

Utimaco Builds on First Half Year's Strong Growth

- Revenues grew by 34.8% after nine months to € 26.6 million.
- Revenue outside Germany grew faster than total revenues, by 36.8%
- Result per share (EPS) more than doubled to € 0.28
- Operating cash-flow of € 7.0 million

Oberursel, May 18th 2005 - After releasing its preliminary results on the 21st April 2005, Utimaco today presented the final results for the first nine months (July 2004 to March 2005) of the current business year 2004/2005. In the third quarter, the company, which specializes in IT security solutions, was able to continue the strong growth seen in the first half year and achieved an increase in revenues of 34.8%, to € 26.6 million (previous year € 19.7 million) after nine months. Revenues outside Germany increased by 36.8%, to € 10.7 million (previous year € 7.8 million), growing faster than total revenues. Utimaco also made a considerable improvement of 126% to its pre-tax result (EBIT), which equaled € 5.4 million (previous year € 2.4 million), and more than doubled its undiluted result per share after 9 months to € 0.28 (previous year € 0.13). The diluted result per share equaled € 0.27 (previous year € 0.11).

After nine months a positive operating cashflow of € 7 million (previous year: € 4.1 million) was achieved. The company now has considerable financial resources, by increasing its liquid assets from € 16.4 million (on 30th June 2004) to € 24.0 million (on 31st March 2005).

The Personal Device Security division, which specializes in software products for protecting data on mobile personal devices and in networks, increased revenue by 30.4% after nine months to € 19.8 million (previous year € 15.2 million). Of this, license sales grew by 52.2% and faster than total revenues for the division.

Revenues for the Transaction Security division, which specializes in projects for securing electronic business processes, grew by 50.0% to € 7.3 million (including internal revenues of € 0.6 million) from the previous year's revenues of € 4.9 million (which included internal revenues of € 0.4 million).

"I am especially pleased with the positive development of our revenues outside Germany and in particular with our success in building up our business in the USA, which has already contributed € 2 million to revenues after only three quarters of the financial year," said Martin Wülfert, CEO of Utimaco Safeware AG. "Due to the tightening up of legal regulations we see a large potential market for our solutions. We intend to increase investments to aggressively tap that market together with our sales partners," said Wülfert.

For the year as a whole the company expects its revenues to increase by around 27%, and its EBIT to improve by around € 5.5 million.

The results for the first nine months will be discussed in detail in a conference for analysts on the 20th May 2005. You can display the report for the first nine months of 2004/2005 in the Internet at: www.utimaco.com/content_pdf/ir/q3_2005.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.