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Third quarter 2017 revenue

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Basis of preparation

Segment information

The Mobile segment reports on businesses associated with mobile cellular technologies including Machine-to-Machine, mobile secure elements (SIM, embedded secure element) and mobile Platforms & Services. The Payment & Identity segment reports on businesses associated with secure personal interactions including Payment, Government Programs and Enterprise. The acquisition of 3M's Identity Management business in May 2017 is part of the Government Programs business.

In addition to this segment information the Company also reports revenues of Mobile and Payment & Identity by type of activity: Embedded software & Products (E&P) and Platforms & Services (P&S).

Adjusted income statement and profit from operations (PFO)

PFO is a non-GAAP measure defined as IFRS operating profit adjusted for (i) the amortization and impairment of intangibles resulting from acquisitions, (ii) restructuring and acquisition-related expenses, (iii) all equity-based compensation charges and associated costs; and (iv) fair value adjustments upon business acquisitions.

In the adjusted income statement, Operating Expenses are defined as the sum of Research and Engineering, Sales and Marketing, General and Administrative expenses, and Other income (expense) net.

Currency exchange rates

In this presentation, revenue variations are at constant exchange rates, and all other figures are at historical exchange rates, except where otherwise noted.

Net debt and net cash

Net debt is a non IFRS measure defined as total borrowings net of cash and cash equivalents. Net cash is a non IFRS measure defined as cash and cash equivalents net of total borrowings.

Philippe VALLEE - CEO

Overview

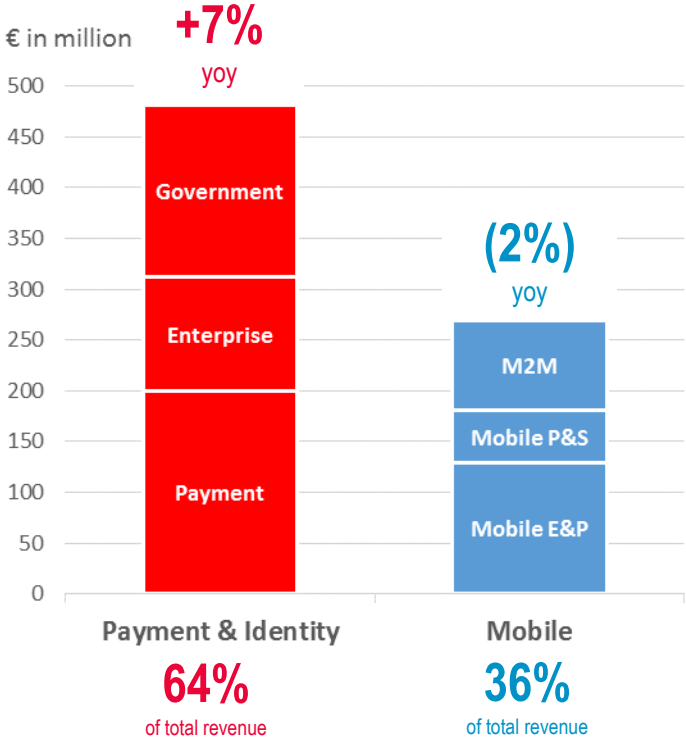
Third quarter 2017 highlights

- Third quarter revenue at €751 million, up 3.4% at constant exchange rates
- Revenue growth acceleration in Government Programs, Machine-to-Machine and Enterprise
- SIM and Payment revenue decrease in line with Company's expectations
- Second semester revenue and profit from operations outlook confirmed

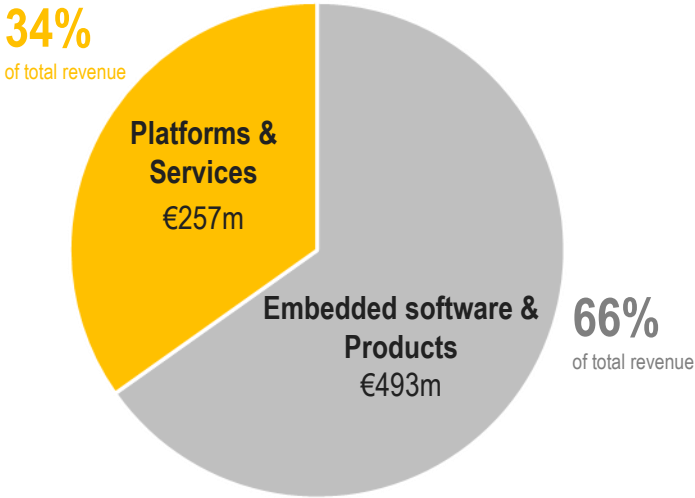
Revenue variations at constant exchange rate except where otherwise noted

Third quarter revenue composition

Main segment revenues



Activity revenues



Jacques TIERNY - CFO

Segment information

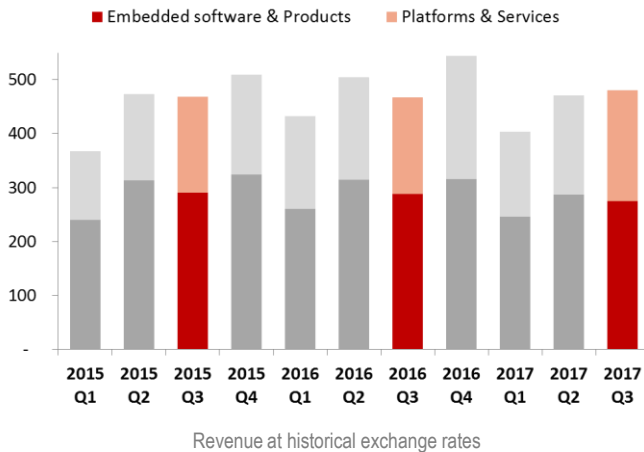
Payment & Identity – key financial information

Revenue

€ 481m

+7%

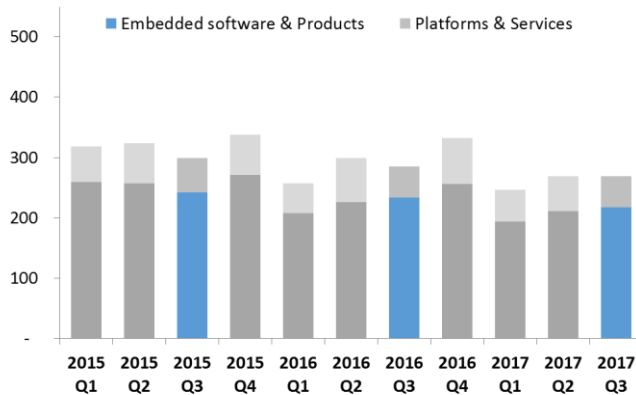
(2016 Q3: € 467m)



- Government Programs revenue increased by +58% year-on-year, at €169 million including €50 million from the recently acquired Identity Management Business
 - Both Gemalto's organic Government Programs business and the Identity Management Business grew double digits
- The Enterprise business revenue increased to €113 million
 - Data Protection business line recorded double digit growth on the back of the increasing number of data breaches that call for more robust and broader encryption solutions
- The Payment business revenue came in at €199 million, down (14%)
 - Americas decreased by (25%) in Q3 compared with (37%) in H1, essentially due to the drop in demand related to the ongoing US EMV market slow normalization process

Mobile – key financial information

Revenue
(2%) | € 269m
(2016 Q3: € 285m)



Revenue at historical exchange rates

- The Machine-to-Machine business grew by +12% to €88 million
 - This long term dynamic is driven by increasing demand for connectivity in the Internet of Things for uses in automotive, asset tracking, healthcare solutions and smart meters
- SIM sales were lower by (12%) at €129 million
 - The SIM market was under strong pressure in Q3 and is expected to remain so as mobile network operators continue to focus their investments on next generation connectivity
- Platforms & Services revenue came in at €52 million this quarter, up +3%
 - Gemalto continued to actively participate to the development of embedded SIMs and its remote provisioning ecosystem as endorsed by the GSMA

Philippe VALLEE - CEO

Moving forward

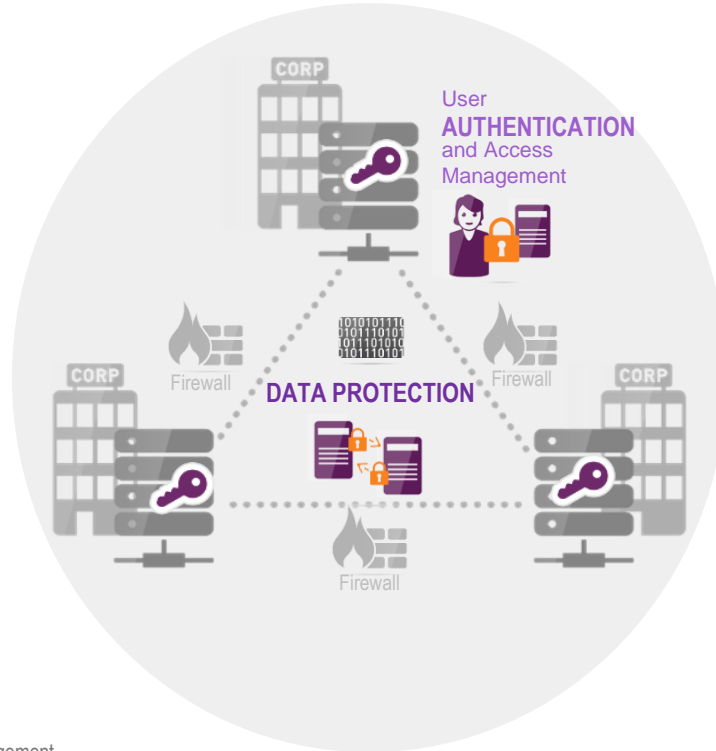
Gemalto's positioning in Cybersecurity

DRIVERS

High Profile Attacks
Increased demand for Mobility & Cloud
Stricter regulation

INFORMATION SECURITY MARKET

2017-2021 CAGR
Mid to high single digit



Source: Gartner, IDC

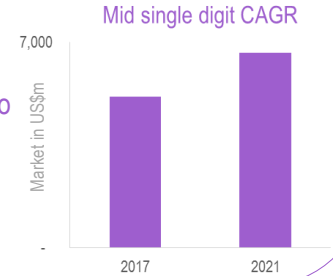
* Sub segments Advanced Authentication and Identity management

AUTHENTICATION



Moving from Hardware to Software Authenticators
Fragmented market

Identity and Access Management*

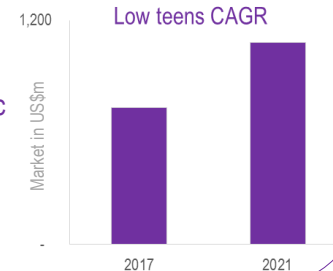


DATA PROTECTION



Cloud providers agnostic
Leadership

Hardware Security Modules



Key trends for H2 2017

- Removable SIM business continues to decline at double digit rates and the mobile ecosystem takes time to prepare for next generation connectivity
- Slow normalization of US EMV market demand
- Integrate the newly acquired Identity Management Business
- Increasing demand for Data Protection while Authentication moves towards a cloud model
- Continuing expansion of the Internet of Things

Outlook for 2017

Gemalto confirms its 2017 second semester expectations of a stable revenue year-on-year leading to profit from operations of between €200 million and €230 million including the acquired Identity Management Business. As a result, profit from operations for the full year is expected to be between €293 million and €323 million.

Calendar

- The 2017 full year earnings will be reported on March 2nd, 2018 before the opening of Euronext Amsterdam.
- The Capital Markets Day will be held on March 13th, 2018 in New York.

Gemalto

Enabling trust in the digital world