

Oberthur Technologies – global presentation

April, 2012

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- **Oberthur Technologies overview**

- Identity overview

- Focus on our ID Products and solutions for citizen and travel markets

Oberthur Technologies at a glance

- **Leading player in digital security serving the Telecom, Payment, Identity, Transport and Digital TV markets**
- **Offering extending along the full length of the digital security value chain**
 - Development of embedded secure software
 - Manufacturing, personalization and issuance of secure devices and identity documents
 - Development of associated server based solutions operated by clients in-house or in managed services
- **Unique industry positioning**
 - Supplier to 5,000 banks, 20 years of experience in personalisation services
 - Trusted by 250 mobile operators, 10 years of experience in Over-The-Air (OTA) platform
 - Long term partner of a large number of governments
- **Worldwide presence with a true global reach**
 - Secure devices and documents delivered in 140 countries
 - 50+ sales offices and 30+ services centers
 - R&D centers in 5 countries with over 560 engineers

Main end-markets



A unique positioning to answer the needs of a convergent world

- Finance, Transport, Digital TV

212m Chip Cards
+13%

- 219m Mag Stripe Cards
- 230m Personalized Cards

- Telecom

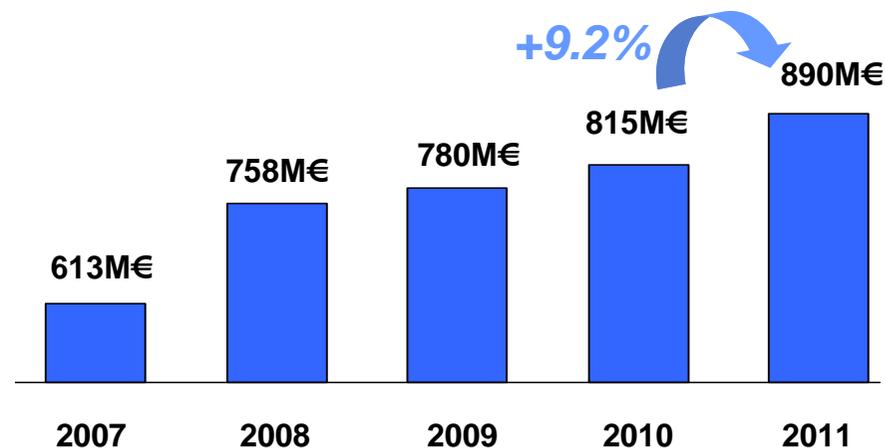
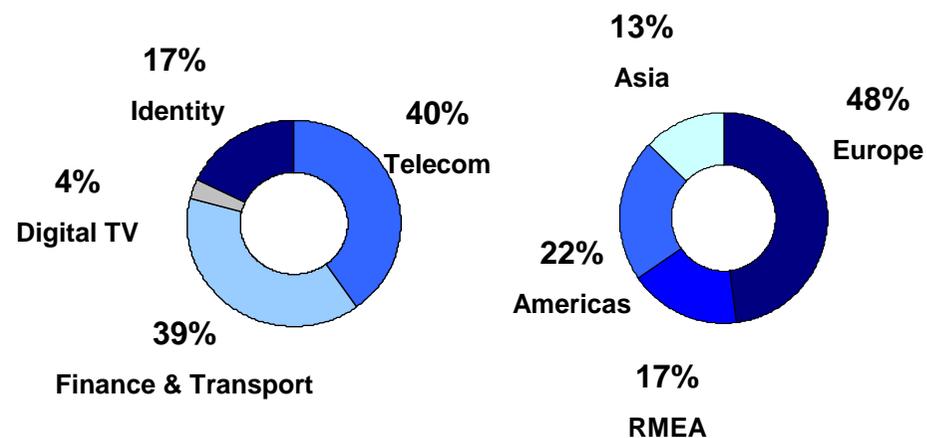
595m SIM cards
+12%

- 1bn PIN on Scratch cards
- 212m Fulfillment cards

- Identity

35m e-documents
+40%

- 15m traditional documents
- 12m personalized documents


2011 sales breakdown


Major references for Identity



Pakistan, Cambodia,
 Peru, Latvia,
 Indonesia, Thailand,
 Belgium, Finland

Major contract renewals in payment



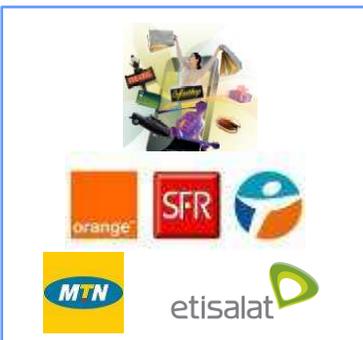
Strong growth in EMV emerging countries

- +70% in Brazil
- +68% in LATAM
- +58% in Russia
- +57% in India
- +42% in Asia

US EMV Migration 2.5m+ cards issued



First NFC SIM volume orders



Major TSM Contract wins



GSMA Best Mobile Money innovation



Mobile Money with Mopet in Czech Rep



- Oberthur Technologies overview
- **Identity overview**
- Focus on our ID Products and solutions

Turnkey identity solutions and customized services and solutions to fit the customer needs



Strong combination of physical and digital security



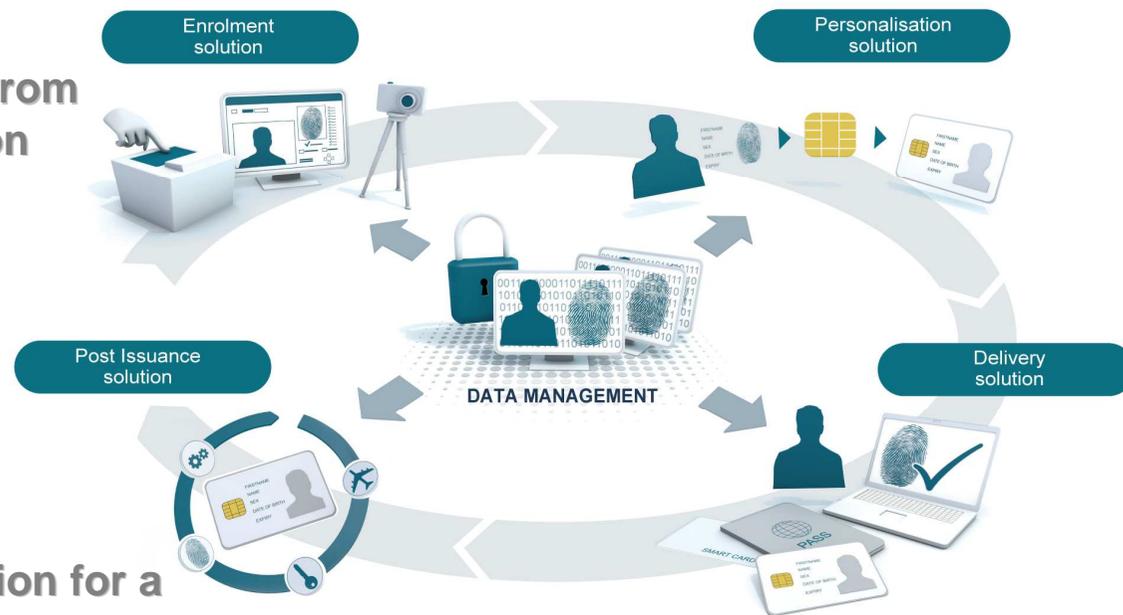


system-one™

- Complete Issuance Systems from enrolment to delivery solution

- Expert bricks for issuing ID document

- Management of Identity solution for a complete ID system or for a customized solution with some bricks





Control and Authentication systems based on both physical and digital identity solutions

Control system for government

- **Border Control solutions :**
eGate, automatic border, mobile station, software
- **AFIS solutions :** hardware, engine AFIS, ...

Kiosk



eBorder Gate



eBorder Station



Authentication system for government

- **Web Pack**
- **PKI solutions**



- Oberthur Technologies overview
- Identity overview
- **Focus on our ID Products and solutions**

Turnkey & customized product offer which includes :

Security features

- Cover
- Printing security features
- Physical secure component :
Authenticate, Authenticate color,
Reliefcase, ...



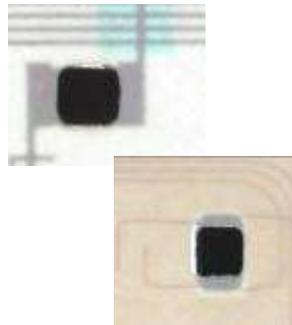
Physical product construction

- Inlays
- E-Datapage
- Traditional or electronic visa
- Full booklet



Chip & Operating System

- ePass : BAC, EAC, SAC



Issuance & post issuance



system-one™

-Mandatory at electrical personalization stage to sign data and load certificates
-Used for production Quality control

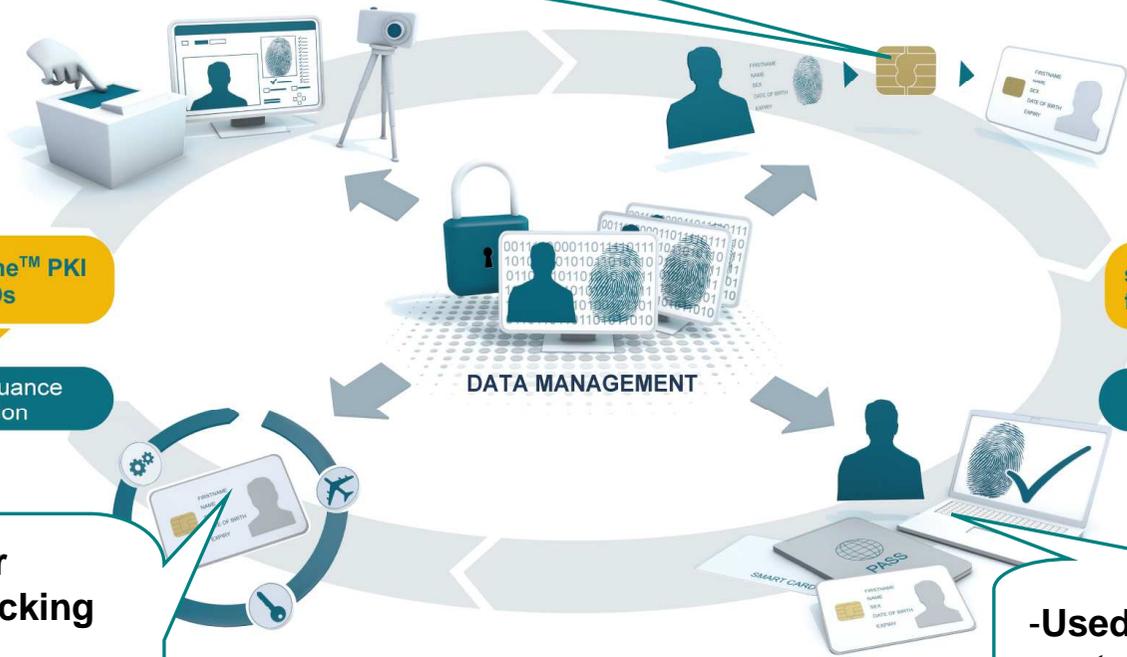
system-One™ PKI for eMRTDs
Personalisation solution

system-One™ PKI for eMRTDs
Post Issuance solution

system-One™ PKI for eMRTDs
Delivery solution

-Used by IS for document checking
-Used by governments to exchanges certificates, CRL...

-Used for identity control before delivery



70 IDENTITY SOLUTIONS AROUND THE WORLD

AMERICAS

Travel

- Brazil
- Costa Rica
- Honduras
- Nicaragua

Citizen

- Guatemala
- Peru

Access Management

- Brazil
- United States

EUROPE

Travel

- Andorra
- Armenia
- Belgium
- Finland
- France
- Georgia
- Lithuania
- Monaco
- Slovenia

Health

- Denmark
- Finland
- France
- Norway
- Spain

Access Management

- France
- Romania
- Hungary

Driving

- Denmark
- Serbia

Citizen

- Latvia
- Monaco
- Norway
- Italy

AFRICA

Travel

- Algeria
- Burkina Faso
- Democratic Republic of Congo
- Ethiopia
- Kuwait
- Lesotho
- Liberia
- Palestine

Access Management

- Chad
- Democratic Republic of Congo
- Morocco

Driving

- Tunisia

Citizen

- Guinea
- Morocco

ASIA

Travel

- Fiji
- Nepal
- Uzbekistan
- Philippines
- Taiwan
- Thailand

Access Management

- Singapore

Citizen

- Cambodia
- Indonesia
- Pakistan

Driving

- Azerbaijan
- Bangladesh
- India

	PERU	Electronic National Identity card	1,5 millions units	2011
	GUATEMALA	Electronic National Identity card	11 millions units	2009
	BRAZIL	Diplomatic ePassport	27 000 units	2010
	HONDURAS	Conventional Passport	418 000 units	2010
	BRAZIL	Corporate eID card - Notaries	20 000 units	2011
	NICARAGUA	Conventional Passport	292 000 units	2000

- **FIRST** plant to be certified in South America and the third in Americas continent
- **Site certificated** : Visa, American Express, Mastercard
- **Wide production capacities** :
 - Plastic Capacity (Mobile & Payment) : Up to 10.0 Mi Cards per Month (Depending on the Product Mix)
 - Embedding Capacity (Mobile & Payment): Up to 10.8 Mi Cards per Month
 - Mobile Perso & Fulfillment Capacity: Up to 8.0 Mi Cards per Month (Depending on the Product Mix)
 - Payment Perso & Fulfillment Capacity: Up to 2.0 Mi Cards per Month (Depending on the Product Mix)



Thank you!

- ANNEXE



Turnkey & customized product offer : finishing product

