

News Release

FOR IMMEDIATE RELEASE

**Hitachi Systems Announces a New Strategic Collaboration
Agreement with AWS to Expand the Range of Managed Services**
*Enhancing Business Strategy in the Digital Human Resource Development and
Pharmaceutical/Healthcare Fields*

Tokyo, August 10, 2022 --- Hitachi Systems, Ltd. ("Hitachi Systems"), a wholly owned subsidiary of Hitachi, Ltd. (TSE: 6501), today announced that in July 2022, they entered into a strategic collaboration agreement with Amazon Web Services Inc. ("AWS") to expand the range of managed services offered.

This new three-year strategic collaboration agreement will allow Hitachi Systems to incorporate the agility, scalability, and security of AWS cloud services into the managed services Hitachi Systems provides. This will help customers achieve the goal of Digital Transformation (DX) faster. Furthermore, several experts from Hitachi Systems have achieved the status of "AWS Partner Ambassadors," "APN AWS Top Engineers," and "APN ALL AWS Certifications Engineers". Within three years, Hitachi Systems plans to increase the number of AWS certifications by more than 1,000, so they can deliver high-quality solutions to rapidly satisfy the more diverse requirements of customers in all industries. As a result of these efforts, Hitachi Systems aim for ten billion yen of new sales in AWS-related businesses over the next three years.

Main Initiatives of This Agreement

Upon entering into this agreement, Hitachi Systems will increase efforts to promote the acquisition of AWS certifications and strive to develop digital human resources. This is set to bolster public cloud service systems, allow customers to rapidly perform lift and shift cloud migration through Gateway for Business Cloud*¹, and aid the creation of new services.

When creating new services, Hitachi Systems will promote the development of platforms that utilize AWS for "Prevention of Aggravation" and "Digital Therapeutics (DTx)*²" as part of their business strategy in the pharmaceutical and healthcare fields announced in August 2021.

*1 Gateway for Business Cloud: A service that solves customers' cloud-related issues by standardizing the range of services required to effectively build and operate a cloud environment. This is an all-in-one solution that offers packages of various services based on case studies of real-world multi-cloud implementations.

* 2 Digital Therapeutics (DTx): The utilization of digital technologies to aid the prevention, diagnosis, and treatment of disease.

Background

- The Japanese domestic cloud market is expected to see significant expansion in the future. Hitachi Systems is committed to increasing their range of managed services centered on public cloud utilization.
- Since joining the AWS Partner Network*³ in 2014, Hitachi Systems has been assisting and promoting their customers' businesses in various industries such as manufacturing, wholesaling and retailing, finance, and public services. The company has a solid track record operating more than 1,000 AWS cloud environments in Japan.
- This strategic collaboration agreement was set up to fully utilize the strengths and fields of expertise of both Hitachi Systems and AWS, allowing Hitachi Systems to expand their range of managed services and enable their customers to rapidly implement Digital Transformation (DX).

*3 AWS Partner Network (APN): The APN is a global community of partners that leverages programs, expertise, and resources to build, market, and sell customer offerings.

Comment by Naoki Ono, Vice President, Executive Officer, and Director of Hitachi Systems

After focusing on business development in collaboration with AWS in 2014, Hitachi Systems became certified as an "AWS Premier Tier Service Partner" in March 2022. By further enhancing Gateway for Business Cloud through this strategic collaboration agreement, we aim to expand the range of Hitachi Systems managed services and continue to provide high-value services and solutions to our customers.

Comment by Chris Sullivan, Director, Worldwide System Integrators at AWS

Hitachi Systems and AWS have a long history of helping our joint customers in Japan to move to the cloud. Since 2014, Japanese customers in the medical and healthcare industry, has benefitted from Hitachi Systems' expertise alongside with AWS unmatched cloud offerings to drive innovation and increase their business agility. With this strategic collaboration agreement, we will strengthen our relationship even further and we look forward to many more years of collaboration to support our joint customers as they are growing the business further.

About Hitachi Systems' AWS Business

Hitachi Systems joined the AWS Partner Network (APN) in 2014. Since then, they received the highest APN level "APN Premier Tier Service Partner" certification in March 2022. Based on the management, network, security, and other service know-how gained through their vast experience providing AWS migration and operation support services to customers from around 300 companies to date, Hitachi Systems created standard service packages to provide their "Gateway for Business Cloud" solution that allows customers to rapidly construct an appropriate environment for their cloud transformation journeys. In addition, Hitachi Systems also provide means for customers to improve existing cloud environments by accumulating and

utilizing examples of advanced cloud applications, know-how, design guidelines, and other information from various industries in the comprehensive company-wide organization "BCCoE (Business Cloud Center of Excellence)".

In addition to being the only AWS partner in Japan to have received "AWS Life Science Competency" certification, Hitachi Systems have also been fully certified for the AWS Managed Service Provider (MSP) program, which allows them to provide next-generation MSP services based on advanced technology to help customers throughout all stages from design to construction, migration, operation, automation, and optimization of AWS.

About Hitachi Systems, Ltd.

Hitachi Systems is a leading IT service provider specializing in developing and implementing business systems for customers of diverse sectors and sizes. We also operate, monitor, and maintain those systems by using a multi-tiered service infrastructure comprising data centers, network and security operations centers, contact centers, and a nationwide network of around 300 service sites. Hitachi Systems assists customers with their digital transformation needs and works with them in creating new value by delivering unique services that leverage our diverse human capital and advanced IT solutions. We strive to become a global service company that earns the complete trust of customers.

For details: <https://www.hitachi-systems.com/eng/>

* Company names and product names included in this information are the trademarks and registered trademarks of each company.

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