



PRESS RELEASE

IMMEDIATE RELEASE

DocuWare Group concludes most successful year ever Clear for Take-off to a New Era

Newburgh, NY – March 10, 2008 – In 2007 DocuWare won 845 new customers for its integrated document management system – these are 130 more than the previous year. Growing by 14 percent, sales topped the 10 million euro mark, which is approximately 15 million US dollars, for the first time.

The past financial year saw a real upturn in sales. A year after the launch of the DocuWare 5 product generation in 2006, DocuWare recorded excellent results with its first successor – DocuWare 5.1. Worldwide sales in the DocuWare group grew by 11 percent, the previous year to 10.5 million euros, almost exclusively from license sales. The project revenue generated from this by partners was around 46 million euros. When adjusted for the exchange rate losses in the US dollar and the British pound, total growth even reached 14 percent. This means that in the twentieth year of the software developer's existence, 2007 has been the most successful year ever. The number of employees has also risen, for the first time, to over 100.

Germany the market leader

Germany was the DocuWare group's market leader, with sales growth of 28 percent for new installations and updates. But because its revenue share was already very large due to existing service contracts, overall growth in the German market was 18 percent.

Sales in the USA and Latin America recorded an increase of almost 14 percent. In EMEA (excluding Germany and the UK), sales grew by 11 percent and 10.5 percent in the UK. Important new clients won in 2007 include Hanseatic Bank, in Hamburg, the Bavarian construction company, Josef Hebel GmbH & Co. KG, KRAL AG, in Austria, Danube University Krems, in Austria, KNK Building Services, in the UK and Woodford Consulting in the UK. New customers in the USA and Latin America include Baldor Specialty Foods, Inc.,



in New York, Gyrodata Inc., in Houston, Baptist Health, in Little Rock, Arkansas and Kimberly-Clark, in Venezuela.

Looking to the future

The launch of DocuWare 5 in 2006 laid the foundations for a new era in document management. Besides all sales activities and the market launch of DocuWare 5.1, the main highlight of 2007 was the development of the new DocuWare Web Client based on the latest Web 2.0 technology. All of which means the German software developer is well equipped to face the future. Without having to install any software on their local PCs, employees, customers and business partners can now access centralized archives from any location over a browser and be easily integrated in digital processes.



DocuWare – The Company

Founded in 1988, DocuWare has over 6,000 installations with tens of thousands of users in over 50 countries. DocuWare offers a scalable solution that can expand enterprise-wide. Over 400 Authorized DocuWare Partners make up a worldwide independent reseller network, employing over 1000 DocuWare experts who bring DocuWare close to its customers.

DocuWare AG is based in Germering near Munich, Germany. The company's US subsidiary, DocuWare Corporation, is located in Newburgh, New York and is responsible for all activities in North, Central and South America. DocuWare Ltd., its subsidiary in London, handles all activities for Great Britain and Ireland. DocuWare España located in Barcelona is responsible for the market in Spain.

DocuWare – Software for Integrated Document Management

DocuWare is an integrated document management solution that can automate business processes by managing any type of document, regardless of format or source, in a central document pool – for example paper records, letters, faxes, drawings, PC and other electronic files including e-mail. DocuWare supports all forms of electronic signatures. Integrated records management ensures that all access is secure, controlled, and logged.

Using the Internet, the central document pool is available around the clock to any authorized user, no matter where they are located in the world. A wide range of customizable DocuWare add-on modules equips DocuWare for, among other things, automatic indexing, COLD applications and enhanced workflow features. Other software applications are easily integrated with a set of standard tools. Numerous interfaces exist for ERP systems (including a certified SAP interface) and Groupware (like Exchange, GroupWise or Lotus Notes/Domino). DocuWare incorporates all components needed for powerful Enterprise Content Management. Processes in every company can be automated and improved with DocuWare. DocuWare solutions are known for their easy installation, administration and operation, as well as an exceptionally low Total Cost of Ownership (TCO). DocuWare software is available in 13 languages.

Enhanced with workflow functionalities, Web Content Management, and universal integration functions, DocuWare provides powerful Enterprise Content Management (ECM) functionality for enabling expansion throughout an organization.

For more information on DocuWare, visit our website at www.docuware.com.

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