

Utimaco Presents its Final Results for Fiscal Year 2006/2007

- Revenues up by 18.6% to €49.4 million
- Revenues in the Americas region improved by 65.8% to €11.1 million
- Operating result (EBIT) of €8.5 million
- Dividend for fiscal year to equal 15 Eurocents per share

Oberursel, 28th September 2007 - After releasing its preliminary results on the 23rd August 2007 Utimaco today presented its final results for fiscal year 2006/2007 (1st July 2006 to 30th June 2007). The company has once again continued its positive business development in the last fiscal year. Due to its high profitability and the positive cashflow of € 6.4 million achieved in fiscal year 2006/2007 (previous year € 4.0 million), the Management Board and Supervisory Board will, as they did last year, be proposing payment of a dividend of 15 Eurocents per share at the General Meeting for the fiscal year 2006/2007 on 27th November 2007.

The Personal Device Security division, which specializes in software products for protecting data on end devices and in networks, increased its revenues by 24.8% to € 40.7 million in the past fiscal year (previous year € 32.6 million). Here, revenues from its SafeGuard product family (licenses and maintenance) showed particularly strong growth of 25.7%, to € 38.1 million (previous year € 30.3 million). The segment result for this division rose by 7.4% to € 12.5 million (previous year € 11.7 million), despite the adverse effects on profitability caused by a considerable decrease in the capitalization of development costs for SafeGuard Enterprise, the new product generation, and the initiation of amortization on capitalized development costs following the product launch in March this year.

The Transaction Security division achieved revenues worth € 9.6 million (including internal revenues of € 1.0 million) close to the € 9.8 million (including internal revenues of € 0.8 million) achieved in the previous year, from its server and gateway solutions for securing electronic business processes. This division was not able to fully compensate for a large order by a German toll consortium in the previous year. The segment result of this division amounted to € 1.9 million (previous year € 2.6 million).

In total group revenues worth € 49.4 million were achieved (previous year € 41.7 million), corresponding to a growth in revenues of 18.6%. The Americas region witnessed especially pleasing developments in which revenues grew by 65.8% to € 11.1 million compared to the previous year (€ 6.7 million). In its European markets outside Germany, Utimaco achieved the target it had set itself of a clear increase in revenues by 28.0% to € 13.4 million (previous year € 10.5 million). In total revenues outside Germany grew by 45.3% to € 27.6 million (previous year € 19.0 million). With business outside Germany growing to 55.8% (previous year 45.5%) of total revenues, the company successfully drove forward its internationalization.

The EBITDA result increased by 8.7% to € 10.5 million (previous year: € 9.7 million), corresponding to an EBITDA margin of 21.4% (previous year: 23.3%).

Despite a noticeable reduction in the positive effect on earnings caused by the capitalization of software, and the beginning of the amortization of capitalized development costs, an operating result (EBIT) of € 8.5 million was achieved, which was only just under the previous year's € 8.9 million. This corresponds to an EBIT margin of 17.3% (previous year: 21.3%).

The result before tax (EBT) increased from € 9.3 million in previous year to € 9.7 million. The EBT margin equaled 19.6% (previous year 22.3%).

Due to a much higher tax load ratio the result after tax (EAT) dropped to € 6.3 million (previous year € 8.0 million). The result per share (EPS) equaled € 0.43 (previous year € 0.55).

After 12 months a positive operating cashflow of € 9.3 million (previous year: € 11.4 million) was achieved. Liquid assets including quickly liquidatable securities increased by € 3.9 million in the reporting period, to € 33.1 million (previous year € 29.2 million). As a result, Utimaco has available considerable financial resources that form a solid basis for continued successful growth in the future.

The company expects revenues to continue growing in the current fiscal year, 2007/2008. However, during the period of transition to the new product portfolio the company expects a noticeable downturn in growth in the first half of the fiscal year. By the second half of the fiscal year, Utimaco expects the first significant contributions to revenues from SafeGuard Enterprise and an upswing in growth. As the positive effects on earnings due to the capitalization of software has ended, and the amortization of capitalized development costs has begun, the result will be burdened by € 3.9 million. While taking into account the possibility of a weaker first half of fiscal year, 2007/2008, Utimaco is expecting the result to match that of last fiscal year, 2006/2007.

Utimaco Safeware AG – The Data Security Company.

Utimaco is the leading manufacturer of data security solutions. The Data Security Company enables mid-sized to large 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 – the new world of Data Security 2.0 – Utimaco's complete range of solutions provide full 360 degree protection unlike end-point encryption solutions which only cover specific security needs.

Only SafeGuard solutions protect and manage data both 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 worldwide network of 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). You will find more detailed information at: <http://www.utimaco.de>.

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