



Press release

Konica Minolta targets annual turnover of 465 million Euros with IT Services in Europe by 2020

Langenhagen, Germany, March 2017

At CeBIT 2017, Konica Minolta Business Solutions Europe (Konica Minolta) is announcing its target for 2020 with regard to IT Services: By then, the company plans to achieve an annual turnover of 465 million Euros with services in the areas of Enterprise Content Management (ECM), Managed Services, IT Security, and Enterprise Resource Planning (ERP). With that the company intends to become a leading global IT Services provider.

For the last 15 years, the digital revolution has wrought changes as fundamental as the industrial revolution did some 200 years ago; and the ongoing digitalisation continues to transform the economy and society profoundly. Keeping pace, in 2014 Konica Minolta formulated its own transformation programme: The Medium Term Business Plan "TRANSFORM 2016" describes what the company shall look like in three years, after completing its transformation.

At CeBIT 2017, Konica Minolta presents its strategies to achieve the position of leading global IT Services provider. The transition within the company called for a complete realignment towards an IT portfolio, in order to be able to offer services such as Enterprise Content Management (ECM), Managed Services, IT Security, and Enterprise Resource Planning (ERP). This goal was achieved by numerous acquisitions such as Serians (France) and Raber+Märcker (Germany), which have gradually been integrated into the company. Raber+Märcker has been operating under the name of Konica Minolta IT Solutions since 2015. Presently, nearly 500 employees in Service & Support are exclusively involved in rendering IT Services to customers.

The various measures have paid off. During the last fiscal year¹, the company achieved 115 million Euros exclusively with IT services, which represents 4.8% of its turnover. However, looking at the conventional MFP business, the total is considerably higher because many MFP customers, so-called hybrid customers, meanwhile also purchase IT services. And the company has ambitious targets: Plans are to increase the annual turnover with IT services to 350 million Euros by

¹ The present fiscal year ends on 31-03-2017; more recent figures are therefore not yet available.



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2020. Adding the IT services turnover from hybrid customers to that, this target actually amounts to 465 million Euros.

“At present, we have some 200,000 customers throughout Europe. Our target is that by 2020, around twenty percent of the target customers in the total addressable market (TAM) trust in our IT services and purchase them from us. However, as yet we still face the challenge to prove to the market that we are the ideal IT Services provider. CeBIT is the perfect platform to demonstrate our extensive offering and enter into direct discussions with prospective customers and decision makers,” is how Ikuo Nakagawa, President, Konica Minolta Business Solutions Europe, sums up the company’s objective.

For more information, please visit: <http://cebit2017.konicaminolta.eu>.

About Konica Minolta Business Solutions Europe

Konica Minolta Business Solutions Europe GmbH, based in Langenhagen, Germany, is a wholly-owned subsidiary of Konica Minolta Inc., Tokyo, Japan, forming part of its Business Technologies business area. As a leading global services provider in the field of IT- and document processes as well as digital production printing solutions, the company excels in services-led business consulting, implementation and management and provides a range of world-leading printing systems and solutions. In this context, Konica Minolta’s Optimized Print Services concept (OPS) combines consultancy, hardware, software implementation, and operation in order to enhance business process efficiency and cost-effectiveness. To support customers optimally with powerful and sustainable solutions, technology leader Konica Minolta continuously invests in research and development work and regularly sets new standards.

Konica Minolta Business Solutions Europe is represented by subsidiaries and distributors in more than 80 countries in Europe, Central Asia, the Middle East and Africa. With over 35,000 employees around the world (as of March 2016), Konica Minolta’s Business Technologies business area earned net sales of over EUR 6.2 billion in the 2015/16 financial year.

For further information about the company, please visit: www.konicaminolta.eu and <http://newsroom.konicaminolta.eu/>.

Product images are available at: www.konicaminolta-images.eu.

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