French expertise in smartcards to be showcased at SmartCards Expo 2014

New Delhi - 14 th to 17th October 2014

The French Trade Commission UBIFRANCE in India, in association with key French partners and Indian stakeholders, will be organising for the 4th consecutive year- a French Pavilion at SmartCards Expo 2014, held from the 15th to the 17th of October in New Delhi.

The French Pavilion will bring together leading companies from the French AIDC (Automatic Identification and Data Capture) and Secure Technologies industries to showcase their technologies and solutions and evaluate business opportunities in the Indian market during SmartCards Expo 2014, the leading event in India on technologies, solutions and services related to smartcards, biometrics etc.

Around 800 French companies operate in the field of digital trust with around 100 solution editors, 100 equipment manufacturers and around 600 services companies. Among those, the biggest of those enterprises are worldwide leaders in chips and smartcards, ID management and biometrics, eGovernance, home security and payments; with SMEs pioneering in core technologies and niche markets. This sector also differentiates itself by its very high level of technology, with an average of 15% of revenues on digital trust re-invested in R&D by French enterprises (with even higher figures among equipment manufacturers and solution editors).

At the same time, India appears as a **front-runner** in terms of adoption of digital trust technologies especially in the field of AIDC **(Automatic Identification and Data Capture)** through the implementation of strategic national projects making use of identification and secure technologies (Aadhaar, RSBY, MGNREGA, e-Driving licenses...) and the development of very innovative projects and concepts to tackle for instance financial inclusion (PMJDY…) and promotion of non-cash payment modes (Rupay Card…). A large number of initiatives have been undertaken by various State Governments and Central Ministries to usher in an era of eGovernance. In order to promote eGovernance in a holistic manner, various policy initiatives and projects have been undertaken to develop core and support infrastructure.

As such, the AIDC (Automatic Identification and Data Capture) market in India has, for instance, grown from USD 581 million in 2010 to close to **USD 1 billion in 2012** and nearly USD 1.3 billion in 2014 at a Compound Annual Growth Rate (CAGR) of 22.37 percent according to Frost & Sullivan. Of the AIDC technologies, smartcards take the lions' share with 2010 revenues pegged at USD 510 million and reaching USD 903 million in 2014, but biometrics and RFID/NFC are being expected to capture a larger share of the AIDC market in the near future.

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Considering the relevance and rising importance of such technologies and solutions in today's world, the **French Pavilion at the SmartCards Expo 2014** on the 15th to 17th of October will gather 5 renowned companies[1] offering avant-garde applications in the fields of smartcards, biometrics, eGovernance, secure e/m-Payments and secure documents: ***GEMALTO, NBS TECHNOLOGIES, OBERTHUR TECHNOLOGIES, SMARTWARE*** and ***SPS RELIABLE TECHNOLOGY***. The main objective of these French companies is to present and promote their latest technological developments in their area of expertise while working out partnerships with key Indian stakeholders and industry players.

The mission of this trade delegation will start on the 14th of October in New Delhi with an **Indo-French Seminar on e-Governance, Secure Transactions and Digital Identification and Security** which will include presentations of key Indian stakeholders -both from the Indian digital trust industry and public agencies- addressing the status of digital trust in India and the advancement of the most significant initiatives taken by the Government of India in the fields of secured identifications, eGovernance and payment systems. Their round of presentations will be followed by a session dealing with latest technological developments in those fields and their opportunities for future.

About UBIFRANCE and the French Trade Commission UBIFRANCE in India:
UBIFRANCE is the French agency for international business development, a key public partner in export for French companies. Its complete range of services includes providing information (on markets, legal, regulatory, international financing, calls to tender, sector watch), export consulting, sales actions (prospecting missions, partnership meetings, trade events abroad, communication in the international press, etc.).
To support French companies of all sizes and all sectors in their development on foreign markets, UBIFRANCE mobilises the expertise of 1,400 persons in France (Paris and Marseille) and in 70 other countries through its French Trade Commissions UBIFRANCE and a network of Press Offices. The French Trade Commission UBIFRANCE in India has 4 offices located in the business hubs of New Delhi, Mumbai, Bengaluru and Chennai, with a total dedicated multicultural team of over 30 experts. UBIFRANCE's know-how and experience are globally recognized with a worldwide network of 80 Trade Commissions.

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[1] Please find the description of these companies in the appendix on page 3

APPENDIX:

Company profiles of the participants at the French Pavilion on SmartCards Expo 2014

Gemalto is the world leader in digital security with 2013 annual revenues of €2.4 billion and more than 12,000 employees with 85 offices and 25 R&D centers, in 44 countries including India. Gemalto delivers on the expanding needs of consumers worldwide 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. They develop secure embedded software and secure products which they also design and personalize. Their platforms and services manage these products, the confidential data they contain and the trusted end-user services made possible.
For more information please visit: http://www.gemalto.com/

For nearly 40 years, NBS Technologies has remained a leading provider of equipment & software for card personalization, EMV compliance/migration, smartcard manufacturing and semiconductor handling equipments. NBS TECHNOLOGIES not only provides equipments but also customized solutions that address all types of card personalization requirements. Their solutions and products address the requirements of a range markets worldwide: Financial EMV/chip card, TSM, GSM/Telecom, Government / Secure ID, Healthcare/Insurance, and corporate markets. Their portfolio allows them to offer a truly tailored solution that will meet your specific needs. Whether your needs are high-volume card issuance or instant card issuance NBS Technologies is your total card solution.
For more information please visit: http://www.nbstech.com/

A world leader in digital security solutions for the mobility space, Oberthur Technologies has always been at the heart of mobility, from the first smart cards to the latest contactless payment technologies, which equip millions of smartphones. Oberthur Technologies employs over 6,000 employees worldwide, including 600 R&D people. With more than 50 sales offices across 5 continents and 10 facilities including in India, Oberthur Technologies' international network serves clients in 140 countries. Present in the Payment, Telecommunications and Identity markets, they offer end-to-end solutions in the smart transactions, mobile financial services, M2M, digital identity and transport & access control fields.
For more information please visit: http://www.oberthur.com/

Since 1986, Smartware has been a key actor in the business of personalization and testing of contact/contactless secure elements (smartcard, NFC microSD, M2M). Smartware is committed to supporting smartcard production leaders and smartcard equipment manufacturers for the development of their needs, whether technological, industrial, or geographical. 65% of the worldwide SIM cards are personalized with Smartware's couplers. Smartware offers its solutions for manufacturers in the Finance, Telecom, eGovernance & M2M sectors.
For more information please visit: http://www.smartware.fr/

SPS is a world leader in reliable technologies involving contactless and dual interface smart cards, and a leading provider of high-quality inlays for e-Passports. SPS has developed a unique process based on the electromagnetic coupling between the antenna and the micro-module. This process represents a technological breakthrough in the sector of contactless products. Focused on high end products, SPS's solutions are dedicated to two specific markets namely e-Identity and contactless payment. SPS's technology is used in sectors viz. Identity, Banking & Transportation.
For more information please visit: http://www.s-p-s.com/