

News Release

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Konica Minolta Acquires Hughes-Calihan

Acquisition Increases Company Presence in Growing Southwestern U.S.A. Market

Ramsey, N.J. – November 19, 2007 – Konica Minolta Business Solutions U.S.A., Inc. ([Konica Minolta](#)), a leading provider of advanced imaging and networking technologies from the desktop to the print shop, today announced that it has acquired Hughes-Calihan, a full-service document and information management solutions provider. Servicing Arizona, Nevada, and California's Imperial Valley, Hughes-Calihan will operate as a wholly-owned subsidiary of Konica Minolta Business Solutions U.S.A. and maintain its Phoenix headquarters and roster of 250 employees. Terms of the deal were not disclosed.

Hughes-Calihan was founded in Phoenix, Arizona and has been providing leading office technologies to a broad range of business and government agencies since 1918. Konica Minolta purchased Hughes-Calihan from the Hughes and Calihan families, 40-year veterans of the copier industry, who will continue to run the day-to-day operations of the company. A Konica dealer since 1993, Hughes-Calihan offers sophisticated equipment for virtually every critical office application, from copying systems to integrated computer networks to multi-media presentation technologies. Customer service representatives and technical support personnel consistently receive national recognition for their performance.

"This acquisition positions us to further increase Konica Minolta's presence in a key growth region," said Jun Haraguchi, president and CEO, Konica Minolta Business Solutions U.S.A., Inc. "Our goal is to implement a multi-faceted growth strategy that encompasses organic growth with direct KBMS offices, value-based partnerships with dealer-partners, and acquisition where there is clear value for the customer and the company. Hughes-Calihan has a long-established reputation for their ability to provide a complete breadth of solutions that includes products, services and expertise along with an exceptional management team."

"Since 1918, Hughes-Calihan has helped thousands of customers find the leading solutions for their business, and we are looking forward to working with Konica Minolta to continue this legacy, said Peter Calihan, president of Hughes-Calihan. "As a Konica Minolta dealer, we are well aware of Konica Minolta's commitment to providing market-leading solutions that truly benefit the customer. Our new alliance with Konica Minolta provides access to greater resources, giving us strength in an increasingly competitive industry. "

About Hughes-Calihan

Since 1918, Hughes-Calihan has helped thousands of customers find the best office solutions for their diverse operations. A family-owned business based in Phoenix, Ariz., Hughes-Calihan serves Arizona and Nevada, providing leading office technologies to a broad range of businesses and government agencies. Hughes-Calihan has been named Office Machine Dealer of the Year eight times since 1998 by Arizona Business Magazine, is



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headquartered at 4730 N. 16th Street in Phoenix. Branch offices are located in Phoenix, Flagstaff, Lake Havasu, Prescott, Show Low, Tucson, and Yuma, Arizona; Las Vegas and Reno, Nevada; with remote technical support offices in Bullhead City, Parker, Pinetop-Lakeside, Sierra Vista and Snowflake, Arizona; Carson City, Douglas and Lake Tahoe, Nevada; and El Centro, California. For more information, call 602-264-9631 or 1-800-352-3040 or visit www.hughes-calihan.com.

About Konica Minolta Business Solutions U.S.A.

Konica Minolta Business Solutions U.S.A. Inc. (www.kmbs.konicaminolta.us), a leader in advanced imaging and networking technologies for the desktop to the print shop, brings together unparalleled advances in security, print quality and network integration via its award-winning line of bizhub™ multifunction products (MFPs); bizhub PRO™ production printing systems; magicolor® desktop color laser printers and all-in-ones; and pagepro™ monochrome desktop laser printers and all-in-ones. Konica Minolta also offers advanced software solutions, wide-format printers, microform digital imaging systems, and scanning systems for specialized applications.

Headquartered in Ramsey, NJ, Konica Minolta delivers expert professional services and client support through an extensive network of direct sales offices, authorized dealers, resellers and distribution partners in the United States, Canada, Mexico, Central America and South America.

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