



Getting from \$20M to \$400M

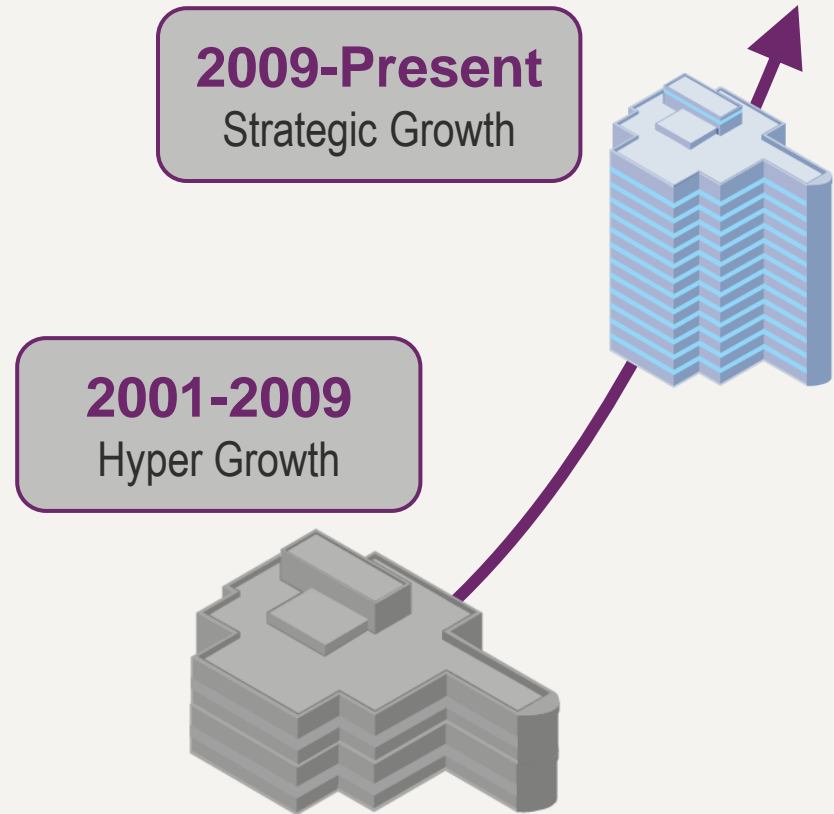
Challenges and Opportunities for Growth

 SafeNet.® +  gemalto[✦]

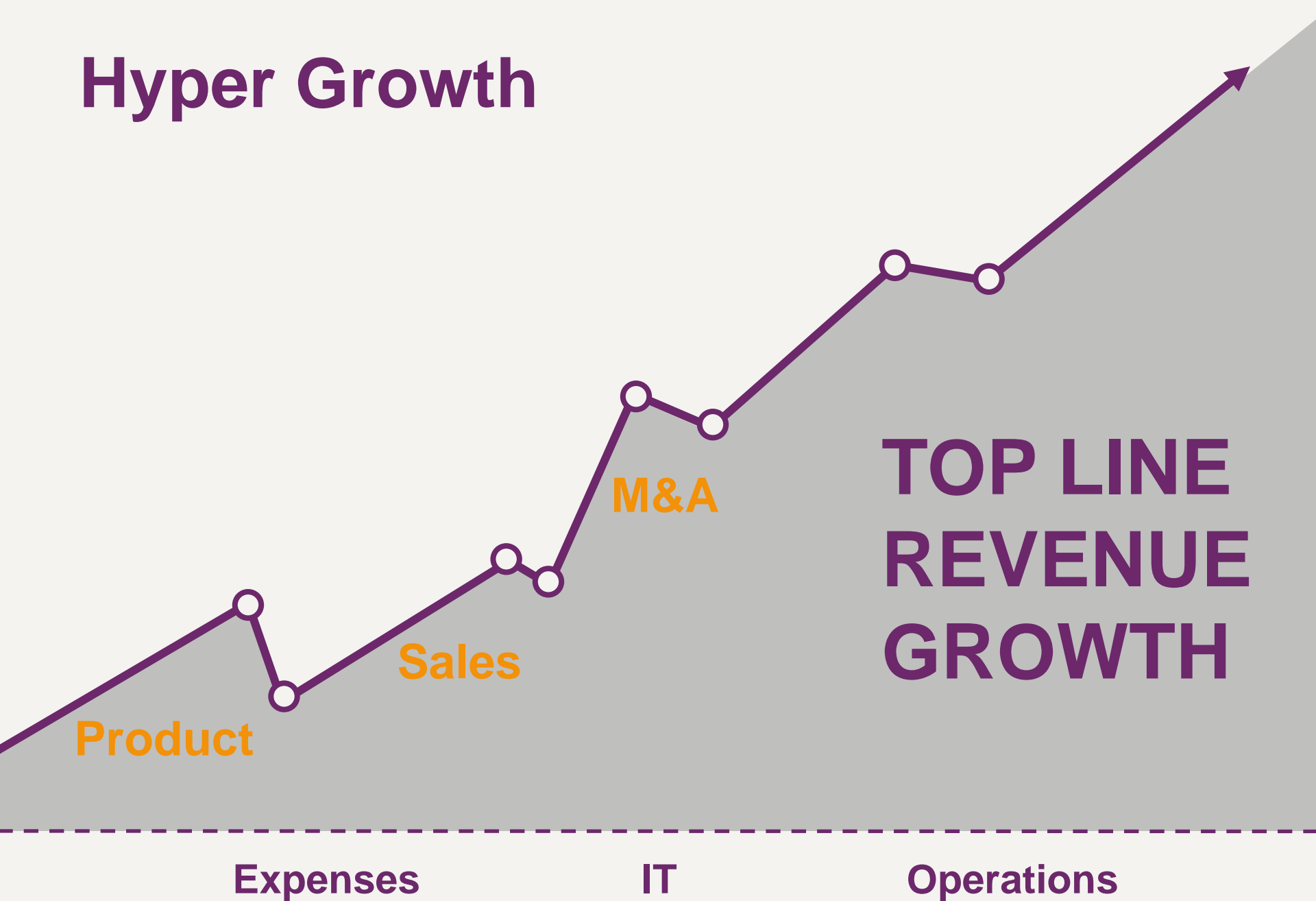


SafeNet

Our Evolution



Hyper Growth



The “Oh S#*@” Moment



ROI Pressure Kicks In

Are You Delivering Value to Investors



**Show Me
the Money!**



Strategic Growth

Finding the Right Balance



Appealing To The Executive Need

Only one thing matters ...
revenue growth



All these acquisitions,
we need to **focus on the
customer experience**



Operational efficiency
is the name of the game



- ✓ *Competitive Business Models*
- ✓ *Revenue Protection*
- ✓ *Licensing Flexibility*
- ✓ *Customer Transparency*
- ✓ *Automation*
- ✓ *Centralization*

