



We authenticate the world

Innovation – IPACSO Awards

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- VASCO – the authentication company
- Technology evolution
- Innovation strategy
- Q&A



Company Overview



VASCO is a global leader in strong authentication, digital signatures, and identity management solutions specializing in securing financial transactions and protecting access to data and applications.



Listed on NASDAQ in 1997

**21% Compound Annual Growth Rate in
Revenues from 2003-2013**

46 Consecutive Quarters of Profitability

**Leader in Gartner Magic Quadrant
for User Authentication**



10,000+ Customers in more than 100 Countries,

**More than half of the Top 100 Global Banks
and 1,700 Financial Institutions rely on VASCO**

More than 200 Million Authenticators Sold

On-Premise, Mobile, and Cloud Solutions



Global Company



 VASCO HQ

 VASCO Offices

 VASCO Sales Presence

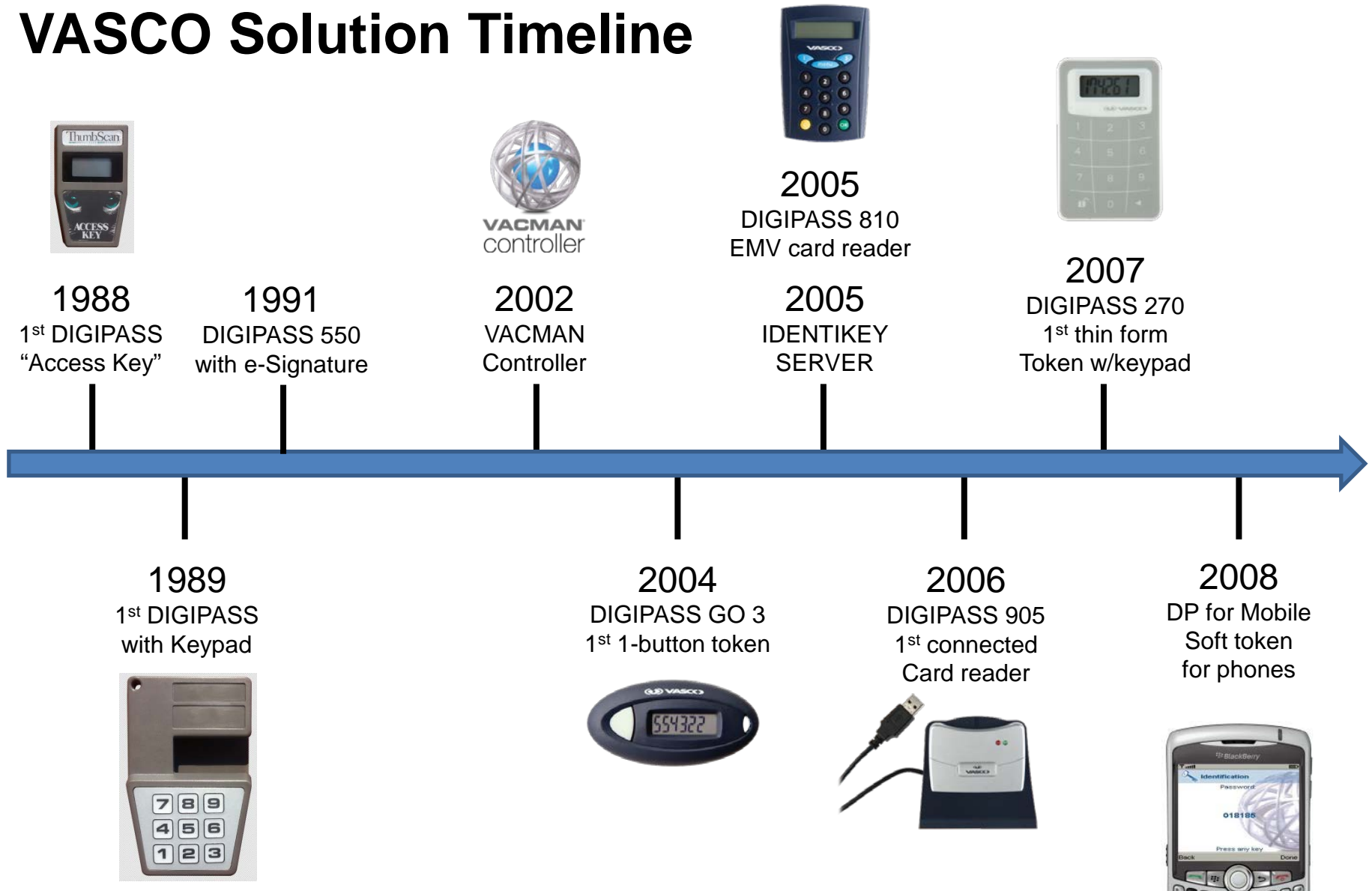
375 employees

Local people/markets

Local expertise and know-how



VASCO Solution Timeline



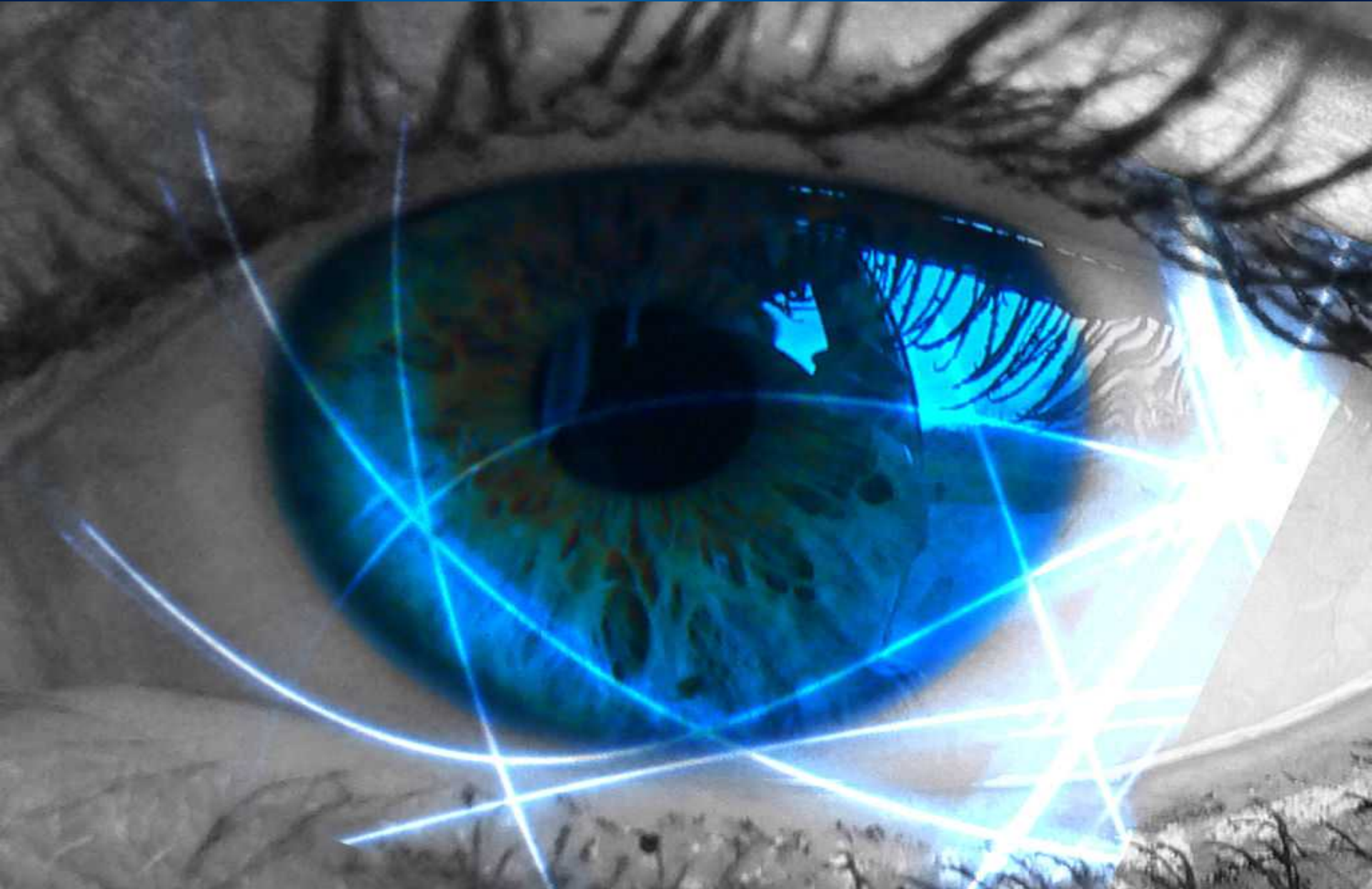


VASCO Solution Timeline





INNOVATION THROUGH INCUBATION





INNOVATION History

Single Function
Type



1860

Single Use
Office



1980

Multiple Use
Games, Office, Banking ...



1990





Repeats Itself

Single Function
Talk



1876

Single Use
Communicate



1992

Multiple Use
Games, Office, Banking ...

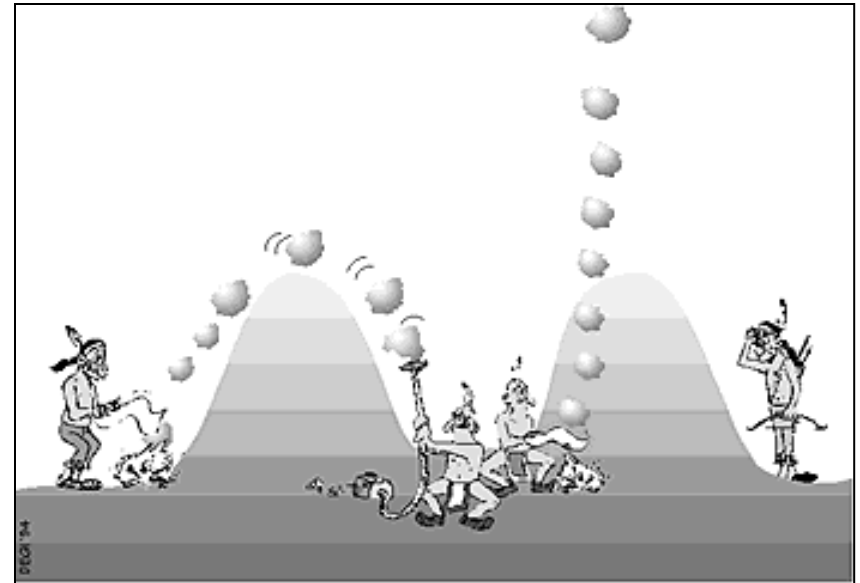
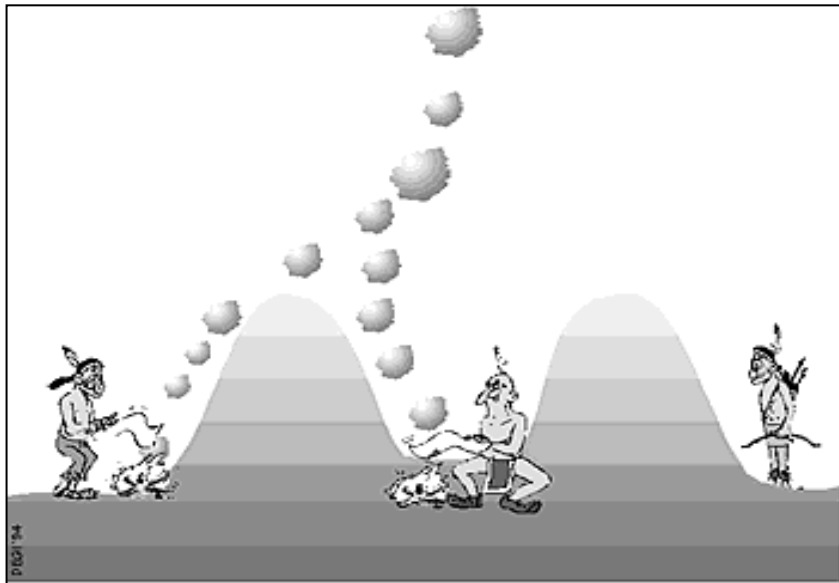
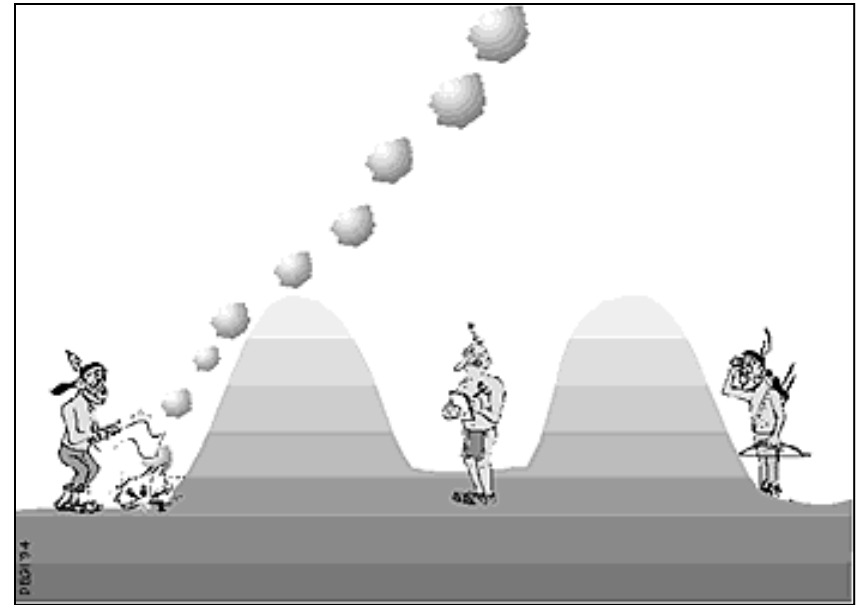
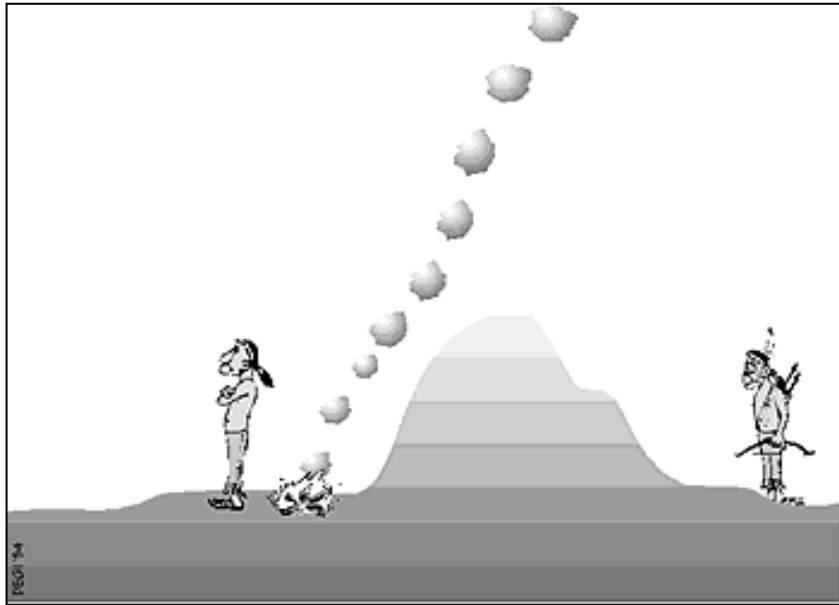


2010



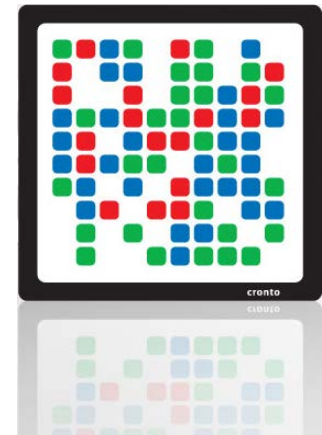


INNOVATION





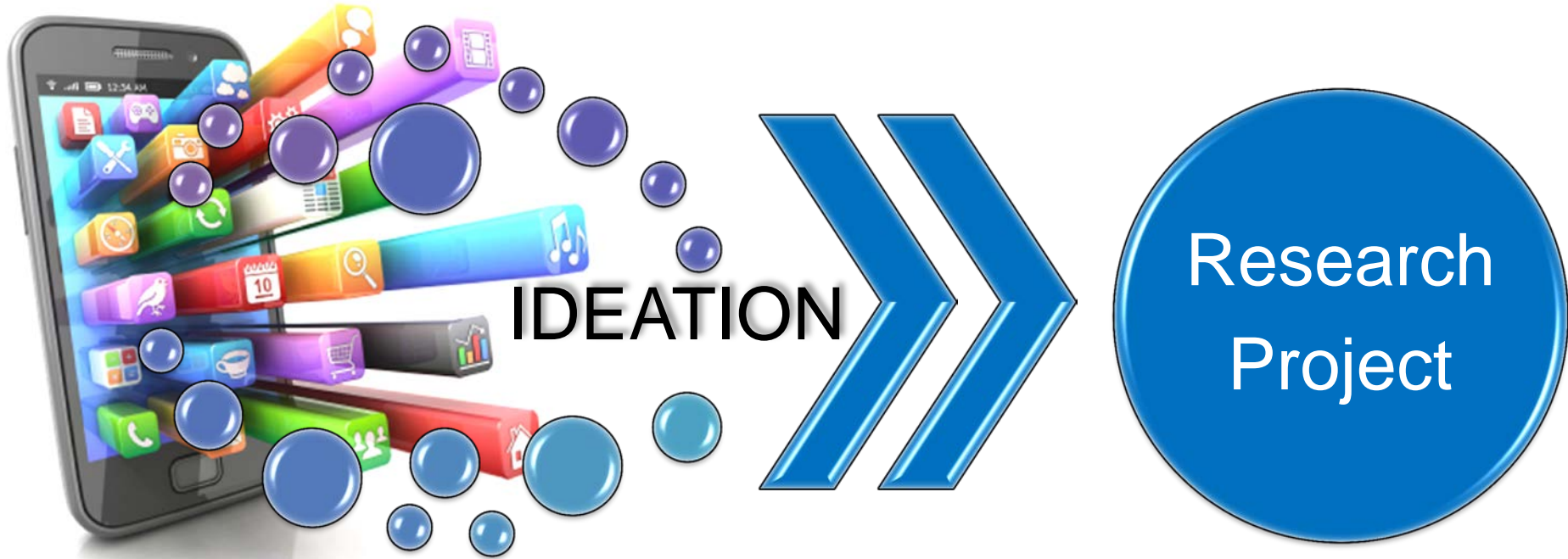
- Lean structure – small self containing groups (HUBS)
 - Entrepreneurial
 - P&L mindset
 - Internal (innovation) or External (incubation)
- Focus on business solutions for the next 2 to 5 years
 - Business models
 - Technology
 - IP





INNOVATION CENTER – Basic structure





3 weeks

3 years



Questions

