

>> Editorial

Dear Readers,

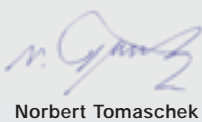
As one successful business year for Austria Card draws to an end, another promptly begins. The shining light for our company in 2003 was the roll out of the first EMV cards. Latvia paved the way for further implications of EMV in the region which coincided with the switch to chipcard functionality for the Erste Bank in Croatia. More impressive was the implementation of the first EMV cards at Austria banks.

We couldn't forget our appearance at the CarteS which was without doubt the biggest event of the year. More on this can be found in our CarteS review. Austria Card also has good news from Mexico and as in previous editions of Durchblick, there is another art print to be won.

We wish you all the best for the New Year!



Fritz Tupy
Austria Card CEO



Norbert Tomaschek
Austria Card CEO

Masthead:

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Pictures: Austria Card, Inge Prader



EMV standards have made credit and debit cards much safer and have slammed the door on fraud.

EMV-Rollouts

The previous year was hallmarked for Austria Card by the EMV rollouts. By spring the Latvian Unibanka received a delivery of EMV cards, several other banks were to follow.

At the end of 2002 the Latvian Unibanka signed a contract with Austria Card detailing the realisation of an EMV migration project. Intensive collaboration with the Scandinavian system integrator Tieto-Enator and the representatives from Unibanka allowed Austria Card to deliver the prototype test cards for the EMV solution in March 2003. The first credit and debit cards were issued to the banks customers just over a month later. Two further projects with the NordLB Latvija and the Latvijas Krajbanka followed and have since been completed.

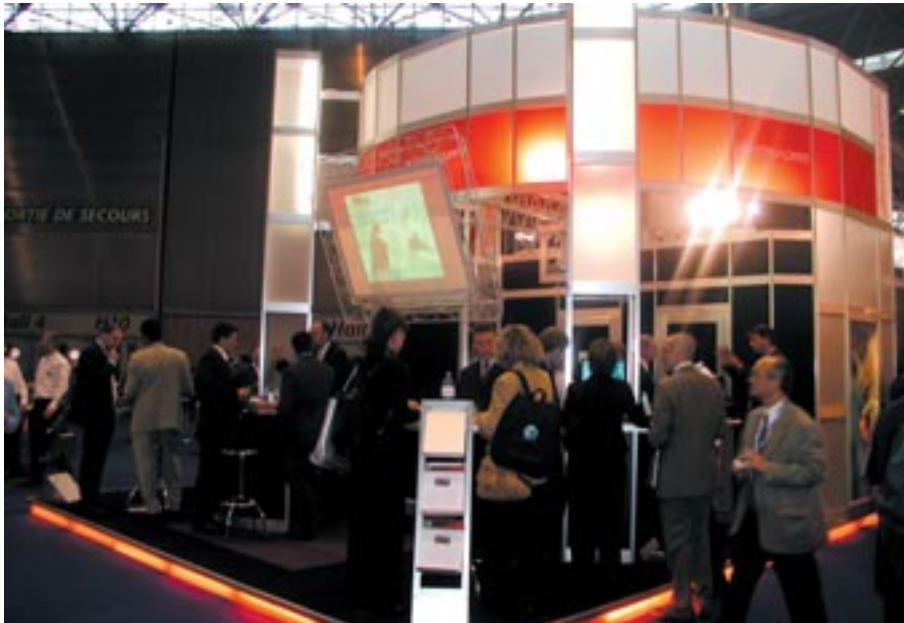
Erste Bank Croatia with AC and Chip

The Erste & Steiermärkische Bank d.d. in Croatia confirmed the official conversion

to the chipcard in cooperation with Austria Card at the end of the year. A real-time transaction was demonstrated at the press conference in front of assembled journalists and Croatian TV in Zagreb. Austria Card marketing director Max Paul said "As specialists in the production of smartcards, it is our aim to support all of our customers in more than 25 countries with their EMV migration projects. The collaboration with our reliable partners has emerged as a very valuable one." Other projects in which Austria Card is involved are also going well. EMV projects for banks in Croatia, Bosnia-Herzegovina and Slovakia are in a highly advanced stage and further projects in Serbia and Montenegro are very near completion.

C'était très bien

The Cartes 2003, the highlight of the exhibition has passed. It is worth taking another look back at the event in Paris and the Austria Card stand. The French capital was witness to our most professional exhibition participation yet, much to the delight of all guests to our stand.



The welcoming lights of Austria Card's stand attracted many familiar faces as well as many new interested ones to our team of experts.

>> Starting Signal

Tuesday 18th November 2003, 8am

The Austria Card stand in the exhibition centre at Villepinte, Paris is already a hive of activity. Breakfast is ready for the employees, the product demonstrations are up and running on the computers and the Austria Card team have gathered at the stand. Slightly nervous but quietly confident our experts are soon fielding questions from visitors who have descended upon the stand; "Can you tell me more about your EMV-solutions Madam?", "I've heard of your ID cards, they are supposedly of the highest quality, can you tell me more?"



Before they can draw breath, a glimpse at the watch confirms it is already 5 o'clock! The stand however is still awash with customers who have stayed to enjoy the antics of Aki the magician. The stand becomes an "Open House" for a short while and the day comes to an end.

Day two and three continue with similar intensity. Erik Mitterhofer delivers his presentation on Dual Interface ID cards (more details in his interview) and Max Paul details the collaboration with the Technical Museum Vienna (TMW) to the conference delegates.

At around 6.30pm on the 20th of November, the lights went out in the conference centre in Paris. For the AC employees a long but successful event comes to an end. It was a pleasure, we enjoyed it and we are looking forward to next year too! "A bientôt à Paris."

>> Winner

Do you still remember the SIM 2003 or the second issue of our newsletter? At the SIM 2003 Austria Card did a raffle. The first prize was a weekend-trip to Vienna for two people and the draw to find out who the winner was, has been published in the second issue of our newsletter. Shortly before the third Sunday in advent Mr. Jovan Petrovski of Mobimak (Macedonia) landed in the Christmassy shining Vienna. Since the trip was for two people Mr. Petrovski invited his wife to come along. After a nice evening meal in their hotel, Austria Card's Michael Kühlmann accompanied them



Jovan Petrovski and his wife.

to a traditional Vienna "Heurigen Restaurant" and joined them for a glass of wine. Sight seeing was on the program for the second day just before Mr. Petrovski and his wife were - way to early as they said - on the way back home to Macedonia.

Outstanding

Austria Card is well known for innovation and the frequent launch new products onto the market. This continuous effort has now been rewarded by the international organisation of card producers (ICMA), who have recognised that AC have established a very technologically advanced card on the market.

>> ICMA Award

The last issue of Cardvisions featured the collaboration with the Kepler University in Linz and the functionalities of the "Keplercard" involved in the project. Since then, things have not stood still in this area. The card in question has been awarded the prestigious Elan Award:



Kepler University student ID.

The ICMA (International Card Manufacturers Association) once again have accorded the Elan Awards (the Oscars of the card industry)

this year. Austria Card entered the "Keplercard" in the category for "Technical Achievement Award" and walked away with the top prize during the yearly award dinner in Cancun, Mexico.

Austria Cards Erik Mitterhofer accepted the award on behalf of everyone involved in the project; "It was a nice feeling, even to be included in the five nominees. The fact that we have won the main prize is really great!"

>> University Proud

For the Kepler University this is also a great success due to their long investment in the development and the relaunch of the card in 2003 was recognised by an official award. "This is a rewarding recognition that justifies all the effort we have put in and is an incentive to uphold the collaboration with the University", were the words of marketing director Max Paul.



Gordon Kramer, former president of the ICMA presents Erik Mitterhofer with the prize for the most technically advanced card in the area of meeting special customer needs.

>> Question Time



Erik Mitterhofer
Head of Process Technology

Mr Mitterhofer, what do you think was crucial in AC and the Kepler University receiving the ELAN award?

"Each year the ICMA presents the respected "Technical Achievement Elán Award" for technical achievement in card functionality and with regards to the meeting of customer demands. The Keplercard remarkably covers both the demand for functionality and optimal personalisation via the innovative "Keplerkoerper" and also offers a hybrid solution through the chip applications."

AC has been paying particular attention to new developments in recent times. You introduced an ID card made purely from polycarbonate. What is special about this card?

"These ID cards not only fulfill such demands as long lifespan, durability, best quality security printing, applied security features and optimal security personalisation, but additionally feature chip applications that have integrated both communication transmission methods (contact transmission and contactless transmission) into one card. The antenna that is necessary for the contactless technology is created within the framework of screen printing. The dual interface module is integrated into the card after this process and is connected to the antenna electrically. The complexity of the product, the technical processing issues involved in the card production and the adaptation to economic factors and customer requirements all make this dual interface solution a unique selling proposition in the entire card industry."

In your opinion, what major changes will take place in the card industry in the next couple of years?

"In relation to the cards themselves, customers constantly demand innovations and exciting new ideas that will make a card stand out from the rest of the pack in terms of both the form and aesthetic design. This in turn makes them more attractive to the end customer. On the other hand the form and functionality of cards are standardised so an optimal compromise is sought after. The market for customer cards is of course, in this respect, more flexible than the market for bank cards that have to conform to the demands of existing card reading technology. Having said that, "swipe" terminals are in use that function principally with a magnetic strip and therefore are compatible with numerous card forms. Although the chip technology significantly increases security and minimises fraud, the magnetic strip technology is not to be ruled out for the future, especially for credit cards as a portion of the states still have not opted for chip technology."

As the year sounds out...



AC employee Dilek Sağıroğlu with customers at Austria Cards stand in Paris (top left); the industrious angels working relentlessly in the background - Cassandra Zwerina and Susanne Thüringer (middle left); tired men after hard work - Michael Kühlmann and Jochen Hense (bottom left); Erik Mitterhofer presents the Dual Interface ID cards to an expectant audience at the CarteS (top middle); as Aki the magician he puts Daniela Umstätter from the Austrian National Bank in a spin (middle middle); Johannes MarktI prepares the last of the presentations with his colleagues (bottom middle); Michael König oversees the press conference for the launch of the first EMV cards at Erste Bank in Croatia (top right); The Sales Workshop was very enlightening, especially for new employees (middle right) and Austria Card's folders have been awarded with the Adebar, the Oscar of advertising in the Burgenland - Provincial president Hans Niessl, Doris Eitzenberger, Max Paul, Josef-Heinz Eitzenberger (bottom right).

AUSTRIA CARD >> Event Calendar

Highlights 2004

January

13. - 16.01.2004

Omicard in Berlin

Omicard is an important convention in Germany for the entire Smart Card community.

28. - 29.01.2004

Fourth Security Printing Conference for Central and Eastern Europe in Warsaw

February

02. - 04.02.2004

Cards Europe - Europe's Payment and Transaction Summit in London

24. - 25.02.2004

Planet Card Milano

March

18. - 24.03.2004

CeBit in Hannover

The CeBit is the international meeting place for the ICT industry. Austria Card will present the latest trends and developments to representatives from business, economy, politics and the media.

30. - 31.03.2004

Intertraffic in Amsterdam



Still life without name
Acryl, 62 x 52 cm

Comfortable in the "Kaffeehaus". An hour of relaxation? Bernhard Buhmann focuses on the exact point of revealing an image. A semi-luxury gets spilled, maybe a lazy movement, reaching for the next. The edge of the spilled cup marks the centre of the picture, the striking red cigarette packaging further offsets the balance of the picture. Possible motivation for the observer not to lose his centre, his balance. It seems disturbance lays within the perceived peace of still life.

Bernard Buhmann has moved on from acrylics to oil based material. Acrylic technique was however used to paint the picture described. Intensive colours that win the artist more time. Wherever possible the appeal of the picture has an effect on the artist himself. His current focus lies within the painting of the 18th Century. Chardin is his proclaimed favourite. The fact that monopoly of painting has been broken in recent times is perceived by Buhmann as a chance to highlight alternative strengths and place more emphasis on delicacy. We are looking forward to more works from Bernhard Buhmann, maybe even before this summer in his first exhibition.

COMPETITION

Win one of 20 Pictures!

Fax to: +43 (0) 1 610 65-650

> Company

> Name

> Address

> Telephone

> E-Mail

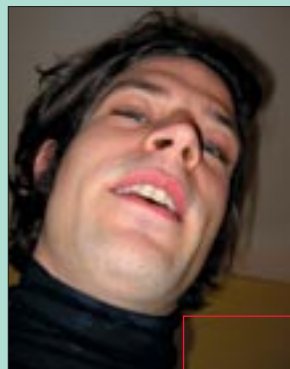
The competition is open to all readers of this newsletter with the exception of Austria Card employees. The promoter's decision is final. By entering this competition you allow your data to be electronically saved at Austria Card. We do not pass this data onto third parties. The winner will be informed by us. Further correspondence regarding the competition cannot be entered into.

Relax your way to a clear view

The cold drives us indoors. How about the "Kaffeehaus"? Comfort is in high demand after all. Space is particularly interesting to our last artist featured in 2003. Incorporating classical methods and in the tradition of his influences, he portrays the spaces within us and around us and offers visual aids in both directions. His still life portrayal, which is unnamed is the forth work of art to featured by Austria Card. Being an especially beautiful art piece and bearing in mind how quick the other featured paintings were snapped up, we can only recommend that you register early for a chance of winning. Twenty lucky Cardvision readers can win a top quality print of the still life by Bernhard Buhmann.

The printing facilities at Austria Card are state of the art. High specification techniques make it possible to reproduce all the sensitivity of a painting to the highest quality. If you would like a beautiful and valuable piece of art for yourself, then simply send an email with the word "buhmann-bild" in the subject line to cassandra.zwerina@austria-card.at, or fax this article to

Austria Card on + 43 (0) 1 610 65-650. With a bit of luck a print of the still life will be winging its way to you.



Bernhard Buhmann

Biography

- 1979** Born in Bregenz
- 1998** "Matura" in Dornbirn
- Since 2000** Sociology and Media studies in Vienna
- Since 2003** University für Angewandte Kunst, Meisterklasse for painting, Prof. Frohner