

# NEWS RELEASE

Canon Marketing Japan Inc.

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## Canon Marketing Japan Concludes Stock Transfer Agreement on the Acquisition of Shares of Primagest, Inc., a Company Excelling in Industry-Specific BPO Services

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**Canon Marketing Japan Inc. (President: Masachika Adachi, "Canon MJ") announces that it has concluded a stock transfer agreement with PGT Holdings Joint Stock Company, which operates under the umbrella of the Orix Corporation, regarding the acquisition of all of the shares of Primagest, Inc. (President: Hideaki Inagaki, "Primagest"), making it a subsidiary of the Canon MJ.**

One of the basic policies the Canon MJ Group set out in its 2022-2025 Medium-term Management Plan is simultaneously expanding the ITS business and securing profit. Guided by this Medium-term Management Plan, it has been pushing forward with the creation of value through its services-oriented business model. In the BPO business,\* an area to be strengthened, Canon MJ aims to further contribute to its customers' efforts to improve their operational efficiency by not only building on its operational record with a wide range of customers, including large corporations and small and medium enterprises, but also utilizing the Canon MJ Group's proprietary technologies.

Primagest, engaged in contract services digitalizing analogue data such as data on paper, helps customers facilitate drastic operational reforms through a range of measures such as the establishment of systems in which digital data is not only processed and utilized but is also available to be used on a secondary basis. Through these efforts, it has been providing high value-added BPO services.

It has been working to develop industry-specific services as well. In particular, it has succeeded in operating stable services focused on large corporations in the financial industry by proposing the improvement of business processes from a perspective that is familiar with the client companies' operations and leveraging the knowledge obtained through its involvement in many BPO operations. Through these approaches, Primagest has been supporting clients in their efforts to improve operational efficiency while also establishing strong trust-based relationships.

By making Primagest its subsidiary, Canon MJ will promote Primagest's services throughout the Canon MJ Group's broad customer base. In addition, by incorporating Primagest's knowledge and expertise into the Canon MJ Group's BPO business, it will enhance both operational efficiency and service quality while also seeking to further expand the BPO business. Furthermore, by combining Primagest's services with the technologies and system development capabilities that the Canon MJ Group has developed through its imaging solutions and document services, the two companies will seek to create new services as one team.

\*Business process outsourcing. A company or other organization's outsourcing of a part of its operational processes, including planning, design and implementation, to a specialized contractor all together.

■ Schedule

March 29, 2024 (planned) Share acquisition

<Profile of Primagest, Inc.>

Company name	Primagest, Inc.
Location	Solid Square East Building 12F, 580 Horikawa-cho, Saiwai-ku, Kawasaki-shi, Kanagawa
Representative	Hideaki Inagaki, President
Description of business	1. Image information solutions 2. Development, manufacturing and system integration of hardware and software for image information processing 3. Contracted services related to image information processing 4. Maintenance of the above hardware and software, sales of consumables, etc.
Share capital	100 million yen (as of the end of December 2023)
Established	July 1968
Number of employees	2,426 (including 677 permanent employees) (Year ended December 31, 2023)
URL	<a href="https://www.primagest.co.jp/english/index.html">https://www.primagest.co.jp/english/index.html</a>

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  - News release website : <https://cweb.canon.jp/eng/ir/index.html>
  - Primagest's website : <https://www.primagest.co.jp/english/index.html>