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IN
GROUPE

AT-A-
GLANCE

PASSEPORT

2017

Contents

IN GROUPE

WORLD SPECIALIST IN IDENTITY AND DIGITAL SECURE SERVICES

A partner of the French government for close to 500 years, IN Groupe offers identity solutions and secure digital services, at the leading edge of technology, integrating electronics and biometrics. From components to services, including securities and interoperable systems, IN Groupe plays a daily role in facilitating everyone's life.

Expert in the management and protection of sensitive data, IN Groupe develops a broad range of solutions that can provide answers to the new challenges posed by digital technology.

These high tech ecosystems are made available to States, french and international, to its citizens and its businesses.

IN Groupe's capacity to invest in disruptive innovation and to extract the full potential of French technology allows it to anticipate new usages and to offer simple, fast, affordable and more secure solutions, thereby facilitating the digital transition of its customers from both the private and the public sectors.

Operator and trusted third-party of the states, of local authorities and of the private sector, IN Groupe is present throughout the value chain, from the digital relationship, to the validation, the emission, through to the management of the full life cycle and the exploitation of sensitive data.

400 million
micromodules
per year (production capacity)

Over **6,500**
biometric
collection mechanisms
installed around the world

1 million
electronic european resident
permits per year

50 million
personalised letters
per year

Over **4 million**
national and professional
identity cards
per year

3 million
electronic driving
licenses per year

35 million
biometric personalised
passports issued worldwide and
support given to multi-securities
infrastructures in 28 states

Over **100 million**
individuals have entrusted their
secure identity data to systems deployed
by IN Groupe worldwide

A company close to its clients across the globe

We have 8 international sales offices in :
Canada, Mexico, Peru, Ivory Coast, Kenya, Morocco, Malaysia, Singapore.

5 key figures

1,000
employees throughout the world

77
countries use our solutions
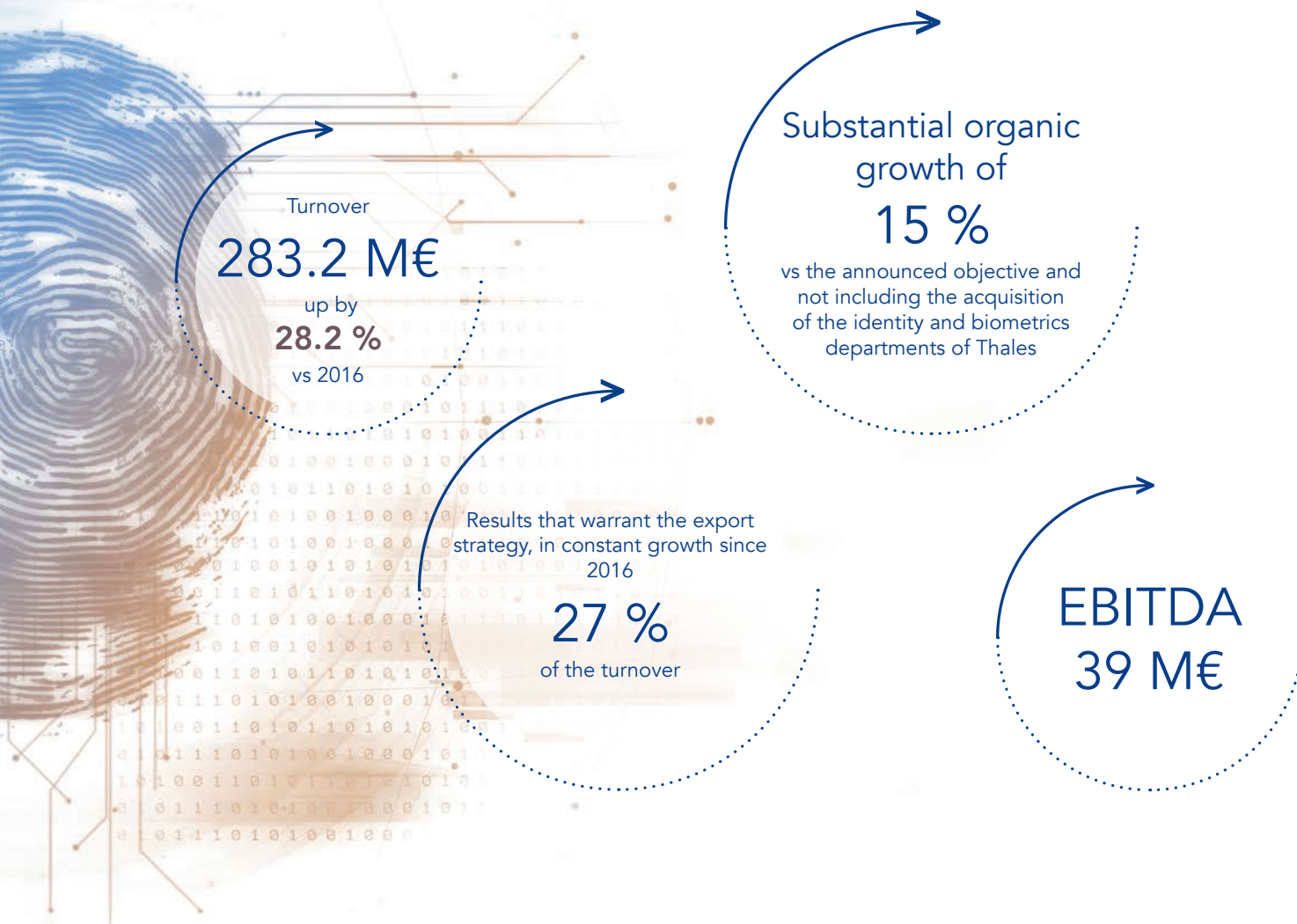
4
sites in France

28
partner governments

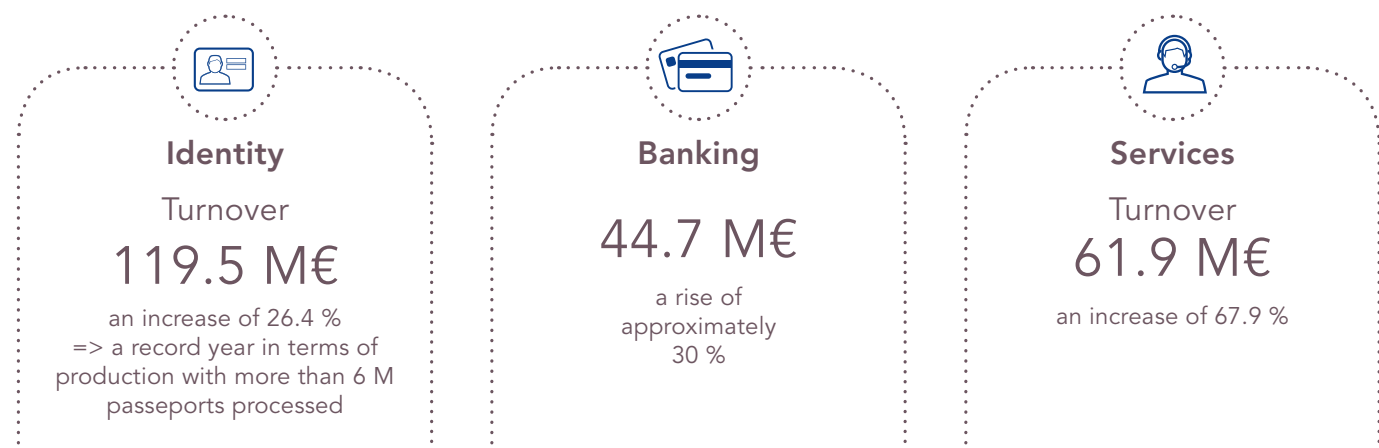**8**
international sales offices

IN Groupe supports leading businesses in over 77 countries.

RESULTS IN THE SECTORS OF
SERVICE, IDENTITY, CONNECTIVITY

Strong performance for the group in 2017

Turnover
283.2 M€
up by
28.2 %
vs 2016

Substantial organic growth of
15 %
vs the announced objective and not including the acquisition of the identity and biometrics departments of Thales

Results that warrant the export strategy, in constant growth since 2016
27 %
of the turnover

EBITDA 39 M€

Excellent performance across all sectors of activity in the group :

Identity
Turnover
119.5 M€
an increase of 26.4 %
=> a record year in terms of production with more than 6 M passeports processed

Banking
44.7 M€
a rise of approximately 30 %

Services
Turnover
61.9 M€
an increase of 67.9 %

IN GROUPE
FRENCH DRIVING FORCE OF THE DIGITAL ECONOMY

Innovating in anticipation of new usages…

IN Groupe bases its innovation on the Civic Tech principle. Our solutions aim at making public services more accessible, efficient and effective for citizens, while ensuring their security and strengthening democratic ties.

Our promise on the market: Privacy and security by design

We provide identity and digital services that are user friendly and that integrate a high level of security, while respecting users' personal data.

IN GROUPE TECHNOLOGIES

- **Cloud / SaaS**
- **Big Data**
- **Cryptography**
- **Development** mobile / web / Server
- **Algorithms (Biometrics, AI)**
- **Bank card technology**
- **Electronic components** (Contactless and contact)

STRATEGIC INNOVATIONS

- **Digital identity:**
  - Citizen
  - Professional
  - Connected objects
- **Mobility**
  - People
  - Services
- **Payments**
  - Technological solutions
- **E-administration**

These technologies allow us to develop strategic innovations

… Paving the future: the digital identity

In the digital space, every citizen is exposed to cybercrime. Generalising the use of digital identity solutions, the only protection against cybercrime, has become a matter of urgency today.

In response to this threat, IN Groupe has produced the first operational hybrid solution. A substantial technological development first showcased at the Assises du Numérique 2018.

The technology enables the creation of a 100 % paperless identity, derived from a physical certificate. The physical and digital identity remain linked, allowing each individual to own a digital citizenship and identify himself online. The application, accessible by the user via a security password, allows the citizen to obtain:

- a certified copy of his identity and citizenship documents on his smartphone
- a digital certified citizenship with the highest level of security, allowing access to online services.

The user's daily life is made more simple, without putting at risk the security of his or her personal data in attempted identity frauds.

The user remains in control of his data, since the INWallet does not call on any database and allows the citizen to share only useful information (the fact that they are an adult, for example).

IN GROUPE
GOUVERNANCE

Board of directors

Government representative Director:

Schwan Badirou-Gafari,
Deputy Head of Shareholding - APE

Directors proposed by the French government:

Mireille Campana,
General Engineer from the
Corps des Mines - Member of
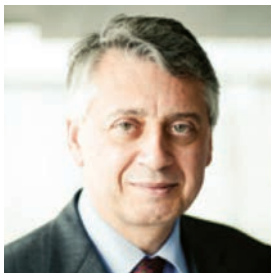the French General Council
for the Economy

Henri Serres,
General Engineer from the
Corps des Mines - Associate
Member of the French
General Council for the
Economy

Valérie Thérond,
Centre-East Director at
Orange Group

Independent Directors:

Michel Gonnet,
Founder and Principal
of Eudoxia Conseil

Anne Lange,
CEO of Mentis

Chantal Lory,
Independent Director of
the SFIL

Didier Trutt,
Chairman of the Board
of Directors

Executive committee
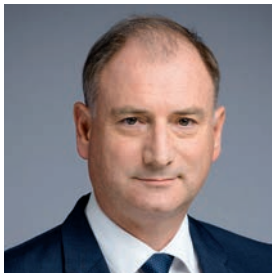
Didier Trutt,
Chairman and CEO

Patrick Montliaud,
EVP Sales

Bruno Chappert,
EVP Services

Philippe Patrice,
EVP Components

Yann Haguet,
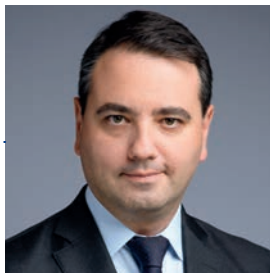EVP Identity

Michael Zafrany,
EVP Industrial Operations

Arnaud Boussemart,
EVP Finance

Frédérique Durand,
EVP Human Resources

Antoine Paoli,
Corporate Secretary

**Romain
Galesne-Fontaine,**
Director Public Affairs

IN GROUPE
SERVING STATES

From security problems to democratic challenges, including government services for citizens, IN Groupe helps governments exercise their sovereignty.

IN Groupe operates at the very heart of the social contract between citizen and State, developing intelligent, secure solutions for sovereign credentials and documents, enabling an individual to exercise his rights.

In a context of growing mobility and the digital age, the State is striving to promote the development of exchanges and to guarantee the identity of individuals. The question of sovereign identity and, in its wake, the multiplicity and complexity of authentication methods, is a major issue for governments: States need to certify what is known as the 'real' identity of citizens and to protect them from

any identity fraud, whilst simplifying and facilitating the work of the control authorities.

States also need to be able to deliver and guarantee this identity on dematerialised digital circuits: IN Groupe's solutions rely on a unique technical know-how and technological skill, making it possible to implement integrated solutions to meet the most stringent requirements in terms of security and confidentiality. By providing States with the technological means to protect and secure their territories and their citizens, IN Groupe is supporting them in their sovereignty mission.

A partner who assists the States in their digital transformation

Supporting governments in the exercise of their sovereignty also means supporting their digital transformation and looking at the dematerialisation of

services by: simplifying the complexity and reducing the costs of administrative processes, whilst guaranteeing the protection of individuals' identity.

IN Groupe designs and develops these solutions, allowing citizens to log on to the various administrative services easily, simply and securely.

Crit'Air in just a few clicks

IN Groupe has been issuing, since the launch of the plan on 1st July 2016, the dematerialised air quality certificates (Crit'Air) to its users. Implemented by the group in under 9 months, the issuing platform produces, in just a few clicks, a completely secure, dematerialised sticker, before receipt of the certificate by post a few days later. It has recorded peaks of 500,000 monthly orders and over 13,000 simultaneous logons on the same page, levels comparable to levels of orders on large e-commerce sites.

Faster and safer border controls with our new generation of e-gates

Today, citizens are increasingly travelling across the world: 4 billion travellers a year, or 127 passengers per second. Since these figures are set to double in the next 10 years, the issue of border control is a major challenge for airports. Within the framework of a national PARAFE (Automated Fast Track Crossing at External Borders) test, IN

Groupe developed new border control solutions at Lyon and Marseille airports: the first automatic e-gates, speeding up identity checks.

IN Groupe has installed in airport control zones, sets of e-gates with digital fingerprint or facial recognition biometrics: 15 at Lyon airport, 23 at Marseille-Provence airport and 16 at

Nice-Côte d'Azur airport.

Allowing a single police officer to check 5 passengers simultaneously simplifies, facilitates and accelerates border control. An impressive and innovative response to passenger expectations in terms of ease of use and also of security.

IN GROUPE
AT THE HEART OF CITIZEN LIFE

IN Groupe makes it possible for every citizen to obtain his or her identity, to protect it and to use it as proof. It allows the citizen to exercise his rights and do his duties: drive, travel, work, being cared for, receive social assistance, vote, be housed, to be free to move…

Making everyday life for citizens more secure, more straightforward, more intelligent

The digital identity challenge, whether sovereign or private, is to raise the security level as high as possible, whilst offering an ease of use endorsed by the user and integrating optimum data protection. In an era of digital technology, where increased risks of usurpation of identity and marketing use of personal data are present, IN Groupe ensures that each citizen can exercise his citizenship and be recognised in the social space thanks to their identity.

This allows the citizen to exercise their rights: to vote, to drive, to travel, but also to work, to have somewhere to live, to take care of themselves, etc. Considering identity as the very heart of an ecosystem, IN Groupe also works globally to facilitate the life of citizens, by simplifying their administrative procedures and making their everyday life simpler: driving licences, electronic signature, travel cards, contactless payment solutions, Visa, MasterCard and so on.

Carte Mobilité Inclusion: pushing the boundaries in favour of disability

A counterfeit-proof card equipped with the best physical and digital security systems, the Carte Mobilité Inclusion (disability card) replaces paper cards issued until now to handicapped people: cards for disability, priority and parking.

The objective is twofold: to bring an end to fraud which primarily penalises disabled people (particularly in terms of parking rights) and to reduce waiting times.

IN GROUPE
TOGETHER WITH BUSINESSES AND PROFESSIONALS

Securing access, information and sensitive data, optimising productivity: IN Groupe helps businesses and professionals by providing the highest level of digital identity protection and service.

Innovation, as a must to protecting the integrity of public and private businesses, is at the heart of the strategic thinking of IN Groupe.

By providing employees with a professional digital identity, IN Groupe ensures the physical and logical security of companies: it enables them to identify all of their employees and to monitor each individual's right of access to the buildings and to its computer system. With these identity management systems, IN Groupe optimises the flow of exchanges, and guarantees a level of security adapted to each activity.

IN Groupe is also committed to professionals, guaranteeing protection of their digital capital, with a whole range of solutions to safeguard digital data. Its digital identity verification systems allow data control in a fully encrypted universe: secure electronic publishing, e-administration platforms, encryption, etc.

IN Groupe's professional identity solutions thus consist of comprehensive strong authentication systems, of SSO, of electronic signature, of letter files and also of digital archiving (such as student grant applications sent to all Crous).

Pass'IN, simplifying and securing businesses

A turnkey professional identity management solution, with eIDAS high level certification, Pass'IN brings several services together on a single secured platform. Aimed at companies and authorities, offered in SaaS mode (Software-as-a-Service), Pass'IN manages the access by employees and external individuals, whether physical (access to facilities, sites, …) or logical (access to business applications, data, …) or to trusted services (strong authentication, electronic signature, encryption, digital safe, …).

The SDIS card: french Departmental Fire and Emergency Services (SDIS) platform

SDIS was looking for a unique secured platform that could issue a professional card allowing its bearer to identify himself wherever he was called out, but also to monitor physical access to various premises, to sign on to their information systems, to be able to sign electronically with a level of confidence required by administrations, and to be able to access a database containing information specific to each fireman - all without being subjected to lengthy and complex administrative operations!

IN Groupe developed a specific new-generation professional electronic card, in credit card format, made from polycarbonate with transparent edges, using the highest levels of security. Listing of identities, orders and life cycle management, is handled by the SDIS on the site made available to them. This card comes with a hybrid module containing two chips (contact and contactless) using SPS technology. The contact part contains the electronic certificate for signing on to information systems and for electronic signatures. The contactless part allows for monitoring of physical access points. When the card is personalised, a 2D-Doc bar code is generated, unique to the bearer, to allow direct access to the information specific to each fireman.

OUR MISSIONS AND TESTIMONIALS

1

FOR STATES, MAKING IT POSSIBLE TO ISSUE IN DUE TIME IDENTITIES AND RIGHTS, THAT GUARANTEE THE UNIQUENESS OF A CITIZEN

Systems and mechanisms to gather biometric data and issue documents

2

CONTRIBUTE TO CREATING SMOOTH AND SECURE BORDER CROSSING

Border control solutions and e-gates

3

CONTRIBUTE TO CREATING SMOOTH AND SECURE MOBILITY FOR ALL

Crit'Air platform

4

FRENCH HEALTH SYSTEM PORTAL: SECURE DATA TRANSFER BETWEEN HEALTH PROFESSIONALS AND SOCIAL SECURITY SERVICES

Allow for the transfer of sensitive or confidential data

5

ASSIST STATES AND BUSINESSES IN MOVING TO DIGITAL PRACTICES TO SERVE CITIZENS, WHILE PROTECTING PERSONAL DATA

Secure scanning of student records into the french university student services (Crous) student information system

6

ALLOW EACH AND EVERYONE TO EXERCISE THEIR TRADE IN COMPLIANCE WITH REGULATIONS

Platforms that deliver the card and sticker for VTC (chauffeured cars)

7

SECURE PROFESSIONAL IDENTITIES OF EMPLOYEES AND ATTRIBUTE RIGHTS WITHIN A BUSINESS

Professional cards for state civil servants

8

TAKE PART IN CHANGING PAYMENT METHODS

Expert help in developing innovative and secure payment methods

9

PROVIDE EACH INDIVIDUAL WITH A DIGITAL CITIZEN IDENTITY

Digital citizen authentication solutions for secure access to online services

LEGEND

CITIZENS

STATES

BUSINESSES

Solutions to simplify everyone's life

Every day, millions of drivers are on the road thanks to their driver's licence, millions of people travel with their passport, and millions of transactions take place in total security thanks to IN Groupe solutions. IN Groupe makes everyone's life easier by securing their identity.

HIGHLIGHTS 2017

- Republic of Djibouti: Implementation of the ePassport platform, resident card, diplomatic visas and passports

- Morocco: order of 3 million National Identity Cards with contactless chip (amendment to the contract)

- Uruguay: long-term contract for 500,000 passports

- Implementation of automatic border control gates at Lyon airport
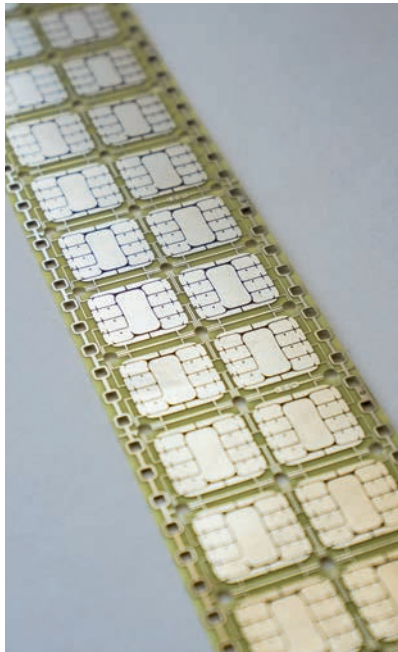
- Successful implementation of the Crit'Air (air pollution control labeling) platform: more than 10 million stickers issued and sent

- Launch in under 6 months of the VTC (chauffeured car) platform, issuing stickers and professional cards

- Roll-out of the platform issuing the new Carte Mobilité Inclusion (disability badge)

- Design of a unique professional identity solution for firemen (SDIS badge)

- PGCA project: contract signed for the deployment of the new platform that will issue cards for public servants of the Ministry of Defense

- Presidential election campaign: **500 million** ballot papers issued

- Winner of the national call for tender for the Crous (students' representative body): digitization and dematerialisation of student files

- TES3 project: renewal of **5,000 machines** to compile biometric data, installed in French administrative centers and town halls

- BioNet project: roll out of the acquisition and transmission systems of biometric and identity data for Schengen visa applicants

116 modules produced for the banking sector

A ZOOM IN ON AN INTEGRATION
THE IDENTITY AND BIOMETRIC BRANCH OF THALES

Invest, to be at the cutting edge of biometric technologies

In May 2017, IN Groupe incorporated the Thales Identity and Biometrics activity, which comprises the following: design, development and implementation of identity management systems that include the collection of personal data, biometric listing of individuals, management of identity systems including databases, production and personalization of secured documents, the identity control systems and training of the users.

This merge strengthens IN Groupe's leadership as a trusted provider of secure and biometric identity systems that provide a complete offer: innovative technology, components, products, digital systems and services for the benefit of States and citizens, both national and international.

The secure identity management solutions offered by IN Groupe respond to the major everyday challenges faced by governments and administrations: to facilitate the flow of travelers whilst protecting citizens and their personal data.

Designer and integrator of systems and expert in key technologies (biometrics, IT security, risk analysis), IN Groupe elaborates and produces solutions adapted to its clients' requirements. These solutions cover the whole chain, from the collection of civil status details and the biometric listing of individuals, the biometric identification of citizens on databases (AFIS/ABIS), the management of identity systems, the production and personalisation of secure documents, through to identity control systems (automated or not) as well as risk analysis via big data solutions. Based on an open architecture, these solutions interface with existing systems. They are scalable so as to integrate new functionalities.

DATA PROTECTION:
IN THE DNA OF IN GROUPE

As headlines constantly remind us, the GDPR is sending out alarms: data security is a crucial challenge which must be taken up by digital actors. It has become more than urgent to optimise and reinforce protection of physical access to sites and logical access to data, to ensure the traceability and accountability of actions and to comply with exacting regulations and standards, whilst favouring secure dematerialisation of exchanges.

Because of its capacity to invest in disruptive technologies and to extract the full potential of a french technology, IN Groupe is anticipating new practices with simple, fast, economic and more secure solutions, thus facilitating the digital transition of both its public and private clients. As operator and trusted third party of the State, of the authorities and of the private sector, the group positions itself along the whole digital value chain, from the start of the digital relationship, the validation and the issue through to the full management of the life cycle and analysis of sensitive data.

In light of its dual SIAF1 accreditation, IN Groupe is responsible for the management of its clients' information as a whole, whilst integrating the constraints and compliance requirements specific to the public sector. IN Groupe's extremely secure production environment and its culture of confidentiality, are unique advantages for the processing of administrative data which very often contains citizens' personal information. To meet its very high level security requirement, IN Groupe has enlisted the services of a Security Operation Center, which monitors all incoming and outgoing flows.

¹ SIAF : accreditation of the Inter-ministerial Department of Archives de France [National Archives of France] which, in the context of the 15 July 2008 law, is the only authority authorised to control all guarantees to be provided by service-providers in connection with outsourcing the management of public archives.

THE RIGHT
TO BE YOU

A partner of the french government for close to 500 years, IN Groupe offers identity solutions and secure digital services, at the leading edge of technology, integrating electronics and biometrics.

From components to services and from documents to interoperable systems, IN Groupe is a global specialist in identity and secure digital services. The institution plays a daily role in facilitating everyone's life: helping states exercise their sovereignty, citizens protect their identity and businesses preserve their integrity. Whatever the issue, IN Groupe, a company for digital sovereignty, contributes to asserting a fundamental right for everyone: the right to be you. IN Groupe, the new brand name of Groupe Imprimerie Nationale.