



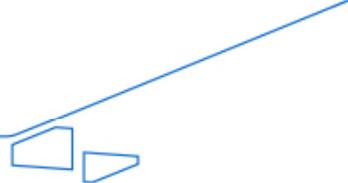
KONICA MINOLTA

YOU  WE

FOR TODAY, TOMORROW & BEYOND

KONICA MINOLTA

CORPORATE PRESENTATION



PRESIDENT'S GREETINGS



KONICA MINOLTA

“We are dedicated to helping make your business more efficient, sustainable and competitive, today and in the future.”

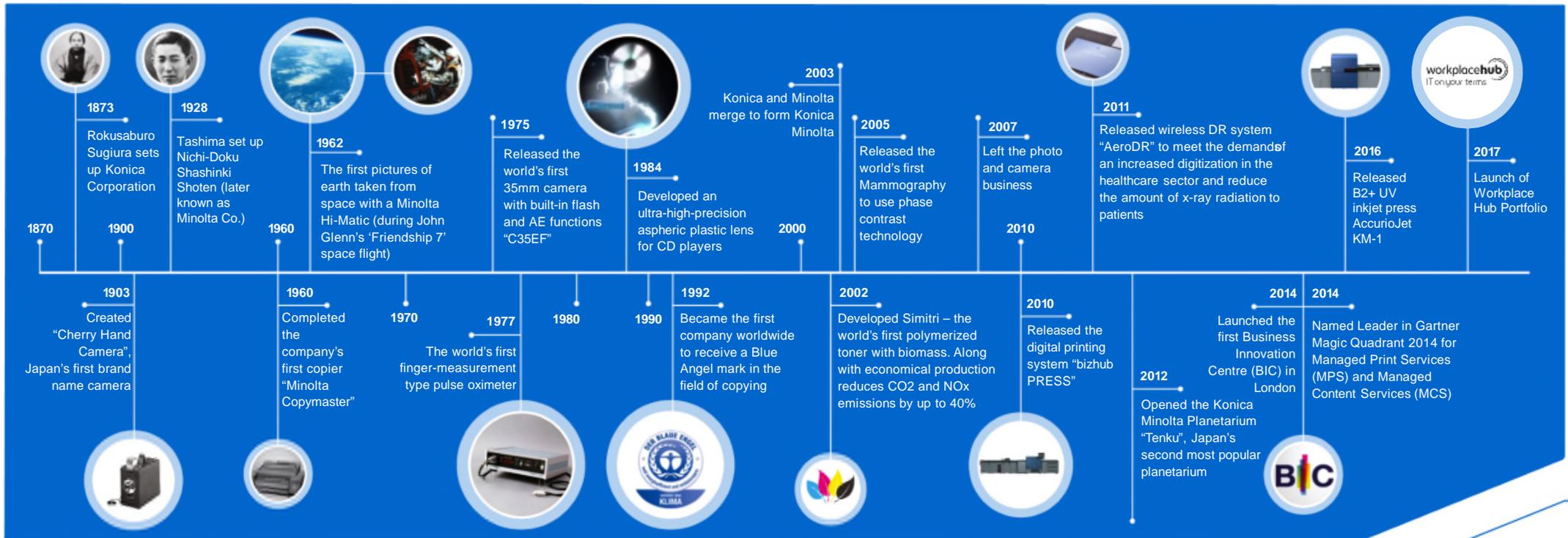
Ikuo Nakagawa, President
Konica Minolta Business Solutions Europe



140-YEAR-OLD HISTORY INNOVATION IS IN OUR DNA



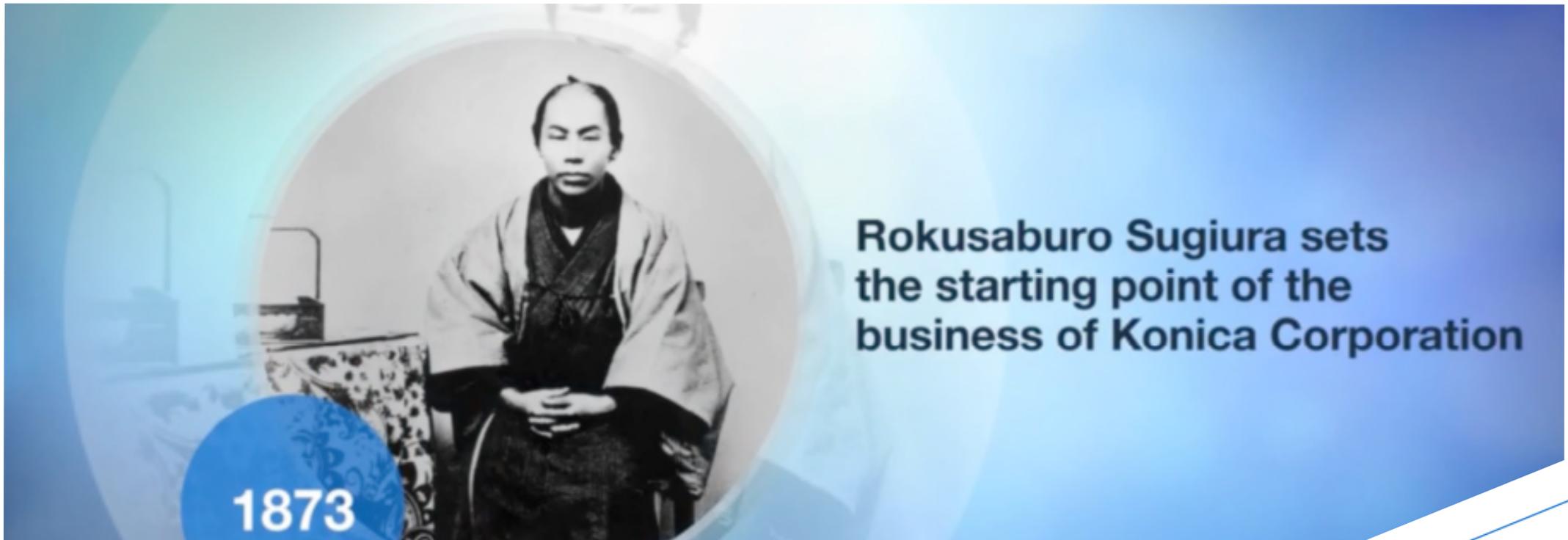
KONICA MINOLTA



140-YEAR-OLD HISTORY
INNOVATION IS IN OUR DNA



KONICA MINOLTA



**Rokusaburo Sugiura sets
the starting point of the
business of Konica Corporation**

1873



OUR VALUES



KONICA MINOLTA

KONI shiroku
CA meras
MINOL TA

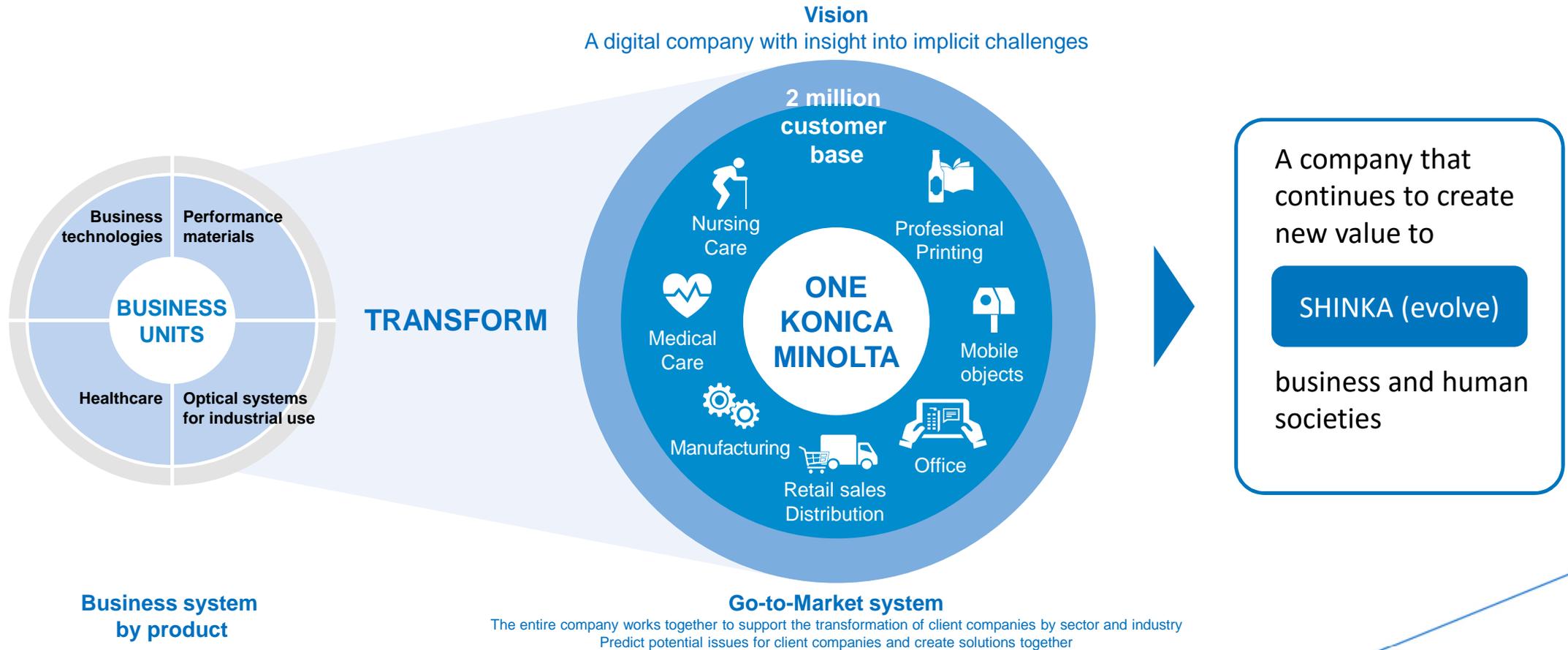
TO BE FOCUSED ON OUR CUSTOMERS IS INTEGRATED INTO OUR CORPORATE DNA.

OPEN & HONEST
ACCOUNTABLE & COLLABORATIVE
INCLUSIVE & INNOVATIVE
PASSIONATE & CUSTOMER-CENTRIC

TRANSFORMATION THE KEY TO INNOVATION



KONICA MINOLTA



A group of three people are gathered around a white table in a meeting room, engaged in a discussion. The man in the center, wearing glasses and a light blue shirt, is gesturing with his right hand while speaking. The woman on the left, wearing a white shirt and a brown skirt, is looking towards him. The man on the right, wearing a blue shirt, is also looking towards the center. The table is covered with various items including sticky notes, markers, and a small container. The background features a whiteboard and a green wall. The word "INNOVATION" is overlaid in a white box on the left side of the image.

INNOVATION

INNOVATION INVESTMENTS IN R&D



KONICA MINOLTA



21,652

TOTAL NUMBER OF
PATENTS REGISTERED



€ 613 Million

R&D EXPENDITURES

Source: Konica Minolta Intellectual Property Report 2017, Konica Minolta, Inc.

Giving Shape to Ideas



INNOVATION BUSINESS INNOVATION CENTRES



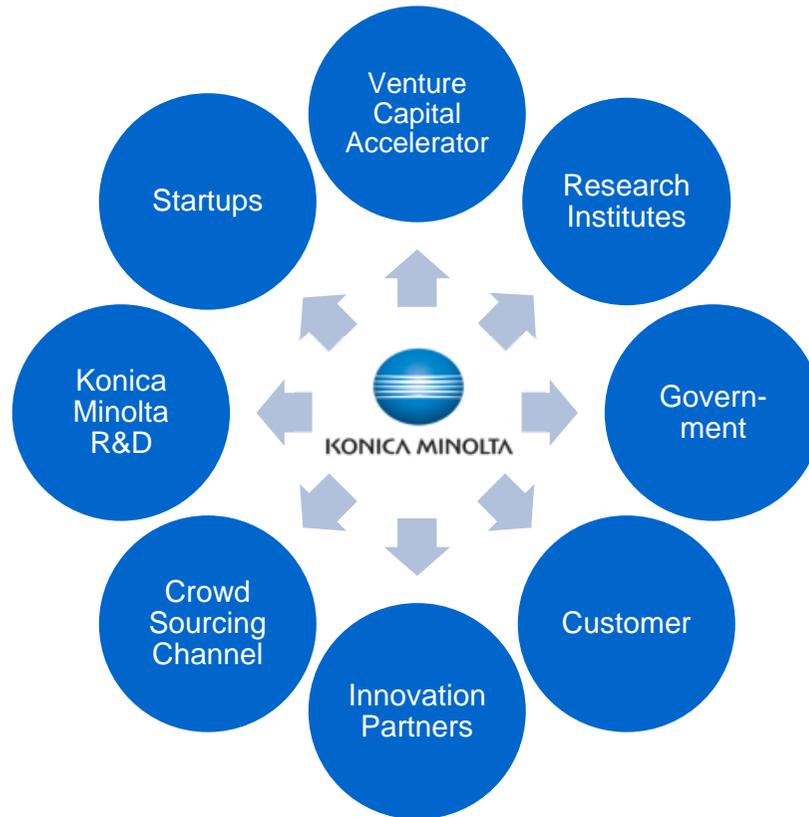
INNOVATION KONICA MINOLTA LABORATORY EUROPE



KONICA MINOLTA



INNOVATION OPEN INNOVATION APPROACH



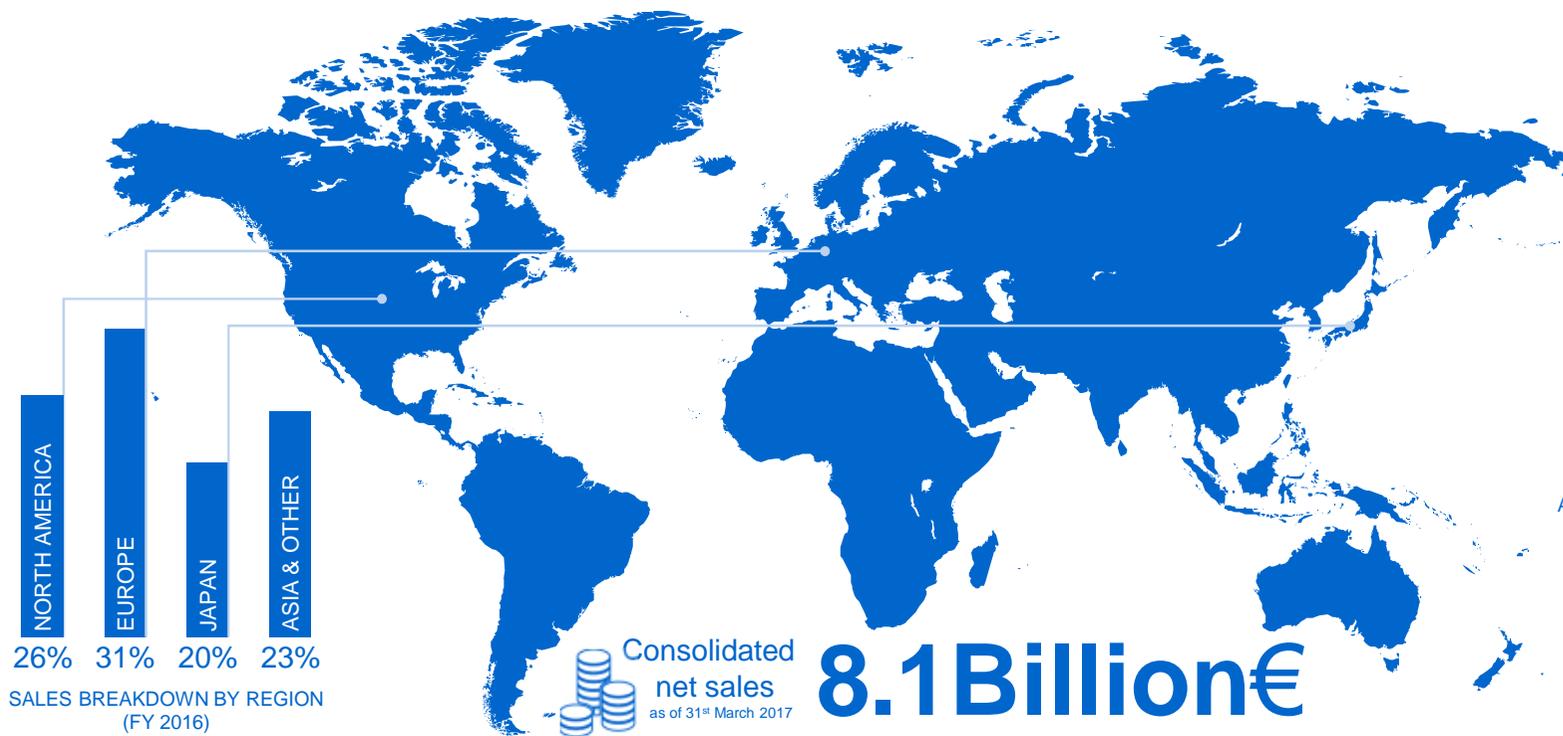
A man with short, graying hair and glasses, wearing a dark suit, white shirt, and patterned tie, is looking out of a large window. The window offers a view of a city skyline with several tall buildings under a bright, slightly hazy sky. The man is positioned in the lower-left to center of the frame, looking towards the right. The overall tone is professional and contemplative.

GLOBAL ENTERPRISE

KONICA MINOLTA IN NUMBERS



KONICA MINOLTA



2 Million

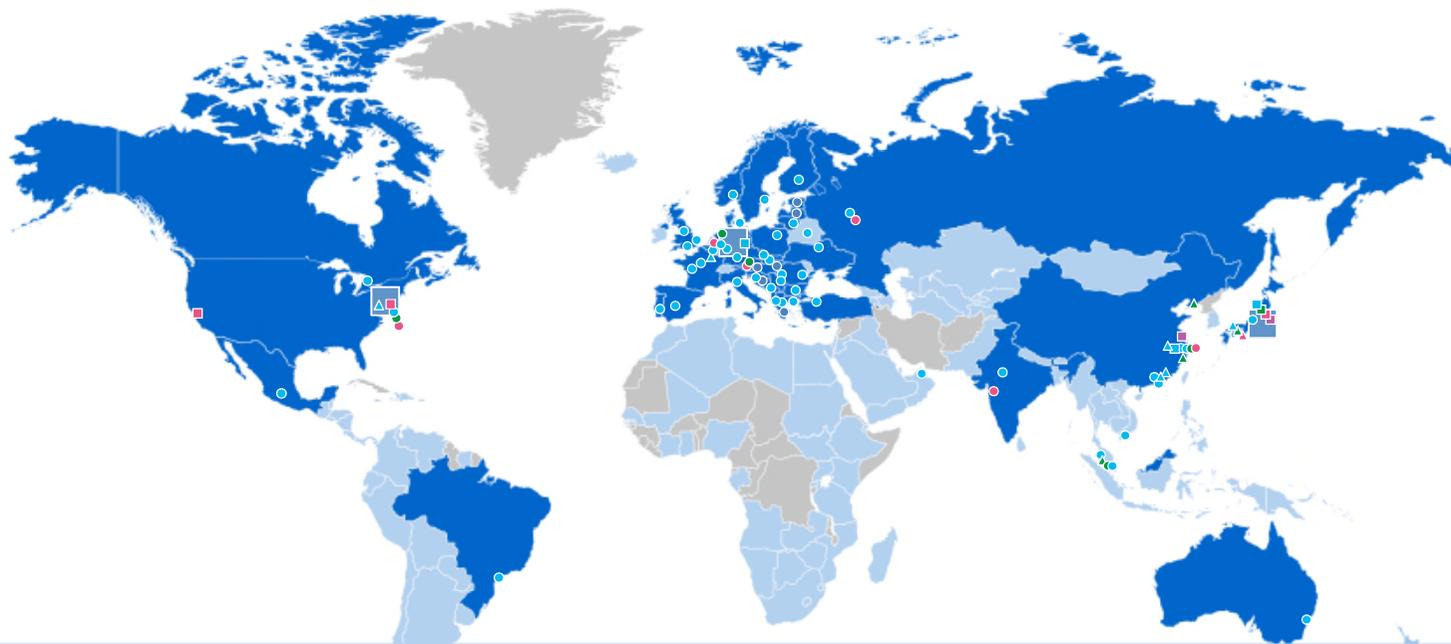


Approx. **44,000** Employees worldwide

150 countries



KONICA MINOLTA GLOBAL SALES AND SERVICE STRUCTURE



■ Headquarter ■ Subsidiaries □ Distributors ■ Business Technologies ■ Industrial Business ■ Healthcare Business ■ Others ○ Sales △ Production □ Development, other



KONICA MINOLTA GLOBAL SALES AND SERVICE STRUCTURE



KONICA MINOLTA

NEW JERSEY

(North America)

Sales & service in 4 countries

Group Company under
business technologies business

Employees: > 8.000

Subsidiaries: USA, Canada, Mexico

Distributors: Puerto Rico

HANOVER

(Europe+CAMEA)

Sales & service in over 80 countries

Group Company
business technologies business

Employees: > 9.700

Subsidiaries: Austria, Belgium, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Great Britain, Greece, Hungary, Italy, Latvia, Lithuania, The Netherlands, Norway, Poland, Portugal, Romania, Russia, Serbia, Slovakia, Slovenia, Spain, Sweden, Ukraine, Turkey

Distributors Europe: Canary Islands, Iceland, Ireland, Israel, Liechtenstein, Luxembourg, Switzerland

Distributors CAMEA: Algeria, Angola, Armenia, Azerbaijan, Botswana, Burkina Faso, Ivory Coast, Cyprus, Democratic Republic of Congo, Egypt, Ethiopia, Gabon, Georgia, Ghana, Iraq, Jordan, Kazakhstan, Kenya, Kyrgyzstan, Lebanon, Lesotho, Libya, Madagascar, Mali, Malta, Morocco, Mozambique, Namibia, Nigeria, Rwanda, Senegal, South Africa, North Sudan, Swaziland, Syria, Tajikistan, Tanzania, Tunisia, Turkmenistan, Uganda, Uzbekistan, Zambia, Zimbabwe.

TOKYO

(Asia, Latin America, ROW)

Sales & service in over 75 countries

Group Company under
business technologies business

Employees: > 12.000

Subsidiaries: Australia, Hong Kong, Malaysia, Brazil, India, Singapore, China, Japan

Distributors: Bahrain, Bangladesh, Bhutan, Brunei, Cambodia, Fiji, Indonesia, Kuwait, Laos, Lesotho, Macao, Mauritius, Mongolia, Myanmar, Namibia, Nepal, New Caledonia, New Zealand, Oman, Pakistan, Papua - New Guinea, Philippines, Qatar, Reunion Saudi Arabia, Solomon Islands, South Korea, Sri Lanka, Tahiti, Taiwan, Thailand, UAE, Vanuatu, Vietnam, Yemen etc.



EUROPEAN HEADQUARTERS

KONINGA MINOJITA

KONICA MINOLTA EUROPE EUROPEAN HEADQUARTERS



KONICA MINOLTA

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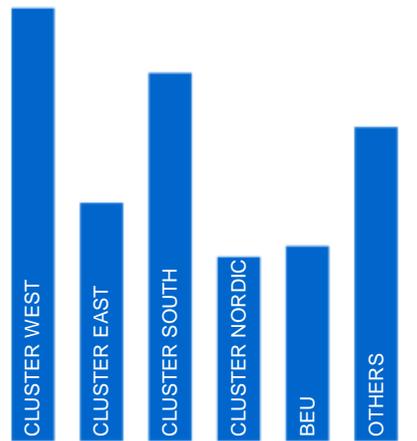
KONICA MINOLTA EUROPE IN NUMBERS



KONICA MINOLTA

200,000

CUSTOMERS
IN EUROPE



SALES BREAKDOWN BY CLUSTER (FY 2016)



Founded in

1965

Approx.

9,700

Employees throughout Europe contribute to help our clients concentrate on what they do best: their business

Active in

51

Countries throughout Europe

30

countries with sales subsidiaries/National Operating Companies (NOCs)



2.43 Billion €

Consolidated net sales
as of 31st March 2017



KONICA MINOLTA EUROPE SUBSIDIARIES



KONICA MINOLTA

Subsidiaries EUROPE

Andorra, Austria, Belgium, Bosnia-Herzegovina, Bulgaria, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Gibraltar, Greece, Hungary, Italy, Latvia, Liechtenstein, Lithuania, Monaco, Montenegro, Netherlands, Norway, Poland, Portugal, Romania, Russia, Serbia, Slovakia, Slovenia, Spain, Sweden, Turkey, Ukraine, United Kingdom



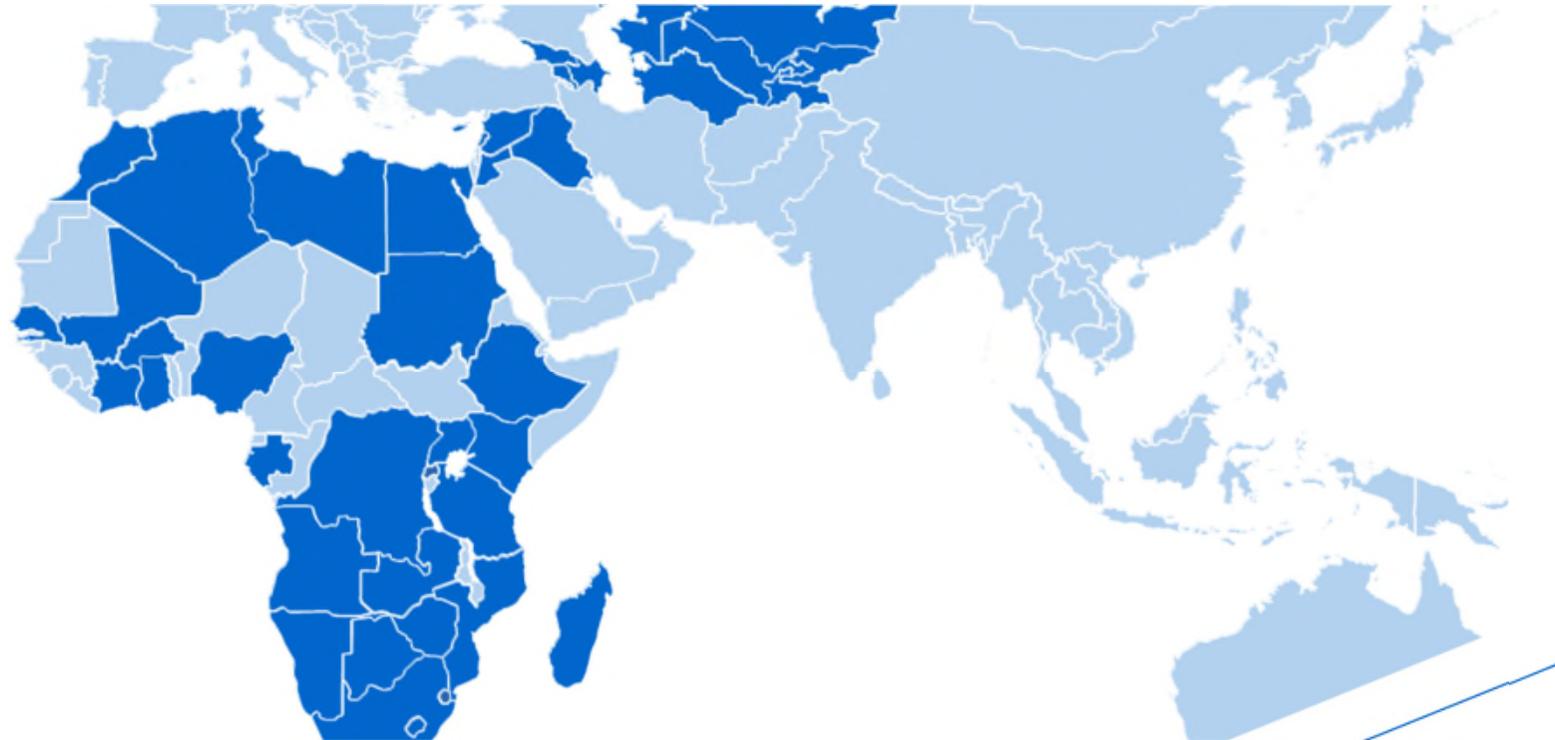
CROSSING EUROPEAN BORDERS THE KONICA MINOLTA CAMEA REGION



KONICA MINOLTA

Distributors CAMEA

Algeria, Angola, Armenia, Azerbaijan, Botswana, Burkina Faso, Ivory Coast, Cyprus, Democratic Republic of Congo, Egypt, Ethiopia, Gabon, Georgia, Ghana, Iraq, Jordan, Kazakhstan, Kenya, Kyrgyzstan, Lebanon, Lesotho, Libya, Madagascar, Mali, Malta, Morocco, Mozambique, Namibia, Nigeria, Rwanda, Senegal, South Africa, North Sudan, Swaziland, Syria, Tajikistan, Tanzania, Tunisia, Turkmenistan, Uganda, Uzbekistan, Zambia, Zimbabwe.





KONICA MINOLTA

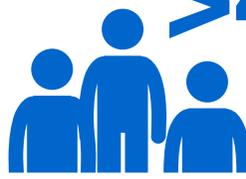
SERVICE AND SUPPORT TAILORED TO YOUR NEEDS

- ▀ **A strong local service presence in 150 countries worldwide, either with an own subsidiary or through one of our distributors**
- ▀ **Three regional Customer Service Desks**
 - Europe, Middle East, Africa
 - North & South America
 - Asia Pacific
- ▀ **Highly skilled and competent service force of more than 4,000 service employees in Europe**
- ▀ **24/7 support through services of Global Support Centre**
- ▀ **Tracking of the full lifecycle of rendered services through service delivery management as a single point of contact**
- ▀ **Quality management systems ensure application of best practices in service European-wide and across all of Konica Minolta's business lines**
- ▀ **Core processes harmonised throughout Europe based on ITILv3 & PRINCE2**





SERVICE AND SUPPORT IN EUROPE

 **>4,000**
SERVICE EMPLOYEES
 in Europe

 **>680,000**
 remotely managed devices

 **5,646** user self-help videos for **89** products with iTraining

 **>740** ITILv3 & PRINCE2 certified employees

 **“UPDATER SERVICE”** allowing **automatic download** of latest drivers, firmware, manuals and utilities

 **22** European languages supported for drivers, applications, documentation and firmware

 **>85%** first-time fix rate for onsite visits

 **>1,000** REMOTE DESKTOP support sessions per month

 On average a clear path to incident resolution is provided within **5h**



RENOWNED CUSTOMERS IN EUROPE PROOF OF EXCELLENCE



KONICA MINOLTA



Lufthansa



**Boehringer
Ingelheim**



HOCHTIEF

DAIMLER

STRABAG
SOCIETAS EUROPAEA



PEUGEOT



ACCOR HOTELS
Feel Welcome



**BRITISH AMERICAN
TOBACCO**

The logo for SCA, a stylized 'S' and 'C' in blue and green.

SCA
Care of Life

The logo for CMA CGM, featuring a red swoosh above the text.

CMA CGM



GLOBAL PERSONAL DATA PROTECTION POLICY

▀ Konica Minolta ensures highest level of customer data protection under a strict global guideline

- Ahead of major changes in EU data privacy regulation, the Konica Minolta Group has announced its Global Personal Data Protection Policy to ensure it remains at the forefront of global best practice in this field
- This forward-thinking policy has been announced prior to the introduction of the EU General Data Protection Regulation (GDPR), which will be enforced from 25 May 2018
- Described as the most important change in data privacy regulation in 20 years, GDPR entails extensive changes for businesses – both EU-based and non-EU-based companies processing personal data from EU citizens – by significantly enhancing the rights and protection of individuals

▀ Konica Minolta Group principles

- Lawfulness, fairness and transparency
- Restriction to a specific use
- Data accuracy / data actuality
- Data economy / data minimisation
- Right of data subjects
- Erasure
- Security of processing / data security
- Data protection by design and default
- Accountability



GLOBAL PERSONAL
DATA PROTECTION POLICY
OF KONICA MINOLTA GROUP

Giving Shape to Ideas



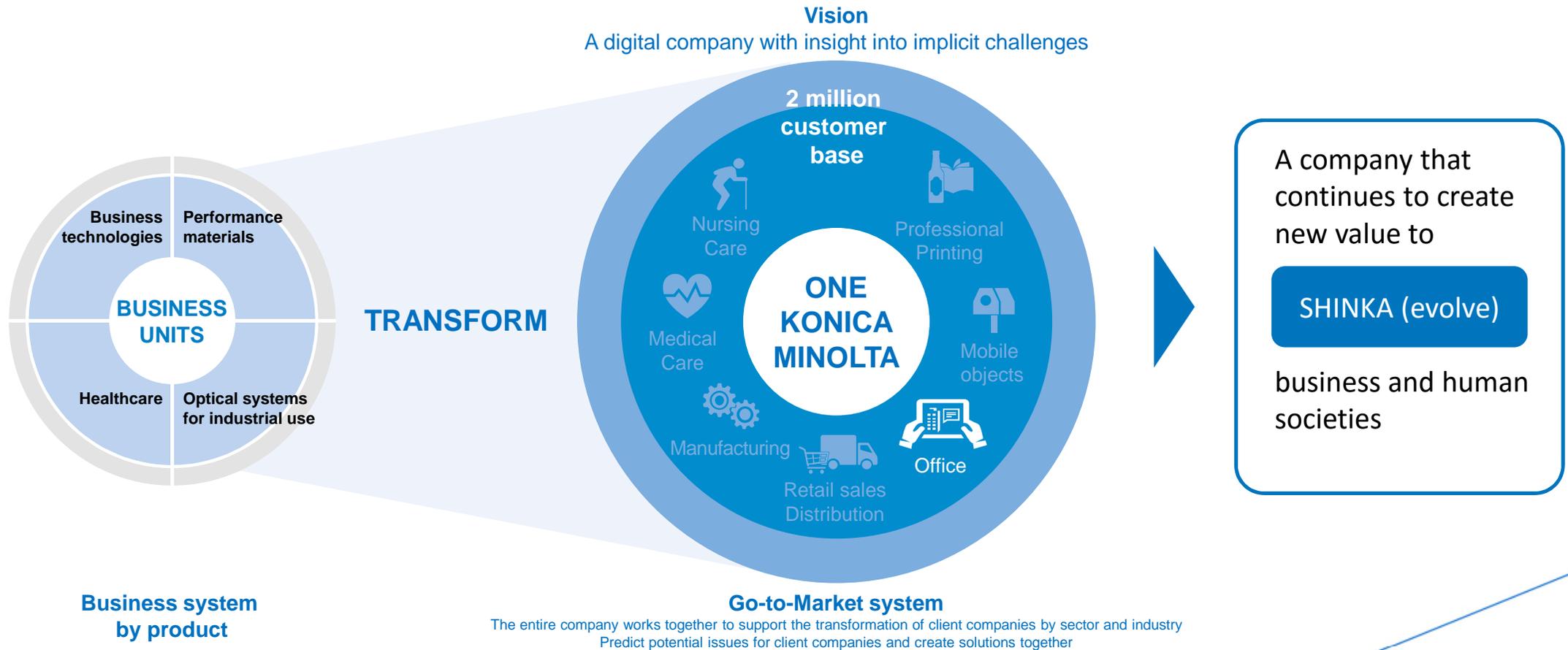


OFFICE BUSINESS



KONICA MINOLTA

OFFICE BUSINESS



DIGITALISATION OF ALL BUSINESS PROCESSES

USE THE POTENTIAL OF IT AS AN INNOVATION DRIVER FOR YOUR BUSINESS



KONICA MINOLTA

What kind of challenges does digitalisation entail?

- Need of digitalising of business processes and developing digital strategies in order to stay competitive and be able to grow
- IT is of strategic importance as an innovation driver and is becoming more and more complex
- Amounts of digital data are constantly increasing

How we handle them:

- As an IT services provider we are the right partner for digital transformation
- Outsourcing the responsibility of their IT management to Konica Minolta, customers get everything from a single source – from IT infrastructure all the way to managed services
- Enterprise content management solutions to deal with a growing flood of information



IT SECURITY

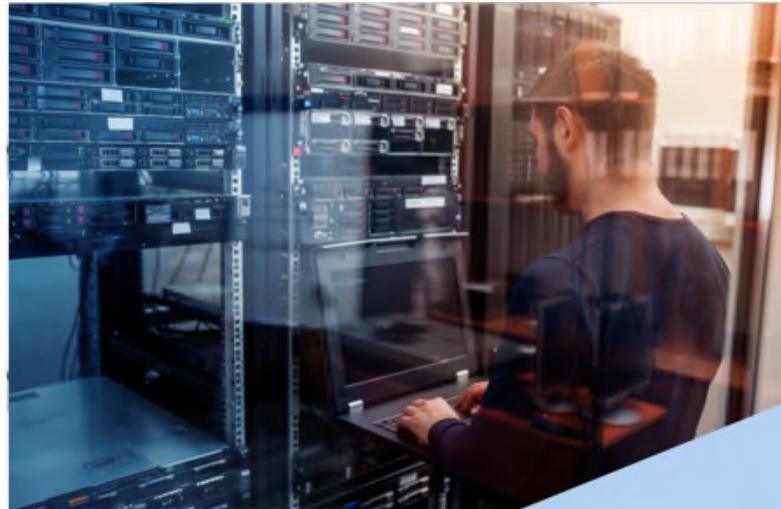
PUT SECURITY AT THE CENTRE OF ALL YOUR OPERATIONS

What are today's security challenges?

- Cyberattacks consistently increasing along with the growth of IT, e.g. 580 million cases of malware in 2016
- At 25%, industries are the favourite target of hackers
- EU General Data Protection Rules (GDPR) enters into force as of May 2018 for protecting the data privacy of EU citizens

How we handle them:

- IT security solutions meet the highest level of current security standards according to ISMS and ISO 27001, such as
 - Top 10 security gap analysis
 - Secure information management platforms & governance
 - Remote management, back-up-services anti-virus and patch management
- Our Policy for Global Personal Data Protection is currently the best in class in our industry for data privacy



WORKPLACE OF THE FUTURE MEET THE CHALLENGES OF CHANGING WORKFORCE DEMOGRAPHICS



KONICA MINOLTA

What are today's challenges of the changing workforce demographics?

- Millennials will comprise >75% of the workforce by 2025
- Other requirements for their workplace than those of former generations in terms of mobility and collaboration, e.g.
 - 77% believe face-to-face meetings are important
 - 89% prefer to choose when and where they work
- In 2018, 75% of employees will work mobile

How we handle them:

- Diverse solutions addressing those challenges, such as
 - Mobile printing
 - Mobile ECM solutions, making information available from everywhere
 - Workplace Hub, allowing enhanced team collaboration
 - Occupancy Management for meeting room optimisation

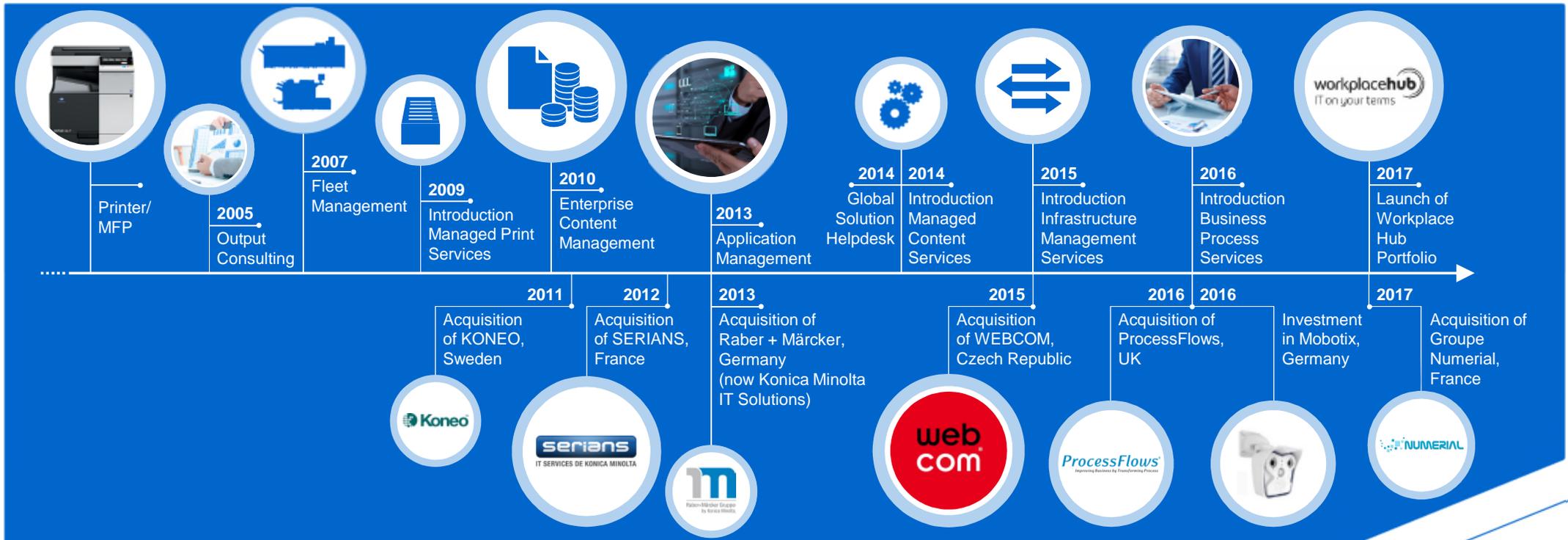


COVERING ALL REQUIREMENTS FOR A DIGITALISED FUTURE OF YOUR COMPANY



KONICA MINOLTA

Services



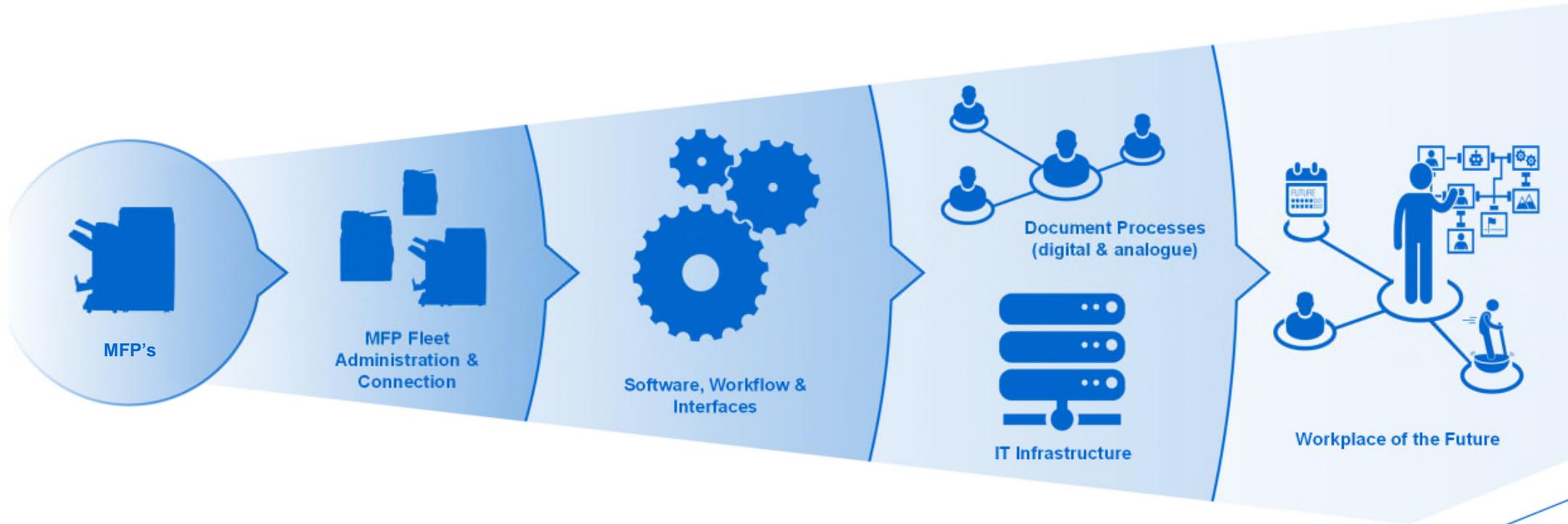
Organisation

FROM A MFP PROVIDER TO AN IT SERVICES PROVIDER

5 PHASES SHOWING OUR TRANSFORMATION AT A GLANCE



KONICA MINOLTA





KONICA MINOLTA

SUMMARY

THE MOST IMPORTANT FIGURES AT A GLANCE

Approx. **500** Service Employees in ITS Business



Approx. **26,600** IT Services Customers in Europe



Konica Minolta named as **Major Player** in **Workflow Services** Hardcopy in the Western European market.

IDC MarketScape 12/2015



Leader in Managed Print Services according to Quocirca Quocirca 07/2017

5.8% Share of **ITS business** from total net sales in Europe as of 31 March 2017



Approx. **142** Million €

ITS Revenue in Europe as of 31 March 2017





OPTIMIZED PRINT SERVICES

OPTIMIZED PRINT SERVICES OUR PORTFOLIO



KONICA MINOLTA





SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED OPTIMIZED PRINT SERVICES (OPS) EXAMPLES



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED OPTIMIZED PRINT SERVICES (OPS) EXAMPLES



KONICA MINOLTA

NORDJYSKE
Medier



“AFTER THE OPS ANALYSIS, BOTH THE NUMBER OF INQUIRIES AND THE NUMBER OF MAINTENANCE TASKS FOR THE IT DEPARTMENT FELL TO AN ABSOLUTE MINIMUM. OPERATIONS AND THE STABILITY OF THE SYSTEM HAVE ALSO IMPROVED.”

Kim Faarbæk, Controller
Nordjyske Medier, Denmark

Challenge

To control and reduce costs of fleet management & document handling; to reduce electricity consumption & CO₂ emissions; to increase employee effectiveness in terms of document handling

Solution

Reduction from 143 MFPs and printers to 95 units; monitoring, reporting & user access management; follow-me printing

Advantages

Control over printing budget; costs reduced by 18.5%; improved print security; fewer devices led to lower consumption & less CO₂ emissions; automated services



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED OPTIMIZED PRINT SERVICES (OPS) EXAMPLES



KONICA MINOLTA



“WITHOUT A DOUBT, A CENTRALISED PROJECT LIKE THIS IS THE RIGHT SOLUTION FOR OPTIMISING THE BUSINESS PROCESSES IN THE HOLDING. THE IMPROVED ACCOUNTING OF PRINTING USAGE HAS AN ADDITIONAL DISCIPLINING EFFECT AND SUPPORTS THE IDEA OF THE MANAGEMENT OF THE HOLDING FOR CLEAR AND TRANSPARENT BUSINESS PROCESSES.”

Dimitar Dimitrov, Vice Chairman of the Supervisory Board
EUROHOLD, Bulgaria

Challenge

Many companies with enormous document workflows & different printing environments, thus centralisation & harmonisation of processes necessary; maintenance performed when required; consumables ordered when needed

Solution

Full outsourcing & centralisation of print management across all companies; 38 MFPs; monitoring tool; accounting solution; follow-me printing

Advantages

Report of expenses per single user & company; proactive maintenance; automatic delivery of consumables



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED OPTIMIZED PRINT SERVICES (OPS) EXAMPLES



“THE REDUCTION AND MODERNISATION OF OUR PRINTER FLEETS RESULTED IN SIGNIFICANT COST SAVINGS. THANKS TO KONICA MINOLTA’S SUPPORT, MY IT GROUP HAS LESS WORK WITH THE MAINTENANCE OF OFFICE DEVICES AND THE COLLEAGUES WORKING WITH THE NEW MACHINES BENEFIT FROM NEW FUNCTIONS THAT MAKE THEIR EVERYDAY WORK EASIER.”

Peter Toth, Head of IT, ORFK DA GEI,
Hungarian National Police, Hungary

Challenge

Unmanageable costs; no idea of monthly print volume; no management of infrastructure (900 devices)

Solution

New output infrastructure with less hardware (170 MFPs & 30 printers); access control through SafeQ, CS Remote Care

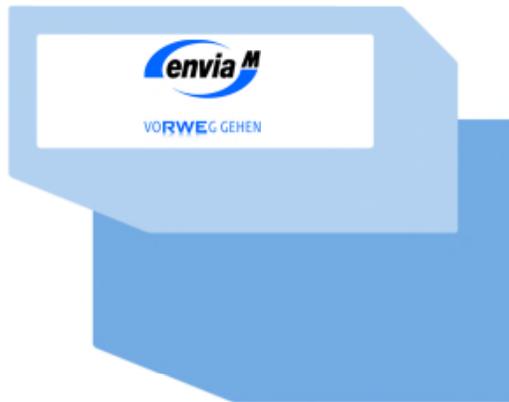
Advantages

Increased security, when printing confidential documents; easier management by the local IT team; reduced running costs; more time for other jobs

SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED OPTIMIZED PRINT SERVICES (OPS) EXAMPLES



KONICA MINOLTA



▣ **“NOW THE PATCHWORK INFRASTRUCTURE HAS VIRTUALLY BECOME A THING OF THE PAST. THE ADMINISTRATIVE WORK FOR OUR IT DEPARTMENTS IS DIMINISHING STEP BY STEP, WHICH WILL EVENTUALLY CONTRIBUTE TO A REDUCTION OF COSTS AS WELL.”**

Lutz Weißbach, IT management department
enviaM, Germany

▣ **Challenge**

Patchwork infrastructure with too many vendors and model types, high costs and diverse contracts; data security needed to be improved

▣ **Solution**

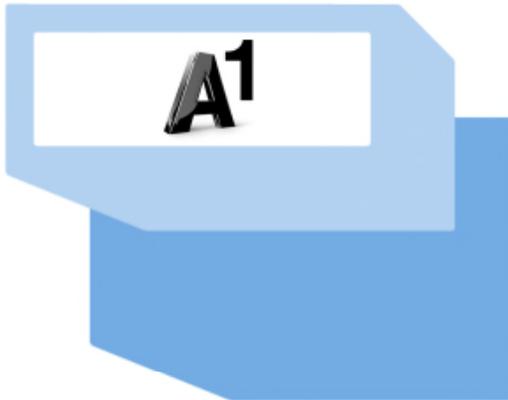
>2/3 of 1,500 printers were replaced with 255 MFPs; follow-me printing; monitoring tool

▣ **Advantages**

Increased flexibility for employees; IT administration effort cut down to a minimum; improved security



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED OPTIMIZED PRINT SERVICES (OPS) EXAMPLES



“WE MAKE AN EFFORT TO IMPROVE THE EFFICIENT USE OF RESOURCES SUCH AS PAPER, ELECTRICITY AND SO ON IN ALL AREAS. THEREFORE WE ARE USING A WELL-THOUGHT-OUT PRINT MANAGEMENT SYSTEM WITH INTELLIGENT HARDWARE AND SOFTWARE FROM KONICA MINOLTA – SAVING COSTS AS WELL AS INCREASING EFFICIENCY IN THE AREA OF THE ENTIRE DOCUMENT MANAGEMENT.”

Andreas Svirak-Raffl, ICT Services Management
Workplace Planning & Preparation
Telekom Austria Group, Austria

Challenge

Implementation of printing stations, which improve the security of documents and the transparency; reduce running service costs

Solution

267 multifunctional printing systems, which enable an individual and demand-led usage; a print management system, which expands the functionalities and relieves the IT of routine-tasks

Advantages

Reduced printing and service costs; increased availability; transparency; expanded range of functions and simple operation



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED OPTIMIZED PRINT SERVICES (OPS) EXAMPLES



KONICA MINOLTA

 Lufthansa Technik



▀ **“FROM A FINANCIAL PERSPECTIVE, THE REDUCTION IN THE NUMBER OF PRINTING SYSTEMS HAS RESULTED IN SIGNIFICANT COST SAVINGS. FURTHERMORE, TOGETHER WITH KONICA MINOLTA WE GUARANTEE SAFE AND UNDISTURBED OPERATION OF THE ENTIRE OUTPUT INFRASTRUCTURE.”**

Henning Evers, Head of IT-Infrastructure
Lufthansa Technik AG, Germany

▀ Challenge

Heterogenous output infrastructure; low availability

▀ Solution

Homogeneous output environment; Web-based training for employees; monitoring tool; on-site technicians of Konica Minolta

▀ Advantages

Standardised operations; high user-friendliness; 24/7 monitoring ensures high availability and cost transparency



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED OPTIMIZED PRINT SERVICES (OPS) EXAMPLES



KONICA MINOLTA



“THE COMPANY ARRANGED A REALLY SMOOTH TRANSITION FROM THE OLD FLEET TO A NEW ONE WITH PRINTING DEVICES FROM KONICA MINOLTA. THE REQUIRED EFFICIENCY AND RELIABILITY WAS FULLY REACHED. FOR US, KONICA MINOLTA BECAME A RELIABLE PARTNER NOT ONLY FOR A MANAGED PRINTING ENVIRONMENT BUT ALSO AS A PROVIDER OF HIGH QUALITY AND EFFICIENT SOFTWARE SOLUTIONS SUCH AS PAGESCOPE ENTERPRISE SUIT”

Mr. Vojta
AHOLD, Czech Republic

Challenge

AHOLD has to manage a print volume of >3.7 m. pages/month; 1,500 devices from different vendors, operated by 2,300 PC workstations; reliable service of devices to supermarkets 7 days/week needed

Solution

413 printing devices in 296 locations implemented; monitoring solutions

Advantages

Monitoring the printing devices via Web portal; control of printing costs; maintaining service level agreements; Konica Minolta's on-site support



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED OPTIMIZED PRINT SERVICES (OPS) EXAMPLES



Pérez-Llorca

▀ CUSTOMER HIGHLIGHTS:

- **OPTIMISATION OF OVERALL COSTS**
- **FEWER CUSTOMER ISSUES THANKS TO EASIER AND MUCH MORE RELIABLE PRINT**
- **COST ASSIGNMENT TO CLIENTS POSSIBLE**
- **AN EASIER, LESS TIME-CONSUMING AND COST-INTENSIVE MAINTENANCE THROUGH STANDARDISED INFRASTRUCTURE**

▀ Challenge

Complex installation from a telecommunications company; obsolete accounting solution; heterogeneous and over-dimensioned printing fleet

▀ Solution

New hardware in order to harmonise the printer fleet; 30 new MFPs; SafeQ print accounting software

▀ Advantages

Enhanced security as well as time savings; optimisation of the cost situation; improved user experience through the new print accounting solution



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED OPTIMIZED PRINT SERVICES (OPS) EXAMPLES



KONICA MINOLTA

Jeroen Bosch ziekenhuis



“WE ARE VERY HAPPY TO RECOMMEND THE EXCELLENT APPROACH TAKEN BY KONICA MINOLTA, AND THEIR WELL-THOUGHT-OUT PROJECT MANAGEMENT. DUE TO THEIR SMOOTH COLLABORATION WITH OUR ICT DEPARTMENT, THE PROJECT WAS COMPLETED WITHIN THE DEFINED DEADLINES QUITE WELL, AND ALL TARGETS THAT WERE DEFINED PRIOR TO THE PURCHASE WERE ACHIEVED.”

Carola Janssen, Head of Purchasing & Logistics,
Jeroen Bosch Hospital, The Netherlands

Challenge

As medical care grows more and more expensive, the need to keep total costs under control is omnipresent; preventing security breaches and homogenising the print environment after the merger of two formerly separate hospitals and their technical equipment

Solution

Optimised print fleet (108 MFPs & 284 printers); access control through SafeQ

Advantages

Optimised workflow; efficient digitalisation of paper documents; increased protection of sensitive patient data



NUMBER 1 IN EUROPE OFFICE A3



KONICA MINOLTA



Ranks NUMBER 1 in terms of market share for **Office A3**

(20.9%)
Infosource 2016



OFFICE SOLUTIONS OPTIMISING THE OFFICE ENVIRONMENT



KONICA MINOLTA

Office support

- Our A3 and A4 high-performance office portfolio helps to optimise your workflows
 - Seamless IT integration
 - State of the art technology
 - Innovative functionalities
- We take care of your business



OFFICE SOLUTIONS AWARD-WINNING LINE-UP



KONICA MINOLTA



GOOD
DESIGN



reddot award 2014
winner



product
design award

2013 





MANAGED CONTENT SERVICES / ENTERPRISE CONTENT MANAGEMENT

CONNECTION
ANALYSIS
DATA
SEARCHING
VERIFICATION
CODING
SENDING

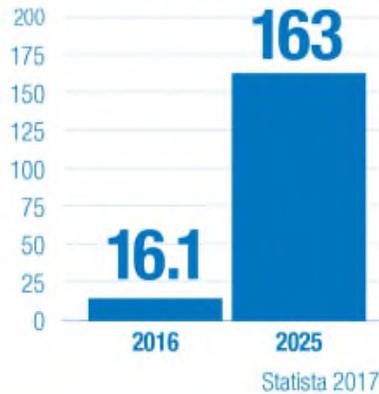
FACTS & FIGURES INFORMATION OVERLOAD



KONICA MINOLTA

DATA VOLUME IN ZETTABYTE

The importance of ECM is rapidly increasing to manage data effectively, as data volume is exploding.



66%

THE NUMBER OF INBOUND DIGITAL DOCUMENTS IS **INCREASING** IN **66%** OF ORGANISATIONS.

Info Trends: Capture & Workflow trends in Europe, 2015

122 e-mails
PER DAY /
PER WORKER



4.1 HOURS
OF CHECKING
E-MAILS **EVERY DAY**

4 things you need to know about the real world of multiple ECM repositories, AIIM, 2016



IT TAKES
18
MINUTES,
ON AVERAGE, TO SEARCH
FOR A DOCUMENT.

Square 9, 2016



EMPLOYEES
SPEND
9.3 HOURS
PER WEEK
SEARCHING FOR INFORMATION

<http://utroconf.com/top-3-reasons-why-we-spend-so-much-time-searching-for-information/>, 2013



7.5%
OF DOCUMENTS
GET LOST

<http://ecopapyrus.com/>, 2017

INVOICE PROCESSING TIME

BEST IN CLASS
3.7 DAYS

INDUSTRY AVERAGE
8.8 DAYS

LAGGARD
14.3 DAYS

WITH AUTOMATED PROCESSING
4 HOURS



MANAGED CONTENT SERVICES OUR PORTFOLIO



KONICA MINOLTA



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED ENTERPRISE CONTENT MANAGEMENT (ECM) EXAMPLES



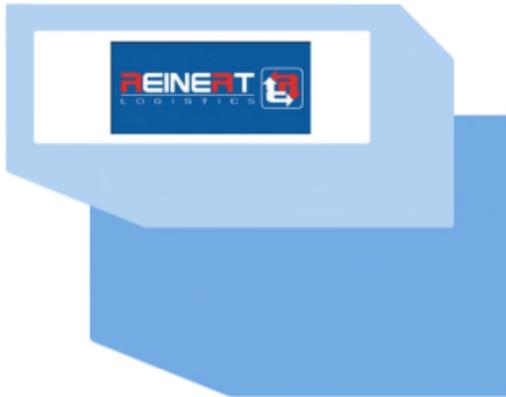
KONICA MINOLTA



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED ENTERPRISE CONTENT MANAGEMENT (ECM) EXAMPLES



KONICA MINOLTA



“IN THE PAST, WE WERE RELIABLE
IN TRANSIT; NOW THINGS ARE
RUNNING FASTER AND MORE
SAFELY ALSO IN OUR OFFICES.”

Martina Vogel, Project Management & Application
REINERT Logistik, Germany

Challenge

Capture thousands of transport documents and make them available electronically; eliminate overflowing archives and lengthy searches

Solution

Digital transport file within an ECM system and integration with the ERP

Advantages

Time savings when searching for documents and files; no more rental fees for extensive paper archive; streamlined and sped-up internal processes; improved handling of inquiries via customer portal



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED ENTERPRISE CONTENT MANAGEMENT (ECM) EXAMPLES



KONICA MINOLTA



“BESIDES MORE EFFICIENT PROCESSES, WE ANTICIPATE ADVANTAGES FROM ANALYSES AND EVALUATIONS THAT, FOR INSTANCE, SUPPORT US IN EASILY OBTAINING DATA ON THE NUMBER OF ANALYSES DONE AND THEIR PROFITABILITY.”

Werner Volker Gumm, CEO
Gumm, Germany

Challenge

Automatic archiving of scanned business documents

Solution

An ECM that automatically generates bar codes

Advantages

Time savings; extensive options of enhancement as well as a revision-safe archive



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED ENTERPRISE CONTENT MANAGEMENT (ECM) EXAMPLES



KONICA MINOLTA



“THE KONICA MINOLTA SOLUTION IS FANTASTIC BECAUSE EVERYTHING IS INSTANTLY ARCHIVED, AND EXTENSIVE COPYING BY COLLEAGUES IS NO LONGER NECESSARY.”

Elke Franz, Deputy Operations Manager
Stadtreinigung Leipzig, Germany

Challenge

Revision-safe, digital archiving of documents; fast and time-saving document processing

Solution

ECM solution integrated into the ERP; dedicated workflow for digital processing of incoming mail

Advantages

Revision-safe archiving of documents directly from the application; instant access to required documents saves time



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED ENTERPRISE CONTENT MANAGEMENT (ECM) EXAMPLES



KONICA MINOLTA



“WE HAVE CONSIDERABLY INCREASED OUR EFFICIENCY AS AN ORGANISATION. WE NOW HAVE IMMEDIATE INSIGHT INTO OUR PROCESSES; INVOICES ARE SIGNED AND CLEARED BY THE CORRECT PERSONS; AND – LAST BUT NOT LEAST – WE NO LONGER MISS OUT ON ANY VAT REIMBURSEMENTS!”

Richard Pronk, Head of Support Service Team
Werk Pro, The Netherlands

Challenge

Efficient invoice processing; enhanced process transparency

Solution

Integration of an ECM system for the digital processing of invoices

Advantages

Clear process structures and efficient digital processing of incoming mail



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED ENTERPRISE CONTENT MANAGEMENT (ECM) EXAMPLES



KONICA MINOLTA



“TOGETHER WITH KONICA MINOLTA, WE HAVE DESIGNED A WORKFLOW PROCEDURE THAT CONSIDERABLY ENHANCES OUR INVOICE PROCESSING.”

Steffen Groß, Company Controller
GWT TUD, Germany

- ✓ **Challenge**
Enhanced efficiency in processing incoming and outgoing invoices
- ✓ **Solution**
Scalable ECM system, directly integrated into the ERP
- ✓ **Advantages**
Huge time savings from fast and clearly structured processing of invoices, including analysis function, as well as standardised filing in the revision-safe archive



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED ENTERPRISE CONTENT MANAGEMENT (ECM) EXAMPLES



KONICA MINOLTA

garmo



“IT WAS EASY TO INTEGRATE
KONICA MINOLTA’S SOLUTION INTO
OUR EXISTING IT RESOURCES.”

Dr. Eduardo Garcia, Owner and CEO
garmo, Germany

Challenge

Enable revision-safe archiving and fast processing of documents

Solution

Implementation of an ECM system that creates an integrated process platform within the Microsoft environment

Advantages

Fast access to all documents, deep integration into ERP applications



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED ENTERPRISE CONTENT MANAGEMENT (ECM) EXAMPLES



KONICA MINOLTA



“THE NEW SOLUTION PERFECTLY CORRESPONDS TO OUR SPECIFIC NEEDS OF COLLABORATION, SHARING & CONTENT MANAGEMENT. MOREOVER, WE BENEFIT FROM A RICH USER EXPERIENCE.”

Manuel SANNA, Technical Director
GSE, France

Challenge

Many limitations in the current ECM tool: file sharing & document collaboration, doc. duplications on user workstations, explicit validation deficit, using parallel tools, tedious scanning & indexing work in the legal department

Solution

SharePoint 2013, MatchPoint Snow from the editor Colygon, Digital Workplace Enterprise Solution

Advantages

Advanced collaborative/GED functionality, intranet publishing & CSR functions in one application platform, rich user experience with dynamic content customisation



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED ENTERPRISE CONTENT MANAGEMENT (ECM) EXAMPLES



KONICA MINOLTA



“IT WAS EASY TO BUY WHEN THINGS WERE PRESENTED CLEARLY AND WE HAD A FEELING THAT EVERYTHING WOULD BE TAKEN CARE OF.”

Jonne Soininen, Administration Director
Kakkonen-Yhtiöt Oy, Finland

Challenge

Kakkonen-Yhtiöt needed a solution, which makes distribution, archiving and finding of relevant data easier, because the main archive was paper-based and structuring and versioning was challenging; local use of hard drives for storing data and archiving

Solution

dokoni SUITE document management system & dokoni scan workflow

Advantages

Contracts and other documents are found much easier because of metadata, scan-to-archiving improves efficiency



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED ENTERPRISE CONTENT MANAGEMENT (ECM) EXAMPLES



KONICA MINOLTA



“WE HAVE DOKONI FIND IN USE
FREQUENT USE ON AN EVERYDAY
BASIS AND WE ARE VERY HAPPY
ABOUT THE RESULT.”

Tiina Holopainen, Managing Director
Grönlund Yhtiöt Oy, Finland

Challenge

Finding documents was difficult, search was only possible by filenames

Solution

dokoni FIND was implemented to find documents by their filename, content and metadata. Also server running the solution was delivered

Advantages

Successful implementation ensured efficient search solution; feedback from the users has been very positive; even old documents can be found easily; the fast time in finding results resulted in significant savings in time spending

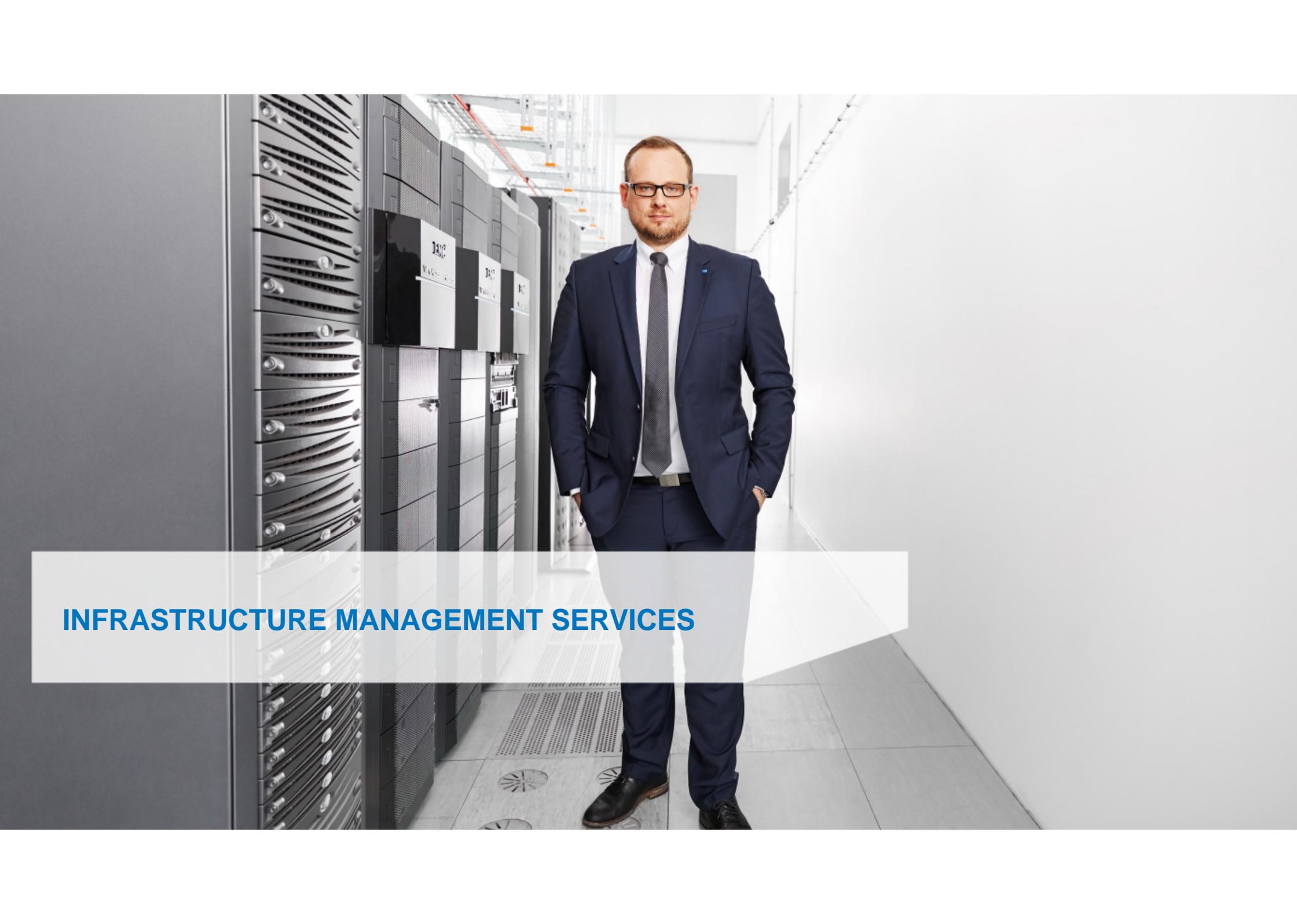


MANAGED CONTENT SERVICES OUR PARTNERS



KONICA MINOLTA



A man with a beard and glasses, wearing a dark blue suit, white shirt, and grey tie, stands in a server room aisle. He has his hands in his pockets and is looking directly at the camera. The server racks are on the left, and the aisle leads into the distance. The floor is light grey with circular ventilation grates.

INFRASTRUCTURE MANAGEMENT SERVICES



FACTS & FIGURES TODAY'S IT BURDENS

Which of the following business initiatives will be significant in driving IT investments at your organisation?



IDC White Paper, sponsored by Dell, Why Upgrade Your Server Infrastructure Now?, July 2016.

IT INFRASTRUCTURE

IDC found that by neglecting to upgrade their server infrastructure in a timely fashion, IT organisations can lose up to **39% of peak performance** and add up to **40% in application management costs** and up to **148% in server administration costs**.



By upgrading their infrastructure on a regular cadence, IT organisations can save millions of dollars in capital and operations costs annually, thanks to higher server performance, consolidation, management efficiency, and improved reliability.

IDC White Paper, sponsored by Dell, Why Upgrade Your Server Infrastructure Now?, July 2016.

UNPLANNED SERVER DOWNTIME

Companies experience up to 3 hours (per user per server) of unplanned downtime each year in the first three years of server operation.



IDC White Paper, sponsored by Dell, Why Upgrade Your Server Infrastructure Now?, July 2016.

ONLY **22%** OF DECISION MAKERS ARE CONVINCED THAT THE DATA IN THEIR ORGANISATION IS STORED SAFELY.

65% OF THEM EXPECT A MAJOR SECURITY BREACH WITHIN THE NEAR FUTURE.

Echte IT-Sicherheit ist vielen Firmen zu teuer, 2017 <http://www.com-magazin.de/praxis/sicherheit/echte-it-sicherheit-vielen-firmen-zu-teuer-1220087.html>



WITH **24.8%** INDUSTRIES ARE THE TOP TARGET OF ATTACKERS' PREFERENCES

<http://www.hackmageddon.com/2017/01/19/2016-cyber-attacks-statistics/>, 2016

"WHAT TYPES OF ATTACKS DID YOUR BUSINESS EXPERIENCE?"



State of Cybersecurity in Small & Medium-Sized Businesses (SMB), Sponsored by Keeper Security, Ponemon Institute Research Report, 2016

18.5 HOURS

IS THE AVERAGE TIME IT TAKES BUSINESS TO RECOVER AFTER A DISASTER.

<https://www.infraSCALE.com/25-disaster-recovery-statistics-for-2015-infographic/>



40%

RATED THEIR ORGANISATION'S ABILITY TO RECOVER THEIR OPERATION IN THE EVENT OF DISASTER AS FAIR OR POOR.

<https://www.infraSCALE.com/25-disaster-recovery-statistics-for-2015-infographic/>

INFRASTRUCTURE MANAGEMENT SERVICES OUR PORTFOLIO



KONICA MINOLTA





SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF

BASED ON IT SECURITY, MANAGED SERVICES AND IT INFRASTRUCTURE EXAMPLES **KONICA MINOLTA**



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IT SECURITY, MANAGED SERVICES AND IT INFRASTRUCTURE EXAMPLES



KONICA MINOLTA



“OUR NEW SECURITY STRATEGY LEADS ON EFFICIENT TOOLS. NOW WE ARE ABLE TO ANALYSE THE REAL PERFORMANCE OF THE IT INFRASTRUCTURE & TAKE THE NECESSARY DECISIONS.”

Gérard Doucet, IT Director
EJ, France

Challenge

Their security platform was based on proven but ageing technology; the rules in place had not evolved for years; heterogeneous security technologies

Solution

Complete reconstruction of the security infrastructure, transfer of skills to enable the IT team to acquire a minimum amount of knowledge on the new security infrastructure

Advantages

EJ now enabled to redo a new security strategy, manage the flows of all the European sites at the head office



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IT SECURITY, MANAGED SERVICES AND IT INFRASTRUCTURE EXAMPLES



KONICA MINOLTA

FRIED
Kunststofftechnik



“THE ENTIRE CONCEPT
CONVINCED US: IT IS ORGANISED
AS AN AUDIT THAT SCRUTINISED
US AS THE COMPANY ‘FRIED’ WITH
REGARD TO OUR IT SECURITY.”

Johannes Thomas, Head of IT and Controlling
Fried Kunststofftechnik, Germany

Challenge

Eliminate all ambiguities concerning the IT security status

Solution

Investigation of the status quo based on the Top 10 analysis and including precise recommendations for action

Advantages

Elimination of vulnerabilities; creation of an IT security concept; and raising employees' awareness for IT security



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF

BASED ON IT SECURITY, MANAGED SERVICES AND IT INFRASTRUCTURE EXAMPLES



KONICA MINOLTA



“NETWRIX AUDITOR CONTRIBUTED A LOT TO RECOGNISING POTENTIAL SECURITY GAPS EARLY AND ELIMINATING THEM. SINCE ITS IMPLEMENTATION MY WEEKLY EFFORT HAS BEEN REDUCED BY APPROX. 10 HOURS.”

Michael Holze, System Administrator
Max-Planck-Institut für Eisenforschung, Germany

Challenge

Security is a central issue for Max-Planck, thus it was necessary to find a solution to track all changes in the Active Directory and to prevent former employees from having active accounts

Solution

Implementation of Netwrix Auditor and training of the administrators

Advantages

Automatic recognition of inactive employees; total traceability of all changes in the AD; reduction of the administration effort; early recognition of potential security gaps



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IT SECURITY, MANAGED SERVICES AND IT INFRASTRUCTURE EXAMPLES



KONICA MINOLTA



“OUR IT INFRASTRUCTURE HAS GROWN CONTINUOUSLY IN RECENT YEARS. THE DEMANDS HAVE INCREASED; AND FOR A SINGLE PERSON SOMETHING LIKE THE MONITORING IS SIMPLY TOO MUCH TO HANDLE AND BE RESPONSIBLE FOR.”

Andreas Grasberger, Manager IT
Nicko tours, Germany

Challenge

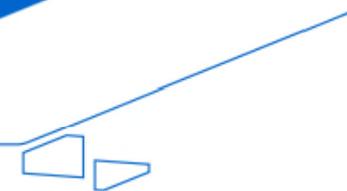
Growing IT infrastructure no longer manageable for an individual; risk is too high of the entire IT breaking down

Solution

Managed Monitoring includes all systems (storage, server, virtual environment, complete Microsoft product range)

Advantages

Monitoring is no longer the exclusive responsibility of the IT Manager; trained specialists are now in charge



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IT SECURITY, MANAGED SERVICES AND IT INFRASTRUCTURE EXAMPLES



KONICA MINOLTA



“THE MANAGED SERVICES SOLUTION BY KONICA MINOLTA IT SOLUTIONS ENSURES THE SMOOTH OPERATION OF OUR ENTIRE IT LANDSCAPE.”

Prof. Siegmund Wucher, Managing Director
Rentschler und Riedesser, Germany

- Challenge
Redesign of the entire IT landscape
- Solution
Upgrading of the IT infrastructure as well as comprehensive monitoring of the entire IT
- Advantages
Frees manpower for the strategic and operational tasks of the company's daily business





SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF

BASED ON IT SECURITY, MANAGED SERVICES AND IT INFRASTRUCTURE EXAMPLES **KONICA MINOLTA**

BE - GE



“WE SERVE CUSTOMERS WITH VERY HIGH DEMANDS. A COST-EFFECTIVE, RELIABLE PRODUCTION AND HIGH-QUALITY PRODUCTS DELIVERED JUST-IN-TIME ARE NECESSARY. KONICA MINOLTA UNDERSTANDS OUR BUSINESS PERFECTLY. WE CANNOT AFFORD ANY DOWNTIME OF OUR IT SYSTEM. TO ENSURE THIS, THEY PROVIDED US WITH A CLOUD SOLUTION THAT IS LOCATED ON OUR PREMISES BUT MONITORED AND MAINTAINED CENTRALLY BY KONICA MINOLTA.”

Reza Shahrhani, IT-Manager
Be-Ge, Sweden

Challenge

Need for a cost-effective local decentralised cloud solution for a virtual workload with all the benefits, which can be placed anywhere in the world

Solution

A complete package of hardware and software based on a Windows 2016 Clustered Hyper V solution with shared storage and monitoring, backup and helpdesk services from Konica Minolta

Advantages

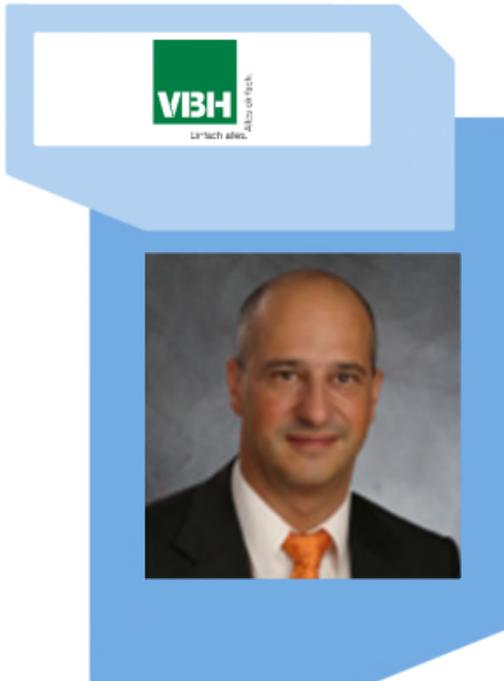
No hardware or software costs for Be-Ge; they only pay for the resources they use every month



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IT SECURITY, MANAGED SERVICES AND IT INFRASTRUCTURE EXAMPLES



KONICA MINOLTA



“OUR CALCULATION SHOWS THAT THE IT INFRASTRUCTURE SERVICES BY KONICA MINOLTA IT SOLUTIONS COST US AROUND 25 PERCENT LESS THAN US HANDLING THIS OURSELVES WOULD.”

Oliver Maisch, Head of IT International
VBH, Germany

Challenge

Updating and adaptation of the IT infrastructure – enhancing the IT landscape with new hardware and software would have increased the running costs as well as the administrative efforts

Solution

Managed Services

Advantages

Cost savings; the flexibility of a scalable IT infrastructure facilitates future growth



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IT SECURITY, MANAGED SERVICES AND IT INFRASTRUCTURE EXAMPLES



KONICA MINOLTA



“THE KONICA MINOLTA TEAM HANDLED THE TRANSITION PROFESSIONALLY AND WITH ABSOLUTE DEDICATION. THE INSTALLATION OF THE HARDWARE AND SOFTWARE, DATA MIGRATION AND TEST RUNS WERE ALL CARRIED OUT WITHOUT ANY COMPLICATION IN THE AGREED TIME FRAME.”

Lutz Uhlig, General Manager
KEM, Germany

Challenge

Reduce the high costs for hardware, electricity, refrigeration and network infrastructure; eliminate system failures

Solution

Replacement of six servers with one virtual server; automatic administration of individual server resources

Advantages

Increased network security; enhanced performance and availability; minimised failure rate of the IT infrastructure; reduction of the overall running costs; reduced energy consumption



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF

BASED ON IT SECURITY, MANAGED SERVICES AND IT INFRASTRUCTURE EXAMPLES



KONICA MINOLTA



▀ CUSTOMER HIGHLIGHTS:

- FAIL-PROOF AND DATA-LOSS PROOF ARCHITECTURE
- NEW HW, OS & DB
- FAST AND EASY INFORMATION SYSTEM

▀ Challenge

10+ years old infrastructure (HW/OS & DB); no backup; no failover; all information on local drives; old proprietary information system

▀ Solution

New server infrastructure with full failover & a backup solution; all necessary licences provided as SPLA; local office suite provided under Office 365 licence; new information system implemented based on MS Dynamics CRM, K2 Blackpearl and SharePoint

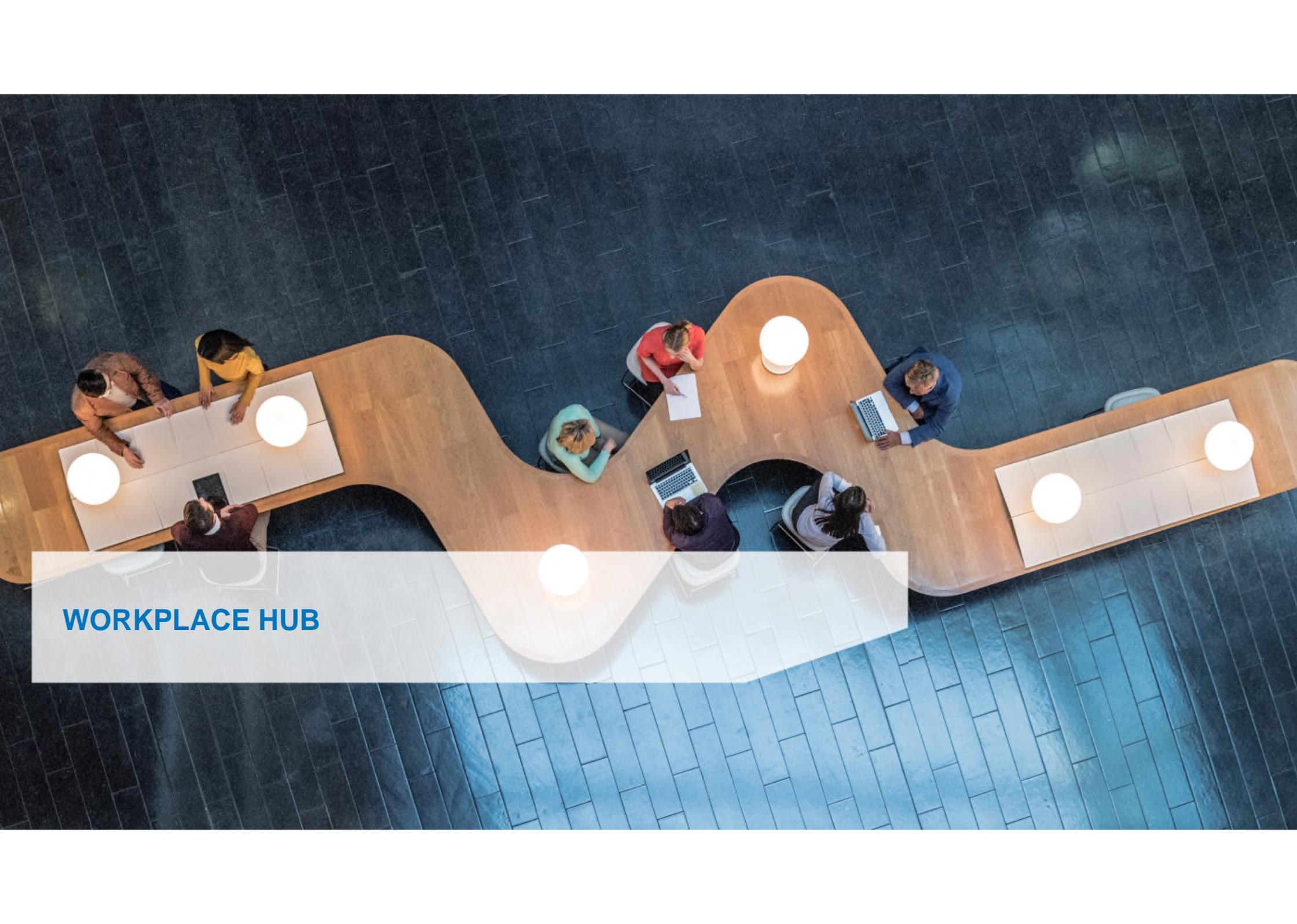
▀ Advantages

Fail-proof & data loss proof architecture; new HW, OS & DB with 5-10 year spans of life; fast & easy information system



INFRASTRUCTURE MANAGEMENT SERVICES OUR PARTNERS





WORKPLACE HUB

FACTS & FIGURES

CHALLENGES OF THE DIGITAL ERA

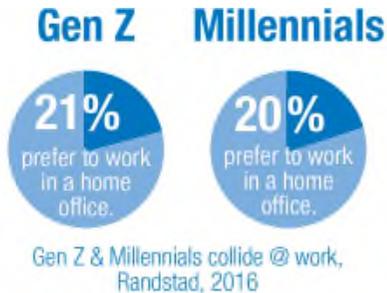


KONICA MINOLTA

76%

believe
**WORK IS NOT WHERE YOU ARE.
 WORK IS WHAT YOU GET DONE.**

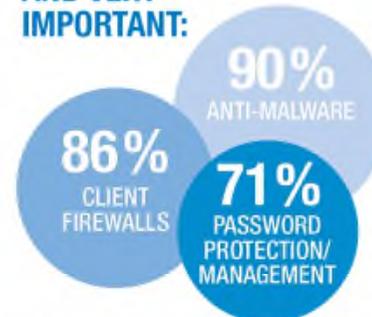
Future Workplace, The Workplace of the Future, 2016



20% would use the time saved by automation for increasing communication and collaboration with colleagues.

YouGov/Konica Minolta, 2017

SECURITY TECHNOLOGIES CONSIDERED ESSENTIAL AND VERY IMPORTANT:



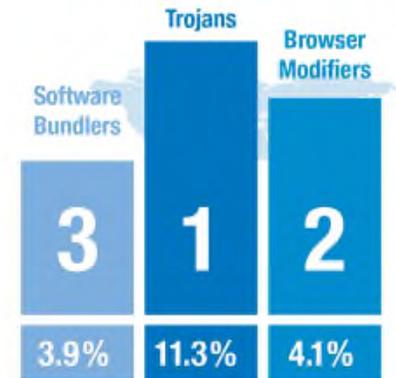
State of Cybersecurity in Small & Medium-Sized Businesses (SMB), Sponsored by Keeper Security, Ponemon Institute® Research Report, 2016



62% think technology must help employee **productivity and collaboration.**

Future Workplace, The Workplace of the Future, 2016

THREAT PREVALENCE IN 2016 WORLDWIDE



Microsoft Security Intelligence Report Vol. 21

By neglecting to upgrade the server infrastructure in a timely fashion, IT organisations can:



Why Upgrade Your Server Infrastructure Now?, IDC, 2016

WORKPLACE HUB IT PLATFORM UNIFYING TECHNOLOGIES



KONICA MINOLTA

Workplace Hub

- An innovative IT solution, unifying an organisation's IT infrastructure via a single centralised platform
- Managing and coordinating the office IT infrastructure and services such as storage and back-up management incl. disaster recovery, cloud based technology, system security and data protection incl. Unified Threat Management and easy IT administration
- Enhanced team collaboration
- Simplifying IT, reducing overall costs of IT management

Cognitive Hub

- To be evolved from the Workplace Hub and at the moment still a vision
- Applying smart edge computing to AI and augmenting human intelligence
- Enabling organisations to make insightful, impactful decisions in terms of investments, business models, new products and services



WORKPLACE HUB OUR PARTNERS



CANONICAL

SOPHOS

Acronis





WORKPLACE OF THE FUTURE

@impacthub

FACTS & FIGURES

CHANGING WORKFORCE DEMOGRAPHICS DEMANDS NEW WORKING CONDITIONS

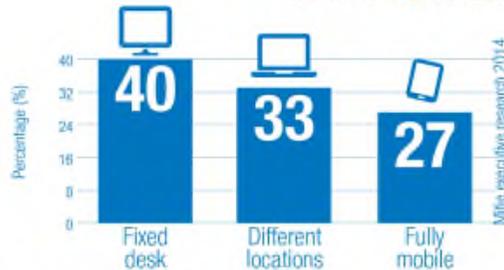


KONICA MINOLTA

76% believe
 WORK IS NOT WHERE
 YOU ARE.
 WORK IS WHAT YOU
 GET DONE.

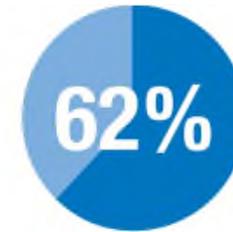
Future Workplace, The Workplace of the Future, 2016

HOW DO YOU SEE PEOPLE WORKING
 IN THE FUTURE?



20% would use the time saved by automation for increasing communication and collaboration with colleagues.

YouGov/Konica Minolta, 2017



think technology must help employee **productivity and collaboration.**

Future Workplace, The Workplace of the Future, 2016

DIGITAL OVERLOAD / MASS COMMUNICATION

Typical mobile users check their phone
150 TIMES PER DAY
 Mary Meeker's Internet trends, 2013

> **300m e-mails**
 in **1 minute** worldwide
 The future workplace Unum, 2014

Content in the internet **tripled** between **2010** and **2013.**
 Goglobe & QMEE

73%

believe they have to be "always on" and available for work

WORK-LIFE BALANCE

feel exhausted by the demands of a modern digital life and family demands:
 - wish a degree of flexibility
 - want to work from home regularly

32%

The future workplace, Unum, 2014

Air quality strongly affects cognitive performance by **60% to 100%**

CAPACITY



WORKPLACE OF THE FUTURE OUR PORTFOLIO



KONICA MINOLTA



A man with a beard and mustache, wearing a blue denim shirt, stands in a professional printing plant. He is looking slightly to the right with a slight smile. The background shows large industrial printing presses and bright overhead lights. A semi-transparent white banner is overlaid on the image, containing the text "PROFESSIONAL PRINTING".

PROFESSIONAL PRINTING



KONICA MINOLTA

PROFESSIONAL PRINTING

Vision

A digital company with insight into implicit challenges



**Business system
by product**

Go-to-Market system

The entire company works together to support the transformation of client companies by sector and industry
Predict potential issues for client companies and create solutions together



DIGITAL MARKETING

UPGRADE PRINT PRODUCTS AND INTEGRATE THEM IN MARKETING CAMPAIGNS



KONICA MINOLTA

What challenges are printers and marketers facing today?

- Brand companies search for new methods to reach target groups and enhance their brand strength
- Print providers need to offer their customers eye-catching and individual products
- Print products must be completely integrated in entire, measurable marketing campaigns

How we handle them:

- Many ways to upgrade print products and enhance the value of services such as
 - **Variable Data Publishing (VDP)**
 - **Augmented Reality (AR)**
 - **Broad range on substrates that can be printed**
 - **Spot varnish embellishment**
- Fully integrated, measurable digital marketing campaigns across web, mobile, print and social media



PRINT AUTOMATION

OPERATIONAL EFFICIENCY IN CENTRAL REPROGRAPHIC DEPARTMENTS

What are the main challenges CRDs are confronted with within their companies?

- Need of streamlining workflow organisation, saving costs and increase of overall efficiency and productivity
- Minimising human intervention in processes
- Enhancing competitiveness and profitability

How we handle them:

- AccurioPro Flux: Ready-made and professional print workflow automation software
- In combination with consulting services optimisation of print processing, minimisation of touch points and maximisation of ROI



PROKOM KONICA MINOLTA USER COMMUNITY



KONICA MINOLTA

What are the main challenges for print providers?

- The future of print is evolving and increasingly challenging
- Adapting of portfolio, entering new markets and building up of deep knowledge about the industry necessary
- Only limited possibilities of knowledge sharing and networking among the industry for printers

How we handle them:

- Initiating of member organisation PROKOM consisting of Konica Minolta customers
- Enabling members to connect with other printers about innovating in print and building a network to help transform their business
- Learning about the latest digital trends from independent industry experts
- Improving skills and knowledge of their employees and growing revenue through effective sales and marketing

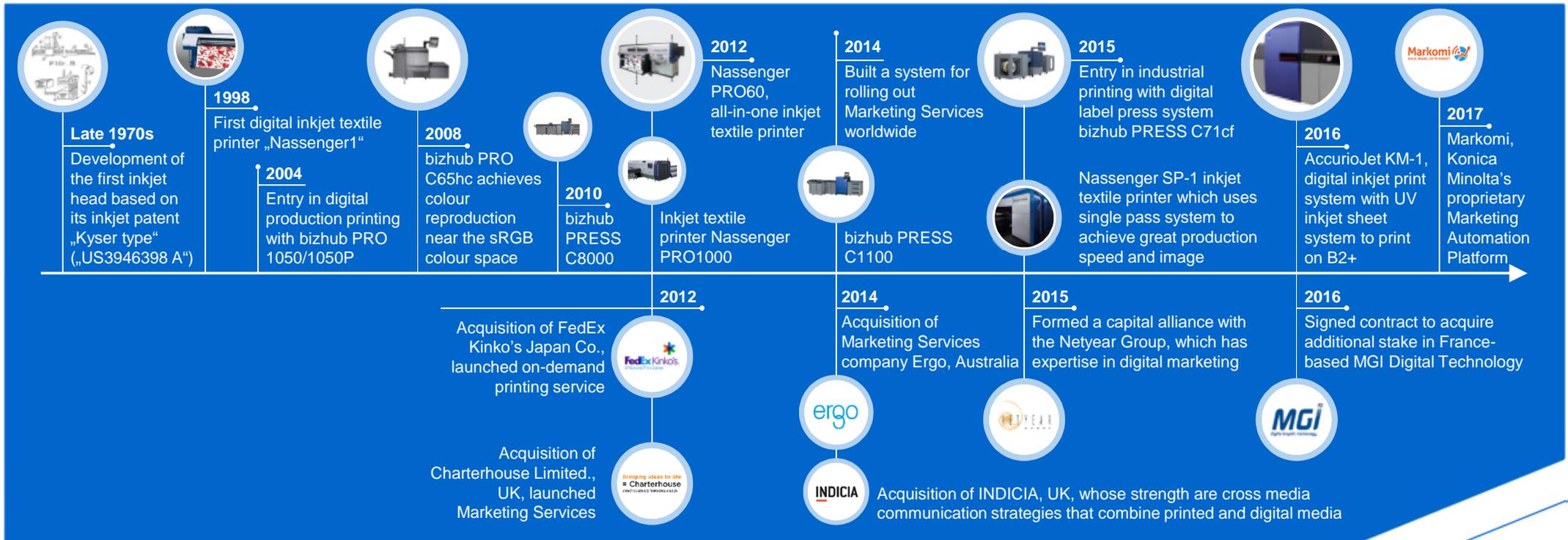


COVERING ALL OF YOUR NEEDS TO SUCCEED IN AN EVER MORE COMPETITIVE MARKET



KONICA MINOLTA

Portfolio



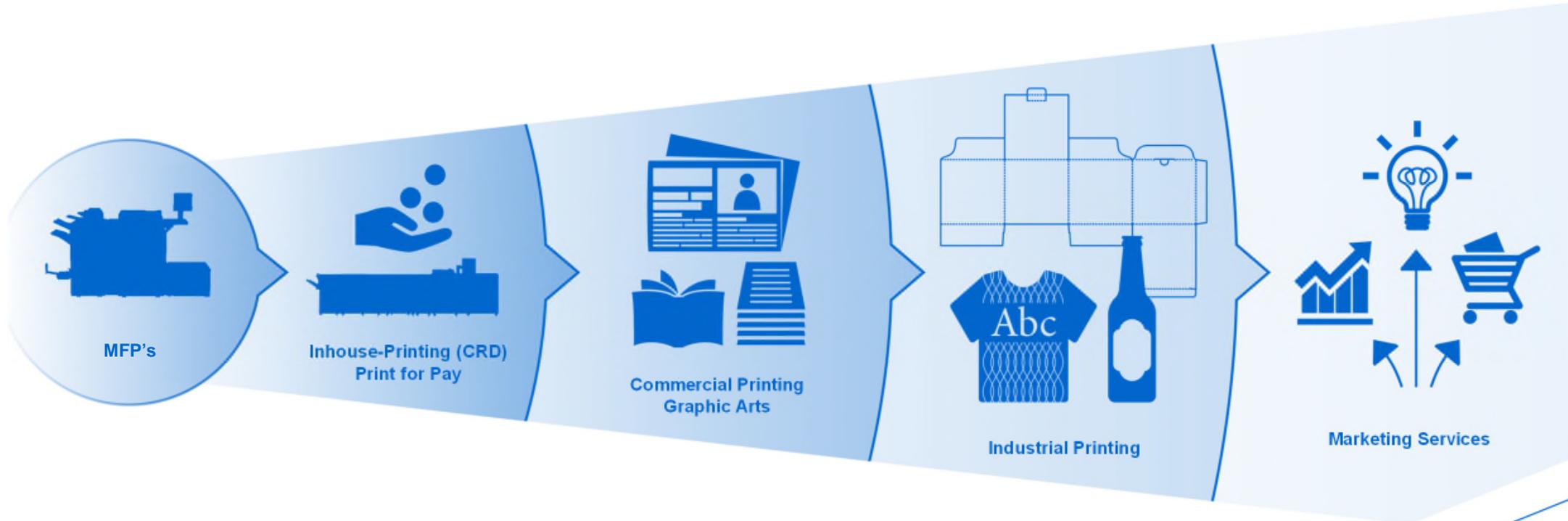
Organisation

FROM HARDWARE TO MARKETING SERVICES

5 PHASES SHOWING OUR TRANSFORMATION AT A GLANCE



KONICA MINOLTA





KONICA MINOLTA

SUMMARY

THE MOST IMPORTANT FIGURES AT A GLANCE

 Approx. **15,000**
Professional Printing
Customers in Europe

 Approx. **403**
Million €
Professional Printing
Revenue in Europe as of March 2017

 **1** **European top tier** in the
high-speed segment of
Print-on-Demand **Inkjet**
Textile Print

 **1** **Market Leader in Digital**
Production Printing market
in Europe for 9 years in a row
InfoSource 2008-2016

40 Years 
Inkjet Expertise

 Approx. **199**
Million €
Marketing Services
Revenue in Europe
as of March 2017



PROFESSIONAL PRINTING OUR PARTNERS





PRODUCTION PRINTING

NUMBER 1 IN EUROPE PRODUCTION PRINTING



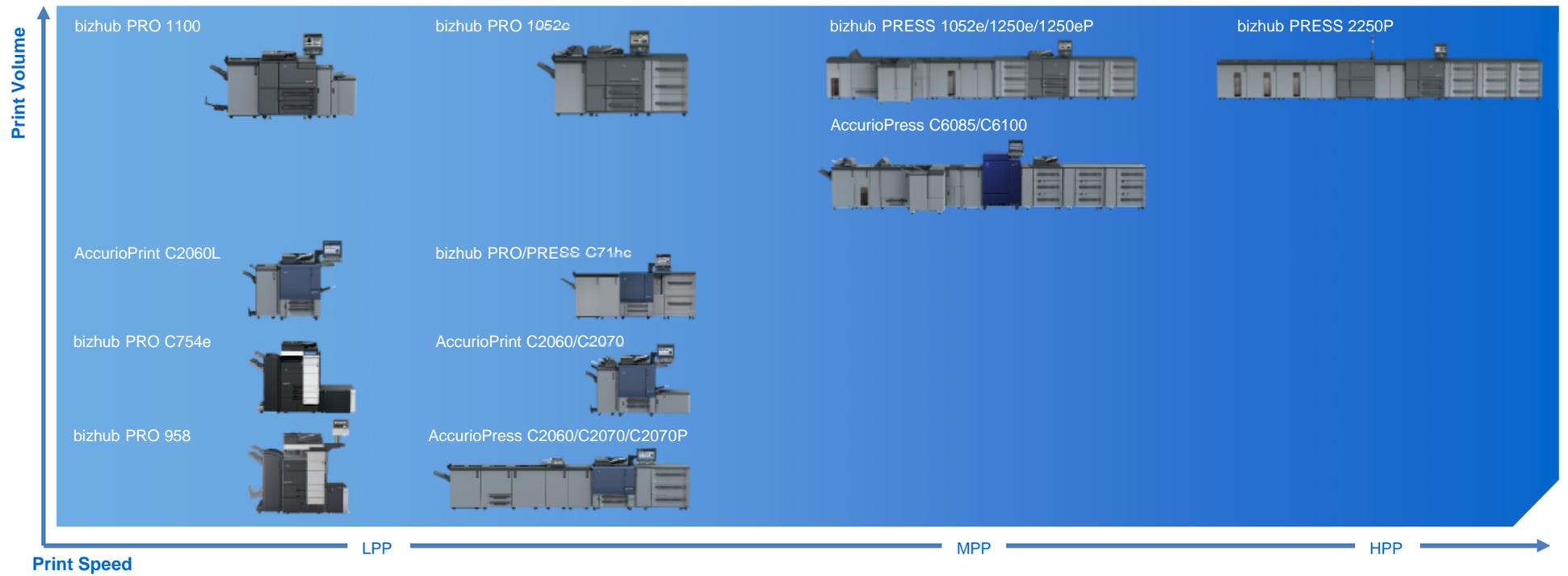
Ranks NUMBER 1 in terms of market share for
Production Printing (32.5%)

Infosource 2016



PRODUCTION PRINTING SOLUTIONS

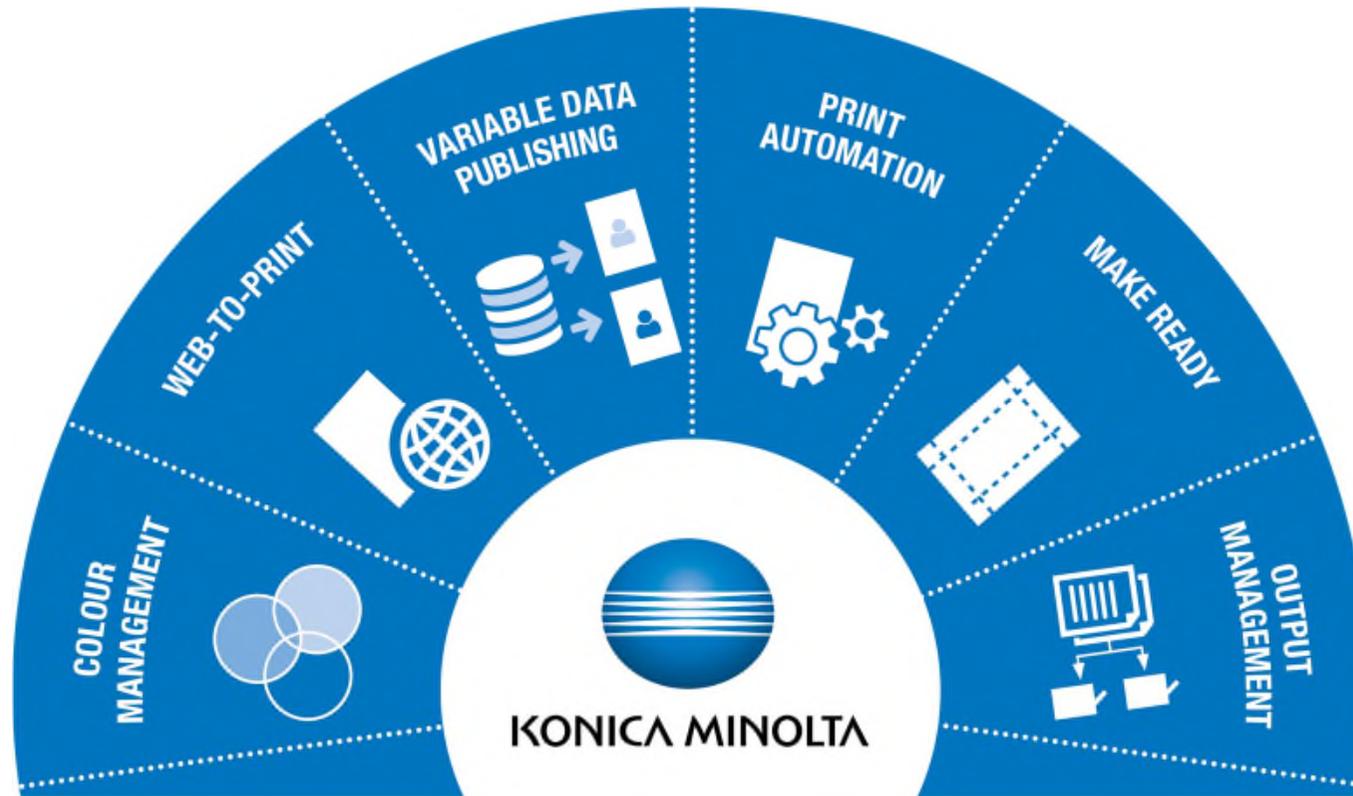
OUR PRODUCTION PRINTING SYSTEMS



PRODUCTION PRINTING SOLUTIONS OUR APPLICATIONS



KONICA MINOLTA



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED PRODUCTION PRINTING EXAMPLES



 <p>Alphabeto 60</p> <p>Print Shop bizhub PRESS C8000, Colour Management</p>	 <p>swedex 120</p> <p>Print Shop bizhub PRESS C6000, Colour Management</p>	 <p>MARAGOS 17</p> <p>Print Shop bizhub PRESS C8000, Variable Data Publishing</p>
 <p>COPIVER 20</p> <p>Print Shop bizhub PRESS C8000, bizhub PRO 951, Variable Data Publishing</p>	 <p>image 9</p> <p>Print Shop bizhub PRESS C1070, bizhub PRESS 1250, Variable Data Publishing</p>	 <p>GDV</p> <p>Insurance bizhub PRESS C8000, bizhub PRESS 1052, Make Ready, Print Automation</p>
 <p>MayerPrint&Repro 10</p> <p>Print Shop bizhub PRO C6000, bizhub PRO 1051, Make Ready, Print Automation</p>	 <p>COPY-TO-PRINT 52</p> <p>Print Shop bizhub PRESS C8000</p>	 <p>SONNENTOR 240</p> <p>Retail bizhub PRO C7000</p>



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED PRODUCTION PRINTING EXAMPLES



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Alphabeto

“OUR BIZHUB PRESS C8000 ON OUR PREMISES WAS THE SOLUTION WE WERE LOOKING FOR. WE NEEDED A PRODUCTION SYSTEM THAT WOULD PROVIDE FAST PRINTS WITH RELIABILITY AND COLOUR CONSISTENCY. WE ARE VERY HAPPY WITH THIS SYSTEM, WHICH PROVIDES US WITH THIS, WHILE SIMULTANEOUSLY REDUCING PRINTING COSTS.”

Theodoros Gavalas
Alphabeto, Greece

Challenge

In a challenging business climate, a single-station solution was sought with the capacity to manage independently all media variations

Solution

Implementation of the bizhub PRESS C8000 with the software package Colour Care 2 Suite, including an ES-1000 photospectrometer to enable exact installation and calibration

Advantages

Absolute dependability; print quality consistency; media management in low and large volumes; greater efficiency and cost reductions

SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED PRODUCTION PRINTING EXAMPLES



“AT SWEDEX, WE ARE TRULY IMPRESSED WITH THE ENTIRE KONICA MINOLTA PERFORMANCE! FROM THE START, THEY REALLY WON US OVER WITH THE QUALITY OF THEIR HARDWARE AND SOFTWARE AND WITH THEIR PERSONAL EXCELLENCE.”

Bernd Carl, Head of Calculation/Procurement
Swedex Hungária Kft., Hungary

Challenge

Providing suitable equipment to produce banners; to achieve a common colour space over various production printing systems and to produce to Fogra 39 standard

Solution

Two bizhub PRESS C6000 producing 20.000 banners per month; colour consistency is achieved with the AccurioPro Color Care Server (CCS) software

Advantages

Quality assurance; printing according to Fogra standard; continuous control and archiving; fast and automatic banner printing



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED PRODUCTION PRINTING EXAMPLES



MARAGOS
ΕΚΤΥΠΩΣΗ



“WE APPRECIATE HOW KONICA MINOLTA’S SALES STAFF SHOWED US THAT THEIR SOLUTION IS MUCH MORE COST EFFECTIVE FOR US WHILE OUTPERFORMING ANY OTHER SOLUTION IN TERMS OF FLEXIBILITY. THIS DOESN’T MEAN THAT QUALITY IS COMPROMISED. EVEN PROFESSIONALS OFTEN CAN’T TELL THE DIFFERENCE BETWEEN OFFSET AND THE KONICA MINOLTA BIZHUB C8000’S OUTSTANDING PRINT QUALITY.”

Mr. Maragos
Maragos, Greece

Challenge

Short run jobs were handled on offset presses – a transition to a high quality digital printing solution was necessary

Solution

Introduction of the bizhub PRESS C8000 and the PrintShop Mail software for short run jobs

Advantages

High output quality; productivity has improved by adopting the bizhub PRESS C8000; lower costs regarding their short run jobs thanks to the flexibility of digital printing



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED PRODUCTION PRINTING EXAMPLES



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▀ **“IN ADDITION TO OUR REGULAR CONTACTS (HUMAN RESOURCES, GENERAL SERVICE AND PURCHASING MANAGERS, ETC.), THIS NEW QUALITY OF SERVICE HAS ALLOWED US TO SATISFY THE EXPECTATIONS OF NEW CONTACTS, SUCH AS SALES, MARKETING AND COMMUNICATIONS MANAGERS.”**

Phillipe Carreau, Associate Director
Copiver, France

▀ **Challenge**

Rising demands in terms of print quality, flexibility, productivity, reliability as well as a larger range of paper and formats

▀ **Solution**

Introduction of a bizhub PRESS C8000, followed by the installation of a black and white printer bizhub PRO 951; Printgroove VDP Darwin – a solution for managing variable data

▀ **Advantages**

Continuous professional training for employees; commercial equipment and software solutions that are at the cutting-edge of technology; top-quality customer service



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED PRODUCTION PRINTING EXAMPLES



“OUR LONG-STANDING PARTNER, STEUBER GMBH, AND KONICA MINOLTA HAVE JOINTLY CUSTOMISED A SOLUTION THAT PERFECTLY MATCHES OUR REQUIREMENTS AND HAVE CONSIDERABLY IMPROVED OUR EVERYDAY WORKFLOWS.”

Dirk Rüttgers, Managing Director
ImageDRUCK+MEDIEN, Germany

Challenge

Switch a conventional and complex production workflow to an efficient and flexible automatic production run

Solution

Customised workflow solution involving one bizhub PRESS 1250 in combination with the BENS G3 server for job transmissions and Print Shop Mail; one bizhub PRESS C1070 followed to produce special print products like brochures and banners

Advantages

Considerably less time needed to program print jobs; attractive cost production in terms of required manpower; reliability and print quality



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED PRODUCTION PRINTING EXAMPLES



“WE SEARCHED FOR A WAY TO ADJUST OUR PRINT MANAGEMENT SOFTWARE. KONICA MINOLTA WAS THE ONLY PROVIDER WHO WAS ABLE TO OFFER US THIS SOLUTION. BESIDES, OUR COST CALCULATION MADE CLEAR THAT WE ARE ABLE TO PRODUCE WELL-PRICED AND IN A HIGH QUALITY ON OUR OWN SO THAT WE DON'T HAVE TO OUTSOURCE A HUGE PART OF OUR PRINT JOBS EXTERNALLY LIKE IN THE PAST.”

Hans Mondwurf, Head of Central Services
GDV, Germany

Challenge

Need for a new system landscape from scratch; the majority of the print jobs were outsourced in the past

Solution

New colour production press bizhub PRESS C8000; creation of a customised print management solution, combining the modules Printgroove JT Compile and JT Man; two new bizhub PRESS 1052 black & white print systems

Advantages

Enhanced efficiency ensures future profitability; GDV saves costs as well as the time previously required for quality control



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED PRODUCTION PRINTING EXAMPLES



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“**DIGITAL PRINTING IS A MAJOR ADVANCE BECAUSE IT MAKES ME FASTER AND MORE FLEXIBLE COMPARED TO OFFSET PRINTING.**”

Harald Mayer, owner
Mayer Print & Repro GmbH, Austria

Challenge

Limited capacities; to boost its quality and ensure that its colours remained stable during continuous production

Solution

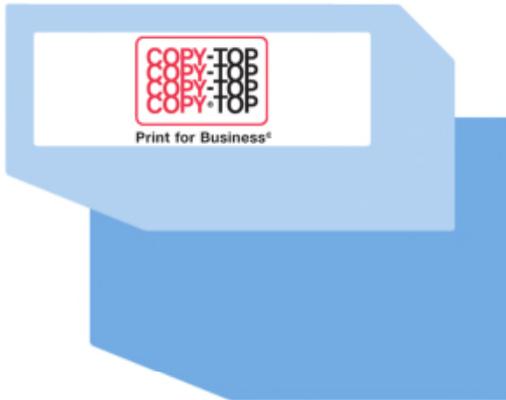
bizhub PRO C6000 colour production printing system; bizhub PRO 1051 for the black and white product range; JT Man 5 software solution for make-ready and professional print workflow automation

Advantages

Greater productivity; failsafe performance thanks to high reliability; significantly enhanced competitiveness compared to offset printing



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED PRODUCTION PRINTING EXAMPLES



“PRODUCTION TAKES PLACE ON SEVERAL MACHINES BUT THE SAME PRINTED COLOURS ARE PRESERVED THANKS TO THE SETTINGS MADE INITIALLY WITH THE KONICA MINOLTA TECHNICAL TEAM. THE MACHINES REQUIRE A GOOD LEVEL OF TECHNICAL SKILLS AND HAVE ENABLED US TO INCREASE OUR QUALITY OF SERVICE WHILE REMAINING VERY COMPETITIVE.”

Gilles Conesa, Managing Director
Copy-Top, France

Challenge

Demanding high-quality services and need for a great responsiveness of the printing machines; satisfying its corporate strategy of always offering its customers cutting-edge technology

Solution

Implementation of ten bizhub PRESS C8000 with diverse inline finishing and post insertion capabilities; training for various teams to familiarise them with the new equipment

Advantages

Able to expand the range of paper it offers; consistent print quality and high-speed printing; wide variety of media

SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED PRODUCTION PRINTING EXAMPLES



“WITH THE BIZHUB PRO C7000, WE ARE ABLE TO PRODUCE THE MAJORITY OF OUR MARKETING MATERIALS IN-HOUSE, SO WE DO NOT HAVE TO DEPEND ON PRINT SHOPS ANYMORE AND THUS SAVE COSTS FOR PRINTING AND TRANSPORTATION, WHILE WE SAVE JOBS.”

Ines Prinz, Project Leader Graphic
SONNENTOR, Austria

- 🔪 **Challenge**
SONNENTOR wants to be independent of other print companies, to reduce its costs and speed up print workflows
- 🔪 **Solution**
Introduction of the bizhub PRO C7000 for a perfectly running label printing process
- 🔪 **Advantages**
Faster response times and improved flexibility; fast and optimal label printing in constant high colour quality; ensured long-term in-house production possibilities

PRODUCTION PRINTING SOLUTIONS AWARDS & CERTIFICATES



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GOOD
DESIGN



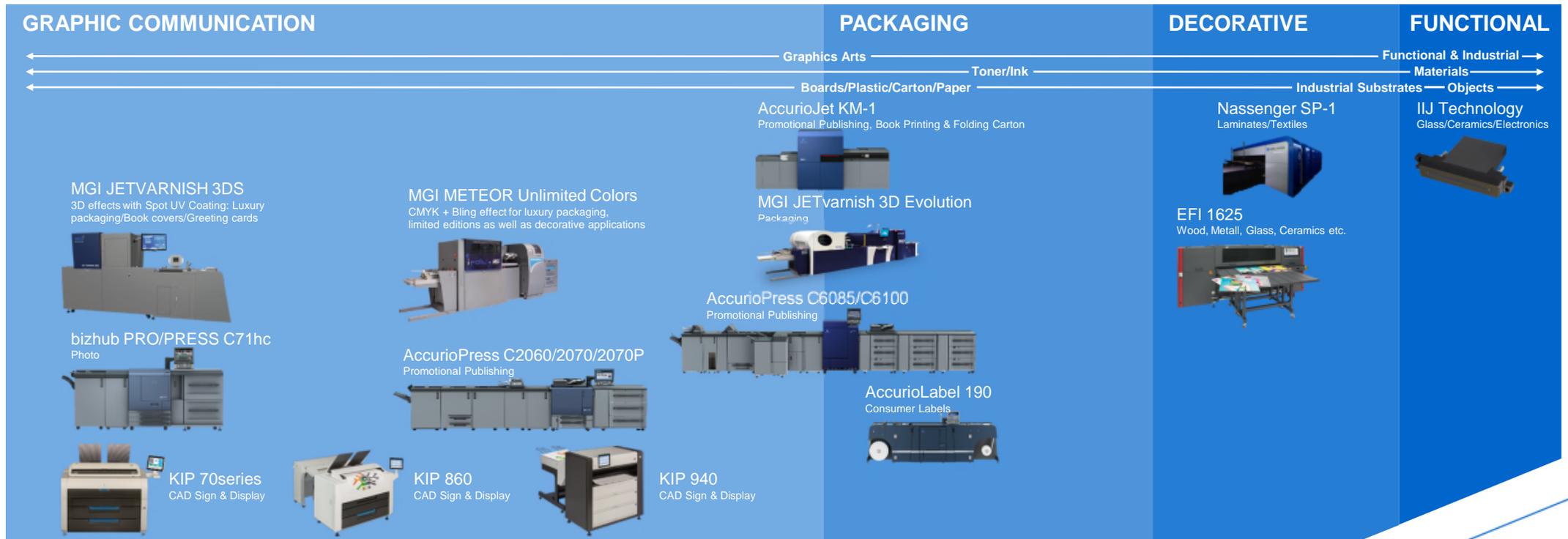
INDUSTRIAL PRINTING



FROM GRAPHIC COMMUNICATION TO INDUSTRIAL PRINTING THE WORLD IS BECOMING MORE AND MORE DIGITAL



KONICA MINOLTA



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED INDUSTRIAL PRINTING EXAMPLES



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED INDUSTRIAL PRINTING EXAMPLES



 rehms druck



“WE THOROUGHLY TESTED THE PRINT QUALITY OF THE KONICA MINOLTA ACCURIOJET KM-1 AGAINST ITS COMPETITORS. THE QUALITY AND THE RESULTS HAVE REALLY INSPIRED US TO MAKE THE INVESTMENT. THE PERFORMANCE AND RETURN ON INVESTMENT THAT THE ACCURIOJET KM-1 CAN DELIVER ALLOWS US TO EXPAND OUR MARKET CAPABILITY AS WE MOVE INTO THE PACKAGING MARKET AND CONTINUE TO DEVELOP OUR DIRECT MAIL CAPABILITIES.”

Daniel Baier, Managing Director
Rehmsdruck, Germany

Challenge

Rehms Druck searched for an inkjet technology to print a range of applications that included high quality direct mail, packaging and labels

Solution

AccurioJet KM-1

Advantages

Growing into new markets using one digital inkjet technology that can handle direct mail and packaging, such as folding cartons



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED INDUSTRIAL PRINTING EXAMPLES



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“I’VE NEVER KNOWN A TECHNOLOGY LIKE THIS. IT IS BETTER THAN OFFSET PRINTING, THAT’S FOR SURE. ONE OF THE ADDED BENEFITS IS THAT WASTAGE IS KEPT TO A MINIMUM. THE ACCURIOJET KM-1 HAS ENABLED US TO MOVE INTO NEW MARKETS, SUCH AS PACKAGING, WHICH WE ARE CONFIDENT WILL BE A MAJOR GROWTH AREA FOR DIGITAL PRINTING.”

Arndt Eschenlohr, President
PLS Print Logistic Services GmbH, Germany

Challenge

In the past, PLS used both offset and digital systems, but average run length of 160 sheets and conventional offset printing became impractical for PLS because the quantity of wastage ranged from 70 to 150 sheets per job

Solution

AccurioJet KM-1

Advantages

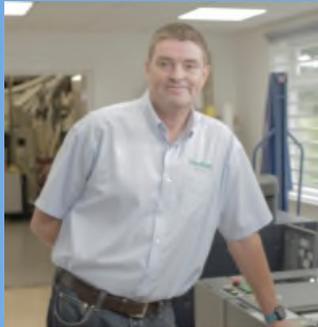
Enhanced paper handling and workflow technologies, offset quality on standard offset stock, superior production capabilities compared to competitor models



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED INDUSTRIAL PRINTING EXAMPLES



soabar



“WE WERE AWARE OF THE GOOD QUALITY AND RELIABILITY THAT KONICA MINOLTA STANDS FOR IN GENERAL. WHEN WE LOOKED AT THE MACHINE AND ANALYSED THE COMBINATION OF THE PRINT QUALITY AND THE PRICE, WE WERE FULLY CONVINCED. A COUPLE OF OUR CUSTOMERS WITHOUT EXPERIENCE WITH DIGITAL WERE REALLY BLOWN AWAY.”

Phil Achurch, Managing Director
Soabar, Great Britain

Challenge

Digital label printer needed with suitable size

Solution

bizhub PRESS C71cf

Advantages

Very good combination of print quality and price; customers were impressed by print results of the machine

SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED INDUSTRIAL PRINTING EXAMPLES



KONICA MINOLTA



“THE KONICA MINOLTA MACHINE GIVES US EXACTLY THE QUALITY WE WERE LOOKING FOR. THE PRINT RESULTS ARE GOOD, RESEMBLING OFFSET, AND THE COLOURS REMAIN IN PLACE – SCRATCH-RESISTANT. MOREOVER, THE PHYSICAL DIMENSIONS OF THE MACHINE WERE ABSOLUTELY IDEAL FOR US.”

Jarle A. Skarseth, General Manager
TotalTrykk AS, Norway

Challenge

Totaltrykk has been looking at digital machines for a number of years, but most of them are absolutely enormous or else their quality just wasn't good enough

Solution

bizhub PRESS C71cf

Advantages

The print results of the system are good, resembling offset, and the colours remain in place – scratch-resistant; the physical dimensions of the machine are ideal



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED INDUSTRIAL PRINTING EXAMPLES



“WITH THIS EXCLUSIVE TECHNOLOGY, WE WILL BE ABLE TO OFFER OUR CUSTOMERS COMMUNICATION MEDIA, WHICH INCORPORATE A ‘THIRD DIMENSION’. OUR INVESTMENT GIVES US AN AMAZING ADVANTAGE OF COMPETITIVE DIFFERENTIATION IN A MARKET THAT IS GRADUALLY DISCOVERING THE ASSETS OF 3D COATING TECHNOLOGY FOR DIGITAL PRINTING.”

Jacky Gerard, Manager
Quick PRINT, France

Challenge

The facilities at Quick PRINT consisted of previous-generation equipment with insufficient technical capabilities; the printing business was thus not able to meet customers' expectations and even less able to move towards its new positioning

Solution

JETvarnish 3DS

Advantages

Production of premium products that can be sold with an attractive mark-up; addressing different customer groups and entering new markets



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED INDUSTRIAL PRINTING EXAMPLES



KONICA MINOLTA



“WE WERE ABLE TO SECURE SEVERAL PROJECTS PARTICULARLY THANKS TO THE EMBELLISHMENT OPTIONS WE ARE NOW ABLE TO OFFER. THIS REALLY SET US APART FROM OUR COMPETITORS. THE JV3D IS REALLY HELPING US CREATE A USP, BROADEN OUR OFFER BASE AND CREATE PRODUCTS THAT REALLY TRIGGER CUSTOMERS’ EMOTIONS.”

Klaus Schotte, Registered Manager,
Druckpartner, Germany

Challenge

From the outset, Druckpartner’s formula for success has been to think one step ahead and to offer outstanding services; as a result, Druckpartner focuses on innovative technology and extraordinary ideas

Solution

JETvarnish 3D Evolution

Advantages

Druckpartner chose JETvarnish 3D Evolution to add value to existing print jobs and differentiate its services; just 6 months after its installation, Druckpartner was able to seize new business opportunities and increase its services and offerings



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED INDUSTRIAL PRINTING EXAMPLES



KONICA MINOLTA



“THE KIP C7800 TRULY IMPRESSED US. IT WAS QUICKLY CLEAR THIS WAS OUR EQUIPMENT OF CHOICE. IN A SINGLE WIDE-FORMAT SYSTEM, THE KIP C7800 COMBINES ALL OUR REQUIREMENTS – WE ARE PROUD TO ACHIEVE HIGHEST EFFICIENCY WITH OUR NEW PROFESSIONAL WIDE-FORMAT PRODUCTION FACTORY!”

Kostas Kritikos, Head of Human Resources & Administration Dept.
ASPROFOS, Greece

Challenge

Receiving an order for an extensive pipeline design meant in the past involving the challenge of producing some 25,000 sqm of wide-format prints in colour within just 18 months

Solution

KIP C7800

Advantages

Just a single device now handles 3 different types of jobs with the highest level of productivity



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED INDUSTRIAL PRINTING EXAMPLES



KONICA MINOLTA



“WE ALWAYS RELIED ON KONICA MINOLTA’S HIGH-QUALITY SERVICE AND PRODUCTS IN THE PAST AND WE AGAIN FOUND THE RIGHT SOLUTION BY INVESTING IN THE KIP MACHINE, WHICH HAS NOW OPENED UP A NEW MARKET FOR PÁTRIA.”

Istvan Fodor, General Manager
Pátria Nyomda, Hungary

Challenge

With plans for further expansion, but no digital wide format solution installed, customers increasingly demanded B1 print sizes in volumes that could not be profitably produced on offset presses

Solution

KIP C7800

Advantages

Attractive pricing model, higher productivity compared to inkjet solutions, in-house poster printing for digital volumes, new market position, widest digital product range in-house, higher margins than the long-run offset prints



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED INDUSTRIAL PRINTING EXAMPLES



KONICA MINOLTA



“THANKS TO THIS DEVICE, WE ARE ABLE TO REDUCE POSTER PRODUCTION TIMES CONSIDERABLY AND ARE NOW ABLE TO RESPOND MORE EASILY TO LAST-MINUTE REQUESTS AND STILL MEET THE CRUCIAL LEGAL DEADLINES. THE PRODUCTION SCHEDULE CAN NOW BE FULFILLED, AND THE TEAMS CAN DEDICATE THEMSELVES TO OTHER TASKS.”

Aymeric Defrance, Co-Manager
Publilégal, France

Challenge

Problems with poster quality and long, unreliable turnaround times due to 2 old unsatisfactory MFPs from another manufacturer, which were capable of printing A2 formats; but posters were produced by first creating an A3 print and then making an enlargement, thus no last minute changes were possible

Solution

KIP 7100

Advantages

Satisfy customers' growing demands for higher quality with shorter and extremely reliable turnaround times



A photograph of three people in a modern office setting. A man with a beard and a dark sweater is on the left, looking down at a document. A woman in a brown beanie and glasses is in the center, also looking at the document. A man with a grey scarf and a dark shirt is on the right, holding a large sheet of paper. They are gathered around a desk with various papers, a white mug, and pens. The background shows a blurred office environment with modern lighting and a sign that says "EQUAL".

MARKETING SERVICES



MARKETING SERVICES ENABLING VISIBILITY OF COST, QUALITY AND DELIVERY

How can international brands engage with a global audience?

- Global delivery
- Management of marketing costs, no longer by country but by region
- Delivering marketing communication with optimum impact – on time and within budget

How we handle them:

- Konica Minolta Marketing Services: Marketing production and management services to global brands across 35 European markets
 - **Print management**
 - **Digital services**
 - **Studio services**
 - **Promotional merchandise**
 - **Permanent point-of-sale services**



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED MARKETING SERVICES EXAMPLES



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED MARKETING SERVICES EXAMPLES



“WE HAVE A GLOBAL PARTNERSHIP WITH KONICA MINOLTA, BUT THEY NEVER FORGET THE IMPORTANCE OF LOCAL-TO-LOCAL ENGAGEMENT. THEY’RE PART OF OUR TEAM AND DIRECTLY ENGAGED WITH LOCAL STAKEHOLDERS, READY TO ADVISE AND RESPOND RAPIDLY TO REQUESTS.”

Melanie Brauner, Marketing Procurement
Unilever

Challenge

Needed a print management partner to improve processes, rationalise suppliers and build best practices

Solution

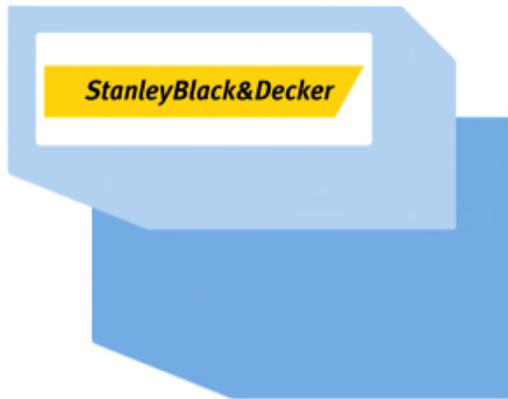
Konica Minolta experts sit within Unilever’s offices in 26 countries, fine-tuning print processes, building local relationships and delivering creatively for 400 brands

Advantages

20% like-for-like savings; consistency across 400 brands; over \$100,000 saved on a single process improvement in Central and Eastern Europe and extremely reliable turnaround times



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED MARKETING SERVICES EXAMPLES



“WE CHOSE KONICA MINOLTA
MARKETING SERVICES FOR THEIR
INNOVATIVE APPROACH TO
PRODUCTION MANAGEMENT AND
BRAND CONSISTENCY AS WELL AS
THEIR INTERNATIONAL NETWORK
OF SKILLED PROFESSIONALS.”

Gabriela Meissnerova, European Senior Buyer &
Travel Manager
Stanley Black & Decker

Challenge

Costly brand consistency challenges; needed a single partner to centralise its print management & strengthen its brand

Solution

Placed 30 Konica Minolta experts in 14 European markets & the U.S.; centralised production process & unified the brand; Total Colour Management system guarantees consistency across every substrate, print process & material

Advantages

30% savings since 2009; 30% to 40% off the average price of each job; 100% consistency for brand, colour and materials in 14 markets



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED MARKETING SERVICES EXAMPLES



Challenge

Wanted to drive 60,000 leads after launching their home installation services and to move away from the dull, rational and price-led marketplace standard

Solution

Konica Minolta created an emotional and customer-centric campaign based around the home

Advantages

Fully-integrated creative campaign across social, PPC, affiliates, radio, press, SEO, DM and D2D



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED MARKETING SERVICES EXAMPLES



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Challenge

Wanted a single print management partner to generate greater visibility of spend, significantly cut costs, streamline processes and share best practices – across 18 countries

Solution

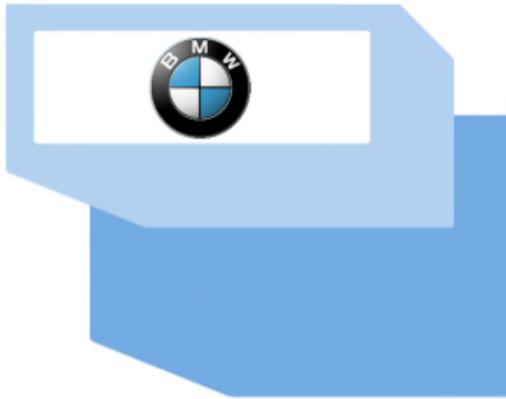
Konica Minolta brought each country onboard by identifying opportunities & implementing processes to cut costs, increasing knowledge sharing & bringing new ideas to each local market and introducing innovation to individual products and campaigns

Advantages

18% savings in year 1; consistency across 150+ brands



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED MARKETING SERVICES EXAMPLES



“KONICA MINOLTA MARKETING SERVICES ARE ALWAYS PROFESSIONAL, UNDERSTANDING AND KNOWLEDGEABLE. CREATIVE IDEAS ARE ALWAYS FORTHCOMING. THEY KNOW US INSIDE AND OUT – GREAT TEAM, GREAT RESULTS.”

Julie Dawe, Marketing Campaign Executive
Alphabet

Challenge

Needed a new partner to reshape their processes and creative concepts; saving money

Solution

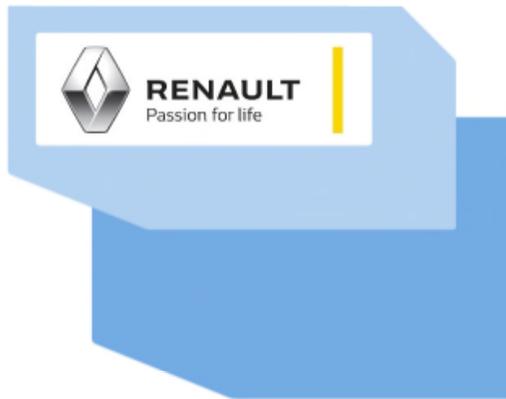
Konica Minolta provides print management and creative work – from design through to production, including all print, point of sale, merchandising, digital, creative production, studio and digital asset management

Advantages

11% average savings on print every year; 100% consistency across 7 brands; 57% cost reduction on Motorrad creative work and 2-3 x faster speed to market



SUCCESSFUL CUSTOMER PROJECTS REPRESENTING OUR PAYOFF BASED ON IMPLEMENTED MARKETING SERVICES EXAMPLES



“KONICA MINOLTA MARKETING SERVICES HAVE TRANSLATED AN IN-DEPTH UNDERSTANDING OF CROSSOVER PROSPECTS INTO A BEAUTIFULLY CLEVER CREATIVE CONCEPT THAT’S ENGAGING, EXCITING AND TAILORED TO THE NEEDS OF OUR CURRENT AND FUTURE CUSTOMERS.”

Julien Regis Manager, Brand Communications
Groupe Renault, Marketing Communications

Challenge

Wanted to streamline their marketing execution to create greater efficiency, agility and cost-effectiveness across the print and digital areas

Solution

Konica Minolta planted an on-site team at Renault UK HQ to collaborate & oversee 200 projects each year; our full service development programme is constantly implementing the latest techniques and technology, for a slicker process and more engaging communications

Advantages

More collaboration, more consistency and a great client relationship



A blurred photograph of a pharmacy aisle. The shelves are filled with various medications, including boxes and bottles, in different colors like blue, red, and white. The perspective is from the end of the aisle, looking down its length. The lighting is bright and even.

RETAIL SALES AND DISTRIBUTION



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RETAIL SALES AND DISTRIBUTION

Vision

A digital company with insight into implicit challenges



**Business system
by product**

Go-to-Market system

The entire company works together to support the transformation of client companies by sector and industry
Predict potential issues for client companies and create solutions together

A company that continues to create new value to

SHINKA (evolve)

business and human societies





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CAMERAS AND DEEP LEARNING IN RETAIL ROI MEASUREMENT FOR PROMOTIONAL MATERIALS

- ▀ **Using Deep Learning to measure promotion activities**
 - Retail companies spend huge amounts for promotional activities without knowledge about ROI
 - Proposal of measuring of ROI for fragrance samples of haircare products by using Deep Learning technologies
 - Installation of cameras on the ceiling of drugstores to analyse customer's activities during shopping
 - Only 2% of customers used fragrance samples before buying
 - 72% stopped by the shelf without buying
 - Further projects for retail and other manufacturers planned using AI to measure their promotional activities



A male scientist with a beard, wearing a white lab coat over a blue shirt, is looking intently at a tablet computer he is holding with both hands. The background is a blurred laboratory setting with various pieces of equipment, including a microscope on the left and a test tube in the foreground. The lighting is soft and focused on the scientist.

MEDICAL CARE AND NURSING CARE



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MEDICAL CARE AND NURSING CARE

Vision

A digital company with insight into implicit challenges



Business system by product

Go-to-Market system

The entire company works together to support the transformation of client companies by sector and industry
Predict potential issues for client companies and create solutions together

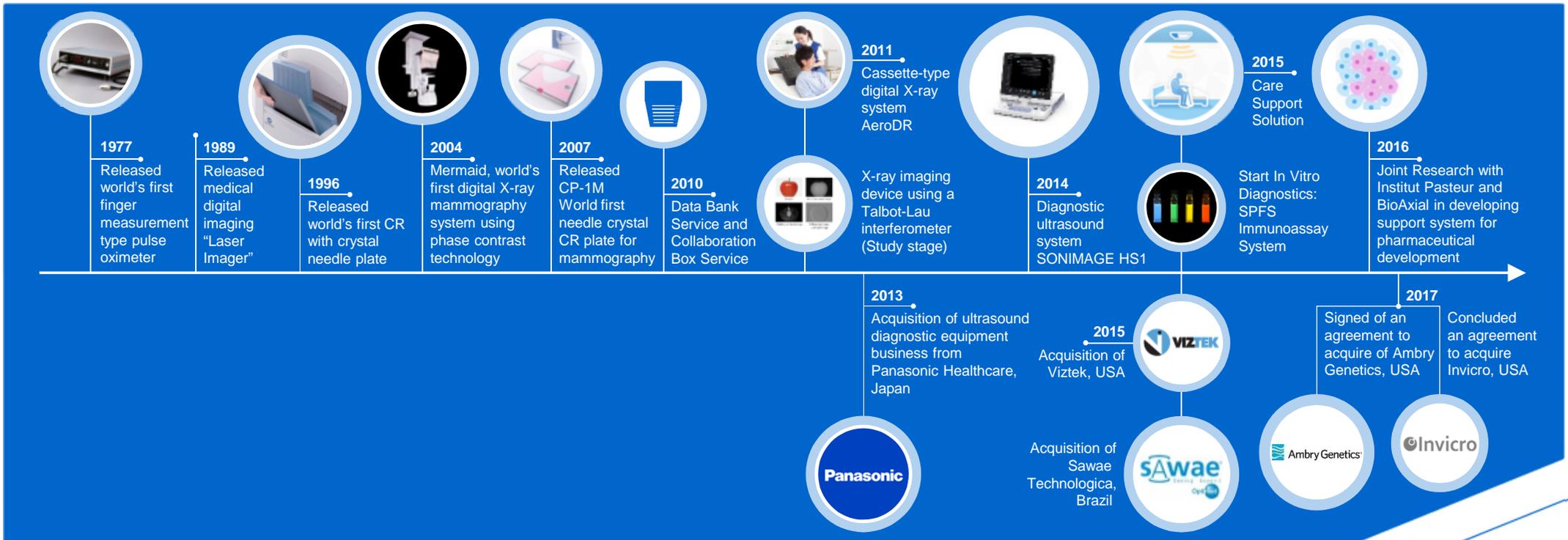




TACKLING REAL CHALLENGES WITH DIGITAL DIAGNOSTIC SOLUTIONS

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Diagnostics



Organisation

PRECISION MEDICINE DETECTING CANCER BY FLUORESCENT NANOIMAGING



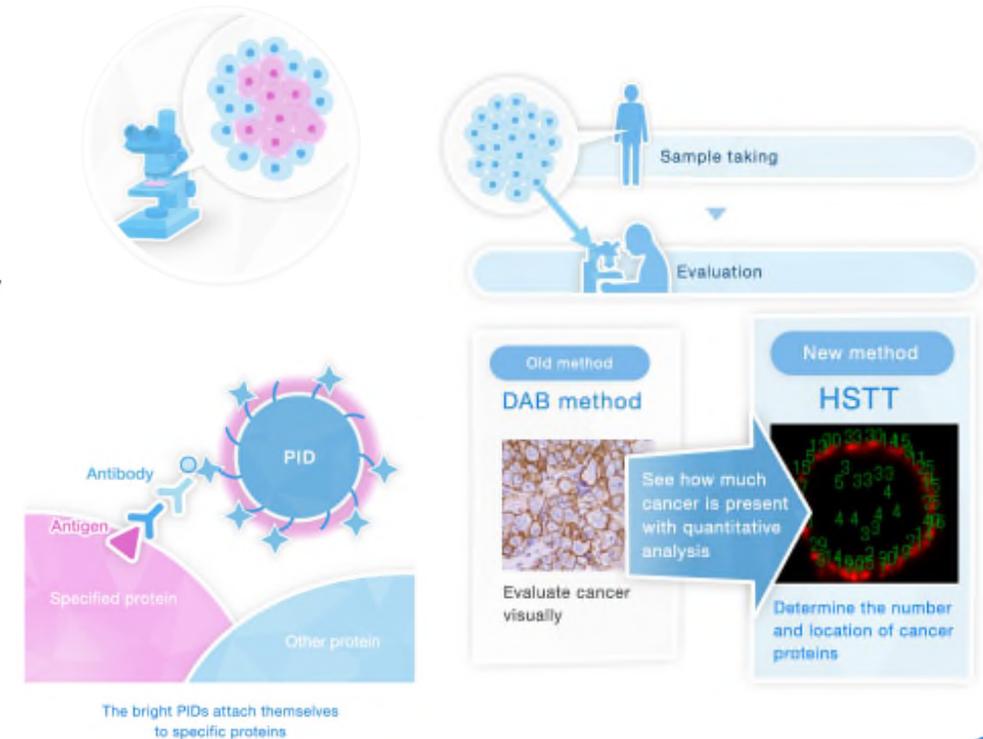
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■ Cancer is on its way to becoming the leading cause of death

- The number of new cases expected to rise by 150% by 2030
- Demand for earlier and more accurate detection greater than ever before
- High Sensitive Tissue Testing (HSTT) is a method for chemically bonding fluorescent nanoparticles (Phosphor Integrated Dots, PID) with specific proteins in cancer cells
- Presence and behaviour of cancer cells shown up more clearly through fluorescence

■ A revolution in how cancer is treated

- By combination with IOT and Deep Learning, highly precise diagnosis and the development and deployment of appropriate molecularly-targeted drugs at an early stage (Precision Medicine) are possible



CARE SUPPORT SOLUTION SENSORS TO CARE FOR ELDERLY PEOPLE



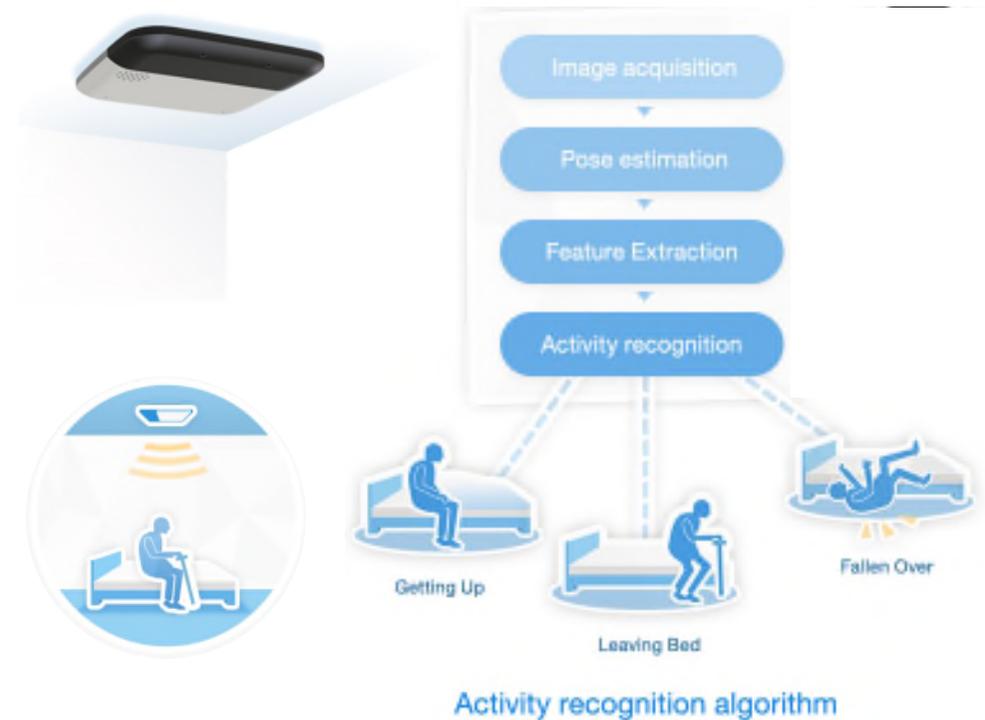
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▀ Society is getting older

- In 2025, one-third of the global population will be made up of people 65 or older
- Increased need for caregivers overlaps with the decline of the working age population

▀ A revolution in how care is given

- Using a sensor fixed under the ceiling, the Care Support Solution observes elder people at nursing homes in their rooms
- It recognises people falling or stumbling and sends a notification to the smartphones of caregivers
- Automatically written reports reduce caregivers' time needed for manual entry and prevent late reports and miscommunication





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SUMMARY

THE MOST IMPORTANT FIGURES AT A GLANCE

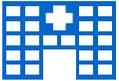
Approx. **1,200** 
Konica Minolta **Employees** in
Healthcare Business worldwide

 Approx. **752**
Million €

Healthcare Business revenue
worldwide
as of March 2017

 **9%** **HEALTHCARE**

Share of **Healthcare Business** from total
revenue worldwide
as of March 2017

> 5,000 HDO*
 in Europe trust
Konica Minolta

* Healthcare Delivery Organisations

 More than **80** Years Expertise in
HEALTHCARE

 More than **15,000**
installations of
AeroDR worldwide





Automation
machine

DIGITAL MANUFACTURING



Item No.	ITEM	Qty	ITEM NAME	Customer	World
1000001	ITEM C	1000	ITEM C	Customer	World
1000002	ITEM D	1000	ITEM D	Status	Work
1000003	ITEM E	1000	ITEM E	Scale	MAX



KONICA MINOLTA

DIGITAL MANUFACTURING

Vision

A digital company with insight into implicit challenges

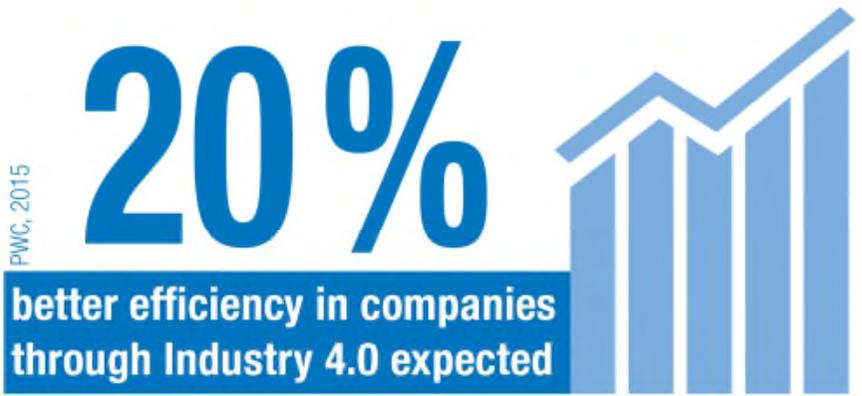


FACTS & FIGURES

HIGH VALUE POTENTIAL THROUGH INDUSTRY 4.0



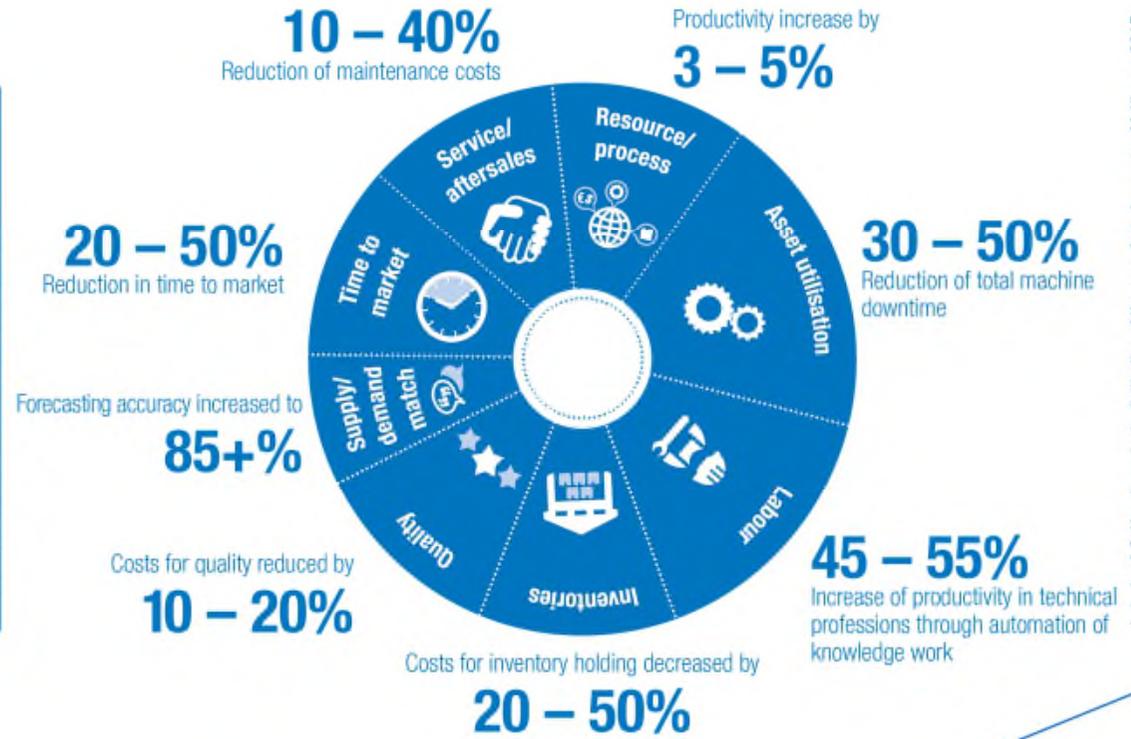
KONICA MINOLTA



PREDICTIVE MAINTENANCE SOFTWARE CAN
REDUCE SERVICE TIMES BY 25-30% AND DOWNTIMES
 RESULTING FROM REPAIRS BY **70-75%**

US Dept. of Energy, 2015

VALUE DRIVERS



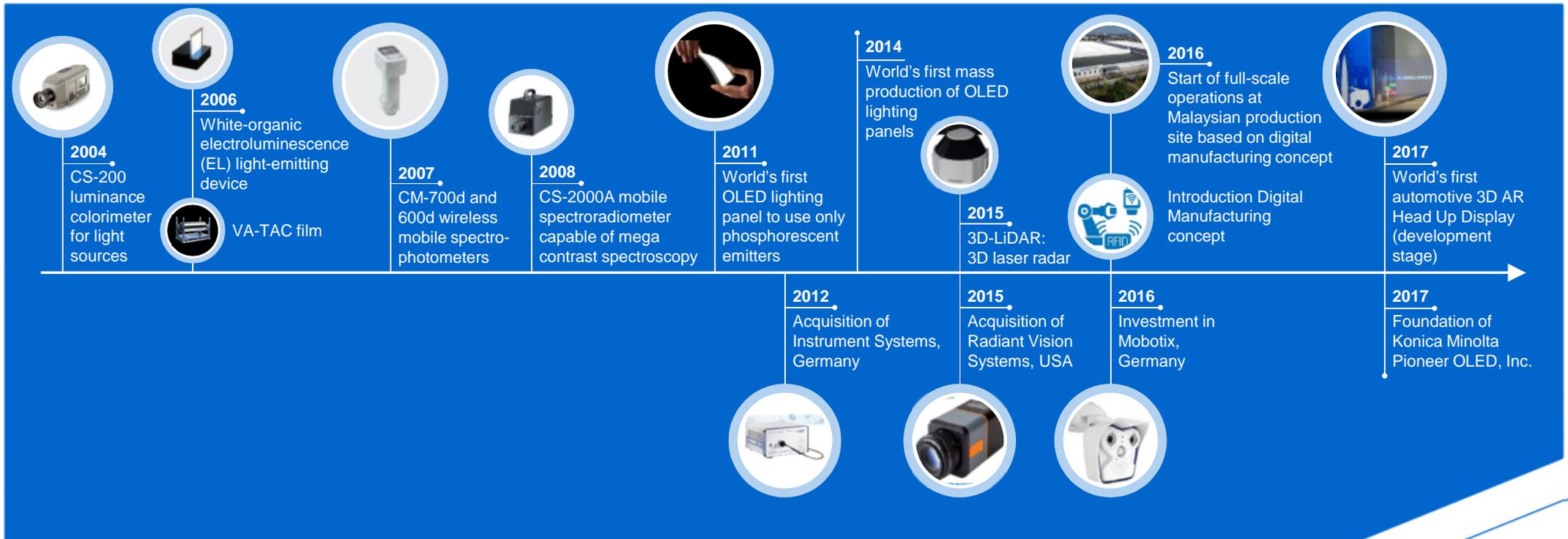
Industry 4.0, How to navigate digitization of the manufacturing sector, McKinsey, 2015

OFFERINGS FOR THE MANUFACTURING INDUSTRY FOR THE DIGITAL FUTURE



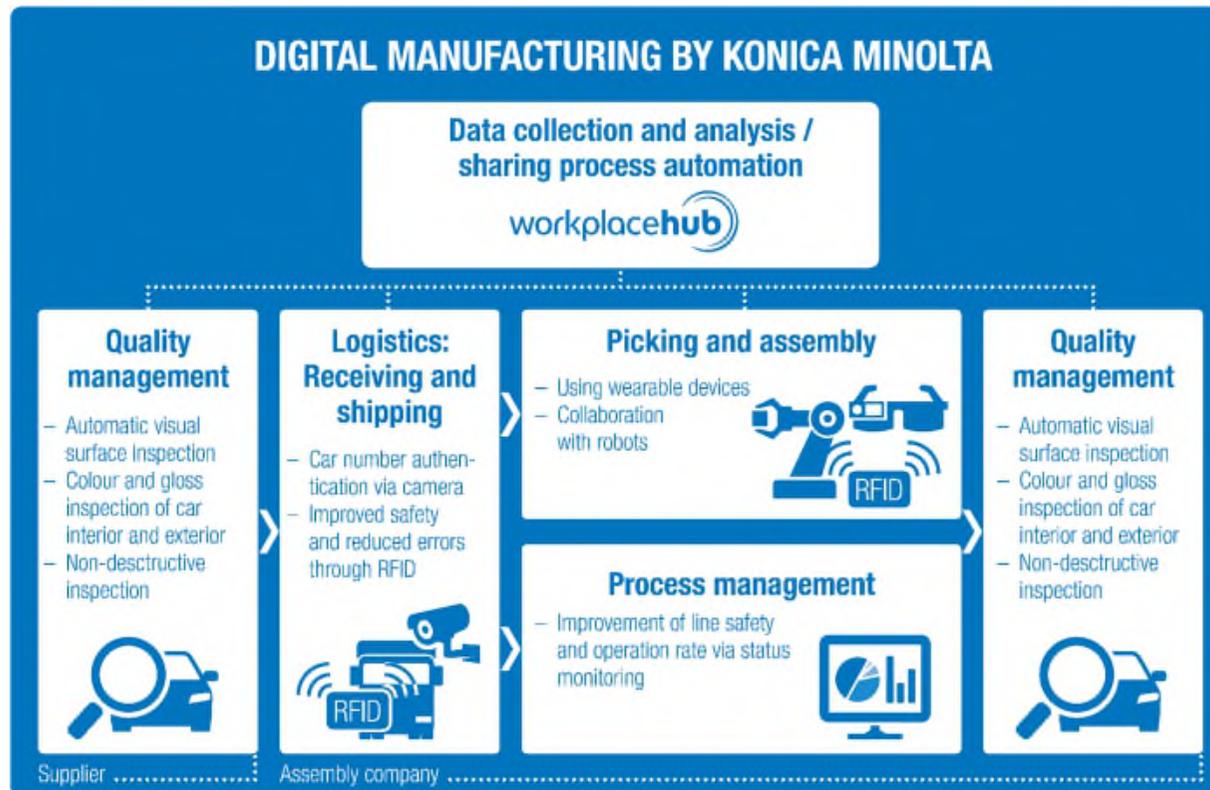
KONICA MINOLTA

Portfolio



Organisation

DIGITAL MANUFACTURING OUR PORTFOLIO

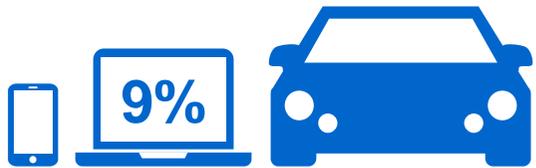


SUMMARY

THE MOST IMPORTANT FIGURES AT A GLANCE



KONICA MINOLTA



Share of **Industrial Business** from total revenue worldwide

as of March 2017

2014: **World's first mass production** of plastic substrate flexible **OLED** lighting panels with white colour and colour tuneable functions



2011: **World's first OLED** lighting panel to use only phosphorescent emitters



High-quality measuring instruments that are the **industry standard**



Approx. **748**

Million €

Industrial Business revenue worldwide

as of March 2017





MOBILE OBJECTS



KONICA MINOLTA

MOBILE OBJECTS

Vision

A digital company with insight into implicit challenges



Business system by product

Go-to-Market system

The entire company works together to support the transformation of client companies by sector and industry
Predict potential issues for client companies and create solutions together



MOBOTIX AREAS OF APPLICATIONS



KONICA MINOLTA



▀ Industry



▀ Retail



▀ Education & Science



▀ Healthcare



▀ Transport & Mobility



▀ Local Authorities



▀ Logistics & Shipping



▀ Hotels & Food Catering



▀ Culture & Tourism



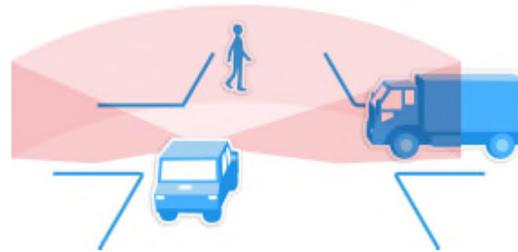


KONICA MINOLTA

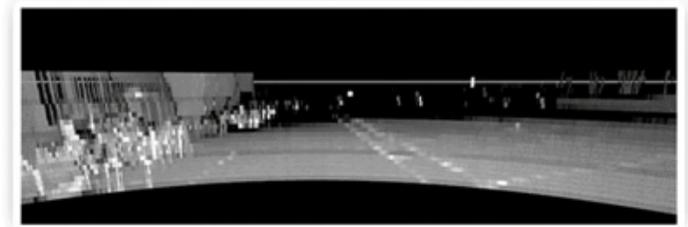
3D-LIDAR REAL-TIME DETECTION IN SELF-DRIVING VEHICLES

▀ Increase security in traffic

- Detecting moving objects with a range of 50 metres for people and 100 metres for vehicles in real-time
- Deployed in self-driving and linked with gyro sensors (for stability) and GPS (for location data) to detect pedestrians and other vehicles in order to ensure safety
- Ensuring high safety when driving at night by not being affected by headlights, street lighting and ambient light
- Filtering sunlight as much as possible



Driver Nighttime Visibility



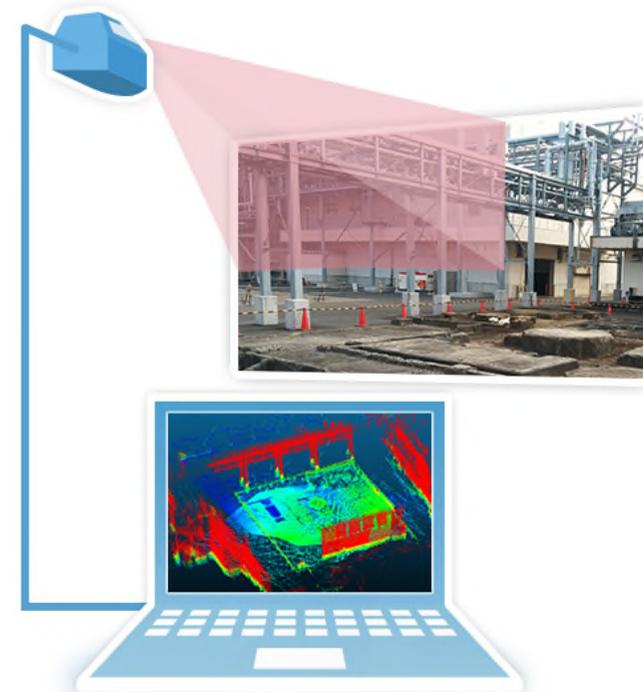
Visibility with 3-D LiDAR





3D-LIDAR DETECTION IN SHIPPING/CONSTRUCTION/ENGINEERING

- ▀ **Increase security large and remote areas**
 - Monitoring large and remote areas such as civil engineering, construction sites and shipping warehouses to identify dangerous goods and prevent theft
 - Tracking progress and make predictions of dangers or the need for pre-emptive inspection at civil engineering and construction sites
 - Reducing manpower and work hours for manually determining and filtering out of real security threats from false ones



3D Shape Measurement



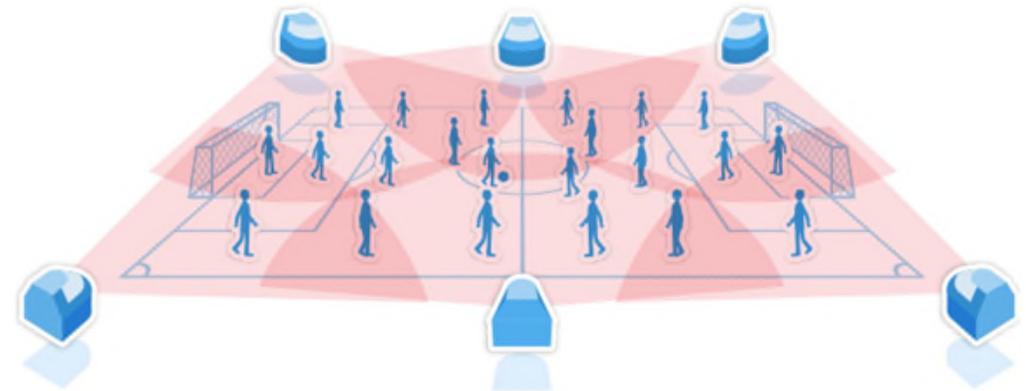
3D-LIDAR DATA ANALYSIS IN SPORTS



KONICA MINOLTA

▀ Behavioural analysis at sports events in real-time

- Tracking players' positions
- Gathering detailed data on running speeds and distance
- Creating a heat map of players' area of movement to create more effective strategies



GAS MONITORING CAMERA GAS LEAKS DETECTION



KONICA MINOLTA

▀ Predict future leaks in gas pipelines

- Gas leakages can lead to a disastrous outcome for those working in the plant
- They are also an increasingly problematic as a source of environmental pollution and climate change
- With the gas monitoring camera, plants can be monitored and leak sources be determined in real-time
- By monitoring continuously, the level of corrosion in pipelines can be identified to predict future leaks



A photograph of three diverse professionals standing in front of a modern, multi-story building with large glass windows. On the left is a woman with dark hair wearing a light-colored coat. In the center is a man with a beard wearing a dark coat and a blue cap. On the right is a man with a beard wearing a dark suit and tie. A semi-transparent white banner is overlaid across the middle of the image, containing the text 'CORPORATE SOCIAL RESPONSIBILITY' in blue, bold, uppercase letters.

CORPORATE SOCIAL RESPONSIBILITY

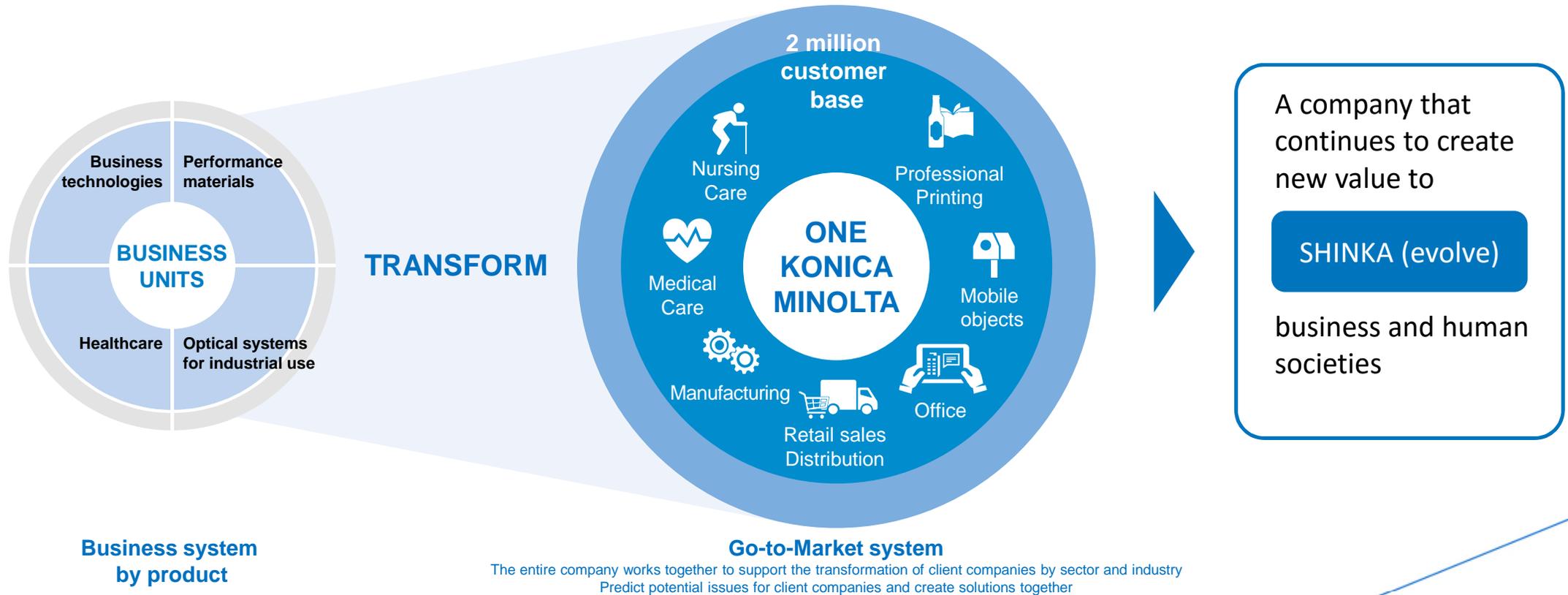


KONICA MINOLTA

CORPORATE SOCIAL RESPONSIBILITY

Vision

A digital company with insight into implicit challenges



Business system by product

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SUSTAINABILITY

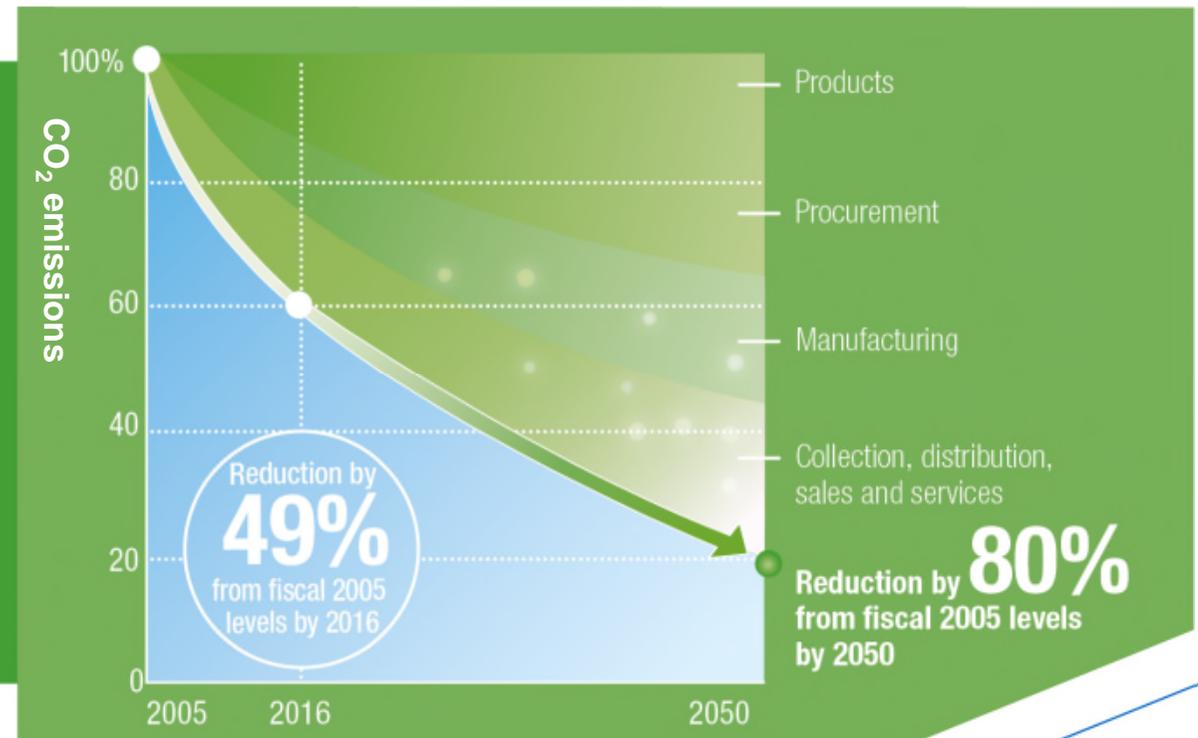
ENVIRONMENTAL CHALLENGES ARE GLOBAL AND URGENT



KONICA MINOLTA

▮ Eco Vision 2050

1. Reduce CO₂ emissions throughout the product life cycle 80% by 2050, compared with fiscal 2005 levels
2. Promote recycling and effective use of the Earth's limited resources
3. Work to promote restoration and preservation of biodiversity



ENABLING CARBON NEUTRALITY PRINTING WITH OUR FUTURE IN MIND



KONICA MINOLTA

▀ CARBON NEUTRAL PRINTING

- Konica Minolta offers its customers the offset of unavoidable CO₂ emissions for office and production printing

▀ HOW DOES IT WORK?

- CO₂ emissions during the manufacturing process are offset and paid by Konica Minolta
- CO₂ emissions through the usage of a printing system are offset and paid by the customer

▀ SUPPORTED CARBON COMPENSATION PROJECTS

- Wind Energy in Aruba (Caribbean Sea)
- Methane gas recovery in Liaoning, China

ClimatePartner





KONICA MINOLTA

GREEN FACTS & FIGURES

Investment into environmental measures (FY 2016):

14.8 Million €

Target Reduction of CO₂ emissions compared to 2005 levels by 2050: (through CO₂ reductions gained from products, manufacturing, collection, distribution, procurement, sales and services)

-80%

Achieved CO₂ reduction: (2016 vs. 2005):

-49%

3 MILLION KG CO₂ SAVED SO FAR



UP TO **88%** OF MFP OUTER CASE PARTS CONTAIN RECYCLED MATERIALS



MIN OF **40%** OF TONER BOTTLES ARE RECYCLED MATERIALS



PRODUCT USAGE:

CO₂ Reduction -79% in 2016 vs. 2005



Green Suppliers Initiative since 2013

204 PRODUCTS CERTIFIED AS GREEN PRODUCTS (Products that achieve top-level environmental performance in the industry)

Sales of Green Products (as of 31st March 2017): **5.2 Billion Euro**



64% SHARE OF SALES

FIRST COMPANY WORLDWIDE TO GET A BLUE ANGEL MARK IN THE FIELD OF COPYING



KONICA MINOLTA'S INCLUSION IN SOCIAALLY RESPONSIBLE INVESTMENT INDICES



KONICA MINOLTA



ENVIRONMENTAL MANAGEMENT SYSTEM ISO 14001:2015

OUR TOOL TO ACHIEVE AMBITIOUS TARGETS



- ▀ **Ambitious reduction of environmental impacts such as**
 - CO2 emissions
 - Waste
 - Resources (e.g. paper)
- ▀ **Fulfilment of compliance obligations**
- ▀ **Well functioning processes for environmentally relevant topics**
- ▀ **Well informed and committed employees**
- ▀ **Considering of essential stakeholders' requirements**



KONICA MINOLTA VISION 2020



KONICA MINOLTA



ARE YOU READY FOR THE DIGITAL ERA? SIX STEPS TO A PARTNERSHIP IN DIGITAL TRANSFORMATION



KONICA MINOLTA



Form an efficient, effective
collaboration



Count on a partner with global
services and expertise



Choose a customer-centric
company



Profit from environmentally
pioneering technologies



Trust in award-winning quality and
security standards



Use co-innovation as a business
driver





KONICA MINOLTA

YOU  WE

THANK YOU FOR YOUR CONSIDERATION.

WE LOOK FORWARD TO BUILDING A SUCCESSFUL BUSINESS
RELATIONSHIP FOR TODAY, TOMORROW & BEYOND.

