company December 8, 2010

### **2009**

- Citrix produces new virtualization technology to optimize delivery of apps to Intel Core2 and Centrino2
- Citrix Branch Repeater 5 with High Definition Experience (HDX) introduced for Citrix XenApp users
- Citrix XenDesktop 3 enhances multimedia experience, doubles scalability and enhances and adds streamed desktop support
- XenServer offered for Free
- Project Encore – Citrix and Microsoft extend twenty – year partnership into server virtualization space

- Citrix Online unveils GoView
- Citrix reaches milestone of more than 230,000 customers
- Citrix Receiver introduced
- Self service app store introduced giving users easy self-service access to any corporate application offered by IT
- NetScaler VPX, the company's networking virtual appliance, introduced
- Citrix celebrates 20 year anniversary

## **2008**

- Expanded desktop and server virtualization alliance with Microsoft Corp.
- Launched Citrix NetScaler MPX
- Announced Citrix XenServer™ Platinum Edition with the capability to dynamically provision both virtual and physical servers
- Announced Workflow Studio to orchestrate communications across multiple Citrix products and third party solutions
- Announced new name for – XenApp -- for Citrix's popular application virtualization product, Presentation Server; and introduce new product family brand – Citrix Delivery Center™ -- an overarching brand for Citrix's application delivery infrastructure
- Employees: approximately 4,900

## **2007**

- XenSource, Inc. acquisition completed
- Ardenne Inc., acquisition completed
- Launched Citrix® GoToMyPC® 6
- Launched Citrix Presentation Server™ 4.5
- Launched Citrix Desktop Server™ 1.0 (previously code-named Project Trinity)
- Launched Citrix® NetScaler® 8.0
- Citrix unveils industry's first comprehensive end-to-end Application Delivery Infrastructure
- Citrix opens Silicon Valley headquarters in Santa Clara, Calif.
- Employees: approximately 4,600
- Net revenues of \$1.4 billion

## **2006**

- Reflectent Software, Inc. acquisition completed
- Orbital Data Corp. acquisition completed
- Microsoft and Citrix expand partnership to improve application access and address branch office complexity
- Launched Citrix® WANScaler™ 8000 series of wide area network optimization solutions
- Launched Citrix® GoToWebinar™; the first do-it-yourself affordable way for anyone to conduct online events

- Launched Citrix® GoToMyPC® 5
- Citrix announced an extension of its Access Gateway SSL VPN product line with the new Citrix Access Gateway™ Enterprise Edition
- Citrix announced the release of the Citrix® NetScaler® Application Firewall Standard Edition, a new version of Web application firewall designed specifically for midsized enterprises and business units within large companies
- Employees: approximately 3,500
- Net revenues of \$1.134 billion

## **2005**

- NetScaler Inc. acquisition completed
- Teros, Inc. acquisition completed
- Announced Citrix Access Essentials™, Citrix's first product specifically developed, packaged and priced for small and midsized businesses
- Announced Citrix Access Suite™ 4.0 which includes Citrix Presentation Server™ 4.0, Citrix Password Manager™ 4.0 and the new Citrix Access Gateway™ 4.0, an SSL VPN appliance
- Citrix positioned in the Leaders Quadrant of the most recent Gartner Inc. Application Delivery Products Magic Quadrant Report.
- Citrix positioned by Gartner, Inc. in the “visionary” quadrant in the “Magic Quadrant for SSL VPN, North America, 3Q05” report.
- Citrix GoToMeeting™ Corporate named Editors’ Choice in Web Conferencing by PC Magazine
- CRN named two Citrix executives “Channel Chiefs”
- Internet Telephony's Product of the Year Awards, 2005: Application Gateway was chosen as a Product of the Year
- Microsoft Global ISV Partner of the Year
- Citrix appointed new directors to its board: Murray Demo, EVP and CFO for Adobe Systems, and Godfrey Sullivan, president and CEO for Hyperion Solutions Corporation
- CEO Mark Templeton won the 2005 Excalibur Award for excellence in business and community leadership
- Presentation Server won Editor’s Choice Award from Network Computing
- Citrix Access Gateway appliance named Product of the Year by SearchNetworking
- Employees: approximately 2,950
- Net revenues of \$909 million

## **2004**

- Citrix signed a five-year agreement with Microsoft Corporation enabling Citrix to deliver more comprehensive access solutions on the Windows® platform and improve the access capabilities available in forthcoming version of Windows Server™ codenamed “Longhorn”
- Net6 Inc. acquisition completed

- Citrix GoToMyPC® won a Readers' Choice Award from Windows IT Pro for Best Remote Control Product
- PC World named Citrix GoToMyPC to "Best of 2004" product list
- Citrix won two awards at Gartner's EnterpriseVision 2004 event: Best Alliance Strategy and Best Enterprise Vendor
- Launch of Citrix® MetaFrame® Secure Access Manager 2.2
- Citrix GoToMyPC won PC Magazine, CNET and PC World Awards
- Citrix GoToAssist™ won TMC Labs and Customer Interaction Solutions Magazine Awards
- Citrix GoToMeeting previewed at IDG's DEMO event
- Expertcity acquisition completed
- Introduction of Citrix accessPARTNER Network
- Employees: approximately 2,550
- Net revenues of \$741 million

## **2003**

- Citrix signed definitive agreement to acquire Expertcity, Inc.
- Introduction of Citrix Certified Integration Architect™ certification
- Citrix MetaFrame Access Suite won the VARBusiness Tech Innovators Choice Award in the Infrastructure category
- Microsoft selected Citrix as its first-ever Global Independent Software Vendor Partner of the Year
- Citrix MetaFrame Access Suite won the Midsize Enterprise Innovation Award for Best Manufacturing Solution
- Launch of Citrix MetaFrame Password Manager
- Citrix launched first global advertising and branding campaign
- Citrix MetaFrame Conferencing Manager won Windows & .NET Magazine's "Best of Show" Award at Tech Ed 2003
- SAP customers gave Citrix a Member's Choice Top 25 Gold Star Award for greatest positive impact on SAP deployments
- Citrix supported the Microsoft® Windows® Server 2003 launch as a Platinum sponsor
- Launch of Citrix MetaFrame XP® Presentation Server, Feature Release 3
- Launch of Citrix MetaFrame Conferencing Manager
- Citrix was awarded a U.S. General Services Administration (GSA) Schedule, allowing Federal agencies to purchase Citrix solutions
- Citrix announced the MetaFrame Access Suite of products and MetaFrame Secure Access Manager, the first product in the suite
- MetaFrame software is used by nearly 50 million people worldwide
- Two new members named to Citrix Board of Directors: Tom Bogan, president and COO of Rational Software, and Gary Morin, executive vice president and CFO for Lexmark International

- Citrix won 2003 Crossroads A-List Award for NFuse® Elite as best portal for the mid-sized enterprise
- Employees: approximately 1,900
- Net revenues of \$588.6 million

## **2002**

- Citrix and Microsoft signed agreement giving Citrix access to key Windows server operating systems code
- Citrix named Microsoft Global Gold Certified Partner
- Citrix established Center of Excellence for SAP in Walldorf, Germany
- Launch of Citrix MetaFrame XP, Feature Release 2
- Launch of Citrix NFuse Elite access portal server
- Citrix opened offices in Malaysia and Korea
- Citrix and IBM agreed to collaborate on server consolidation solutions
- 95 percent of Fortune 500 use Citrix; 100 of Fortune 100 use Citrix
- Citrix won 2002 Pinnacle Technology Award as best established technology company in Florida
- Citrix won Midsize Enterprise Innovation Award for vision of virtual workplace
- Citrix named to KM World Magazine's "100 Companies that Matter in Knowledge Management"
- Employees: approximately 1,600
- Net revenues: \$527.4 million

## **2001**

- Microsoft and EMC joined Citrix Business Alliance
- Citrix Independent Computing Architecture (ICA®) adopted by 35 million users worldwide; more than nine million concurrent user licenses
- 95 percent of Financial Times FT 100 use Citrix
- Acquisition of Sequoia Software to extend virtual workplace vision
- Launch of Citrix MetaFrame XP for Windows
- Launch of Feature Release 1 for MetaFrame XP and MetaFrame for UNIX®
- Launch of Citrix Secure Gateway
- Citrix NFuse software named the best corporate portal product by Open Systems Advisors (Crossroads A-List Award)
- Citrix won CMP XChange Xcellence Award for "Best Web Program/Strategy"
- Citrix MetaFrame XP and NFuse won Excellence in Technology award at Gartner's Midsize Enterprise Summit
- Citrix won "Best of Breed 2001" award from Computerweek South Africa
- Employees: approximately 1,900
- Net revenues: \$591.6 million

## 2000

- Announcement of subsidiary in India – Citrix Software Limited
- Distribution agreement with Beijing Stone Investment Co. for China market
- Acquisition of Innovex Group to deliver consulting services to channel partners/customers
- Launch of Citrix NFuse application portal software; launch of Citrix MetaFrame 1.8 for Windows 2000 Server; licensing agreements for NFuse signed by corporate portal solution providers: Brio, Corporate Yahoo!, Epicentric, Plumtree, Sequoia, TopTier, Viador
- Launch of Citrix MetaFrame for the Solaris Operating Environment, MetaFrame for the AIX® Operating System and MetaFrame for the HP-UX® Operating System
- Introduction of Citrix Extranet, a VPN solution and the latest addition to Citrix Management Services products
- Launch of Citrix MetaFrame 1.8 Feature Release 1, the first feature release under the new Citrix modular product delivery system
- Citrix iForum 2000 conference sold out with 3,200 attendees, 60 percent more than 1999
- Citrix Independent Computing Architecture (ICA) adopted by 24 million users worldwide; more than six million concurrent user licenses
- Citrix iBusiness ASP Program passes the 100-member mark; Traver Gruen-Kennedy re-elected chairman of the ASP Industry Consortium
- Training milestones: 18,000 Citrix administrators certified; 250 Citrix Authorized Learning Centers worldwide
- MetaFrame named best ASP enabling technology by Open Systems Advisors (Crossroads 2000 A-List Award)
- BusinessWeek ranked Citrix 29th out of 100 “Hot Growth Companies” and 6th best performing company in BusinessWeek 50, March 27th edition
- Citrix named #27 in FORTUNE’s 100 Fastest-Growing Companies list
- Citrix named to Deloitte & Touche “Fast 500” for 4th consecutive year
- Stock split two-for-one
- Employees: approximately 1,350
- Net revenues: \$470.4 million

## 1999

- Added to Standard & Poor’s 500 Index
- Citrix stock split two-for-one
- FORTUNE magazine ranked Citrix in top five of 100 fastest-growing companies
- Forbes ASAP: named Citrix “America’s Most Dynamic Software Company”
- Included in FORTUNE’s inaugural e-50 index
- Windows NT Magazine (Australia) named MetaFrame and WinFrame as the products of the year
- Launched Citrix VideoFrame™ 1.0
- Acquisition of ViewSoft, Inc. for Web-based application deployment/management
- Formation of Internet Business Unit – Citrix iBusiness

- Founding member of the Application Service Provider (ASP) Consortium
- First 14 members of Citrix iBusiness ASP program join
- Citrix Developer Network created 3,000 members in 90 days
- 17 consecutive quarters of growth
- Offices: Florida, Utah, Washington, Australia, Denmark, England, France, Germany, Ireland, Italy, Japan, Netherlands, Switzerland
- Patents: more than 20 registered U.S. patents
- Annual return: 1,425% on one share of Citrix stock (December, 1995 – March, 1999)
- Market capitalization: \$11 billion
- Net revenues: \$403.3 million
- Employees: approximately 1,000

### **1998**

- Deloitte & Touche named Citrix one of “Nation's Fastest Growing Technology Companies”
- Citrix stock split three-for-two
- Citrix named to Standard & Poor's MidCap 400 Index
- ICA surpassed 2 million concurrent ports
- Citrix shipped MetaFrame Thin-Client/Server software
- Development facilities opened in Salt Lake City and Redmond, Wash.
- Insignia acquisition completed; started Citrix’s UK based development activities in High Wycombe
- APM acquisition completed; became Citrix’s UK Cambridge based development site
- Citrix hosted “Thinergy,” the first global conference on server-based computing
- Citrix recognized as top growth company by Soft\*letter 100
- Citrix Board of Directors effected two-for-one stock split
- Market capitalization: \$4.428 billion
- Net revenues: \$248.6 million
- Employees: approximately 600

### **1997**

- Opened new headquarters building in Fort Lauderdale, Florida
- Citrix & Microsoft announced 5-year joint marketing/development & licensing of MultiWin™ for \$175 million
- Datapac acquisition completed; the first acquisition by Citrix which established Citrix’s Pacific sales, marketing and development organization
- Market capitalization: \$2.2 billion
- Net revenues: \$123.9 million
- Employees: approximately 300

## **1996**

- Expansion of WinFrame product line (WinFrame/Access, WinFrame/Enterprise)
- Ingram-Micro signed as distributor
- Launch of CSN channel program (Citrix Solutions Network™)
- ICA agreements with Microsoft (for Internet Explorer) and Sun Microsystems
- Inc. 100: Citrix ranked #18
- Market capitalization: \$1.1 billion
- Net revenues: \$44 million
- Employees: approximately 146

## **1995**

- Launch of WinFrame®
- Tektronix and Wyse became Citrix OEMs
- Launch of the Windows-based Terminal (WBT) concept
- Citrix named remote computing market leader (GartnerGroup)
- IPO Dec. 8; stock opened at \$15, closed at \$30
- Net revenues: \$14.5 million
- Employees: approximately 80

## **1994**

- 5-year anniversary celebration
- WinView v.2.3 and TCP/IP for WinView shipped
- Internet initiative with FTP software
- Network + Interop: Best of Show for WinView 2.3
- Named to the Industry 100 (Soft\*Letter)
- Net revenues: \$10 million
- Employees: approximately 65

## **1993**

- WinView for Networks shipped
- WinView v.2.2 shipped
- Tech-Data signed as first national distributor
- Launch of Authorized Reseller Program
- Net revenues: \$5 million
- Employees: approximately 65

## **1992**

- Citrix Multi-user v.2.0 shipped
- Licensing agreement with Microsoft for NT Server

- Application access agreement with Novell
- Introduction of A+ Server Series, delivering Netware support
- 650 resellers signed up
- Net revenues: \$1.8 million
- Employees: approximately 50

### **1991**

- Shipping of first product: Citrix Multi-user
- \$5 million third-round financing secured
- Net revenues: \$300,000
- Employees: approximately 40

### **1990**

- \$3 million second-round financing secured
- Attended first tradeshow: COMDEX Spring
- Debut of Citrix MULTIUSER OS/2
- Employees: approximately 30

### **1989**

- Incorporated in Delaware (April)
- Edward Iacobucci (founder) set up first office in Richardson, Texas
- Microsoft granted Citrix OS/2 license
- Introduced ICA
- Secured \$3 million in first-round venture capital (\$1 per share)
- Relocated to Florida (Coral Springs)
- Hired first 5 engineers
- Employees: 18

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Citrix®, WinFrame®, ICA®, MetaFrame®, NFuse®, NetScaler®, GoToMyPC®, MultiWin, Citrix Extranet, MetaFrame XP, VideoFrame, WANScaler™, Citrix iForum, Citrix Desktop Server™, Citrix Solutions Network, Citrix Business Alliance™, Citrix Presentation Server™, Citrix Password Manager™, Citrix Access Essentials™, Citrix XenServer™, Citrix XenApp™, Citrix Delivery Center™, GoToAssist™, GoToMeeting™, GoToWebinar™ and Citrix Access Gateway™ are trademarks of Citrix Systems, Inc. and/or one or more of its subsidiaries, and may be registered in the U.S. Patent and Trademark Office and in other countries. Microsoft, Windows and Windows NT are registered trademarks of Microsoft Corporation. UNIX® is a registered trademark of The Open Group in the U.S. and other countries. All other trademarks and registered trademarks are property of their respective owners.