

This is De La Rue: divisional overview



Payment



Identity



Brand Protection

Cash Systems

PROFILE

Provides coin and note handling equipment, services and solutions to banks, retailers, transport and leisure companies enabling them to reduce the cost of handling cash and improve the efficiency of their business.



PRODUCTS AND SERVICES

Branch Cash Solutions

Provides dispensers and recyclers primarily for the secure and efficient handling of cash in bank branches.

Original Equipment Manufacture (OEM)

OEM Mechanisms and Technologies is a leading independent supplier of cash dispensing mechanisms to the ATM industry.

Cash Processing

Provides cash handling solutions, including banknote sorters and software systems, to help central banks, commercial banks and cash-in-transit companies worldwide process cash efficiently and improve customer service.

Desktop Products

Offering low cost, simple-to-use cash counters, often sold through local dealers, Desktop Products targets the banking, retail, gaming, leisure and cash-in-transit markets.

The **Customer Services** business supports each of the four business streams and ensures we provide a consistent level of service and support both to users and to our distribution partners. The business is managed as a separate profit centre and accounts for 28 per cent of divisional sales.

Security Paper and Print

PROFILE

Currency

De La Rue is the world's leading commercial producer of banknotes.

Aims to be the preferred partner of Central Banks for banknotes and paper worldwide, exploiting our technology, service and quality, tailored to meet their individual needs.



PRODUCTS AND SERVICES

Anti-counterfeiting solutions to around 150 countries worldwide including:

- Banknotes
- Banknote paper
- Anti counterfeit consultancy
- Currency management
- Coins

Security Products

Provides a range of secure printed products, services and solutions to businesses and governments around the world.



Offers a one-stop-shop service to retailers, governments and financial institutions. Products include stamps, vouchers, passports, cheques and travellers cheques, as well as security paper, security threads and tear tapes.

Global Services

PROFILE

Aims to provide total solutions to customers in areas that capitalise on De La Rue's reputation for security, integrity and trust. The division is focused around the core De La Rue business activities of payment, identity and brand protection.



PRODUCTS AND SERVICES

Payment Services

The **Transaction Services** business facilitates cash payments for goods and services supplied remotely via networks of payment terminals placed in convenience stores.

Digital and Identity Security Services

The **Identity Systems** business provides secure, integrated, tailored identity solutions for national identification and registration programmes, driver's licence and passport issuing schemes. The **InterClear** UK digital security business is developing a Global Trusted Third Party business.

Brand Protection Services

The **Brand Protection** business provides bespoke solutions to protect a wide range of products and industries from the threat of counterfeit, tamper and illegal trading.

The **Holographics** business provides security holograms to financial institutions and governments as well as brand owners in a wide range of industries.

GLOBAL REACH

MARKET POSITION



Headquarters:
Basingstoke (UK)

Key Regional Sales & Service Centres
 Berne (Switzerland) Madrid (Spain)
 Chicago (USA) Paris (France)
 Frankfurt (Germany) Sao Paulo (Brazil)
 Hong Kong (China) Vianen (Holland)
 Knutsford (UK)

Plus 33 local (sales and service) offices worldwide

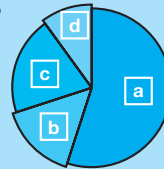
Key Manufacturing Hubs:
 Flen (Sweden)
 Portsmouth (UK)
 Watertown (USA)

Cash Systems is:

- The world's number one provider in branch cash automation
- The leading single supplier of recycling machines outside Japan
- Through our OEM business, supplier of one in five of the world's ATM mechanisms
- Has the industry's widest network of specialist independent distributors, agents, service-providers and partners

Sales breakdown by business streams

- a** Branch Cash Solutions 55%
- b** OEM 15%
- c** Desktop Products 20%
- d** Cash Processing 10%



GLOBAL REACH

MARKET POSITION



● Currency
Headquarters:
 Overton (UK)

Key Manufacturing Locations
 Gateshead (UK) Malta
 Kenya Singapore
 Overton (UK) Sri Lanka

● Security Products
Headquarters:
 Basingstoke (UK)

Key Manufacturing Locations:
 UK: Bathford, Dunstable Overseas:
 High Wycombe, Horwich Bray (Republic of Ireland)
 Lisburn (Northern Ireland) Dulles (USA)
 Peterborough Nairobi (Kenya)

De La Rue's banknote market share

- a** De La Rue 45%-50%

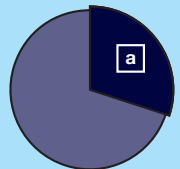
About 10% of the total currency market is available to commercial manufacturers. The rest is produced by State Printing Works attached to central banks, usually in very large countries and in most European countries.



Portals banknote paper market share

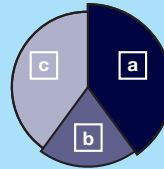
- a** Portals 30%

Almost half the banknote paper market is available to the commercial paper sector.



Security Products

- a** Commercial 40%
- b** Government 20%
- c** Financial 40%



Business is segmented into three primary business streams: **Financial** eg travellers cheques, cheques; **Government** eg passports, visas; **Commercial** eg vouchers, prepay stamps. The businesses enjoy leading positions in many of their markets.

GLOBAL REACH

MARKET POSITION



Headquarters:
 Basingstoke (UK)

Other locations:
 Basingstoke (UK)
 Dunfermline (Scotland)
 Kuala Lumpur (Malaysia)
 New York State (USA)
 Northwich (UK)

The division is divided into three business streams based on a nucleus of five existing businesses which transferred into the division on launch in April 2000.

Sales breakdown by business stream

- a** Payment Services 20%
- b** Digital and Identity Services 40%
- c** Brand Protection 40%

