

Confidential

Primagest, Inc. Company Introduction



Primagest, Inc.
Kawasaki, Japan

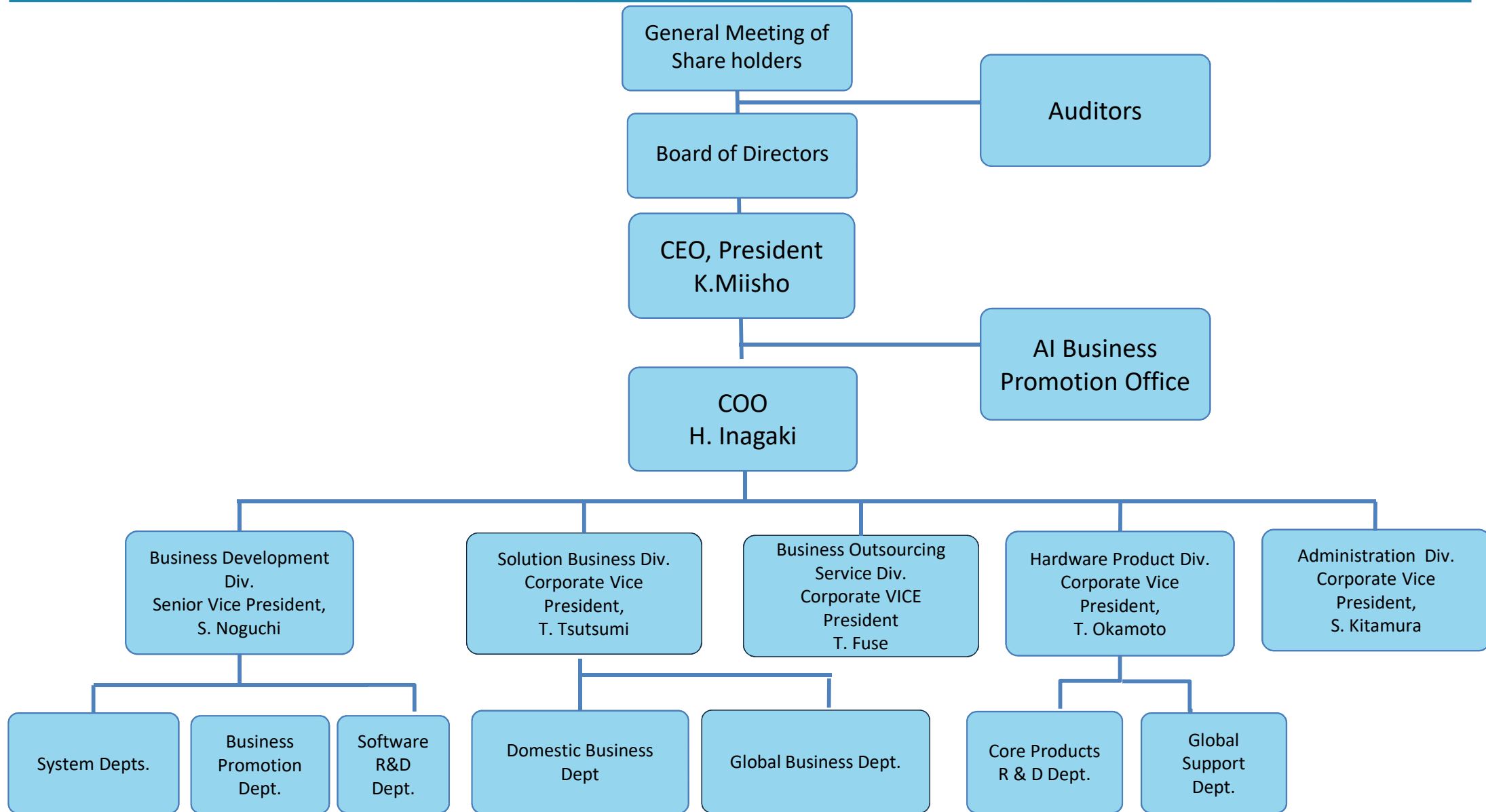
Nov 27, 2018

Primagest Overview

- Headquarters: Solid Square East Tower 12F in Kawasaki, Japan
- CEO: Kiyohiro Miisho
- Revenue: JPY 16.3 B = BATT 4.74 B (achievement in the year ended Dec. 31, 2017)
- Number of Employees: 571 (as of Dec. 31, 2017) or 2,232 (incl. BPO operators)
- Hubs:
 - Offices : Kawasaki (Headquarters), Osaka and Nagoya (Branches)
 - Support Hubs : Sapporo, Sendai, Omiya, Kyoto, Hiroshima, Takamatsu, Fukuoka
 - BPO Center : Yokohama P2I, OmiyaP2I, Tokyo DPC, etc.
- Corporate History:
 - 1968 founded as Recognition Equipment, Inc. (Japan Branch: Recognition Japan Inc.)
 - 1992 launched into workflow software business
 - 1995 BancTec, Inc. acquired Recognition Equipment, Inc.
 - 1998 changed the company name to BancTec Japan, Inc.
 - 2002 became independent from BancTec International by MBO
 - 2003 established scanner production system
 - established a P2I (Paper to Image) center in Yokohama, and started BPO business
 - 2006 IPO at JASDAQ
 - 2007 expanded sales network into Asian markets
 - 2009 obtained ISO9001 & ISO 27001 certification.
 - 2010 delisted by Management and Employee Buyout.
 - 2012 company name change to Primagest Inc. (PGI) from BancTec Japan, Inc.
 - 2015 formally started Global Business Dept.
 - 2017 accepts an investment from ORIX Corporation, and enters into ORIX Group



Organization Chart



Business Overview

The Primagest business stands on three pillars, Scanner Manufacturing, System Integration, and BPO service. And Primagest has been assisting customers' business from consulting, system integration, installation, operation, and to maintenance with a consistent service structure. Utilizing know-how acquired by System Integration, the BPO service realizes more efficient business operations.

Hardware Solution

■ ImageValue - High Speed Color Image Scanner

The world No1 High Speed High Productive Scanner, 600 A4 papers / minuet, is made in Japan. Primagest provides from manufacturing to maintenance as a hardware vendor, has shipped more than 700 sets in Japan, Korea, and Taiwan, used in back offices of financial, utility, and distribution industries. Its open track structure accommodates various-size papers in a batch, and does not damage original documents. Also it creates crisp images, leading to the best visibility, for example better Hanko / Seal comparison.

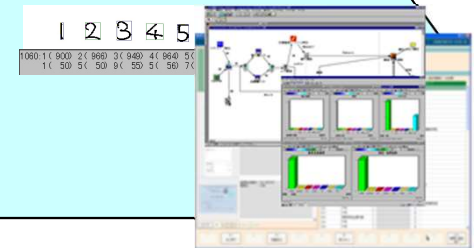


Software Solution

- XDR-III - Recognizing Forms & Characters
- IPM/BRMS - Process Optimization, Workflow Management, Contents Management, Automatic Decision Making

XDR-III realizes Form Recognition from images, and OCR/Barcode Recognition automatically. And IPM, the process control tool, divides and simplifies customer's production process to enhance its productivity and speed by parallel processing, also provides a PDCA cycle, leading to continuous business process Kaizen.

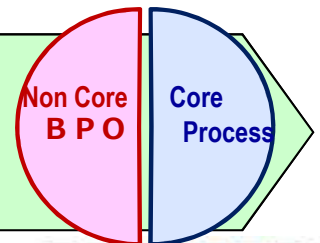
BRMS tool lets a process respond to business changes quickly, makes business process agile and flexible. Visibility of business rules optimizes and automates business decision, which reduces non-core process time, and assists customers to concentrate core business.



BPO Solution

- P2I - Scanning Service, Entry Service, and Checking Service
- Customer Specific Process - Exception Handling Service, and etc.

Primagest handles customer's existing non-core business to decrease the customer cost, and enable the customer focus on their core business, improve their productivity, and make more profits.



Hardware product lineup

Primagest has shipped the fastest scanner & sorter to the world.

- The world's fastest scanner & sorter
- Scan 100 million sheets per day total
- Locate at back-offices in finance, utility, transport
- maintained by Primagest
- designed and produced by ,
quickly responding to the customer needs

Scanner & Sorter Product lineup

'ImageValue 20 Scanner'



Transports various-size, and light or heavy papers.
• High production because of JAM-less

A4:300~600 papers / minute

'ImageValue 20 Sorter'



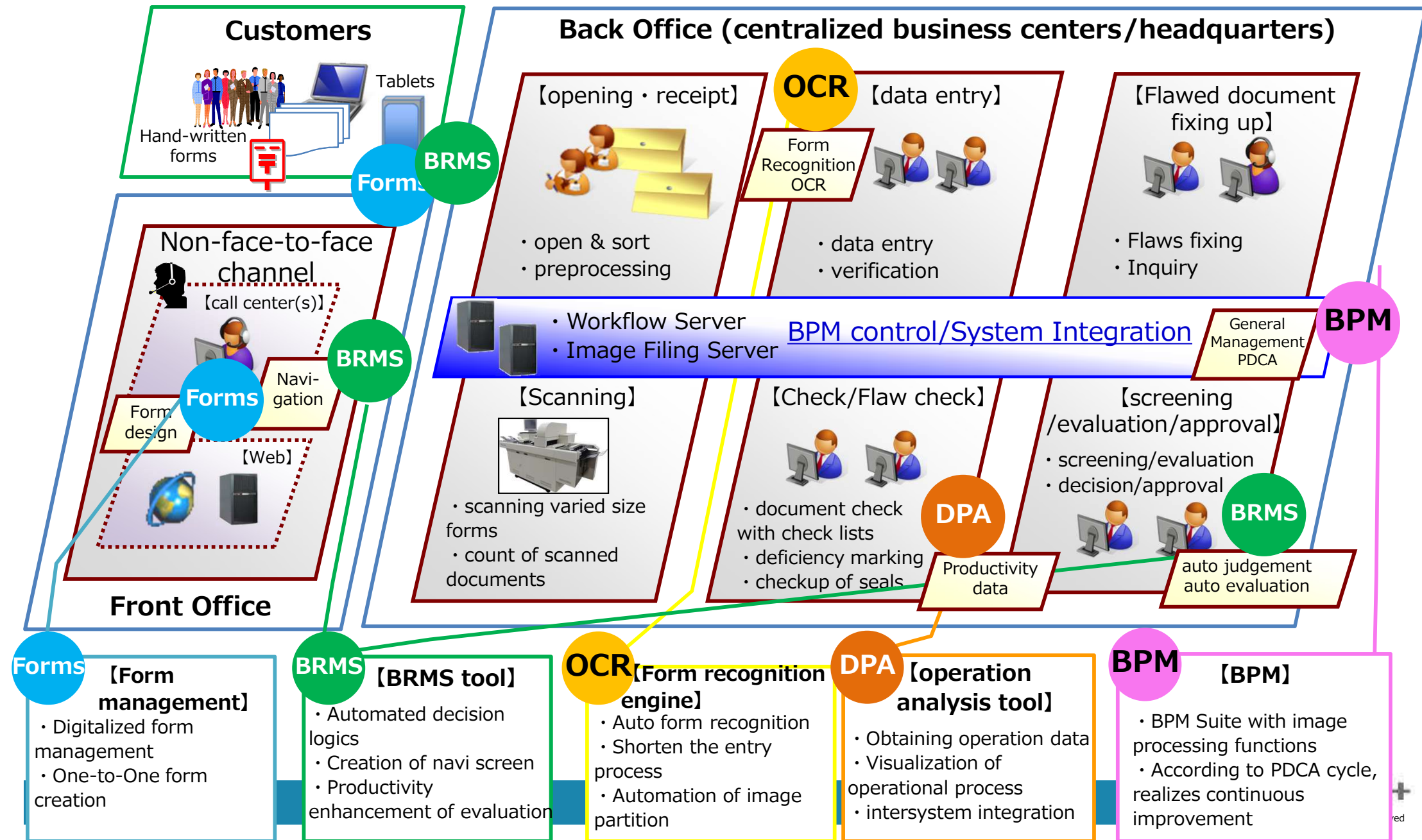
A4:300~450 papers / minute

'Reader Sorter E-Series'



600~1,150 small papers / minute

Software product lineup mapping



Realize the Efficient operation from PGI

- Reduce the personal expenses and human error from Powerful Scanners and High performance system.

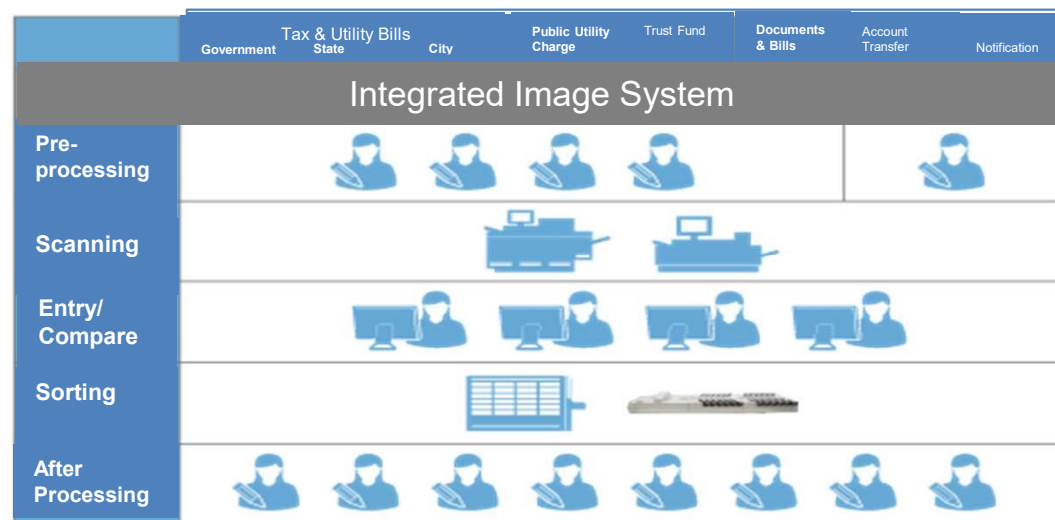
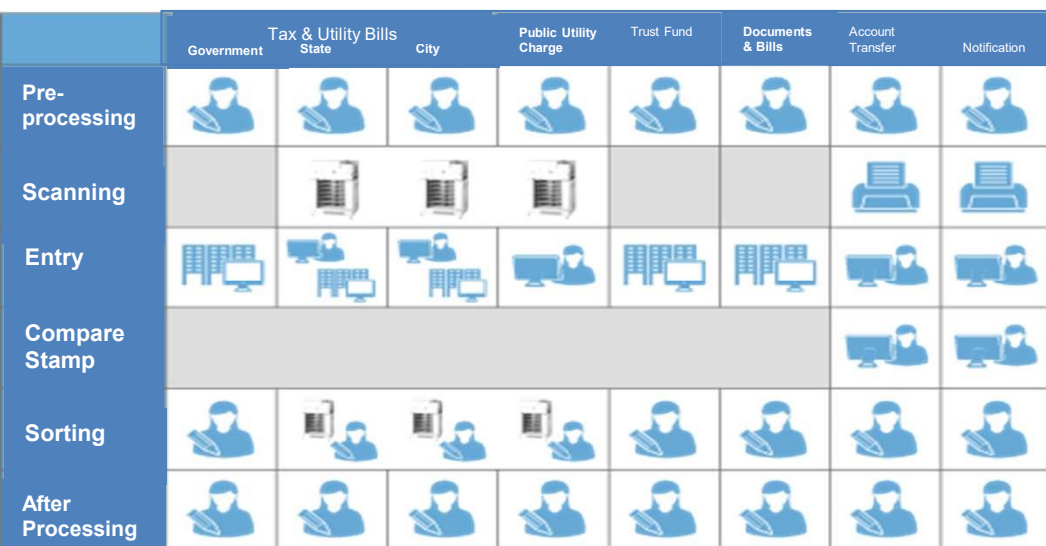
As is

- Need many operators for each work
- Need many numbers of computer and hardware
- Including risk by human error



To Be

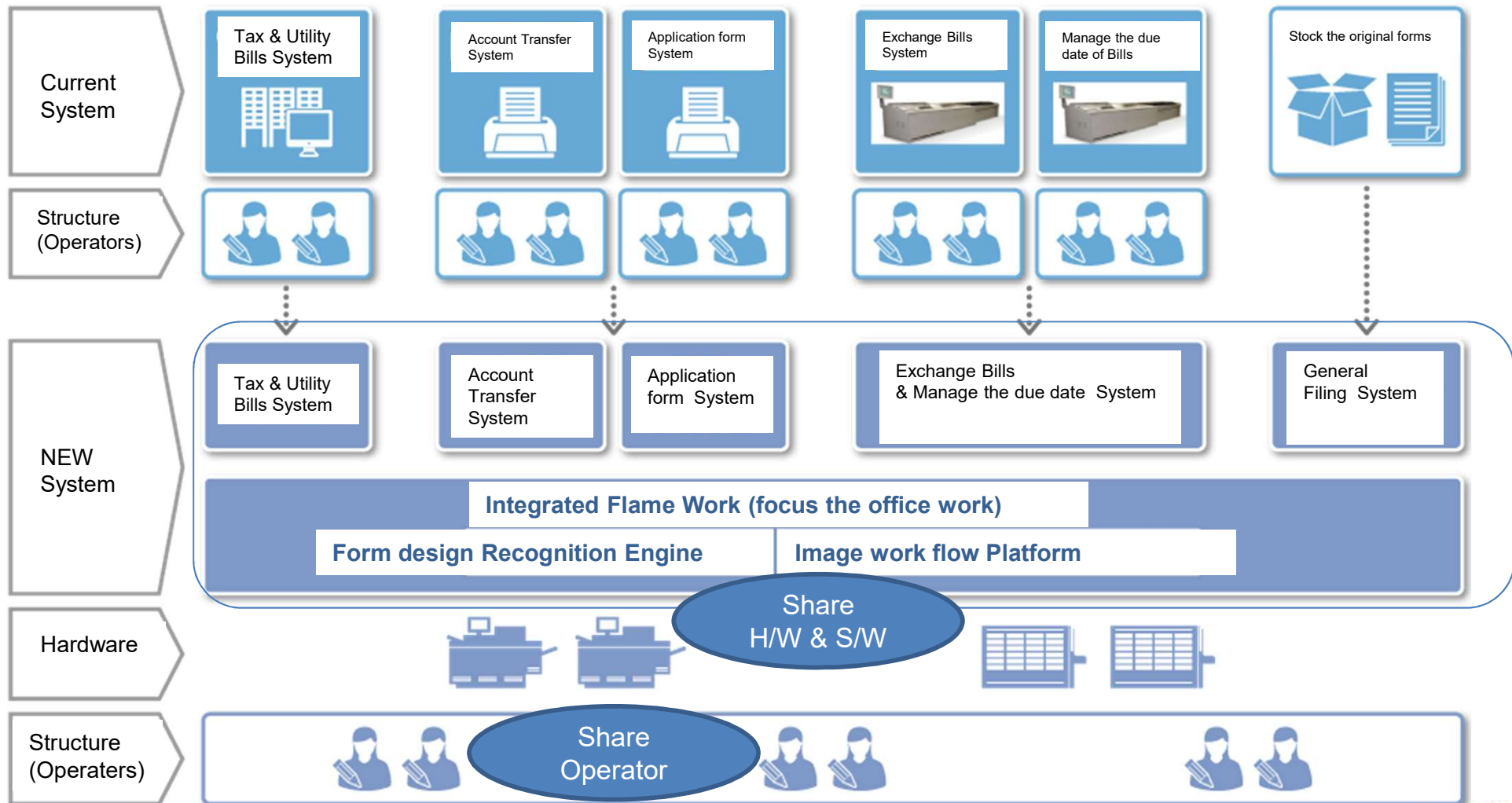
- Create common infrastructure for operators
- Optimization from Automation
- Further strict precision control



Merit for PGI System

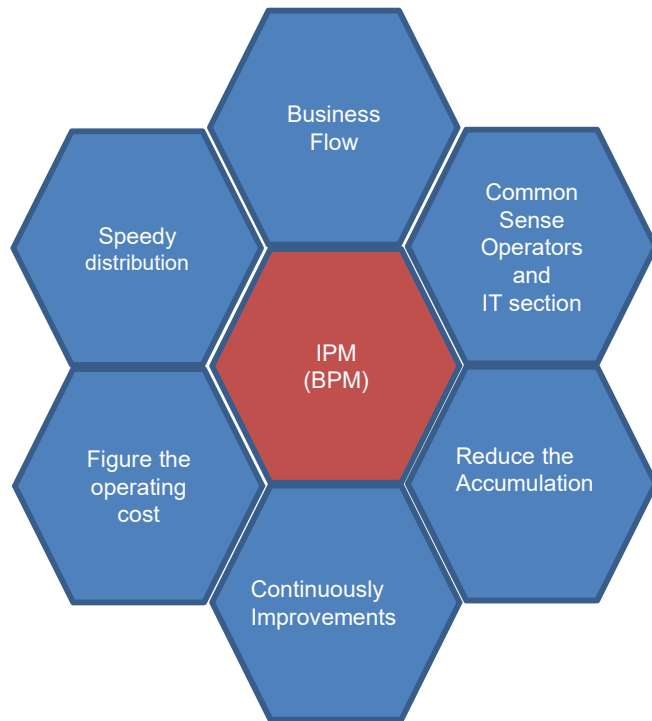
● Merit generated by image solution

1. Simplify working process
2. Reduce personal expenses & hardware cost
3. Improve accuracy from powerful scanners
4. Refine business process(preventing from data leakage, lost, missing checks, and so on)
5. Operator can several type of work from sharing the hardware.

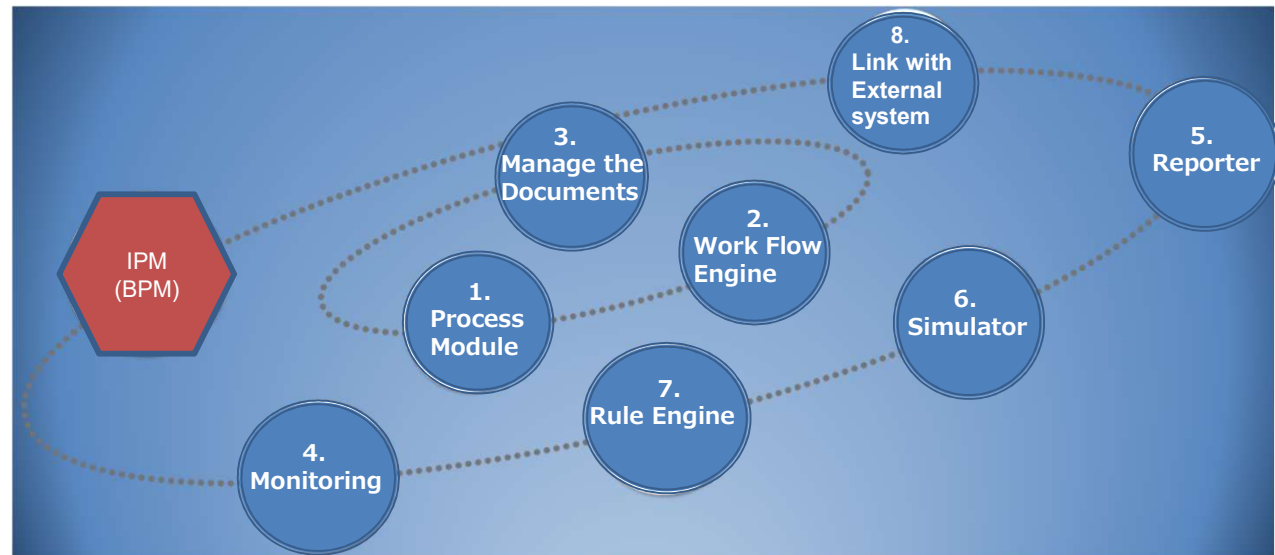


High Performance & Simple Operation by BPM

IPM (one of the Business Process Management system) has high performance process control engine which includes users requests from long business experience by Primagest.



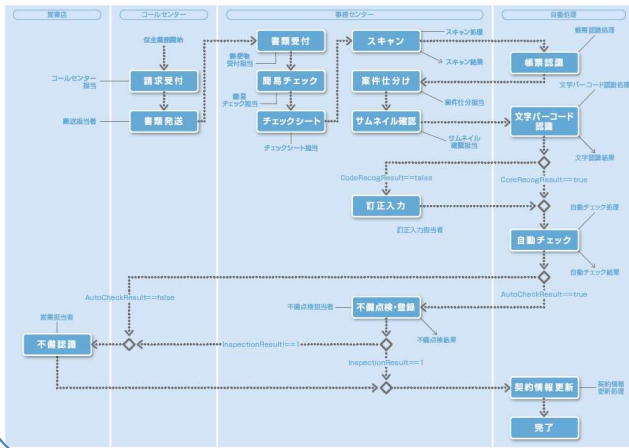
Business flow	Confirm Business flow from computer
Common senses Operator and IT Section	Share the same map between Operator and It designer
Reduce the Accumulation	In case of done the long time operation it will receive the caution from this system to reduce the Accumulation
Continuously improvement	It is able to know actual time for processing to make an idea of how to improve each operation.
Figure the Operating cost	It can measure the processing time for type of work and operator.
Speedy distribution	Distribute each process order with automatically



Support BPO from Powerful Engine & applications

1. Process Module

It is the Tools for define the work flow. It can set working data, Cost target, and limit for the working time and date for data processing. It can define over 10 million structures to execute high performance by this operation map. This map offers 2 viewpoints one is for operator and another one is for IT developer to easy share the both operation from process module.



2. Work flow engine

This is the execution and control engine for work flow. It can work over 10 millions transaction per day by latest RDB function.

3. Manage the documents

It can manage the contents that uses images in the work flow. It is able to link with other software which comply for JCR products.

4. Monitoring

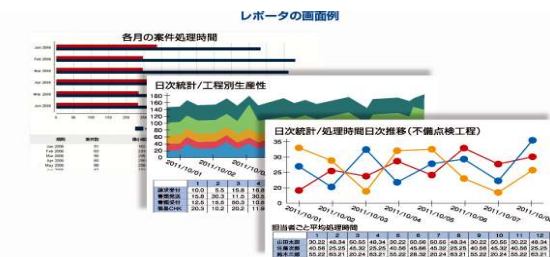
It can check how many works are under the processing or which process remaining in the operation. Also it can set priority number and which process is over the limitation date to show the caution for easy to find remaining works.

プロセスモニタの画面例

プロセス管理									
優先度 概要									
<div> <div> <div></div> <div></div> <div></div> </div> <div> <div></div> <div></div> <div></div> </div> </div>									
<div> <div>フィルター無し</div> <div>プロセス名</div> </div>	状態	高い優先度		中の優先度		低い優先度		全案件	
		案件数	滞留数	案件数	滞留数	案件数	滞留数	案件数	滞留数
<div> <div></div> <div>センター処理</div> </div>		50	10	800	40	1200	350	2050	400
<div> <div></div> <div>口振開設</div> </div>	●	20	10	350	30	300	50	670	90
<div> <div></div> <div>諸部処理</div> </div>	●	15	0	250	10	500	100	765	110
<div> <div></div> <div>寄附処理</div> </div>	●	10	0	100	0	200	100	310	100
<div> <div></div> <div>その他処理</div> </div>	●	5	0	100	0	200	100	305	100

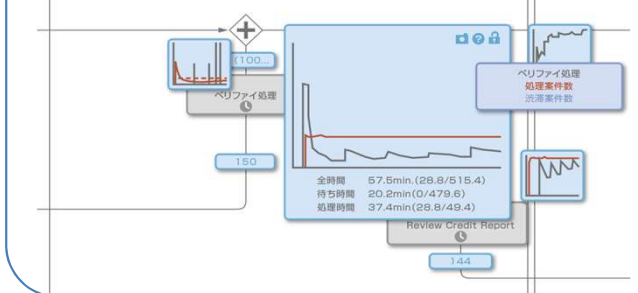
5. Reporter

It is a tool to show the how many number of works are completed or how long does it need in the process. It can analyze and show the average number of works, time for the process, maximum value for each operator or worker's team to make idea for how to develop efficient operation.



6. Simulator

It can verify how can do the efficient work before start the processing. Also it can do the simulation for making forecast from the expanded works. So, it can easy to find which part has problem in the processing. As the result it can see each working process, for example number of processes, and average/ minimum/ maximum number in the process, and maximum remaining time for doing efficient works.



7. Rule Engine

It is able to do the automatic judgement when input the definition of the setting under the rule engine. Judgement of the Logic makes optimization from separated part. It can renew the rule in the system after change the items. The renewal setting realize to do easily, simply, and quickly. And then, it makes more stronger potential than competitive companies.

Note) The IPM offers the linking function in the rule engine The IPM can link with [IRM](#) and [Corticon](#).

8. Link with External system

This function is able to check application software in the external systems from IPM. IPM checks progress of the works for existing application software, also it records progress of the process into the virtual process model, then, it shows the result from monitoring, reporter, or simulator. It can easy to consider how to develop efficient work from wide viewpoint which includes existing applications.

BPO Service Overview



❑ PGI provides **BPO** and **BPR**, applying **image solution**. BPO services in PGI provides,

- 1) IT solution which eases laborious business process, and **lowers operator cost**.
- 2) **automated** entry and check businesses, which **reduce operational cost and improve quality**.
- 3) operator-empowerment by IT, so that operators are able to **cover peak load**.

PGI BPO Center

**can be shifted
to Offshore**

Legend:

-  : Businesses to be Automated
-  : for Low Cost Operator

Acceptance



Documents are received from Agents and Branch Offices and are sorted.

Scanning



Mixed Forms handled by high-speed, high-productivity scanner

Indexing



Form Recognition & OCR
Image quality checked and back sheets are eliminated.

Input



Image Entry, high-productivity Operation

Check w/ Low Difficulty



Simple operations of checking description is filled, Yes/No style check

Automated Check



Existence of attachments and data inconsistency are **automatically checked** with index and input.

Check w/ High Difficulty



Exam. is eased by navigation, and **less skills are needed**.

Delivery Data Arrangement



Entry, image and exception reports are delivered **in terms of business cycle**.

BPM Tool/Continuous Business Improvement/Process Control

Map of our BPO centers across Japan and offshore data entry partners

In order to provide timely and customer-oriented solutions for our clients, Primagest has BPO centers all over Japan.

Primagest has partner companies in China for off-shore data entry services. (Dalian and Shanghai)

*P2I means “paper to image”.



Primagest Image Solution : Customer List 1/2

Financials

American Home Assurance Co, Ltd.

AIG Fuji life Insurance Co. Ltd.

Ji Accident & Fire Insurance Co. Ltd.

Metlife Life Insurance Co. Ltd.

Manulife Insurance Co., Ltd.

The Gibraltar Life Insurance Co., Ltd.

Prudential Life Insurance Company, Limited

ACE Insurance

AXA Life Insurance Co., Ltd.

ASAHI FIRE&MARINE INSURANCE

Sompo Japan Nipponkoa Insurance Inc.

Meiji Yasuda General Insurance Co., Ltd.

Sumitomo Life Insurance Company

The Dai-ichi Mutual Life Insurance Company

Nippon Life Insurance Company

Japan Post Insurance

Sony Life Insurance Co., Ltd.

The Shinkumi Federation Bank

ZENROSAI

ASAHI Life Insurance Company

Mitsui Sumitomo IOI LIFE Insurance Company

Orix Life Insurance Company, Limited

Japan Post Bank Co., Ltd.

Mitsubishi UFJ Securities Co., Ltd.

The Bank of Tokyo-Mitsubishi UFJ, Ltd.

Mizuho Bank , Ltd.

The Sumitomo Trust and Banking Co., Ltd.

Sumitomo Mitsui Banking Corporation

Resona Bank, Limited.

Shizuoka bank

Chiba bank

Ashikaga bank

Oogaki Kyouritsu bank

Gunma bank

The 77 bank

Joyo bank

Daishi bank

Tokyo Tomin bank

The Toho bank

Hyakugo bank

Hokuetsu bank

Hokuyo bank

Yachiyo bank

Kyoto Shinkin bank

Johnan Shinkin bank

The Tokyo Shinkin bank

ORIX Credit Corporation

AEON CREDIT SERVICE

Cedyna Financial Corporation

Orient Corporation

Credit Saison Co., Ltd.

JCB Co., Ltd.

Sony Finance International, Inc.

Mitsubishi UFJ NICOS Co., Ltd.

Sumitomo Mitsui Card

UCS Co., Ltd

Promise Co., Ltd

Pocketcard Co., Ltd

Mitsubishi Auto Leasing Corporation

Transportation/Retails

Isetan Company Limited

Izutsuya

Iwataya

Odakyu Department Store

Kintetsu Department Store

Keio Department Store

Keikyu Department Store

Keihan Department Store

Sakurano Department Store

Seiyu GK

Daimaru Matsuzakaya Department Stores

Takashimaya Company, Limited

Tsuruya Department Stores

TOBU Department Stores

TOHAN Department Stores

Tokiwa Department Stores

Hankyu Hanshin Department Stores

MARUI GROUP CO.,LTD.

Maruei

MARUHIRO Department Stores

Mitsukoshi, Ltd.

SENSHUKAI CO.,LTD

Nissen CO.,LTD

Coop-Hokuriku

Acoop-Saga

Acoop-Kumamoto

* Companies in red are Primagest's top 15 clients

Primagest's customers are leading companies in various industries.

Primagest Image Solution : Customer List 2/2

Production

Hitachi, Ltd.
NCR Japan, Ltd.
IBM Japan
ITFOR Inc.
GLORY LTD.
Sharp
NEC Corporation
Hewlett-Packard Japan, Ltd.
Nihon Unisys, Ltd.
FUJITSU LIMITED
Mitsubishi Electric Information Systems Corporation
ASAHI BREWERIES, LTD.
Kirin Brewery Company, Limited

Public/Medical

Japan Post Holdings Co., Ltd.

The Tokyo Electric Power Company, Incorporated
TOKYO GAS Co., Ltd.
Saibu Gas Co., Ltd.
NIPPON TELEGRAPH
AND TELEPHONE EAST CORPORATION
NIPPON TELEGRAPH AND TELEPHONE WEST
CORPORATION
NTT Communications
KDDI CORPORATION

NHIS: National Health Insurance Society

(Aomori/Iwate/Miyagi/Akita/Fukushima/Ibaragi
Tochigi/Tokyo/Kanagawa/Niigata/Toyama/Fukui/
Mie/Shiga/Kyoto/Nara/Wakayama/Hiroshima/
Yamaguchi/Tokushima/Aichi/Kochi/Saga/
Kumamoto/Ooita/Miyazaki/Kagoshima/Okinawa
prefectures)

Logistics

SAGAWA EXPRESS CO.,LTD.
ALL NIPPON AIRWAYS
TOBU DELIVERY CO.,LTD.

Yamato Transport

FUKUYAMA TRANSPORTING CO.,LTD.

Publication/Communication

INTEC, Inc.

The Japan Research Institute, Limited

Nomura Research Institute, Ltd.

Mizuho Information & Research Institute, Inc.
CSK HOLDINGS CORPORATION
NTT COMWARE CORPORATION
NTT DATA CORPORATION
TIS Inc.
AGREX INC.

Atena

ORIX Computer Systems Corporation
Canon, Inc.

SAKURA KCS Corporation

Sakura Information Systems co., Ltd.

JTB CORPORATION

JANOME CREDIA CO., LTD.

Mitsubishi Research Institute DCS Co., Ltd.

TG Information Network Co., Ltd.

DENTSU INC.

Transcosmos, Inc.

Nippon Technical Service Co., Ltd.

Japan Information Processing Service Co., Ltd.

Hitachi Information Systems, Ltd.

Vixus

FUJITSU FIP CORPORATION

FUJITSU BUSINESS SYSTEMS LTD.

YAMATO SYSTEM DEVELOPMENT CO.,LTD.

UFIT Co.,Ltd

The Asahi Shimbun Company

Iwanami Shoten

GAKKEN HOLDINGS CO.,LTD.

Kurita Publishing

Kodansha Ltd.

SANSEIDO publishing co.,ltd

SHOEISHA Inc.

SHUFUNOTOMO Co.,Ltd.

Shogakukan Inc.

Dai Nippon Printing Co., Ltd.

TOPPAN PRINTING CO., LTD

Nikkei inc.

NIPPON SHUPPAN HANBAI INC.

Hitotsubashi Planing

RECRUIT CO.,LTD.

* Companies in red are Primagest's top 15 clients



prime + image + est
[No.1 provider] [image] [the best solution]

As the leading company that provides the best solutions to our valued customers,
Primagest provides the highest quality services with advanced technologies.

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Kanagawa 212-0013, Japan
URL : <http://www.primagest.co.jp/english/>