Konica Minolta and Genpact to Reorganize Sales Administration and Finance Operations to Drive Growth

LANGENHAGEN, GERMANY, July 23, 2018 – Konica Minolta, a provider of comprehensive IT services, today announced an agreement with Genpact (NYSE: G), a global professional services firm focused on delivering digital transformation, to reimagine sales administration and finance operations in several European countries to drive Konica Minolta's strategic growth.

Genpact and Konica Minolta will cooperate to create a global business services organization, with Genpact managing Konica Minolta's sales administration and finance operations in Austria, Germany, Denmark, Sweden, Finland, Norway, the Netherlands, and Belgium, including its European headquarters in Langenhagen.

"Genpact's advanced digital transformation capabilities and process expertise will allow us to continue to provide superior service to our customers, and remain competitive and profitable in a changing industry," **said Johannes Bischof, managing director, Konica Minolta Cluster West.** "This agreement plays an important role in our transformation to become a leading IT services provider."

Genpact and Konica Minolta will work together to create new ways of operating, and will streamline and standardize sales administration and finance processes across the eight countries in scope. The engagement will drive efficiencies that increase earnings potential for Konica Minolta's core businesses, and allow the company to redirect savings to deliver more innovative IT services and related products.

"As the markets continue to transform, companies need to innovate and identify new business services to remain competitive," **said Patrick Cogny, global business leader, Hi-Tech, Manufacturing, and Services, at Genpact.** "We look forward to supporting Konica Minolta's growth strategy, leveraging our deep domain and process expertise, including products and services powered by our Genpact Cora platform, to uncover new ways to drive profitability and deliver significant value to Konica Minolta's customers."

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. Konica Minolta enables its clients to champion the digital era: with its unique imaging expertise and data processing capabilities, Konica Minolta creates relevant solutions for its customers and solves issues faced by society. As a provider of comprehensive IT services, Konica Minolta delivers consultancy and services to optimise business processes with workflow automation and implements solutions in the field of IT infrastructure and IT security as well as cloud environments. According to IDC, Konica Minolta is a "Major Player in Workflow Services Hardcopy in the Western European market" (2016). Being a strong partner for the production and industrial printing market, Konica Minolta offers business consulting, state-of-the-art technology and software and, in 2016, was the production printing market leader for the ninth consecutive year (InfoSource). The hardware portfolio covers light and mid production as well as industrial printing machines. Konica Minolta Marketing Services provides value added services that intelligently link print and digital marketing in an effective and efficient way. In the healthcare sector, Konica Minolta drives the digitisation of clinical workflows and offers a broad range of next-level diagnostic solutions. Through its Business Innovation Centre in London and four R&D laboratories in Europe, Konica Minolta brings innovation forward by collaborating with its customers as well as academic, industrial and entrepreneurial partners. 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 9,700 employees (as of March 2017), Konica Minolta Europe

earned net sales of over EUR 2.4 billion in the 2016-17 financial year.

About Genpact
Genpact (NYSE: G) is a global professional services firm that makes business transformation real. We drive digital-led innovation and digitally-enabled intelligent operations for our clients, guided by our experience running thousands of processes for hundreds of Global Fortune 500 companies. We think with design, dream in digital, and solve problems with data and analytics. We obsess over operations and focus on the details – all 78,000+ of us. From New York to New Delhi and more than 20 countries in between, Genpact has the end-to-end expertise to connect every dot, reimagine every process, and reinvent companies' ways of working. We know that rethinking each step from start to finish will create better business outcomes. Whatever it is, we'll be there with you – putting data and digital to work to create bold, lasting results – because transformation happens here. Get to know us at Genpact.com and on LinkedIn, Twitter, YouTube, and Facebook.

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