

Utimaco increases revenue and result in the first nine months of the business year 2003/2004

- 30% growth in license sales
- EBIT margin 12%

Oberursel, April 27th, 2004 - In the third quarter (January to March) of the current business year, 2003/2004, Utimaco has achieved revenues of Euro 6.1 million (previous year: EUR 6.0 million), an operating result (EBIT) of EUR 0.3 million (previous year: EUR 0.2 million) and an operating cashflow of EUR 2.4 million (previous year EUR 0,6 million).

After 9 months (July to March) of the current business year revenues equalled EUR 19.7 million (previous year: Euro 19.1 million). The highly-profitable license sales increased by 30% compared to the same period of the previous year. Revenues from hardware solutions fell by 60% in accordance with the company's strategy. The operating result (EBIT) equalled EUR 2.3 million (previous year: -710,000 Euros). The EBIT margin after 9 months equals up 12% (previous year: 0%).

After 9 months, a positive operating cashflow worth EUR 4.0 million (previous year EUR -1,2 million) has been achieved. On 31.03.2004, liquid assets equalled EUR 17.0 million.

The final results for the third quarter 2003/2004 will be published with the quarterly report on 24th May 2004, and explained in a conference call for analysts.

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.