

- 【1】** GEXEED supports foreign companies with their decision to enter the Japanese Market and with their operational needs going forward.

GEXEED serves as a Bridge to connect worldwide companies to their potential Partners and/or Customers in Japan.

- 【2】** GEXEED is a group of business experts and technical consultants with extensive hands-on project experience in Business Strategy and Development, Legal Advice and Auditing, Financial and Managerial Accounting, Global Human Resources and Information Technology.

Transcending the mere provision of expertise, GEXEED provides tangible business and technical integration consulting with a clear, visible and direct business impact.

Our highest priority is to achieve global recognition for increasing corporate value and maximizing customer benefit with the help of our proven team of expert consultants.

- 【3】** GEXEED provides customized services from a wide range of possible choices

- ① Market Research & Analysis
- ② Market Entry Strategies Discussion and Customer Decision Support
- ③ Legal Entity Creation Support
- ④ Temporary Office Facilities & Office Location Search Advisory Services
- ⑤ Bridging Services to connect Customers with potential Partners and/or Clients
- ⑥ Ad Interim General Management Services
- ⑦ Business Representative Search & Selection Support
- ⑧ Business Development Support (※1)
- ⑨ Back-Office Support
- ⑩ Information Technology Support



※ 1 Business Development Support :

- Business Development and Sales Planning Activities
- Appointment Setting
- Meeting Preparation
- Passive Meeting Support (Translation)
- Active Meeting Support (Professional Sales)
- Post Meeting Analysis
- Localization Support for Products and Services
- Localization Support of Sales Tools

① Market Research & Analysis

GEXEED supports foreign companies with their decision to enter the Japanese Market .

For that purpose, GEXEED provides extensive Market Research Analyses that will help customers build their business cases for Japan.

② Market Entry Strategies and Customer Decision Support

GEXEED can fully support its customers to analyze among the various Market Entry Strategy options for Japan based on criteria such as customer objectives, industry opportunities and competitive environment.

Furthermore, with the customer's best interest at heart, GEXEED will always employ logic and strategic thinking to assist customers with their decision of whether they should enter Japan or not.

③ Legal Entity Creation Support

Once a final decision to enter Japan has been made, GEXEED will help customers to set up their Legal Entity in Japan.

A Branch Office is the least expensive to set-up but, for various reasons – low business credibility notwithstanding, care should be exercised when choosing this option.

Another incorporation option is Godo Kaisha (GK) which is most similar to a US-style limited liability corporation (LLC).

The last incorporation option is Kabushiki Kaisha (KK) which is most similar to a US-style C Corporation.

There are advantages and disadvantages to each incorporation method.

GEXEED would certainly discuss each and every angle with its customers prior to engaging into the actual incorporation process.

④ Temporary Office Facilities & Office Location Search Advisory Services

GEXEED can also provide its customers with a complete range of Office Facilities, including Meeting Rooms as a Virtual Office.

GEXEED will also provide its customers with advisory services that would allow the selection of the most appropriate office location based on criteria such as prospective clients, industry trends, customer objectives and assigned budget.

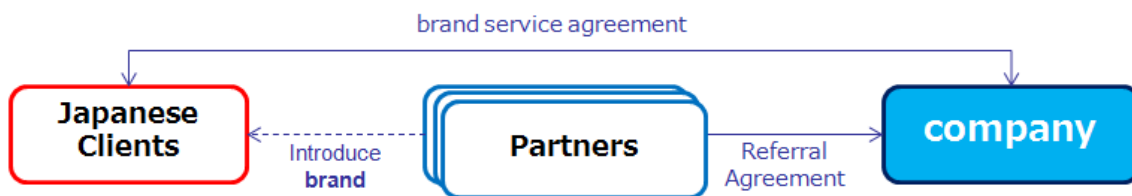
⑤ Bridging Services to connect Customers with potential Partners and/or Clients

GEXEED will also serve as a Bridge to connect its customers with their potential Partners and/or prospective (direct) Clients.

Depending on the Industry Type and the Go-to-Market Business Model (ideally already chosen during the Market Entry Strategy Analysis Stage), there are several partnership models to consider.

•Type – 1)

For instance, under the Referral (Direct) Partnership Agreement, the Partner faces the Client to provide all Brand Related Services, while the Company is shielded behind the Partner. The Partner acts as Brand Service Reseller and the Company allows the Partner as a Brand Channel.

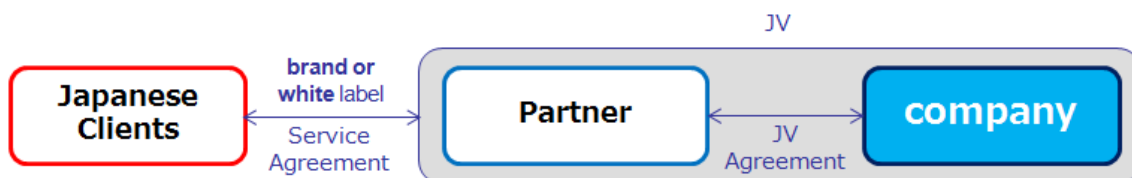


•Type – 2)

Under the Joint Venture (JV) Partnership Agreement, Company establishes a JV with the Partner to provide a Point of Service.

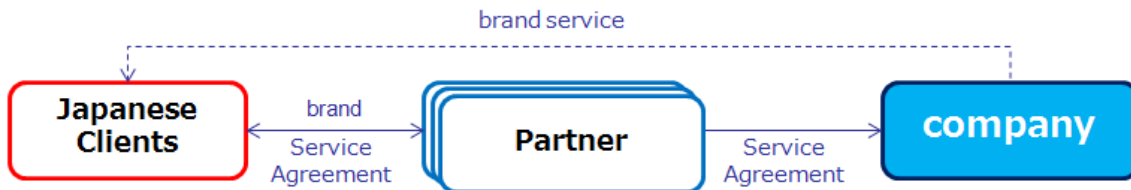
The Joint Venture faces the Client to provide all Brand Related Services.

The Joint Venture established by the Company with the Partner can provide both Brand and White Label Services.



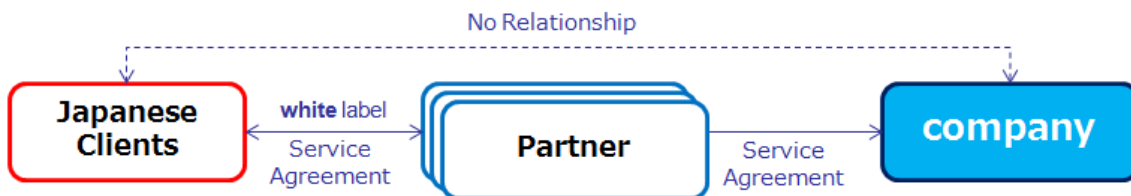
•Type – 3)

In case the Company decides to act as a Brand Service Provider (SaaS), the Partner faces the Client to provide all Brand Related Services, while the Company is shielded behind the Partner. The Partner acts as Brand Reseller.



•Type – 4)

In case the Company decides to be a Brand Platform Service Provider (White Label), the Partner faces the Client to provide all White Label Services, while the Company provides platform services to the Partner.



Here is a list of Industries for which GEXEED has already provided Business Incubation Services.

A) Manufacturing Industry

Processing of Raw Materials / Food / Auto Parts / Film / Chemical Products, etc.

B) Retail Industry

Computer Equipment / Clothing / Medical Equipments / Brand, etc.

C) Wholesale Trading

Electronic Devices / Construction Materials / Plastics / Clothing, etc.

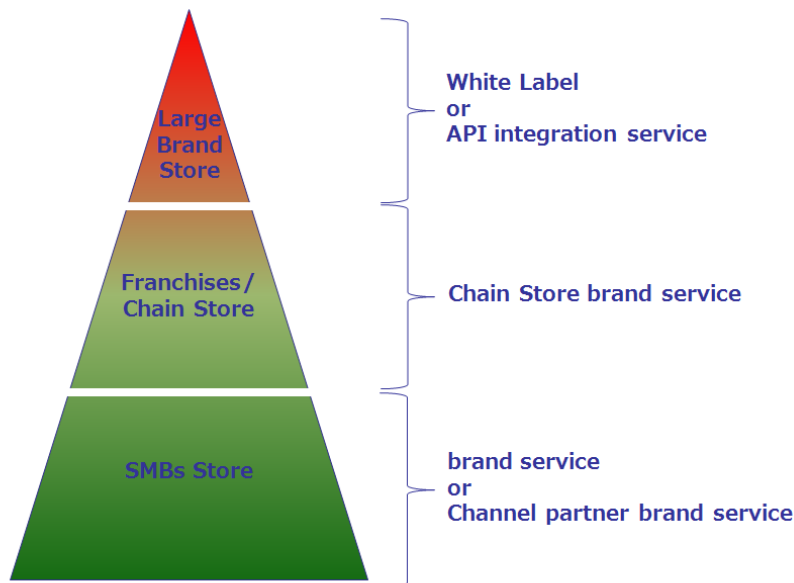
D) Services Industry

Hotel Industry / IT Service Industry / Staffing, etc.

E) Other Industries

Communication / Construction / Transportation / Real Estate /
National Institutes, etc.

Please find below an adequacy chart of the partnership models that we have discussed above, specifically for the Retail industry.



GEXEED will actively connect its customers to their channels (or partners) and/or directly to their prospective clients based on the best practices acquired within each industry.

⑥ **Ad Interim General Management Services**

GEXEED can help its customers to quickly start up their businesses by assigning a Customer Representative or General Manager for an interim period, from among its most experienced business manager staff pool.

⑦ **Business Representative Search & Selection Support**

By leveraging its state-of-the-art Global Human Resources consulting skills, GEXEED can further assist customers with the search and selection of an appropriate Representative Director.

After the conclusion of the selection process the Ad Interim General Manager will quickly and efficiently hand over the startup business to the Representative Director.

⑧ **Business Development Support**

GEXEED can also provide its customers with its full Business Development Support package including but not limited to:

- ✓ Business Development and Sales Planning Activities
- ✓ Appointment Setting
- ✓ Meeting Preparation
- ✓ Passive and/or Active Meeting Support
(i.e. Translation and/or Active Professional Sales Support)
- ✓ Meeting Analysis
- ✓ Localization Support for Products and Services
- ✓ Localization Support of Sales Tools.

⑨ **Back-Office Support**

Additionally, GEXEED can provide its customers with Full Back-Office Support including but not limited to:

- ✓ Order Processing
- ✓ Logistics and Inventory
- ✓ Financial and Managerial Accounting
- ✓ Human Resource Management etc.

⑩ **Information Technology Support**

Last, but certainly not least, GEXEED can provide its customers with Full Information Technology Support including but not limited to Core Systems Roll-in Projects Support Services (such as ERPs).

For the purposes of this document, we will reference only the company's expertise in Oracle JD Edwards ERP Implementation Projects.

GEXEED is providing JD Edwards implementation services ever since 1997, having performed successful implementation projects for over 115 companies in various industries.

About 1 / 3rd of the total number of JDE Implementations in Japan have been performed by GEXEED (including joint projects performed with partners).

As such, our acclaimed consultants have acquired excellent project experience and are highly recommended by a proven successful track-record.

GEXEED has the largest number of Certified JDE Consultants in Japan (more than 30 consultants) and has been awarded the 1st place among Oracle Certified Consultants for 3 years in a row.

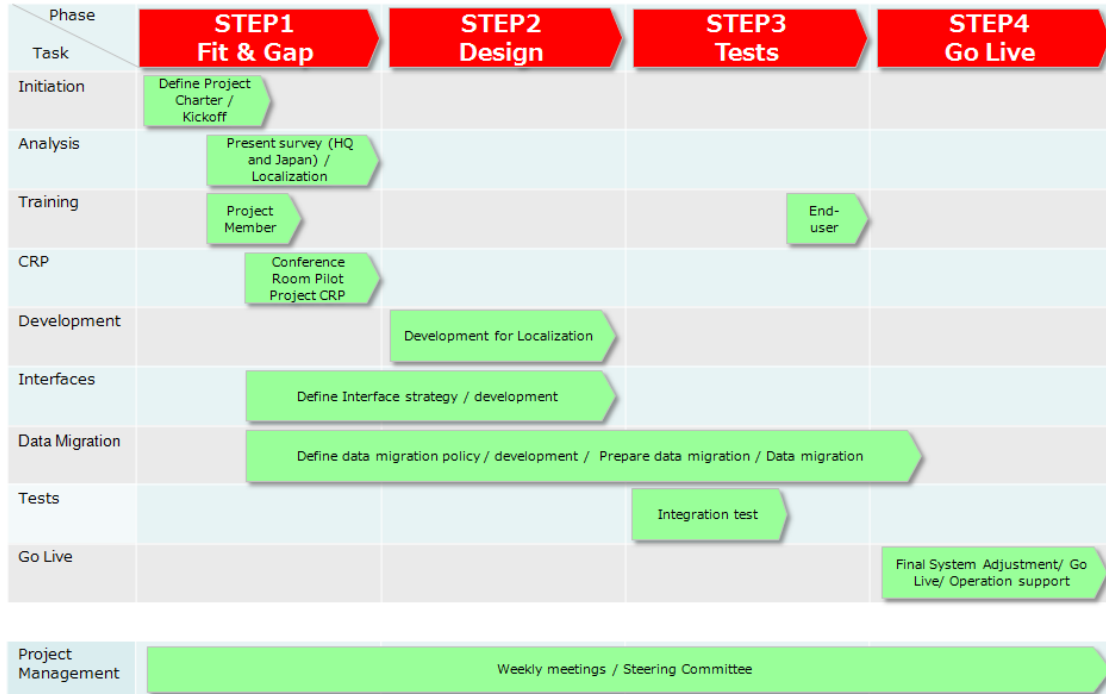


(Source: <http://www.oracle.com/jp/education/certification/showcase-award2010.html>)

GEXEED is a "Gold Partner" under Oracle's Certified Partner Program and has acquired all 5 different JDE types of Specialization in Japan.



GEXEED has a proven 4 steps Project Implementation methodology



* for Roll-in Projects CNC task is not included

【 Case Study : Roll-in Project for a Global Apparel Company 】

GEXEED has performed the implementation for the Japanese subsidiary including Financial, and Distribution module.

I) Project Goals :

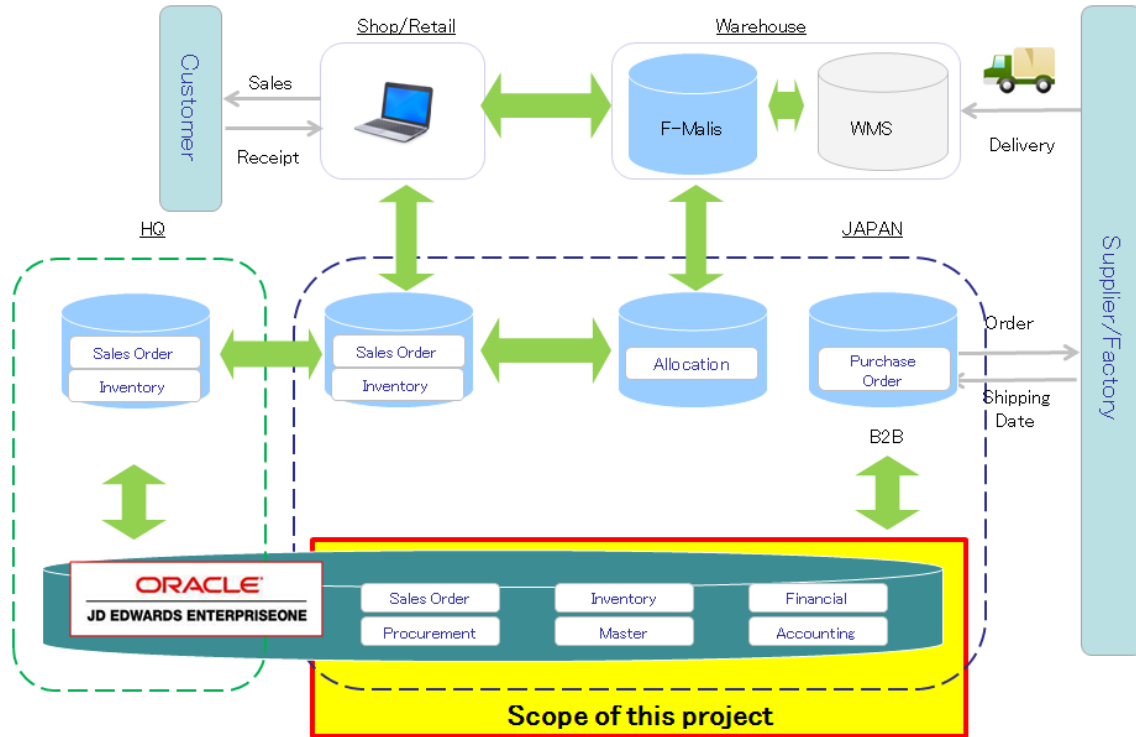
1. Implement Oracle JD Edwards for the Japanese subsidiary.
Create a seamless financial reporting process.
2. Unify the Master Management.
Synchronize the master data with Head Quarters.
3. Centralization of inventory stock.
Discontinue a dual stock and realize the unitary management of the stock control through JDE.

II) Project Duration : 6 months

III) Project Scope :

- ✓ Japanese Localization of the Global Model Fit & Gap
- ✓ Gap between the Standard Solutions and the Global Model
- ✓ Japan Version Creation
- ✓ Setup of the Japan Menu
- ✓ Support with the Master Entry
- ✓ Advice for Data Migration
 - Master Data
 - Transaction Data (Balance Data)
- ✓ Project Management
- ✓ Support for Parallel Operation
- ✓ Creation of the Operations Manual

IV) Project Scope : Visual Representation



About Gexeed

Company Name	株式会社ジェクシード GEXEED Co.,Ltd.
Established	October 6, 1964 (September 17, 2003, Listed: JASDAQ)
Capital	1,037 million yen
Address	<p>Tokyo Main Office :</p> <p>Eiha Building. 9F , 3-17-11 Kandnishikicho Chiyoda-ku, Tokyo, Japan, 101-0054 E-Mail: sales@gexeed.co.jp Contact Person: Mr. Tsuyoshi Kayama</p> <p>Osaka Office :</p> <p>Itou Building, 7F, 3-6-14 Minamihonmachi Chuo-ku, Osaka-shi, Osaka, 541-0054 E-Mail: fumihiko-higashi@gexeed.co.jp Contact Person: Mr. Fumihiko Higashi</p>
President	Mr. Yutaka Nozawa
TEL	+81 3-5259-7010 (Representative)
FAX	+81 3-5259-7011
URL	http://www.GEXEED.co.jp
Employees	70 (As of 12/31/2014)
Services Offered	<ul style="list-style-type: none"> • Business Incubation Services • Business Consulting • Business Solutions (i.e. Oracle JD Edwards Enterprise Resource Planning) • Talent Management Solutions (i.e. SAP Human Capital Management) • Technical Solutions • Cloud Solutions • Software as a Service SaaS
Language Support	Japanese / English / Spanish / Korean / Chinese