

Marne-la-Vallée, October 12, 2012

**REVENUE AT SEPTEMBER 30, 2012: €33.6m (+11.2%)**

<i>In € millions</i>	<b>2012</b>	<b>2011</b>	<i>Change</i>	<b>2010</b>
1 <sup>st</sup> quarter	9.7	9.0	+7%	6.5
2 <sup>nd</sup> quarter	12.9	11.3	+14%	8.9
1 <sup>st</sup> half	22.5	20.3	+11%	15.4
<b>3<sup>rd</sup> quarter</b>	<b>11.1</b>	<b>9.9</b>	<b>+11%</b>	<b>8.1</b>
<b>Total nine months</b>	<b>33.6</b>	<b>30.2</b>	<b>+11%</b>	<b>23.5</b>

The Group had **revenue of €11.1 million in the 2012 third quarter**, up 11.2% on the same quarter in 2011.

Year-to-date for the first nine months, revenue rose on organic growth of 11% from last year's same period.

In the total revenue mix for sales volume, digital activities represented €0.9 million in the third quarter or €3 million for the first nine months, up 12% from the same period last year.

Sales volume for the period from **new business represented €5.5 million**, already significantly above last year's level for the full year.

- Revenue by user application**

<i>In € millions</i>	<b>9 months 2012</b>		<b>9 months 2011</b>		<b>2010</b>	
Identity documents	18.2	54%	14.2	47%	21.0	49%
Vehicle identification	8.1	24%	7.2	24%	10.3	24%
Brand protection	3.9	12%	5.4	18%	7.2	17%
Fiduciary documents	2.5	7%	2.9	9%	3.9	9%
Other	0.9	3%	0.5	2%	0.8	2%
<b>Total</b>	<b>33.6</b>	<b>100%</b>	<b>30.2</b>	<b>100%</b>	<b>43.2</b>	<b>100%</b>

Growth continues to be driven mainly by identity documents (+28%) and vehicle protection (+13%). Identity documents remain the Group's primary user application (54% of consolidated revenue) with sales of €18.2 million. Brand protection, impacted by a very strong drop, and exceeding expectations, of sales with Motorola, was in contrast down 27%.

- **Revenue by geographical market**

€ millions	9 months 2012		9 months 2011		2011	
Western Europe	12.2	36%	10.5	35%	14.4	33%
Eastern Europe	7.0	21%	5.9	19%	7.9	18%
Rest of the world	14.4	43%	13.8	46%	20.9	49%
<i>Of which: Americas</i>	3.7	11%	4.3	14%	6.5	15%
<i>Of which: Asia Pacific</i>	9.1	27%	8.0	27%	11.2	26%
<i>Of which: Africa Middle East</i>	1.5	5%	1.5	5%	3.1	7%
<b>Total</b>	<b>33.6</b>	100%	<b>30.2</b>	100%	<b>43.2</b>	100%

The strongest gains were in Europe with the growth of 14% in Western Europe and 17% in Eastern Europe, while sales volume outside Europe rose 3.6% in the period.

- **Financial position and outlook**

The balance sheet remained solid at the end of September with limited debt of €1.8 million, net of cash.

For the fourth quarter, the Group anticipates continuing double-digit growth for sales. Despite the very strong drop of sales with Motorola - that was more pronounced than expected - the Group maintains its guidance for annual sales of approximately €50 million for the 2012 full year, accompanied by a further improvement in margins in the second half.

Furthermore, with recurring business accounting for the major share of revenue and successes in winning new contracts as growth drivers are gradually ramped up, strong momentum for sales may be expected to continue in 2013.

- **Boldness and Creativity Prize**

On September 20, 2012, French President, François Hollande personally remitted the 2012 Boldness and Creativity Prize (*Prix de l'Audace Créatrice*) to Hologram. Industries.

This award recognizes the success of the company in terms of growth in sales, profitability and job creation. Created 1984, in 25 years the Group has established a position as a world-class provider of anti-counterfeiting solutions through an ambitious strategy of geographical and technological diversification and today providing the basis for Hologram. Industries' worldwide reputation.

**Upcoming events: 2012 annual revenue**

**Tuesday January 15, 2013**

**Hologram. Industries** is a provider of high security anti-counterfeiting solutions for:

- Identity documents
- Vehicle documents
- Brand products
- Fiduciary documents;
- Identifying and searching for illicit digital content

In 2011 the Group had sales of €43 million. The expertise of Hologram. Industries is based on two major technology areas: computing and optics.

[www.hologram-industries.com](http://www.hologram-industries.com)

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