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### **Announcement Concerning of Segment Change**

Hitachi Capital Corporation today announced that it introduced a new segmentation as described below, based on the review of business execution system performed on April 1, 2014.

In Japan Business, as a result of our business model transformation in response to the environmental changes in recent years, we classified our business into the following two segments: "Account Solution" which provides financial services that meet diversifying needs of customers (accounts) and "Vendor Solution" which provides financial services that meet associated vendors' needs including sales promotion. In Global Business, with an aim to achieve both promotion of growth strategy and strengthening of governance, we clarified the responsibility of business execution in each area and classified our business into the following four segments: "Europe," "the Americas," "China," and "ASEAN."

The new segmentation will be applied from the Earnings Results for the first quarter of the fiscal year ending March 31, 2015 scheduled to be announced on July 25, 2014.

Please refer to the attachments for "Overview of New Segmentation" and "Revenues/Segment Profit."

## - Description -

### [Old segment]

| Financial services        |
|---------------------------|
| Commission services       |
| Supply and sales services |
| Global businesses         |

#### [New segment]

| lonon        | Account Solution |  |  |  |  |  |
|--------------|------------------|--|--|--|--|--|
| Japan        | Vendor Solution  |  |  |  |  |  |
| Europe       | Europe           |  |  |  |  |  |
| The Americas |                  |  |  |  |  |  |
| China        |                  |  |  |  |  |  |
| ASEAN        |                  |  |  |  |  |  |
|              |                  |  |  |  |  |  |

# **Overview of New Segmentation**

| Segment      |                     | Main services             | Major Consolidated subsidiaries                 |  |  |  |  |
|--------------|---------------------|---------------------------|---|--|--|--|--|
| Japan        | Account             | Meet various              | Okinawa Hitachi Capital Corporation             |  |  |  |  |
| -            | Solution            | customers' needs by       | Hitachi Capital Auto Lease Corporation          |  |  |  |  |
|              |                     | combining our functions   | Sekisui Leasing Co., Ltd.                       |  |  |  |  |
|              |                     | such as lease,            | Hitachi Capital Insurance Corporation           |  |  |  |  |
|              |                     | insurance and trust       | Hitachi Capital Community Corporation           |  |  |  |  |
|              |                     | and financial services    | Hitachi Capital Trust Corporation               |  |  |  |  |
|              |                     | in collaboration with the | Financial Bridge Corporation                    |  |  |  |  |
|              |                     | Hitachi Group             | Hitachi Green Energy Corporation                |  |  |  |  |
|              |                     |                           | Hitachi Wind Power Ltd.                         |  |  |  |  |
|              | Vendor              | Meet vendors' needs       | Hitachi Capital NBL Corporation (*2)            |  |  |  |  |
|              | Solution            | for sales promotion by    |   |  |  |  |  |
|              |                     | financial services        |   |  |  |  |  |
|              |                     | including lease and       |   |  |  |  |  |
|              |                     | Installments              |   |  |  |  |  |
|              |                     |                           |   |  |  |  |  |
| Europe       |                     | Provide customers and     | Hitachi Capital (UK) PLC                        |  |  |  |  |
|              |                     | vendors in each area      | Hitachi Capital Vehicle Solutions Ltd.          |  |  |  |  |
|              |                     | with wide range of        | Hitachi Capital Insurance Europe Ltd.           |  |  |  |  |
|              |                     | financial services that   | Corpo Flota Sp. z o.o.                          |  |  |  |  |
| The Americas |                     | meet their needs and      | Hitachi Capital America Corp.                   |  |  |  |  |
|              |                     | financial services in     | Hitachi Capital Canada Corp.                    |  |  |  |  |
|              |                     | collaboration with the    | CLE Canadian Leasing Enterprises Ltd.           |  |  |  |  |
| China        | China Hitachi Group |                           | Hitachi Capital (Hong Kong) Ltd.                |  |  |  |  |
|              |                     |                           | Hitachi Capital Leasing (China) Co., Ltd.       |  |  |  |  |
|              |                     |                           | Hitachi Capital Factoring (China) Co., Ltd.     |  |  |  |  |
| ASEAN        |                     |                           | Hitachi Capital Singapore Pte. Ltd.             |  |  |  |  |
|              |                     |                           | Hitachi Capital Management (Thailand) Co., Ltd. |  |  |  |  |
|              |                     |                           | Hitachi Capital (Thailand) Co., Ltd.            |  |  |  |  |
|              |                     |                           | First Peninsula Credit Sdn. Bhd.                |  |  |  |  |
|              |                     |                           | PT. Arthaasia Finance                           |  |  |  |  |
| Others       |                     | Companies to              | Hitachi Capital Servicer Corporation            |  |  |  |  |
|              |                     | transform the structure   | Hitachi Capital Services Co., Ltd.              |  |  |  |  |
|              |                     | through development       | Hitachi Triple Win Corp.                        |  |  |  |  |
|              |                     | and revitalization of     | Daiichi Personal Credit Guarantee Corporation   |  |  |  |  |
|              |                     | business                  |   |  |  |  |  |

<sup>(\*1)</sup> Each business of Hitachi Capital is included in respective segment of Japan based on their business characteristics.

<sup>(\*2)</sup> Hitachi Capital NBL Corporation (currently: NBL Co., Ltd.) will change its trade name on August 11, 2014.

## Revenues/Segment Profit (As of March 31, 2014)

## (1) New segmentation

(¥ million)

|   | Reporting segments  |                    |        |                 |        |       |          |           |         |            | Consolidated    |
|---|---------------------|--------------------|--------|-----------------|--------|-------|----------|-----------|---------|------------|-----------------|
|   | Japan               |                    |        | 1               |        |       |          | Others(*) | Total   | Adjustment | statement<br>of |
|   | Account<br>Solution | Vendor<br>Solution | Europe | The<br>Americas | China  | ASEAN | Subtotal |           |         |            | income          |
| Revenues  |                     |                    |        |                 |        |       |          |           |         |            |                 |
| Revenues from third parties                           | 45,797              | 16,609             | 31,133 | 4,695           | 12,493 | 7,134 | 117,862  | 12,093    | 129,956 | (1,976)    | 127,979         |
| Intersegment<br>Revenues<br>Revenues and<br>transfers | 2,005               | (20)               | _      | _               |        | _     | 1,985    | 1,712     | 3,697   | (3,697)    | _               |
| Total   | 47,802              | 16,589             | 31,133 | 4,695           | 12,493 | 7,134 | 119,847  | 13,805    | 133,653 | (5,674)    | 127,979         |
| Segment profit  | 14,618              | 3,444              | 11,029 | 1,193           | 3,436  | 12    | 33,734   | 2,138     | 35,872  | (3,274)    | 32,598          |

<sup>(\*)</sup> "Others" includes business segments not included in any other reporting segments and includes companies to transform the structure through development and revitalization of business.

# (2) Old segmentation

(¥ million)

|   |                    | Rep                 | orting segm                     | ents                 | ( )      |                       |         | Consolidated statement |              |  |
|---|--------------------|---------------------|---------------------------------|----------------------|----------|-----------------------|---------|------------------------|--------------|--|
|   | Financial services | Commission services | Supply<br>and sales<br>services | Global<br>businesses | Subtotal | Others <sup>(*)</sup> | Total   | Adjustment             | of<br>income |  |
| Revenues  |                    |                     |                                 |                      |          |                       |         |                        |              |  |
| Revenues from third parties Intersegment revenues | 46,467             | 14,341              | 11,143                          | 55,456               | 127,409  | 569                   | 127,979 | _                      | 127,979      |  |
| Revenues and transfers                            | 1,350              | 952                 | 530                             | _                    | 2,833    | _                     | 2,833   | (2,833)                | _            |  |
| Total   | 47,818             | 15,294              | 11,673                          | 55,456               | 130,243  | 569                   | 130,813 | (2,833)                | 127,979      |  |
| Segment profit                                    | 17,114             | 1,454               | 3,115                           | 15,672               | 37,356   | 569                   | 37,926  | (5,327)                | 32,598       |  |

<sup>(\*)</sup> "Others" section represents the financial revenue of headquarters management division that does not belong to reporting segments.