



# INSIDE Secure

## Third Quarter 2015 Revenue

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# AGENDA



Key Highlights

Q3 2015 and 9-Month Revenue

Outlook for 2015

Q & A



# AGENDA



## Key Highlights

Q3 2015 and 9-Month Revenue

Outlook for 2015

Q & A



# KEY HIGHLIGHTS



- Q3 2015 revenue: \$19.4 million, up 4% vs. Q2
- 9-month revenue: \$54.3 million
- First significant customer contracts and revenue for software protection products, which are central to INSIDE Secure's strategy
- Changes in the company's leadership on September 29, 2015 – Appointment of Amedeo D'Angelo as President and CEO





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Appendix



# Q3 2015 REVENUE



in thousands of US\$	Q3-2015 consolidated	Q2-2015 consolidated	Q3-2014 consolidated	% Change sequential	% Change annual
Mobile Security	9 805	6 138	12 966	60%	-24%
Secure Transactions	9 553	12 499	12 677	-24%	-25%
Unallocated	-	-	200	-	-
<b>Total Revenue</b>	<b>19 357</b>	<b>18 637</b>	<b>25 843</b>	<b>4%</b>	<b>-25%</b>

Unallocated: non recurring revenues

## Mobile Security

- 60% increase in Q3 vs. Q2, thanks to:
  - significant software protection licensing agreement signed in the US (financial & retail)
  - robust sales in hardware intellectual property licensing

## Secure Transactions

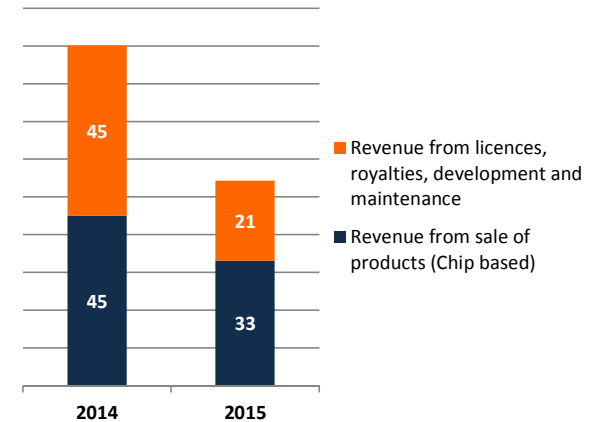
- Solid sales of secure modules for the Internet of Things and network security
- Revenue in the Pay-TV market affected by inventory management at main customers
- EMV revenue doubled in Q3 vs. Q1 and Q2, but remains well below company's expectations in the US market



# 9-MONTH REVENUE



in thousands of US\$	9 months 2015 consolidated	9 months 2014 consolidated	% Change annual
Mobile Security	20 957	45 716	-54%
Secure Transactions	32 716	42 660	-23%
Unallocated	650	1 713	-
<b>Total Revenue</b>	<b>54 323</b>	<b>90 090</b>	<b>-40%</b>



Unallocated: non recurring revenues

## Mobile Security

- No NFC license agreement signed by France Brevets so far this year but on-going actions by France Brevets on the licensing program
- Sizeable potential for INSIDE Secure software and IP offering for securing mobile applications (in the financial and retail industries in particular).

## Secure Transactions

- Most recent products/markets not offsetting the anticipated decline in sales in mature products/markets in which INSIDE Secure has not made any new investments (chips for EMV in Europe and for Identification)







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## OUTLOOK FOR 2015

- INSIDE Secure confirms the progressive ramp-up of its activities relating to its embedded security offering for mobile platforms and connected devices, in particular in the form of software and IP
- However, visibility regarding sequential quarterly performance and repeatability remain limited





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# INVESTOR INFORMATION



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### Financial Calendar

FY2015 Earnings **February 25, 2015**

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