

A low-angle, upward-looking shot of a modern building's exterior. The building features a light gray, horizontally-ribbed facade. On the right side, a large, bold, red 3D logo is mounted, reading "HSC" vertically. To the left, a section of the building with a dark frame and large glass windows is visible. The sky is blue with scattered white clouds.

HSC

STEPPING UP TO THE PLATE.

Diversity and innovative strength: Made in Germany.

PUTTING OUR STAMP ON DEVELOPMENT.

International, pioneering and progressive.



As a reliable partner, we've been stepping up to the same plate in more than 130 countries for over 50 years now – [the UTSCH security license plate](#).



UTSCH

World Leader in
Security License Plate Technology



1961

Erich Utsch sets up the family company with his wife, Emmi. The first embossing machine is a converted wine press.

1975

The first Automatic Embossing Press is developed and built at UTSCH.

ERUT 1

1985

The ERUT 1 is the first of a successful series of individually printable license plate holders from UTSCH.

1960

1965

Easy to operate, economic and extremely well finished: how UTSCH launched the first mechanical embossing press on the market.

1970

1969

After the death of his father, Manfred Utsch takes over the management of Erich Utsch KG and works for decades to make the company into a global player.



1980

1982

UTSCH moves into brand new company headquarters at the current Marienhütte site.



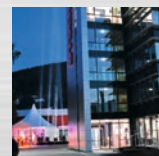
REGISTERED IN EVERY PLATE: OUR HOMELAND.

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

Since its establishment in 1961, the story of Erich Utsch AG is a prime example of the capability and potential of German SMEs. From simple beginnings has emerged over the decades a global and internationally integrated company that is active today in more than 130 countries and employs more than 550 staff around the globe under the UTSCH Group umbrella.

What has made this remarkable rise possible is an innovative strength, a rigorous market-driven approach and a distinctive quality philosophy, all of which have firmly established UTSCH as a brand on the vehicle license plate and systems market. As well as many technical pioneering achievements which have revolutionised design, security features and license plate production methods, it was always a fine instinct for business opportunities and gaps in the market which allowed a small family operation to become one of Germany's amazing "Hidden Champions", confident in its worldwide domination of a small but niche market segment.

In order to maintain and extend its hard-won position, UTSCH has gone on to develop into an all-round systems supplier. With this integrated concept, the company has consolidated its technical, commercial and administrative expertise in order to develop system solutions perfectly tailored to its various customers covering all vehicle-related processes and documentation – from registration to recycling. As a result, the company – now in its third generation of family management – is well placed to continue stepping up to the plate for a successful future.



2011

UTSCH and its staff celebrate 50 successful years with 300 guests from all over the world at the official inauguration of the company's fully refurbished headquarters.

2002

Export sales at UTSCH overtake domestic sales for the first time. The third license plate with RFID chip is ready for the market.

1998

At Italy's national mint, the Istituto Poligrafico e Zecca dello Stato, an automatic UTSCH production line for centralised license plate manufacture for the whole of Italy is commissioned.

1991

A subsidiary, UTSCH Recycling, is formed. First joint venture projects are set up in Europe outside Germany.

2010

2008 – 2009

Orders for Egypt and Iraq constitute UTSCH's biggest single orders ever received in the history of the company.

2001

Erich Utsch KG limited partnership converts to a public limited company: Erich Utsch AG.

1995

UTSCH offers all-round security concepts for the international market. License plates become counterfeit-proof documents using national emblems, laser codes and holograms.

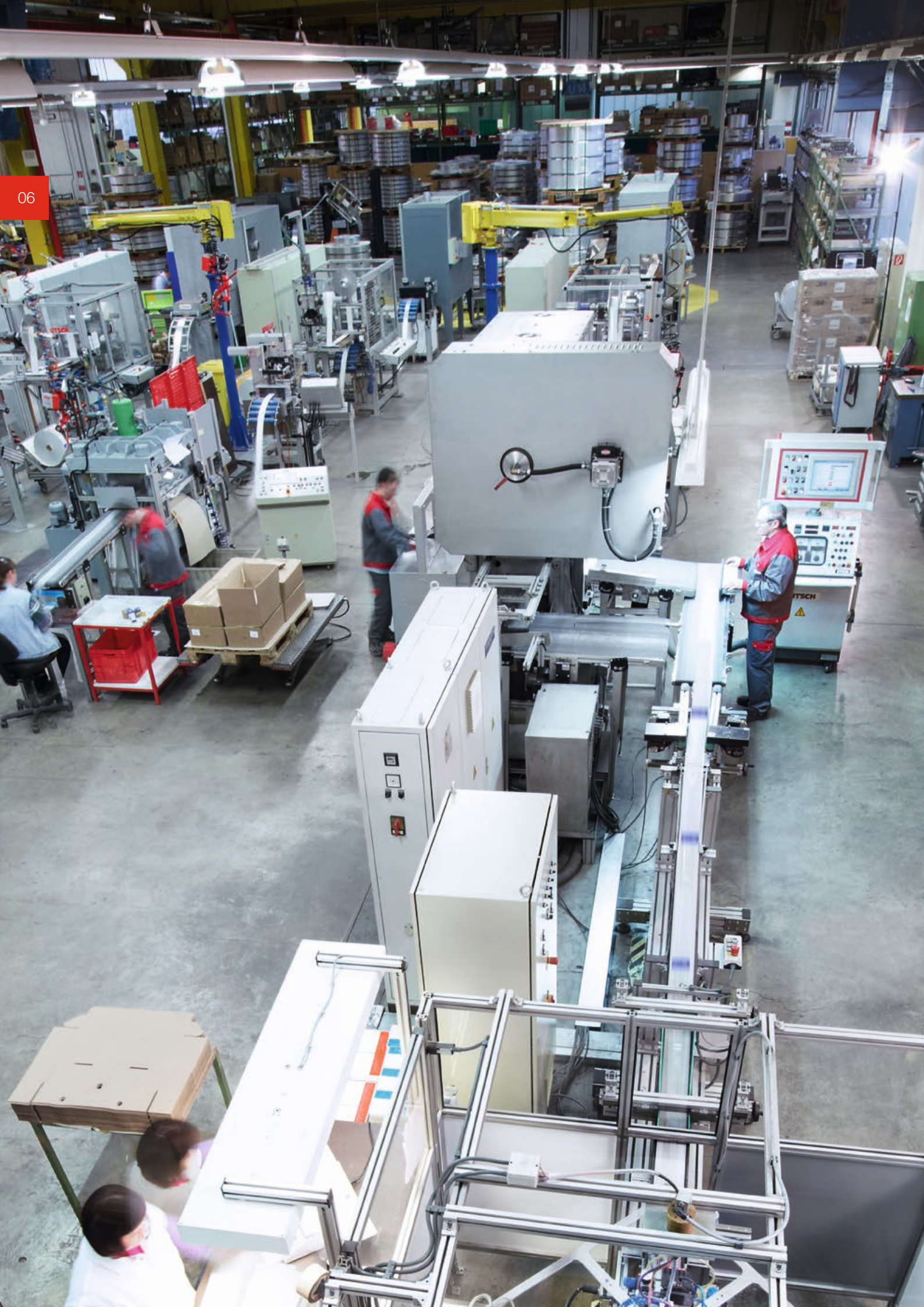
1990

UTSCH introduces hot stamping technology – the eco-friendly and user-friendly way of applying colour to the license plate legend.

UTSCH AG

**UTSCH
RECYCLING**





SUCCESS ALL THE WAY DOWN THE PRODUCTION LINE.

High-tech plant engineering “Made in Germany”.

Since the market launch of the first in-house produced mechanical embossing press in the early 1960s, plant engineering has been an integral part of the UTSCH success story.

A highly skilled team of design and plant construction engineers develops and produces tools, machines and lines for the manufacture of license plates to typical UTSCH standards: they are easy to operate, require minimal maintenance and represent a high standard of workmanship.

New developments are first put into production in-house at the Siegen site and are tested under tough everyday working conditions. The experience this provides is then incorporated directly into optimising the technology. As a result, UTSCH guarantees that only technology that is tried and tested and has been perfected finds its way to the customer.

These UTSCH products – in the renowned “Made in Germany” quality – are in demand worldwide. Block printing and counter-embossing tools, compact and modular design embossing presses with different performance ranges, low foil consumption hot stamping machines, laminators and laser coding devices from UTSCH make up the equipment used in more than 50 joint venture companies and partner operations throughout the world.

And for the production of license plate blanks in large quantities, UTSCH creates individually tailored, computer-controlled and sensor-monitored production lines.



The Automatic Embossing Press for the computer-controlled, fully automatic manufacture of vehicle license plates in large quantities.

The Automatic Embossing Press – which UTSCH developed in-house and has patented – enables vehicle license plates to be manufactured in large quantities in a computer-controlled and fully automatic process. The legends for the pairs of number plates which have been entered beforehand are processed independently by the line.

Used all over the world, this type of press allows the entire license plate requirement of a country to be embossed centrally, securely and accurately on customised, fully automatic production lines, as, for example, in Italy where the state press and mint – the Istituto Poligrafico e Zecca dello Stato in Foggia – produces plates for the whole of Italy.



***@press**, the embossing press for the 21st century: innovative, accurate, network-enabled and secure.*

The **@press** introduced by UTSCH is an innovative combination of the precision and performance of proven UTSCH embossing presses and the security demands and standards imposed by today's information society.

Unique features, such as biometric login, optical monitoring of blanks and the seamless documentation of all operational processes, provide the greatest possible protection against abuse and a marked reduction in labour costs in day-to-day operations.

The network-enabled **@press** is therefore the key component in a comprehensive system that links up the registration process, manufacture and issuing of plates, data transfer, statistical analysis, storage, logistics and quality control.

SECURE, PROVEN AND USED ALL OVER THE WORLD.

How UTSCH turns license plates into secure documents.



Holograms are an anti-counterfeit feature.



Holographic hot stamping foil provides additional security.



Security Locks light up red under a UV scanner.

The purpose of the individual license plate is to make every vehicle distinctive and to clearly assign it to an owner. This is primarily achieved by the embossed legend and its highly visible alphanumeric code. However, in today's world the embossed legend alone is no longer effective in protecting against abuse by criminals – abuse that ranges from simple tax and insurance fraud right through to terrorist activities.

UTSCH is committed to a large number of finely coordinated measures that provide essential anti-counterfeit protection for authentic license plates. As well as the legend, a series of micro security features can be incorporated to ensure that every license plate is absolutely individual and distinctive. Some features are invisible to the naked eye and are identifiable only through specific means. Typical elements are emblems, crests, holograms, holographic hot stamping foil, laser engraved marks and UV markers. The majority of these micro security features were developed by UTSCH and have now been adopted as the global standard.

A special Security Lock system complete with UV marker can also ensure that plates remain securely attached to the vehicle as an anti-theft device and to deter any criminal intent on swapping the number plates.

With its broad range of proven security features, UTSCH

provides the best possible anti-counterfeit measures for license plates which are taken as a matter of course for other statutory documents, such as ID cards, passports and banknotes.

Third license plate and RFID technology

In addition to having a license plate front and rear, the presence of a third license plate on a vehicle provides additional security. Roughly the size of a credit card, it is attached to the inside of the windscreen and reproduces the license plate and other vehicle details clearly. Once attached, the holographic foil is partially destroyed if an attempt is made to tamper with it which in turn ensures that it cannot be transferred unnoticed. Any intent to counterfeit the license plates at the front and rear or the third license plate is therefore very obvious.

Another ultra-modern security feature that can also be incorporated into vehicle license plates and the third license plate is an RFID chip (passive, UHF) which provides an additional option for the electronic monitoring of vehicles from outside. In its role as a global pioneer, UTSCH has developed an intelligent third license plate with transponder technology – the *iltag*®.

Combining conventional license plates with an RFID plate opens up a new dimension in counterfeit protection as well as a broad range of application options – for example, for use in complex traffic control systems, control of access and combating insurance, road toll and fuel fraud.

Used all over the world: counterfeit-proof, authentic license plates from UTSCH.





A RELIABLE PARTNER.

Turnkey systems from a single source – and intelligently financed.

All over the world today, there are more and more vehicles. As a result, the subject of vehicle registration has turned into a global challenge. Vehicle license plates are important national documents for crime prevention, law enforcement and not least for contributing to state coffers in the form of taxation and duties. A reliable registration system is an important instrument in public policy throughout the world.

However, the implementation of a vehicle registration system which is secure and functions at all levels is a challenging task which presents some authorities with major problems. Insufficient experience, a difficult political and economic situation and an underskilled administration represent the first hurdle in introducing and maintaining essential equipment and standards in some countries.

Whenever there is a need, UTSCHE undertakes an in-depth analysis of the customer's situation and requirement, as well as providing expert advice, and installs a complete system tailored to their needs covering all vehicle-relevant processes and documentation – from registration to recycling.

In order to create a complex registration system of this kind, in addition to its production lines UTSCHE also supplies the necessary IT services from a single source. As well as the machines, blanks and accessories required for operating embossing equipment, the company also supplies the matching software and hardware equipment as well as the necessary documentation for licensing centres. This is supplemented by a comprehensive range of support services, including in-depth staff training in the commissioning and servicing of the production lines and training for staff employed by the vehicle registration and issuing authorities.

UTSCHE will also procure the necessary infrastructure at customers' premises in the form of buildings and production facilities, logistics centres, vehicle fleets and security equipment. Finally, and after commissioning, UTSCHE guarantees that the entire system continues to operate smoothly through its global customer support service.

Intelligent finance models

In order to minimise the outlay and risk to customers, UTSCHE supplies a range of intelligent and flexible finance options, even for costly projects. When collaborating with state institutions, a proven finance model is the public-private partnership, specifically in the form of the Build-Operate-Transfer (BOT) model. This is where initially as part of the operator model UTSCHE delivers the complete construction and operation of a national vehicle registration system – including the production, sale and issuing of high security license plates – and then hands this over (together with the necessary technical expertise) for the customer's continued use when the concession period expires. UTSCHE has already successfully applied this principle all over the world in different situations.



*The perfect combination:
ilTag® and RFID license plate.*



PROVEN GLOBAL QUALITY.

Three states, three challenges and three solutions.

In recent decades, UTSCH has successfully cooperated with government bodies all over the world in a huge variety of political and economic situations and in some cases has created complex and sophisticated system solutions. Here are three examples:

Sri Lanka 2000

In 1983, the conflict between the Sinhalese and Tamil populations of Sri Lanka turned into a civil war, and since then suicide car bombers have claimed many victims. As number plates were easy to fake, it was possible to deceive the security authorities by using vehicles that had often been stolen. These unsafe license plates also aided and abetted car theft, insurance fraud, hit-and-run offences and similar crimes. The Sri Lankan traffic system was at risk of falling into anarchy, and at the same time the state lost out on millions every year due to tax evasion. As this state of affairs had become untenable, the government resolved to introduce reforms.

At the request of Deutsche Investitions- und Entwicklungsgesellschaft mbH (DEG), UTSCH undertook an initial feasibility study regarding the introduction of a modern and secure vehicle registration system plus a technical monitoring system based on that of Germany's TÜV inspection body. Encouraged by the results, this was followed by a detailed concept commissioned by Gesellschaft für Technische Zusammenarbeit GmbH (GTZ) which convinced the Sri Lankan government, and so UTSCH was asked to implement the concept.

In collaboration with a local partner, the production facility for the new license plates was set up directly on the premises of the Land Transport Authority (LTA) in order to guarantee prompt delivery of the license plates while ensuring maximum security. To set up the production facility, UTSCH supplied the necessary machines for embossing the license plates and the entire IT system for the registration authorities; it also

undertook the necessary staff training and also put in place the foundations for a national TÜV body in order to improve vehicle safety. As well as introducing a new counterfeit-proof license plate with a wide range of security features, UTSCH's third license plate was also used on a large scale for the first time in Sri Lanka. Attached to the inside of the windscreen, this confirms the validity of the license plates when viewed from outside the vehicle.

After completing this challenging task, the Sri Lankan government was able to capture accurate data on the country's vehicle stock for the first time and thereby increase its tax revenues markedly. It was also a means of improving the security situation in the entire country in the long term – a form of social advancement to benefit the country for a new political start after the end of the civil war.

Denmark 2008

In 2008, UTSCH agreed a contract with the Danish authorities to produce all Danish vehicle license plates. The production order had been put out to tender across Europe beforehand by the Danish Tax and Customs Administration (SKAT). UTSCH submitted a convincing concept to the Danish authorities which was successful, not only due to the company's international experience, but also helped by UTSCH's reputation in successfully producing license plates for the Scandinavian countries of Sweden, Finland and Iceland for a number of years.

In 2009, Denmark was one of the last EU states to introduce the European license plate. Denmark's annual requirement of approx. 1.2 million plate blanks is manufactured at the site in Siegen and finished by an UTSCH subsidiary in Denmark. In order to be able to provide a constant supply, UTSCH had to commit to holding a constant stock of 300,000 license plate blanks in an ultra-secure warehouse in Denmark.



Transport and Highways Minister, A.H.M. Fowzie, hands over the first number plate issued under the novel vehicle registration system on Tuesday at the Motor Traffic Department, Deputy Minister Navajote Bennett Couray, Ministry Secretary; G. Hewaga-

'New system to reduce vehicle related crimes'

[illegible]

4 August 2000: with great ceremony the Sri Lankan Transport Minister hands over the new license plates (source: Daily News).



Used for the first time in Sri Lanka on a large scale: UTSCH's third license plate.





The design of Denmark's new license plates was developed at UTSCHE. For example, the standard European blue band needed a new typography in order to be able to continue to carry the usual legend. In addition, a security hologram and a water mark have increased security against counterfeiters. When the contractual period expired, UTSCHE succeeded in winning the contract for the subsequent tender in 2012.

Iraq 2008 – 2011

After the fall of Saddam Hussein in 2003, the security situation in Iraq – despite all efforts – was precarious. The absence of an effective vehicle registration system contributed to acts of politically motivated violence and criminal activity. Unregistered cars, which were easy to procure, were often used for suicide attacks and raids. Attacks by a wide variety of groups on coalition troops and political opponents were the order of the day. In addition to the violence, the Iraqi state was losing out on large amounts of tax revenue through fraud and unpaid duties and fees – money that was needed for reconstruction.

In the midst of this tough situation, contact was made at the end of 2003 between UTSCHE and the Iraqi Interior Ministry in order to find a solution to this increasingly urgent security problem. After undertaking in-depth preparatory work, UTSCHE developed a completely new vehicle registration system tailored to the specific circumstances in Iraq which covered all the essential security, logistical and administrative factors. This concept impressed the responsible government offices in Baghdad and an order was placed in 2008 which was completed in a number of stages from 2009 onwards, with a new Iraqi vehicle registration system fully in place by 2011.

This involved close cooperation between UTSCHE and an Iraqi partner company which was responsible for the installation of the system and training. In the first stage of the project UTSCHE developed new counterfeit-proof

license plates for Iraq with various security features, such as holographic stamping foil, a water mark, a PlateSecure hologram and a laser-printed serial number.



The new counterfeit-proof license plates were then supplied to the Iraqi Interior Ministry, together with Security Locks, third license plates and driving licence and vehicle documentation cards. The personalisation of all the documentation has since been carried out at 20 licensing centres linked by satellite to provide an ongoing system for comparing security data. The data comparison system collects the data via a central server in Baghdad and runs plausibility checks; only then is clearance for the license plates to be embossed and for the other documentation to be issued provided to the licensing centre concerned.

The licensing centres were fitted out by UTSCHE with all the essential machinery, the required IT infrastructure (i.e. hardware and software) as well as all the documentation, such as driving licence cards and vehicle documents, which were likewise equipped with customised high-security features. The Iraqi staff were given in-depth technical and administrative training in Germany on the "train the trainer" principle to provide for the knowledge transfer required for smooth operation of the system back in Iraq. Since the project was completed in 2011, Iraq now has one of the most modern and secure vehicle registration systems in the world and has therefore made big strides in improving the overall security situation.

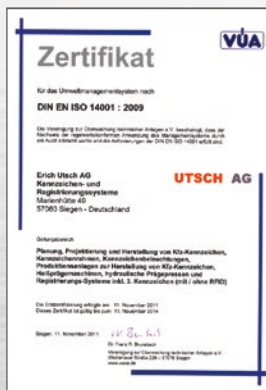


HOW WE EXCEL.

As an optimum, highly skilled, certified and reliable partner.



DIN ISO 9001



DIN EN ISO 14001:2009



AEO

In order to be a reliable partner to its customers, UTSCH takes compliance with mandatory quality standards very seriously. Through its superior efforts, the company has been awarded certification for a range of international standards which represent its continuous commitment to improvement and the trust that UTSCH enjoys at home and throughout the world.

DIN ISO 9001

The success or failure of a company is not just decided by the standard of its various individual services. Just as important is its willingness and capacity to respond flexibly, innovatively and rapidly to the changes and requirements of its customers and in the markets. It is a complex requirement which can only be met with an effective quality management system. An internationally recognised basis for such a system is the ISO 9001:2008 standard.

UTSCH has been ISO 9001-certified since 1996, since when it has demonstrated compliance with the strict requirements in a large number of audits. By continuously improving all company divisions and rigorously exploiting the potential for optimisation and savings, UTSCH has achieved sustained improvement in its competitive edge and increased its customer and employee satisfaction.

DIN EN ISO 14001:2009

UTSCH is committed to honouring its responsibility for operating in an ecologically sustainable manner. Environment-driven operations are at the core of everyday practice at UTSCH, and the sustainable handling of resources and protection of people and nature have played a key role in the working procedures at UTSCH for decades now.

Since 2011, ISO 14001:2009 certification has validated the company's superior commitment to efficient waste and energy management, compliance with strict European environmental legislation and the continuous improvement of the company's own efforts above and beyond the statutory environmental minimum requirements.

Authorised Economic Operator (AEO)

As a result of its global relationships, a large proportion of the business conducted by UTSCH is in international trade. This normally involves spending a considerable amount of time and expense on customs procedures in order to execute all deliveries in compliance with the relevant legislative and regulatory framework. In order to simplify these procedures in line with a fast and straightforward order management process, UTSCH has been certified as an Authorised Economic Operator since 2012. As an AEO, UTSCH benefits from a significant simplification of customs formalities within the EU and for exports to EFTA countries, the USA, China and Japan. The simplified entry and declaration procedure, fast-tracked clearance, entry submissions with reduced data sets and less frequent examinations of goods and paperwork allow more efficient delivery of our customers' orders.

The company has been awarded the highest certification type – AEOF (Customs Simplifications/Security and Safety) – further evidence that UTSCH observes high security standards in its overall business operations which makes deliveries to the USA, for example, significantly easier.

IT ALL DEPENDS ON THE FRAME.

Attractive advertising space using technology proven millions of times over.

UTSCH supplies license plate frames to almost all manufacturers to allow number plates to be attached to vehicles without using screws. It's a simple – but refined – technology that – when combined with top quality materials – makes an impact day after day many millions of times over.

To achieve this impact, UTSCHE recognises the importance of modern integral design and produces license plate frames in different stylish geometries and with decorative surfaces. What's more, UTSCHE has also developed the license plate frame as an eye-catching advertising space opportunity in a well-placed automotive context. The latest screen print and digital print systems provide surprisingly creative advertising options for companies and brands right through to coveted merchandising of products.

UTSCHE has also been able to demonstrate its innovative strength and wealth of ideas in its ongoing development of license plate frames. For example, with the ERULUX UTSCHE developed the first license plate frame to be lit using the latest LED technology – and of course obtained German and international approval for its use on the roads. Whether it's used as an additional security feature for better visibility or as a refined tweak for a customised look, the ERULUX is an absolute trendsetter in terms of design and functionality.

Modern printing systems and finishing methods turn UTSCHE license plate frames into high-impact advertising space.



ERULUX, the first ever LED license plate frame from UTSCHE.



Screen Print



Digital Print



Digital Print with Doming



Raised Letters

WORKING AT UTSCHE.

A company that's "ours".

UTSCH's success is founded on the outstanding performance of all employees in the corporate group. Highly skilled, creative and motivated specialists who have contributed to the global rise of the company. The staff commit with pride to "their" company and are always willing to go the extra mile, while UTSCHE is a dependable employer and – as a training company – offers great prospects to the next generation.

Many employees have stayed true to the company for decades now and have dedicated their own lives and careers to UTSCHE – some are now second generation. It also demonstrates the close ties UTSCHE has with its location in Siegen and the local region. Although the company has become increasingly international, that essential sense of having a local home has never been lost and neither has the shared goal of being and remaining the global market leader!

As a company that claims to supply the very best quality, UTSCHE is resolutely committed to training. Every year, six or so apprentices are trained in industrial management, mechatronics, machining, electronic engineering, toolmaking and screen printing. Depending on the training discipline, the basic training takes place at external teaching workshops and later on in-house at UTSCHE and is provided by skilled professionals and through on-the-job tuition in teams.

As well as valuing professional qualifications, qualities such as the ability to work as a team player, flexibility and a readiness to take on responsibility are extremely important for UTSCHE and are also encouraged in the training context. Anyone who successfully completes their training has a good chance of finding permanent employment in the company. Thus UTSCHE retains valuable skilled workers who guarantee the company success in the long term.



For decades, UTSCHE has enjoyed success through its commitment to its highly skilled and dedicated employees who work in both commercial and technical professions.



"TREAT PEOPLE THE SAME WAY YOU WANT TO BE TREATED BY THEM" is the motto displayed in 40 different languages in the entrance hall of the UTSCHE headquarters. Specifically created for UTSCHE by the artist Ute Mohme, it symbolises the company's high demands on their interaction with employees, partners and customers worldwide.



THE UTSCH SYSTEM OF RECYCLING.

Simple, secure and environmentally aware.

In 1991, the company set up its recycling subsidiary, UTSCH Recycling GmbH & Co. KG. Specialising in the recycling of end-of-life vehicles, the company is now regarded as one of the most up-to-date recycling operations in Germany. Strict certification in line with Germany's end-of-life vehicle regulations was required for statutory approval as a recycling operation.

As a result, operations at UTSCH Recycling are both economic and environmentally aware. End-of-life vehicles are drained and taken apart in an ultra-modern dismantling facility on the company's 11,000+ sq.m. premises. The individual components are separated into plastics, glass, metals, etc., and are recycled. Recyclable components are sorted in a huge used-parts centre and can be purchased cheaply by car owners as replacement parts via the company's own online shop.

UTSCH Recycling also operates a nationwide scheme for the return of old license plates from licensing centres and embossing plants, for example. Specially developed lightweight containers are used for the scheme in the form of wheeled containers and recycling boxes, depending on the quantity of used metal generated. Registered customers can request empty receptacles via the UTSCH online portal, and book collections of filled boxes and containers online as well. On arrival at UTSCH Recycling, receptacles are scanned and weighed and the results are posted to the relevant customer account. The customer then promptly receives a credit note to the value of the weight of the scrap.

With its customer-friendly, uncomplicated and time-saving system, UTSCH Recycling is setting the standards for putting recyclable materials back into the economic cycle for the conservation of resources.



Special recycling receptacles for used license plates make it easier for customers to recycle.



A dedicated customer portal enables customers to manage the disposal of their used license plates at their convenience.

OUR PRODUCT RANGE.

Whatever you need to produce plates, we can provide it.

UTSCH is world market leader for high security license plates and registration systems and provides the high quality that you know as "Made in Germany". We deliver our products to more than 130 countries worldwide, from highly advanced production plants to smallest accessories. UTSCH is well known for its innovativeness and accurateness.

- High Security License Plates
- High Security Hot-Stamping Foils
- RFID based Intelligent License Tags (**iltag**®) & RFID Plates
- Embossing Presses and Tools
- Computerized High Speed Embossing Presses
- Vehicle Registration Systems
- Consultancy
- License Plate Frames
- High Security License Tags "3rd License Plates"
- Blanking Lines
- Hot Stamping Machines
- Secure Plate Management Systems
- Recycling Systems
- Financing

