

## Utimaco with a Strong Third Quarter of FY 2007/2008

- **Group revenues increased by 27.6% in third quarter to €14.4 million (previous year: €11.3 million)**
- **After nine months group revenues have grown by 17.4% to €43.9 million (previous year: €37.4 million)**
- **Operating result (EBIT) of €8.4 million (previous year: €8.5 million) achieved**
- **After adjustments to take account of software capitalization effects, operating result improved by 64.4%**
- **Bloor Research positions Utimaco in the "Champion Sector" of its study about solution providers for "Enterprise Data Protection"**

**Oberursel, 29th May 2008 - Utimaco today presented its results for the first nine months (July 2007 to March 2008) of the current fiscal year 2007/2008 (July 2007 to June 2008). After a flat first quarter, and a very good second quarter, the company, which specializes in data security, succeeded in continuing its positive revenue development in the third quarter with growth of 27.6% to €14.4 million (previous year: €11.3 million). After the first nine months, consolidated revenues grew by 17.4% to €43.9 million (previous year €37.4 million). The positive business development resulted from the considerable increase in contributions to revenues by the new product generation, SafeGuard Enterprise, and from a very pleasing development in business with Lawful Interception & Monitoring Solutions (LIMS).**

After nine months, the Data Protection division, which develops professional solutions for protecting the confidentiality and integrity of data when it is stored, moved and used, increased its revenues from software license sales and maintenance revenues by 12.4% to €33.3 million (previous year: €29.6 million). Its license sales grew by 10.5% to €25.3 million (previous year: €22.9 million), of which €5.4 million were for the new SafeGuard Enterprise product generation. After nine months, SafeGuard Enterprise has already contributed 21.5% to the revenues from license sales in the Data Protection division. In total, this division achieved revenues worth €36.7 million in the first nine months of the current fiscal year, an increase of 10.6% compared to the same period last year (previous year: €33.2 million). This division's contribution to the operating result (segment contribution) was €10.0 million (previous year: €10.9 million) and represents a margin of 27.1% (previous year: 32.8%). After adjustments to take account of the amortization on capitalized development costs, worth €1.2 million, and the capitalization effects from the same period in the previous year, worth €2.8 million, this division's segment contribution improved by 35.9% to €11.1 million (previous year: €8.2 million).

The Lawful Interception & Monitoring Solutions (LIMS) division, which develops solutions for network operators and telecommunications providers for the legally-compliant monitoring of telecommunications services, increased its revenues by 70.3%, after nine months, to €7.2 million (previous year: €4.2 million).

This division's contribution to the operating result (segment contribution) rose by 76.7% to € 3.4 million (previous year: € 1.9 million) and represents a margin of 46.8% (previous year: 45.1%). In the third quarter, a major Scandinavian telecommunications and network equipment supplier was won as a new OEM partner for the LIMS business. Following successful cooperation with Huawei, the leading Chinese telecommunications provider, a framework agreement was signed that permits Huawei to sell the Utimaco LIMS solutions to its own customers, world-wide.

After nine months, Utimaco achieved an EBITDA worth € 10.4 million (previous year: € 9.8 million), which corresponds to a margin of 23.7% (previous year: 26.1%). The EBITDA result achieved in the same period in the previous year was positively affected by capitalized development costs worth € 2.8 million.

The operating result (EBIT) equalled € 8.4 million (previous year: € 8.5 million), with an EBIT margin of 19.2% (previous year: 22.7%). After adjustments to take account of the amortization on capitalized development costs, worth € 1.2 million, and the capitalization effects from the same period in the previous year, worth € 2.8 million, the operating result improved by 64.4%, compared to the same period in the previous year.

The result before tax (EBT) was € 9.3 million (previous year: € 9.3 million), which corresponds to a margin of 21.1% (previous year: 24.8%). The result after tax (EAT) was € 6.6 million, (previous year: € 6.5 million), with a margin of 15.0% (previous year: 17.5%). The result per share equaled € 0.45 (previous year: € 0.44).

After nine months a positive operating cashflow of € 2.2 million (previous year: € 8.9 million) was achieved. It was affected among other things by tax payments worth € 3.0 million (previous year: € 1.7 million), of which € 1.5 million were for earlier periods.

On 31st March 2008, liquid assets, including securities that can be liquidated at short notice, equaled € 33.2 million (on 30th June 2007: € 33.1 million).

In April 2008, the market research company Bloor Research positioned Utimaco as one of the leading solution providers in the "Champions sector" of the "Enterprise Data Protection" study. This study evaluated the product portfolio of various suppliers against an "ideal" data security product, which not only protects data from unauthorised access but also against misuse by insiders who do have access authorisation (Data Leakage Prevention). Since the end of 2007, Utimaco has offered a DLP solution as a stand-alone product, and intends to integrate this technology in the SafeGuard Enterprise security suite.

"Successfully launching our new product generation SafeGuard Enterprise in the market is our most important aim in this business year. I am extremely pleased that we have made such good progress in changing over to the new product portfolio, with an ongoing increase in our revenues from license sales. The excellent evaluation of our product strategy by leading market analysts confirms our conviction that we are today better placed than ever before to profit from the positive development of the IT security market", said Martin Wülfert, CEO of Utimaco Safeware AG.

For the fourth quarter of 2007/2008, the company expects to see increasing contributions to sales revenues from SafeGuard Enterprise and continued double-digit growth figures across the group. As the positive effects on

earnings due to the capitalization of software has come to an end, and the amortization of capitalized development costs has begun, the company's result for 2007/2008 will be burdened by an additional €3.9 million, compared to the previous fiscal year. However, the company does want to improve its profitability in the year 2007/2008 as a whole, in comparison to the previous year.

The results for the first nine months of 2007/2008 will be discussed in detail in a telephone conference for analysts today. You can view the report for the first nine months on the Utimaco website, in the Investor Relations section.

#### **Utimaco Safeware AG – The Data Security Company.**

Utimaco is a leading global provider of data security solutions, enabling mid- to large-size organizations to safeguard their data assets against intentional or unintentional data loss, and to comply with privacy laws. Utimaco's complete range of data security solutions provide full 360 degree data protection for data at rest, data in motion and data in use. Utimaco offers its customers comprehensive on site support via a worldwide network of certified partners and subsidiaries. Utimaco Safeware AG, with headquarters in Oberursel, near Frankfurt, Germany, is listed on the Frankfurt Stock Exchange (ISIN DE0007572406). For more information about Utimaco Safeware, go to: [www.utimaco.com](http://www.utimaco.com)

#### **Additional information:**

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