



MEDIA RELEASE

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**WEBSPY PARTNERS WITH EXINDA TO LAUNCH EXINDA'S NETWORK
OPTIMISATION APPLIANCES INTERNATIONALLY**

Wednesday, 3 December 2003 (Sydney, Australia): Perth-based Internet and email monitoring software developer WebSpy Ltd (ASX: WSY) has partnered with Melbourne-based network optimisation specialist Exinda Networks (Pty) Ltd to launch that company's products in the United States.

"At a time when exports of locally developed IT solutions have slumped to a 10-year low, we are leveraging our own international infrastructure to bring another world-class Australian technology solution to the international market," said WebSpy CEO Jack Andrys. "While Exinda will benefit from our established infrastructure and customer base in the United States, we will be able to leverage this infrastructure to offer an additional and complementary product set to our customers."

Andrys said that Exinda's offering was complementary to WebSpy's in that while WebSpy monitored user behaviour on the network, Exinda's products monitored traffic and provided tools to optimise network traffic.

WebSpy, which has been included in BRW's Fast 100 list for 2003, is one of the early innovators of Internet and email monitoring software. Having started the software development in 1998, the company recently released latest versions of the full range of its solutions, making reporting and analysis up to 10 times faster.

Three-year-old Exinda has developed optimisation solutions for IP (Internet Protocol) and WAN networks in conjunction with the RMIT University. Allowing real-time collection of network performance metrics, these enable quick, efficient tuning of networks to match business needs, reduce costs, accelerate applications and enhance user experiences. Originally a software development house, Exinda has designed and engineered its own range of turnkey appliances.

"The synergy between Exinda and WebSpy's product sets means that we will be able to offer customers a complete and cohesive solution for optimising network use by monitoring both network users and network traffic," said Andrys. "WebSpy and Exinda share the same market differentiators, in that both companies offer world-class, high-quality and easy-to-implement solutions at a low cost."

Exinda Networks executive director Anthony Bodin said: "With organisations increasingly migrating mission critical applications to the Internet, there is a growing need for network optimisation. In the past 12 months, the market has increased by some 40 per cent and we will continue to see year-on-year market growth for our product sets."

WebSpy will market Exinda's network optimisation and traffic monitoring tools through its offices in Seattle, which have been in operation since 2000, and through its 2,500-strong US customer base.

About WebSpy Ltd

Perth-based WebSpy Ltd (ASX: WSY) (www.webspy.com), which has been placed 35th on BRW's Fast 100 list for 2003, is one of the early innovators of Internet and email monitoring software. Having started the software development in 1998, the company today has more than 5000 customers not only in ANZ,

but also in the United Kingdom and the United States, which remains its single largest market. It recently released latest versions of the full range of its Internet and email monitoring solutions, making reporting and analysis up to 10 times faster. A Microsoft-certified partner, WebSpy's family of products includes:

- * WebSpy Analyzer Standard: Internet analysis and reporting tool.
- * WebSpy Analyzer Premium and Analyzer Giga: Internet and email analysis and reporting, Giga for enterprise clients.
- * WebSpy Live: Real-time Internet monitoring and management.
- * WebSpy Sentinel: Full content data capture device.
- * Analyzer Standard Suite: Internet analysis tool, incorporating WebSpy Live real-time monitoring.
- * Analyzer Premium Suite: Internet and email analysis tool, incorporating WebSpy Live real-time monitoring.
- * WebSpy ISA Server Suite: Integrated WebSpy Internet monitoring tool and Microsoft® Internet Security and Acceleration Server 2000 (ISA Server 2000).
- * FlowMonitor: The first Windows-based tool to monitor Cisco's NetFlow output.

About Exinda Networks Pty Ltd

Australian software developer Exinda Networks (www.exinda.com) is a leading supplier of high-quality network management and monitoring systems. The Exinda Optimizer© offers best-of-breed network traffic management and monitoring that allows an enterprise to ensure its network operation is matched to the business needs. This provides increased staff productivity, better management of network infrastructure and reduction of network costs. Exinda Networks has a strong management team with extensive networking and Internet experience. Exinda distributes its products worldwide via a well-planned and organised distribution network covering Australia, New Zealand, the Middle East, SE Asia, and Europe. Exinda Networks' products have been developed with RMIT through the Cooperative Education for Enterprise Development program. The company recently received a \$52,000 Federal Government grant to further develop and market its technology.

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