



Konica Minolta Plans to Purchase min. 3 Million EURO from MOBOTIX During its Fiscal Year 2018/19

March 28, 2018

Langmeil, Germany, 28th of March, 2018. Today, Konica Minolta has confirmed plans to purchase min. 3 million EURO of MOBOTIX products during its fiscal year 2018/19, starting April 2018.

"MOBOTIX provides several unique digital IP video technologies that are critical in the creation of innovative solutions for areas such as smart cities, healthcare and process optimization," says Yoshiki Fukai, General Manager, Konica Minolta, Inc. "Our purchase of a significant volume of MOBOTIX products will be used to fulfil major Konica Minolta projects across the globe during 2018."

The purchase agreement is part of an ongoing partnership between Konica Minolta and MOBOTIX that includes deployment of MOBOTIX cameras for Konica Minolta global accounts. Konica Minolta has also appointed a large inside-sales teams to focus on promoting the use of MOBOTIX technology through end-customers and channel partners.

Thomas Lausten, Chief Executive Officer of MOBOTIX said: "This significant purchase agreement by KONICA MINOLTA highlights the strength of our ongoing relationship and will help deliver state-of-the-art solutions to customers within a growing number of business sectors."

Konica Minolta became a strategic investor in MOBOTIX in 2016 with the stated aim of helping MOBOTIX to improve its leading camera technology through innovations such as new high-resolution imaging sensors and high-grade lenses.

About Konica Minolta

Konica Minolta, Inc. is a global technology company that provides innovative solutions to businesses and society. With its strengths in the combination of its core technologies in advanced imaging, optics, sensing,

materials and nano-processing, Konica Minolta is committed to create new values that help customers address challenges in their operations and work processes. Advancing its expertise in digital technologies, the company has been going through business transformation into a digital company with insight into implicit challenges across the board as One Konica Minolta in the era of Internet of the Things (IoT). Konica Minolta is also active in open innovation through various collaborations and alliances with academic, industrial and entrepreneurial partners. Headquartered in Tokyo, Konica Minolta has its Group companies in 50 countries with over 43,000 employees and offers products and services in 150 countries around the world.

About MOBOTIX

All over the world sites are protected by using MOBOTIX IP video technology. It delivers absolute reliability even in the most challenging conditions. From Oil Rigs in the North Sea, to World Heritage Sites in remote deserts, whether it is helping scientists at an Arctic research centre or greeting climbers at the top of Mount Everest; MOBOTIX equipment is designed with no moving parts to provide the best overall return on investment. An extended operating lifetime is guaranteed and further enhanced by continual software upgrades. For more information, please visit: www.mobotix.com and follow MOBOTIX on Facebook, Twitter and LinkedIn.

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