

Utimaco: results for the first nine months of 2006/2007

- **Group revenues grow by 20.0% to €37.4 million after 9 months**
- **Revenues in Europe outside Germany improved by 38.8% to €10.7 million**
- **Revenue in the Americas region almost doubled to €8.8 million**
- **EBIT increased to €8.5 million**
- **First major order for new product suite, SafeGuard Enterprise**

Oberursel, 15th May 2007 - After releasing its preliminary results on 27th April 2007, Utimaco today presented the final results for the first nine months (July 2006 to March 2007) of the current fiscal year 2006/2007. The company, which specializes in data security solutions, grew its revenues by 20.0% to €37.4 million (previous year: €31.2 million), in the first nine months of fiscal year 2006/2007. After nine months, the region Germany achieved revenues worth €16.3 million, slightly lower than for the same period in the previous year (€17.7 million). In Europe outside Germany revenues increased by 38.8% to €10.7 million (previous year: €7.7 million). This region saw the first major order for the new SafeGuard Enterprise product generation, which came from a European energy group. In the Americas region, revenues continued to show strong growth, almost doubling to €8.8 million (previous year: €4.5 million).

The Personal Device Security division, which specializes in software products for protecting data on end devices and in networks, increased revenue by 30.5% to €31.4 million (previous year: €24.1 million). Here, license sales and maintenance grew at around the same rate. 93.5% of revenues were achieved from the sale of licenses and maintenance (previous year: 93.0%). This division's contribution to the operating result (segment contribution) increased by 19.3% to €11.4 million (previous year: €9.6 million), while the division continued its on-going investments, especially in marketing and sales activities.

The Transaction Security division, which offers server and gateway solutions for securing electronic business processes, achieved revenues of €6.7 million (including internal revenues of €0.7 million), 12.1% less than the revenues for the same period in the previous year of €7.6 million, including internal revenues of €0.5 million. A major order worth €2.6 million had been invoiced for in that previous period. Due to the lower revenue value the contribution made by this division to the operational result (segment contribution) equalled €1.4 million (previous year: €2.4 million).

"We are very pleased with the growth in our international sales", said Martin Wülfert, CEO of Utimaco Safeware AG. "In particular, we have seen our combined revenues in the regions Americas and Europe outside Germany increase by over 60%", he added.

After nine months, the consolidated operating result (EBIT) improved by 9.4% to €8.5 million (previous year: €7.8 million), corresponding to an EBIT margin of 22.7% (previous year: 24.9%).

The EBITDA result increased by 16.5% to € 9.8 million (previous year: € 8.4 million). The EBITDA margin equalled 26.1% (previous year: 26.9%).

The result after tax (EAT) of € 6.5 million was 9.7% lower than in the previous year (€ 7.2 million). This was due to a considerable increase in the consolidated tax load ratio to 29.6% (previous year; 10.5%) as a result of the now exhausted revenue potential from the dissolution of valuation adjustments on deferred taxes. After nine months, the result per share equaled € 0.44 (previous year: € 0.49).

After nine months a positive operating cashflow of € 8.9 million (previous year: € 8.2 million) was achieved. On 31st March 2007, liquid assets after payment of a dividend of € 2.2 million for fiscal year 2005/2006, in the second quarter of 2006/2007, equaled € 31.7 million (on the 30th June 2006: € 29.2 million).

The results for the first nine months of 2006/2007 will be discussed in detail in a conference for analysts today. You can view the report for the first nine months of 2006/2007 on the Utimaco website.

Utimaco Safeware AG – The Data Security Company.

Utimaco is the leading provider of data security solutions. The Data Security Company enables mid- to large-size organizations to safeguard their data assets against attacks and to comply with privacy laws by protecting their confidentiality and integrity. In response to twenty-first century threats Utimaco's complete range of data security solutions provide full 360 degree data protection unlike point solutions which only partially cover the data security needs of enterprises. Only SafeGuard solutions protect and manage data during storage (data at rest), during transmission (data in motion) and during processing (data in use). Utimaco offers its customers comprehensive on site support via a world-wide network of certified partners and subsidiaries in Europe, the USA and Asia. Utimaco Safeware AG, with headquarters in Oberursel, near Frankfurt, Germany, is listed on the Frankfurt Stock Exchange (ISIN DE0007572406). For more information please visit <http://www.utimaco.com>.

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