I.R.I.S. Group Presentation

I.R.I.S. has two divisions: P&T for the Partner business and PS to serve Selected Large Accounts

I.R.I.S. Mission
"Increase our customers' productivity and knowledge through helping them better manage their documents, data and information"

Product & Technologies (P&T)

- OEM 50+
- CHANNEL 60+
- VAR 50+
- BPO 50+
- CANON
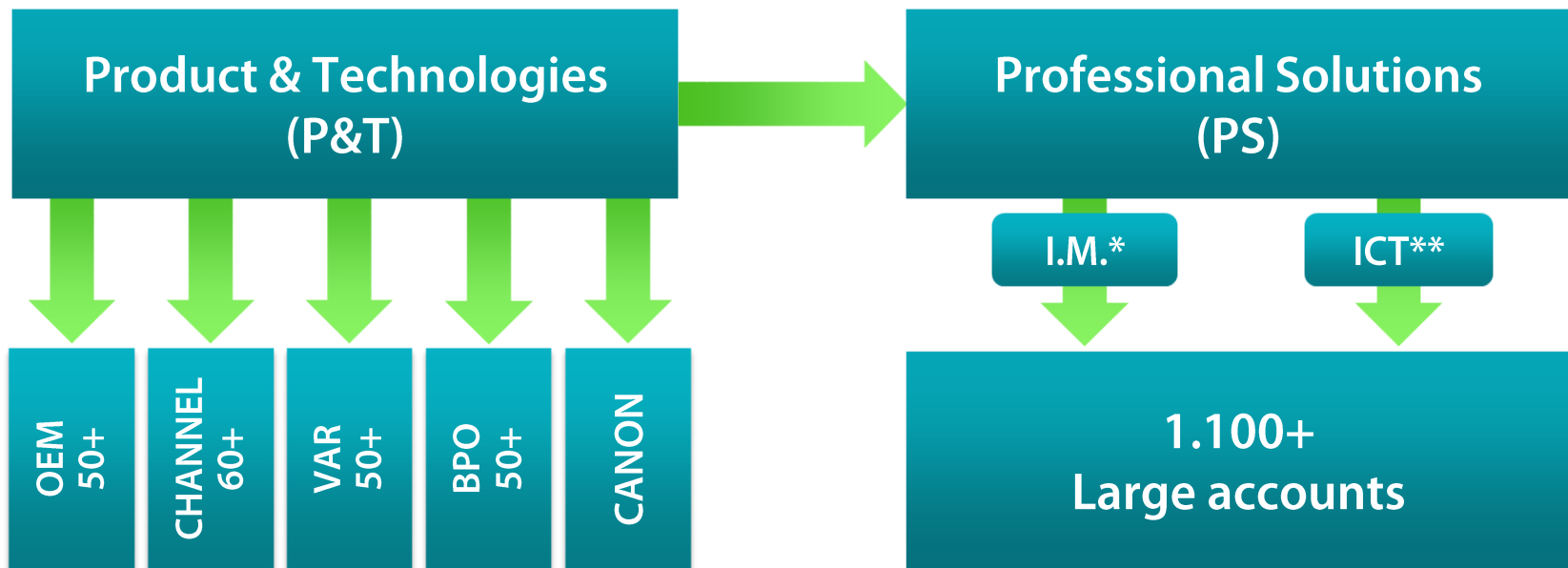
I.R.I.S. Products & Technologies
Develops technologies and products for Intelligent Document Recognition (IDR) and markets its portfolio on a worldwide basis through strong partnerships

Professional Solutions (PS)
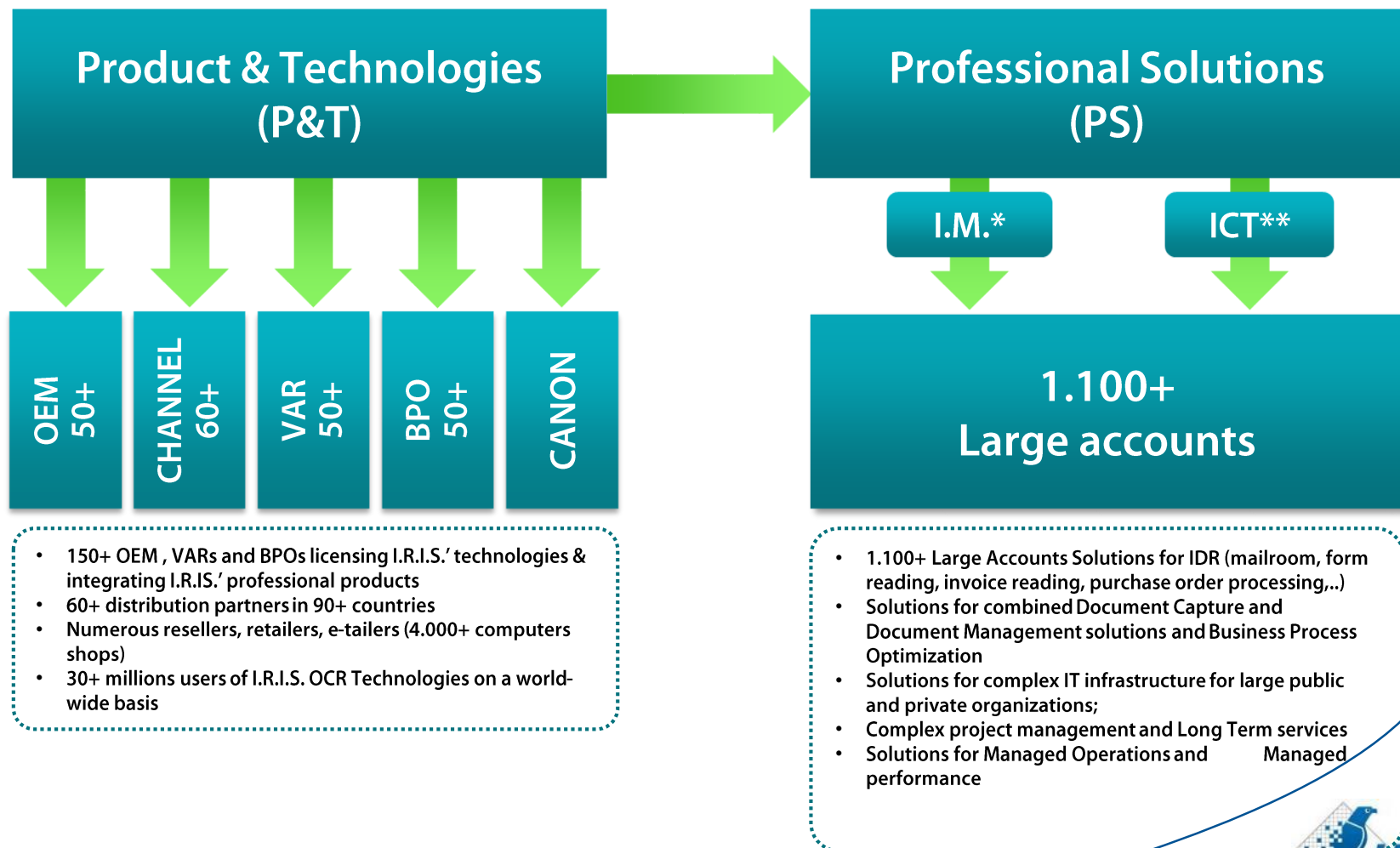
I.M.*   ICT**

1.100+ Large accounts

I.R.I.S. Professional Solutions
Enables companies and administrations to find in one company the innovative expertise and hi-tech solutions to efficiently manage documents, information flows and IT infrastructure
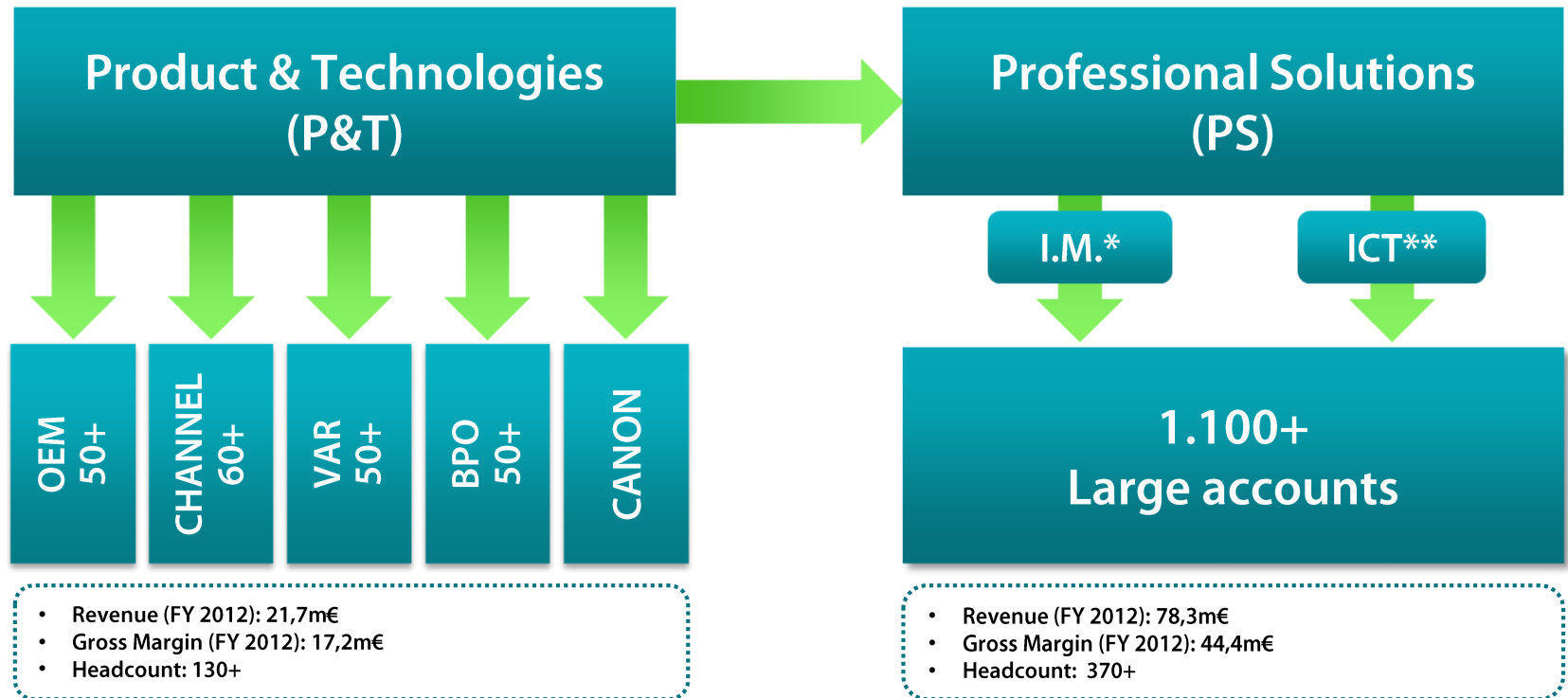
* Information Management
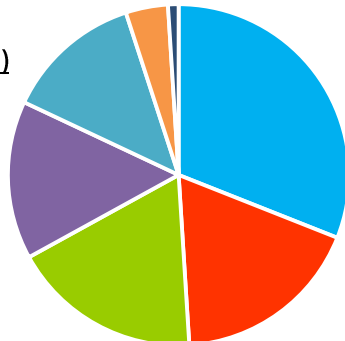*** Information and Communication Technology*

Member of **Canon** Group

I.R.I.S. is active in the *Information Management* space with a broad portfolio of unique solutions!

Product & Technologies (P&T)

→ **Professional Solutions (PS)**

OEM 50+	CHANNEL 60+	VAR 50+	BPO 50+	CANON

I.M.* **ICT****

1.100+ Large accounts

- 150+ OEM , VARs and BPOs licensing I.R.I.S.' technologies & integrating I.R.I.S.' professional products
- 60+ distribution partners in 90+ countries
- Numerous resellers, retailers, e-tailers (4.000+ computers shops)
- 30+ millions users of I.R.I.S. OCR Technologies on a world-wide basis

- 1.100+ Large Accounts Solutions for IDR (mailroom, form reading, invoice reading, purchase order processing,..)
- Solutions for combined Document Capture and Document Management solutions and Business Process Optimization
- Solutions for complex IT infrastructure for large public and private organizations;
- Complex project management and Long Term services
- Solutions for Managed Operations and Managed performance

IRIS
Document to Knowledge™

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I.R.I.S. is active in key market segments with simple or complex solutions!

Product & Technologies (P&T)	→	Professional Solutions (PS)

P&T breakdown:

OEM 50+	CHANNEL 60+	VAR 50+	BPO 50+	CANON

PS breakdown:

I.M.*	ICT**

1.100+ Large accounts

- Revenue (FY 2012): 21,7m€
- Gross Margin (FY 2012): 17,2m€
- Headcount: 130+

- Revenue (FY 2012): 78,3m€
- Gross Margin (FY 2012): 44,4m€
- Headcount: 370+

Revenue (FY 2012)

- Industries and services
- Public sector
- Banks & Insurances
- Channel
- Int'l organizations
- End userEnd Users
- Misc

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I.R.I.S. Solutions Portfolio

With 200+ partners, I.R.I.S. P&T commercializes products for Business users, Consumer users, software and hardware developers!

Business

- Cloud solutions
- Document Capture
- Mailroom automation
- Invoice automation
- Form automation
- Document compression

Individuals

- OCR Software, Compression software
- Mobile Scanning solutions: Mobile Scanners, Mouse scanner, Card Scanners, Pen Scanners; Digital pens

Developers

- OCR toolkits, image compression, image enhancement, barcode recognition
- Business card recognition
- Document classification
- forms & invoice recognition

Discover our solutions online!

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I.R.I.S. PS proposes to its customers generic IM and IT solutions or specific Business Process Optimization solutions and services (BPOpt)

BPOpt

- Business Process Optimization (BPOpt) solutions for specific markets, e.g.:
  - Legal: integrated solutions with document capture and management
  - Banking: Automated processing and management of mortgage loans
  - National Health Organizations (NHO): Automated processing and management of patients forms and files
  - Insurance: Automated processing and management of life insurance-contracts

ECM

- Expertise in document management Including:
  - capture and recognition,
  - information lifecycle management,
  - search technology, archiving, records management,
  - compliance, document security

ICT

- Design and optimization of IT infrastructure
- Managed Operations (Monitoring, Reactive Managed Services, Proactive Managed Services, Daily Management)
- Performance Monitoring
- I.R.I.S. Data Centers for Cloud Solutions

Discover our solutions online!

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I.R.I.S. brings strong Business Process Optimization expertise to its customers

- **While building an extensive experience of Business Processes Optimization in any document-heavy environment, I.R.I.S. has identified and specialized in typical market opportunities from specific sectors, such as:**

Segment	Client	Solution	
Banking	Record bank	Mortgage loan process optimization	
Legal	DAS Legal Services	Matter intake process optimization	
Healthcare	UNMS (Social Mutualities)	Patient form process automation	

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I.R.I.S. PS proposes specific BPOpt Solutions in key market segments

Segments	▪Typical Customer Needs	▪I.R.I.S. Clients	I.R.I.S. BPOpt Solutions	Market Potential**
Banking sector	▪ Improve customer account openings	▪ Record bank, Crédit Agricole, Ackermans & van Haaren, etc.	▪ Mortgage loan process optimization ▪ Credit loan process optimization ▪ Participations management (compliance,..) ▪ Global Capital market solution (compliance)	★★★★☆
Legal sector (*)	▪ Manage information during complete matter lifecycle ▪ Optimize risk full and/or time consuming activities	▪ Noerr, Schoenherr, Wolff Theiss, Houthoff Buruma, De Brauw, CMS, DAS LS., Pels Rijcken, Wiersholm, Bahr, PWC, Deloitte, KPMG, NLO	▪ Matter centric access, e-mail mngt, collaboration ▪ Matter intake process optimization ▪ Document process optimization (scanning, workflow) ▪ Legal insurance case handling optimization	★★★★☆
Healthcare	▪ Track patient admission and treatment journey ▪ Improve health insurance claims process	▪ National Healthcare Org (UNMS, M-Team, SNCB Mutualities, Euromut, MNOZ, Mutaero, Mutuelle Interalie,..) ▪ Hospitals (CHU, …)	▪ Patient form process automation ▪ Integration of medical archive and patient forms/file ▪ Event & Congress Management?	★★★★☆
Insurance sector	▪ Claims processing ▪ Having one view on structured and unstructured information	▪ Le Foyer, d'Ieteren Lease, Assurance et conseils, DELA, CZ, DAS LS	▪ Life Insurance contract process optimization ▪ Car claims processing for Leasing companies ▪ Speed limit fines management ▪ Customer Support Optimization (DM,RM,scanning)	★★★★☆
HR department	▪ Automate employee on-boarding process ▪ Manage and make available employee information	▪ Belgian Railways (HCR2 note), BDO ▪ Dela, KPMG AG, Skuld, Alliander	▪ HR-file and document management (DM, RM, scan)	★★☆☆☆
Finance department	▪ Automate Accounts Payable process ▪ Automate Accounts Receivable process	▪ Ackermans Van Haren… ▪ Evides ▪ Energie Beheer Nederland	▪ Automated archiving of investment files of a holding ▪ Accounts payable process support ▪ Accounts payable approval support	★★★★☆
Public Sector	▪ N/A	▪ Ecuador gov, Honduras gov, SPF Finance, SPF Justice, SPF Economie Pole Emploi, CNAF (HCR3 note)	▪ Automated request for drivers' license ▪ Automated processing of tax returns ▪ Online Dispute Management ▪ Automate National Election process	★★★★☆
Professional Associations	▪ N/A	▪ CREDOC ▪ …	▪ Optimization of collaboration between members ▪ Long Term legal archiving process optimization	★★★★☆
Service sectors	▪ N/A	▪ Caloribel, Tecteo, SNCT, etc…	▪ Form meter reading ▪ IT department Documents life cycle management	★★★★☆

(*) Legal segment, including professional services eg Accountancy and IP-firms
(**) Market potential estimate based on the current I.R.I.S. solution portfolio

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# I.R.I.S. PS is an IBM Premier partner with a large skills set and service offering in ICT

IT-infrastructure partner
For any type or size of Business

Leverage Scalable Solutions
From plain environments
To complex multi-site architectures

- Virtualization
- Servers
- Operating Systems
- Storage
- Back-up
- Archiving
- Software (DB, Middleware)
- Skilled Services
- Managed Operations
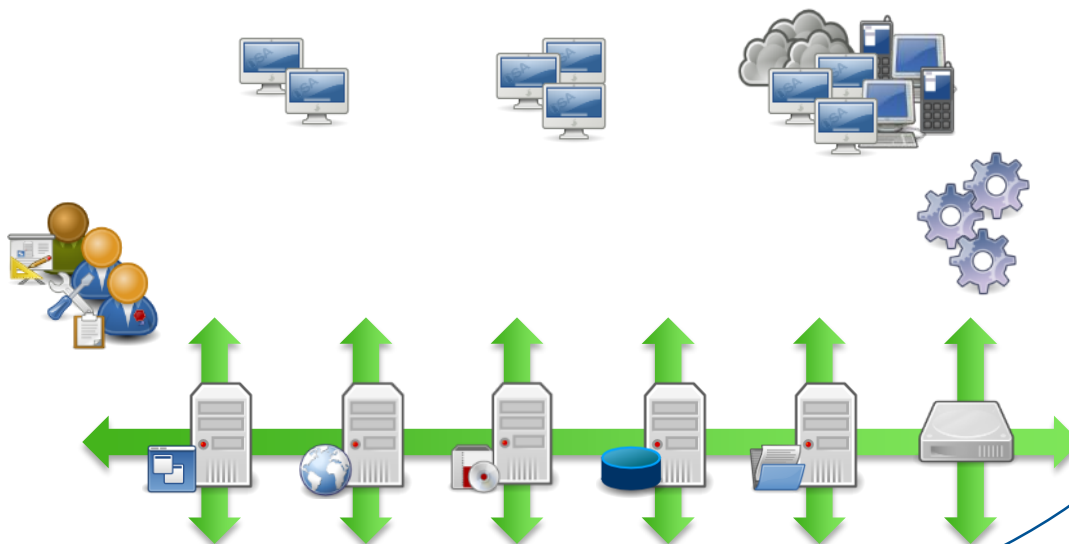
I.R.I.S. PS installs IT solutions at customer premises or can outsource portions of the customer's IT!

Segments	Typical customer needs	I.R.I.S. Clients	I.R.I.S. ICT Solutions	Market Potential
Complex ICT infrastructure design	• IT infrastructure • Consolidation / optimisation • Right sizing	• 250+ clients	• Servers, Storage, Networking, Software, IBM, CISCO, VMWare,…	★★★★☆
Intelligent performance monitoring	• Ability to trend and track performance across core applications and iIT infrastructure	• Zaanstad, Port of Antwerps,…	• Intelligent Performance Monitoring • Hardware and Software monitoring • JD Edwards, SAP, Opentext	★★☆☆☆
IT Outsourcing - Managed Operations	• Outsource non-core applications • Outsource when not sufficient in-house skills	• Tele Ticket Service, Arcelor, D'Ieteren, Huntsman, E5 mode, …	• Outsourcing • Co-Sourcing • In-Sourcing • Remote Management	★★★★☆
Long term services in ICT	• Need for temporary skills, on-site or off-site for medium and long term addition	• DTS, D'Ieteren, Arcelor Mittal, FedPol, Partena, …	• z/OS, AIX, Linux, Wintel, VMWare, TSM, Oracle, DB2, Websphere, BI accelerators,…	★★★★☆

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I.R.I.S. is World-Wide Leader in IDR* with complex solutions for professionals or simple solutions for consumers!

- **Extensive Corporate Portfolio**
  - Readiris™ Corporate
  - IRISPowerscan™
  - IRISDocument™Server
  - IRISCapture™
  - IRISXtract™

- **Mobile scanning solutions**
  - IRIScan™ Express
  - IRIScan™ Anywhere
  - IRIScan™ Book
  - IRISpen™
  - IRIScan™ Mouse
  - IRIScard™
  - Cardiris™
  - Readiris™
  - IRISCompressor™

Complex Document Processing Solutions

- **200+** solutions/year
- **> 2 billion** pages since 2005

Document Centric Mid-size solutions

- **3 000+**/Year

Consumer software & mobile scanning solutions

- **175 000+**/Year
- **30+ millions** I.R.I.S. OCR users

* Intelligent Document Recognition

IRIS
Document to Knowledge™

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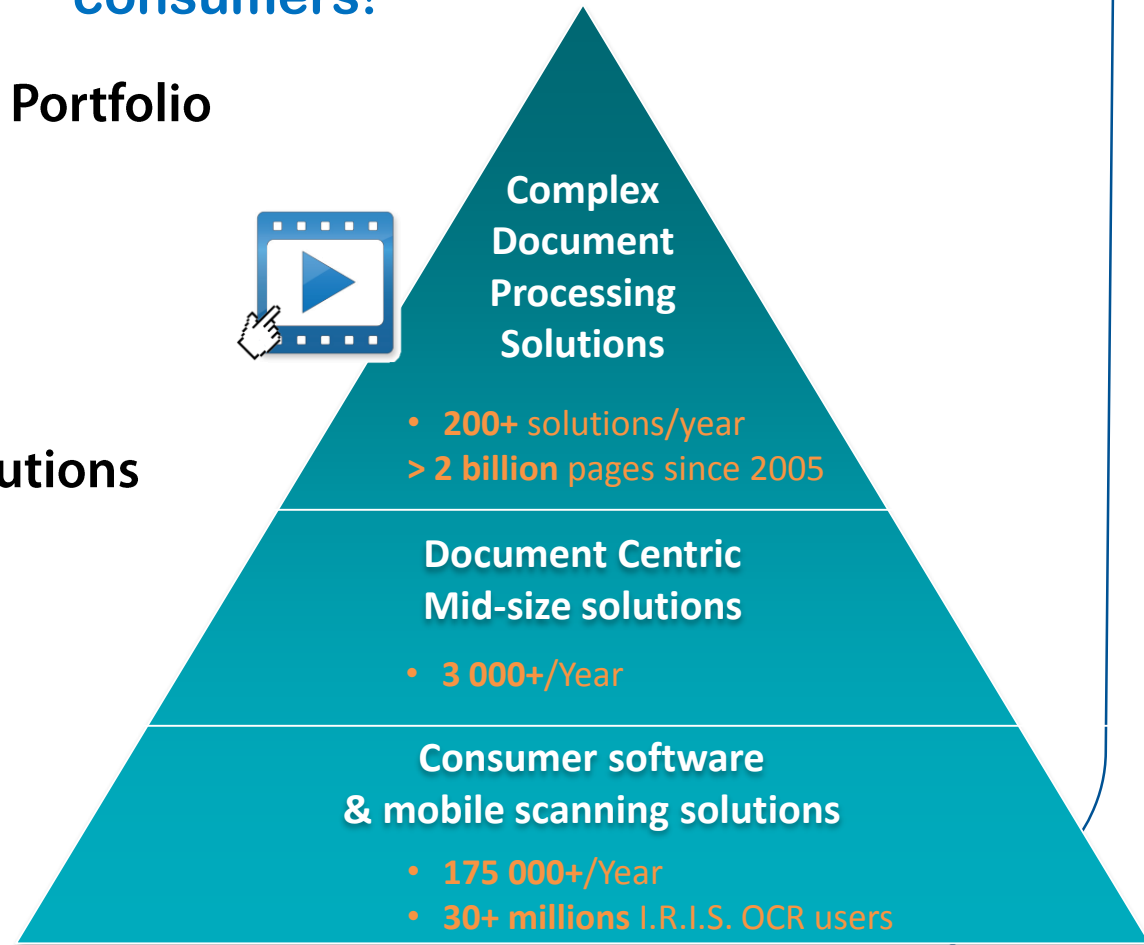
IRISXtract™ can combine applications for Mailroom, Forms, Free-forms, Invoices, Purchase Orders,.. with a unique scalable architecture!

Year	Installations
2005	33
2006	65
2007	112
2008	119
2009	136
2010	173
2011	193
2012	232
2013	247
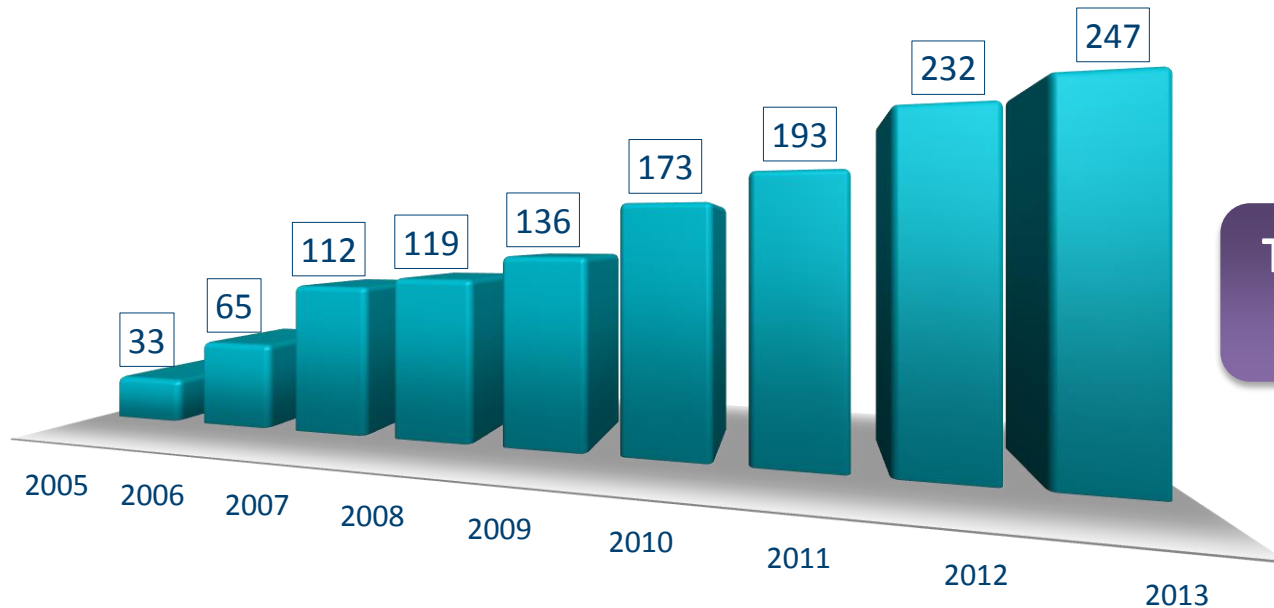
Total installations = 1,310

1 new system installed per working day in 2013!

≈ 2.0 billion pages processed since 2005 ! ≈ 1 million pages/day

Discover IRISXtract online!

IRIS
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Important organizations rely on IRISXtract(TM) for critical business processes and large volumes

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I.R.I.S. has strong R&D investments to propose cutting edge technologies and constant innovations

R&D expenses (EUR '000')								
Dec 31,	2005	2006	2007	2008	2009	2010	2011	2012
R&D	4.461	4.967	5.479	5.862	5.856	6.003	6.425	6.268

- 45m€+ investment in R&D over 8 years
  - OCR
  - Hyper compression technologies
  - Intelligent Document recognition (classification, data extraction)
  - Scanning platform
  - Connectivity platform
  - Mobile technologies
  - Cloud technologies
  - Managed Performance
- 60+ employees active in R&D
- Patented technologies in Europe and in the USA (12+ patents granted)

Annual R&D investment

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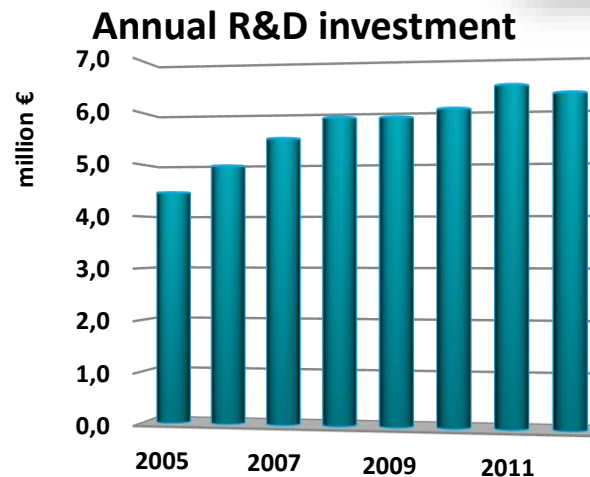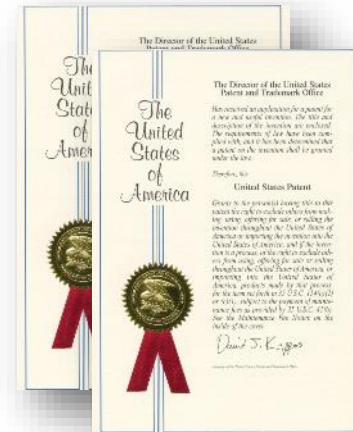
I.R.I.S. technologies and solutions have received numerous prestigious awards

Company

Trends tendances

Manager of the year 2001

l'Entreprise de l'Année 2002

Deloitte. Technology Fast 500 EMEA

Prix de l'Innovation Technologique 2007
RÉGION WALLONNE

datanews
ICT personality of the year 2008

datanews AWARDS FOR EXCELLENCE 2009
Software Company of the year 2009

Media

IRIScan Book Executive 3

PC ADVISOR

RECOMENDADO Gadget

Computer act!ve

IRIScan Mouse

IRIScard Anywhere

PCgo 8/10 sehr gut

Macworld

PRODUCTO RECOMENDADO PC actual

PC WORLD

Readiris

Products

PREMIOS MEDPI 2012 MedPi PRODUCTO GANADOR

DIGITAL CONSUMER CHANNEL EIS
PRODUCT INNOVATION FINALIST 18-20 JUIN 2008 À MOSCOW

60" TO CONVINCE
BEST PRESENTATION WINNER
DISTREE 11-13 SEPTEMBER 2013 SALVADOR, BRAZIL

DM DOCUMENT MANAGER AWARDS 2012 WINNER
Software Product
I.R.I.S. - IRISXtract for Documents

Certification

Microsoft GOLD CERTIFIED Partner

OPENTEXT THE CONTENT EXPERTS

Premier Business Partner **IBM**

IBM Business Partner of the Year 2012

cisco Partner

Research Program Financing

ISO 9 001
ISO 14 000

SYSTEM CERTIFICATION STANDARD SGS

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I.R.I.S. has local offices to support the EMEA, USA, Latin America and Asia

- 500+ employees
- Offices in 8 countries:
- <u>EUROPE</u> Louvain-la-Neuve, Vilvoorde and Brasschaat(Belgium), Orly (France), Windhof (Luxemburg), Amstelveen and Meerssen (The Netherlands), Aachen (Germany), and Oslo (Norway).
  <u>USA</u>: Delray Beach
  <u>CHINA</u> : Hong-Kong
- Delivery capacities in all European countries

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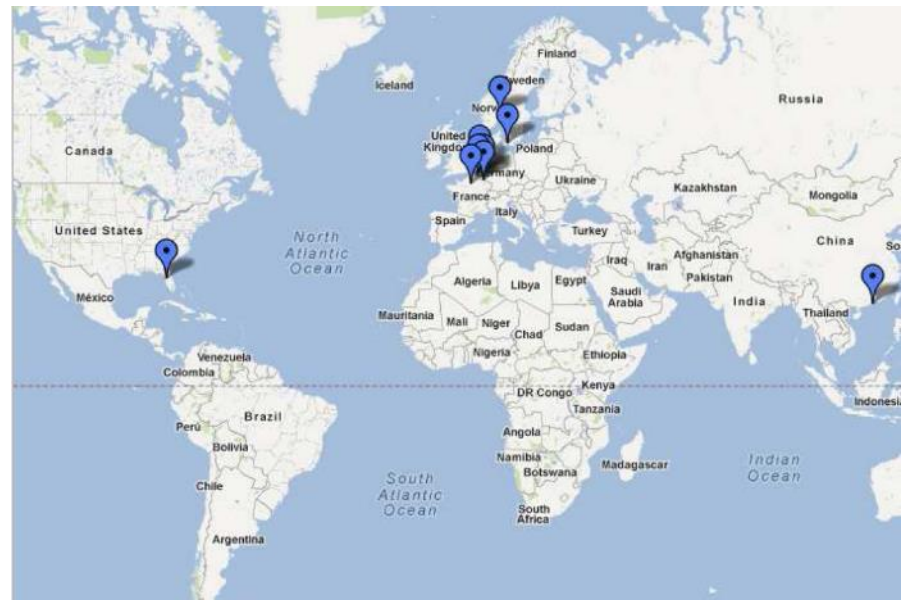
Thanks to its Global Partners, I.R.I.S. can offer more value to its customers

Canon

In the frame of its long-term partnership with Canon, I.R.I.S. solutions can be nicely integrated with a number of Canon solutions. Combined solutions can be supported by the I.R.I.S. and Canon teams.

- Input-output MFP management platform
- Canon Production scanners
- Large format printing
- Therefore

Microsoft

The IRISconnect™ platform integrates all Document Capture solutions with various Microsoft Solutions

- Office
- SharePoint
- Dynamics ERP
- Dynamics CRM
- Outlook

IBM

As a Top Tier IBM Business Partner I.R.I.S. ICT can offer you a first class service for all your consolidation, implementation, virtualization and IT-management projects. Our engineers combine their huge amount of experience with a great knowledge of today's latest products and technologies.

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Join I.R.I.S. online to discover the solutions we can offer to improve your business!

I.R.I.S. Website

IRISLink 2013 Event

IRISLink 2013 Videos

I.R.I.S. Consumer Products on YouTube

I.R.I.S. Corporate Solutions on YouTube

iHQC Compression

I.R.I.S. Solutions for Invoice Processing

IRISXtract for Documents 4

Readiris Corporate 14
(with MFP, Scanners, Cloud…)

I.R.I.S. YouTube Channel

Member of Canon Group

Canon Unique Value Proposals to I.R.I.S. customers

A member of the Canon Group

- I.R.I.S. is member of Canon Group since July 2013 and is integrated as an independent subsidiary

- Canon is a world leader in Imaging with:

  - €35 billion revenue

  - 197,000 employee

  - A world-wide market

  - 8,7% of the sales invested in R&D

  - 3174 patents in 2012

- Canon offers a large products and solutions portfolio complementary to I.R.I.S. solutions

- Together I.R.I.S. and Canon can offer more value to SMB and Large customer at a truly European and world-wide level

Discover the Canon UVPs online!

Member of Canon Group

# Canon is a world-wide market leader for Large Volume Printing

- Canon has acquired OCE in 2010 and offers a wide portfolio of solutions for large volume printing

- Canon is one of the top 3 market leaders for Production printing and Commercial printing worldwide

- Canon offers unique Software and Hardware capabilities, as well as support services needed to implement complete solutions

- A wide variety of applications can be implemented with Canon:

  - Personalization of marketing materials according to new trends

  - Industrial print on demand (books and newspapers)

  - Variable data printing (transactional and transpromotional documents)

  - Etc..

Canon solutions manage MFP from input to output!

- Canon is one of the top 3 market leaders for Office printing (#2 for inkjet MFP in Europe)
- uniFLOW allows to manage a fleet of MFP and offers:
    - scanning functionalities (including OCR, compression, zonal OCR, scanning workflow…),
    - printing capabilities (secure print, follow-me print,..)
    - management, reporting and security features
    - IWSAM options provides unique Secure Audit Management capabilities
- uniFLOW Advance Scanning Module (and iWSAM options) integrates I.R.I.S. technology (OCR, hyper-compression…)
- Canon Solutions offer many benefits:
    - Cost reduction and management through a unique range of hardware, software and Information Management solutions
    - Improved sustainability (no printer warm-up, lower energy usage)
    - Combination of document management technologies to office hardware and software (uniFLOW)

Scanning → uniFLOW → Printing
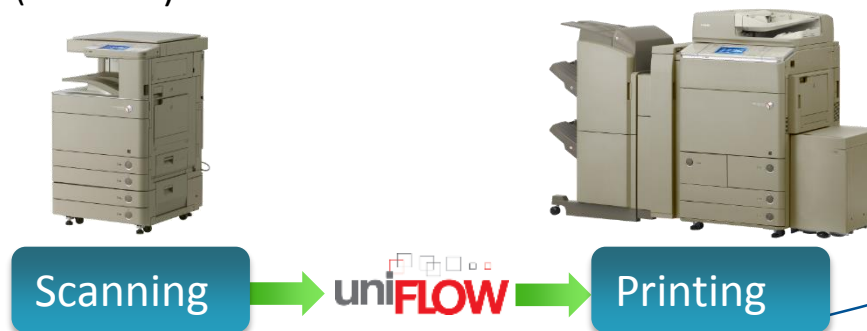
Canon is a world-wide leader in Wide Format Printing

- Canon is a world leader in Wide Format Printing (#1 in Europe) and Large Format Printing (#2 in Europe)
- Canon solutions:
    - expand the customer's print services for new revenue streams
    - Improve the cost-efficiency with the perfect quality/performance ratio
- Many applications are possible in various fields:
    - Fine art
    - Photographs
    - Outdoor signs
    - Posters
    - Large-scale banners
    - Fast turnaround POS materials

Member of **Canon** Group

Canon offers a wide portfolio of scanners for production and ad-hoc scanning

- Canon a world leader in scanners (production scanning and adhoc scanning)

- All Canon DR scanners are supported by IRISPowerscan™ and certified

- Combined with Canon DR scanners, IRISPowerscan™ provides the most powerful scanning platform of the market with unique features:
  - Scanning at rated speed, file creation and compression
  - Document classification, text and barcode recognition, data extraction
  - Easy workflow setup
  - Legal Scanning
  - export to back-end systems (DMS, ERP, email, Cloud…)
  - Direct connection to IRISXtract™

- I.R.I.S. solutions combined with Canon scanners can be used for the most demanding applications or for decentralized data capture.

- Numerous references exists in various sectors for key applications such as : Mailroom automation, Tax form processing, healthcare documents encoding, invoice automation, Large-scale paper archive conversion, etc..

IRISPowerscan™

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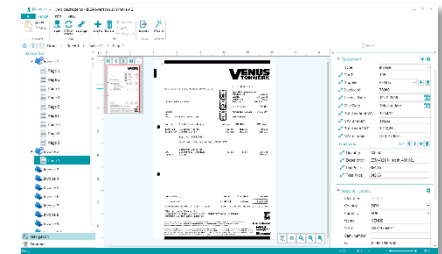
Canon Business Services runs your inbound and outbound document operations

- Canon Business Services (CBS) is a Leading provider of Information services and Business Process Outsourcing (#4 in Europe)

- CBS Europe:
  - operates in 18 countries,
  - has over 500 large customers
  - with a staff of more than 3000 employees

- CBS offers a wide variety of services:

  Services to enhance your customer communication and engagement
  Print, Brand Campaign, Cross Media, Transactional Output, Composition & Publishing

  Services to drive improvements within your business processes
  Digital Mailroom, e-Billing, e-Presentation, Invoice Processing, In and Output Processing, Forms Development, File & Records Management, Document Control, Policy Lifecycle, Account Payable, Technical Documentation, Lifecycle Services

  Services to support & improve your employees daily working practices
  Central Printing, Mail, Scan, Archiving, DTP, Managed Print Services, Printing on Demand, Digital Mail, New Ways of Printing, Mobile printing

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Thank you