

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934  
FOR THE QUARTERLY PERIOD ENDED JUNE 30, 1999

or

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934 FOR THE TRANSITION PERIOD FROM  
\_\_\_\_\_ TO \_\_\_\_\_

Commission file number 000-24389

VASCO Data Security International, Inc.  
(Exact Name of Registrant as Specified in Its Charter)

DELAWARE 36-4169320  
(State or Other Jurisdiction of (I.R.S. Employer  
Incorporation or Organization) Identification No.)

1901 South Meyers Road, Suite 210  
Oakbrook Terrace, Illinois 60181  
(Address of Principal Executive Offices)(Zip Code)

Registrant's telephone number, including area code: (630) 932-8844

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

As of August 13, 1999, 24,647,005 shares of the Company's Common Stock, \$.001 par value per share ("Common Stock"), were outstanding.

This report contains the following trademarks of the Company, some of which are registered: VASCO, AccessKey, VACMan Server and VACMan/CryptaPak, AuthentiCard and Digipass.

VASCO Data Security International, Inc.  
Form 10-Q  
For The Three Months Ended June 30, 1999

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## PART I. FINANCIAL INFORMATION

## Item 1. Consolidated Financial Statements

VASCO Data Security International, Inc.  
Consolidated Balance Sheets

	December 31, 1998	June 30, 1999 (Unaudited)
ASSETS		
Current assets:		
Cash	\$ 1,523,075	\$ 3,658,704
Accounts receivable, net of allowance for doubtful accounts of \$55,000 and \$87,000 in 1998 and 1999, respectively	3,376,218	2,287,028
Inventories, net	1,272,327	1,337,609
Prepaid expenses	692,326	1,139,470
Deferred income taxes	83,000	83,000
Other current assets	277,322	371,992
	-----	-----
Total current assets	7,224,268	8,877,803
Property and equipment		
Furniture and fixtures	580,427	611,889
Office equipment	468,975	617,583
	-----	-----
	1,049,402	1,229,472
Accumulated depreciation	(691,806)	(764,380)
	-----	-----
	357,596	465,092
Goodwill, net of accumulated amortization of \$327,000 and \$392,000 in 1998 and 1999	575,211	510,755
Other assets	943,821	2,602,333
	-----	-----
Total assets	\$ 9,100,896	\$ 12,455,983
	=====	=====
LIABILITIES AND STOCKHOLDERS' EQUITY (DEFICIT)		
Current liabilities:		
Current maturities of long-term debt	\$ 6,528,867	\$ 475,465
Accounts payable	1,144,506	724,740
Customer deposits	519,585	150,303
Other accrued expenses	2,117,599	1,995,550
	-----	-----
Total current liabilities	10,310,557	3,346,058
Long-term debt, including stockholder note of \$5,000,000 in 1998 and 1999	8,435,903	8,431,734

Stockholders' equity (deficit):		
Common stock, \$.001 par value - 75,000,000 shares authorized; 20,805,697 shares issued and outstanding in 1998; 24,647,005 shares issued and outstanding in 1999	20,806	24,647
Additional paid-in capital	9,797,068	21,410,181
Accumulated deficit	(19,550,419)	(20,943,313)
Accumulated other comprehensive income- cumulative translation adjustment	86,981	186,676
	-----	-----
Total stockholders' equity (deficit)	(9,645,564)	678,191
	-----	-----
Total liabilities and stockholders' equity (deficit)	\$ 9,100,896	\$ 12,455,983
	=====	=====

See accompanying notes to consolidated financial statements.

VASCO Data Security International, Inc.  
Consolidated Statements of Operations  
(Unaudited)

	Three months ended June 30,		Six months ended June 30,	
	1998	1999	1998	1999
	----	----	----	----
Net revenues	\$ 3,524,762	\$ 4,450,698	\$ 6,137,729	\$ 8,759,241
Cost of goods sold	1,655,593	1,713,563	2,877,416	3,549,421
	-----	-----	-----	-----
Gross profit	1,869,169	2,737,135	3,260,313	5,209,820
Operating costs:				
Sales and marketing	1,046,527	1,320,518	1,929,140	2,646,237
Research and development	390,532	469,481	827,966	1,173,230
General and admin	418,153	737,745	993,942	1,596,760
	-----	-----	-----	-----
Total operating costs	1,855,212	2,527,744	3,751,048	5,416,227
Operating income (loss)	13,957	209,391	(490,735)	(206,407)
Interest expense	(670,015)	(192,009)	(879,585)	(415,457)
Other expense, net	(86,693)	(349,308)	(101,155)	(409,986)
	-----	-----	-----	-----
Loss before income taxes	(742,751)	(331,926)	(1,471,475)	(1,031,850)
Provision for income taxes	121,969	56,862	131,343	361,044
	-----	-----	-----	-----
Net loss available to common stockholders	\$ (864,720)	\$ (388,788)	\$(1,602,818)	\$(1,392,894)
	=====	=====	=====	=====
Basic and diluted net loss per common share	\$ (0.04)	\$ (0.02)	\$ (0.08)	\$ (0.06)
	=====	=====	=====	=====
Weighted average common shares outstanding	20,322,151	24,049,770	20,363,002	22,538,597
	=====	=====	=====	=====

See accompanying notes to consolidated financial statements.

VASCO Data Security International, Inc.  
 Consolidated Statements of Comprehensive Income  
 (Unaudited)

	Three months ended		Six months ended	
	June 30,		June 30,	
	1998	1999	1998	1999
Comprehensive income:	----	----	----	----
Net loss	\$(864,720)	\$(388,788)	\$(1,602,818)	\$(1,392,894)
Other comprehensive income- cumulative translation adj	275,195	233,934	104,952	99,695
	-----	-----	-----	-----
Comprehensive loss	(589,525)	(154,854)	(1,497,866)	(1,293,199)
	=====	=====	=====	=====

See accompanying notes to consolidated financial statements.

VASCO Data Security International, Inc.  
 Consolidated Statements of Cash Flows  
 (Unaudited)

For the six months ended June 30,  
 1998                      1999  
 ----                      ----

Cash flows from operating activities:		
Net loss	\$ (1,602,818)	\$ (1,392,894)
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation and amortization	494,719	519,144
Interest paid in shares of common stock	-	78,750
Gain on sale of fixed assets	-	(16,096)
Changes in assets and liabilities:		
Accounts receivable, net	272,861	1,089,190
Inventories, net	(553,237)	(65,282)
Other current assets	(693,246)	(493,306)
Accounts payable	(367,557)	(419,766)
Customer deposits	2,442	(369,282)
Other accrued expenses	258,897	(122,049)
Prepayment of royalties	-	(1,100,000)
Net cash used in operations	(2,187,939)	(2,291,591)
Cash flows from investing activities:		
Acquisition of SecureWare/DMIC	-	(316,437)
Additions to property and equipment	(159,765)	(180,070)
Net cash used in investing activities	(159,765)	(496,507)
Cash flows from financing activities:		
Proceeds from exercise of stock options	-	93,625
Net proceeds from sales of common stock	115,347	10,787,978
Proceeds from issuance of debt	3,027,578	-
Repayment of debt	(552,237)	(6,057,571)
Net cash provided by financing activities	2,590,688	4,824,032
Effect of exchange rate changes on cash	104,952	99,695
Net increase in cash	347,936	2,135,629
Cash, beginning of period	1,897,666	1,523,075
Cash, end of period	\$ 2,245,602	\$ 3,658,704
	=====	=====
Supplemental disclosure of cash flow information:		
Interest paid	\$ 175,901	\$ 489,977
Income taxes paid	\$ 133,014	\$ 266,170
Supplemental disclosure of investing activity:		
Stock issued for acquisition	\$ -	\$ 698,300

See accompanying notes to consolidated financial statements.

VASCO Data Security International, Inc.  
Notes to Consolidated Financial Statements

Note 1 - Basis of Presentation

The accompanying unaudited consolidated financial statements include the accounts of VASCO Data Security International, Inc. and its subsidiaries (collectively, the "Company") and have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission regarding interim financial reporting. Accordingly, they do not include all of the information and notes required by generally accepted accounting principles for complete financial statements and should be read in conjunction with the audited consolidated financial statements included in the Company's Annual Report on Form 10-K for the year ended December 31, 1998.

In the opinion of management, the accompanying unaudited consolidated financial statements have been prepared on the same basis as the audited consolidated financial statements, and include all adjustments, consisting only of normal recurring adjustments, necessary for the fair presentation of the results of the interim periods presented. The operating results for the interim periods presented are not necessarily indicative of the results expected for a full year.

Note 2 - Exchange Offer

VASCO Data Security International, Inc. ("VDSI Inc.") was organized in 1997 as a subsidiary of VASCO Corp., a Delaware corporation ("VASCO Corp."). Pursuant to an exchange offer ("Exchange Offer") by VDSI Inc. for securities of VASCO Corp. that was completed March 11, 1998, VDSI Inc. acquired 97.7% of the outstanding common stock of VASCO Corp. Consequently, VASCO Corp. became a subsidiary of VDSI Inc., with certain VASCO Corp. shareholders holding the remaining 2.3% of the VASCO Corp. common stock representing a minority interest. On October 28, 1998, VASCO Corp. was merged with and into the Company and VASCO Corp. ceased to exist.

Note 3 - Acquisition

On May 3, 1999, the Company announced that it has acquired the global assets of SecureWare, a prominent French security software firm. SecureWare's focus is on developing security solutions for every leading operating system \_ including Windows NT, UNIX, IBM's S/390 and AS/400, Tandem, Digital, Stratus, Hewlett-Packard, and Sun Solaris, among others. The purchase price of \$1.5 million was paid in a combination of cash and common stock.



Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

VDSI Inc. designs, develops, markets and supports open standards-based hardware and software security systems which manage and secure access to data.

The following discussion is based upon VDSI Inc.'s consolidated results of operations for the three and six months ended June 30, 1999 as compared to VASCO Corp.'s consolidated results of operations for the three and six months ended June 30, 1998. See "Note 2 - Exchange Offer." References to the "Company" or "VDSI Inc." represent the consolidated entity. References to "VASCO NA" represent the North American operations, including VDSI, Inc., VASCO Corp., and VDS. References to "VASCO Europe" mean the operations of Lintel Security, VASCO Data Security nv/sa and VASCO Data Security Europe.

Cautionary Statement for Purposes of the "Safe Harbor" Provisions of the Private Securities Litigation Reform Act of 1995

This Quarterly Report on Form 10-Q, including the "Management's Discussion and Analysis of Financial Condition and Results of Operations," contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 concerning, among other things, the prospects, developments and business strategies for the Company and its operations, including the development and marketing of certain new products and the anticipated future growth in certain markets in which the Company currently markets and sells its products or anticipates selling and marketing its products in the future. These forward-looking statements (i) are identified by their use of such terms and phrases as "expected," "expects," "believe," "believes," "will," "anticipated," "emerging," "intends," "plans," "could," "may," "estimates," "should," "objective," and "goals" and (ii) are subject to risks and uncertainties and represent the Company's present expectations or beliefs concerning future events. The Company cautions that the forward-looking statements are qualified by important factors that could cause actual results to differ materially from those in the forward-looking statements, including (a) risks of general market conditions, including demand for the Company's products and services, competition and price levels and the Company's historical dependence on relatively few products, certain suppliers and certain key customers, and (b) risks inherent to the computer and network security industry, including rapidly changing technology, evolving industry standards, increasing numbers of patent infringement claims, changes in customer requirements, price competitive bidding, changing government regulations and potential competition from more established firms and others. Therefore, results actually achieved may differ materially from expected results included in, or implied by these statements.

Comparison of Three and Six Months Ended June 30, 1998 and June 30, 1999

The following discussion and analysis should be read in conjunction with the Company's Consolidated Financial Statements for the three and six months ended June 30, 1998 and 1999.

Revenues

Revenues for the three months ended June 30, 1999 were \$4,451,000, an increase of \$926,000, or 26%, as compared to the three months ended June 30, 1998. This increase can be attributed to new customers and add-on orders for the Company's flagship products, Digipass 300 and Digipass 500, as well as the newly introduced Digipass 100, 600 and 700.

For the six months ended June 30, 1999, revenues increased 43% to 8,759,000 from \$6,138,000 in 1998. Again, the Company continues to enter new markets and applications for its products, as well as enjoys a loyalty from its current customers in the form of additional orders.

Cost of Goods Sold

Cost of goods sold for the three months ended June 30, 1999 was \$1,714,000, an increase of \$58,000, or 4%, as compared to the three months ended June 30, 1998. This increase is consistent with the increase in revenues for the same period, but is further accentuated by the savings being realized through efficiencies in the manufacturing process and redesign of the products.

For the six months ended June 30, 1999, cost of goods sold increased 23% to \$3,549,000 from \$2,877,000 in 1998. This increase is consistent with the increase in revenues for the same period.

Gross Profit

The Company's gross profit for the three months ended June 30, 1999 was \$2,737,000, an increase of \$868,000, or 46%, as compared to the three months ended June 30, 1998. This represents a gross margin of 61%, as compared to 53% for the same period of 1998. This increase can be attributed to efficiencies in the design of the products, which resulted in reduced third-party manufacturing costs.

For the six months ended June 30, 1999, gross profit was \$5,210,000, an increase of \$1,950,000, or 60%, as compared to 1998. This represents a gross margin of 59% as compared to 53% for the same period in 1998.

## Sales and Marketing Expenses

Sales and marketing expenses for the three months ended June 30, 1999 were \$1,321,000, an increase of \$274,000, or 26%, over the three months ended June 30, 1998. Selling and marketing expenses also increased 37% in the first six months of 1999 to \$2,646,000 from \$1,929,000 in the first six months of 1998. The increase is attributed to increased sales efforts including, in part, increased travel costs and an increase in marketing activities, including the development of a company-wide marketing program and other efforts. Additionally, the Company continues to invest in its Customer Support infrastructure, which becomes more and more important as our client base continues to expand.

## Research and Development

Research and development costs for the three months ended June 30, 1999 were \$469,000, an increase of \$79,000, or 20%, as compared to the three months ended June 30, 1998. Research and development costs increased 42% in the first six months of 1999 to \$1,173,000 from \$828,000 in the first six months of 1998. The increase is due to the addition of R&D personnel, in both the U.S. and Europe.

## General and Administrative Expenses

General and administrative expenses for the three months ended June 30, 1999 were \$738,000, an increase of \$320,000, or 77%, compared to the three months ended June 30, 1998. General and administrative expenses increased 61% in the first six months of 1999 to \$1,597,000 from \$994,000 in the first six months of 1998. This increase is due to the addition of administrative support staff and legal fees associated with a lawsuit that was settled earlier in 1999.

## Interest Expense

Interest expense for the three months ended June 30, 1999 was \$192,000, compared to \$670,000, a decrease of 71% over the same period of 1998. Interest expense decreased 53% in the first six months of 1999 to \$415,000 from \$880,000 in the first six months of 1998. This decrease is due to a reduction in the debt base, facilitated by the Private Placement that occurred in April 1999.

## Operating Loss

The Company's operating income for the three months ended June 30, 1999 was \$209,000, compared to \$14,000 for the three months ended June 30, 1998. The Company had an operating loss of \$206,000 for the first six months of 1999, as compared to \$491,000 for the first six months of 1998, a decrease of 58%.

## Income Taxes

Income tax expense for the three months ended June 30, 1999 was \$57,000, compared to \$122,000 for the three months ended June 30, 1998. For the six months ended June 30, 1999, income tax expense totaled \$361,000, compared to expense of \$131,000 for the same period in 1998. All of these taxes are attributable to the Company's European operations.

## Liquidity and Capital Resources

Since inception, the Company has financed its operations through a combination of the issuance and sale of equity securities, private borrowings, short-term commercial borrowings, cash flow from operations, and loans from Mr. T. Kendall Hunt, its Chairman of the Board, and one of the stockholders of the Company's original corporate predecessor.

The Company's cash and cash equivalents were \$3,659,000 at June 30, 1999, which is an increase of approximately \$2,136,000 from \$1,523,000 at December 31, 1998. As of June 30, 1999, the Company had working capital of \$5,532,000. During the second quarter of 1999, the Company used the cash provided by operations principally for working capital needs.

Capital expenditures during the first six months of 1999 were \$180,000 and consisted primarily of computer equipment and office furniture and fixtures. The Company acquired a French company, SecureWare in May 1999 for \$1,500,000. Payment was made in both stock and cash, with payments being spread over 12 months.

In April 1999, the Company completed a private placement on Common Stock in the amount of \$11.5 million. The transaction represented a sale of the Company's Common Stock to European institutional investors at a price of \$3.50 per share. A total of 3,285,714 shares of Common Stock were issued as a part of this transaction. The Company believes that its current cash balances and anticipated cash generated from operations will be sufficient to meet its anticipated cash needs through June 2000. Continuance of the Company's operations beyond June 2000, however, will depend on the Company's ability to generate positive cash flow from operations and obtain adequate financing. The Company has entered into engagement letters with Artesia Bank and Bank DeGroof for a possible future public offering.

## Year 2000 Considerations

Many existing computer systems and software products are coded to accept only two digit entries in the date code field with respect to year. With the year 2000 less than one year away, the date code field in these systems and products must be adjusted to allow for a four digit year of otherwise modified so that they recognize "00" to indicate the year 2000 rather than the year 1900. Based upon its current assessments, which are based in part on certain representations of third party service and product providers, the Company does not expect that it will experience a significant disruption of its operations as a result of the Year 2000.

The Company plans to continue to identify, assess and to resolve all material Year 2000 issues by the end of 1999. The Company is developing contingency plans to address significant internal and external Year 2000 issues as they are identified. These contingency plans are expected to be complete by the end of 1999. Even with the effort to address the Year 2000 issue made by the Company to date, there can be no assurance that the systems of other entities on which the Company relies, including the Company's internal systems and proprietary software, will be remediated in a timely fashion, or that a failure to remediate by another entity and/or the Company, would not have a material effect on the Company's results of operations.

The Company has incurred approximately \$150,000 to date in addressing Year 2000 issues, and believes that no additional material expenses will be incurred related to the Year 2000 issue. The Company has completed its assessment of products and mission critical systems for Year 2000 readiness and believes no material expenses will be incurred in the future.

Additionally, the Company believes that the purchasing patterns of customers and potential customers may be affected by the Year 2000 issues as companies expend significant resources to upgrade their current software systems for Year 2000 compliance. This, in turn, could result in reduced funds available to be spent on other technology applications, such as those offered by the Company, which could have a material adverse effect on the Company's business and results of operations.

## PART II. OTHER INFORMATION

### Item 1. Legal Proceedings

On April 6, 1999, Security Dynamics Technologies, Inc., RSA Data Security, Inc., the Company and VASCO Data Security, Inc. announced settlement on confidential terms of the claims that each of the companies had raised in litigation filed last year.

Item 4. Submission of Matters to a Vote of Securityholders.

The following matters were submitted to a vote of Securityholders at the annual meeting held on June 15, 1999 (total shares eligible to vote - 24,640,379; total shares voted - 21,213,979):

1) Election of Directors (June 1999 - June 2000)

Name	For	Against	Abstain
Michael Cullinane	21,172,166	-	41,813
Christian Dumolin	21,171,666	-	42,313
Pol Hauspie	21,172,666	-	41,313
Mario Houthoof	21,171,666	-	42,313
T. Kendall Hunt	21,171,666	-	42,313
F. David Laidley	21,172,666	-	41,313
Michael Mulshine	21,171,666	-	42,313

2) Appointment of KPMG LLP as the Company's independent accountants for 1999:

For	Against	Abstain
21,205,279	8,600	100

3) Approval of the Amended and Restated 1997 Stock Compensation Plan:

For	Against	Abstain	Delivered-not voted
16,329,404	203,738	135,813	4,545,024

Item 5. Other Information.

On June 16, 1999, the Company announced that Mario Houthoof was appointed to the position of President and CEO of the parent company, VASCO Data Security International, Inc., and its U.S. subsidiary, VASCO Data Security, Inc. Mr. Houthoof also retains the position of Managing Director of the company's Belgian subsidiary, VASCO Data Security nv/sa (VASCO Europe).

Item 6. Exhibits and Reports on Form 8-K

a) The following exhibits are filed with this Form 10-Q or incorporated by reference as set forth below:

Exhibit Description  
Number

27 Financial Data Schedule.

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b) Reports on Form 8-K

No reports on Form 8-K have been filed by the Registrant during the quarter ended June 30, 1999.

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the undersigned, thereunto duly authorized, on August 13, 1999.

VASCO Data Security International, Inc.

/s/ Mario R. Houthoof

Mario R. Houthoof  
Chief Executive Officer and President

/s/ Gregory T. Apple

Gregory T. Apple  
Vice President and Treasurer  
(Principal Financial Officer and  
Principal Accounting Officer)

EXHIBIT INDEX

Exhibit Description  
Number

27 Financial Data Schedule.





6-MOS  
DEC-31-1999  
JUN-30-1999  
3,658,704  
0  
2,374,028  
87,000  
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8,759,241  
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