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Your message

from

Our contact

Our token

Date

Dr. Tristan Haage

THa/fwa

27 April, 2016

## **MOBOTIX synergizing with Konica Minolta will benefit our Channel Partners**

Dear MOBOTIX Partner,

We would like to personally inform you about some changes that have taken place in the past days at MOBOTIX.

Konica Minolta will acquire the majority stake in MOBOTIX demonstrating its huge interest in our cutting-edge technology, in particular our smart IP video cameras with a true decentralized architecture and our professional video management software.

Our common goal is to drive future growth leveraging pioneering technologies of both companies and Konica Minolta's strengths as a global player. How will you benefit as a MOBOTIX partner?

We will ...

- further improve our outstanding camera technology, e.g. with new high-resolution imaging sensors and high-grade lenses.
- provide next-generation security solutions including Konica Minolta's industrial optical systems. Konica Minolta's 3D-LiDAR for instance scans wide areas at a high precision level. This laser sensor will be able to generate 3D images, determine the distance, the size and even the speed of a moving object.
- develop intelligent solutions for specific vertical markets, for instance a "Care Support Solution" for monitoring residents at nursing care homes, combining the technologies of both companies.
- continue to drive end user demand. You will benefit from project leads resulting from the huge customer base of Konica Minolta (global accounts).

Most importantly: Konica Minolta is not in the video surveillance business (in contrast to other acquisitions that have happened recently) and will rely on the expertise of the MOBOTIX team as well as our existing channel partners.

We will continue our business as usual under the brand name MOBOTIX. Dr. Hinkel will stay in the supervisory board driving the strategic development of the company jointly with the executive board.

With Konica Minolta investing in MOBOTIX we set the foundation for future growth for both MOBOTIX and our dedicated channel partners! We look forward to continuing our successful partnership with you.

Kind regards,



Dr. Tristan Haage  
CSO MOBOTIX AG



Dr. Oliver Gabel  
CTO MOBOTIX AG