

News Release

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Hitachi eBworx Targets 10 Tier-1 Banks in Indonesia

Jakarta, May 19, 2014 --- Hitachi eBworx Sdn. Bhd. ("Hitachi eBworx"), a regional financial software solutions firm and subsidiary of Hitachi Ltd. (TSE: 6501, "Hitachi"), a Fortune Global 500 company, today announced that it has plans to sign up 10 Tier-1 banks in Indonesia within the next three to five years.

PT Hitachi eBworx in Jakarta, a subsidiary of Hitachi eBworx will provide the company's suite of Touchpoint and Credit Management Solutions, which are currently used by Tier-1 banks in the region, would enable local banks to enhance their competitive advantage.

"We expect Indonesia's country contribution to our Group revenue to double and increase to 20% within the next three years, said Mrs. Masayo Kubota, Managing Director and Group Chief Executive of Hitachi eBworx."

"Financial institutions are looking for new and creative ways to drive customer satisfaction, employee productivity and ultimately, sustain profitable growth.

"The ability to differentiate is key. Here is where Hitachi eBworx comes in, with innovative IT solutions that can position these banks, especially regional players, at the forefront of their industry," she added.

Hitachi eBworx's clients comprise a majority of the region's largest banks as well as the largest bank in Japan. They utilise customised Touchpoint and Credit Management Solutions. The former offers digital mobile and Internet banking to the bank's customers, and the latter, credit and processing management solution as well as effective management of collections and debt recovery.

To better serve the banking industry, PT Hitachi eBworx, currently 35 staff strong, will be expanded to 200 employees within the next four years. This new entity will complement Hitachi eBworx's

regional offices in Singapore, Bangkok and Chengdu, China.

“We are also setting up a software development centre in Jakarta, which will complement our R&D centres in Kuala Lumpur and Chengdu. We are tapping into the IT resource pool here to support our regional growth.

“Initially, the software development centre would be staffed by 50 local engineers. The workforce strength will be increased by three-fold to 150 by 2017,” Kubota said.

She added, “R&D is a cornerstone of our business, of which we invest 10% of our gross profit. We will also work closely with our Japanese colleagues to continuously bring technology innovations to our clients.”

PT Hitachi eBworx also formalised its partnership with Phintraco Group, one of Indonesia’s leading providers of IT solutions including consulting, implementation services, system integration, managed services and outsourcing, especially for the banking industry.

“We are delighted to expand our relationship with Phintraco. They will be coming on board as firstly our reseller, and eventually, as the certified implementer in Indonesia,” she said.

“We have been working closely with many Tier 1 banks in Indonesia, and look forward to extend Hitachi eBworx’s solutions to our clients which include Bank Mandiri, BCA, BNI, BRI, Danamon, BTN, BII, Permata, CIMB, Mega, and Bukopin. We are confident that Hitachi eBworx’s digital solutions would enhance our customers’ competitive edge,” said Phintraco Group’s President Director, Pak Kelvin Gonatha.

Hitachi eBworx is recognised as a regional brand and is a two-time Best of Financial Applications winner at the Asia Pacific ICT Alliance (APICTA) Awards. It has also received recognition by The Asian Banker, Financial Insights Innovation Award and AsiaMoney for its suite of solutions.

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About Hitachi eBworx Sdn. Bhd.

Hitachi eBworx is a leading international consulting and technology solutions firm specialising in the financial services industry delivering innovative and high-performance solutions. The company’s vision is to be the most trusted and recognised Global Financial IT Solution Partner.

Hitachi eBworx has a wide reputation in the market as a market leader for its Credit Management solutions of Loans Origination, Collection and Debt Recovery, Touchpoint solutions such as Internet, Mobile and Transaction Banking and Trade Finance system. Its customer base boasts some of the largest tier-1 banks in the region including the super-regional banks of Asia Pacific.

For more information on Hitachi eBworx, please visit the company’s website at <http://www.hitachi-ebworx.com>

About Hitachi, Ltd.

Hitachi, Ltd. (TSE: 6501), headquartered in Tokyo, Japan, delivers innovations that answer society's challenges with our talented team and proven experience in global markets. The company's consolidated revenues for fiscal 2013 (ended March 31, 2014) totaled 9,616 billion yen (\$93.4 billion). Hitachi is focusing more than ever on the Social Innovation Business, which includes infrastructure systems, information & telecommunication systems, power systems, construction machinery, high functional materials & components, automotive systems, health care and others. For more information on Hitachi, please visit the company's website at <http://www.hitachi.com>.

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