

Utimaco boosts sales and result

- Sales grow by 14 percent in the first quarter of fiscal year 2004/2005
- EBIT margin increases to 12.5 percent

Oberursel, October 21st, 2004 - according to its preliminary figures, Utimaco generated 7.2 million euros in sales in the first quarter (1st July to 30th September, 2004) of the 2004/2005 fiscal year (1st July 2004 to 30th June 2005). That corresponds to an increase of more than 14 percent compared with the corresponding quarter of the previous year (6.3 million euros).

The Personal Device Security division, which specializes in software-based products for the protection of sensitive data on mobile devices and in networks, increased its sales by around 14 percent to 4.8 million euros (previous year 4.2 million euros). Sales from software licenses grew by 16 percent.

Sales by projects to secure electronic business processes (Transaction Security division) also grew by more than 14 percent to reach 2.4 million euros (previous year: 2.1 million euros).

The group's operating result (EBIT) increased to 0.9 million euros (previous year: 0.5 million euros), according to the preliminary figures. That puts the EBIT margin at 12.5 percent, compared to 7.9 percent in the previous year.

The final results of the first quarter will be announced on 23rd November 2004 and explained at an analysts' conference.

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.