Press Release & Media Q&A – Project Columbus

PRESS RELEASE

Canon Australia Acquires Majority Stake in Harbour IT

Customers to benefit from sharing of cloud-based solutions from both businesses

Sydney 26th September 2014: Canon Australia has today announced that it has acquired a majority stake in managed services and cloud solutions provider, Harbour IT. The acquisition, the biggest by Canon in the Oceania region, enables both businesses to share cloud-based and managed IT solutions across their respective customer bases. The move will also strengthen Canon's technology and end-to-end managed services customer proposition.

Canon is recognised for its customer-focused solutions and market leading technology and services, while Harbour IT is an established IT services provider, known for its superior cloud platform and innovative offerings for managing complex IT environments. The decision to acquire a stake in Harbour IT will ensure Canon continues to grow its business by delivering value-based solutions to the market, enabling customers to achieve more, beyond technology alone.

Taz Nakamasu, Managing Director, Canon Australia comments, "Canon has had significant success in the managed services market over a number of years. Our customers include some of Australia's most iconic brands. Bringing Harbour IT into the Canon fold means we can offer a greater portfolio of managed services to both customer bases."

Over the last two years Canon reviewed potential IT and BPO businesses in a bid to further build its capabilities as a business services provider. After a series of extensive diligence and verification processes, Harbour IT was identified as the logical partner for Canon. The synergies between the two companies extend beyond the product offerings and will leverage the strong cultural and brand alignment of both businesses.

Craig Manson, Director, Canon Business Services adds, "Partnering with Harbour IT will strengthen Canon's offering as a business critical services provider. Harbour IT, with its focus on cloud computing, IT solutions and managed services, as well as geographical reach across five locations in the region does exactly that. Canon's leadership and knowledge, along with Harbour IT's specialist

skills and experience in managed IT services will deliver strong synergies, helping to meet and exceed the needs of customers across both companies now and into the future."

Harbour IT will remain a stand-alone business and brand, with the same management team and structure. Harbour IT will retain its independence and management autonomy to continue to deliver to customers, while benefitting from Canon's investment, brand, leadership and product suite.

Craig Bishop, Managing Director, Harbour IT adds, "We're extremely excited to be joining the Canon family and feel this is a natural fit and logical next step in our continued growth as a managed IT services and cloud provider in the Australian market. We believe the opportunity to bring together complementary product offerings of both businesses will significantly broaden our existing portfolios, making this a fantastic move for our customers and our people."

Craig Manson will assume overall leadership for the relationship with Harbour IT, while Josh Watts - General Manager will also be appointed to manage the day-to-day relationship, creating synergy between the two businesses.

Harbour IT will become part of the Canon Group on October 1st 2014. The Sydney-based company has 180 employees based in five locations across the region, with an expected revenue for FY15 of $35 million. Canon Australia was established in Australia in 1978 and is a wholly-owned subsidiary of the US$35 billion Canon Inc. group. Headquartered in Macquarie Park, Sydney, Canon Australia currently employs 890 people and has offices in most mainland capital cities.

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