July 2016

Three Pillars of IoT Trust:
Connectivity, Security, Monetization

Self-driving cars, smart homes, connected cities - Internet of Things is disrupting industries around the world and providing endless opportunities for growth. With estimates of 50 billion IoT connections by 2020 and $300 billion in supplier revenues, the IoT revolution is outpacing all those that came before it.

To fully seize the power of the IoT, Trust in this vast new ecosystem is essential. Gemalto provides our valued customers and partners with a solid foundation of trust around three key pillars:
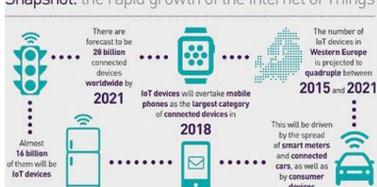
- **Trusted Connectivity**: The backbone of any IoT solution, Cinterion® M2M modules, SIM/MIMs, terminals and secure services provide future-proof, reliable connectivity for all vertical market IoT solutions
- **Trusted Security**: Gemalto's end-to-end security architecture protects devices, the network and the cloud while managing the entire application lifecycle
- **Trusted Monetization**: Our agile Sentinel monetization solutions allow innovative business models through embedded licensing, and secure SensorLogic application enablement speeds time to market

Connect with a local market expert today to determine new strategies to Connect, Secure and Monetize solutions and unleash the power of the IoT.

Best regards,

Manfred Kube
Head of M2M Segment and Offer Marketing

Gemalto Infographic: The Growth of the IoT

According to the recent Ericsson Mobility Report 2016, IoT devices are on track to overtake mobile phones as the most prevalent connected device as early as 2018. The report suggests that growth is being driven by standardization of cellular IoT technologies, falling device costs and intensified focus on the IoT industry

➤ **Check out our infographic for survey results at a glance.**

Bringing Smart Energy to Poland

In Wroclaw, Poland, Gemalto, Tauron, Andra and Orange are rolling out 330,000 smart meters and 2,250 industrial grade smart city hubs to improve the region's energy ecosystem. Leveraging the longevity and reliability of Gemalto LTE connectivity, the innovative solution unified communication protocols ranging from cellular to power line communications (PLC).

➤ **Download the case study to learn more.**

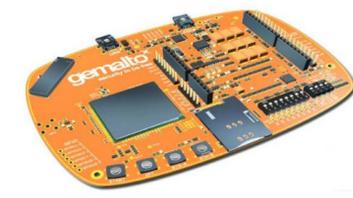### Aware360 Taps SensorLogic to Transform Big Data into Smart Data

Leading industrial IoT solution provider Aware360 is using Gemalto's SensorLogic Application Enablement Platform to connect with virtually any sensor, device or machine to quickly transform big data into smarter data. SensorLogic reduces complexity and speeds development by seamlessly integrating with specialized devices that use a variety of proprietary applications.

➤ **Learn more in this press release.**

Join the IoT/M2M Innovation World Cup Challenge

Submit your solution for the 2016 IoT/M2M Innovation World Cup Challenge and accelerate your business! Nominations in Smart Cities, Automotive, Industrial, Smart Building and Home Automation, Healthcare, Transport, Logistics & Surveillance and Security are being accepted until November 11. Register here and apply for a Cinterion Concept Board while supplies last.

➤ **Learn more here.**

Robert Forget
CTO, Aware360 | Canada

IoT Success Stories: Aware360 Leverages SensorLogic for Simplicity and Speed

In our ongoing customer video series, leading industrial solution provider Aware360 shares a brief history of the IoT highlighting predictions for the future and the value of SensorLogic for relieving the complexity of application enablement. This allows developers to focus on their specific expertise.

➤ **Watch the short video here.**

The First Untethered Connected Watch Has Arrived!

Read the Gemalto Blog to learn how eSIMs and flexible subscription management are giving the Samsung Gear S2 the freedom to roam.

You can also discover three important IoT security lessons we learned from the ethical Jeep hackers at IOActive, who recently published a survey revealing that 9 out of 10 IoT devices lack adequate digital security.

Need to tackle tough IoT challenges like operations and monetization strategies? Read the IoT Outlook Report 2016 by Telcoms.com and Gemalto for answers!
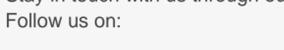
➤ **Learn more in our blog.**

Meet us @

Schedule an appointment to see Gemalto's latest innovations at:

- Black Hat, Las Vegas, USA; Aug 3-4, 2016
- Asia IOT Business Platform 2016, Jakarta, Indonesia; Aug 15-16, 2016
- Financial Information Technology, Tokyo, Japan; Sept. 8, 2016
- Innovation World Cup Conference 2016, Neuchâtel, France; Sept. 21, 2016

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