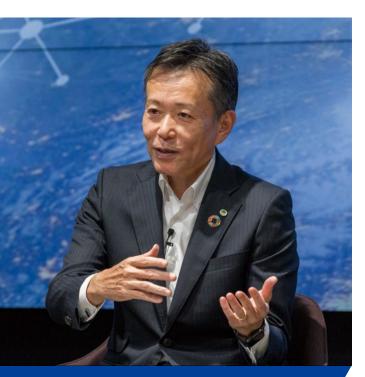
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Executive Vice President Messages



Toshiaki Tokunaga Executive Vice President and Executive Officer, General Manager of Digital Systems & Services Division

Contribute to the Realization of a Sustainable Society with Digital Capabilities

Our Vision

The DSS sector, which drives Hitachi's digital strategy, solves various issues facing customers' businesses and society with digital capabilities to contribute to the realization of a sustainable society. The DSS sector provides digital value on its own, and at the same time, works together with The GEM and Cl sectors to create Green x Digital and Connective x Digital synergies, aiming for the sustainable development of society and the economy while improving people's quality of life (QoL).

Business Strategy (Lumada Expansion)

We will promote the Lumada business, which forms the core of the digital strategy, through both "Digital Centric," in which the DSS sector directly solves customer issues, and "One Hitachi," in which DSS together with the OT sector solve customer issues. We will continue to support customers in their transformation to achieve their business growth, by focusing on market domains where Hitachi can maximize its IT x OT x Products advantages (energy, transport and logistics, finance, national and local governments, telecommunications and media, and manufacturing).

To continue the growth of the Lumada business, we will enhance our digital capabilities, including digital engineering and system integration and operation on the cloud. For GlobalLogic as a growth engine, we will continue to increase digital talent and expand delivery bases through a robust recruitment and training scheme and bolt-on acquisitions, in an attempt to maintain high business growth and expand regions and industries of their business. In addition, we will expand our digital engineering capabilities and the customer co-creation schemes, in which GlobalLogic has a proven track record, to the GEM and Cl sectors. We will accelerate business operations under "One Hitachi" including the use of digital technologies in the OT sector and the development of talent with knowledge of both OT and digital technologies.

We are also strengthening our service delivery infrastructure, which enables highly reliable and efficient data management and flexible data utilization, aiming for global business expansion.

We are also strengthening and enhancing cloud solutions that support global service provision, such as deploying the Hitachi Application Reliability Centers (HARC) Service, which enables highly reliable and efficient cloud-native system operation, and expanding alliances with hyperscalers. We will also be proactive in making investments to strengthen digital technologies supporting growth. In May 2023, we set up the "Generative Al

<u>Center</u>" \square , which promotes the safe, effective use of generative AI as a groundbreaking innovation. We are working to maximize the value we provide to customers through the Lumada business and improve the productivity of all Hitachi Group companies by pioneering uses of generative AI, which is evolving at an accelerated rate.

The Story of Value Co-creation

We have already provided solutions, which support the sophistication of materials development by accelerating Materials Informatics, for more than 50 companies and more than 100 projects. In cocreation with SEKISUI CHEMICAL, we are working on "laboratory automation," which automates the experiment environment to speed up materials development, by combining Hitachi High-Tech's expertise, which is unique to a measurement and analysis equipment manufacturer, with the digital engineering of GlobalLogic. We automate the process from data collection to analysis by seamlessly connecting experiment/measuring equipment and analysis environments, aiming to shorten the R&D period.



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Investor Day (Digital Strategy)

Materials research and development