

An insight into the IDP Group from Gemalto



Thorsten Krüger
Sales Director DACH & CEE

The year 2014

... was a great year!

The Reality: Data Breaches

2014

1,023,108,267
RECORDS EXPOSED

... as the result of 1,541 data breaches globally

128 breaches
per month

32 breaches
per week

5 breaches
per day

>95% of all breaches involved data that was
NOT ENCRYPTED

<http://breachlevelindex.com/>

\$80 Billion

**Spent of on Security Products during
the past 12 months**

Sources: Gartner.

More

**Breaches during the Past 12 Months
then ever**

Sources: www.breachlevelindex.com

Audience Question # 1

Who know what happened here?



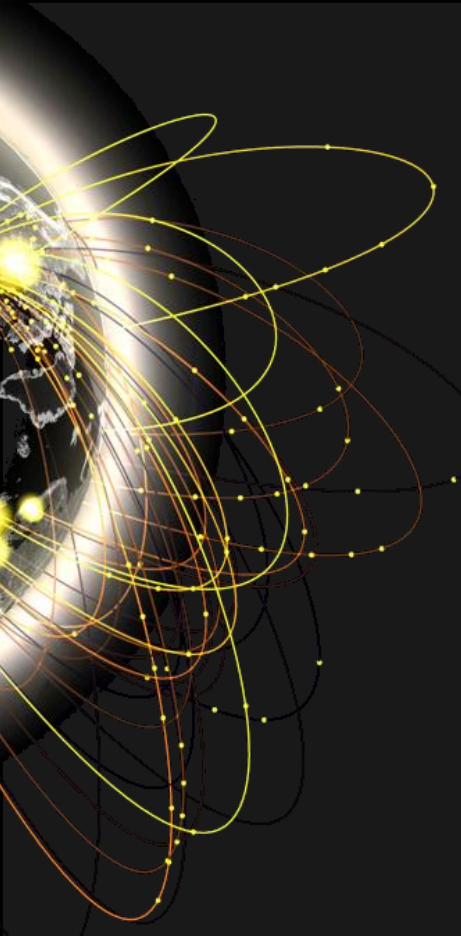
8th August 1963 at 03:05

At Sears Crossing, close to Cheddington, England:
Gangster stoped the mail train Glasgow-London

Data

Is the new mail train

We need to Protect, Control and Own



2014

IN ~~2000~~ THE WORLD GENERATED
TWO EXABYTES
OF NEW INFORMATION

EVERY DAY

Audience Question # 2

**Lets say a Fortune 100
company was hacked this
morning... are you surprised?**

Adopt

**What you know about Information
Security**

The

New mindset ?

Transform your mind

From Breach Prevention

To

Breach Acceptance

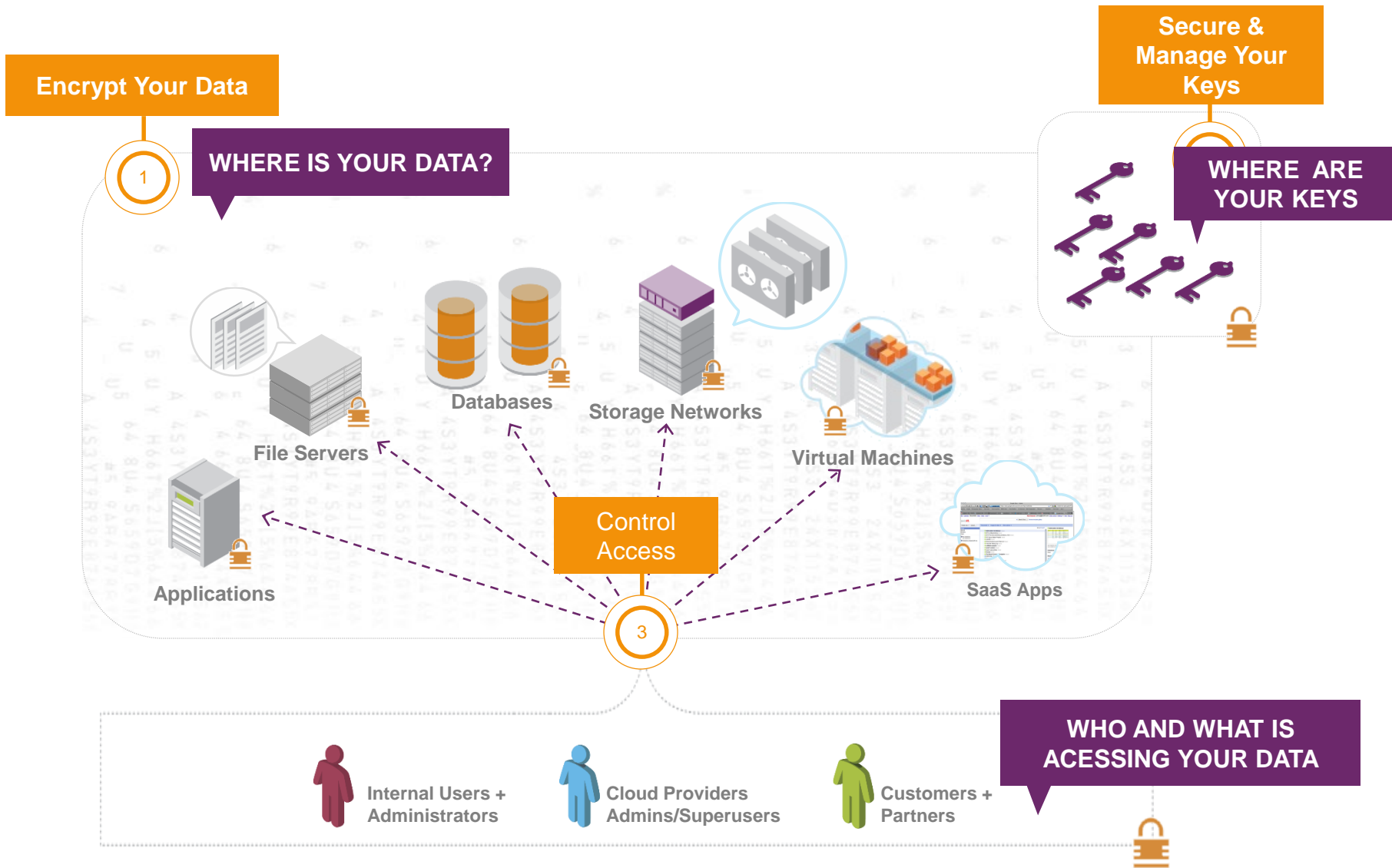
Ok...

Now what should I do?

The new mindset!

SECURE THE
BREACH

How to 'Secure the Breach'



What does Snowden say?



„Encryption works!
Professional implemented,
strong encryption is one of the few
things you can rely on.“

 heise **Security** 06.09.2013 01:11

Why is encryption save?

Example - AES128 = $3,4 \times 10^{38}$ Keys

Lets do brut force:

- Supercomputer does $\sim 10^9$ keys per second
- 100 Supercomputer = 100 billion keys per second
- Key found in 100 billion years = 100 billion years attack

Successfull attacks are focused on Keys!

100 billion years = 1 Million x the time the universe exists

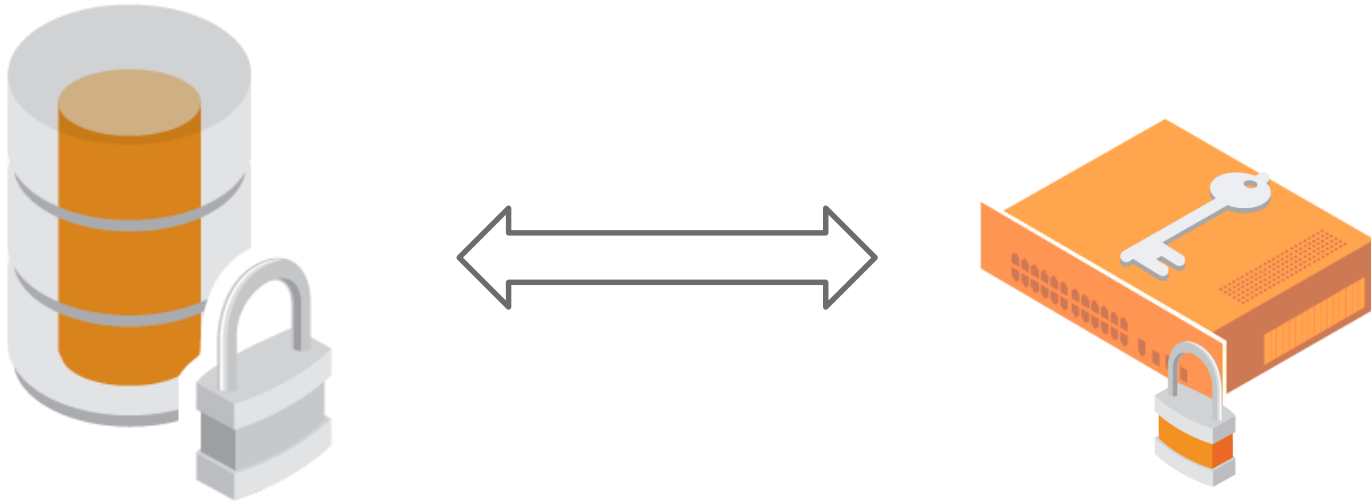
Quelle: http://www.focus.de/wissen/experten/schmeh/probleme-mit-der-dechiffrierung-wenn-selbst-die-supercomputer-der-nsa-in-die-knie-gehen_id_3247868.html

Keys in Software is risky



Someone who can steal Data – can also steal
Keys

The solution - Hardware Security Module



Keys separate and no option to copy them



gemalto[★] gemalto[★]

ONE COMPANY
DOUBLE THE OPPORTUNITY

Gemalto is the leader in
digital security....

Gemalto's roots

● Gemplus and Axalto:
World leader in smart cards

● More “client” than “server”
More “edge” than “core”

● Big fish: Small pond
Software, Services, wider portfolio

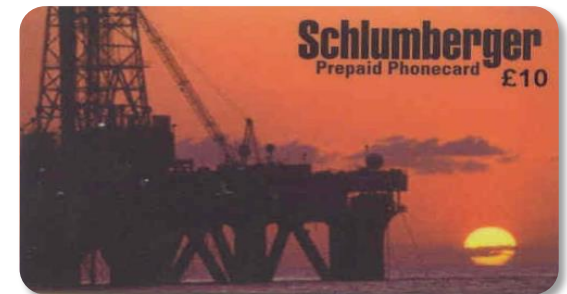
2006: Gemplus + Axalto = Gemalto
World leader in digital security



GARAGE IN AIX-EN-PROVENCE
WHERE GEMPLUS STARTED LIFE



ORIGINAL SIM CARD



SCHLUMBERGER PREPAID PHONECARD

Gemalto acquisitions

Enabling us
to access
new:

- ✦ Technologies
- ✦ Geographies
- ✦ Markets



Merging two leaders with solid foundations

Security at the CORE

World #1



Encryption of “data at rest” and “data in motion” within the network for exposure to authorized users only

Security at the EDGE

World #1



Reliable authentication to validate users and their access requests and to initiate a secure channel

Gemalto – Leader in digital security



WE'RE UNIQUE. WE'RE GLOBAL. WE'RE INNOVATIVE

Our Customers – well known brands



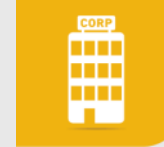
Mobile



Machine-to-Machine



Financial Services and Retail



Enterprises



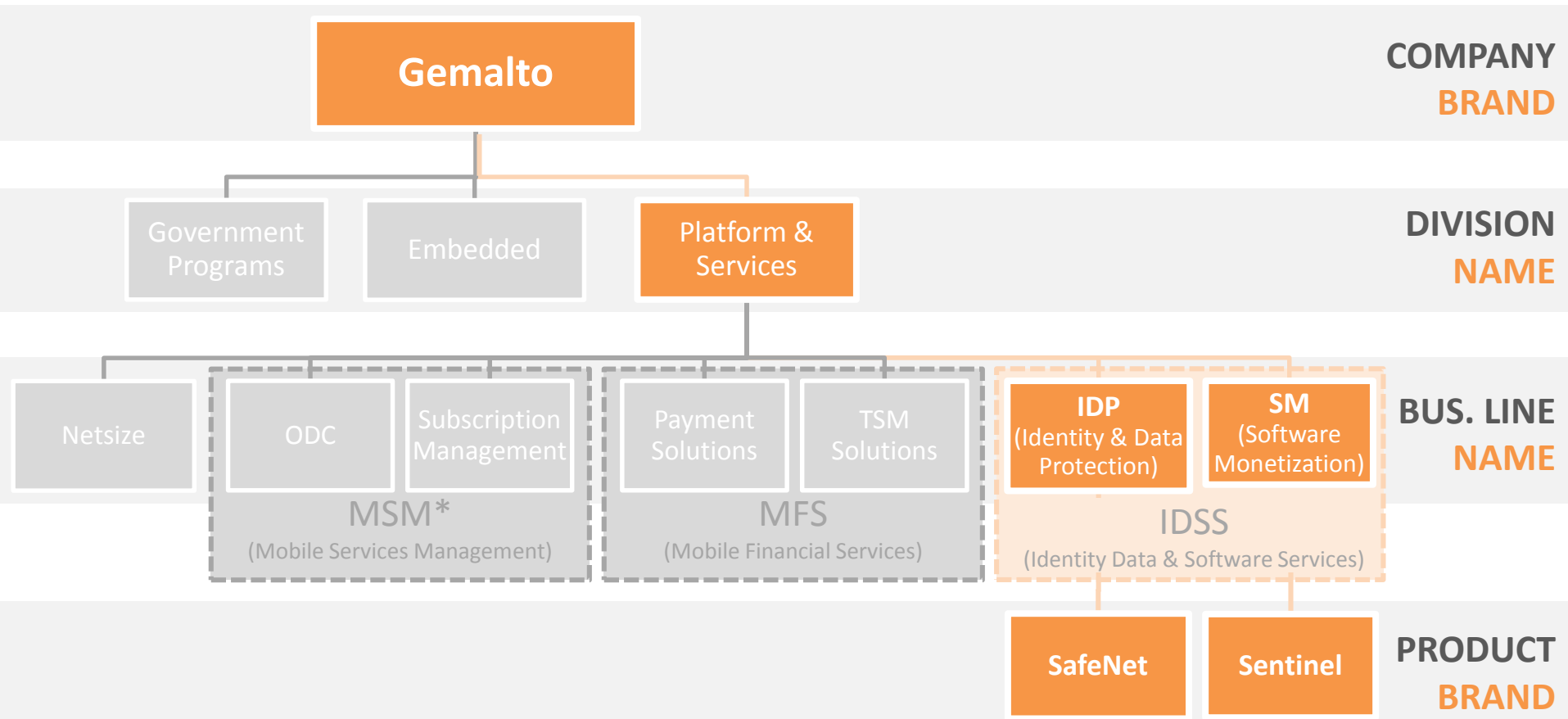
Government



The combined offering



The organisation



*This is a snapshot of the product lines in this business line, not fully inclusive.

Our Vision

To become the industry-leading provider of solutions for protecting and managing **Data, Identities** and **Software**

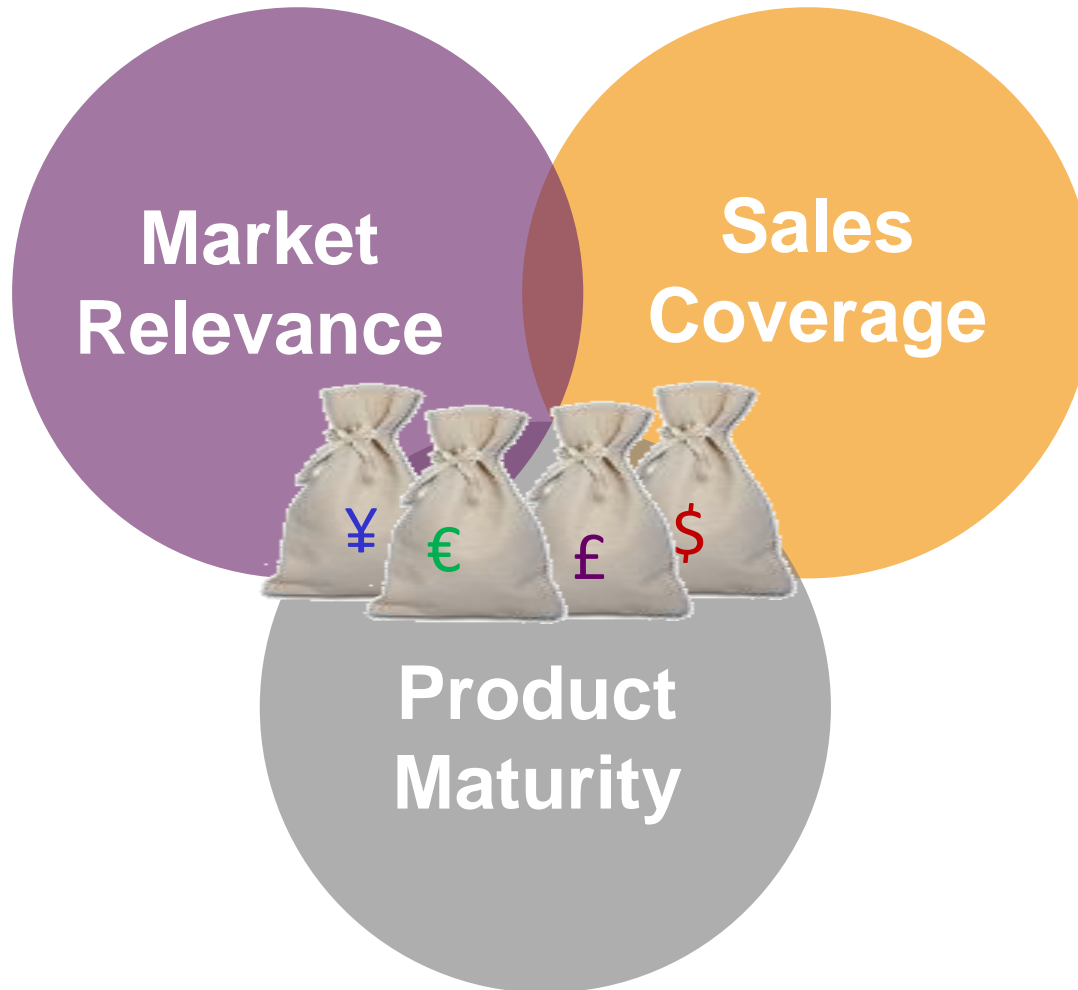
1 billion
combined **identity**
encryption, and
software
monetization
Revenue

Growth
through investments in
Mobile and
Cloud-Based
Technologies

Culture
of **Accountability**,
Innovation and
Leadership
with **Growth**



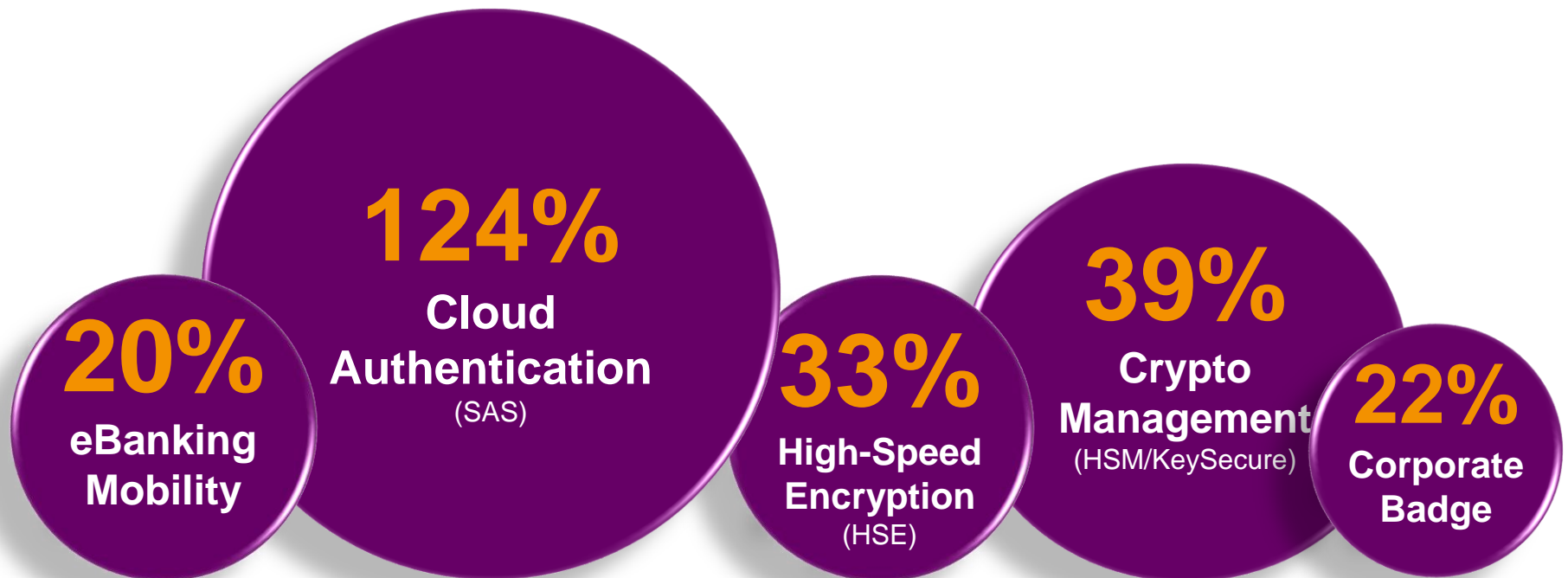
2014 in Summary....



Review 2014

- SafeNet's **Data Protection** business grew **+25%**
- Gemalto's **Platform & Services** business grew **+14%**

Growth in all Focus areas !!!



We Kicked AaaS!

(4x in a row!)



Source: Gartner (December 2014)

Growing Ecosystems in 2014

37 KeySecure Integrations



+14
in 2014

400 HSM Integrations



+50
in 2014

140 AUTH Integrations



+50
in 2014

Outlook

and 2015?

Welcome to your preview of The Times

'Russian hackers' cripple Bundestag computer network



David Charter, Berlin and Charles Bremner, Paris
Published at 12:01AM, June 11 2015

Angela Merkel, the
German chancellor, has

We are here for you today!

Integration!

- Identify the Gemalto products that complement your business.

Tell Us!

- On what initiatives can we collaborate in the future?

Ask!

- What do you need from us to be successful with Gemalto?

Many thanks!