

Feedback from Management Call:

Many companies have opted for eID products and services in Q3. An official list can be found here: http://www.personalausweisportal.de/cIn_164/DE/Neue-Moeglichkeiten/neue-moeglichkeiten_node.html

Management is proud to have gained]init[as a partner.]init[is very important since they run web services on the federal and national level in their own data centres. OpenLimit and]init[expect to have a **certified** eID services up and running in H1 2011 which would be the first one of its kind.

Management expects the deals with Datev (access to salaries) and Impuls to yield middle six-digit revenues arising from:

- basic licensing packages
- implementation consultancy
- software licensing
- transaction licensing

Management will switch over to € accounting as of January 1st 2011. Since most revenues occur in €s there will be a natural hedge for OpenLimit in this (OpenLimit is a Swiss company).

Comment

We expected both this quarter and the previous one to be negative due to the run-up of investments for the AusweisApp. Similarly we expect a lot of revenues for this App to be billed in Q4 which is why the FY as a whole should be close to break-even.

Note that even though the new German eID was launched on November 1st 2010 (Q4) some revenues may, depending on the type of contract and milestones set, only be realised in 2011.

OpenLimit should reap the benefits of its continued investments into digital signatures and the AusweiApp. Being at the heart of the new software, we expect this train to develop into a juggernaut in 2011 as fears go away and people start switching to the new eID.

Furthermore, the original ID-cards were issued in the former eastern Germany are now coming up massively for renewal so that take up is set to happen.

Investors should use the weakness which resulted from the negative press to build up positions in this strategically placed IT company.



OpenLimit AG

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