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**CPI Card Group Corporate Fact Sheet**

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**About CPI Card Group**

CPI Card Group is a leading provider in payment card production and related services, offering a single source for credit, debit, and prepaid debit cards including EMV® chip, personalization, instant issuance, fulfillment and mobile payment services. With more than 20 years of experience in the payments market and as a trusted partner to financial institutions, CPI's solid reputation of product consistency, quality, and outstanding customer service supports our position as a leader in the market. Serving our customers from ten card production and card service facilities throughout the United States, Canada and the United Kingdom, we have a leading network of eight high security facilities in the United States and Canada, each of which is certified by one or more of the payment card brands: Visa, MasterCard, American Express, Discover and Interac in Canada.

Our business has grown significantly over the past decade, both organically and through market relevant acquisitions, increasing geographic and market coverage, solutions offerings, and capacity.

We have completed six acquisitions since 2008 and have been selective in our acquisition activities, focusing on those businesses that we felt would enhance our existing end-to-end solutions, strengthen our market positions and customer base, help us enter attractive markets and verticals, and broaden our production capabilities.

Our most prominent acquisitions include the purchase in 2010 of certain assets of a leading provider of financial payment cards, data personalization services and tamper-evident security packaging for prepaid debit cards. We significantly enhanced our offering to prepaid debit card customers with the expanded utilization of the payment card brand networks. In 2014, we acquired a recognized leader in the financial technology industry that was named American Banker and BAI's FinTech Forward 100 in both 2013, 2014, and 2015. The acquisition enhanced our card services offering, added Card@Once® instant issuance, and expanded our end-to-end financial payment card solutions.

With the significant past investments made to our physical infrastructure and equipment platform in preparation for the EMV conversion, including information technology, human capital and equipment upgrades across our network of facilities, we believe that we continue to be well-positioned to capitalize on the continued growth in the Financial Payment Card market, and the U.S. market conversion to the Europay, Mastercard and Visa ("EMV") chip technology, which began in earnest in the second half of 2014 and is expected to continue over the next several years.

EMV is a registered trademark or trademark of EMVCo LLC in the United States and other countries.

**Leadership**

- Scott Scheirman, President and Chief Executive Officer
- Jay Arbabha, Chief Technology Officer
- Chris Bakke, Chief Accounting Officer
- Jason Bohrer, Sr. Vice President of Operations
- Nicholas Cahn, Managing Director—CPI Europe
- Lane Dubin, Sr. Vice President, Sales and Marketing
- Lillian Etzkorn, Chief Financial Officer
- Lisa Jacoba, Chief Human Resources Officer
- Anna Rossetti, President—CPI Card Group Canada

**Board of Directors**

- Scott Scheirman, President and Chief Executive Officer
- Bradley Seaman, Chairman of the Board
- Diane Fulton, Director
- Doug Pearce, Director
- Robert Pearce, Director
- Nicholas Peters, Director
- David Rowntree, Director
- Silvio Tavares, Director

**Key Financial Information**

CPI Card Group's stock is traded on the Nasdaq Global Select Market and the Toronto Stock Exchange (TSX) under the ticker symbol "PMTS."

**CPI Card Group Market Position – Management Estimates**

We believe we have a leading position in:

- the U.S. prepaid debit market (which represents the fastest growing subset of the Financial Payment Card market in the United States), serving several of the top U.S. Prepaid Debit Card program managers;
- the U.S. large issuer market, serving many of the largest U.S. debit and credit card issuers; and
- the U.S. small issuer market, which includes independent community banks and credit unions, driven by our strong relationships, capabilities and technologies.

**Strategic Acquisitions**

- Wm. A. Didier & Sons, Inc.: January 2008
- PCC: August 2008
- Metaca: October 2008
- Premier Card Solutions: March 2010
- ID Data, Limited: May 2012



- EFT Source, Inc.: September 2014

### **Intellectual Property**

We have developed and acquired significant intellectual property over our operating history and hold 18 U.S. patents, 14 foreign patents, as well as 13 pending U.S. and foreign patent applications, on our Financial Payment Card solutions, including patents on our tamper-evident security packaging used by our customers that have Prepaid Debit Card and instant issuance offerings.

### **Employees**

CPI is headquartered near Denver, Colorado, and has 1,308 employees worldwide, as of December 31, 2016.

### **Corporate Headquarters**

#### United States

Colorado — Corporate  
10026 W. San Juan Way, Suite 200  
Littleton, CO 80127  
Tel: 720-285-1080

### **Products and Services**

- Debit, credit and prepaid debit cards
- Contact EMV, dual-interface EMV and magnetic stripe formats
- Personalization and fulfillment
- Tamper-evident security packaging
- Instant issuance services
- Print-on-demand prepaid services

### **Market Highlights**

- Diverse customer base with over 4,000 customers
- Serve many of the top 20 U.S. credit and debit card issuers
- Leading position in small financial card issuer market (community banks and credit unions)
- Serve several of the top five prepaid debit program managers



### **Membership**

- International Card Manufacturing Association (ICMA)
- Smart Card Alliance
- EMVCo Technical Associates
- EMV Migration Forum
- FIDO Alliance

### **Awards/Recognition**

- Smart Card Alliance Center of Excellence Award (2013, 2014, 2015)
- ICMA ACE Accreditation: To date, CPI Card Group has graduated 82 individuals from the ICMA's Advanced Card Education Designation M (ACE-M), the most of any company in the world.
- American Banker and BAI Fintech Forward (2015)