

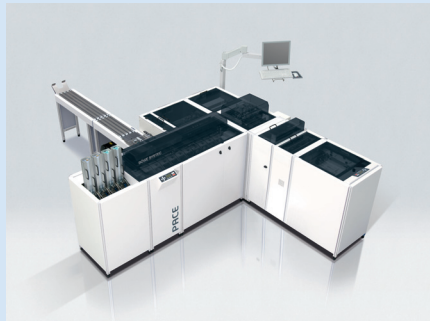
As First-Class Declines, Complexity Increases

BÖWE Single Machine Strategy Allows Processing On One Technology Platform

First-Class Mail volumes, which for several years have been in decline have seen a recent stabilization, however total mail volumes are still predicted to decline through 2020.

While First-Class Mail volumes have driven the consolidation of mailing centers, the complexity of mailing is greater than ever. Physical mail continues to be a highly effective method of communicating as it can differentiate a company's products and services.

Shipping volumes in excess of 30 billion parcels in 2015 continue to grow strongly with forecasts estimating more than a 5% annual growth rate through 2018.

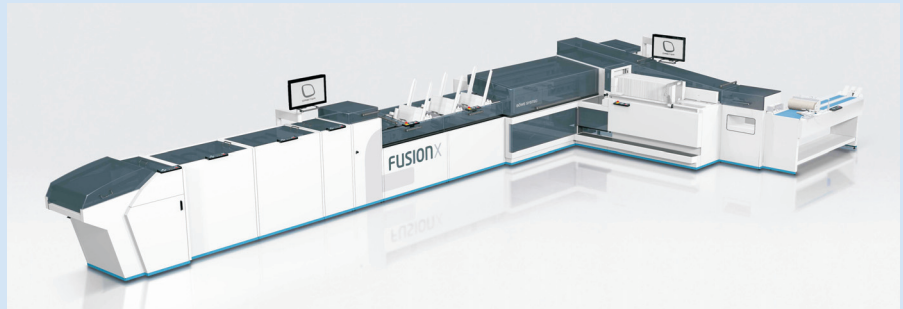


BÖWE SYSTEC Pace 4G

To meet this ongoing requirement, Mail and Parcel Production centers around the world are modernizing to deliver a more efficient, cost effective, processing model for a better customer experience. Organizations have introduced technology to position themselves as best of breed examples of companies meeting these new challenges.

For example, one of the largest banks in the United States had already embarked on several cost cutting and efficiency improvement initiatives including consolidation of production sites, alternate forms of delivery, and consolidation of jobs, to reduce waste and improve efficiencies.

But it saw great benefits in replacing all of their inserters with the BÖWE SYSTEC Fusion Cross.



BÖWE SYSTEC Fusion Cross provides one platform for policy and statement applications.

This enabled the implementation of a Single Machine Type Strategy and allowed all applications and material types to be processed on one technology platform.

In addition one of the most established insurance companies in the United States with over a billion dollars in assets faced increased flats volumes and also required the additional ability to process folded mail.

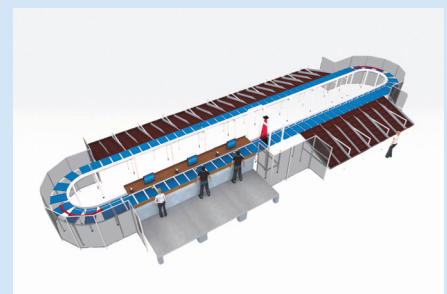
It was determined that two Dual channel BÖWE SYSTEC Fusion Cross inserters would allow the migration to a Single Machine Type Strategy, providing one platform for their complex policy and statement applications.

At a postal authority in Europe the requirement to process a large number of parcels within a very small window required the acquisition of a package sortation solution. The large number of destination points and floor space constraints led to the acquisition of a BÖWE SYSTEC Optimus Sortation system.

BÖWE SYSTEC was unique in its ability to provide a cost effective and se-

cure solution for this organization's specific challenges.

"To meet these evolving customer requirements, BÖWE SYSTEC has strategically positioned itself worldwide by designing and acquiring technology in the areas of high-speed inserting systems, card mailing systems, sortation systems and innovative software," said John Lombard, CEO Bowe Systec North America Inc.



BÖWE SYSTEC Optimus Sorting

BÖWE SYSTEC, headquartered in Augsburg, Germany, is one of the world's leading solution providers for modern print and mail production centers.

With strategic alliances in data management, print, prepress, postpress and mail logistics sectors, BÖWE SYSTEC has grown to become a global supplier of comprehensive solutions.

BÖWE SYSTEC meets market requirements on a global and yet, highly personalized basis. Since 2010 BÖWE SYSTEC GmbH has been owned by the Possehl Group, which generates annual sales of more than \$4.0 billion with a global workforce of over 12,000. The sole shareholder of L. Possehl & Co. GmbH is the charitable Possehl Foundation. For details go to www.boewe-systec.com and www.possehl.de.



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