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IT/OT Convergence without downtime

Architecting for Reliability

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April 2025

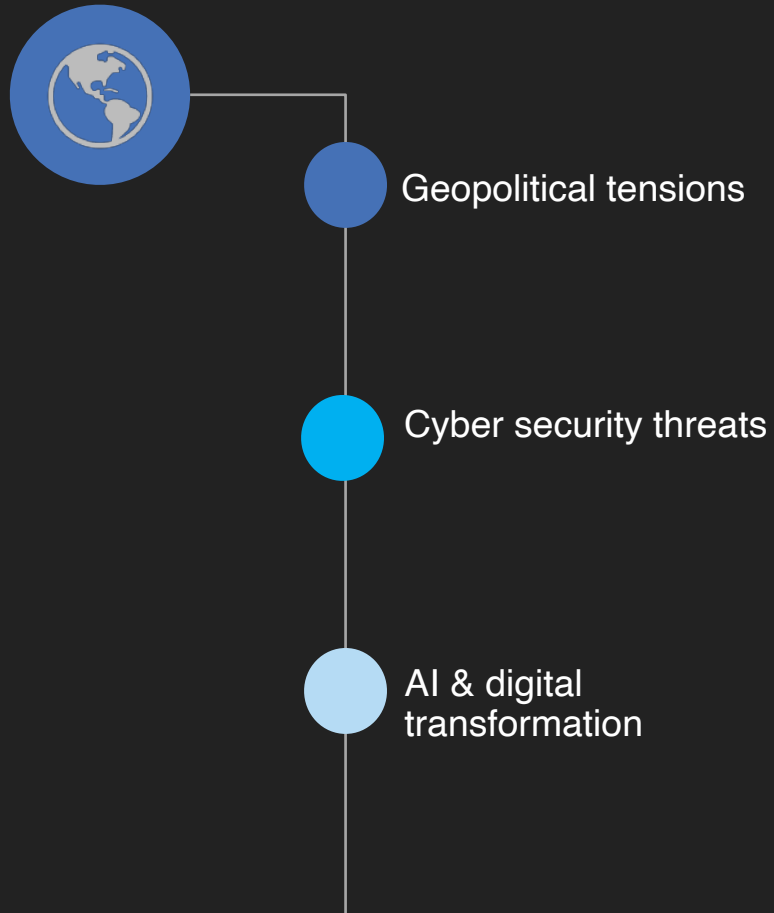


Market Dynamics

Requires Reliable Technology and Partners

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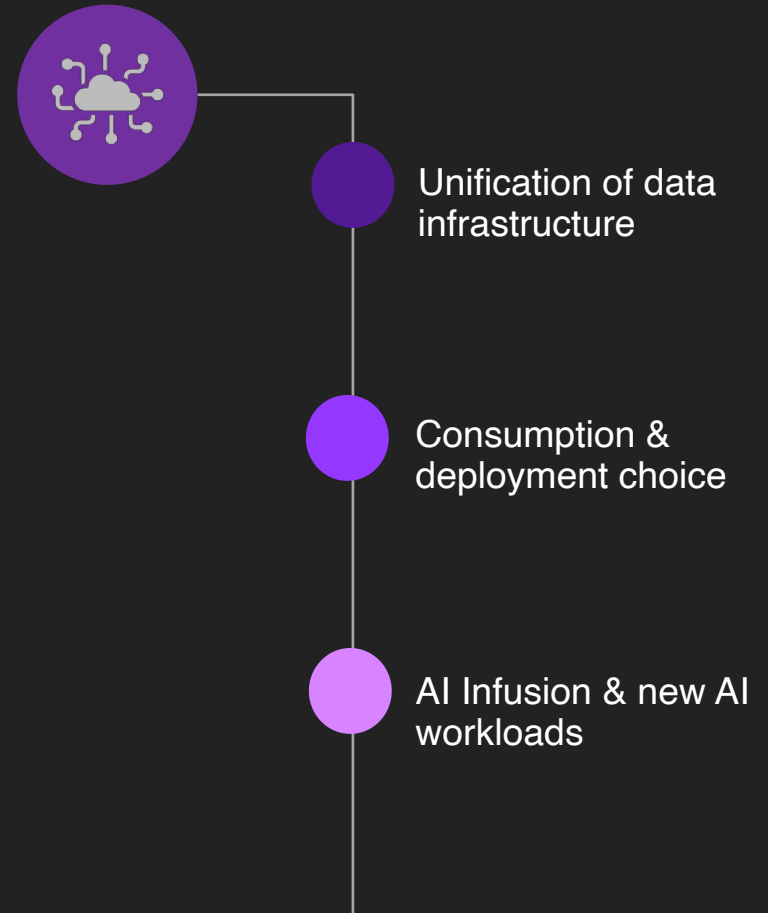
World Events Impacting Business



Priorities for the Digital Ecosystem



Technology Trends



Unmatched Depth and Breadth of Capability

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Differentiation

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Data Driven Outcomes



Digital strategies to help businesses advance digital experiences & re-imagine how they run their business.

- Hitachi's digital focus bringing IT and OT together.
- 2021 Gartner R Magic Quadrant™ for Industrial IoT Platforms (2nd Consecutive year)
- Leverage GlobalLogic's design engineering expertise.

Domain Expertise



A portfolio created with technology, industry, and co-creation expertise for data-driven business leaders to accelerate digital innovations.

- 70,000 Patents (IoT, AI/ML).
- HARC consulting & tech expertise (1000 apps, 1,300 certifications).
- Global 2000 Organizations in major industry sectors.
- 15 Gartner, Forrester, IDC & GigaOm Radar Analyst Reports Ratings (2020-2021).

Collaborative Innovation



Draw upon Hitachi's global network of companies and our ecosystem of partners to deliver innovative solutions.

- 350,000 Hitachi employees.
- 800 subsidiary companies.
- \$2.9B/yr R&D investment; research campuses globally.
- Investing in valued partners.

Sustainability



Power good through social innovation and help businesses combat climate change through technology and data solutions.

- 100% carbon neutral from our own operations by 2030.
- Carbon neutrality throughout our value chain by 2050.
- Partnerships for positive environmental impact.



Core Strength

Building on our heritage of harmony, sincerity and a pioneering spirit, our people reflect our values in how they engage, how they address challenges and how they deliver on their promise.

Trusted *Our story begins with trust.*

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People

Nearly 7,000 technology, industry & co-creation experts worldwide

2022 Best places to work by Human Rights Campaign Foundation

Technology

Market leader in primary storage, object storage and storage as a service (STaaS) from Gartner and GigaOm

A CRN “**50 Coolest Software-Defined Storage Vendors of 2024**”

Partnerships

87% positive partner experience (Canalys)

Overall ratings **higher than all major storage vendors**

Worldwide

HQ: Santa Clara, CA

Unparalleled expertise across 47 countries

- APAC (w/o Japan) 2,300
- APAC (Japan only) 1,300
- Americas 1,800
- EMEA 1,600

Outcomes

9.0+ average customer satisfaction (CSAT) score

97% positive Gartner Peer Insights rating, based-on customer experience and product capabilities

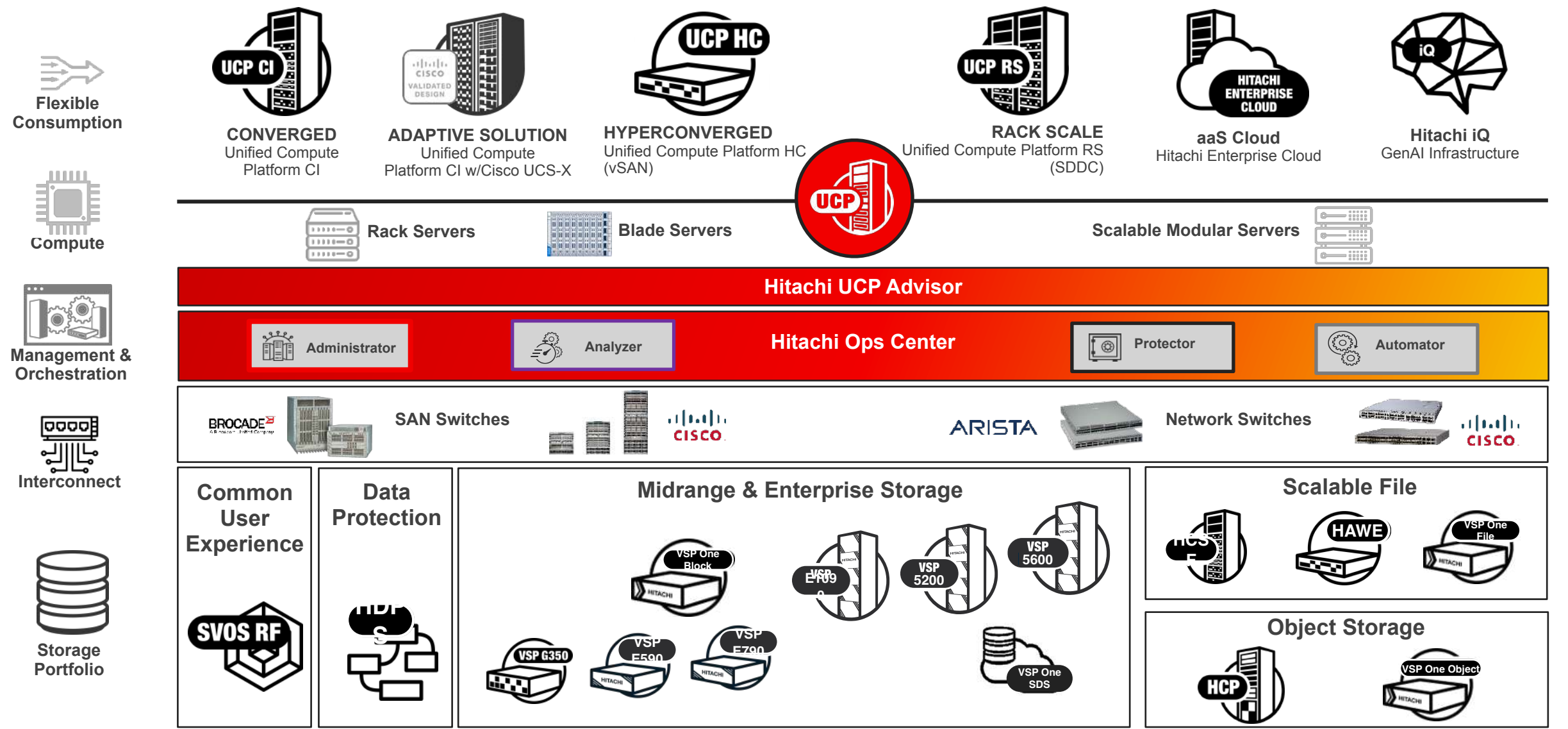
Solutions

Global data storage, digital infrastructure and hybrid cloud management optimized for AI workloads

<i>Digital Transformation Experience</i>	ITOps Unmatched Efficiency, Reliability, and Security Aligned to Customers Business, Data and Services	AI/GenAI Hitachi iQ: Integrated AI Solution Portfolio Embedded Intelligence Across Hybrid Cloud Developer Community of GenAI Companions	Consumption Services Solutions Through Ecosystem of Integrated ISVs Guaranteed IT Ops SLAs
<i>Intelligent Data Management</i>	Data Orchestration API-first Open Data and Control Planes. Automaton and Storage-as-code	Data Protection, Governance Data Compliance, Data Privacy, Data Lifecycle Management. Security and Unbreakable Guarantees	AIOps Automation and Efficiencies at Scale. Sustainability Observability
<i>Data Infrastructure Foundation</i>	Hybrid Cloud Storage Platform One Data Plane, One Control Plane Appliance, SWDS, and Cloud Sustainability by Design	Integrated Solutions Storage, Compute, Networking Architectures and Applications with ISV Ecosystem	IaaS – EverFlex Consumption and Deployment Choice Ensuring Scalable Flexibility Across Hybrid Cloud Managed, On-Demand, Custom

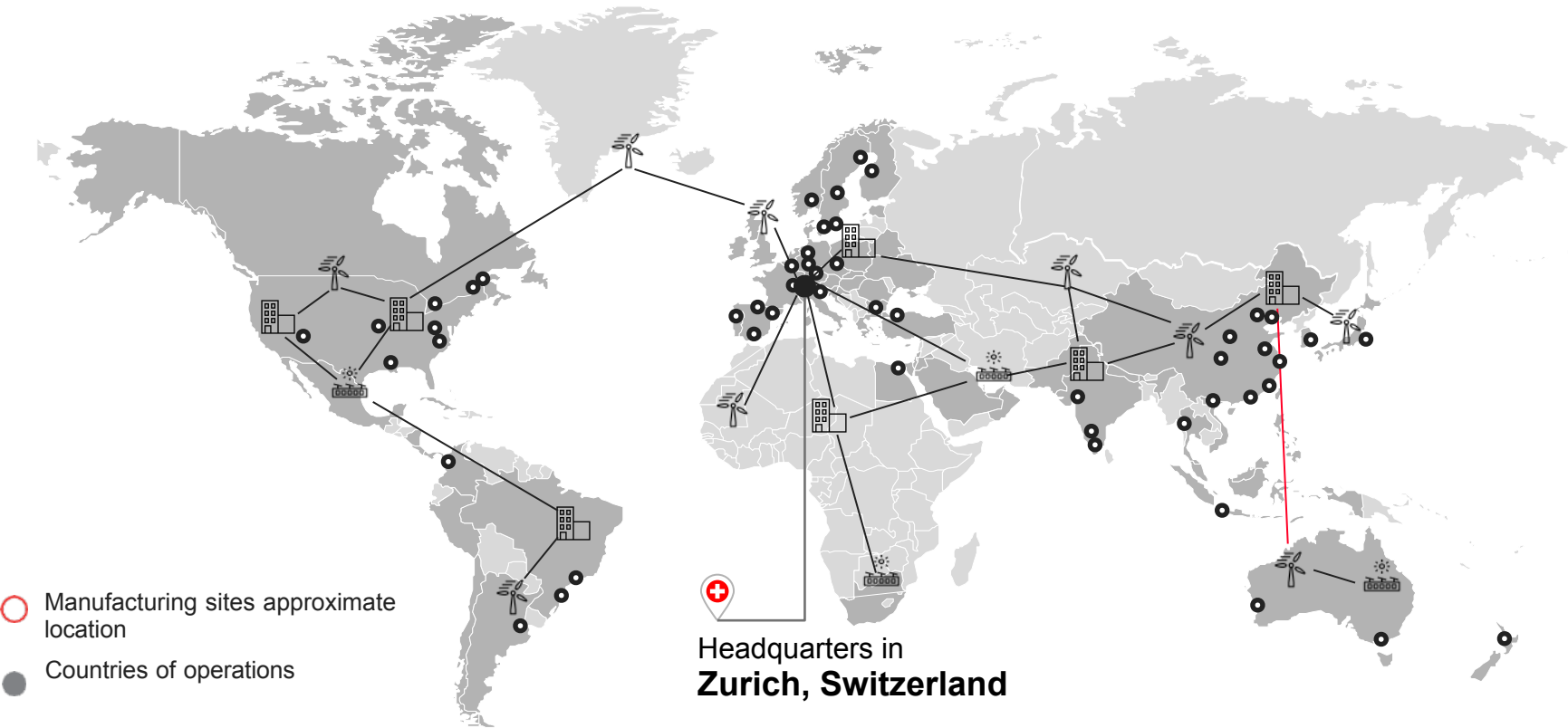
Hitachi's Agile Data Infrastructure Portfolio

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About Hitachi Energy

HITACHI



~45,000 employees	150 nationalities
60 countries	250 years' heritage combined
1,800+ field engineers	2,400 R&D experts
~ \$13 billion USD business volumes	

Four Business Units

Grid Automation	High Voltage Products
Grid Integration	Transformers

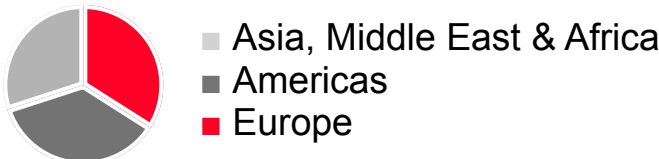
Customers



Offering



Geographies



Datacenter Main Requirements

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Reliability

Data centers are critical power infrastructures and the number one priority for data centers is **continuous operation and uptime**

Standardization/replicability

Data centers need to be built **fast and globally**. Ideal approach from data centers is to have a global design, which can be deployed in any country/location, with minimum modifications and lead time

Sustainability & energy efficiency

Data centers consume a very large amount of electricity and are one of the most growing segments. To continue high growth without a large environmental impact, **sustainability is the main target for all data centers**

Segment overview

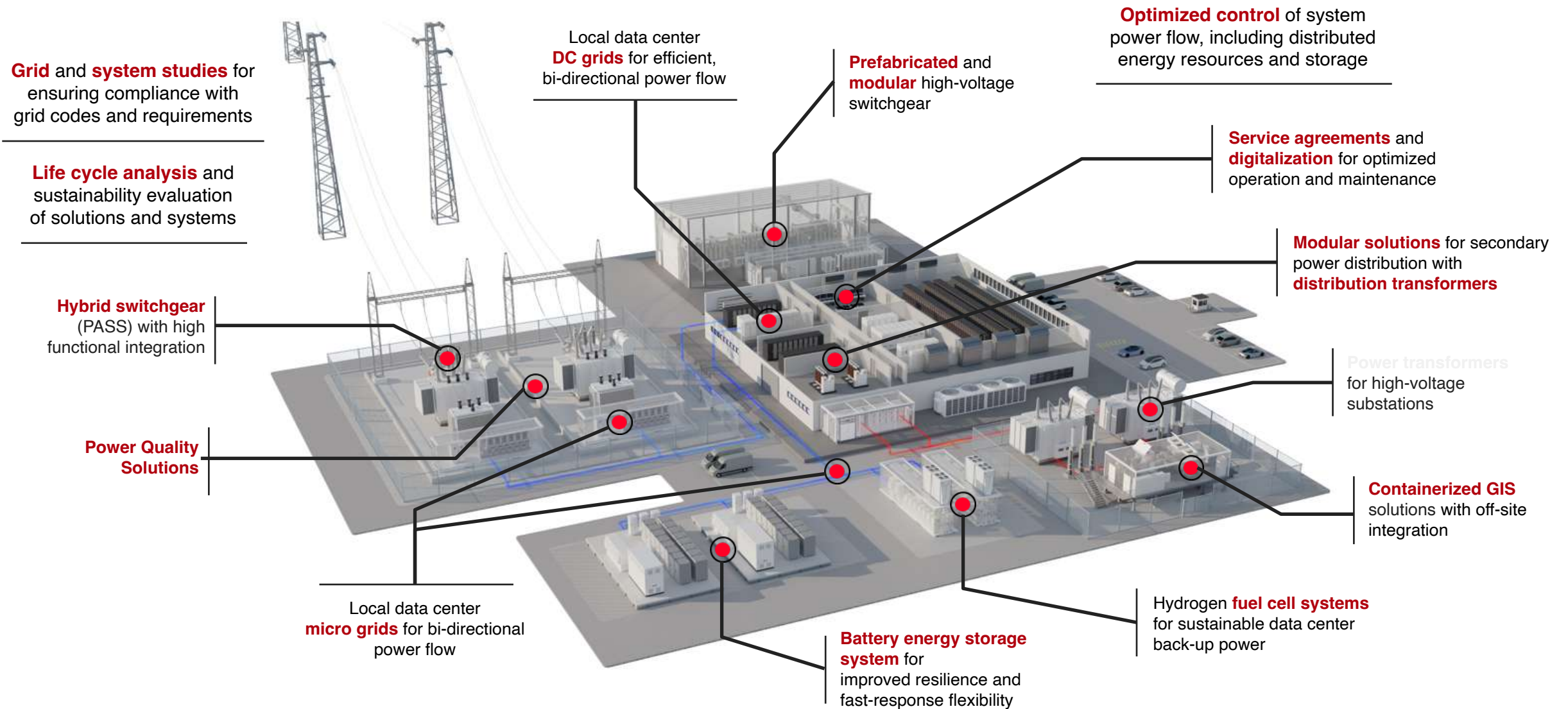
Hitachi Energy Offering for Data Centers



Plan	Build		Operate	Maintain
Consulting	Grid Connection	Critical Power Solutions	Digital solutions	Services
Grid and system studies Life cycle analysis	Prefabricated and Modular HV substations with switchgear and with Power Transformers Modular secondary power distribution with distribution transformers	Battery Energy Storage Hydrogen Energy Storage Power Quality Solutions	Microgrid control Monitoring Optimized control system Power flow	Asset management Service Level Agreements Digitalization

Hitachi Energy Data Center Solutions

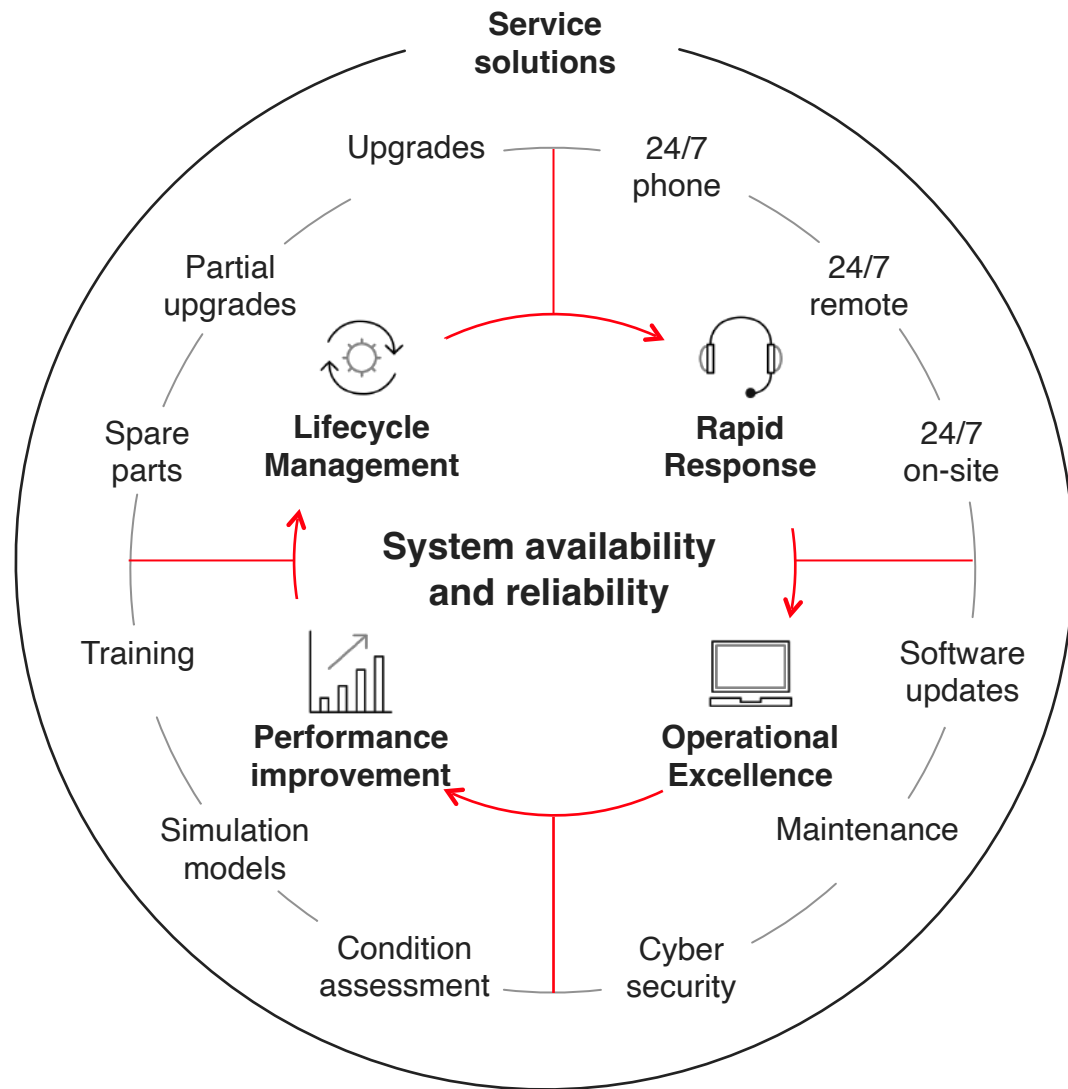
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One-stop-shop service

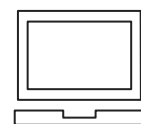
Full lifecycle philosophy

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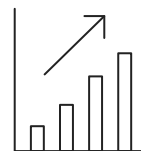
Rapid response

We guarantee fast and flexible response to maximise your equipment uptime.



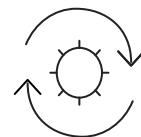
Operational excellence

We work together with you to manage your assets, operations and risk to deliver strategic business results.



Performance improvement

We optimize creativity, reliability and efficiency of your assets to increase speed and productivity.



Lifecycle management

We employ powerful tools and knowledge to optimize and extend your equipment life.

At your service



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