

## CHG-MERIDIAN expands its international coverage through cooperation with Japan's SMFL Group

- Expansion of activities in Asia-Pacific a core pillar of CHG-MERIDIAN's growth strategy
- Cooperation with Japanese leasing company SMFL to broaden customer offering
- Further enlargement of the cooperation planned across the Asia-Pacific region

Weingarten, December 05th, 2023

**The CHG-MERIDIAN Group is expanding its geographical coverage in the Asia-Pacific region as part of its international growth strategy. Following the successful acquisition of Indian asset lifecycle manager OPC Asset Solutions and the new subsidiary in Singapore, the Group has entered into a cooperation with Japan's SMFL Group (SMFL). This means that CHG-MERIDIAN can now offer its customers technology2use solutions in Japan too.**

The cooperation with Japanese leasing company SMFL is another element of the corporate strategy with its focus on profitable and international growth. After entering the markets in India and Singapore last year, CHG-MERIDIAN is forging ahead with its strategic expansion in the Asia-Pacific region. A presence in this region is a decisive factor for international companies and global players when selecting their technology financing and service partners.

### **Japanese market has strong potential for growth**

The cooperation with SMFL is the perfect approach for CHG-MERIDIAN to offer its technology2use solutions in this market as well. The Japanese leasing company was founded in 1963 and is part of the Sumitomo Mitsui Financial Group (SMFG) and Sumitomo Corporation Group, two of Japan's leading companies. SMFL has 32 offices in 27 cities across Japan and employs about 3,800 people in 10 further countries besides Japan. Its business activities include leasing, rental, financing, factoring, and related services.

"The cooperation with one of Japan's largest leasing companies will enable us to further extend our worldwide reach and to improve our positioning in the Asia-Pacific region. It strengthens our vision to become the leading global technology2use company," says Mathias Wagner, CEO of CHG-MERIDIAN.

"SMFL and us consider ourselves partners of choice, in that we collaborate where a customer's needs require it, but otherwise operate independently of one another. This enables us to make the most of our respective expertise while giving our customers the option to further scale their technology projects internationally."

**An international business model based on the circular economy**

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As a leading global technology2use company, CHG-MERIDIAN develops, finances, and manages technology usage models based on the principles of the circular economy.

"With our business model, we offer international companies and global players an attractive solution for their ongoing requirements and investments in digital transformation – through global usage concepts, offered from a single source," says Mathias Wagner.

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

The CHG-MERIDIAN Group is one of the leading global technology2use companies. It has more than 1,300 employees and develops, finances, and manages customized technology usage models for the IT, industrial, and healthcare sectors. CHG-MERIDIAN manages a technology portfolio worth €8.95 billion (2022) and is active in 30 countries worldwide without being tied to any specific banks or manufacturers. Its customers include international corporations, SMEs, public authorities, and hospitals. The Company's deep understanding of the principles of the circular economy, which it has been acquiring and expanding since 1979, is a cornerstone of its technology2use business model. CHG-MERIDIAN manages its customers' technology investments 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.

[www.chg-meridian.com](http://www.chg-meridian.com)