

Marne-la-Vallée, January 15, 2013

STRONG RISE IN Q4 SALES: €15.3M (+19%)
2012 REVENUE: €49M - ANNUAL GROWTH OF 13%

€ millions	2012	2011	Change	2010
1 st quarter	9.7	9.0	+7%	5.5
2 nd quarter	12.9	11.3	+14%	8.9
1 st half	22.5	20.3	+11%	15.4
3 rd quarter	11.0	9.9	+11%	8.1
4th quarter	15.3	12.9	19%	8.5
Total	48.9	43.2	+13%	32.0

- Strong rise in Q4 sales: +19%**

The Group ended the year with a record fourth quarter performance on sales exceeding €15 million, up from €13 million year-on-year, representing **growth of 19% for the period**.

For the **full year**, sales showed **strong growth of 13% to reach €48.9 million**.

Digital activities in the fourth quarter represented sales volume of €1 million or €3.9 million for the 2012 full year, up 11% on 2011.

New business contributed €7.1 million in FY 2012 up from €5.1 million in 2011 (€3.0 million in 2010), growing more than twofold in two years.

- Revenue by user application**

€ millions	2012		2011		Change	
Identity documents	25.7	52%	21.0	49%	+4.7	+22%
Vehicle identification	10.8	22%	10.3	24%	+0.5	+5%
Brand protection	4.7	10%	7.2	17%	-2.5	-34%
Fiduciary documents	6.0	12%	3.9	9%	+2.1	+53%
Other	1.7	4%	0.7	2%	+1.0	+70%
Total	48.9	100%	43.2	100%	+5.8	+13%

Throughout the 12-month period, growth continued to be driven mainly by identity documents (+22%) and vehicle protection (+5%). Identity documents remain the Group's primary user application (52% of consolidated revenue) with sales of €25.7 million.

The strongest rise in the period was in the fiduciary market (+53%), boosted by an excellent fourth-quarter performance in terms of billings (€3.5m) and confirming this segment's position as a growth driver.

Brand protection in contrast, significantly impacted by a sharp drop in sales exceeding expectations with Motorola, ended down 34% overall for the full year.

- **Revenue by geographical market**

€ millions	2012		2011		Change	
Western Europe	21.1	43%	14.4	33%	+6.7	+46%
Eastern Europe	8.6	18%	7.9	18%	+0.7	+9%
Rest of the world	19.2	39%	20.9	49%	-1.7	-8%
<i>Of which: Americas</i>	5.3	11%	6.5	15%	-1.2	-18%
<i>Of which: Asia Pacific</i>	11.1	23%	11.2	26%	-0.1	-1%
<i>Of which: Africa Middle East</i>	2.8	5%	3.2	7%	-0.3	-10%
Total	48.9	100%	43.2	100%	5.8	+13%

The biggest gains were in Europe with growth of 46% in Western Europe and 9% in Eastern Europe while sales volume outside Europe declined 8% in the period reflecting the significant drop in sales with Motorola.

- **Outlook**

With recurrent business accounting for the major share of existing sales, and based on projected volume for new business, in particular with accelerating contributions from growth drivers, the Group expects double-digit revenue growth in FY 2013.

Next press release: 2012 annual results

March 5, 2013 (after the close of trading on NYSE-Euronext Paris)

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 2012 the Group had sales of €49 million. The expertise of Hologram. Industries is based on two major technology areas: computing and optics.

www.hologram-industries.com

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