



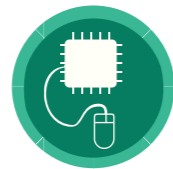
# Corporate Profile



Biometric Technologies



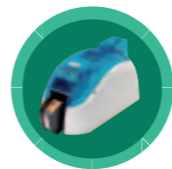
Card Technologies



Chip Applications



Embossing Technologies



Thermal Printing Technologies



# Our Vision >>>

// **Pajuno Development Company Limited** aims to become a model of excellence and a key player in the card issuance industry with a view to becoming a hub in Africa for card issuance technology distribution through focus and practices that earn us the confidence of our clients and customers. //

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# Introduction >>>

**Pajuno Development Company Limited** is a card based information technology solution provider. Established in 1993, the business has systematically developed into a silent icon providing effective distribution and support (Technical and consumables) of various card issuance machines (Centralized and Decentralized systems). Pajuno Development Company Limited is deeply focused on application developments designed to add functionality to our hardware range.

We sell digital technologies, with solutions for secure and cost effective card issuance, specially packaged for Banking and Financial Institutions. Our organization shares a synergy with several highly effective and reputable organizations to provide hardware distribution, integration and deployment. With this partnership arrangement our clients are assured of a formidable and cost effective technical team, proffering complete and valuable card solutions.

Our products & services include:

- Sales & Support for Access Control and Identification.
- EMV solutions providing Centralized and Decentralized card issuance schemes
- Custom hardware and software development for special needs
- 2D ID card production using Biometrics
- Automatic finger identification systems (AFIS).

The Quantum card centre is specially established to provide all-encompassing card services ranging from card personalization (thermo printing and embossing) to card mailing. A major department of the Quantum Centre is the Graphic Design Studio which provides all forms of card designs for numerous card schemes. We facilitate card issuance schemes with all their ramifications.



## Our Mission >>>

// To always seek our clients satisfaction with a service culture that keeps them happy and through the formulation and implementation of our policies to recruit quality personnel, train them well, and to adhere strictly to job specifications, ensuring near zero down time and keeping to a schedule of work at all our hardware and solution deployment locations. //

### DETAILED MISSION ACTIVITIES:

- Dedicating quality time to job planning to ensure the project is right at the first attempt.
- Delivering prompt service
- Dealing with our clients and customers with respect and dignity
- Dealing with our personnel with respect and dignity while motivating them to excellence
- Using seasoned and competent personnel as well as quality equipment for our work
- Maintaining industry safety standards

## Board of Directors >>>

### **PATRICK JUDE MBANO** MANAGING DIRECTOR / CEO

Surv. Patrick Jude Mbano has been Managing Director from the date of incorporation to the present day. He is a member of the Nigeria Institution of Surveyors (NIS) and is registered with the Sureyors Registration Council of Nigeria (SURCON). Mr Mbano is a graduate of the University of Nigeria, Nsukka.

Mr. Mbano has brought to bear, in the card issuance industry, his knowledge of instrumentation, offset printing and cartography acquired in the course of his academic and professional training as a topographic and hydrographic surveyor. With his technical background, he has successfully attended various technical trainings with numerous card issuance machines companies including Evolis card printers in France, Matica Systems and CIM in Italy. He is certified by all these companies to run and coordinate their card issuance product repair centres in Nigeria. Although as Managing Director, Mr. Mbano supervises and coordinates business development and administration in the company, he pays special attention to supervising the technical support and maintenance departments of the organization in passionate implementation of the company's "Zero Down Time Policy". This policy is one of the keys to Pajuno Development Company's success in the card issuance industry today. The aim is to ensure that every machine we install, as well as those in the Quantum Card Centre, run seamlessly with little or no down time.

The "Zero Down Time Policy" is the brain child of the Managing Director. He has acquired cognate experience from numerous projects that have exposed him to various facets of information technology. Experienced in chip technology, he has undergone training in chip and biometric applications, maintenance and installation of magnetic, contact and contactless stations of card issuance machines.



# Board of Directors >>>

**EDITH CHINWE PAT-MBANO (Ph.D)**  
DIRECTOR

Edith Chinwe Pat-Mbano studied at Yaba College of Technology, Lagos and received the H.N.D. in Town Planning in 1982. In 1987 she was granted the Dutch Fellowship to study at the Institute of Social Studies, The Hague, The Netherlands, where she obtained a Master of Arts degree in Regional Development Planning in 1988. In 2007 she obtained a Ph.D in Urban and Regional Planning at Abia State University Uturu, Nigeria. She is currently a Senior Lecturer and Head of the Department of Urban and Regional Planning, at the Imo State University, Owerri, Nigeria.

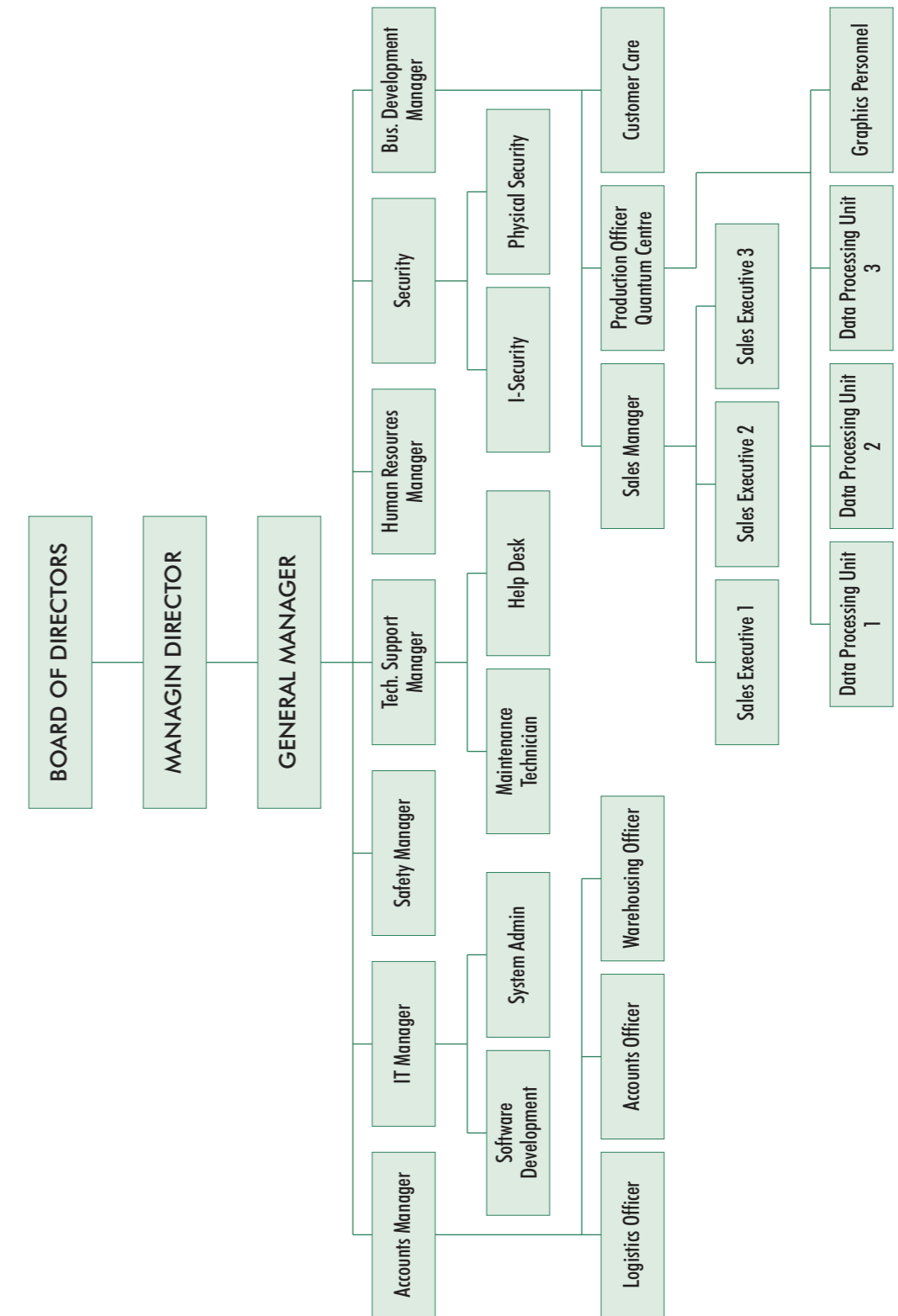
**SEBASTIAN ONYI IBEZIM JR.**  
DIRECTOR

Sebastian Onyi Ibezim is a United States based lawyer resident in the state New Jersey. He is a principle in the Law Offices of Ibezim & Associates, P.C., Newark, New Jersey, a law firm specializing in Civil Litigation, Medical Malpractice, Personal Injury and Immigration. In 2002, he served as an Adjunct Professor at the Center for Social Justice, Immigration Clinic, Newark, New Jersey.

Sebastian O. Ibezim has a wealth of experience in accounting, finance and insurance. He has practised as Accounts Executive: Estate and Insurance Planning, Mercerville, New Jersey. Between 1998 and 1990, he also served as President of the Investments, Real Estate Developments; Trenton, New Jersey. He is admitted to practice law in the Supreme Court of New Jersey, New York State Court of Appeals and the United States Supreme Court. He is the recipient of numerous merit awards including the Merit Award from the Center for Social Justice, Seton Hall School of Law. He is a member of the board of directors of the world Igbo Congress and currently the National President of the United States arm of Government College Umuahia Old Boys Association.

# Company Organogram >>>

## Pajuno Development Company Limited





# Products & Services >>>

## Centralized Card Issuance Machines

### MATICA Z10-30 EMBOSSING MACHINE

Model Z10, Z20 and Z30 are part of a totally new generation of card issuance systems from Matica. They have been specifically designed for cost-conscious service bureaus, card manufacturers and financial institutions for mid and high- volume centralised card issuance programmes.



### MATICA T20 THERMOGRAPHIC PRINTER

The T20 is a professional card printer that also offers full colour printing capabilities.



### MATICA MC10 MULTI CHIP ENCODER

The MC 10 is a chip personalizer designed to have only chip contact and magnetic encoding stations.



### MATICA MS 20 CARD MAILER

The Ms 20 is a Matica product designed for intelligent and secure card mailing. This equipment performs with a through put of 2000 cards per hour.



### ASSOCIATED CONSUMABLES

Pajuno Development Company Ltd. stocks all the consumables associated with the use of the equipment listed here.

# Products & Services >>>

## Decentralized / Card Issuance Machines

### EVOLIS TATTOO2 THERMOGRAPHIC PRINTER

Compact in size, easy to use and very affordable: Tattoo2 is the one-stop solution to print your badges singly or in small runs. Also suitable for mobile application.



### EVOLIS PEBBLE4 THERMOGRAPHIC PRINTER

Designed to meet all your card personalization needs from small runs to printing in volume, Pebble4 is an ideal choice to deliver any type of single-sided, colour badge.



### EVOLIS DUALYS3 THERMOGRAPHIC PRINTER

From issuing a single card to printing in volume, Dualys3 is today's market benchmark for securely delivering badges and double-sided personalized cards of unmatched quality.



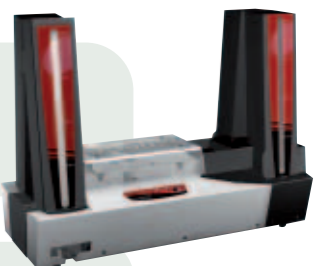
### EVOLIS SECURION THERMOGRAPHIC AND LAMINATING PRINTER

Securion is a solution that sets the standard for personalized and laminated badges. The printer supports the ever-stringent requirements in security and fraud-fighting, and helps to greatly extend the lifespan of any card.



### EVOLIS QUANTUM THERMOGRAPHIC PRINTER

With a capacity of 1000 cards, Quantum is outstanding as a semi-industrial printer that provides badge personalization in bulk.



### ASSOCIATED CONSUMABLES



# Products & Services >>>

## Cards

- Plain Blank Card
- Plain Blank Magnetic Stripe Cards (Hico and Loco)
- Plain Blank Smart Cards (Contact and Contactless)
- Thermo Printed Blank Cards
- Thermo Printed Blank Magnetic Stripe Cards (Hico and Loco)
- Thermo Printed Blank Smart Cards (Contact and Contactless)
- Offset Printed Blank Cards
- Offset Printed Blank Magnetic Stripe Cards (Hico and Loco)
- Offset Printed Blank Smart Cards (Contact and Contactless)

## Solutions

- Modular EMV solutions for Centralized Card Issuance Systems
- Modular EMV solutions for Decentralized Card Issuance
- EMV Solutions for Instant Issuance
- Solutions for Biometric Data Capturing
- Solutions for 2d ID Card Issuance using Biometrics
- Solutions for Automatic Finger Identification Systems (AFIS)

## Graphics

- We create designs for Credit, Debit, Cash and other Cards for our clients.

## Personalization

When our clients decide against in-house setup for card personalization and opt to out-source, we are there to provide all sorts of personalization support.

- **UNEMBOSSED PERSONALIZATION SERVICES** is gradually becoming the order of the day and is offered in our Quantum Card Centre. Pajuno Development Company Limited has invested in state of the art Thermographic Printer Capability for graphical, magnetic and EMV Electric Unembossed Personalization.
- **EMBOSSED PERSONALIZATION SERVICES** are available in our Quantum Card Centre with EMV Ready Embossing Machines.
- **CARD MAILING SERVICES:** Card mailing machines are available in the Card Centre for clients to provide precise and secure mailing to their customers.

# Experience >>>

Pajuno Development Company Limited has been a key player in the card issuance industry since December 1998. In that time we have provided a range of services to our clients and customers. Please find a catalogue of such services below with their corresponding details.

NO	CLIENT	TYPE OF SERVICE / PRODUCT	QTY	CONTACT PERSON
1	<b>Elf Petroleum Nigeria Ltd Trans Amadi Port Harcourt</b>	Deployment & Support of Card Issuance Machines (K400CEM Optima)	6	Donald Bokoye, Human Resources Dept, Elf Petroleum Nig. Ltd. Tel: 084 - 236310 Ext. 2563. Kenneth Mbah, Security Dept. Elf Petroleum Nig. Ltd. Tel: 084-236310 Ext. 5546
2	<b>Shell Petroleum Development Company Ltd. Port Harcourt</b>	Deployment & Support of Card Issuance Machines (K300C Optima)	5	John Alabi Information Tech. Dept. SPDC Port Harcourt. Tel: 084 - 422702, 08037404267 (mobile)
3	<b>Skye Bank Plc</b>	Deployment & Support of EMV Ready Embossing Machine	1	Head of Card Services
4	<b>First Bank Plc</b>	Deployment & Support of Decentralized card Issuance machines for instant issuance in branches	120	Head of Card Services
5	<b>GT Bank Plc</b>	Delivers Card Bureau Support Service inclusive of ATM. Debit and Cash Card designs, Printing & personalization		Head of Card Services
6	<b>Intercontinental Bank Plc</b>	ATM Debit and Cash Card designs. Printing & personalization		Head of Card Services

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## Experience

NO	CLIENT	TYPE OF SERVICE / PRODUCT	QTY	CONTACT PERSON
7	<b>Fidelity Bank Plc</b>	Deployment & Support of Decentralized Card Issuance machines for instant issuance in branches	8	Head of Card Services
8	<b>FinBank Plc</b>	Deployment & Support of Decentralized Card Issuance machines for instant issuance in branches	170	Head of Card Services
9	<b>Diamond Bank PLC</b>	Deployment & Support of Centralized Card Issuance machine for Datastrip 2D ID card personalization	1	Head of Card Services Diamond Bank PLC
10	<b>Intercontinental Bank Plc</b>	Deployment & Support of Decentralized Card Issuance machine for Instant Issuance Pilot Scheme at their Idejo Branch	1	Head of Card Services
11	<b>Bank PHB</b>	Delivers Card Bureau Support Services inclusive of ATM, Debit and Cash Card designs. Printing & personalization		Head of Card Services
12	<b>Intercontinental Bank Plc</b>	Delivers Card Bureau Support Services inclusive of ATM, Debit and Cash Card designs. Printing & personalization		Head of Card Services
13	<b>Skye Bank Plc</b>	Delivers Card Bureau Support Services inclusive of ATM, Debit and Cash Card designs. Printing & personalization		Head of Card Services

## Experience

NO	CLIENT	TYPE OF SERVICE / PRODUCT	QTY	CONTACT PERSON
15	<b>First City Monument Bank Plc</b>	Delivers Card Bureau Support Services including ATM, Debit and Cash Card designs. Printing & personalization		Head of Card Services
16	<b>Access Bank Plc</b>	Delivers Card Bureau Support Services including ATM, Debit and Cash Card designs. Printing & personalization		Head of Card Services
17	<b>First Bank Plc</b>	Delivers Card Bureau Support Services including ATM, Debit and Cash Card designs. Printing & personalization		Head of Card Services
18	<b>Intercontinental Bank Plc</b>	Biometric 2D ID, Data Capture, Cash Card design & production for all Secondary Schools in Unizik University	Approx 10,000 2D	Head of Domestic Cards
19	<b>Intercontinental Bank Plc</b>	Biometric 2D ID, Data Capture, Cash Card design & production for all Secondary Schools in Unizik University.	Designed for 20,000. Project concluded with approx 9,000 students	Head of Domestic Cards
20	<b>Bank PHB</b>	Hardware Integration & Application Development for domestic and international Card Instant Issuance		Head of Cards & Channels

In the same way as the SUV (four runner) is designed for rugged terrain, so the Evolis range of card printers is specifically designed for issuing cards in the banking and financial sectors. This is evident, not only in Nigeria's local market, but also in the international sphere. See our partner's (Evolis Card Printers) EMV success stories below.

## Experience >>>

NO	CLIENT	TYPE OF SERVICE / PRODUCT	QTY
1	<b>NACF Bank (National Agricultural Cooperative Federation) Korea</b>	Deployment & support of Decentralized Card Issuance machines for EMV Instant Issuance in branches	4,450
2	<b>Woori Bank South Korea</b>	Deployment & support of Decentralized Card Issuance machines for EMV Instant Issuance in branches	870
3	<b>Pusan Bank South Korea</b>	Deployment & support of Decentralized Card Issuance machines for EMV Instant Issuance in branches	220
4	<b>Hana Bank South Korea</b>	Deployment & support of Decentralized Card Issuance machines for EMV Instant Issuance in branches	730

## Experience >>>

NO	CLIENT	TYPE OF SERVICE / PRODUCT	QTY
5	<b>IBK Bank South Korea</b>	Deployment & support of Decentralized Card Issuance machines for EMV Instant Issuance in branches	200
6	<b>Jeju Bank South Korea</b>	Deployment & support of Decentralized Card Issuance machines for EMV Instant Issuance in branches	34
7	<b>National Bank Of Uzbekistan</b>	Deployment & Support of Decentralized Card Issuance machines for EMV Instant Issuance in branches	78
8	<b>National Commercial Bank Saudi Arabia</b>	Deployment & support of Decentralized Card Issuance machines for EMV Instant Issuance in branches	387
9	<b>National Commercial Bank Of Greece</b>	Deployment & support of Decentralized Card Issuance machines for EMV Instant Issuance in branches	325





**Pajuno Development Company Ltd.**

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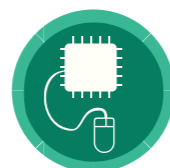
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Biometric  
Technologies



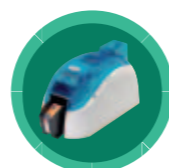
Card  
Technologies



Chip  
Applications



Embossing  
Technologies



Thermal Printing  
Technologies