



 Ceaseless Creativity for a Sustainable World

The Last Inch[®]



Unleashing the Power of IoT



SATO HOLDINGS CORPORATION
<http://www.satoworldwide.com>

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COMPANY PROFILE

SATO Group

Filling in The Last Inch[®] with Reliable Small Data

The rapid evolution of information technologies is opening doors for greater use of Big Data and the dream of connecting anyone and anything to networks anytime, anywhere as part of the Internet of Things. However, for the IoT to function accurately, a diverse range of objects at different business sites must be tagged with identifiers to be collected as reliable Small Data. At SATO, we are committed to filling in “The Last Inch” connecting the virtual and physical using data, drawing upon business partnerships and a wealth of practical know-how backed by *Genbaryoku* — our hands-on approach to problem-solving — that we have accumulated over the years.

* The term “last mile” was originally used in the telecommunications industry to refer to the final leg of connectivity to the consumer. The phrase has since come to describe the critical last link of service delivery that is particularly complex and challenging to fulfill. SATO hopes to go beyond this “last mile” to fill in an even shorter distance to connecting people, things and information at our customer sites with its Auto-ID solutions, and calls this “The Last Inch.”



Matching the movement of people, things and information

By offering total solutions that connect people and goods with information, SATO helps customers realize precision, labor and resource savings, peace of mind and environmental protection.

DCS & Labeling, our core business

The SATO Group’s unique business model of Data Collection Systems & Labeling (DCS & Labeling) leverages the use of Auto-ID technology to accurately and efficiently collect and manage data on the movement of people and goods. We deliver end-to-end solutions, providing systems built from the best combination of printer, scanner, software and consumables, and offering comprehensive after-sales support following installation.

History

1940



Founded as a manufacturer and marketer of bamboo processing machinery

1962



Invented the hand labeler to simplify price marking by hand

1964



Began production of labels

1981



Developed the world’s first thermal transfer barcode printer

1994



Shifted business focus to Auto-ID solutions

Next-generation solutions

SATO Values

Mission

Our mission is to create new value for our customers through products and services of superior quality, and to contribute towards a better and more sustainable world.

Vision

Our vision is to be the leader in the Auto-ID Solutions Industry worldwide. We aspire to be the world’s most trusted company by dedicating ourselves to creating solutions for precision, labor and resource savings, peace of mind, and environmental protection.

Credo

- We inspire changes, new ideas, and the courage of promoting customer-centric innovation in the spirit of Ceaseless Creativity.
- We seek to be true professionals by constantly striving to exceed the expectations of our customers.
- We see things as they are, and do the right thing right away.
- We show respect for all individuals, extend trust to each other, and work together as one cohesive team.
- We enable a vibrant and open-minded workplace, eliminating the formalities that cause “Big Company Disease”.
- We share the returns from our business with our four stakeholders: shareholders, employees, society and the company.



Auto-ID Technology



Voice recognition



Image recognition



Robust Product and Service Lineup

Hardware



Consumables



Maintenance



Design services



Software



System peripherals



Genbaryoku and Partnerships



We visit customer sites to see and truly understand the root of a problem with our own eyes and ears, and bring our internal resources and expertise of business partners together to design best-fit solutions with our customers.

Manufacturer

We develop and manufacture products in-house

Solutions engineer

We develop solutions in-house

Integrator

We offer optimized, one-stop solutions for customers

SATO is the only global Auto-ID solutions provider that has true manufacturing, integration and engineering capabilities.

We offer Last Inch Solutions for Various Industries

Transportation & Logistics



- Hands-free, eyes-free applications for precise and efficient picking
- Effortless and accurate tracking of incoming/outgoing stock and inventory
- Accurate asset management




Shipping labels

Picking system using voice recognition

Retail & Wholesale



- Solutions to simplify duty-free shopping for inbound tourism
- Market research-driven original product designs to promote sales



POP advertising tags



Markdown labels

Manufacturing



- Solutions to prevent shipment errors and collect traceable data
- Product identification with heat-, chemical- and weather-resistant labels that remain readable for years
- Solutions to standardize operations and eliminate human error



Identification tags



Small pitch labels for work-in-process management

Healthcare & Pharmaceuticals



- Solutions to prevent near miss incidents
- Accurate management of pharmaceuticals and medical supplies



Wristbands




Medication notebook labels




Direct marking on medical instruments

Apparel & Jewelry



- One-stop, RFID solutions to facilitate the scanning of incoming/outgoing deliveries and inventory at retail stores and distribution centers



Tags/labels

Food Manufacturing & Processing



- Food traceability solutions
- Relabeling of frozen and chilled foods to correctly reflect altered storage temperatures and corresponding changes in use-by dates



Ingredient labels



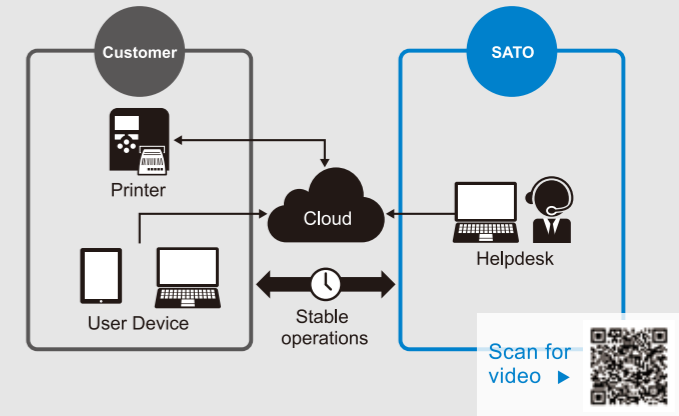
Primary labels (preprinted labels)



Nameplate labels

A virtual customer engineer on-site for peace of mind

Our IoT maintenance solution, SATO Online Services (SOS) monitors cloud-connected printers in real-time to detect issues before they become problems and provide support to keep customer operations running. With 24/7 connectivity, SOS offers users peace of mind with a virtual customer engineer anytime, anywhere.



PJM RFID for high-speed, high-accuracy scanning

Phase Jitter Modulation (PJM) RFID is a proprietary technology of SATO that overcomes traditional RFID limitations with its ability to scan through stacked items and read items mixed with metals or liquids reliably. PJM RFID-based solutions can quickly and precisely scan 600 tags in a mere second when used together with a reader, and are used at many of the world-class implant manufacturers and diamond cutters/dealers, contributing to an increased level of traceability in sophisticated inventory control needs.



ECONANO®, the world's first CO2-reducing labels

Developed in collaboration with ACTEiiVE Corporation, a venture company of Tokyo University of Science, ECONANO labels are the world's first labels to absorb and reduce CO2 emissions at the point of incineration. SATO applies the same technology to a greater lineup of green products that includes trash bags, apparel packages and stretch films used for wrapping cargo in logistics operations. * More than 20,000 businesses in various industries today use ECONANO labels.



NONSEPA® linerless labels

NONSEPA labels are produced without release liners. They cut down on paper used and leave no liner waste to be burned, reducing disposal costs and CO2 emissions.



NONSEPA and ECONANO are registered trademarks of SATO HOLDINGS CORPORATION. Patents for the ECONANO label are pending in Japan and other countries.