

Marne-la-Vallée, October 15, 2013

## REVENUE AT SEPTEMBER 30, 2013: €33.3m

(€m)	2013	2012	Change	2011
First quarter	10.1	9.7	+5%	9.0
Second quarter	13.0	12.9	+1%	11.3
<b>First half</b>	<b>23.1</b>	<b>22.5</b>	<b>+2.5%</b>	<b>20.3</b>
Third quarter	10.2	11.0	-7.2%	9.9
<b>Total nine months</b>	<b>33.3</b>	<b>33.6</b>	<b>-0.7%</b>	<b>30.2</b>

The Group had sales in the 2013 third quarter of €10.2 million, down 7.2% from last year's same period. This decrease reflects timing differences for orders and invoicing since the second quarter that it has not possible to reduce.

Year-to-date for the first nine months, revenue contracted 0.7% year-on-year.

Sales volume from new business amounted to €4.8 million (compared to €5.5 million for the first nine months of 2012).

- Revenue by geographic market**

€ millions

	9 months 2013		9 months 2012		2012	
Western Europe	16.0	48%	12.2	36%	21.1	43%
Eastern Europe	5.8	17%	7.0	21%	8.6	18%
Rest of the world	11.5	35%	14.4	43%	19.2	39%
Of which. Asia-Pacific	4.9	15%	9.1	27%	11.1	23%
Of which: Americas	4.3	13%	3.7	11%	5.3	11%
Of which: Africa - Middle East	2.3	7%	1.5	5%	2.8	5%
<b>Total</b>	<b>33.3</b>	<b>100%</b>	<b>33.6</b>	<b>100%</b>	<b>48.9</b>	<b>100%</b>

With sustained growth momentum, Western Europe registered the strongest gain in the period with (+31%). In contrast, Asia remained impacted by invoicing timing differences as well as a drop in sales for Motorola products in this region.

- **Breakdown by user application**

€ millions

	9 months 2013		9 months 2012		2012	
Identity documents	16.7	50%	18.2	54%	25.7	52%
Vehicle identification	9.1	27%	8.1	24%	10.8	22%
Brand protection	3.4	10%	3.9	12%	4.7	10%
Fiduciary documents	3.5	11%	2.5	7%	6.0	12%
Other	0.7	2%	0.9	3%	1.7	4%
<b>Total</b>	<b>33.3</b>	<b>100%</b>	<b>33.6</b>	<b>100%</b>	<b>48.9</b>	<b>100%</b>

Sales growth was driven mainly by vehicle identification (+12%) and fiduciary documents (+€1.0m). Despite a €1.5 million decline, identity documents remain the Group's primary user application (50% of consolidated revenue). The brand protection segment was impacted in particular by the continuing reduction of sales with Motorola.

In the total revenue mix, digital activities represented €2.8 million in sales volume for the first nine months compared with €3 million from the same period in 2012.

- **Financial position and outlook**

Group debt, net of cash, amounted to €5.3 million at September 30, 2013.

Despite the relative stability of sales to date, the level for the fourth quarter should allow the Group to achieve, in line with expectations, a performance of sustained growth in relation to the prior years.

### **Upcoming events: 2013 revenue**

**Tuesday January 14, 2014 (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 three major technology areas: optics, material sciences and computing.

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

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