

PRESS RELEASE

To the press



April 27, 2017

SAISON INFORMATION SYSTEMS CO., LTD.

HULFT Holds the Second Largest Worldwide Sales Share

According to Gartner's MFT Market Research

SAISON INFORMATION SYSTEMS CO., LTD (Headquarters: Toshima-ku, Tokyo; President: Kazuhiro Uchida; hereafter "SAISON INFORMATION SYSTEMS") has today announced that HULFT now holds the second-largest worldwide sales share (*1) according to *All Enterprise Software Market Share (Managed File Transfer Suites Segment), Worldwide, 2016*, a report of the survey on the managed file transfer (MFT) (*2) market published by Gartner Inc. Sold and supplied by SAISON INFORMATION SYSTEMS, this series of Japan-made file transfer middleware already holds the largest market share in the domestic market (*3) and in the Asian market (*4).

Aspiring to consistently provide domestic and overseas customers with attractive products and services under the HULFT brand, SAISON INFORMATION SYSTEMS has since its launch in 1993 been working to provide the software with multilingual support, to offer 24/7/365 customer support in the Japanese, English and Chinese languages, to cultivate sales channels in the worldwide market, to establish a partner program and to otherwise enhance the product lineup and functions and cultivate markets.

In addition, SAISON INFORMATION SYSTEMS set up HULFT business bases in Shanghai in 2011, in Beijing in 2015, in Singapore in 2015 to cover the ASEAN region, and in California in 2016 to advance the globalization of the HULFT business. Today, a total of 189,600 copies are used by 8,700 corporate customers in 43 countries around the world. (*5)

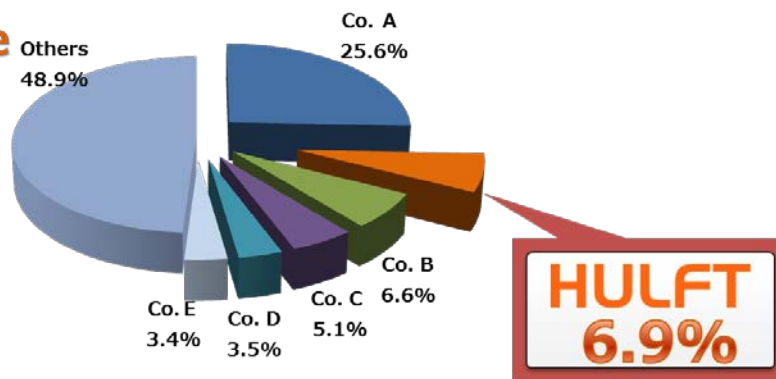
SAISON INFORMATION SYSTEMS believes that the recent survey results reflect its activities to improve the environment so that HULFT is easier for overseas customers to use.

Gartner Inc. reports in this research that the worldwide MFT market grew at an annual rate of 7.4% in 2016, with sales, or market size, of nearly 873 million dollars, or 94 billion yen. SAISON INFORMATION SYSTEMS will continue to ensure the safety and reliability of data that flow through the global IT infrastructure and will provide safety and security for the evolving network society in line with the ever-growing MFT market.

MFT Market Share

All Enterprise Software Market Share (Managed File Transfer Suites Segment), Worldwide, 2016*

**2nd Largest
Global Share**



* According to Gartner, in 2016 the global MFT market grew by 7.4% to 873 million US dollars.

■ HULFT

(Product details: <http://www.hulft.com/software/hulft8/index.html>)

Compatible with an ever-growing range of platforms since its launch in 1993, HULFT is file transfer middleware equipped with all the functions customers need to share files between business systems. There are currently 189,600 ^{(*)5} HULFT licenses in use by 8,700 companies in 43 countries worldwide, spanning a wide range of industries. In addition to sending, receiving and managing file transfer jobs, products include peripheral functions essential to transferring files, including security and data integration before and after transfer.

■ References and Remarks

*1 Source: Gartner Inc.: *Market Share: All Software Markets, Worldwide, 2016*

*2 MFT: file transfer software with a focus on reliability and security with functions suited to file transfer between intra-business and inter-business systems, such as a prohibition on the transfer of any but designated files and recovery in the event of failure in transfer

*3 Source: Fuji Chimera Research Institute, Inc.: *New Market of Software Business (2015 Edition)* (package and value basis)

*4 Source: IDC, Nov 2015, "Worldwide Managed File Transfer Software Market Shares, 2014: Year of Steady Growth" (#259975)

*5 As of the end of March 2017

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■ **SAISON INFORMATION SYSTEMS CO., LTD.**

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Capital: ¥1,367 million

Business activities: Financial systems, Retail service systems and IT solutions, HULFT

Securities code: 9640 (Tokyo Stock Exchange, JASDAQ Standard Market)

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