

Kofax FAQ

Softpro Acquisition

Who is Softpro?

Softpro GmbH, founded in 1983 and headquartered in Germany, is highly specialized in the trustworthy processing of handwritten signatures in digital workflows. Softpro develops and markets applications and developer kits for the digital capture, management and verification of signatures.

STRATEGIC FIT

What's new?

Softpro's e-signature and signature verification capabilities are an ideal complement to Kofax's smart process application development and deployment platform and very attractive to our more than 20,000 customers, including many leading financial organizations. We view digital transaction management, which has been spurred by the continued acceleration of e-commerce and m-commerce, as a key application in the smart process application market. The combination of Softpro digital signature technology with Kofax's TotalAgility® platform, which includes industry leading process management, analytics, mobility and data integration, will help companies better deliver on the overall digital business imperative.

What is the Softpro platform?

Softpro has two core families of products: 1) electronic signature and 2) signature verification and fraud solutions.

Electronic Signature

The SignDoc® family of products supports eSigning for electronic documents across all channels including web, desktop and mobile. SignDoc uniquely provides a single, standard electronic signature technology that can be deployed across the enterprise supporting any signature method including a handwritten biometric or a click-to-sign process. Softpro offers a range of products to meet all needs of the enterprise including stand-alone solutions, integration products and SDK's.

Signature Verification and Fraud Solutions

Softpro offers products that allow customers to analyze and verify handwritten signatures. SignBase eFlow® is a signature reference database used to manage biometric or static signatures and provide verification capabilities. It can be accessed from your application via web services or used in conjunction with the SignDoc platform.

SignAnalyze® is an advanced signature verification tool designed to analyze the biometric data of an electronic signature. It is a powerful application with interactive 3D effects, providing forensic experts with the ability to visualize dynamic signals of the writing process and compare two signatures in order to establish a match. This unique information can be the deciding factor for an organization and its legal team in case of a dispute or potential fraud.

FraudOne® is an image-based solution that can detect in real-time if a check is fraudulent or requires investigation prior to making payment. The FraudOne difference is in the decisioning technology that can factor in multiple information sources (signatures, check stock, account information) and business rules that can be tuned to minimize false positives yet identify fraudulent checks for review by fraud analysts.

Who are Softpro's customers?

Softpro is the signature technology at many of the world's leading financial institutions including: Citibank, JP Morgan Chase, Wells Fargo and hundreds of others.

Why did Kofax acquire Softpro?

E-signature is a fast growing market that has been an area of interest to Kofax for a number of years. This transaction represents a natural evolution of our SPA platform and solutions strategy. Customers, particularly in the Financial Services vertical, have expressed interest in having e-signature capability embedded within our solutions. The addition of Softpro will enable our customers to significantly reduce processing times in onboarding apps like mortgage origination and new account opening. We believe this acquisition provides

significant competitive differentiation over other smart process application platform providers such as IBM, EMC and Open Text.

Will new Softpro product releases be delivered on schedule?

Yes. There will be no disruptions to the Softpro product roadmap. Softpro will benefit from additional development and financial resources as a result of this acquisition.

How does Softpro benefit from the acquisition?

The acquisition provides significant value to Softpro:

- It provides Softpro new growth opportunities within Kofax's larger direct and indirect sales channels and installed base of over 20,000 end user customers
- It allows Softpro to significantly increase its North American and global presence
- It provides Softpro with additional product development, sales and marketing resources
- Softpro will be able to leverage Kofax technology and solutions for competitive advantage

How will Softpro products and technology be integrated within Kofax solutions?

Softpro products and solutions will continue to be sold standalone, and will also be integrated into Kofax TotalAgility, Kofax's flagship smart process application development and deployment platform, and other key products, as quickly as possible.

OPERATIONS AND SALES

What does the acquisition mean for Softpro customers?

There should be no discernible day-to-day difference for existing Softpro customers. Sales and support contacts will remain the same. Over time, Softpro customers will likely see an increase in overall communication, service and innovation as Kofax invests in the areas of Sales, Marketing and R & D as it relates to Softpro's business.

How does Softpro fit into the Kofax organization?

Softpro, *the company and brand*, will be fully integrated with Kofax by the end of 2014. The reason for this is the pervasive opportunity to get leverage across all Kofax functions to help Softpro achieve its fullest potential. The complete plan for Softpro product integration plan is still under development.

Will Softpro remain located in Germany and its other locations?

Yes. The company will maintain its headquarters office in Boeblingen, Germany (near Stuttgart) and its other offices around the globe. Where Kofax has similar locations and where appropriate, the Company may look to consolidate offices over time.

FINANCIAL

How much did Kofax pay for Softpro?

\$34.7 million USD.

How will this acquisition impact Kofax's revenues?

It will be accretive.

If you have additional questions, please contact Karl Doyle, Senior Vice President of Corporate Development, at: karl.doyle@kofax.com.