

News Release Dated April 3, 2023

Company: Japan System Techniques Co., Ltd.
Representative: Takeaki Hirabayashi, President and CEO
Stock code: 4323, Tokyo Stock Exchange, Prime Market
Contact: Toshinori Hamada, General Manager of
General Affairs Department
Tel: +81-6-4560-1000

**Notice of linkage of CRM SMART BankNeo for Regional Banks and Business Process
Digitalization Tool POWER EGG
to Strengthen Sales Capabilities of Regional Financial Institutions**

Japan System Techniques Co., Ltd. (JAST) has started offering a service to link “SMART BankNeo,” a tool provided by JAST, and “POWER EGG,” a tool provided by D-CIRCLE, Inc., to strengthen sales capabilities of regional financial institutions. The details are as per attached.

The earnings forecast to be announced on May 12, 2023 incorporates the effect of this matter on the results of operations for the fiscal year ending March 2024. An announcement will be made promptly if there is any additional information that should be disclosed.

April 3, 2023
Japan System Techniques Co., Ltd.
D-CIRCLE, Inc.

**Notice of linkage of CRM SMART BankNeo for Regional Banks and
Business Process Digitalization Tool POWER EGG
to Strengthen Sales Capabilities of Regional Financial Institutions**

Japan System Techniques Co., Ltd. (Head office: Osaka, Representative: Takeaki Hirabayashi, President and CEO; JAST) and D-CIRCLE, Inc. (Head office: Tokyo, Representative: Koji Uchida, President) have started offering a service package that links SMART BankNeo, a tool developed and provided by JAST, and POWER EGG, a tool developed and provided by D-CIRCLE to strengthen sales capabilities of regional financial institutions.

The Tottori Bank, Ltd. (Head office: Tottori City, Representative: Itaru Irie, President) became the first user on April 3, 2023.

“SMART BankNeo” is a CRM tool for regional financial institutions designed to handle customer management, project management, and employee management.

“POWER EGG” is a tool for the digitalization of business tasks and supports groupware, general application work flow, web database and other functions. It is designed to improve information sharing, application and reporting work flow efficiency within the bank, and promote transition to paperless operation.

Many regional financial institutions use both services.



■ **Details of System Linkage**

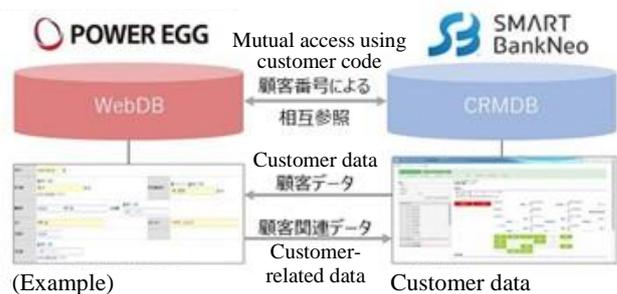
Until now, branches of regional financial institutions that used both services had to separately enter schedules and common customer data, which was time-consuming. This seamless linkage of the two tools will centralize management of common customer data, eliminate the need for separate entries and prevent data entry errors. In addition, it will make it possible to efficiently plan schedules and significantly improve operational efficiency.

- 1) Links POWER EGG’s schedule planning function with SMART BankNeo’s visit schedule table
- 2) Links POWER EGG’s web database with SMART BankNeo’s customer data

(Example 1) Schedule linkage



(Example 2) Link with customer data



(Example) Financing projects management DB

■ **Message from The Tottori Bank, Ltd. (User)**

We have received the following comment from Mr. Tozaki (*) of the Tottori Bank, Sales Management Department regarding this system linkage.

In 2017, Tottori Bank started using POWER EGG to improve communication between the headquarters and branch offices, and make approval and settlement application work flow paperless.

However, there was no linkage with the customer management systems that are used constantly by salespeople. People at sales offices were dissatisfied and asking for improvements because of the need for separate entries of tables for plans and schedules for visiting customers and other problems.

SMART BankNeo makes it easy to synchronize customer visit plan tables and POWER EGG schedules and link the customer database and POWER EGG Web database.

Linkage of SMART BankNeo and POWER EGG is expected to make sales activities more efficient and greatly improve the utilization of information acquired during sales activities.

*Departments and titles of individuals are as of March 31, 2023.

JAST will continue to incorporate customer feedback in its product development programs in order to provide a broader range of services for making various tasks more efficient and enabling customers to use new working styles.

About SMART BankNeo

SMART BankNeo is centered on the core functions that financial institutions require most of all. JAST created this product by using knowledge acquired from providing BankNeo, an integrated package for data, and the feedback of financial institutions. By using this system, financial institutions can make their operations more advanced and efficient for the purposes of centralizing customer data and conducting effective sales activities.

<https://www.bankneo.jp/products/smartbankneo/>

About POWER EGG

POWER EGG is a tool for the digitalization of business tasks that is centered on the themes of awareness and linkage. This tool has groupware, general application work flow, web database and other functions. Consolidating data encompassing a broad range of business activities improves efficiency for teleworking and strengthens communications within a company. The number of companies and regional financial institutions using POWER EGG has been increasing rapidly. As of the end of February 2023, 1,504 companies and other organizations (including 78 public-sector organizations and 75 financial institutions) were using POWER EGG and about 546,000 licenses had been sold.

<https://poweregg.d-circle.com/>

■ Inquiries

BankNeo Business Division, Japan System Techniques Co., Ltd.

Tel: +81-3-6718-2772

E-mail: bankneo_info@jast.co.jp

URL: <https://www.bankneo.jp/>

Partner Business Sales Department, D-CIRCLE, Inc.

E-mail: release@d-circle.com