



KONICA MINOLTA

Corporate Profile

RETHINK

LET'S TRANSFORM YOUR BUSINESS TOGETHER

Giving Shape to Ideas



EDITORIAL

We are evolving into a company clearly committed to solving social issues by leveraging the imaging technologies developed and refined since our foundation.

We believe contributing to the realization of a sustainable society where everyone can live with a purpose is the only way to achieve the sustainable growth of the company.

TOSHIMITSU TAIKO
PRESIDENT AND CEO, KONICA MINOLTA, INC.

OUR WORLD IS FACING UNPRECEDENTED CHALLENGES AND CHANGES, NOW AND IN THE YEARS AHEAD.

**THE COVID-19
PANDEMIC**



**AGING
SOCIETIES**



**GROWING
MEDICAL COSTS**



**A SHORTAGE
OF HEALTHCARE
PROFESSIONALS AND
CAREGIVERS**



**A DIGITAL
REVOLUTION THAT'S
TRANSFORMING
WORKSTYLES**



**CLIMATE CHANGE
AND GLOBAL
WARMING**



HOW CAN KONICA MINOLTA PROACTIVELY TACKLE THESE CHALLENGES AND CHANGES?

WE HAVE REDEFINED FIVE MATERIAL ISSUES TO CONTRIBUTE TO SOLVING SOCIAL ISSUES BY 2030





IMAGING TO THE PEOPLE

With our unique imaging expertise and data processing capabilities, we create relevant solutions for our customers and solve issues faced by society.

RETHINK YOUR WORKPLACE WITH KONICA MINOLTA

OUR 'INTELLIGENT CONNECTED WORKPLACE'
HELPS YOU TO TACKLE EVERY CHALLENGE

RETHINKING THE WORLD OF WORK

The world of work is changing.

‘Work’ can no longer be defined as a physical space one goes to 9 to 5.

The workplace is wherever and whenever people want it to be, driving the need for access to data, anytime and anywhere.

Yet true connectivity has been elusive, with technology being a barrier rather than an enabler. Until now.

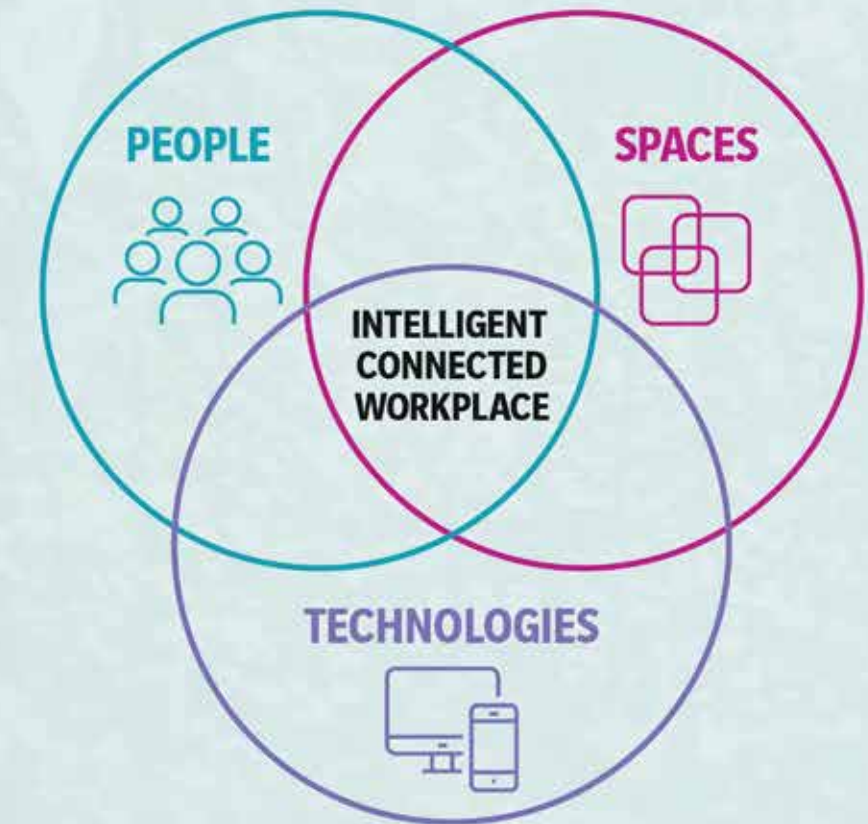
WHAT IS THE INTELLIGENT CONNECTED WORKPLACE?

Konica Minolta believes work is about people, spaces and technology.

Often these pillars are treated as separate entities.

Only by effectively connecting them you can achieve true connectivity.

That is why at Konica Minolta we have adopted the Intelligent Connected Workplace approach.



WHY IS DIGITAL TRANSFORMATION IMPORTANT?

Organisations that embrace digital transformations will benefit from a range of competitive advantages.

But prior to the COVID-19 pandemic, a number of hurdles slowed down digital transformation for many organisations.

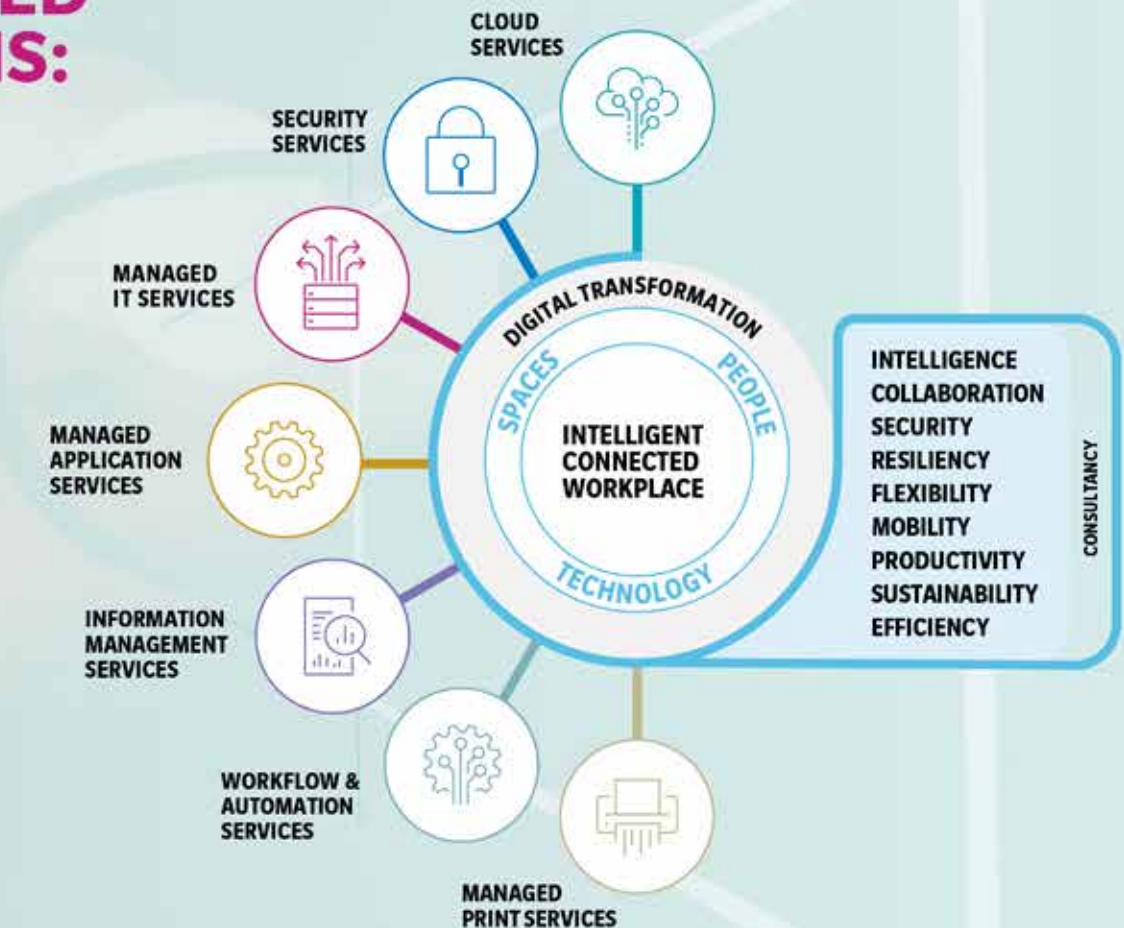
Together with you, we want to walk the path of digital transformation.

Thanks to the breadth of our solutions, services and offerings, we are the right workplace transformation partner for you.

KONICA MINOLTA'S INTELLIGENT CONNECTED WORKPLACE SOLUTIONS: OVERVIEW

Our portfolio of hardware and solutions are designed to integrate solutions across the entire workplace ecosystem.

Partnering with organisations of all sizes, this 360 degree approach is built from a combination of our global expertise paired with our local market knowledge. This enables us to build solutions that scale around differing organisational needs.



WHY KONICA MINOLTA: WE ARE THE PARTNER OF CHOICE FOR THE INTELLIGENT CONNECTED WORKPLACE



Proximity to help quickly

Global company with a
strong local service network



Your single point of contact

Long standing experience in print
combined with IT services expertise
differentiates us from IT companies



Named as worldwide leader in print transformation

IDC, 2020



Named in Gartner's global top 100 IT vendor list

Gartner, 2020



Awarded for our "Smart Workplace Vision"

Keypoint Intelligence, 2018



BLI PaceSetter Award for serviceability & support 2020

Keypoint Intelligence, 2020



Certified data centres for highest security and GDPR conformity

Gold
Microsoft Partner



Microsoft Gold Partner

RETHINK PRINT WITH KONICA MINOLTA

OUR 'IGNITING PRINT POSSIBILITIES' HELP
PRINT BUSINESSES TO IMPROVE AND GROW

RETHINKING THE WORLD OF PRINT

The professional print industry is in a constant state of flux.

Decline in overall print volumes and margins in several markets.

Demand for brand experiences continues to grow.

Printing companies must cope with widespread market shifts, changing customers demands, new technologies and new competitors.

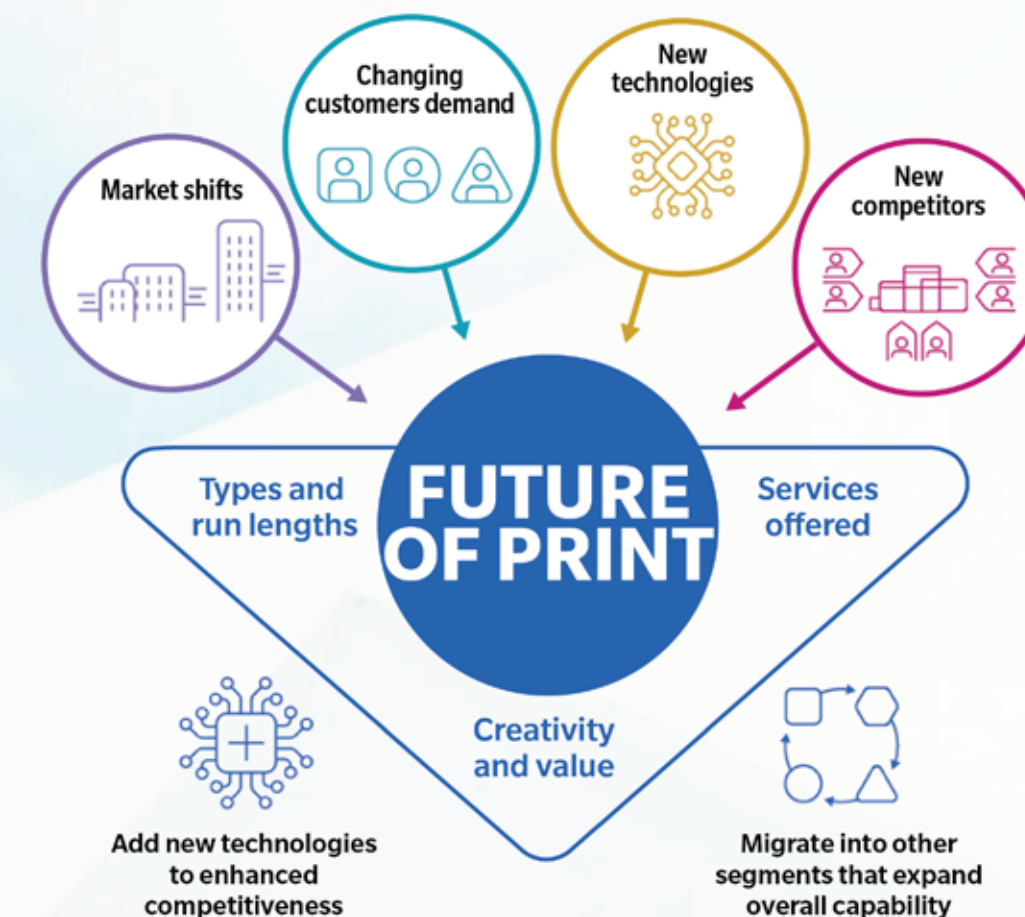
It will take bold decisions in the coming years to pivot their businesses.



WHAT ARE IGNITING PRINT POSSIBILITIES?

“Igniting Print Possibilities” is our commitment to helping print businesses to improve and grow. As a trusted partner, we can help you service new market segments, build stand out creative pieces, and optimise workflow.

Our solutions are designed to help find efficiencies, boost productivity and increase versatility, freeing you to maximise profit and ensure clear competitive advantage.



WHY IS DIGITAL TRANSFORMATION IMPORTANT FOR PRINT?

The competition amongst print businesses is high, and pressure on margins is greater than ever before.

Through digital transformation, print businesses can find competitive advantages to meet new demands for speed, reduce errors, and improve quality and ease of use, optimise operations and service new segments.

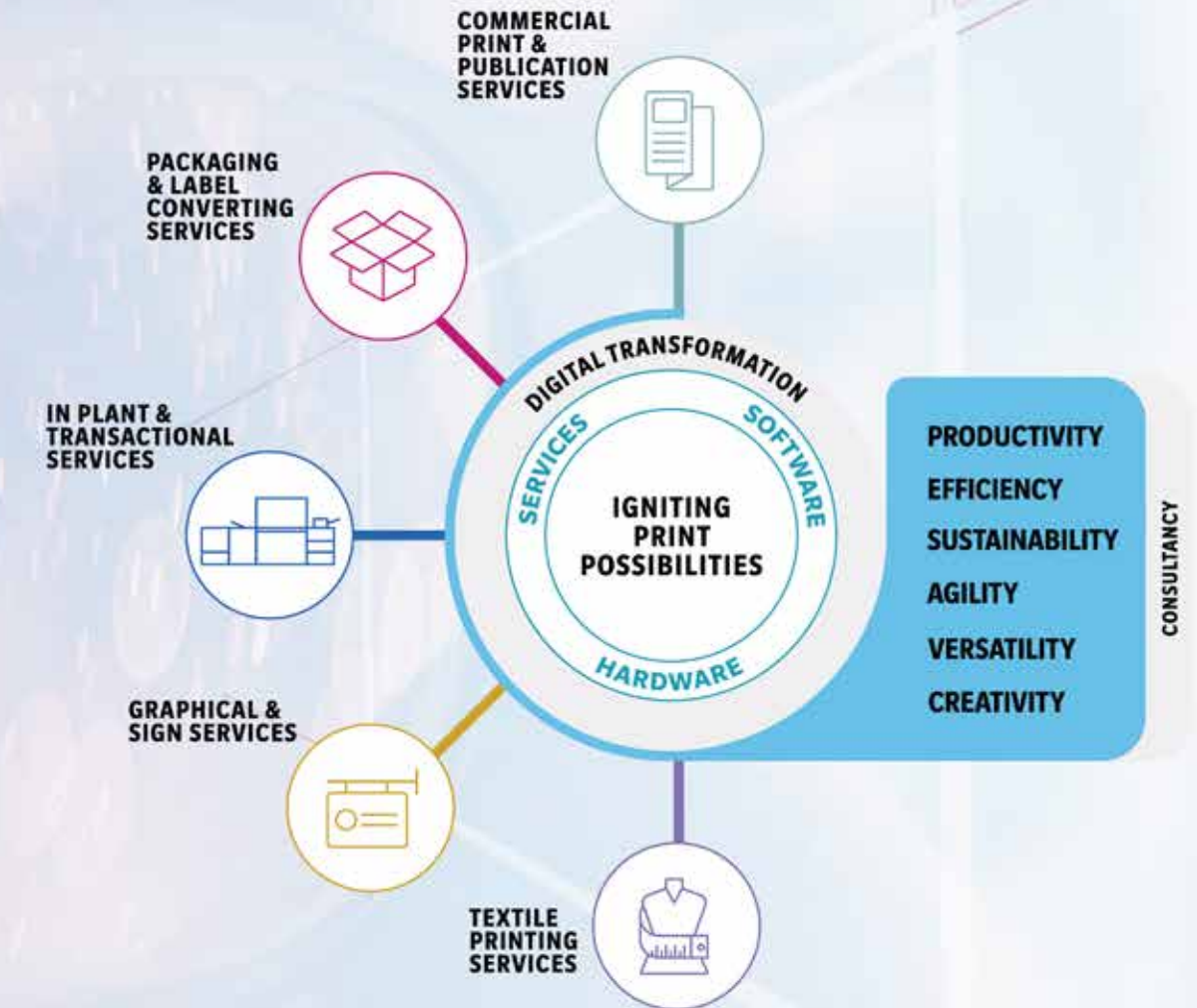
We want to transform your printing business, and our broad range of innovative print solutions enable digital transformation.

We consult print businesses from every sector individually and want to inspire you to pivot around changing market needs.

KONICA MINOLTA'S IPP SOLUTIONS: OVERVIEW

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WHY KONICA MINOLTA: THE PARTNER OF CHOICE FOR IGNITING PRINT POSSIBILITIES



Konica Minolta places our customer first - resulting in a customer happiness of 82%

(Infosource 2019)



15,000 commercial and industrial printing customers in Europe



European market leader in A3 Production Printing cut-sheet market for a decade – since 2011

(Infosource – data from 2011 to 2021)



Investment in R&D to produce Innovative technology to drive workflow automation like Intelligent Quality Care (IQ-501) and Inline Trimming Unit (TU-510)



Everything from cut-sheet toner print systems, labels, embellishment, B2+ UV inkjet (hardware), and solutions for workflow automation etc



AccurioPress C14000 wins BLI 2021 PRO Award



40 years of experience in inkjet



Konica Minolta won a Good Design Award in 2020, a Red Dot award for product design in 2021 and an iF Design Award in 2021

VOICES

We know we only succeed when our customers do, so positive feedback is testament to achieving our overall objectives in print. Here are some examples from around the world.

Our productivity and efficiency has really improved after implementing Konica Minolta's printing solutions. This led to lower costs, close to zero overtime and increased staff morale.

EDMUND WEE | LIAN NAM HENG MARKETING, SINGAPORE

We really value the services of Konica Minolta. Running a cutting edge company, I constantly need updates and expertise on technology. This is all provided through the support of Konica Minolta's knowledgeable staff.

SEBASTIAN FIRUS | FIRUS DRUCK, GERMANY

The savings have been incalculable, I did not know how slow we were going. I can offer more creative solutions for my clients. Doing everything in house allows me to be totally creative and unleash new innovative ideas.

BRITTANY NICHOLS | FASTSIGNS, US

It's important for Finsbury Green to choose the right technology and partners... the team reviewed print samples from Konica Minolta and the solution was clear.

MARK OREL | FINSBURY GREEN, AUSTRALIA

KONICA MINOLTA SUPPORTS HEALTHY, HIGH-QUALITY LIVING

WITH ITS HEALTHCARE APPROACH, KONICA MINOLTA
CONTRIBUTES TO SOCIAL AND MEDICAL

VISUALISE THE INVISIBLE IN HEALTHCARE

Our decades of experience in diagnostic imaging are the basis for expanding diagnostic possibilities to new areas such as precision medicine or genetic diagnostics. For this, we use new fields such as artificial intelligence, genomics or bioinformatics.

By providing comprehensive Information Communication Technology services solutions delivered through a talented team of experts, we contribute to the realisation of faster and more reliable diagnosis services and improved economic value through total cost of ownership, efficiencies and increased productivity.



KONICA MINOLTA IMPROVES INDUSTRY SOLUTIONS

CREATING TOMORROW WITH INDUSTRY SOLUTIONS



VALUE CREATION IN THE INDUSTRY

In numerous industries we get deeply involved in the key processes at every stage of the supply and value chain, creating safer workplaces, supporting innovation, improving quality of customers' products and providing greater value based on high quality information we glean from these processes.

AREAS:

- Materials and components
- Measuring instruments
- Imaging IoT solutions

TOMORROW IN MIND

OUR SUSTAINABILITY APPROACH CONTRIBUTES
TO THE FUTURE OF TOMORROW

CREATE NEW VALUE FOR A SUSTAINABLE WORLD

Konica Minolta's sustainable strategy entails the pursuit of the 17 **Sustainable Development Goals (SDGs)** of the United Nations. They are the world's best plan to build a better world for people and our planet by 2030 and address the global challenges we face, like e.g. poverty, inequality, climate, biodiversity, peace and justice.

OUR SUSTAINABILITY SOLUTIONS SUPPORT OUR CUSTOMERS TO

- Shape a responsible and sustainable digital workplace
- Achieve higher efficiency
- Reduce costs



SETTING HIGH STANDARDS FOR SUSTAINABILITY

ECO VISION 2050

- Reduce CO₂ emissions throughout the product lifecycle by 80% by 2050, compared to fiscal 2005 levels
- Promote recycling and effective use of Earth's limited resources
- Work to promote restoration and preservation of biodiversity

ENVIRONMENTAL MANAGEMENT SYSTEM (EMS)

Konica Minolta Europe's Environmental Management System (EMS) has been certified according to the international standard ISO 14001:2015.



SETTING HIGH STANDARDS FOR SUSTAINABILITY

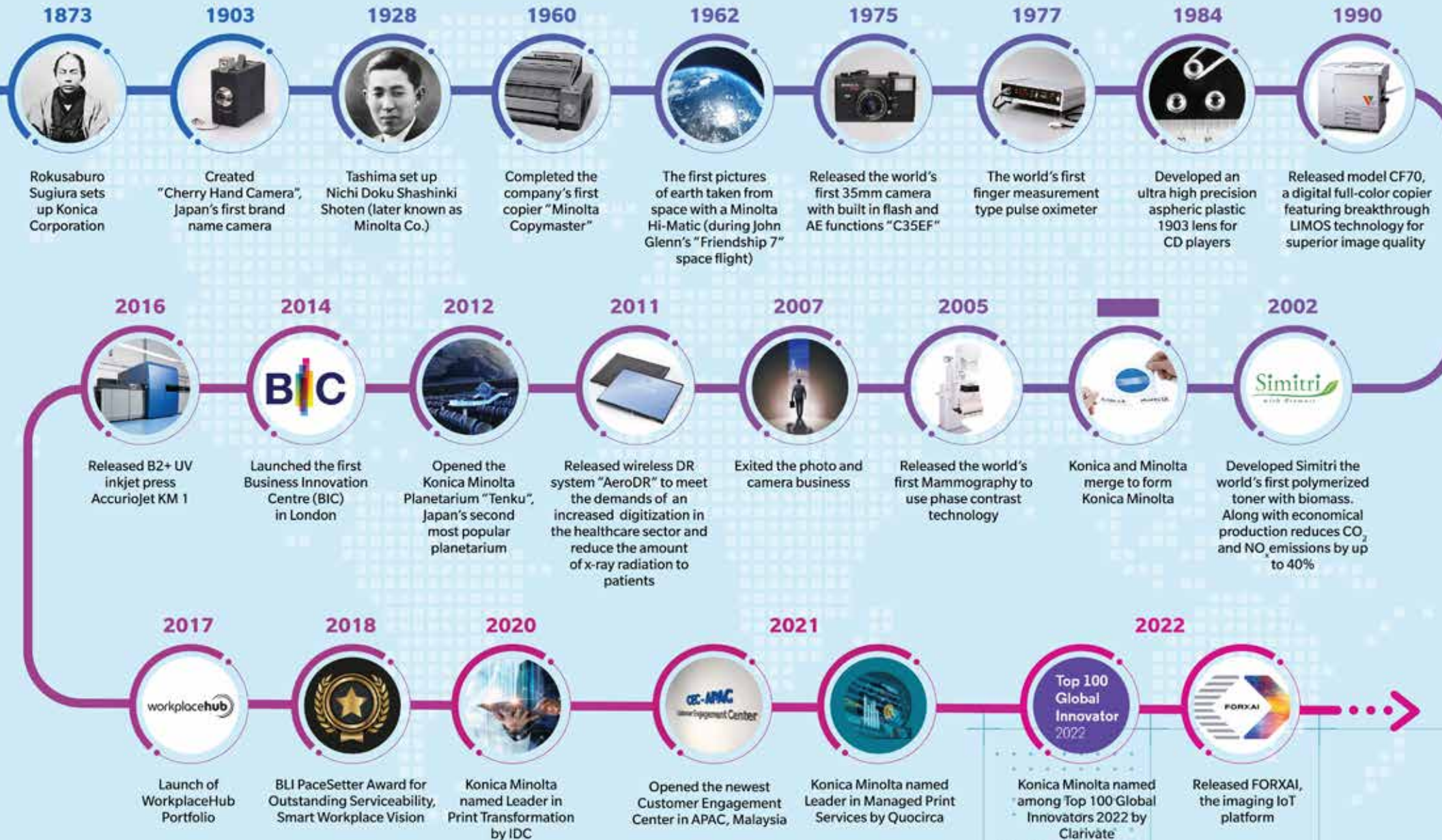
INCLUDED IN SEVERAL INTERNATIONAL ESG INVESTMENT INDEXES

ESG investment, which involves selecting and investing in companies that make outstanding achievements with respect to areas such as human resources, the environment, and corporate governance, as well as corporate finance, has been garnering attention around the world in recent years. Konica Minolta has been included in several international ESG investment indexes, for instance:

- 2021 Global 100 Most Sustainable Corporations in the World by the Canada based Corporate Knights
- Dow Jones Sustainability World Index by U.S. based S&P Dow Jones Indices
- FTSE4 Good Index Series by UK based FTSE Russell
- Platinum rating in EcoVadis' sustainability ratings by EcoVadis of France
- Climate A List by CDP
- Silver Class in SAM Sustainability Award by the U.S. based S&P Global



KONICA MINOLTA'S HISTORY GOES BACK ALMOST 150 YEARS TRADITION AND INNOVATION GO HAND IN HAND



WHY KONICA MINOLTA: BENEFIT FROM OUR STRONG VALUES AND A STRONG PRESENCE

2 Million
CUSTOMERS IN 150 COUNTRIES

7.5 Billion US\$
NET SALES WORLDWIDE

> 40,000
EMPLOYEES WORLDWIDE

> 20,000
TOTAL NUMBER OF PATENTS REGISTERED

Konica Minolta Business Solutions Asia Presence in the Region

LEGEND:

National Operating Countries (NOC)

Malaysia, Singapore, Thailand, Vietnam

Distributors

Bangladesh, Brunei, Cambodia, Indonesia, Laos, Mauritius, Myanmar, Philippines, Sri Lanka



ABOUT KONICA MINOLTA BUSINESS SOLUTIONS ASIA

Konica Minolta Business Solutions Asia, based in Singapore, is a wholly owned subsidiary of Konica Minolta Inc., Tokyo, Japan. With its expertise in imaging, data processing and data-based decision making, Konica Minolta creates relevant solutions for its customers and solves issues faced by society.

As a digital workplace solution provider, Konica Minolta helps its clients to identify and unlock the potential digitalisation to help companies reach the next level in the digital maturity of their organisation by rethinking the workplace.

Konica Minolta's Igniting Print Possibilities offering helps printers, converters and brand owners maximize workflow automation to increase efficiency. The company delivers consultancy in all communication matters as well as top-of-the-line production, packaging and label printers. Its finishing devices create print products that stand out and create added value. Konica Minolta has established itself as the production printing market leader for more than a decade (InfoSource).

With its commitment to the Sustainable Development Goals (SDGs), Konica Minolta has pledged to consistently pursue its sustainability and social responsibility goals. The company has been repeatedly recognized for its rich history of social contribution as well as for working towards achieving the SDGs throughout its business and is listed among "2021 Global 100 Most Sustainable Corporations in the World", also having received the highest level in EcoVadis Sustainability Ratings.

Worldwide, the company has over 43,000 employees and is operating in over 150 countries.

Our organisation is certified according to ISO27001, ISO9001 and ISO14001 standards.

**LET'S START YOUR DIGITAL
TRANSFORMATION JOURNEY.
TOGETHER, NOW!**



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Giving Shape to Ideas