

## Utimaco's Results for the First Quarter of 2006/2007

- Revenues grow by 19.1% to € 11.1 million
- Revenues in the Americas region grow almost five-fold to € 2.9 million
- EBIT margin increases to 22.8%

**Oberursel, 15th November 2006 - After releasing its preliminary results on the 19th October 2006, Utimaco today presented the final results for the first quarter (July to September) of the current fiscal year 2006/2007 (1st July 2006 to 30th June 2007). The company, which specializes in data security solutions, has achieved an increase in revenues of 19.1%, to € 11.1 million (previous year € 9.4 million) after three months. The company experienced particularly strong growth in its Americas region (USA, South America and Canada), where revenues grew almost five-fold after three months to € 2.9 million (previous year € 0.6 million).**

The Personal Device Security division, which specializes in software products that protect data on mobile personal devices and in networks, increased its revenue in the first three months by 29.1%, to € 9.2 million (previous year € 7.1 million), with revenues from its SafeGuard product family (licenses and maintenance) showing growth of 30.1%.

The Transaction Security division, which specializes in securing electronic business processes, achieved revenues of € 2.2 million (including internal revenues of € 0.2 million), slightly below the revenues for the same period in the previous year (which equaled € 2.3 million, including internal revenues of € 0.1 million).

The consolidated operating result (EBIT) improved by 30.2% to € 2.5 million (previous year € 2 million), corresponding to an EBIT margin of 22.8% (previous year 20.8%). The result after tax improved to € 2.2 million, compared to the € 1.8 million achieved in the same period in the previous year. The result per share equaled € 0.15 (previous year € 0.12).

After three months a positive operating cashflow of € 2.1 million (previous year: € 1.6 million) was generated. Liquid assets equaled € 30.4 million on the 30th September 2006.

For fiscal year 2006/2007 Utimaco will continue to increase its investments in Research and Development, and also in Marketing and Sales and expects a double-digit growth rate while maintaining stable profitability.

The results for the first quarter 2006/2007 will be discussed in detail in a conference for analysts today. The interims report for the first quarter is available on the Utimaco website.

### Utimaco Safeware AG

Utimaco is a world leading producer of professional solutions that secure data within companies and government agencies. The solutions, which have won multiple awards, protect data against unauthorized access and

manipulation no matter where it's stored -on mobile personal devices, PCs or in networks. SafeGuard Easy, with more than three million installations, is the best selling worldwide solution for protecting data on notebooks and PCs. Utimaco is also a leader in electronic transaction protections. In Germany, for example, Utimaco solutions secure over 90% of all card-based payment systems. Utimaco offers its customers comprehensive on site support via a worldwide network of partners and subsidiaries in Europe, the USA and Japan. Utimaco Safeware AG, with headquarters in Oberursel, near Frankfurt, Germany, is listed on the Frankfurt Stock Exchange (ISIN DE0007572406). For more information, visit our website at [www.utimaco.com](http://www.utimaco.com).

**Additional information:**

Utimaco Safeware AG

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