

Gemalto announces new multi-year development plan and objectives

- **2017 objectives:**
 - **Profit from Operations to double over five years to €600 million, and**
 - **Platforms & Services activities generating €1 billion in revenue**
- **Double-digit average annual revenue expansion expected over 2013-2017, supported by growth in all business segments, equally balanced between the “Embedded software & Products” and “Platforms & Services” activities**

Amsterdam, September 5, 2013 - Gemalto (Euronext NL 0000400653 GTO), the world leader in digital security, today announces its new multi-year development plan. In this plan, the Company has set for itself the objective of achieving €600 million in Profit from Operations¹ by 2017, essentially doubling its 2012 full year performance, on the back of double-digit revenue CAGR expansion, at constant exchange rate, balanced growth between its “Embedded software & Products” and its “Platforms & Services” activities, and operational leverage. Revenue from Platforms & Services is set to grow at more than 20% CAGR at constant exchange rate over the period, to reach €1 billion by 2017, contributing significantly to the global increase in the company profits and representing about half of the expected total revenue growth achieved over the duration of the plan.

Trust is increasingly becoming the crucial success ingredient for digital services that deliver a compelling user experience. Numerous service providers who enable new fundamental societal needs such as data exchanges, payments, enterprise access or citizen related are also actively turning to new delivery channels. Gemalto continues to successfully invest in building and managing the trust infrastructures that support these globally pervasive services, with a clear business positioning and software solutions that offer an unmatched combination of security, scalability and cost effectiveness.

Olivier Piou, Chief Executive Officer of Gemalto commented, “Gemalto is uniquely positioned in its markets, many of which remain essentially untapped, with a superior technology that protects and preserves the trust relationship between our customers and their clients. These past years, we have made important investments and our teams have gained unmatched experience in the major areas of opportunities, putting Gemalto clearly ahead of the competition. Our new plan addresses each of these areas, translating into diversified engines for growth and profit increase across our businesses. This next phase of the Company’s expansion will further strengthen its leadership and transformation, along our vision of enabling trust in the digital world. As we set out on another chapter in Gemalto’s story of success, we are particularly excited by this plan, and confident that its realization stands to once again benefit all our stakeholders.”

¹ Profit from operations is a non-GAAP measure defined as the IFRS operating result adjusted for the amortization and depreciation of intangibles resulting from acquisitions, for share-based compensation charges, and for restructuring and acquisition-related expenses.



pressrelease

Investor Relations

Gabriel Rangoni
M.: +33 6 1426 6956
gabriel.rangoni@gemalto.com

John Lineberger
M.: +33 6 1243 6304
john.lineberger@gemalto.com

Corporate Communication

Isabelle Marand
M.: +33 6 1489 1817
isabelle.marand@gemalto.com

Media Relations Agency

Suzanne Bakker
M. : +31 6 1136 8659
suzanne.bakker@citigateff.nl

Edi Cohen
M. : +31 6 2151 7820
edi.cohen@citigateff.nl

About Gemalto

Gemalto (Euronext NL0000400653 GTO) is the world leader in digital security with 2012 annual revenues of €2.2 billion and more than 10,000 employees operating out of 83 offices and 13 Research & Development centers, located in 43 countries.

We are at the heart of the rapidly evolving digital society. Billions of people worldwide increasingly want the freedom to communicate, travel, shop, bank, entertain and work – anytime, everywhere – in ways that are enjoyable and safe. Gemalto delivers on their expanding needs for personal mobile services, payment security, authenticated cloud access, identity and privacy protection, eHealthcare and eGovernment efficiency, convenient ticketing and dependable machine-to-machine (M2M) applications. We develop secure embedded software and secure products which we design and personalize. Our platforms and services manage these products, the confidential data they contain and the trusted end-user services made possible.

Our innovations enable our clients to offer trusted and convenient digital services to billions of individuals. Gemalto thrives with the growing number of people using its solutions to interact with the digital and wireless world.

For more information visit
www.gemalto.com, www.justaskgemalto.com, blog.gemalto.com, or follow @gemalto on Twitter.