



Security BU

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Gemalto is the **leading provider of secure digital identity solutions** enabling Banks, Enterprises, Governments & other Public Authorities to deploy secure and convenient hardware-based strong authentication credentials, solutions, systems, and services. These apply for travel, ID, Healthcare, Badges and Internet access to protect identities and data, as well as to provide strong authentication and help performing securely online transactions.

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Authentication & identification solutions for governments, enterprises and banks

★ From investment to profitable growth

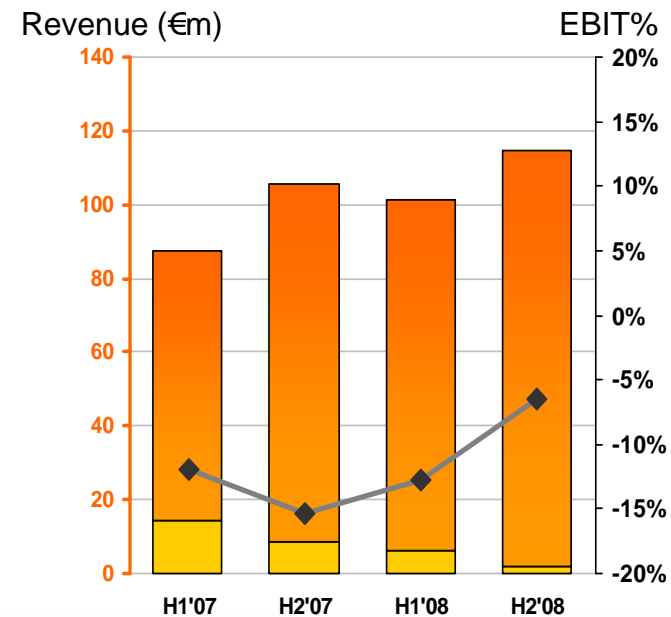
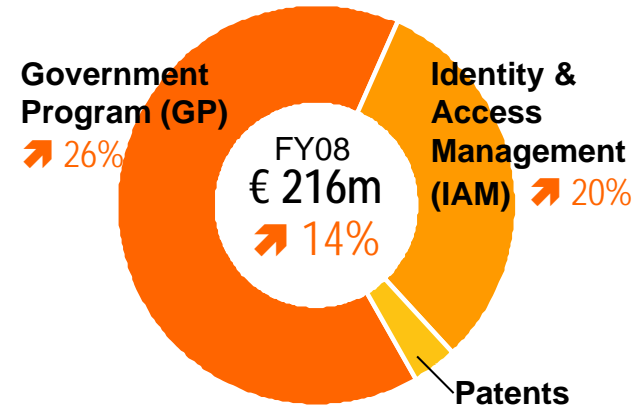
- Growth endorsed by market dynamics in all geographies and solution sales
- Margins set to improve with better industrialization, solid pricing pattern and global leverage on opex

★ Identity & Access Management (IAM)

- Leverage the shift to strong authentication
- Leverage relationship with banks and telcos
- Expand partner network for corporate market

★ Government Programs (GP)

- Unrivalled leadership in fragmented market
- Capture growth from e-Identity ramp-up
- Increase per-country revenue by leveraging our broad portfolio of solutions



Note: Revenue variation stated at constant exchange rate, and by reference to 2007 revenue

Identity & Access Management



Market Drivers

- ★ Secure access to **eBanking** services
 - # of online e-banking users
 - Increasing level of fraud
 - Regulations
- ★ In the **Corporate** environment
 - Compliance
 - Fraud & Data leakage
 - Employee mobility
 - Cloud computing
- ★ Increasing need for 2FA (2 Factors Authentication)
- ★ Convergence of physical and logical access control

Value creation

- ★ Increase enterprise productivity with secure mobility of employees
- ★ Grow internet business for the banks: fraud reduction, increased services, lower costs

Gemalto offer

- ★ One Time Password Solution offer

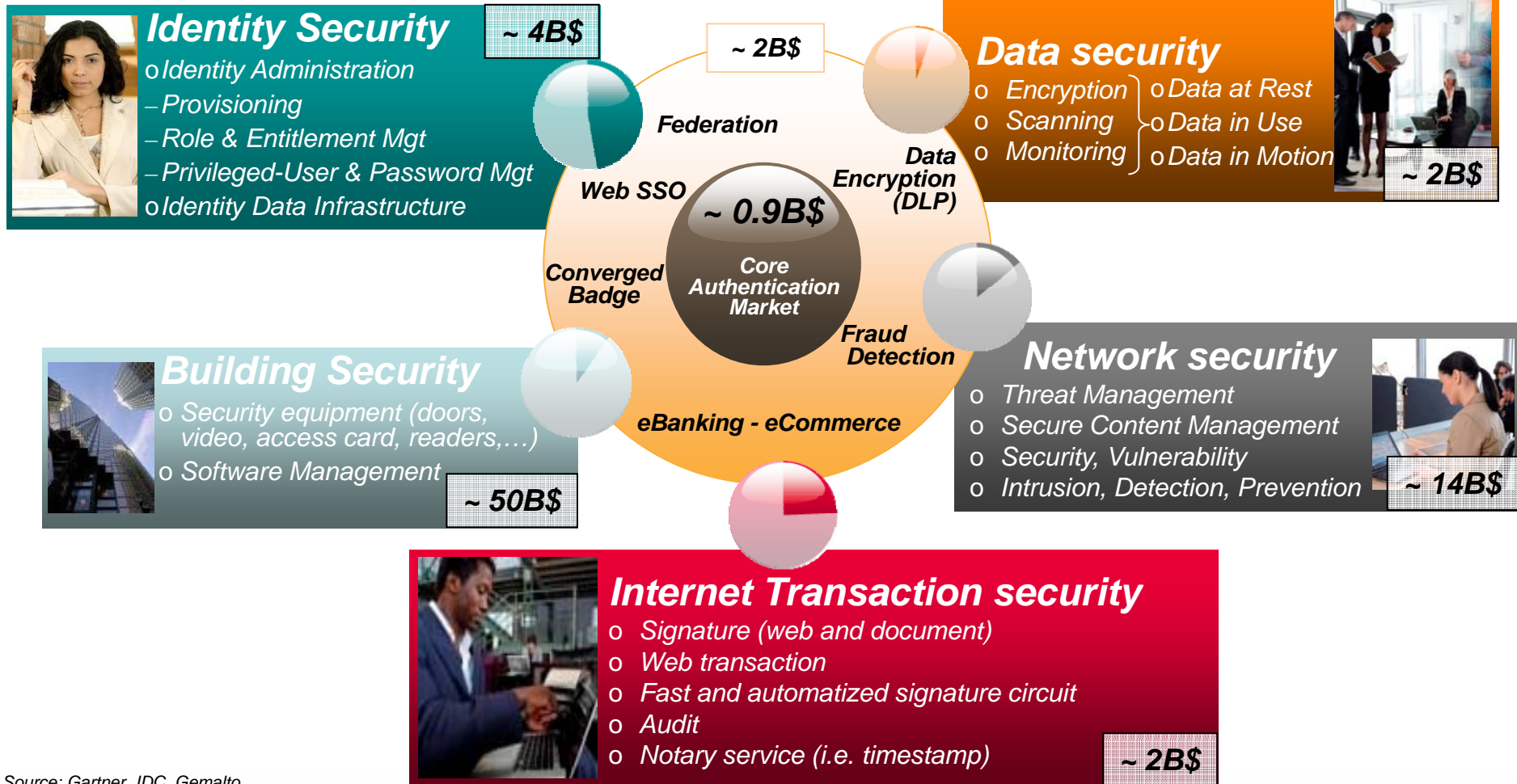


- ★ Others include: converged badges, secure USB dongles, readers, ...

Success factors

- ★ Expertise in Security and Cryptology
- ★ Indirect sales channels
- ★ Critical size
- ★ Remote device management

Strong Authentication is at the core of multiple IT Security verticals



Source: Gartner, IDC, Gemalto

Government Programs



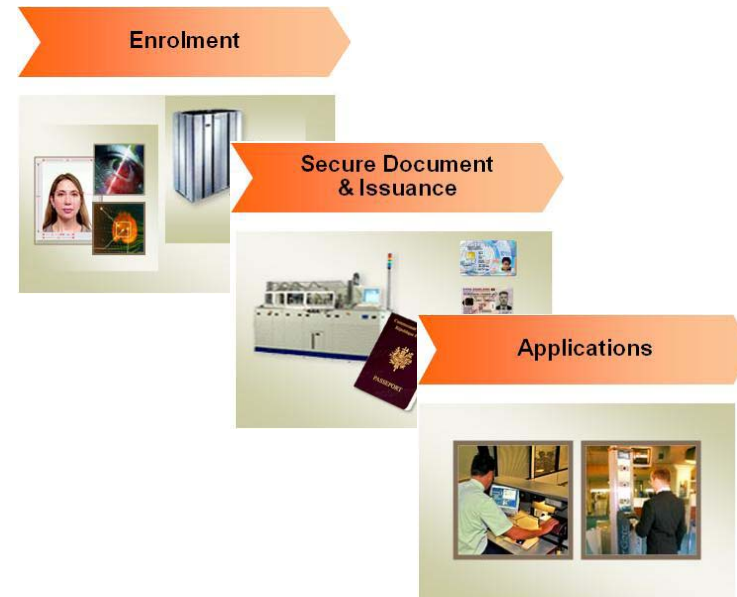
Market Drivers

- ★ Secure the links between individuals and Governments
 - Identity fraud
 - Ensure privacy
- ★ Product demands
 - Regulations act as booster for the demand
 - Adoption of standards
 - Shortening renewal cycle
 - Emerging needs of value add application: eGov, eVerification,

Value creation

- ★ Trusted infrastructure for eServices to reduce fraud in dematerialized economy
- ★ Security and privacy protection
- ★ Cost reduction and efficiency (e.g. healthcare, driving license)

Gemalto offer



Success factors

- ★ Expertise in Security and Cryptology
- ★ Ability to master and offer the complete solutions
- ★ Trust (track record and references)
- ★ Local presence

Government Programs: a young and attractive market



★ Remains a young and promising market

- New application continue to emerge
- e-Identity cards set to be the key driver for growth in the coming years

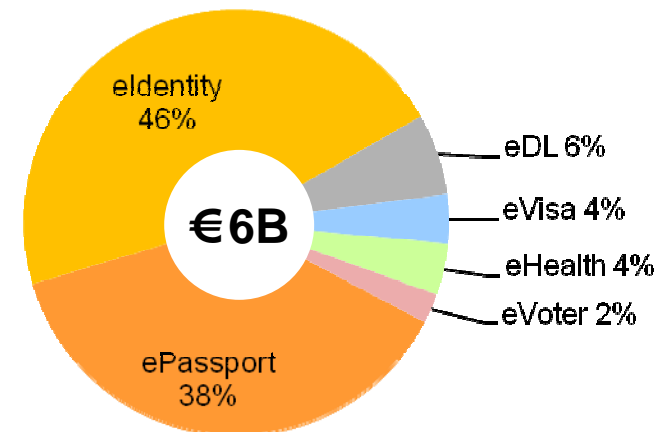
★ Market unique attributes

- project-based
- long sales cycles
- strong lobbying
- some national preferences

★ Typical contract value breakdown

- 1/3 for documents
- 1/3 for services (e.g. enrollment)
- 1/3 for the systems

2012 Global market breakdown



Source: PIRA

Gemalto covers the full value chain



Allynis *Secure services*

- Fully personalized Secure Document
- Managed Applications



- + Long-term customer relationship
- + Multi years contracts

Coesys *Secure solutions*

- Turn-key Identity solution
- Enrolment → Issuance → Application
- Local Professional Services



- + In-depth customer relationship

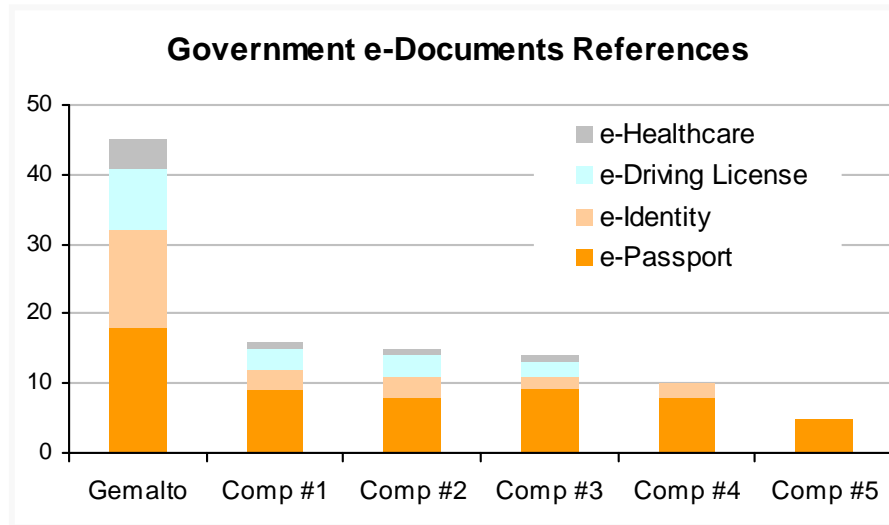
Sealys *Secure documents*

- Travel Documents
- ID Cards
- Healthcare Cards



- + Strong deployment revenues
- + Multi years contracts

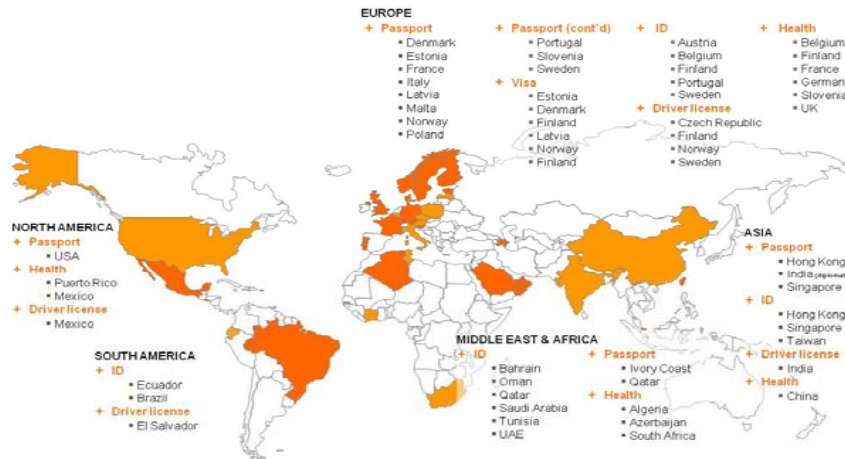
Unrivalled government project references



10+ new e-Document contracts in 2008

Revenue growth of 26% in 2008*

Gemalto Global References



25+ turnkey solutions and operated service projects

Note: Revenue variation stated at constant exchange rate, and by reference to 2007 revenue- Map shows only references that have been made public

Well positioned to capture future growth and value

