Third Quarter 2012 Revenue Release

Olivier Piou, CEO
Jacques Tierny, CFO

October 25, 2012

Listen-only live audio webcast available from www.gemalto.com/investors
Disclaimer

This communication does not constitute an offer to purchase or exchange or the solicitation of an offer to sell or exchange any securities of Gemalto.

This communication contains certain statements that are neither reported financial results nor other historical information and other statements concerning Gemalto. These statements include financial projections, and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, events, products and services and future performance. Forward-looking statements are generally identified by the words "expects", "anticipates", "believes", "intends", "estimates" and similar expressions. These and other information and statements contained in this communication constitute forward-looking statements for purposes of applicable securities laws. Although management of the Company believes that the expectations reflected in the forward-looking statements are reasonable, investors and security holders are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of the Company, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by the forward-looking information and statements, and the Company cannot guarantee future results, levels of activity, performance or achievements. Factors that could cause actual results to differ materially from those estimated by the forward-looking statements contained in this communication include, but are not limited to: trends in wireless communication, payment and mobile commerce markets; the Company's ability to develop new technology, the effects of competing technologies and the intense competition generally encountered in the Company's main markets; profitability of expansion strategies; challenges to or loss of intellectual property rights; ability to establish and maintain trust, reputation and strategic relationships in its major businesses; ability to develop and take advantage of new software and services; the effects of acquisitions and investments, including the Company's ability to integrate acquired businesses, achieve synergies and develop activities according to expectations; and changes in the global, political, economic, business, competitive, market and regulatory forces. Moreover, neither the Company nor any other person assumes responsibility for the accuracy and completeness of such forward-looking statements. The forward-looking statements contained in this communication speak only as of the date of this communication and the Company or any other person is under no duty, and do not undertake, to update any of the forward-looking statements after this date to conform such statements to actual results, to reflect the occurrence of anticipated results or otherwise except as otherwise required by applicable law or regulations.
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

Revenue variations are at constant rates except otherwise stated
Overview

Financials
Jacques Tierny, CFO

Moving forward
Segment key financial information

Mobile Communication

- Revenue +16% €283m
  (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 +3% €48m
  (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

<table>
<thead>
<tr>
<th>Secure Transactions</th>
<th>Security</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>Revenue</td>
</tr>
<tr>
<td>€ 146m (1%)</td>
<td>€ 98m +22%</td>
</tr>
</tbody>
</table>

- 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.
- 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

Moving forward
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:

- **2011 - 2013**
  - Mid-to-high single digit
  - High-single digit
  - Double digit
  - Mid-to-high single digit

- **Beyond 2013**
  - **Mobile Communication**
    - 4G-LTE roll-outs continue
    - Deploy mobile payment infrastructure and start commercialization
  - **Secure Transactions**
    - US EMV migration starts
    - Mobile payment adoption grows
  - **Security**
    - Government ID market underpenetrated
    - Wider usage of strong authentication in private sector
  - **Machine-to-Machine**
    - Industry starts to take advantage of ubiquitous wireless networks presence and M2M begins wider-scale deployments

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