

# ||||| Third Quarter 2012 Revenue Release

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# Basis of preparation for 2012 publications

## Ongoing operations

For a better understanding of the current and future year-on-year evolution of the business, the Company provides revenue from “ongoing operations” for both 2012 and 2011 reporting periods.

The adjusted income statement for ongoing operations excludes, as per the IFRS income statement, the contribution from discontinued operations to the income statement, and also the contribution from assets classified as held for sale and from other items not related to ongoing operations.

In this publication reported figures for ongoing operations only differ from figures for all operations by the contribution from assets held for sale.

Compared to revenue reported on the third quarter of 2011, 2011 revenue from ongoing operations for the third semester 2011 reported in this publication was represented to also exclude the contribution from assets classified as held for sale in 2012.

## Historical exchange rates and constant currency figures

Revenue variations are at constant exchange rates, except where otherwise noted.

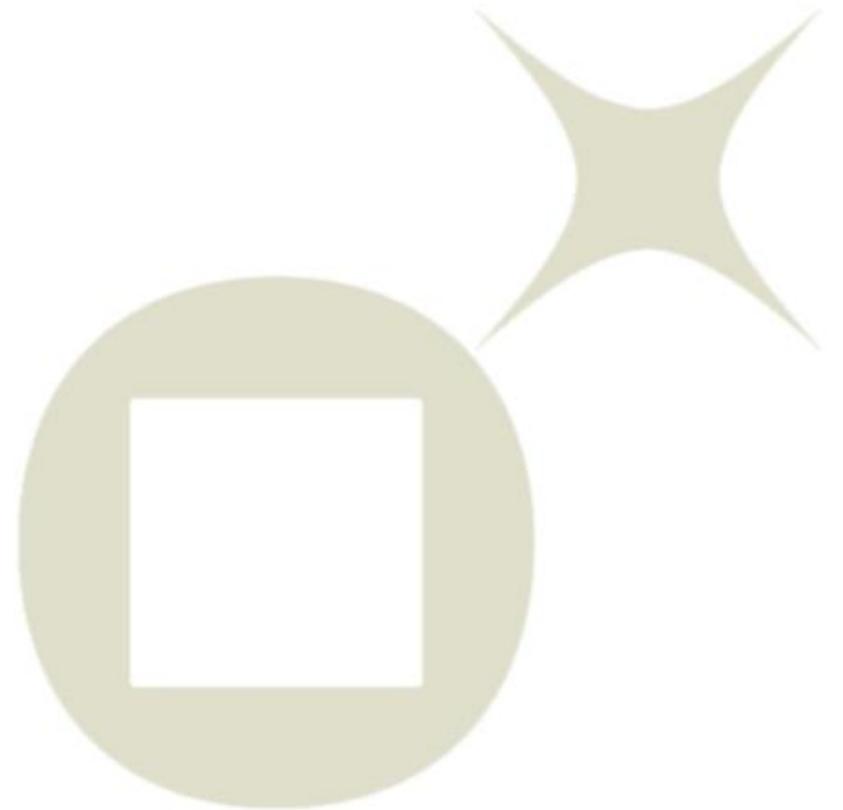
The Company sells its products and services in a very large number of countries and is commonly remunerated in currencies other than the Euro. Fluctuations in these other currencies exchange rates against the Euro have in particular a translation impact on the reported Euro value of the Company revenues. Comparisons at constant exchange rates aim at eliminating the effect of currencies translation movements on the analysis of the Group revenue by translating prior year revenues at the same average exchange rate as applied in the current year.

# ✦ Overview

Olivier Piou, CEO

✦ Financials

✦ Moving forward



# Third quarter 2012 highlights

- Revenue up +11% to € 575 million
  - Solid growth in all regions with particularly good performance in Asia, up +21%
  - Revenue up +18% at historical exchange rates
- Record revenue in Security and Mobile Communication
  - Security revenue at €98 million, up +22%
  - Mobile Communication revenue at €283 million, up +16%
- Platforms & Services business grew by +17% across segments

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✦ Overview

✦ **Financials**

**Jacques Tierny, CFO**

✦ Moving forward



# Segment key financial information

## Mobile Communication

Revenue | € 283m  
+16%  
(2011 Q3: € 229m)

- Strong double-digit growth from the continued deployment of next generation mobile services
  - Platforms & Services increased by +23% due to the delivery of Trusted Service Management projects for mobile payments and record levels of remote activation services of 4G-LTE subscriptions.
  - Embedded Software & Products revenue increased by +15%, supported by a surge in demand for 4G-LTE and the new 4FF form factor products.

## Machine-to-Machine

Revenue | € 48m  
+3%  
(2011 Q3: € 43m)

- Revenue grew +3% to €48m
- Following the same trend as the first semester, strong growth in Asia and North America more than compensated for the lower activity in Western Europe.
- Demand came from a variety of industrial sectors that are progressively integrating mobile connectivity into their new generations of products

# Segment key financial information

## Secure Transactions

Revenue | € 146m  
(1%)  
(2011 Q3: € 139m)

- Revenue increased +4% at historical rates and decreased by (1%) at constant rates.
- Underlying demand for EMV technology and personalization services continues to drive the business, together with the new global demand for secure and convenient mobile payment solutions.

## Security

Revenue | € 98m  
+22%  
(2011 Q3: € 74m)

- Double-digit growth in Government Programs as well as in Identity & Access Management.
- Governments actively deploy electronic identity documents and services in both developed and fast growing markets.
- Sustained demand from financial institutions seeking stronger authentication solutions for their eBanking services drove the solid performance in Identity & Access Management.

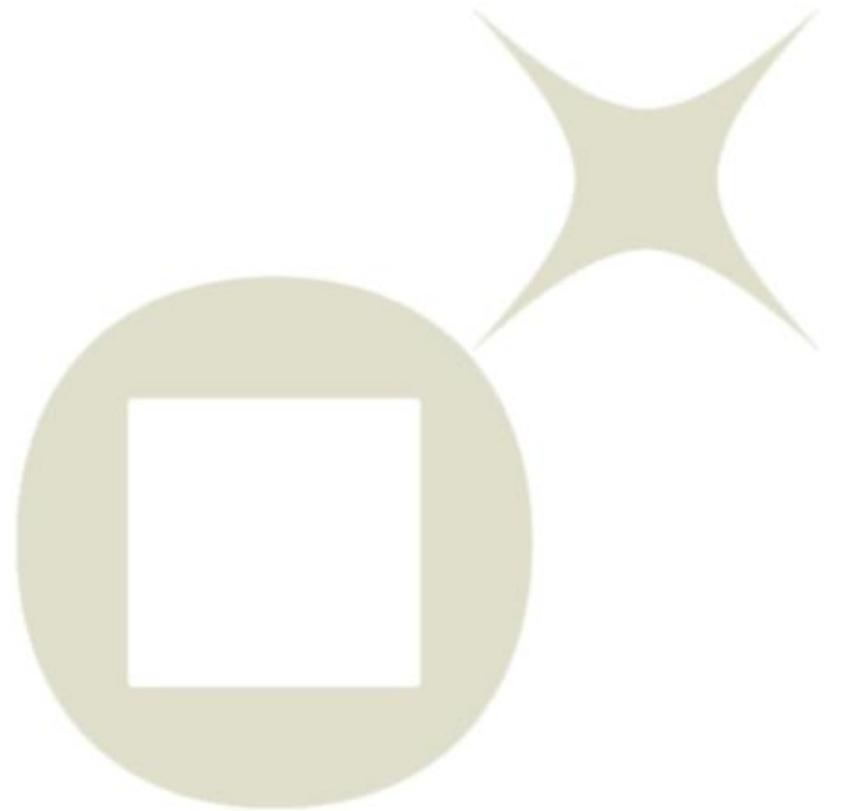
# Outlook for 2012

For the full year 2012, Gemalto now expects its profit from operations to reach its 2013 target of €300 million, with all main segments increasing their revenue and profit, limited revenue from Patents, and less seasonality in Mobile Communication.

✦ Overview

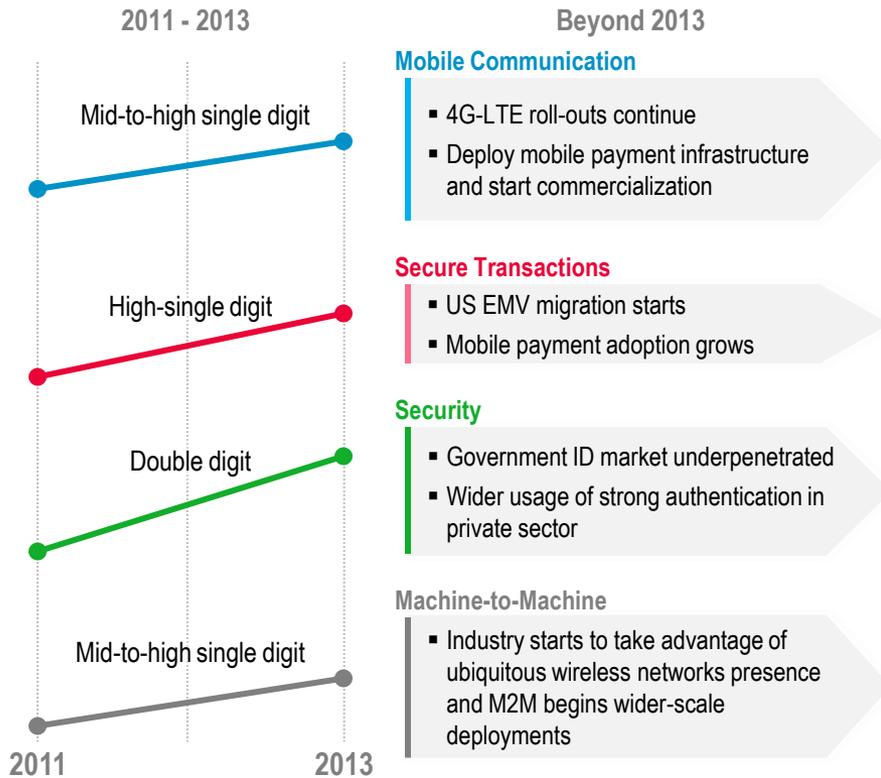
✦ Financials

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Olivier Piou, CEO

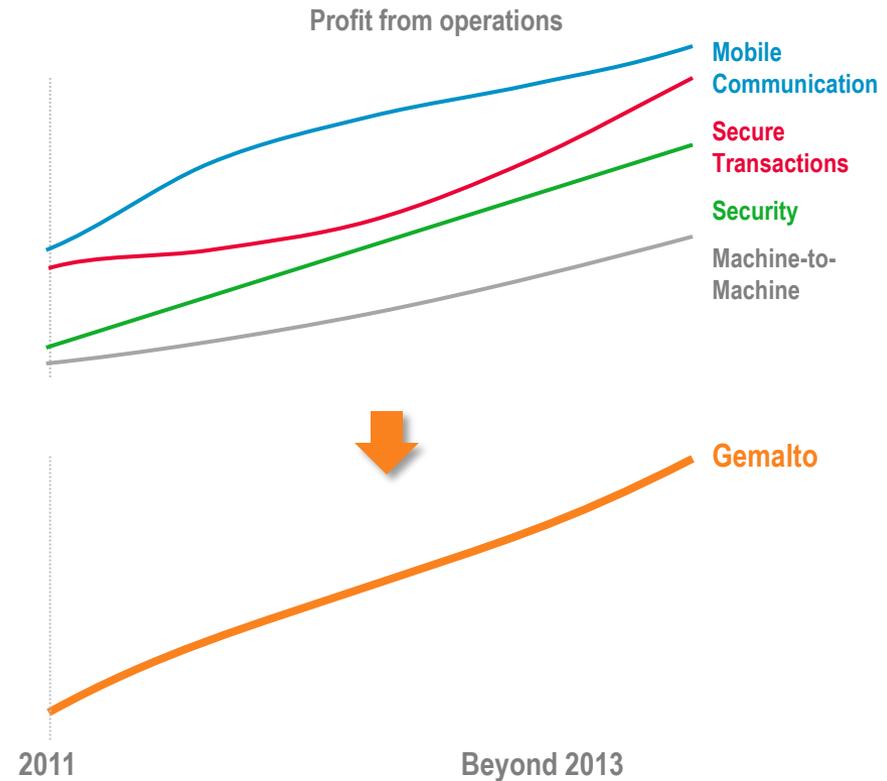


# Organic growth drivers continue well beyond our current 2010-2013 plan, in complementary ways

Current growth drivers are expected to last well beyond the current 2010-2013 plan



Different timing in segment evolutions are expected to lead to complementary profit dynamics



A new long-range plan is now in preparation and will be presented in the second semester of 2013



- ✧ World Leader in Digital Security ✧
- ✧ Markets in Strong Development ✧
  - ✧ Unique Technology Portfolio ✧
    - ✧ Blue Chip Customers ✧
- ✧ Large Free Float and Robust Financials ✧
- ✧ A Business Model with Strong Leverage on Growth ✧