

Utimaco Presents its Final Results for Financial Year 2007/2008

- **Revenues up by 20.0% to €59.2 million**
- **Operating result (EBIT) improved to €10.9 million**
- **Successful transition to the new product generation SafeGuard Enterprise**

Oberursel, 30th September 2008 - After releasing its preliminary results on the 5th August 2008, Utimaco today presented its final results for the financial year 2007/2008 (July 2007 to June 2008). The company has continued its positive business development of profitable growth in the last fiscal year, which was focused on the transition to the new product generation SafeGuard Enterprise. In total group revenues worth €59.2 million were achieved (previous year: €49.4 million), corresponding to a growth in revenues of 20.0%. Utimaco increased its revenue across all regions, but with differences in the speed of the product transition process. In Germany, a seven-digit order for SafeGuard Enterprise helped revenue to increase by a further 11.9% from the high level recorded in the previous year to total €24.4 million. In the rest of Europe, revenue grew by 39.6% to €18.8 million. The Americas region recorded a slight decline in revenue in the first three quarters of the past financial year; however, a strong fourth quarter, including the receipt of a major order for SafeGuard Enterprise from a leading global IT consulting company, meant that revenue for the year as a whole increased by 7.0% to €11.9 million. In USD, this corresponds to growth of 21.9%.

In the past financial year, the Data Protection division, which develops professional solutions for protecting the confidentiality and integrity of data when it is stored, moved and in use, increased its revenues by 15.4% to €49.8 million (previous year: €43.2 million). Its license sales grew by 17.5% to €33.9 million (previous year: €28.9 million). SafeGuard Enterprise product suite contributed with accelerated drive 17.1% to divisional revenue and was used to safeguard customers data on more than 400,000 workstations at the reporting date. The number of workstations protected by SafeGuard Enterprise more than tripled between the first and second half of the financial year. This division's contribution to the operating result (segment contribution) of €11.5 million (previous year: €11.5 million) was burdened by €1.5 million (previous year: €0.5 million) amortization on capitalized development costs. The segment result in the previous year was positively impacted by the capitalization of development costs in the amount of €2.9 million.

The Lawful Interception & Monitoring Solutions (LIMS) division, which develops solutions for network operators and telecommunications providers for the legally-compliant monitoring of telecommunications services, increased its revenues by 51.7% to €9.4 million (previous year: €6.2 million). This division's contribution to the operating result (segment contribution) was €3.8 million (previous year €2.9 million).

The EBITDA result grew by 3.7% to €10.9 million (previous year: €10.5 million), which corresponds to a margin of 18.5% (previous year: 21.4%). The EBITDA result achieved in the same period in the previous year was positively impacted by capitalized development costs worth €2.9 million. Adjusted by this effect the EBITDA improved by 43.3%.

The operating result (EBIT) equalled €8.2 million (previous year: €8.5 million), with an EBIT margin of 13.9% (previous year: 17.3%). After adjustments to take account of the amortization on capitalized development costs, worth €1.5 million in 2007/2008 (previous year: €0.5 million), and the capitalization effects from the same period in the previous year, worth €2.9 million, the operating result improved by 59.9%, compared to the same period in the previous year.

The result before tax (EBT) was €9.4 million (previous year: €9.7 million), which corresponds to a margin of 15.9% (previous year: 19.6%).

The result after tax (EAT) was € 4.9 million (previous year: € 6.3 million), which corresponds to a an increase in the tax rate from 35.1% in the previous year to 48.1% in the year under review. This is primarily attributable to the non-cash change of deferred tax assets on loss carried forward especially for the Company's U.S. subsidiary and the change of the tax rate in Germany. Undiluted earnings per share for the past financial year amounted to € 0.33 (previous year: € 0.43).

A positive operating cashflow of € 3.6 million (previous year: € 9.3 million) was achieved.

In the financial year 2007/2008 liquid assets, including securities that can be liquidated at short notice, improved by € 0.8 million to € 33.9 million.

Market researchers are forecasting continued positive development in the IT security market over the coming years. Nevertheless, it is to be expected that a slowdown in the global economy will have an impact on the growth of the security software market as a whole. However, the growing importance of the IPC market, the subsegment in which Utimaco is primarily active, is likely to be only indirectly affected by this development due to the expansion in the relevant legislation. In the current financial year 2008/2009, Utimaco will focus on completing SafeGuard Enterprise with additional modules and will continue to invest in future growth to further expand its leading market position. The offer to shareholders circulated by the British company Sophos in August 2008 may result in delays in incoming orders in the immediate future, as well as the potential loss of customers, particularly government bodies in Germany. The project is also likely to lead to a temporary increase in costs. However, the Management Board expects these effects to be short-term in nature, and is forecasting continued growth for revenue and a moderate improvement for result for the financial year 2008/2009.

About Utimaco Safeware AG – The Data Security Company.

Celebrating 25 years in business, [Utimaco](http://www.utimaco.com) is a leading global provider of data security solutions, enabling mid- to large-size organizations to safeguard their data assets against intentional or accidental data loss, and to comply with privacy laws. Utimaco's complete range of data security solutions provide full 360 degree data protection for data at rest, data in motion and data in use. Utimaco offers its customers comprehensive on-site support via a world-wide network of certified partners and subsidiaries. Utimaco Safeware AG, with headquarters in Oberursel, near Frankfurt, Germany, is listed on the Frankfurt Stock Exchange (ISIN DE0007572406). For more information please visit www.utimaco.com.

Further Information:

Utimaco Safeware AG -

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