

Utimaco Doubles Its Growth Target to at least 20% after Record Half-Year

- Revenue grows by 35.1% in the first half year
- Result per share (EPS) more than doubled to Euro 0.25
- Utimaco extends its world-wide cooperation with IBM
- Dr. Horst Görtz resigned from the supervisory board and has been appointed honorary chairman of the supervisory board

Oberursel, February 22nd, 2005 - After releasing its preliminary results on the 20th January 2005, Utimaco today presented the final results for the first six months (July to December) of the current financial year 2004/2005. The company, which specializes in IT security solutions, was able to achieve considerable increases in its revenue and result in the first half year. Total revenue increased by 35.1% compared to the same period in the previous year, to equal € 18.4 million, while the EBIT increased by 113% to € 4.5 million. Revenue achieved outside Germany improved disproportional to the total revenues by 38.3%. After a positive start into the second half of the financial year, and a large order from the Swedish FöreningsSparbanken, Utimaco has now doubled its growth target for the year as a whole to at least 20%.

Due to these positive changes in results the undiluted result per share after 6 months equaled € 0.25 (previous year: € 0.13) and the diluted result per share equaled € 0.24 (previous year: € 0.11). After six months a positive operating cashflow of € 2.1 million (previous year: € 1.7 million) was achieved. Liquid assets on 31st December 2004 equaled € 19.2 million (compared to € 16.4 million on 30th June 2004).

The Personal Device Security division, which specializes in software products for protecting data on mobile personal devices and in networks, increased revenue by 29.2% to € 13.5 million (previous year € 10.4 million). The proportion of revenues achieved by license sales for the SafeGuard product family grew disproportionately to the total revenues for the Personal Device Security division, by 40.5%.

Revenues for the Transaction Security division, which specializes in projects for securing electronic business processes, grew by 54.1% to € 5.3 million (including internal revenues of € 0.3 million) from the previous year's revenues of € 3.4 million including internal revenues of € 0.2 million.

"After these positive improvements in our result in the first half year we intend to increase investments in further strengthening our leading market position," said Christian Bohne, Utimaco's Financial Director. "At the same time we expect to see our result improving for the year as a whole, compared to last year."

Furthermore Utimaco has now extended its world-wide cooperation with IBM. In addition to the harddisk encryption SafeGuard Easy, IBM will include Utimaco's SafeGuard PrivateDisk in its security portfolio. SafeGuard PrivateDisk is a tool that generates a virtual disk drive that serves as an electronic safe for secure storage of sensi-

tive data. IBM will offer both security solutions of Utimaco as security options for ThinkPad notebooks and ThinkCentre desktops. In conjunction with these offerings, Utimaco and IBM have signed a global alliance agreement for joint marketing of encryption solutions for PCs and notebooks.

Effective as of February 21, 2005, Dr. Horst Görtz, founder and chairman of the supervisory board, has resigned from the supervisory board. At the same time the supervisory board unanimously appointed Dr. Görtz honorary chairman of the supervisory board for life, in recognition of his long-standing and special contributions to Utimaco. Going forward, Dr. Görtz will increasingly focus on supporting research and education in the area of IT security via the Horst-Görtz-Foundation he has established. With about a 10% stake this non-for-profit foundation is the second largest shareholder of Utimaco and is supporting among others professorships at the Ruhr University Bochum and the Technical University Darmstadt.

Upon proposal by Dr. Görtz, Helmuth Coqui, formerly deputy chairman, has been appointed new chairman of the supervisory board. Helmuth Coqui, since 1996 member of Utimaco's supervisory board, has extensive experience in the IT industry and among others served many years as chairman of the management board of Digital Equipment, ATM and Softlab. Prof. Dr. Manfred Schlottke, member of the supervisory board since 2000, has been appointed new deputy chairman. Prof. Dr. Schlottke has years of experience in senior management positions at international information and telecommunication companies. He is chairman of TelekomForum, the customer advisory board of Deutsche Telekom AG.

"I am pleased with the progress Utimaco has made since the successful strategic reorientation and am convinced of its sustainability. In this position of strength I am taking the opportunity to hand over to my long-standing colleague Helmuth Coqui" said Dr. Horst Görtz, honorary chairman of the supervisory board.

You can display the report for the first six months of 2004/2005 under:

www.utimaco.com/content_pdf/ir/q2_2005_e.pdf

Utimaco Safeware AG is one of the leading technology manufacturers of professional solutions for IT security. The security technologies and solutions developed by Utimaco Safeware protect electronic values of companies and authorities from unauthorized access and guarantee that business processes and administration procedures are binding and confidential.

The business unit Personal Device Security provides technologies and solutions to guarantee mobile security in the fields of strong authentication, including biometric procedures, encryption and integrity control. The products and solutions secure data in Terminal Server and Citrix environments, on PCs, Laptops and PDAs.