

LAIYE

**AI Agents for Everyone
ADP, APA and RPA**



Our Journey



- Laiya was founded as a company with AI-native capabilities
- Launched the companion robot "Xiaolai", which has a total of 50 million users so far

2015

2017

- Launched the conversational AI platform product "Laiye Chatbot"
- Signed contracts with Fortune Global 500 clients including China Mobile, Walmart, and Nike

- Merged with Aosen Technology, a pioneer in UI automation
- Released the robotic process automation product "Laiye RPA", successfully defining China's RPA+AI market

2019

- Acquired iQubic, a leading provider of document recognition solutions
- Released the intelligent document product "Laiye IDP"

2020

- Opened an office in Singapore as the headquarter for the Asia Pacific region
- Selected into Gartner® Magic Quadrant™ for RPA

2021

- Released a new category "Work Execution System (WES)"
- A total of \$160 million in Series C+ financing

2022

- Launched a "digital workforce platform" driven by LLM
- Selected into 2023 Gartner® MQ for Enterprise Conversational AI Platforms

- Designated as a National-level "Little Giant" Enterprise (Specialized, Sophisticated, Distinctive and Innovative)
- Provided AI Agent solutions for multiple benchmark clients.

Build a world-class platform with intelligent automation core technologies

LAIYE



450+

Patents are being applied for and granted

No. 1 in the world in Intelligent Automation



97%

Willingness to recommend from **Gartner Peer Insights**



300

Global Fortune 500 and China 500



800k

China's largest community of software robot
30,000+ have been certified



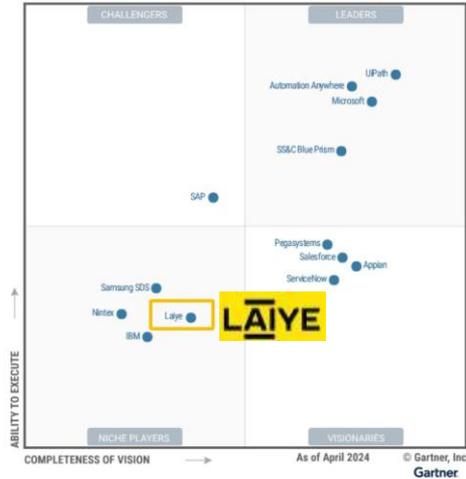
Only China-based vendor recognized in two Gartner hyperautomation Magic Quadrant reports



Selected in Gartner® Magic Quadrant™ for Robotic Process Automation (RPA) for four consecutive years

Magic Quadrant

Figure 1: Magic Quadrant for Robotic Process Automation



Selected into 2023 Gartner® MQ for Enterprise Conversational AI Platforms for the first time

Figure 1. Magic Quadrant for Enterprise Conversational AI Platforms



Global Customer Reference

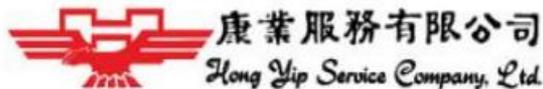
LAIYE

HK/ Macau	China Corporate	Manufacturing	BFSI	Retail	Logistics	Pharmaceutical
康壹服務有限公司 Kong Yip Service Company Ltd QP Group 倚思集團 KONICA MINOLTA Wong & Partners. 合泰生 大昌行集團 DCH HOLDINGS ZENITRON SCANWORLD 澳城綜合度假股份有限公司 XPH RESORTS, S.A. WYNN PALACE 永利皇宮 醫院管理局 HOSPITAL AUTHORITY HONG KONG MONETARY AUTHORITY 香港金融管理局	国家电网 STATE GRID 中国南方电网 CHINA SOUTHERN POWER GRID 中国核工业集团有限公司 China National Nuclear Corporation 中国移动 China Mobile 中国大唐集团公司 China Datang Corporation 中国电信 CHINA TELECOM 中国联合网络通信集团有限公司 China Unicom 中国航天科工集团公司 CHINA AEROSPACE & ROCKET CORP. 中国航空工业集团有限公司 Aviation Industry Corporation of China Ltd. 中国中化集团公司 SINOCHEM CORPORATION 中国石油 国家能源集团 CHN ENERGY 中国石化 SINOPEC 中国建筑 CHINA STATE CONSTRUCTION 华谊集团 HUAYI 中粮集团 CHINA OILSEED & GRAIN PROCESSING CO. LTD.	首钢集团 SHOUGANG GROUP 京东方 BOE 首钢京唐 包钢集团 BAOGANG GROUP 紫金矿业 ZIJIN MINING 中联重科 联华集团 LIANHUA GROUP 山东能源集团 SHANDONG ENERGY GROUP 东风汽车 DONGFENG MOTOR DJI 大疆创新 郑煤机 Lenovo Haier Midea WANHUA 万华 UAES 利亚集团 LIYUAN GROUP 海康威视 HIKVISION 大华技术 DAHUA TECHNOLOGY 浙江大华科技股份有限公司	中国银行 BANK OF CHINA 中国平安 PING AN PICC 中国人民保险 中国建设银行 CHINA CONSTRUCTION BANK 众安保险 天弘基金管理有限公司 TIANHONG ASSET MANAGEMENT CO., LTD. 华夏基金 HUAXIA FUND 中原消费金融 ZHONGYUAN CONSUMER FINANCE ZHC BANK 浦发银行 SPD BANK 中国太平 CHINA TAIPEI 华夏保险 HUAXIA INSURANCE 兴业银行 XINGYE BANK WeBank 微众银行 兴全基金 XINQUAN FUND 河北农信 HEBEI XINGDE 江南农村商业银行 JIANGNAN RURAL COMMERCIAL BANK	Walmart 沃尔玛 NIKE PORSCHE LV GIORGIO ARMANI 开元酒店集团 NEW CENTURY HOTELS & RESORTS 益丰大药房 YIFENG PHARMACY MARY KAY 福佑专车 FUBUO CAR Beisen 科技成就人才 TAL 好未来	中国邮政 CHINA POST 绿城集团 GREENTOWN DNV ZTO 中通快递 ZTO EXPRESS JUSIDA MILKYWAY DIMERCO CEVA LONGFOR 龙湖 旭辉集团 XUHUI GROUP 华夏幸福 HUAXIA XINGFU	中国生物 CNBG CQP Johnson & Johnson 强生 Roche AstraZeneca 九州通 JIUZHOUTONG Wyeth 惠氏 福建康普安 FUJIAN COMPAAS 伊利 YILI

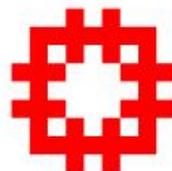


Hong Kong/ Macau Customers

来也



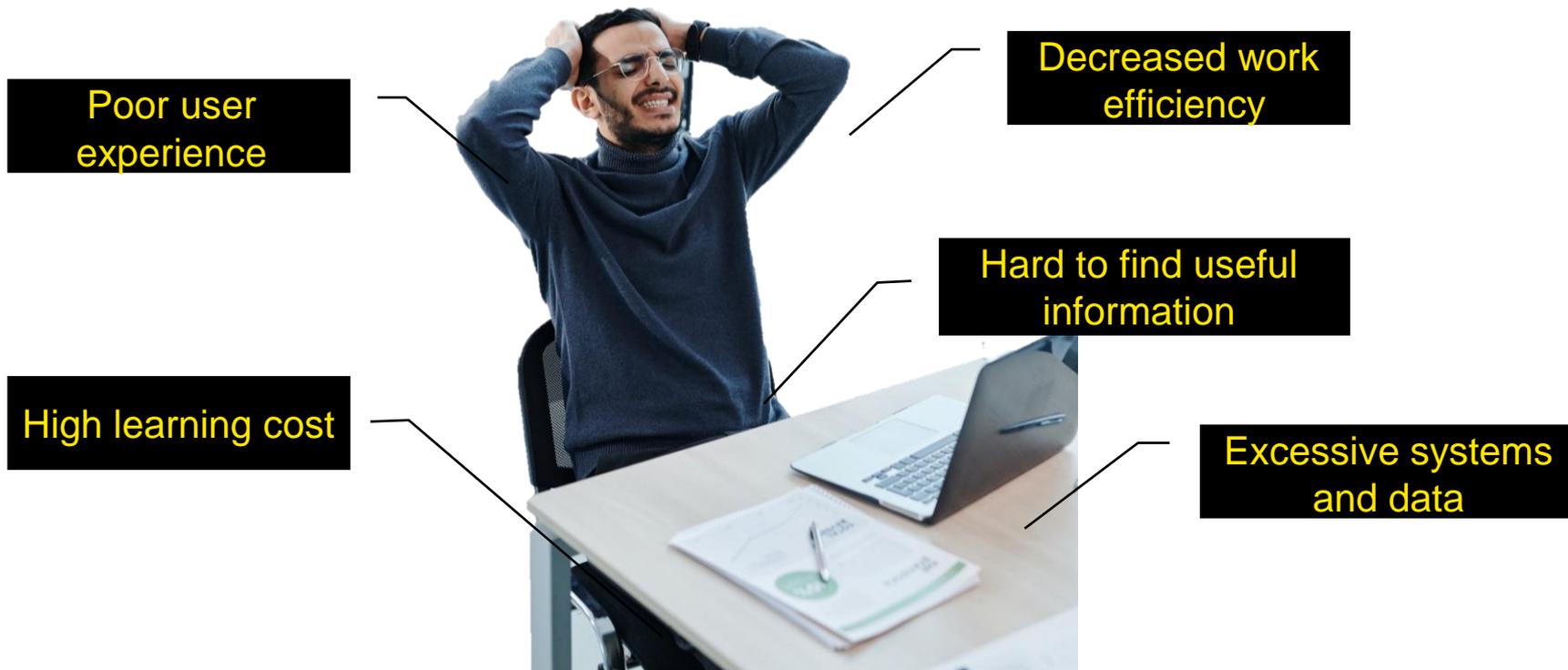
中華人民共和國香港特別行政區政府
數字政策辦公室



01

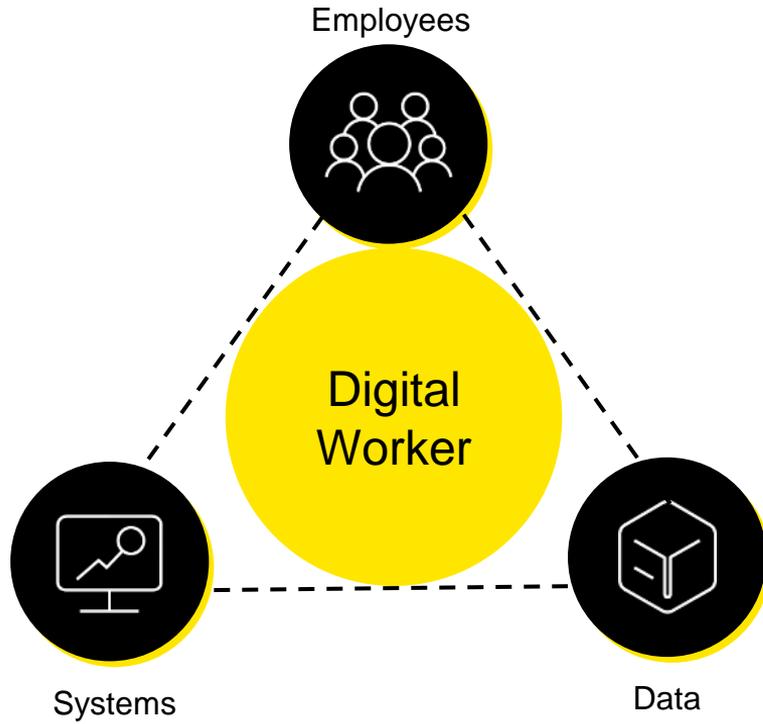
The Laiye Value Proposition

For employees, productivity is low due to complex systems and data-processing tasks



How can employees use systems and data more efficiently?

AI allow us to build new softwares on top of systems and data



Digital Worker - AI Agent for employees

As a bridge between employees and systems, employees and data, it can:

- / Operate complex **systems**
- / Handle unstructured **data**
- / Interact and collaborate with **employees**

Most of the work with systems and data is left to digital workers. Employees don't need to spend time on tedious and repetitive system operations, and are able to utilize the organization's knowledge and data more easily and efficiently.



The Laiye Value Proposition

LAIYE

“

Empower every employee with **AI Agent**,
enhance productivity and creativity of employees,
and create **future-ready workforce** for businesses.

”



02

Agentic Document Processing (ADP)



Complexity Challenges in Document Processing

Enterprise documents have **complex layouts** (multi-column, cross-page tables) and **rich elements** (handwriting, stamps, etc.) in **multiple languages**. Traditional tools struggle to recognize these structures and understand internal logic.



Labor and Process Efficiency Bottlenecks

Manual processing is **high-cost, low-efficiency**, prone to errors, and negatively impacts employee experience. Traditional programs require **large annotated datasets**, are time-consuming, and respond slowly to layout or rule changes.



Limitations of Traditional Technical Solutions

Documents are **dispersed across systems**, decision-making relies on **manual aggregation**, information is underutilized, data consistency is poor, and it is difficult to achieve **end-to-end insights**.



Tackling Complex Layouts

Deep Visual & Semantic Understanding: Efficiently parses complex documents and accurately interprets their **logical structure, hierarchy, and business context.**

Handling Complex Document Elements

Comprehensive Element Extraction: Accurately extracts **formulas, signatures, watermarks, and other complex elements**, providing richer and more precise information for processing.



Intelligent Visual Parsing for Business Documents

Traditional Solution: Recognizes text content and coordinates, outputs text based on positional relationships. Prone to mixing content from different areas, losing logical structure.

Intelligent Document Processing Solution: Jointly processes **text, tables, images**, and other elements. Restores both **characters and overall document structure** accurately.

Restore reading order



Frameless Forms Recognition



Understand document structure



Handle interference (stamps, watermarks)



Handwriting recognition



AI-Powered Semantic Understanding – Ready for Business, No Training Samples Needed

The screenshot displays the LAIYE web interface for document analysis. On the left, a sidebar shows navigation options like '上传文档' (Upload Document) and '应用管理' (Application Management). The main area is divided into three panels:

- Document Preview:** Shows a 'PROFORMA INVOICE' from 'ABC Trading Co., Ltd.' with fields for 'To', 'From', 'Invoice #', 'Invoice Date', and a table of items. The table has columns: Description, Price USD, Quantity, Amount USD.
- Extraction Results:** A central panel titled '智能体文档抽取' (AI Document Extraction) provides instructions in Chinese and a '立即生成' (Generate Now) button.
- Configuration and Results:** A right-hand panel allows users to configure extraction rules (e.g., '发票编号' - Invoice Number, '总金额' - Total Amount) and view the resulting JSON output.

Arbitrary Documentation

Supports **100+ document types** including hybrid documents such as orders, invoices, contracts, etc.

Multilingual Support

Handles **40+ languages** including Simplified & Traditional Chinese, English, Thai, and more, covering diverse business needs.

Zero-Marking Learning

Upload **just one sample**, and the platform automatically parses it and generates extraction suggestions, or completes extraction/classification via **natural language description**.



Unified platform and efficient collaboration



End-to-end process integration

Core functions—document parsing, classification, extraction, and risk insights—are integrated into a **unified platform**, eliminating process breakpoints, ensuring data

Natural Language Instructions

The platform offers a simple and efficient interface with **intelligent guidance** and **large-model insights**, enhancing the overall user experience.



Flexible System Integration

Provides **APIs, MCP, and other interfaces** to easily connect with BI, CRM, ERP, and other systems, ensuring high-quality downstream data and maximizing business value.



LLM + VLM = Agentic Document Processing

Truly understand the logical structure, hierarchical relationships and business attributes of documents

EVERGREEN LINE
BILL OF LADING
NON-NEGOTIABLE

SHIPPER: EVERGREEN LINE
CONSIGNEE: THE SHIPPER'S ORDER
VESSEL: EVERGREEN
POLYMERIZATION

DATE OF ISSUANCE: 2024-08-15
ISSUED AT: HONG KONG

SAMSUNG
Purchase Order

PO No.: 303 05 PO Date: 2024/08/17

Buyer's Name & Address: SAMSUNG ELECTRONICS CO., LTD.
Buyer's Term & Address: SAMSUNG ELECTRONICS CO., LTD.Ship To Party: SAMSUNG ELECTRONICS CO., LTD.Product Name: POLYMERIZATION

PO No.	Material	Description	PO Date	Order Qty	Amount	UNIT
00001	QNH-0000A	POLYMERIZATION	2024/08/17	11,100	90	KG
00002	QNH-0000A	POLYMERIZATION	2024/08/17	11,100	90	KG

發票號碼: INV20240816.0

DE 1322-VNT
CÔNG TY TNHH THƯƠNG TÍN VIỆT NAM
LÊN AN, KINH THƯƠNG, PHẠNG THỌ, TH 4 & H
Phung Thoi Ho Dong

日期: 2024-08-16
地址: 1322-VNT
联系人: LE VAN ANH, LE VAN ANH

品名	数量	单位	单价	金额
COMPOSITE BLENDED	11,100	KG	90	999,000

一、基金名称
二、基金代码
三、基金净值
四、基金管理人
五、基金托管人
六、基金销售机构
七、基金代销机构
八、基金注册登记机构
九、基金服务机构
十、基金服务机构

送货单

订单编号: 629233 收货方: 卡顿有限公司

物料名称	单位	数量	备注
FCL 标准托盘 RA 1.1m x 1.2m AD: Oum	个	200	

Rechnung

Rechnungsbetrag: 26,00 € Auftragsnummer: A 021
Rechnungsdatum: 23.04.2020

Material	Abtg	Bezeichnung	Q-tät	Gr. G.	Gr. P.	Gr. G.	Gr. P.
1	1	Standard	100	0,00	0,00	0,00	0,00

Agentic Document Processing (ADP)

Fast, accurate, 24/7 processing of all business document types

- Voucher
- Overseas Invoice
- Purchase orders
- Customs Voucher
- Payment voucher
- Transport document
- Invoices
- Bill of Lading
- Business contract

Comprehensively extract, categorize, and integrate business document data to generate actionable insights and business value.

- Accounts Payable operations
- Vendor Order & Warehousing Operations
- Automated Cargo Submission Operations
- Consumer Ticket Audit
- Qualification Management

Laiye Agentic Document Processing



ADP is the Next-Gen Intelligent Document Processing Platform enabling government and enterprises to digitize complex multi-format, multi-language documents and leverage data as a strategic asset.



02

RPA & APA From Now to Future

Laiye RPA - Low code UI automation and system integration

What is RPA?

Short for Robotic Process Automation, using specific "robot software" to stimulate human operation on PC and automate process tasks according to rules

RPA features



Routine repetitive work



Clear rules and logic



Cross-system data integration



Data collection, retrieval and summarization

Laiye RPA differentiation

Easy to use

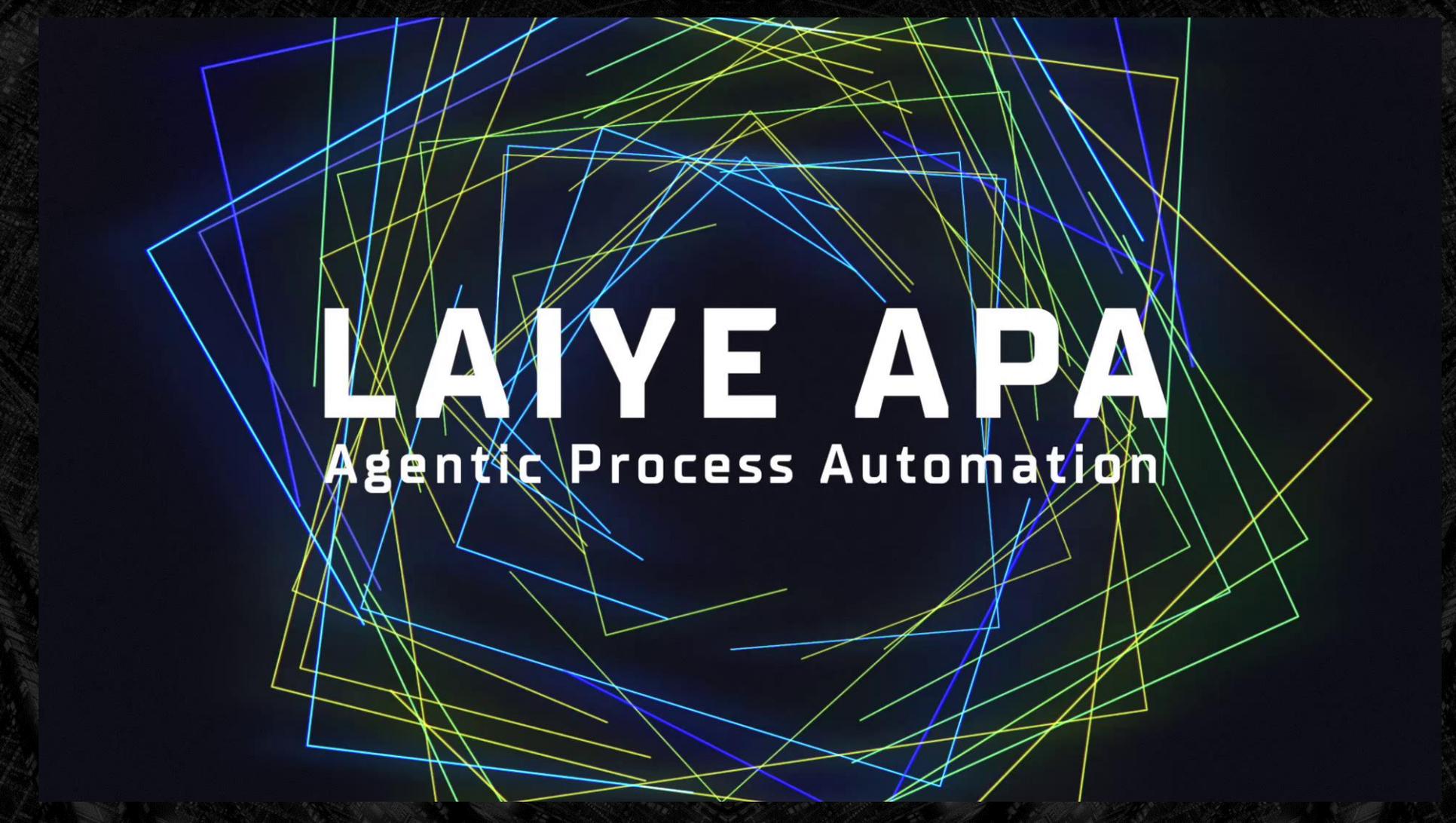
Low code development, no computer background can also get started quickly, more than 800,000 community users

Enterprise architecture

Support tens of thousands of RPA robots concurrent, robot work can be monitored and recorded to meet the needs of audit

Intelligent

Deep integration of large models, can automatically generate RPA process code, commands, greatly improve RPA development and maintenance efficiency



LAIYE APA

Agentic Process Automation

Value Leap: Dual 10X Effects

10X

Builders

From RPA experts to business users
+ general employees.

Creating workflows becomes as
simple as writing documents,
significantly lowering the barrier to
entry.

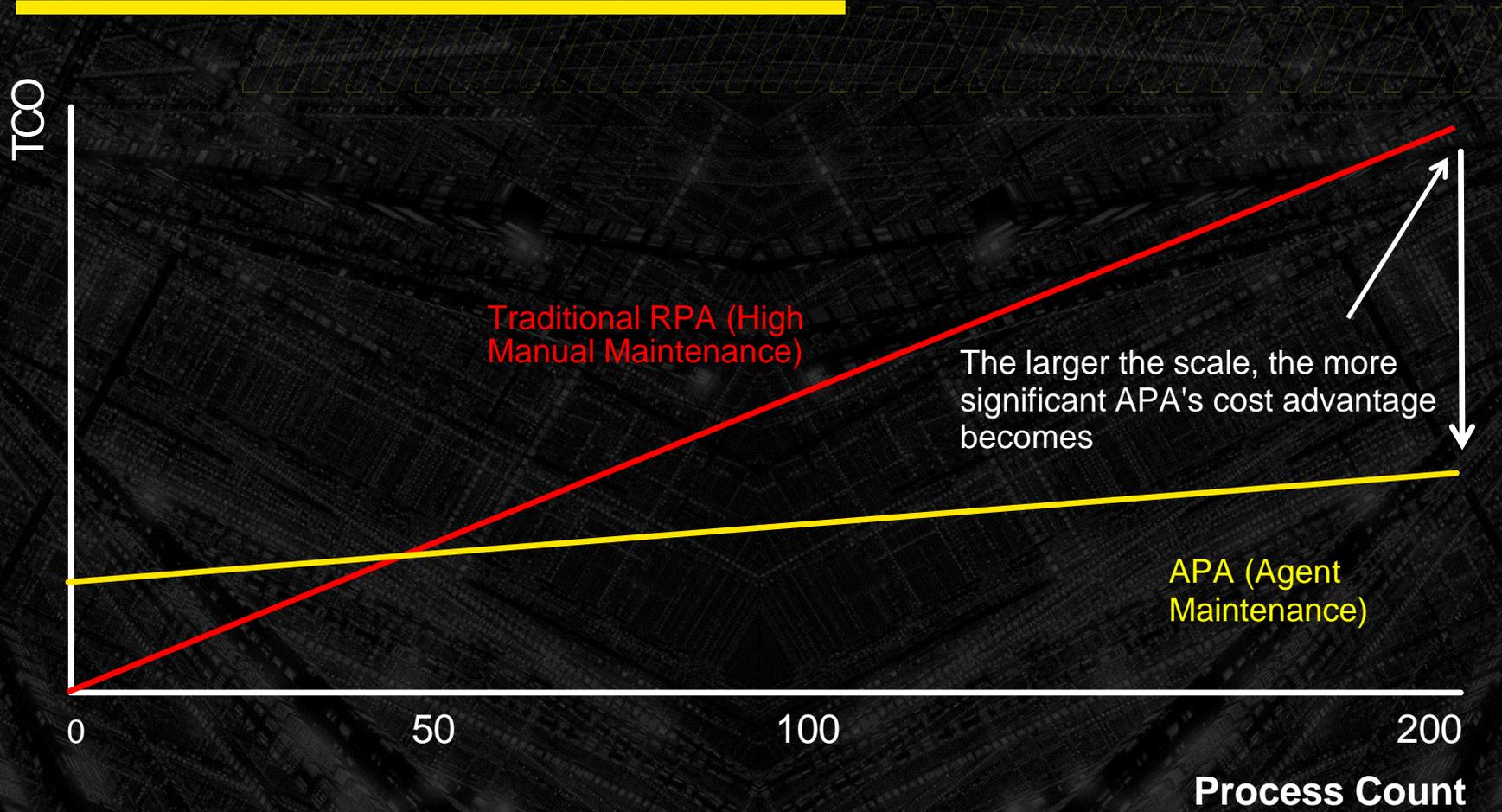
10X

Coverage

From the top 10% of processes to the
remaining 50%+ middle-to-long-tail
processes.

Decreasing marginal costs turn the ROI
for long-tail scenarios positive.

Economic Model Transformation: Breaking the Scaling Cost Curve



Implementation Strategy: Gradual Upgrade Path



Implementation Roadmap



Vision: The Future of Automation



From Projects to Capabilities

Automation will become like water and electricity — essential infrastructure, not standalone one-off projects.



From Expert-Dependence to Full Participation

Break IT bottlenecks and empower business users to build automation directly.



Stability + Intelligence

No longer a trade-off. Possess both the reliability of RPA and the adaptability of Agents.

The future of automation is not about choosing between stability and intelligence — it's about achieving both.

Thank you!

**Business
cooperation:**

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(86)13265585661

