

パネルディスカッション Panel Discussion

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Outline of Hitachi in Europe

As a Innovation Partner for the IoT Era

March 22, 2019

Yasuo Tanabe

Hitachi, Ltd.

- 1. Outline of Hitachi**
2. Hitachi in Europe
3. Keidanren request for Brexit negotiations
4. Policy thoughts

1-1. Hitachi is an Innovation Partner

An Innovation Partner for the IoT Era

Accelerate collaborative creation with customers through Advanced Social Innovation Business

Four Focus Business Domains



1-2. At a glance of Hitachi (Global)

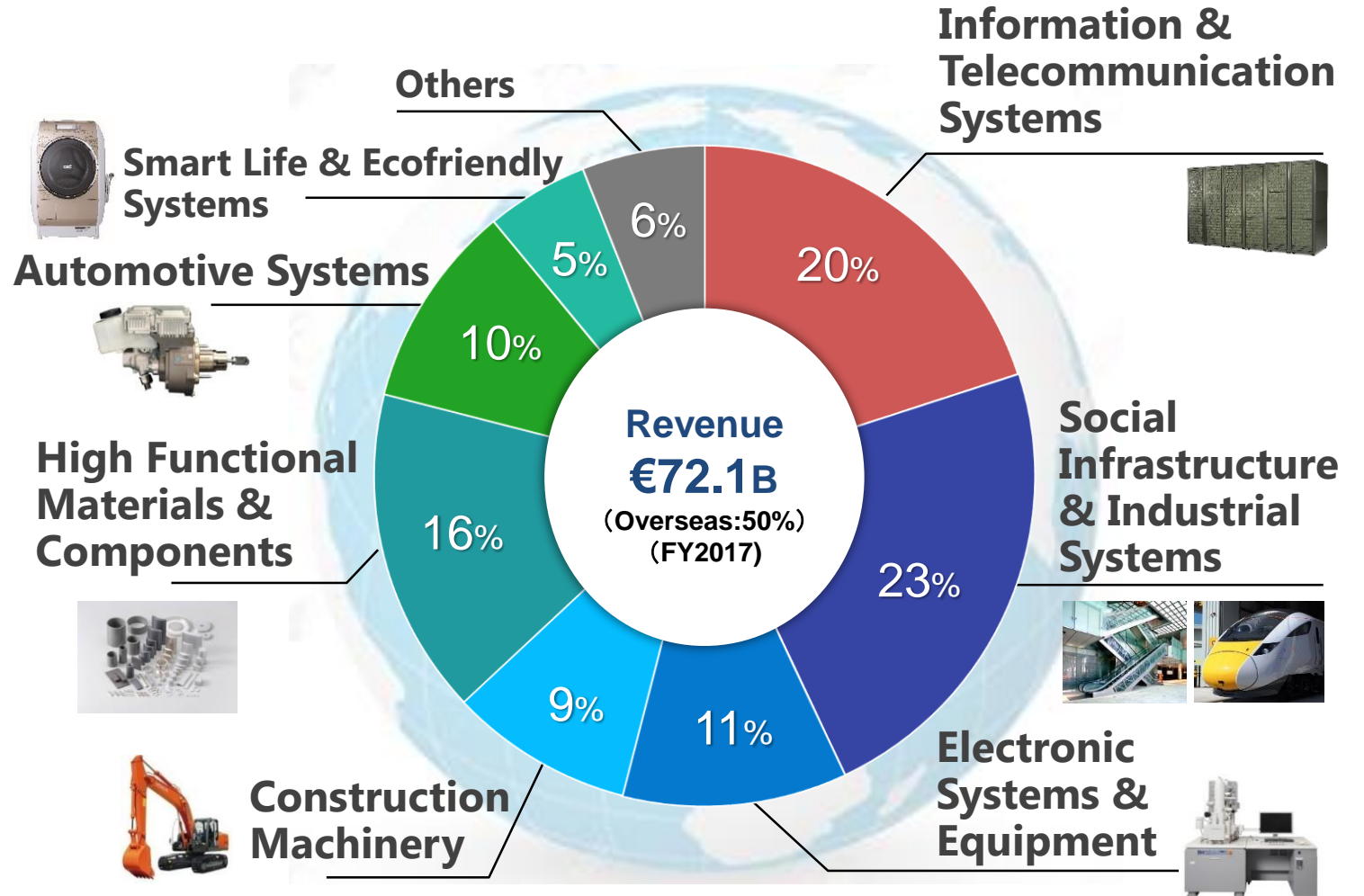
Hitachi Group in FY17

Consolidated Revenue
€72.1B

EBIT
€5.0B
EBIT Margin 6.9%

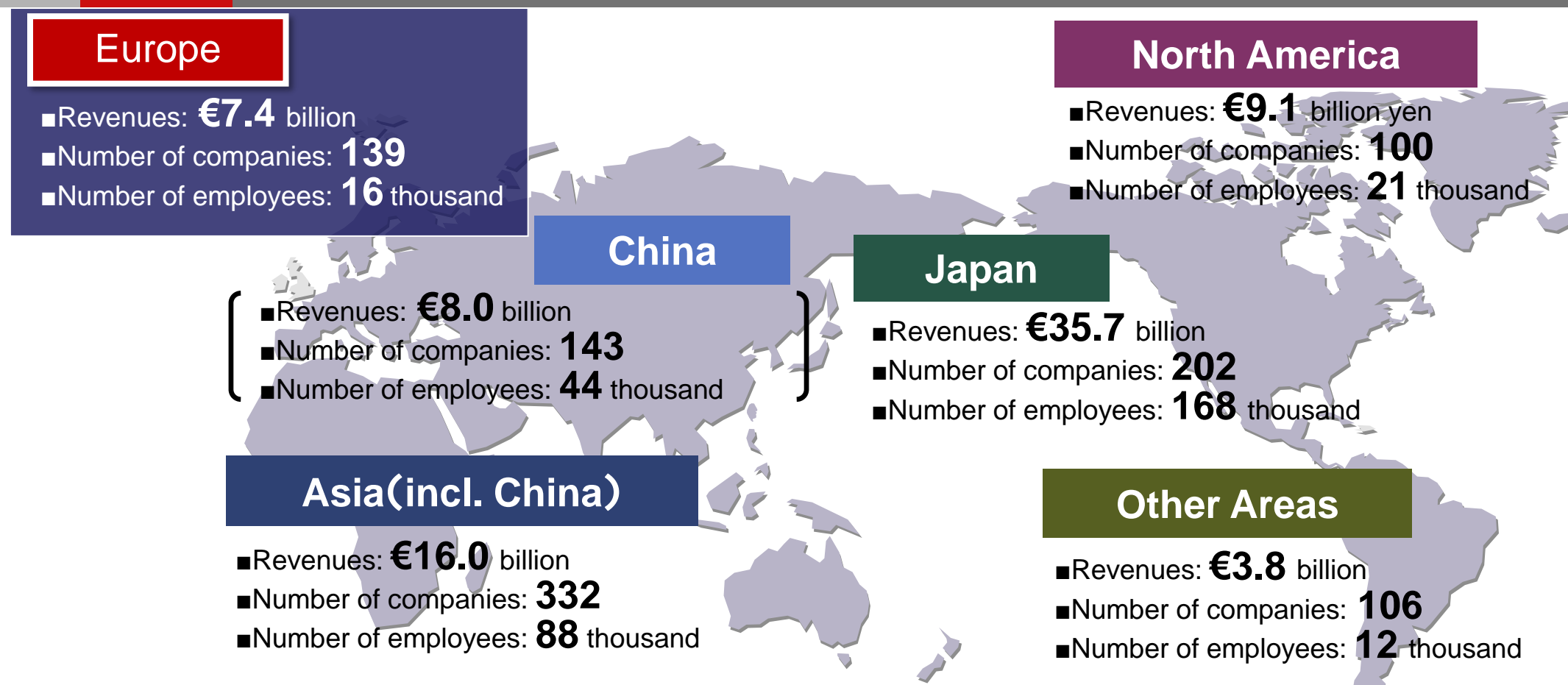
Years since foundation
108 years

number of Employees
307,275
As of Mar. 2018



*: Currency Rate : €1=130JPY

1-3. Global Business Expansion (FY2017)



Japan	Revenues: €35.7 billion, Number of companies: 202 , Number of employees: 168 thousand
Outside Japan	Revenues: €36.4 billion, Number of companies: 677 , Number of employees: 139 thousand
Total	Revenues: €72.1 billion, Number of companies: 879 , Number of employees: 307 thousand

1-4. Social Innovation Business (Our Capabilities & Strengths)

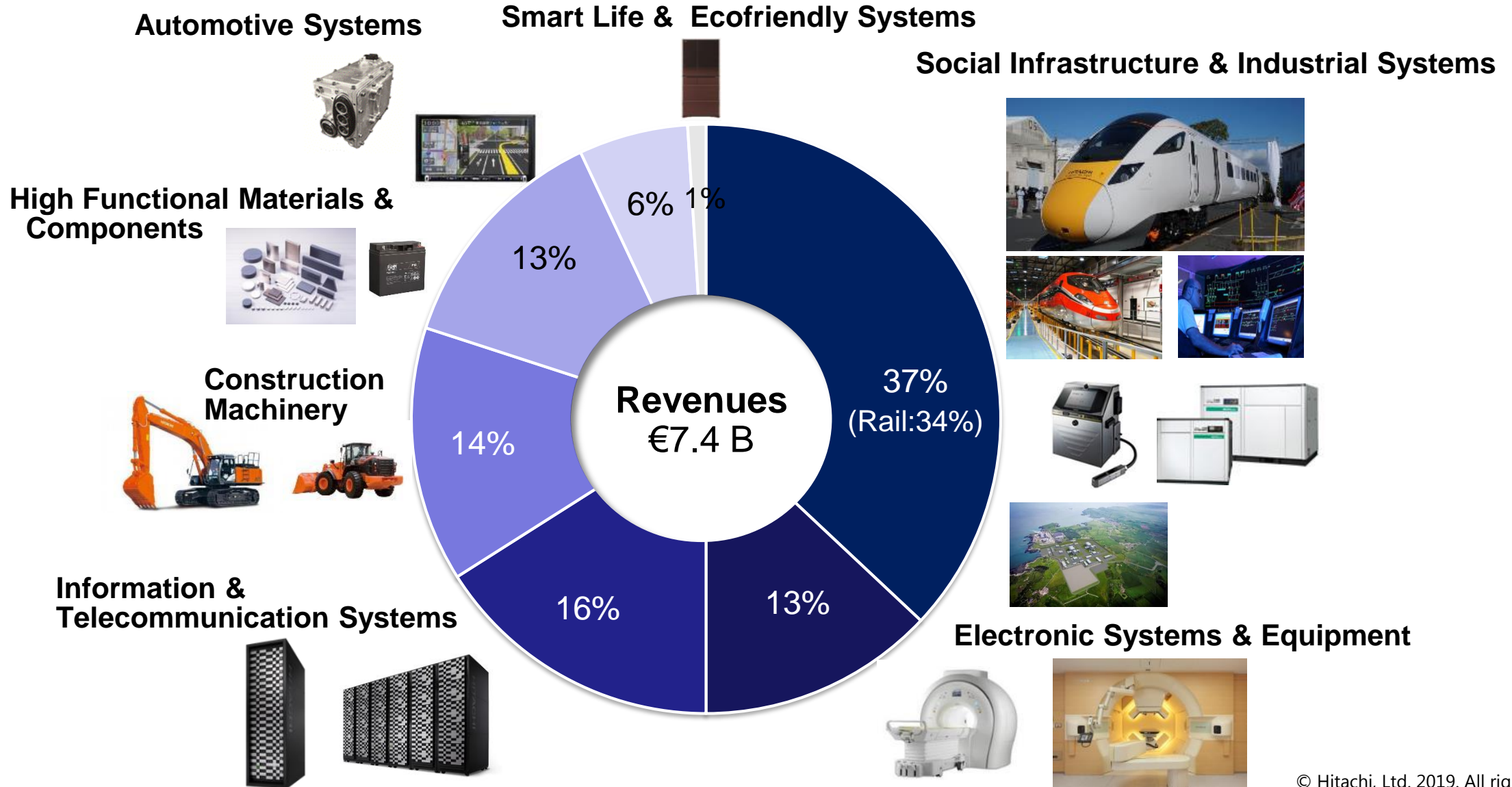
Deliver innovations to customers and society through fusion of OT, IT, and products/systems



OT: Operational Technology

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2-1. Revenue in Europe by Business Segment (FY2017)



2-2. Our Presence in Europe (Key Business)

Hitachi Group in Europe is expanding its already significant presence through organic growth of its four strategic sectors – Rail Systems, Power Systems, IoT Solutions and Construction Machinery.

Railway Systems

- Rolling stock + maintenance
- Electrical components
- Signaling / Train control systems



Information & Telecommunication Systems

- Service
IT Service, Data Centre Solutions, Consulting
- System Solutions
Large-scale systems, Highly reliable systems
Finger Vein Authentication
- Healthcare Systems
- Platforms
Hardware, Software

Power Systems

- Transmission & Distribution

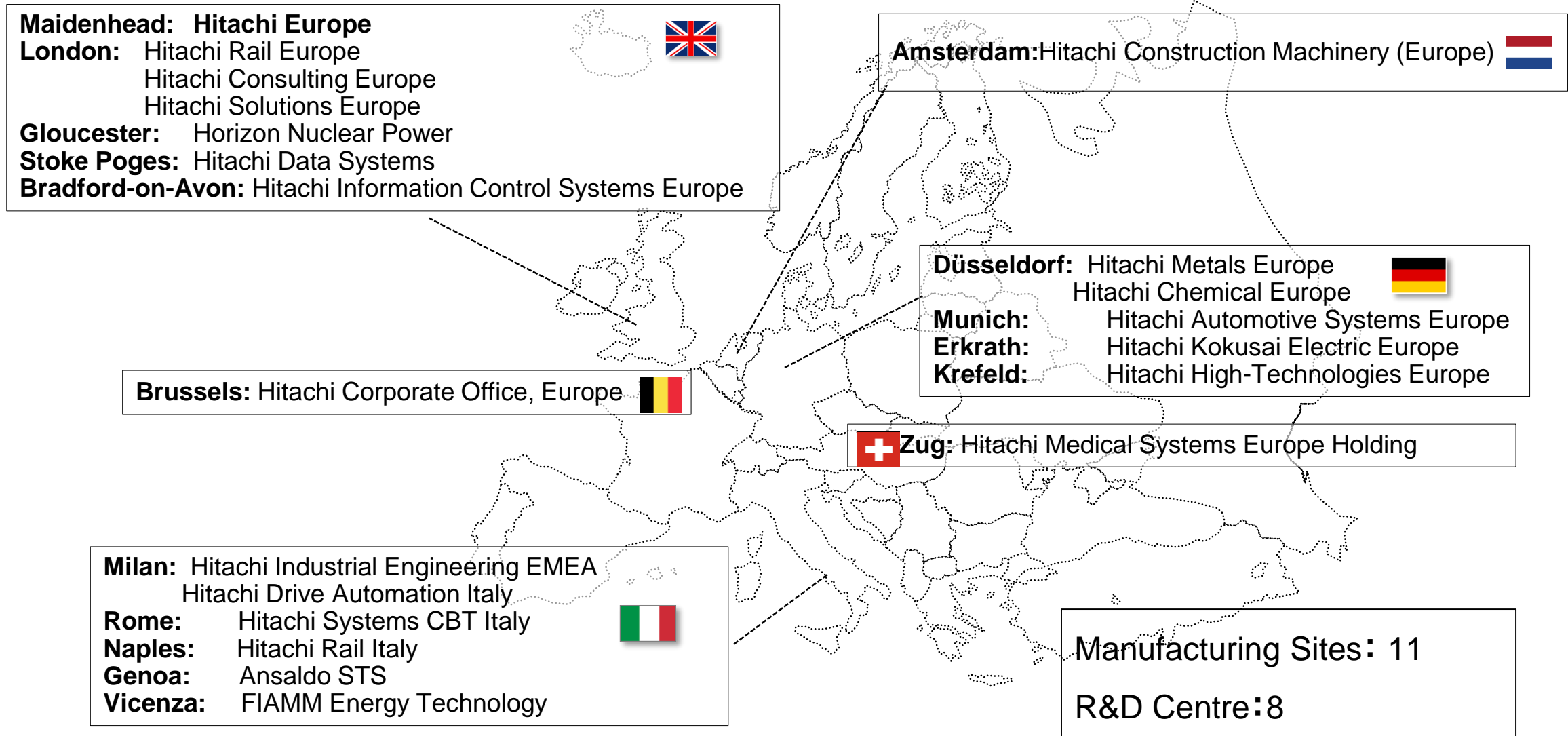


Construction Machinery

- Hydraulic Excavators
- Wheel Loaders
- Mining Equipment



2-3. Hitachi Group Companies' Headquarters in Europe



Urban : Rail Maintenance in UK

Providing the trains that are needed when they are needed, in keeping with service requirements specified by the railway operating companies

Issues

- Challenges that come with an older railway
- Increasing the reliability and safety of railways

Solution

- Remote monitoring and next-generation maintenance based on analysis of unusual sensor data and type of fault
- Extend the cycle of parts replacements and optimize the stock and supply chain

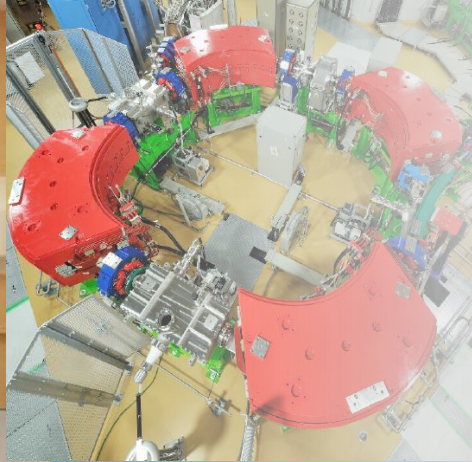
Value / Outcomes

On-time, secure and comfortable operation, enhancing QoL* of users, and economic revitalization

* QoL : Quality of Life

2-5. Proton Beam Therapy Project in Madrid

Healthcare : Proton Beam Therapy



Hitachi to supply and install most advanced cancer treatment machine for **Clinica Universidad de Navarra (CUN) - Madrid Spain**



***Under construction**

First Treatment scheduled **Spring 2020**

2-6. Smart Community Project in Malaga (2013-2016)

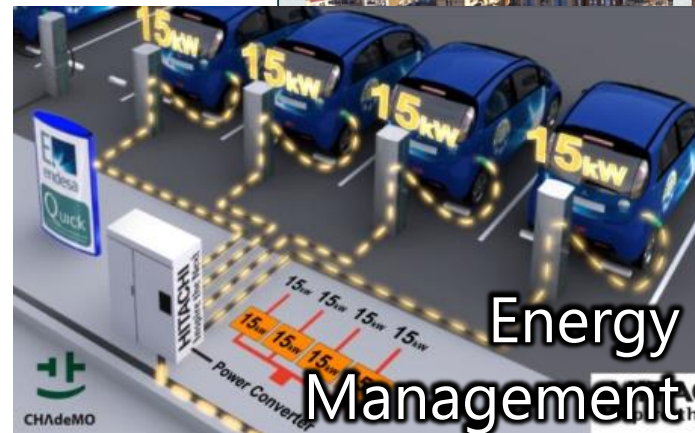
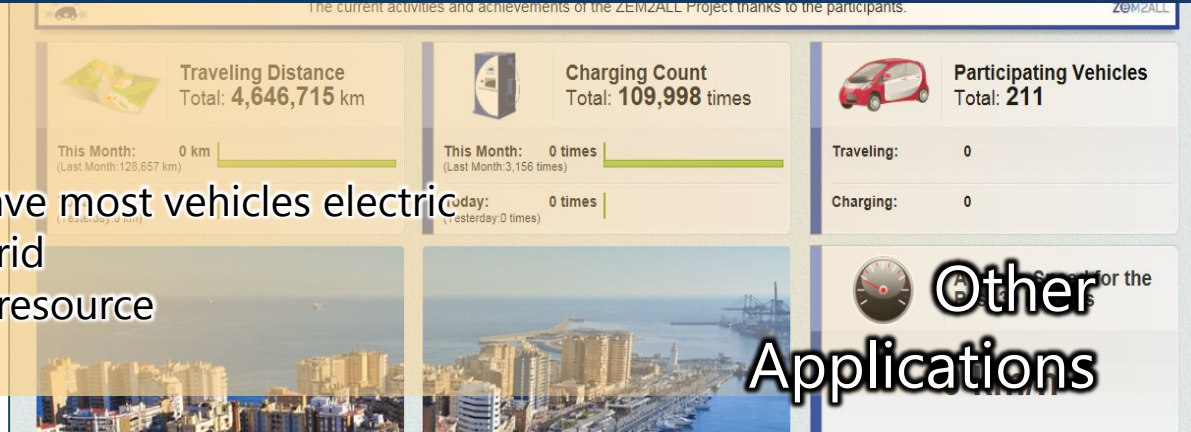
Energy and Urban : EV as a Service

City of Malaga
×
Endesa
×
Hitachi

EV Solutions
(Mobility x Energy)

to make our societies ready to have most vehicles electric

- Mitigate issues on electrical grid
- Utilize EV batteries as energy resource



This demonstration is supported by the METI (Ministry of Economy, Trade, and Industry) and NEDO (New Energy and Industrial Technology Development Organization).

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1. Transition Period

- Future relationship agreement b/w UK and EU should enter into force immediately after the transition period, or extend the transition period.

2. Future EU-UK relationship

- highest possible level of market access and tariff-free trade
- simplified customs procedures and appropriate rules of origin (EU AEO system, cumulative rules of origin, etc.)
- regulatory coherence (mutual recognition agreement, functional equivalence procedures, etc.)
- grandfathering approvals, registrations, authorizations, licenses, etc.

3. Future of EU bilateral and multilateral agreements

- Future EPA b/w UK and Japan should enter into force immediately after the transition period.

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4. Policy thoughts

- **UK and Japan should lead global trade and investment rules.**
- **UK and Japan should promote "Inclusive Trade" concept in view of globalization fatigue.**
- **UK and Japan should work together to promote digital trade.**

HITACHI
Inspire the Next 