

## Canalys reports 31% revenue growth for 2010

### - Analyst company announces three new services for 2011

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For immediate release

Canalys today announced its final results for fiscal year 2010, with revenue of €5.2 million (US\$7.1 million), a 31% increase over 2009. The analyst company attributed its growth to the strong performance of its ongoing services, as well as events and consulting activities.

‘Our long-term approach to building the company gave very healthy results last year,’ said Canalys President and CEO Steve Brazier. ‘Our reputation for quality has enabled us to gain substantial market share in core service areas, notably security, netpads and smart phones. As a result, we’re becoming the worldwide standard for market reporting in the fields of mobility and security.’

Canalys plans to continue growing in 2011, adding headcount, global locations, expanded events, and an increased range of services. The company will also invest in its web presence throughout the year. Clients will see a more flexible and visual site, while channel partners will soon find a more user-friendly Candefero.

‘We’re very excited about our plans for 2011,’ said Canalys Vice President Alan Cardy. ‘We have a suite of new services that will further drive the industry’s perception of mobility and cloud computing in particular.’

### New Canalys services

- **Mobile App Store Analysis** fuses Canalys’ deep mobile and channels knowledge to support the more than 100 companies launching app stores this year, by guiding them to better business decisions.
- **Mobile Security Analysis** addresses Canalys’ research findings that indicate an increased security concern among smart phone users, by helping software and hardware vendors tackle this challenge.
- **Canalys Data Centre Analysis** examines the ‘real’ investments happening behind the cloud, while evaluating the opportunity, the competition, and how spending will evolve across services, software and hardware.

Canalys also plans to continue its successful Channels Forum, which will take place this year from 3 to 5 October in Barcelona. Over 700 channel delegates attended the 2010 event, which featured sessions from AMD, HP, IBM and Microsoft, as well as over 2,000 senior one-to-one meetings.

‘Thanks to overwhelmingly positive delegate feedback, the Channels Forum became an obvious investment choice for us moving forward,’ said Canalys Marketing and Events Director Rita Chaher. ‘Our plans for the 2011 and 2012 Channels Forums are well advanced. We will continue to expand and innovate, while creating the largest and most prestigious channel events.’

### **About Canalys**

Canalys serves the technology industry with high-quality analysis, produced via a rigorously consistent methodology that is complemented by attentive customer service. Its talented, ambitious and globally integrated team are leading-edge users of technology. We deploy innovative web-based solutions to gather research, connect communities and provide customer friendly deliverables. These investments underpin the company’s long-term approach to consistent, profitable global growth.

### **Receiving updates**

To receive press releases directly, or for more information about our services or custom research and consulting capabilities, please complete the contact form on the Canalys web site.

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