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Third quarter 2013 revenue release



Olivier Piou, CEO
Jacques Tierny, CFO

October 24, 2013

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Basis of preparation for 2013 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 2013 and 2012 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.

Historical exchange rates and constant exchange rates 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 exchange rates of these other currencies against the Euro have 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.

Third quarter 2013 revenue release

- **Overview**
Olivier Piou, CEO

- Financial Results



Third quarter 2013 highlights

- Double-digit revenue growth, increasing in all main segments and in all regions, with strong performance in Secure Transactions

Revenue
€ 596m | + 10%

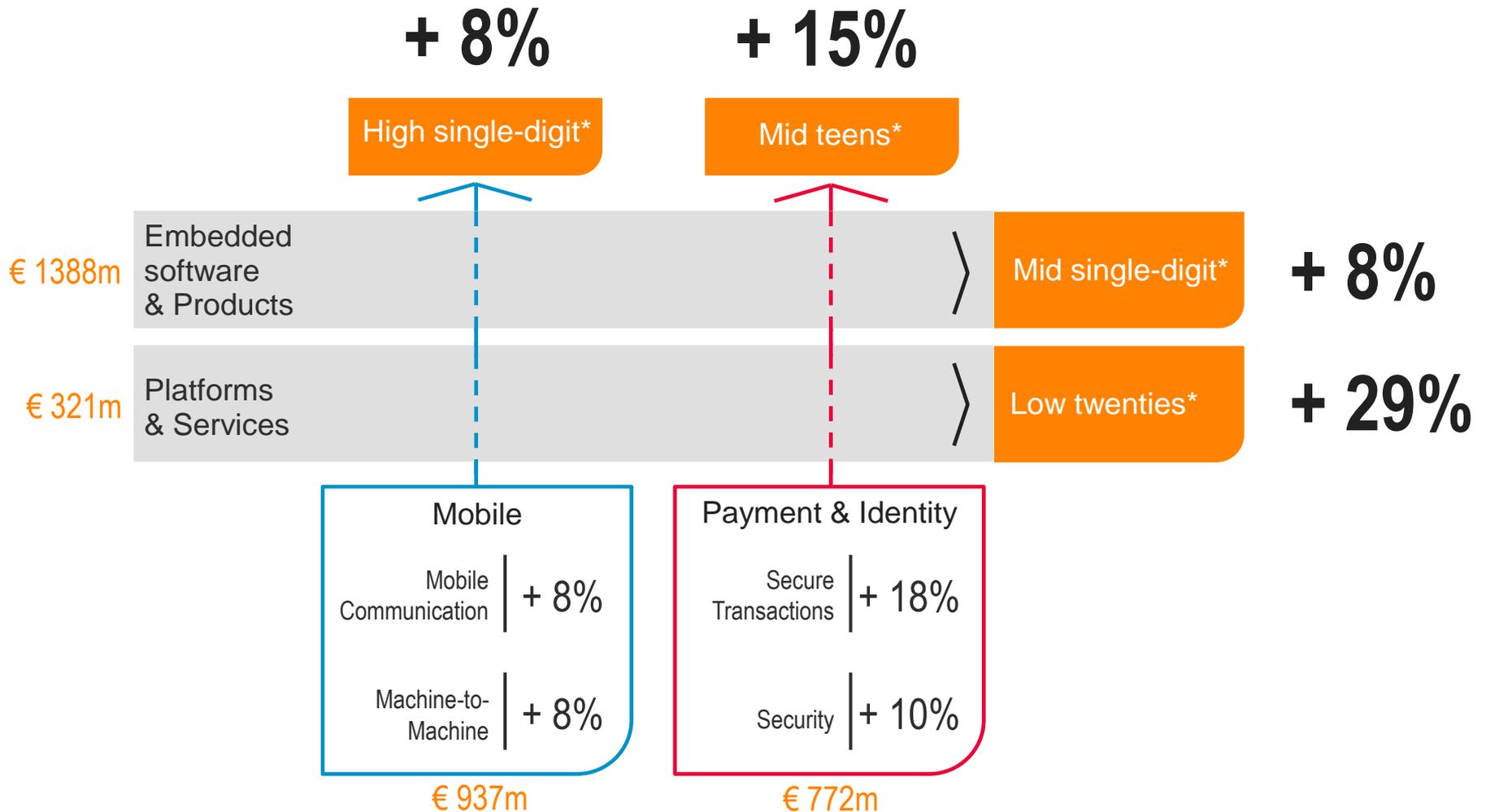
Secure Transactions
€ 162m | + 18%

- Excellent performance in Platforms & Services which accounted for more than half of the total growth

Platforms
& Services
€ 113m | + 37%

Contribution to total
revenue growth | 55%

Year-to-date third quarter 2013 revenue



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Jacques Tierny, CFO



Segment key financial information, Q3 2013

Mobile Communication

Revenue
+9% | € 287m
(2012 Q3: € 283m)

- Platforms & Services grew by +25%, reaching €53 million. This growth mainly came from core subscriber services (LTE subscription management) and operator billing services, complementing the momentum in mobile payment activities.
- Embedded software & Products grew by 5% as deployments of LTE programs continue and demand for multi-tenant SIM cards increases, driving mix improvement.

Machine-to-Machine

Revenue
+9% | € 49m
(2012 Q3: € 48m)

- Revenue up +9% year-on-year driven by improving demand in the Americas and Europe.
- The automotive and track & trace sectors as well as the developments in Platforms & Services initiated in the first semester all showed positive dynamics during the quarter.

Segment key financial information, Q3 2013

Secure Transactions

Revenue
+18% | € 162m
(2012 Q3: € 146m)

- Secure Transactions posted a +18% revenue increase at constant exchange rates to €162 million, extending the momentum of the first semester of 2013.
- A large part of the revenue increase this quarter came from Asian countries that have begun to migrate to EMV.
- Globally, the deployment of contactless and dual-interface electronic payment cards continues, representing close to half of the quarter's deliveries.
- Platforms & Services also contributed in similar proportion to the growth, on the back of projects for mobile payment.

Security

Revenue
+5% | € 98m
(2012 Q3: € 98m)

- Revenue grew in both Government Programs and Identity and Access Management up +5% on top of the +22% posted for the same quarter last year.
- Voter registration and post issuance contracts drove a strong increase in Platforms & Services sales. Embedded software & Products captured new ePassport contracts that were up for renewal in Europe and Africa.
- Operational performance is being restored following the start up phase of two new facilities in the first semester
- The government contracts backlog remains healthy.

Outlook for 2013

For the full year 2013 Gemalto anticipates double digit expansion in both profit from operations and revenue at constant exchange rates. Increased investment in operations to drive business development beyond 2013 should lead to a more pronounced seasonality in profit from operations between the two semesters.



- ✧ 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 ✧