



FCOS Press Briefing

Giesecke & Devrient at a glance

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Card Segment

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Giesecke & Devrient

Our Vision:



Giesecke & Devrient as the technology and global leader when it comes to protecting the value of an asset.

Everywhere around the world, people carry with them items incorporating technology made by G&D.



Our Two Pillars Form a Solid Foundation

Banknote Segment

Banknote Paper and Printing

Banknote and Security Printing Division

Paper Division

Currency Automation and Services

Cash Center Solutions Business Field

Cash Point Solutions Business Field

Security Features Business Field

Cash Management Services Business Field

Service and Maintenance Business Field

Card Segment

Cards and Solutions, Products and Markets

Payment Division

Industry/Government Division

Telecommunications Division

Strategic Marketing

Research & Development

Cards and Solutions, Operations

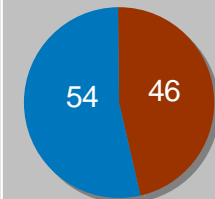
Card Segment Solutions

Card Technology

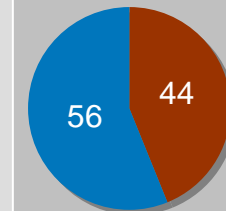
Logistics

Controlling

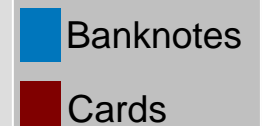
Revenue split in % of total revenue



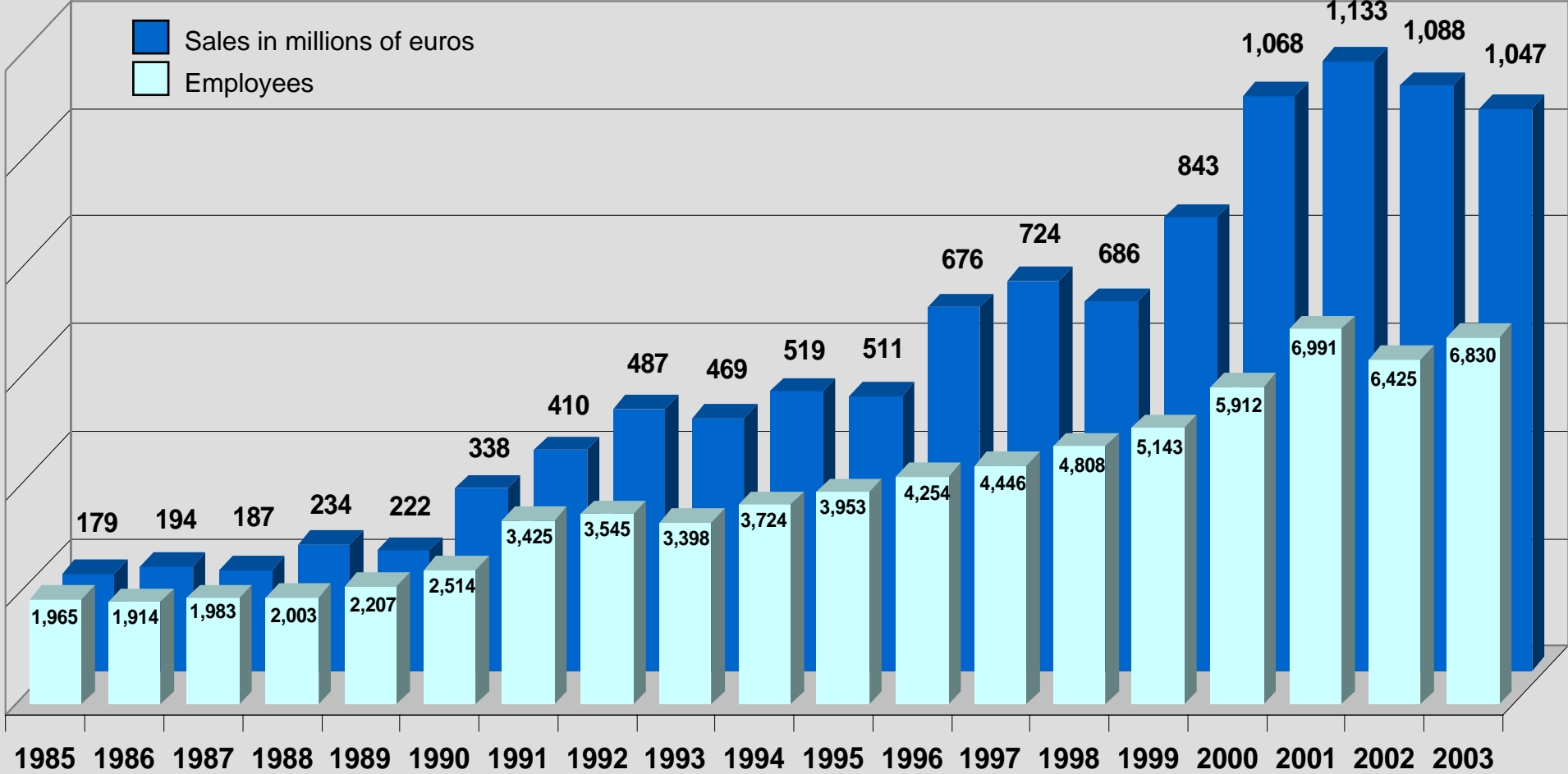
2002



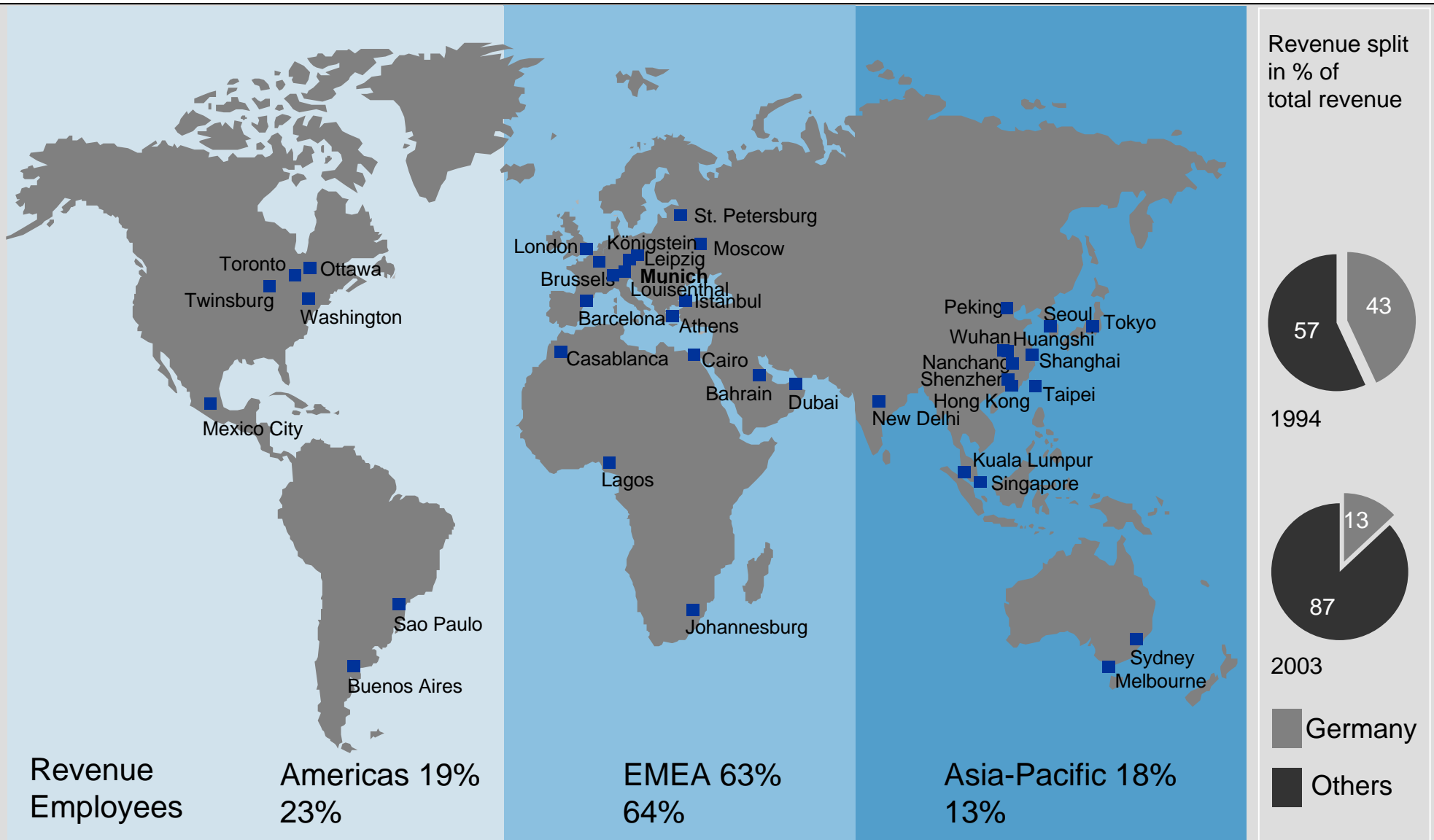
2003



Group Sales and Employee Figures



Group Presence Around the World



Products and Services

Banknote Segment



Paper and Printing

- For banknotes
- For ID systems
- For product security and brand protection
- Security foils

Currency Automation and Services

- Banknote processing systems and identification modules
- Security features and sensor technology
- Service and technical support

Card Segment



Cards and Solutions

- For mobile communications
- For electronic payment transactions
- For banking industry and government
- For information and network security

- ID and secure personalization systems
- Advanced logistics services

Cards and Solutions



Products

SIM cards, tools, solutions and SIM lifecycle management systems

Payment systems
Complete system solutions for international payment transactions

ID systems and secure smart card solutions

Target groups

Mobile network operators, Mobile service providers

Central banks
Commercial banks
Credit card companies

Governments and their authorities, industry, health care systems, public transportation providers



G&D is holding a leading position in the global smart card market

G&D - Card Segment



Cards and Solutions

- For mobile communications
- For electronic payment transactions
- For banking industry and government
- For information and network security

- ID and secure personalization systems
- Advanced logistics services

Key facts

- Market position 2004:
No. 3 card vendor world-wide
- Market share 2004:
17% (>200 Mio pcs. microprocessor cards delivered)
- Revenue card segment 2003:
€461m
- Global presence with solution-oriented business approach
- “Global Competitive Strategy Award”
2003 awarded by Frost & Sullivan;
only top 5 card vendor to constantly gain market share since 1997



security at work.

Thank you for your attention.



Giesecke & Devrient