



7 November 2011

3Q11 Results

Back on the right track

THERE IS ONE FOR EVERYBODY

3Q11 HIGHLIGHTS

9M11 Total revenues:	€22.1m (+28.2% yoy)
9M11 EBITDA:	€1.7m (was negative for €1.0 million in 9M10)
9M11 EBIT:	€1.0m (was negative for €0.2 million in 9M10)
9M11 Net profit:	€0.7m (was negative for €0.4 million in 9M10)

Based on the 9M results, the Management confirms the positive guidance for the 2011FY results.

9M11 INCOME STATEMENT

Data in €000	IAS/IFRS compliant	9M11	9M10	%	2010
Total revenues		22,098	17,230	28.2	25,925
Other operating income		520	696	-25.3	802
Internally produced and capitalised assets		257	432	-40.5	710
Total Income		22,875	18,358	24.6	27,437
Cost of materials		-12,702	-9,342	36.0	-14,524
Personnel cost		-4,964	-5,236	-5.2	-6,609
Amortisation and provisions		-667	-785	-15.0	-966
Other operating costs		-3,525	-3,233	9.0	-5,591
Total cost		-21,858	-18,596	17.5	-27,690
Operating income		1,017	-238		-253
Financial income		-82	-21		-24
Gross profit/loss		935	-259		-277
Income tax		-212	-115		-371
Net profit/loss		723	-375		-648

9M11 NET FINANCIAL POSITION

Data in €/000	30/09/11	31/12/10	30/09/10
Bank loans and overdrafts	-201	-145	-465
Due to banks	-1,900	-953	0
Total debts	-2,101	-1,098	-465
Cash and cash equivalents	3,447	3,455	1,289
Net financial position	1,346	2,357	824

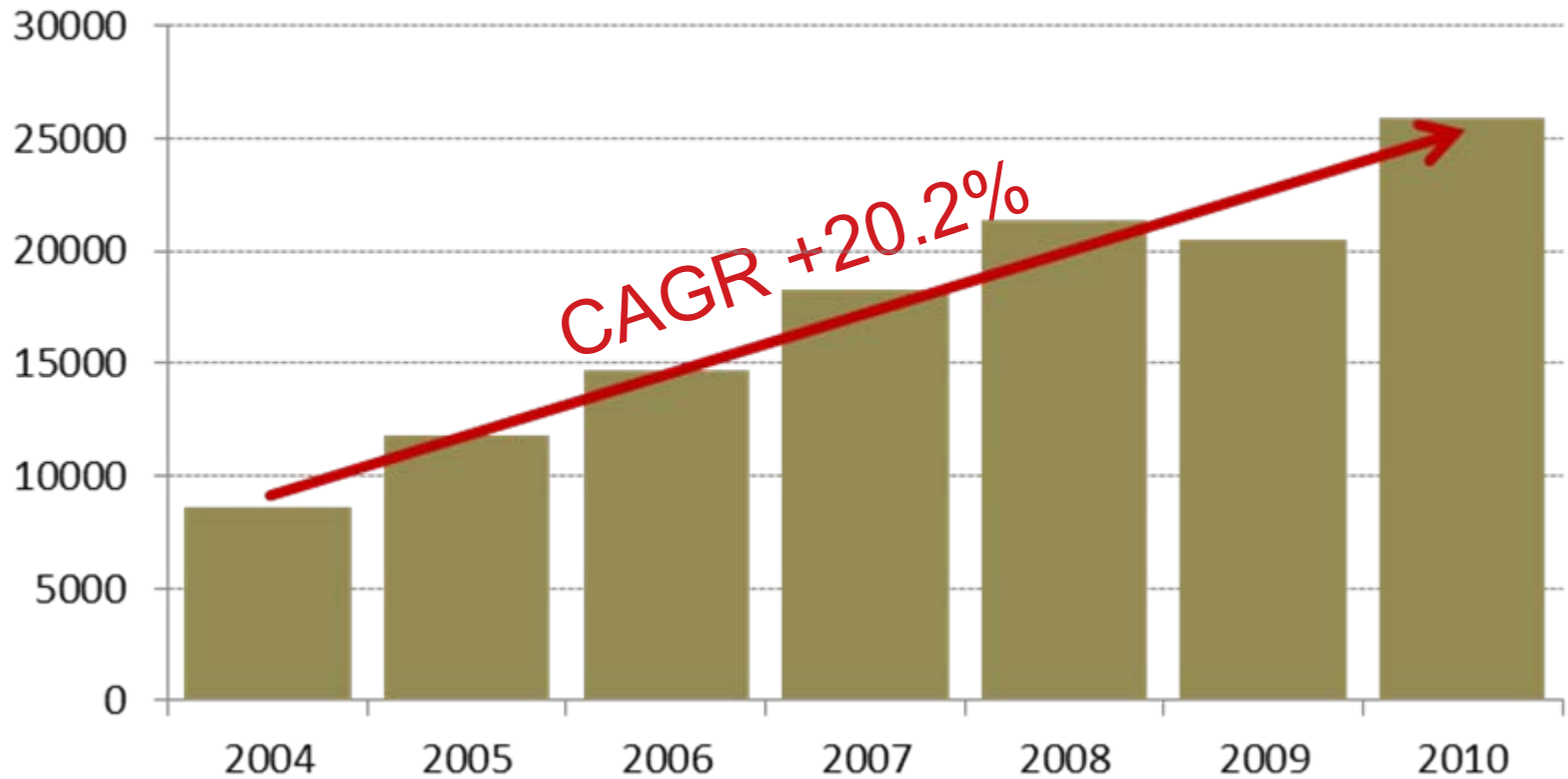
In 2011 the company completed the new financing for a total amount of €1.0 million, covered for €0.3million by securities

In 2011 trade payables declined €1mio to €6.0mio with trade receivables stable at €3.9mio

NFP improved €0.5mio yoy

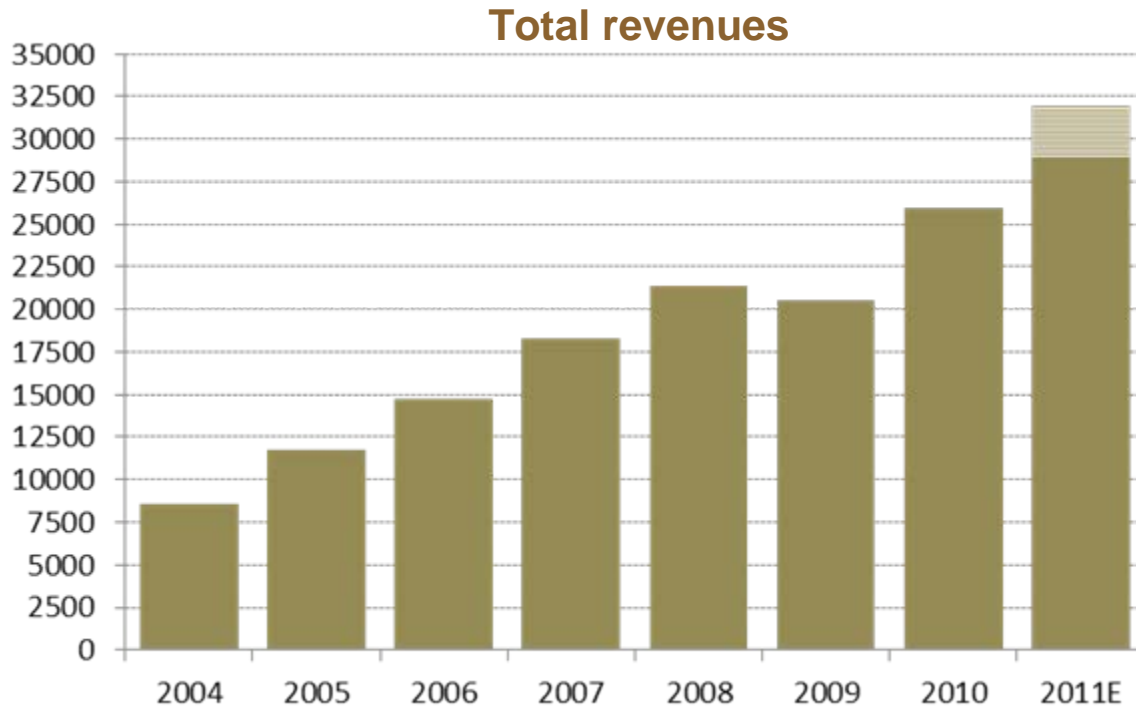
2004 – 2010 REVENUES

Total revenues



Data in €'000 2006- IAS/IFRS compliant

2011: BACK ON THE RIGHT TRACK



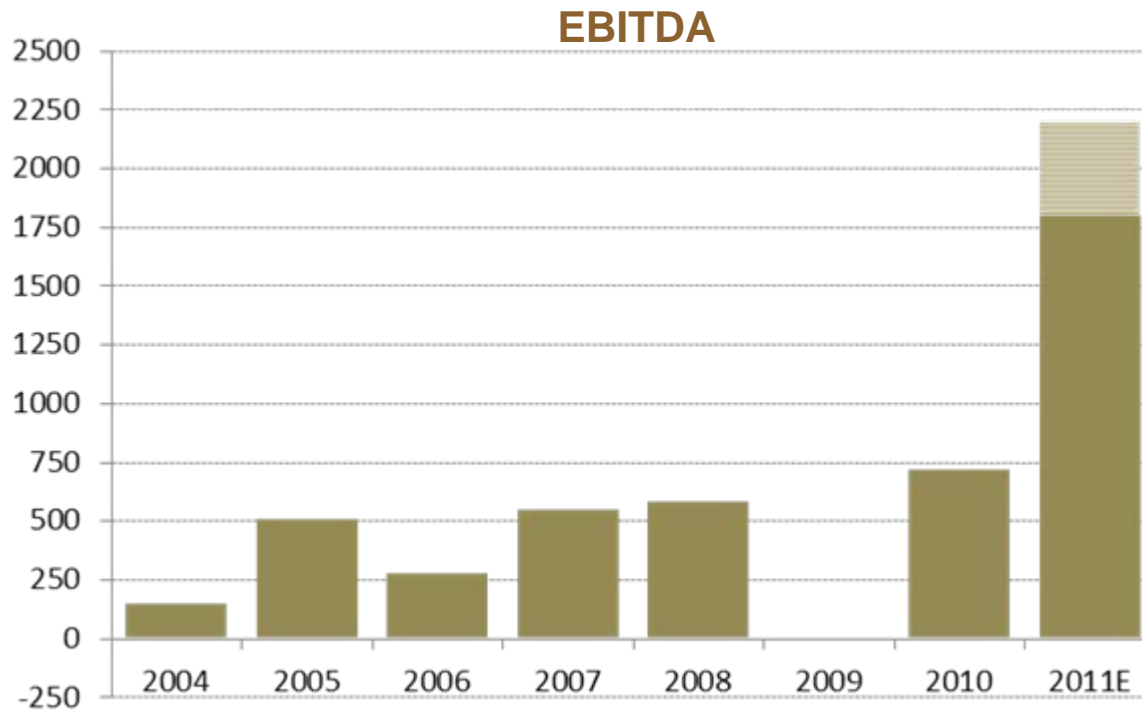
9M11 revenues are 28% up year-on-year

Increase mainly in hardware (+65.7% yoy)

Target for 2011FY €29-32 million

IAS/IFRS compliant

2011: BACK ON THE RIGHT TRACK



Total costs grew 17.5% vs a 28% increase in total sales, leading to a €1.7m EBITDA (nearly 3x 9M10 EBITDA)

Personnel cost down 5.2% yoy

Target for 2011FY EBITDA €1.8-2.2 million

IAS/IFRS compliant

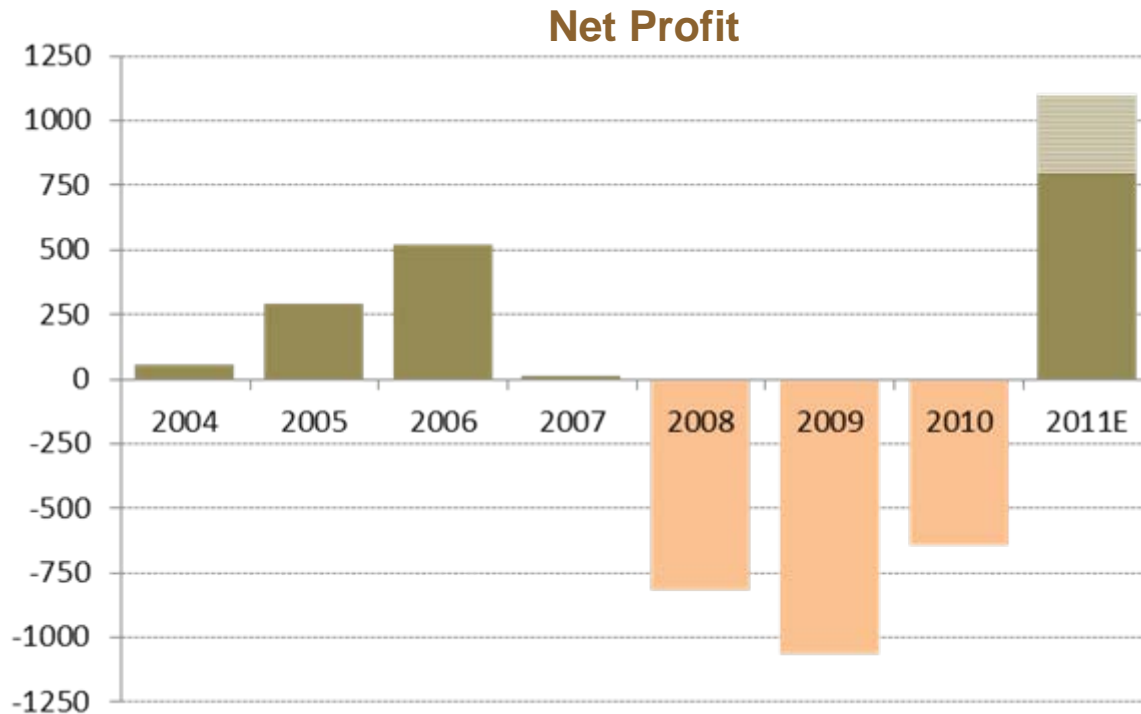
2011: BACK ON THE RIGHT TRACK



Depreciation and amortisation down 15% yoy

Target for 2011FY EBIT €1.1-1.5 million

2011: BACK ON THE RIGHT TRACK



2011FY will mark the return to net profit for the Group, with the highest ever figure achieved

Target for 2011FY net profit €0.8-1.1 million

IAS/IFRS compliant

2010FY HIGHLIGHTS

<i>Data in €/000 IAS/IFRS compliant</i>	2010	2009	Change
Total revenues	25,925	20,494	26.5%
Other operating income	802	1,139	-29.6%
Internally produced and capitalised assets	710	772	-8.0%
Cost of materials	-14,524	-11,940	21.6%
Personnel Cost	-6,609	-6,127	7.9%
Amortisation and provisions	-966	-734	31.6%
Other operating costs	-5,591	-4,349	28.6%
Operating income*	-253	-745	66.0%
Financial income	-24	28	n.s.
Gross profit/loss	-277	-717	61.4%
Income tax	-371	-347	6.9%
Net profit/loss	-648	-1,064	39.1%

**including one-off restructuring charges. Adjusted operating income: 534 €/000*

IR CONTACTS

Digital Identification Solutions AG

Teckstraße 52

D - 73734 Esslingen am Neckar

Tel. +49 711 341689 -0

Fax +49 711 341689 -550

[Mail \[ir@digital-identification.com\]\(mailto:ir@digital-identification.com\)](mailto:ir@digital-identification.com)



Vielen Dank

Thank You

Merci beaucoup

Grazie

Muchas gracias

Muito obrigado

Спасибо

شكرا

ありがとう

谢谢

Terima kasih

THERE IS ONE FOR EVERYBODY