

## CHG-MERIDIAN expands its coverage in the APAC region

- Expansion of cooperation with Japanese leasing company SMFL opens up market access in China, Malaysia, and Thailand
- China is an important market for customers with global operations
- Stepping up of APAC activities reflects strategic planning and supports CHG-MERIDIAN's long-term growth

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**CHG-MERIDIAN is continuing with its international growth strategy and expanding its coverage in the Asia-Pacific region by gaining access to the markets in China, Malaysia, and Thailand. It is doing so by expanding its existing cooperation with Japanese Sumitomo Mitsui Finance and Leasing Group (SMFL), through which CHG-MERIDIAN has been able to offer its technology2use solutions in Japan since the end of 2023. The expanded cooperation further underpins CHG-MERIDIAN's international business model and strengthens the Company's role as a global partner.**

When CHG-MERIDIAN acquired Indian asset lifecycle manager OPC Asset Solutions and opened a new office in Singapore in 2022, it laid crucial foundations for its expansion in the Asia-Pacific region. At the end of 2023, the cooperation with SMFL opened up access to the Japanese market and is now to be broadened to include three further markets. This will allow CHG-MERIDIAN to offer technology2use solutions to its customers in a total of six countries in Asia: India, Singapore, Japan, China, Malaysia, and Thailand.

"These three important new markets will strengthen our international presence and our portfolio in the Asia-Pacific region. This will allow us to help our customers with global operations to scale up their technology projects in all of these areas," explains Mathias Wagner, CEO of CHG-MERIDIAN. "The expanded cooperation will also contribute to our growth plans for the region, which we will be continuing to pursue in the years ahead."

CHG-MERIDIAN thus remains firmly focused on its long-term strategy of supporting profitable growth through targeted expansion in line with its customers' needs.

### **SMFL is a partner of choice**

"The cooperation with SMFL, a leasing company headquartered in Tokyo, creates an excellent base for offering customized, sustainable technology2use solutions from a single source at local level. As is already the case with the cooperation in the Japanese market, we consider ourselves to be partners of choice, in that we collaborate where a customer's international needs require it, but otherwise operate independently of one another," adds Wagner.

SMFL is part of the Sumitomo Mitsui Financial Group (SMFG) and Sumitomo Corporation, two of Japan's leading companies, and employs a total of 3,900 employees in ten countries. Its business activities include leasing, rental, financing, factoring, and related services.

### **The CHG-MERIDIAN Group**

The CHG-MERIDIAN Group is a leading global technology2use company in the IT, industrial, and healthcare sectors. It has more than 1,400 employees worldwide and develops, finances, and manages customized technology solutions based on the principle of usage over ownership. This gives customers including large corporations, SMEs, public authorities, and hospitals access to the latest technologies, cost-effective financing models, and tailored services that meet individual needs. CHG-MERIDIAN currently manages a technology portfolio worth €10 billion (2023) and has a presence in 30 countries on five

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continents without being tied to any specific banks or manufacturers. Its services are available in up to 190 countries through its subsidiaries, partner networks, and affiliated companies.

The sustainability-based principles of the circular economy lie at the heart of CHG-MERIDIAN's business model. The Company has been continually expanding its expertise in this area since it was founded 45 years ago in 1979. CHG-MERIDIAN manages its customers' technology assets along the entire lifecycle, from procurement and use to data erasure, refurbishing, and remarketing of used devices at its modern technology centers. The Company's headquarters are in Weingarten, Germany.

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