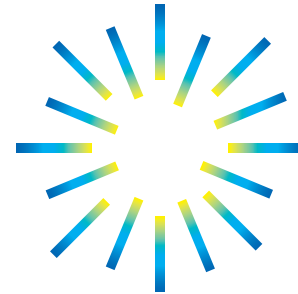


# FRONTEO

FRONTEO Corporate Profile



FRONTEO: Frontier Technology Organization  
(Meaning “progressive, leading-edge value creators”)

The radiating axes represent the expansion and potential of the company and its business centered on the AI platform. The gradation visualizes centrifugal and centripetal forces and symbolizes diversity and mighty power.

## The Meaning of FRONTEO

FRONTEO is a name coined from English “front” and Latin “eo” meaning “go forward”. This company name incorporates our strong determination to lead society as a pioneer and to move forward with single-minded purpose.

By developing KIBIT, its own artificial intelligence technology, FRONTEO has succeeded in translating into technology the sensibilities, judgments, tacit knowledge and emotional subtleties that arise when people write or read texts.

KIBIT can discover “the meaning you were seeking for”, “the value you didn’t notice” from records which could be buried in vast amounts of data if left alone, enabling people to become aware of new perspectives and providing a yardstick for making judgments. Sharing this newly gained viewpoint widely will enhance people’s capabilities. By enhancing each person’s capacity from its source we can create new values in society and seek to “expand human knowledge”.

Our technology can be of use in various fields of society. We hope that the wisdom and intelligence nurtured by each person can be used as a tool for that person and in turn provided as infrastructure in society to create a society full of brilliant promise in the future.

# Bright Value Creator

**FRONTEO is revolutionizing the future of humanity and advanced science.**

The FRONTEO Mission is driven from a service-oriented culture that continues to aim higher and brighter to develop leading-edge technology and market best services creating immense value for our clients, employees, consumers and shareholders.



## Bright Idea

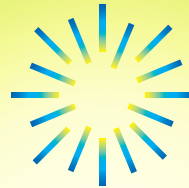
FRONTEO is an incubator for ideas that fuel growth and innovation. This is a cornerstone of our business and we constantly aspire to do it better.

## Bright Humanity

The FRONTEO Mission puts people first in achieving business outcomes. It aims for human-centric corporate management and continuously creates shared value within the company.

## Bright Business

FRONTEO uses leading-edge technology to create business value. And this enables our business to continue to shine. It also nurtures the company and its employees.



# BRIGHT VALUE CREATOR

FRONTEO is revolutionizing the future of humanity and advanced science.

## Bright Culture

From the earliest times in human history culture building has been a primary objective.

History has shown us at FRONTEO that a deep value system shapes culture, and if that culture is nurtured it will be bright and thrive.

## Bright Service

Every corporation is shifting its focus to service oriented culture. This is a key tenet in how we conduct our business.

## Bright Technology

New technology development is a hallmark of FRONTEO's value system. Artificial intelligence is rapidly becoming the new norm in business and FRONTEO is at the leading edge in providing real solutions to our clients and the world.



## The AI Engine KIBIT That Can See into a Person's Heart

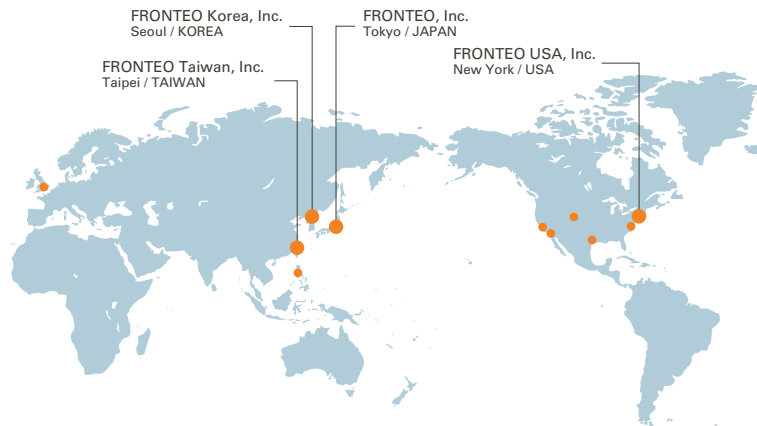
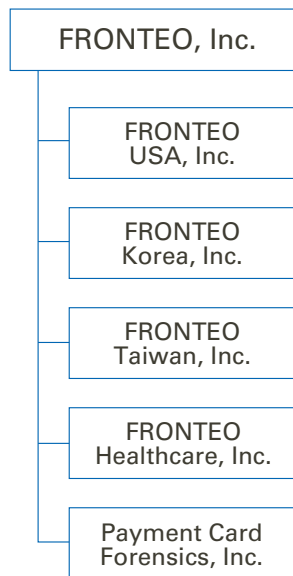
KIBIT, developed as proprietary technology by FRONTEO, is an artificial intelligence technology that can “see into the subtleties of a person’s heart” and derives from a combination of the Japanese “kibi”, or “subtlety”, and “bit”, or “the smallest unit of data”. By combining the proprietary artificial intelligence related technology (Landscaping) and Behavior Informatics, KIBIT can learn human behavior and support judgments.



### Main features:

- Identifies tacit knowledge, judgment system and feelings of individuals.
- Learns from small amount of training data and able to judge massive amounts of data.
- Able to read and analyze text at 4,000 times the speed of a human.
- Simplifies work and substantially reduces time and cost, by automatically selecting the elements required for problem-solving.

## FRONTEO Group



- **FRONTEO USA, Inc.** <http://www.fronteo.com/usa/>  
Discovery support business  
Offices: New York (headquarters), Washington D.C., San Francisco, Los Angeles, Huston, Golden, London, The Philippines
- **FRONTEO Korea, Inc.** <http://www.fronteo.com/kr/>  
Discovery support business
- **FRONTEO Taiwan, Inc.** <http://www.fronteo.com/tw/>  
Discovery support business
- **FRONTEO Healthcare, Inc.** <http://www.fronteo-healthcare.com/en/>  
Medical data analysis system business
- **Payment Card Forensics, Inc.** <http://www.pcf.co.jp/en/>  
Credit card fraud investigation business

◎ Number of Offices: 2 in Japan (Tokyo, Nagoya) and 10 overseas

◎ Employee Breakdown (consolidated)  
Number: 362 (162 in Japan)  
Gender: 220 males (94 in Japan), 142 females (68 in Japan)  
Nationality: 163 Japanese, 199 non-Japanese

**55%** of the Group's employees are non-Japanese

**10** overseas offices

Women account for **26%** of managerial positions in Japan

## Ensuring That Everyone Can Live a Healthy Daily Life

Thinking first and foremost about patients, driving research and development based on evidence, and contributing to improve medicine. These are the principles of FRONTEO Healthcare.

In providing Concept Encoder, a new artificial intelligence developed for the healthcare field, we are currently tackling healthcare issues found during our diagnosis support, healthcare operational support and pharmaceutical company R&D support.

Relevant group company: FRONTEO Healthcare, Inc.





## Healthcare Operational Support

Developing a system to predict patient falls

Hospitals devote a great deal of attention to preventing patients from falling. FRONTEO Healthcare has developed a system to predict patients' fall that further reduces this risk. This system predicts the risk of falls by analyzing text data, such as patient conditions recorded in electronic medical records and diagnostic records by utilizing Concept Encoder, a new artificial intelligence developed for the healthcare field. This helps to lessen the burden of assessing these risks, allowing medical professionals the time to interact with patients and care for them.

## Mental Disorder Diagnosis Support

Developing Devices Enabling Quantitative Determination of Mental Disorders  
Participation in AMED Public Tender Project

FRONTEO Healthcare has been commissioned in a public tender by Japan Agency of Medical Research and Development (AMED), a national research and development organization, to participate in a project to create a system to assess mental health symptoms. The ICT-based Diagnosis-Assisting Technology and Research and Development Project, joined by both private enterprises and universities, has started work on a support system for diagnosing mental disorders using artificial intelligence. FRONTEO Healthcare uses the new artificial intelligence Concept Encoder to analyze patient conversation data and indicate an objective index for mental disorders. Besides utilizing this for daily diagnoses, we aim to apply this technology to drug development and clinical trials in the mental disorder field.

## Chronic Pain Care Support

Developing a Pain Care Support AI System

FRONTEO Healthcare, in partnership with Aichi Medical University and Nippon Zoki Pharmaceutical Co., Ltd., is working on a system to support appropriate chronic pain care at an early stage. Multidisciplinary and comprehensive diagnoses by medical institutions comprised of multiple experts are important in treating chronic pain, yet the medical institutions that can conduct these diagnoses are limited. Utilizing the artificial intelligence Concept Encoder which has studied the multidisciplinary diagnoses conducted by the Multidisciplinary Pain Center of Aichi Medical University, our aim is to contribute to efficient diagnoses at general hospitals and clinics.

## Maximizing Knowledge to Build Tomorrow's Future for Companies

The massive amounts of data, created by corporate activity, are a precious resource for companies. The analysis, forecasts and trends that can be derived from this data are indispensable for management decisions that lead to success. FRONTEO's technology supports business decisions based on extracting truly valuable data from the data accumulated. An organization can elevate its overall judgment ability by learning expert knowledge and sharing it widely.

### Patent Search and Analysis System KIBIT Patent Explorer

Intellectual property is the source of a company's competitiveness. For invalid document searches, prior art searches, technical trend searches and the like, the KIBIT artificial intelligence, which has learnt the tacit knowledge of researchers and developers, greatly improves the accuracy and efficiency of patent searches.

### Business Data Analysis Support System KIBIT Knowledge Probe

KIBIT, which has learnt the intuition and tacit knowledge of humans with their power of judgment, can analyze the text of company email, daily reports, etc. This leads to grasping sales opportunities, proceeding smoothly with projects, reducing the risk of staff leaving the company and preventing harassment. It can also focus on and collect the news you need from massive amounts of news data.

### Email Auto-Surveillance System KIBIT Email Auditor

The majority of our communication is now done through email. The artificial intelligence KIBIT, which has studied the search methods of inspectors, can extract suspected corrupt emails, such as information leakages, cartels and corruption, at overwhelming speeds and low cost. That is, it visualizes endogenous risks.

## Supporting Decisions and Actions of Organizations and People through Artificial Intelligence and Robots

The artificial intelligence KIBIT and artificial intelligence robot Kibiro are capable of understanding the thoughts and preferences of organizations and people.

By finding and connecting mutual necessities, we will provide value that did not previously exist to corporations and consumers.



### Supporting Business Operations Improvements through AI

The artificial intelligence KIBIT stands amidst communications between people and organizations, and supports operational efficiency and various decision-making. It will display its effectiveness across a wide variety of circumstances such as in the area of personnel (recruitment, development, allocation, management, etc.), automation of inquiry responses, verifying the quality of massive texts, promotion of knowledge management, optimization of advertisement signage and improving the precision of matching.

### Supporting Productivity Improvements through Robots

The communication robot Kibiro will contribute to operational efficiency and customer satisfaction improvements at contact points with clients, such as reception and services. Because it is capable of presenting company information and introducing products in accordance with client attributes, responding to client inquiries with an FAQ, simplifying questionnaire collection and acquiring logs, it can also be utilized for marketing data. Moreover, Kibiro has enjoyed success as a life partner in homes.



## Realizing Justice and Fairness

FRONTEO is a specialist in international litigation support and forensics. The company is a one-stop provider for such services as identifying, collecting and presenting evidence as well as discovering signs of illegal activity indicated by audits.

As globalization progresses, companies are becoming only too familiar with international litigation. However, due to lack of familiarity with the litigation process and differences in culture and language, this is by no means a favorable environment for Japanese and Asian companies. Today, electronic data plays an important role in the various aspects of international litigation, and FRONTEO, powered by artificial intelligence, can remove the disadvantages stemming from differences in country or language.

### Discovery

For companies competing in the global market place, civil litigation, product liability litigation, patent infringement litigation and investigations involving the antitrust law, such as cartel investigations, are unavoidable hurdles to be navigated. As a comprehensive discovery support provider, FRONTEO is a pioneer in Asia with a record of handling more than 7,000 cases in over ten years (as of December, 2017).

### Forensics

Risks for companies such as information leaks and internal irregularities can occur at any time and any place. As a pioneer company providing legal technology, FRONTEO has a record of handling over 1,200 investigations (as of December, 2017) and has leveraged its artificial intelligence and sophisticated digital forensics technology to offer a wide range of support from training to identifying signs of illegal activities and proposing preventative measures.



## ●Creating Bright New Values Through a Practice of Moving from Zero to One.

FRONTEO has always tackled the path untrodden. For instance, even be it something that has never been done before or something considered imprudent, we have continued to bravely take up the challenge if it will solve some issue between man and society and lead to the creation of some bright value.

## ●Opportunity for All

The workplace environment at FRONTEO allows for staff of various attributes of age, sex and race. There is an opportunity of success for anyone with ability and the capacity to put that into action. These ideas of being borderless and diverse are not only applied to the company internally but to our businesses and services leading to the creation of a diversified society and employment.

## ●Take the Initiative

Constantly strive to be actively leading edge.

This is our guiding principle for action and describes the way each and every employee should act. FRONTEO takes on challenges that entail passion and creates people of value through a corporate culture that shares steadfast, never give up perseverance and emotion.



We strive our best to raise value for its customers and to create a better future together through data analysis businesses utilizing its proprietary technology and analysis capabilities.

The FRONTEO Group was launched in 2003 under the name UBIC, working in the field of litigation discovery and digital forensics. We have used artificial intelligence technology that learns human experience and intuition to engage in problem solving to protect companies and make them stronger.

The company name changed to FRONTEO in July, 2016 and we are no longer engaged in just the legal field, where our business originated. By leveraging our artificial intelligence technology, we are also focusing on healthcare, business intelligence, and digital marketing, and are moving even further to solve major social challenges.

With each employee having the mission of being a bright value creator, we act on the basis of six principles and, with all our stakeholders, strive our utmost so that man and society will continue to have a bright future.

Masahiro Morimoto  
CEO and Chairman of the Board

A handwritten signature in black ink, appearing to read 'Masahiro Morimoto', with a stylized, flowing script.

# FRONTEO, Inc.

**Established:** August 8, 2003

**Head Office:** Meisan Takahama Bldg., 2-12-23 Konan, Minato-ku, Tokyo 108-0075, Japan

**CEO & Chairman of the Board:** Masahiro Morimoto

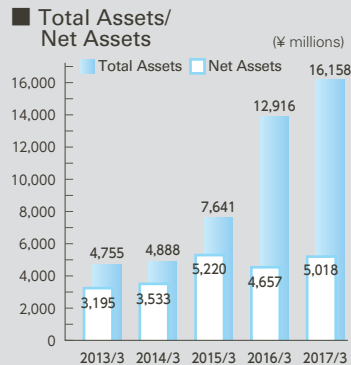
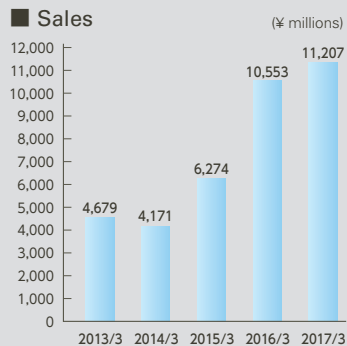
**Capital:** JPY 2,481,621,000 (for the financial year ending March 2017 consolidated)

**Revenue:** JPY 11,207,730,000 (2017)

**Listings:** Tokyo Stock Exchange Mothers (securities code: 2158) US Nasdaq (ticker symbol: FTEO)

**Major Clients:** Government agencies (law enforcement agencies, various surveillance committees), domestic and overseas law offices, private companies (automobile, machinery, precision machinery, electric, pharmaceutical, petrochemical, data communications, trading companies, etc.), medical institutions

**Affiliated Organizations:** Japanese Society for Artificial Intelligence (JSAl), Institute of Electronics, Information and Communication Engineers (IEICE), Database Society of Japan (DBSJ), The Association for Natural Language Processing (NLP), Information Processing Society of Japan (IPSJ), Institute of Digital Forensics (IDF), Japan Society of Security Management (JSSM), Japan Card Data Security Consortium (JCDSC), Japan Intellectual Property Association (JIPA), Japan Association of New Economy (JANE)



FRONTEO, Inc.

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**[www.fronteo.com/global/R](http://www.fronteo.com/global/R)**

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