

**FOR IMMEDIATE RELEASE**

## **Mitsubishi HC Capital America Signs Agreement with Leading Robots-As-a-Service Provider**

**Tokyo, June 26, 2024** --- Mitsubishi HC Capital, along with its U.S.-based group company Mitsubishi HC Capital America, announces that it has signed a joint commercial agreement with Formic, a leading robots-as-a-service (RaaS) provider, accelerating the adoption of automation across American manufacturing. The agreement allows the two companies to strategically align their efforts in the growing RaaS sector, which is projected to grow at a CAGR of 17.4% through 2028 to more than \$4 billion.

Formic's RaaS model is an all-encompassing managed solution for manufacturing automation. The company scopes and designs a solution to a manufacturing issue, creates an engineering plan, procures the required equipment, deploys the system into operation, and provides continuous monitoring and maintenance for the life of the engagement to ensure success. By working alongside Mitsubishi HC Capital America, the two companies can collaborate to source and finance the entire lifecycle.

"Automation can help small- and mid-size manufacturers address labor shortages, control costs, improve safety, and drive growth. However, financing is often a barrier to adoption," said Mitsubishi HC Capital America's President of Vendor Solutions Jim Freund. "With Formic's innovative solution and our ability to finance it, businesses can rethink their entire manufacturing model, from their human capital needs to equipment requirements."

Mitsubishi HC Capital America's RaaS financing allows a company to bundle the costs of equipment, software, supplies, and servicing into one affordable monthly payment. By financing it as one, a company can preserve cash for other business uses, accelerate their sales cycle, increase their competitive advantage and more.

Furthermore, Mitsubishi HC Capital America has made a strategic investment in Formic through the parent company's new Innovation Investment Fund. The purpose of the fund is to promote the creation of new services and the development of new businesses through open innovation in an effort to realize the company's 10-year vision: 'Together we innovate, challenge and explore the frontiers of the future.' By investing both time and resources in growing companies, Mitsubishi HC Capital Group can enable rapid execution and accelerate innovation efforts.

"Working with Mitsubishi HC Capital America and receiving a strategic investment represents the best combination of manufacturing proficiency and commercial acceleration," said Formic CEO Saman Farid. "Businesses need to be agile and innovative. Automation is quickly becoming a necessity and this partnership allows all U.S. manufacturers to benefit from our forward-thinking services, as well as Mitsubishi HC Capital's long-standing financing expertise."

■ About Mitsubishi HC Capital Group

Mitsubishi HC Capital Group is committed to our 10-year Vision, “Together we innovate, challenge and explore the frontiers of the future.” To achieve this vision, the group focuses on the evolution and layering of business models by developing services and promoting investments while effectively maximizing tangible and intangible assets.

In addition, Mitsubishi HC Capital Group continues to advance and support a bright, sustainable future by offering unique and progressive solutions to meet the ever-changing needs of society and customers with consideration of the global environment.

Please visit <https://www.mitsubishi-hc-capital.com/english/> for additional information.

■ About Mitsubishi HC Capital America

Mitsubishi HC Capital America is a commercial finance company that has extensive capabilities throughout North America with its affiliate, Mitsubishi HC Capital Canada, combining a consultative approach and expansive digital platform to help organizations of all sizes accelerate growth. With \$7.5 billion in assets and more than 800 employees, the company is the largest non-captive, non-bank commercial finance company in North America. Mitsubishi HC Capital America partners with equipment manufacturers, dealers and distributors, as well as end customers, in providing customized financial solutions, including transportation and commercial finance. Dedicated to improving the communities where it operates, the company is committed to the United Nations Sustainable Development Goals. Visit <https://www.mhccna.com/en-us>

■ About Formic

Founded in 2020, Formic is accelerating the adoption of automation across U.S. manufacturers and boosting productivity by removing the risk, complexity, upfront capital, and expertise that typically exist as barriers to onboarding this transformative technology. The company’s “Robots-as-a-Service” model delivers automation at a low hourly rate with contractually guaranteed performance. Customers only pay for the time the machines are producing for the business. With a full-service offering that includes everything from equipment specifying and deployment, to 24/7 monitoring, maintenance, and upgrades, Formic is creating an innovative and accessible competitive advantage for all factories to enable scale and growth that was once only available to large companies. Visit <https://formic.co/>

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