



**Celebrating 10 Years of MULTOS**  
on 4th March 2008, London



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# Company Overview

- **CPI Card Group is the North American industry leader in the manufacturing and personalization of plastic cards**
- **Through the use of specialized manufacturing facilities, CPI has the capabilities and capacities to service ALL segments of the plastic card marketplace**
- **CPI is comprised of three separate and unique companies**
  - **CPI Card Group – Colorado**
    - Specialized and highly secured facility servicing the banking market (Visa, MasterCard, American Express and Discover),
  - **CPI Card Group – Fort Wayne**
    - Specialized and highly secured facility servicing the banking market (Visa, MasterCard, American Express and Discover), specialized in short runs,
  - **CPI Card Group – Nevada,**
    - Specialized facility designed for the manufacturing and personalization of high volume non-association branded plastic card applications defined as gift cards, retail cards, health cards, loyalty cards and access control cards

# CPI History

- **20 Years in Business**
- **Pioneered the Use of UV Inks on Plastic Cards**
- **11% Compound Annual Growth Rate**
- **750 Million Cards Manufactured in 2007**
- **1989 Moved from San Diego to Los Angeles**
- **1995 Purchased Colorado Plasticard**
- **2004 Moved from Los Angeles to Las Vegas**
- **2008, Acquisition of Didier Printing in Fort Wayne**

# Colorado Overview

- Littleton, Colorado
- Manufactures secure cards (e.g., financial, smart, credit cards)
- Produces 4 mm cards per week
- Certified by Visa, MasterCard and Discover for branded gift card personalization
- Operates 24 hours a day, 7 days a week
- Expanded and renovated in 2005
- Service bureau added in 2006
- ISO 9001:2000 certified
- 70,000 sq. ft.
- 196 Employees



# Fort Wayne Overview

- Fort Wayne, Indiana
- Manufactures secure cards (e.g., financial, smart, credit cards)
- Produces 1 mm cards per week
- Certified by Visa, MasterCard and Discover
- Operates 24 hours a day, 7 days a week
- ISO 9001:2000 certified
- 35,000 sq. ft.
- 92 Employees
- Less than two weeks constant delivery time



# Nevada Overview

- North Las Vegas, Nevada
- Offers card manufacturing and personalization
- Produces 14 mm cards per week
- Services hotel, gaming, gift, identification and retail card markets
- Six Sigma manufacturing methodologies have been initiated
- Operates 24 hours a day, 6 days a week
- Established in 2004
- ISO 9001:2000 certified
- 156,000 sq. ft.
- 300 employees



# CPI Approach to Smart cards

- **CPI is a card specialist, investing in**
  - *Production technology,*
  - *Innovation*
  - *Production capacity*
- **CPI is partnering with specialist in**
  - *Operating systems,*
  - *Applets*
  - *Any specific consumable for smart cards*

# Our Partners

- **Chip manufacturers:**
  - *Atmel,*
  - *Infineon,*
  - *Inside Contactless,*
  - *NXP,*
  - *Renesas*
  - *Samsung*
  - *ST*
- **Operating Systems**
  - *Athena*
  - *KEBT*
  - *Keycorp*
  - *jNet*
- **Applets**
  - *Athena*
  - *Keycorp*
  - *Setecs*
  - *TecSec*

# Keycorp's relation

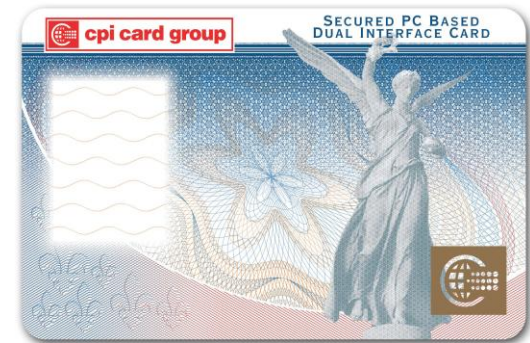
- **Perfect Match:**
  - *Activity: OS, Applets and services*
  - *product : range of products from SDA to DDA*
- **Technical**
  - *Support with customers*
  - *Product development*
- **Marketing**
  - *Aggressive and convincing offers for issuers*
  - *And Service bureaus*

# Financial Cards with Multos

- **7 years manufacturing Multos cards**
- **I4C, I4D, I4E and now I4F**
- **From StepOne 4k chips cards up to Dual Interface 80k**
- **Worldwide: Europe, North America, Latin America and Middle East**
- **Dual interface card manufacturing compatible with 4th line embossing and different shapes such as MC2.**

# ID Cards with Multos

- **Dual Interface cards for ID projects,**
- **Card construction meeting FIPS 201 requirements,**
- **PC based cards possible with security printing,**
- **Construction of cards compatible with Laser personalization,**
- **Solid support from Keycorp for the Applets**





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*Thanks!*

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