

## World Leader in Security License Plates Technology



# Made in Germany.

**The remarkable rise from a local South Westphalian supplier to global player.**

**1961**

Erich Utsch establishes the company as a family business. The first embossing machine is a modified wine press.

**1965**

UTSCH launches its first mechanical embossing press: efficient, light, competitive.

**1975**

UTSCH develops and builds the first Automatic Embossing Press.

**1982**

Permanent and strong expansion of the company requires moving to the current location with modern production plant.

**1985**

The ERUT 1 is the first top seller of a variety of highly successful license plate holder.

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**1988**

UTSCH confirms its role as a technology pioneer by introducing a new, environmentally friendly and extremely durable dry roller coating technique for license plates called HOT STAMPING.

**1991**

First joint-ventures outside Germany. The subsidiary UTSCH-Recycling is established.

**1995**

UTSCH develops extensive security concepts. By using laser-codes, holograms, graphics or coats of arms, license plates turn into national high security documents.

**1998**

UTSCH develops and builds the worldwide largest automatic production facility for license plates for the Italian state in Foggia where all license plates are centrally produced.

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**2002**

UTSCH develops the first windshield label with transponder technology as an electronic identification document.

**2006**

UTSCH introduces new security features for a maximum protection of license plates against counterfeiting.

**2008 - 2009**

UTSCH realizes the three biggest orders in value of over 30. Mio. € in the Arab world.

**2011**

Further modernization and enlargement of UTSCH production facilities and headquarter.

**2012**

UTSCH and Tönnjes (the two world leader in security license plate technology) found a joint venture:  
UTI (UTSCH Tönnjes International).


# Company Management

Supervisory Board and Executive Board of Erich Utsch AG



 **Supervisory Board:**

- Ulrich Waldschmidt (Chairman)
- Hans-Peter Kahnt • Volker Kunze

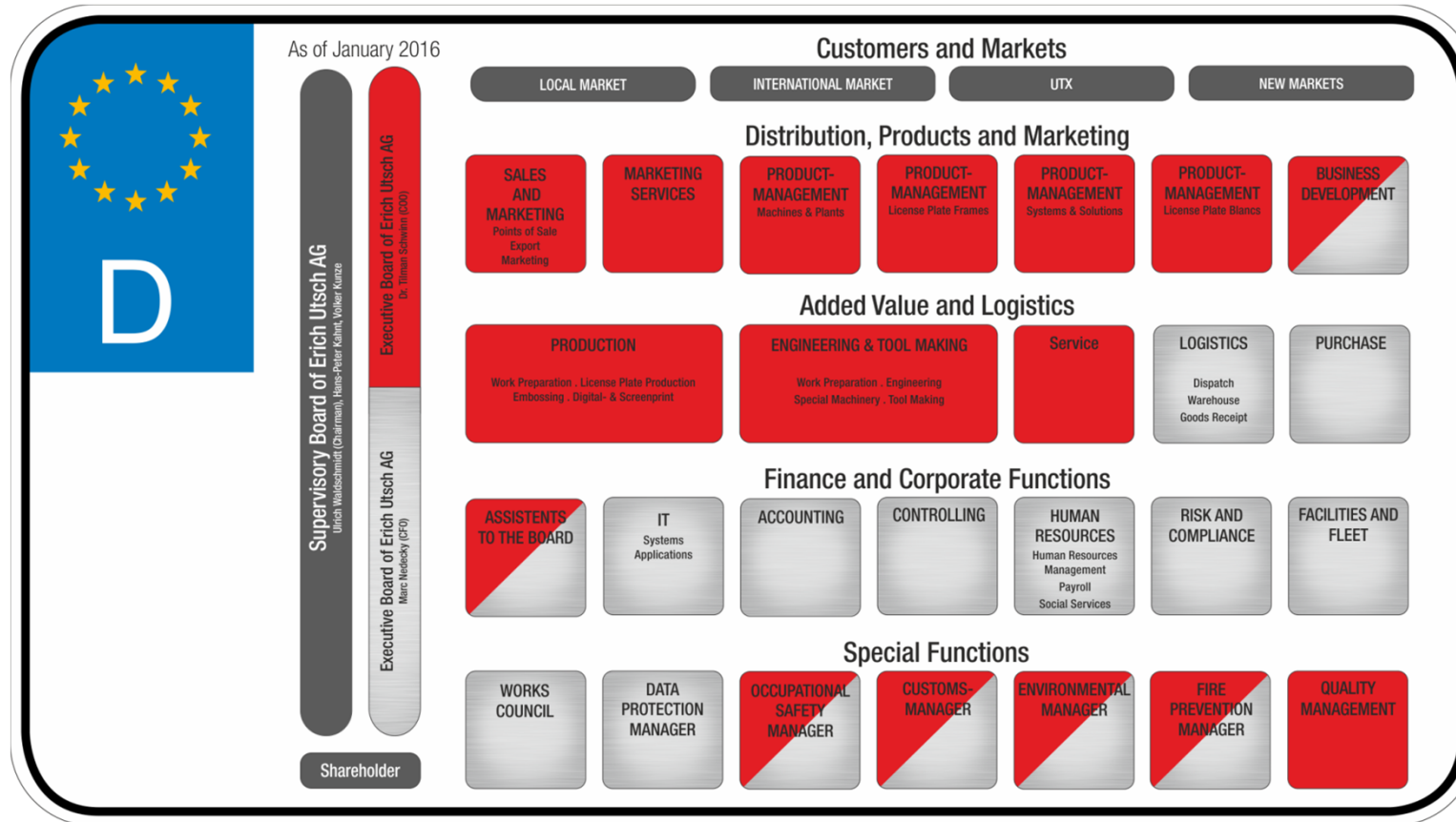
 **Executive Board:**

- Dr. Tilman Schwinn • Marc Nedecky



# Company Organisation

## Organigram of Erich Utsch AG

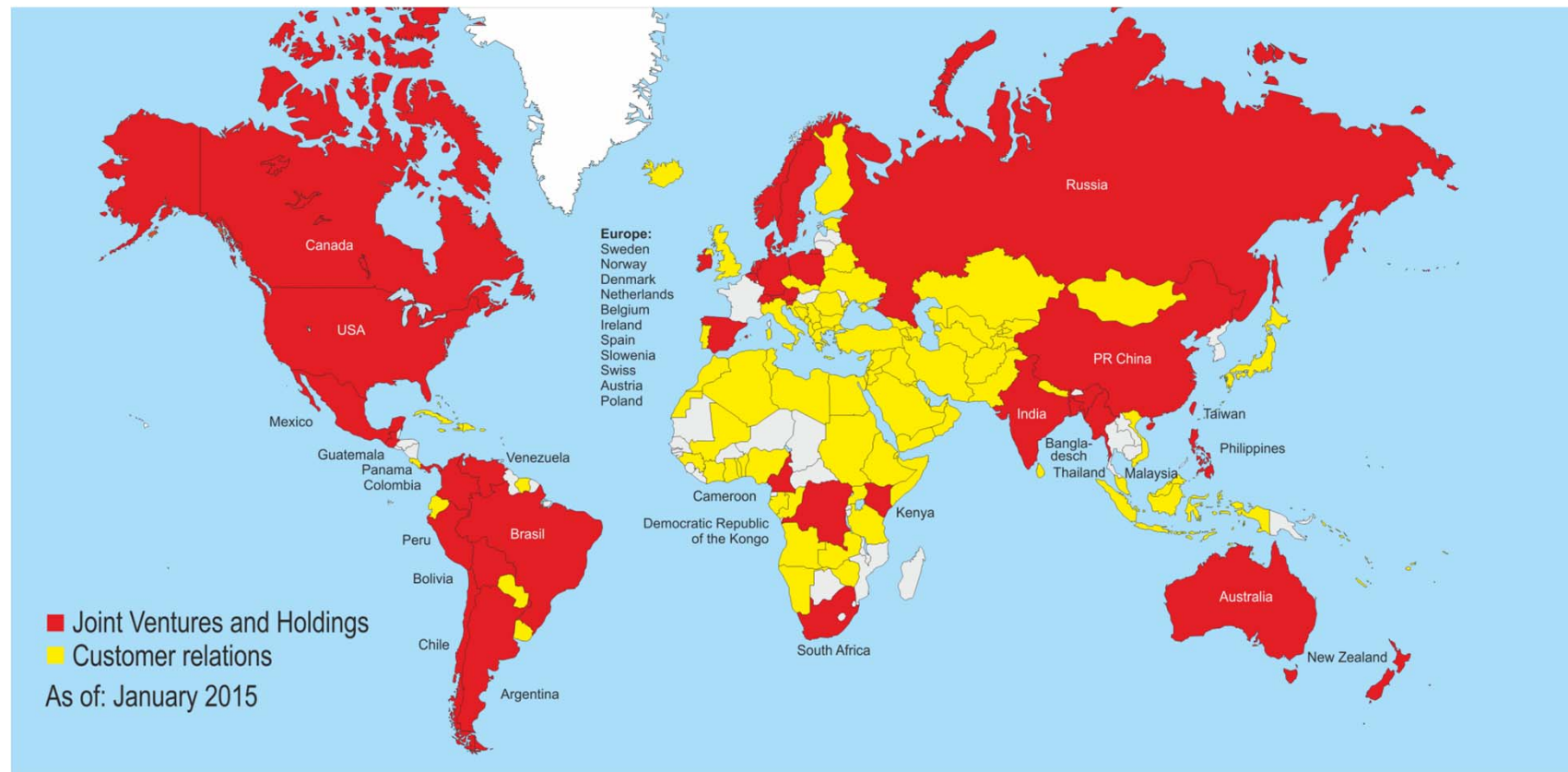


# Important data of the UTSCH Group

- Worldwide turnover of the UTSCH Group in 2014: > 80 Mio. Euro.
- 1.500 employees worldwide.
- Joint ventures in 52 countries.

# Worldwide activities

UTSCH holdings and joint ventures worldwide:





# 2000: Sri Lanka

In 2000, after several car bomb attacks and other motor vehicle related crimes, the Government of Sri Lanka commissioned UTSCH to introduce a new registration system.

Implementation of this new system included:

- high-security license plates
- large scale introduction of the 3<sup>rd</sup> license plate
- starting a production plant for high security license plates on the premises of the LTO to maximize production security
- establishing a national technical inspection agency

After the implementation, for the first time ever the Government of Sri Lanka had a valid and reliable data-base of the number of motor vehicles, increasing tax revenue noticeably.

Also, the number of vehicle related crimes and car bomb attacks decreased substantially.



# 2008: Denmark

In 2008, the „Danish Tax and Customs Administration“ (SKAT) was tendering Europe-wide the production of the new Danish license plates.

Already producing license plates for Sweden, Finland and Iceland, UTSCH convinced the authority with its concept, technical know-how and worldwide experience.

So UTSCH was commissioned by the Danish Government to produce 1.2 million license plate blanks per year to be delivered to a Danish subsidiary for further processing.

In 2009, the new Danish license plate was successfully introduced.



In 2012, UTSCH was awarded the contract for the next Danish tender.

# 2008-2011: Iraq

In 2008, a treaty with the Iraqi government for the implementation of a secure state-of-the-art motor vehicle registration system was signed.

## Scope of supply:

- 20 embossing units
- 650,000 license plates
- 300,000 3rd license plates
- 1.25 million security locks

## Additional services:

- driving licence and vehicle registration soft and hardware
- one million driving licences and registration documents
- installation of a center and 20 registration offices across the entire country
- intense training of the Iraqi staff on basis of the train-the-trainer principle

**Contract value: almost 12 Mio US-Dollar**



# Thank you.



# UTSCH