# **News Release**



#### FOR IMMEDIATE RELEASE

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# Hitachi to Launch Sales of Secure Data collaboration Middleware "HULFT" in Malaysia and Singapore

**October 25, 2012, Kuala Lumpur** --- Hitachi Systems, Ltd., a wholly owned subsidiary of Hitachi, Ltd. (TSE: 6501), today announced that it will launch sales of "HULFT" in Malaysia, Singapore and other Southeast Asian countries through Hitachi group companies located in the region. "HULFT" is an intra- or inter-company data collaboration middleware using the TCP/IP protocol.

A Saison Information Systems Co., Ltd. product, "HULFT" is used by more than 7,200 companies worldwide. "HULFT" can be used for securely and seamlessly transferring files, such as financial and accounting data and production management data, across mainframes and different platforms, including UNIX, Linux and Microsoft® Windows®. It can also be used for other applications, such as data collection from multiple bases. Hitachi Systems is the top reseller of "HULFT" in the global market.

In recent years, many foreign companies have developed businesses in Southeast Asia, as the region continues to enjoy economic growth. Demand for IT systems from these companies as well as local companies is expected to increase. Amid this trend, the Hitachi group companies see Southeast Asia, as a region to focus on, and accelerate its global business development, as it aims to generate revenue of 200 billion yen from the Information & Telecommunication Systems Business in China and Asia by fiscal 2015. In this context, Hitachi Systems plans to expand sales of "HULFT" in Southeast Asia, including Malaysia and Singapore, through the Hitachi group companies in the region.

Moreover, Hitachi group companies have a proven track record selling middleware

and providing support services to many companies in the region. One example is sales of "Job Management Partner 1", Hitachi's integrated systems management solutions. If the customers use "HULFT" and "Job Management Partner 1" together, they can receive one-stop support, as well as improve the efficiency of data transfer, collection and distribution, and operation of the business system.

Looking ahead, Hitachi Systems will continue to promote "HULFT" business in global markets, to achieve 1,000 aggregate sales of "HULFT" globally by fiscal 2013.

# About "HULFT", Intra- or Inter-Company Data Collaboration Middleware

"HULFT" is a middleware product that enables intra- or inter-company data collaboration using the TCP/IP protocol. It realizes seamless connection with overseas bases and allows intra-company data collaboration. In addition, it is used as a means of solving problems concerning collaboration among many company systems, and as software for inter-company system collaboration. The latest version is "HULFT7" and it is also available in English version as "HULFT7e".

"HULFT7" and "HULFT7e" are products of Saison Information Systems Co., Ltd.

For more details, please visit:

http://www.hitachi-systems.com/global\_en/solution/g-18/index.html

## About Hitachi Systems, Ltd.

Hitachi Systems, Ltd. was established on October 1, 2011 as the result of a merger between Hitachi Electronics Services Co., a provider of high quality operation and maintenance services as well as providing strong support through platform operation solutions, and Hitachi Information Systems, a firm with a superb track record in the data center service business and vast experience and know-how in design, construction, and operation for a wide range of business systems. Hitachi Systems will combine the technology and know-how cultivated by both companies, industry leaders since the early days of IT in Japan, to support the business growth of its customers by offering genuine one-stop services across the IT lifecycle, from system consulting to system construction, installation, operation, and maintenance. It will strive to be a global service company that will help to realize an enriched society.

For customer inquiries, please visit at <a href="http://www.hitachi-systems.com/eng/">http://www.hitachi-systems.com/eng/</a>

## About Hitachi, Ltd.

Hitachi, Ltd. (TSE: 6501), headquartered in Tokyo, Japan, is a leading global electronics company with approximately 320,000 employees worldwide. Fiscal 2011 (ended March 31, 2012) consolidated revenues totaled 9,665 billion yen (\$117.8 billion). Hitachi is focusing more than ever on the Social Innovation Business, which includes information and telecommunication systems, power systems, industrial, transportation and urban development systems, as well as the sophisticated materials and key devices that support them.

For more information on Hitachi, please visit the company's website at http://www.hitachi.com

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