



KONICA MINOLTA

News Release

Konica Minolta Establishes a Subsidiary for MFP Software Development in Vietnam

Optimizing the Development Process by Retaining High-level IT Professionals as Part of Measures to Strengthen the Profit Base of the Office Business

Tokyo (September 17, 2024) – Konica Minolta, Inc. (Konica Minolta) today announced that the Company established KONICA MINOLTA FPT Solution Labs Vietnam Co., Ltd., in Vietnam, as a wholly owned subsidiary of KONICA MINOLTA FPT Solution Labs, Inc., a joint venture with FPT Japan Holdings Co., Ltd. (FPT Japan).

KONICA MINOLTA FPT Solution Labs was established in April 2024 to optimize MFP software development and maintain and improve the company's ability to offer value to customers. The subsidiary has been established in Vietnam as a development hub specifically to realize this vision.

As the use of AI and implementation of Digital Transformation has become the norm, the skills required of IT professionals, including software developers, and their work environments have changed dramatically. The challenge is how to properly retain professionals. To meet the needs of various customers and maintain business operations, a system is required to pass on skills and know-how to the next generation of developers, who are highly capable and reliable, and to create new value globally.

Konica Minolta aims to further strengthen the base of the Office Business, which is positioned as a "profit-maintaining business" in the Medium-term Business Plan, and ensure stable profitability by fully leveraging the development resources of FPT Software, a global IT company headquartered in Vietnam with presence in 30 countries.



Background and Purposes of Establishment

To strengthen the profit base of the Office Business of Konica Minolta and ensure stable cash flow by increasing the efficiency of development investment as part of the Medium-term Business Plan with the goal of becoming a highly profitable company.

To reinforce the partnership with FPT Software, a global technology company boasting over 30,000 professionals and end-to-end IT services and solutions, to respond to varying customer needs.

To continue to retain talent and keep proprietary technologies up-to-date by re-building and optimizing the MFP software development base for after-sales upgrading and maintenance of MFPs

To expand the scope of development from MFP software to a wider range of office solutions and peripheral products by taking advantage of the technologies that will be accumulated by the joint venture company, including the synergies created by the partnership with FPT Software

To build a system for offshore development and management of IT engineers on a local basis

Outline of the New Company

Company name	KONICA MINOLTA FPT Solution Labs Vietnam Co., Ltd.
Location of the head office	Hanoi, Vietnam
Date of establishment	September 4 th , 2024
Board members	Takayuki Nabeshima, CEO, and four directors
Capital	10 million yen
Business description	Undertaking work related to software development from KONICA MINOLTA FPT Solution Labs, Inc.

KONICA MINOLTA FPT Solution Labs Vietnam Co., Ltd. undertakes software development from KONICA MINOLTA FPT Solution Labs, Inc. Professionals sent from Konica Minolta and FPT Software are responsible for the upstream process and project management of the software development by the subsidiary, to identify and accumulate technology assets. The joint development will involve close coordination and take full advantage of Konica Minolta's offshore development base within FPT Software's development resources.

