

Utimaco Welcomes Export Initiative for German IT Security Industry from Federal Ministry of Economics and Labour

Oberursel, March 17th, 2005 - "International competitiveness is a critical success factor for the German IT security industry to be healthy, strong and, above all, able to survive independently", said Martin Wülfert, Utimaco Safeware's CEO, in an industry dialog organized by the German Federal Ministry of Economics and Labour with the German IT security industry.

Although German companies are often technological leaders in Germany, when it comes to IT security solutions, they are rarely successful outside Germany, with a few exceptions. This has led to the launch of the "IT security made in Germany" export initiative by the German Ministry of Economics and Labour, together with leading representatives of the German IT security industry, yesterday. According to the opinion of Secretary of State Georg Wilhelm Adamowitsch, "IT security is one of the central growth markets in information technology". The initiative is intended to help German IT security companies turn their competitive advantages into market successes outside Germany.

"German companies can only overcome the strong competition from American companies if they look beyond their borders early enough", said Martin Wülfert, CEO of Utimaco Safeware AG, based in Oberursel, Germany, which is the world-wide leader in securing mobile devices such as notebooks and PDAs. The company, which specializes in security, already currently achieves almost 50 % of its revenues in its product business outside Germany. In the first six months of the current business year 2004/2005, the revenues achieved outside Germany were 38.3% higher than in the previous period, a growth rate that was disproportionate to the growth of total sales revenues (35%). The decisive factor for the growing success of the company outside Germany is its strategic focus on extending indirect and OEM partnerships with leading international manufacturers. For example, IBM is a world-wide reseller of two Utimaco security solutions for encrypting data on notebooks and desktop PCs. "The initiative by the Ministry is for us an important step towards further strengthening our competitiveness in regions with interesting prospects for growth," said Wülfert.

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.