

**Konica Minolta and FUJIFILM Business Innovation  
Explore a Potential Strategic Alliance  
in Multifunction Printer and Printer Areas to Optimize  
Procurement, Toner Development, and Production Efficiencies**

TOKYO, April 15, 2024 – Konica Minolta, Inc. and FUJIFILM Business Innovation Corp. today announced they have signed a memorandum of understanding to begin a feasibility study for a strategic alliance in the multifunction printer (MFP), office printer and production printer segments.

The rapidly evolving market landscape for MFPs and printers requires proactive measures. Konica Minolta and FUJIFILM Business Innovation are actively considering a business alliance to strengthen their business foundation including the development of a robust supply system for their products. The companies are also seeking to expand other business alliances and continue discussions. The main details of these promising discussions are as follows:

(1) Procurement business alliance

- Exploring the establishment of a joint venture to coordinate the procurement of raw materials and parts.

- Tentative timetable for establishment of a joint venture : Second quarter of FY2024
- Shareholding Ratio : Majority ownership by FUJIFILM Business Innovation Corp.

(2) Toner development and production business alliance

(3) Other business alliances:

- Discussion and agreement on other strategic collaborations related to the subject business will be addressed separately.

Toshimitsu Taiko, President and CEO, KONICA MINOLTA, INC. said: Sharing a common understating of the challenges facing the business, the two leading companies will be able to mutually maximize strengths through this alliance. I am looking forward to working together to improve investment efficiency and cost-competitiveness, strengthen capabilities for stable supply, environmental initiatives, and business continuity plans (BCP), and pursue the potential for enhancing business resilience as global manufacturers.

Naoki Hama, President and CEO, FUJIFILM Business Innovation Corp. said: The ongoing discussions for this business alliance are of immense importance as we strive to strengthen our competitiveness and expand our global presence to make a significant leap forward. We are confident that this partnership will create a new framework to enhance our supply chain and build a robust business foundation.

### **About Konica Minolta, Inc.**

Konica Minolta, Inc. (Konica Minolta) has been creating value together with its industry-leading customers by leveraging the imaging technology it has cultivated over the 150 years since its founding in its original business of cameras and photographic film. Fulfilling the customers' desires to "see" around the world and visualizing the invisible challenges, the Company addresses problems in daily life and businesses. With a wealth of intangible assets including customer relationships, technology integration, and diverse human resources, Konica Minolta is creating greater value that leads to solutions for social challenges.

Konica Minolta will continue to bring joy and excitement to the customers, lead their businesses to success, help realize people's purpose in life, and make a difference for society at large.

<https://www.konicaminolta.com/global-en/corporate/index.html>

### **About FUJIFILM Business Innovation**

FUJIFILM Business Innovation is a global leader committed to continuously deliver innovations to customers' businesses worldwide, for creating innovative and fulfilling workplaces by effectively adopting information and knowledge through digital transformation (DX). We have pioneered numerous technologies and accumulated expertise since our establishment in 1962, to build an environment that encourages the use of one's creativity to maximize organizational strengths. Our portfolio includes conducting R&D, manufacturing and sales of world-class workflow solutions, IT services, and printing equipment such as digital multifunction printers (MFPs). We also offer business process outsourcing (BPO) services as well as marketing and implementation support of Enterprise Resource Planning (ERP) systems.

<https://fujifilm.com/fbglobal>