

## **Bundesdruckerei**

### **Facts & Figures**

#### **Brief introduction**

- Bundesdruckerei is a leading international systems supplier of high-security technology.
- The company supplies one-stop system solutions that protect identities – from the secure management of personal data and the production and issuance of ID documents right through to document verification.
- This impressive portfolio also includes the production of banknotes, postage stamps and revenue stamps.
- The company serves customers in both the public and private sector. Although Germany accounts for the lion's share of sales, foreign business is continuously increasing.

#### **The group**

The company is made up of a network of co-operating subsidiaries and holdings in Germany and abroad, and includes in addition to Bundesdruckerei GmbH:

- BIS Bundesdruckerei International Services GmbH which is responsible for international sales.
- D-TRUST GmbH which develops high-security products related to the electronic signature and provides signature and certification services as well as electronic notary-public services. As an accredited certification service provider, D-TRUST complies with the strict requirements of Germany's Act on Digital Signature.
- Maurer Electronics GmbH which develops hardware and software for the entire value chain of ID systems.
- Emirates German Security Printing LLC which supplies advanced solutions for high-security documents and systems.
- iNCO Sp. z o.o. which excels as a specialist for data capture and electronic publications.
- Shanghai Mite Speciality & Precision Printing Co. Ltd. which produces passports for China.

## KPIs for 2010

- Sales by Bundesdruckerei GmbH in 2010 totalled €348.7m, up 12 percent against the previous year.
  - The growing ID system business segment in Germany accounted for the highest share in sales. Totalling €244.8m, sales in this area rose by 15 percent compared to €213.1m in 2009.
  - Orders for eID documents, ID systems and system components, especially from the new EU member states, Latin America and the Middle East, accounted for international sales of €32.2m.
  - Bundesdruckerei recorded sales of €71.7m with banknotes, postage stamps and revenue stamps (2009: €73.5m).
- EBITDA for the 2010 financial year totalled €51.9m (2009: €61m).
- Adjusted by the effects according to the Accounting Law Reform Act (BilMoG), EBITDA totalled €34.2m.
- The number of employees rose by 11 percent to an average of 1,613 (excluding apprentices and interns/trainees).
- Investment in tangible and intangible assets increased by €35.3m to €64.7m. Most of these funds were spent on the construction of a high-tech production line for the new ID card and on equipping passport and ID card offices with new hardware and software.
- The company spent €56.2m on research and development (R&D) projects, 51 percent more than in the previous year (2009: €37.1m).

## R&D

- As a developer and supplier of high-security products, Bundesdruckerei has a proven track record in technological innovation. Over the past eight years, the focus of research has successively shifted from security printing to secure ID.
- In recent years, Bundesdruckerei has developed a host of innovations that have resulted in an entire series of patents in the field of future-orientated ID systems, chip technologies and biometric processes. The company currently has more than 700 patents to its name.
- Bundesdruckerei is committed to R&D not just in its own departments but also in its co-operation with various private and institutional partners in a host of research projects,

some of which are backed by the Federal Ministry of Education and Research. The latest projects include:

- Secudis – Secure Digital Identity Solutions  
Scientists are exploring how innovative components can make future ID documents more secure.
- Umabasa – Unclonable Material-based Security Architecture  
Solutions are being developed to protect security chips even better against manipulation.
- The company is also involved in four so-called Security Labs where it is collaborating with various Fraunhofer institutes. Research here focuses on the development of products and solutions for secure ID documents and systems for private individuals, companies and the administration.
- In mid-2007, Bundesdruckerei endowed Germany's first chair for Secure Identity at Berlin's Freie Universität.
- In 2008, the company joined forces with five Fraunhofer institutes, five universities and twelve regional businesses to establish the "Secure Identity Berlin-Brandenburg" innovation cluster. The "Secure Identity Berlin-Brandenburg" association was then later established at the end of 2009. The aim here is to improve the basic conditions in the region for innovation related to identity management. This is to be achieved by improving interaction between research, development and production right through to marketing.

### **Milestones**

- Development activities since 2008 have focused on the preparation of the new electronic ID card which for the first time ever enables holders to prove their identity in the digital world. The introduction of the new ID card in 2010 was one of the world's biggest and most demanding technology projects. By the end of October 2011, Bundesdruckerei had produced 8.5 million of these documents.
- In addition to producing the document, Bundesdruckerei is also responsible for the entire technical background system, comprising the PKI (public key infrastructure) for managing mutual authentication and for equipping around 20,000 workplaces at the 5,400 passport and ID card offices with the required software and hardware.

- Since September 2011, Bundesdruckerei has also been supplying the electronic residence permit for non-EU citizens. This card features the same functions as the new German ID card, the only difference here being that the holder's fingerprints must be stored on the residence permit.