

To whom it may concern:

Hitachi Capital Corporation

Re: “Mid-Term Management Plan (FY2013 to FY2015)”
 — Transformation into a “High-Profit Enterprise” to Achieve Sustainable Growth —

Hitachi Capital Group is pleased to announce that we developed the Mid-Term Management Plan for the period from FY2013 to FY2015 as outlined below.

■ Outline of FY2013 to FY2015 Mid-Term Management Plan ■

The Mid-term Management Plan focuses on three management points and pursues “transformation into a ‘high-profit enterprise’ to achieve sustainable growth” in order to achieve ROE greater or equal to 8%, ordinary income ¥34.0 billion, OHR* less than 63% in FY2015, the final year of the Plan.

* Over Head Ratio

◆Transformation

“Continuous structural transformation into competitive management base”

◆Achieving growth strategies

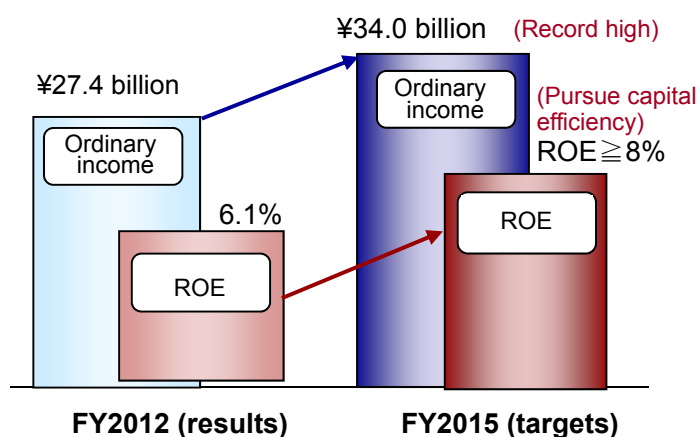
“Offering optimal solutions” and “Contributing to local community”

◆Strengthening management base

Focus on “quality” as the base for competitive advantage

Targets of FY2013 to 2015 Mid-Term Management Plan

◆Transition from the recovery stage to the growth stage



Consolidated Targets for FY2015		
	FY2012	FY2015
ROE	6.1%	ROE ≥ 8%
Ordinary income	¥27.4 billion	¥34.0 billion
OHR	67%	OHR < 63%

Note:
 OHR = SG&A expenses / (Revenues – Financing costs)

I. Basic Concept of the Mid-Term Management Plan

1. Outline of the Mid-Term Management Plan

FY2015 Mid-Term Management Plan (three-year period from FY2013 to FY2015) is positioned as “a transition to the growth stage” and focuses primarily on the following three points in order to **“transform the Company into a high-profit enterprise”** to achieve sustainable growth.

- (1) In response to the constantly and drastically changing management environment, we will continuously transform our structure into “competitive management base.”
- (2) As part of the growth strategies, we will offer optimal solutions with the market-led approach to Hitachi Group, key accounts and social needs. As the global shifting is accelerated, we will promote thorough localization to meet the local markets’ needs and contribute to local communities.
- (3) We will improve the quality of governance and risk management as they form the foundation of sustainable growth and give us competitive advantage, and also enhance management base in order to become a company that can provide a sense of security and trust to stakeholders.

In the next sustainable growth stage to follow the FY2015 Mid-term Management Plan, we will focus on enhancement of the management base and aim at the goal of **“maintaining stockholders’ equity ratio of 10%* and ROE greater or equal to 10%.”**

*on a risk asset basis

II. Strategies to Achieve FY2015 Mid-Term Management Plan

1. Transformation

— Continuous structural transformation into competitive management base —

The Group must continuously transform its structure to realize the ideal form. As an effort to transform into a high-profit enterprise, it is crucial to pursue a reform without sanctuary to “transform into globally competitive management base.” We continuously promote such efforts as “Smart Transformation Project” in order to further evolve Hitachi Capital Group’s “strengths” and achieve the growth strategy and enhancement of management base.

2. Achieving growth strategies

— “Offering optimal solution” and “Contributing to local community”

(1) [Hitachi Group Business] — “One Hitachi” —

In order to provide solutions to issues that society and customers are facing, Hitachi Group work together as “One Hitachi,” and Hitachi Capital Group also plays a role as the financial service division. We intend to accelerate our growth strategies by strengthening our business alliances with Hitachi Group on a global basis and by enhancing Hitachi Group’s capabilities to propose and carry out solutions.

【Major plans】

- Cooperating with Hitachi Group in business expansion and providing financial service functions
- Enhancing solution capability by integrating financial function to Hitachi Group’s manufacturing service
- Risk control in Hitachi Group’s growth strategies

(2) [Japan Business] — Reforming the business model —

We will aim to reform our business model by identifying our strong sector where we can take advantage of our market-led approach, improve profitability, and focus on creation of new business opportunities such as social infrastructure and renewable energy, and also aim to increase revenues as profit and management base towards the Group’s sustainable growth, in order to challenge our new growth strategies.

【Major plans】

- ① Growing sectors, focused sectors
 - Focusing on social infrastructure, renewable energy, health care, and agriculture sector
 - Meeting market needs and create new domestic demands by market-led approach
- ② Niche No.1 strategy
 - Establishing No.1 position in the vendor lease business
 - Establishing No.1 share group in auto lease business
- ③ Increasing profitability in fundamental businesses
 - Continuing the cost structure reform and efficiency improvement by promoting “Smart Transformation Project”
 - Continuous assessment of low profitability business

(3) [Global Business] — Pursue true globalization —

As a growth driver of the Group, we will promote localization and enhance business alliance with Hitachi Group in growing areas primarily in Asia. We will also enhance management base such as governance and risk management and accelerate global shifting in four overseas areas (Europe, Americas, China and ASEAN) in order to pursue true globalization.

【Major plans】

- ① Promoting localization
 - Becoming “global company that strives for harmonious coexistence and contribution to local communities
- ② Accelerating the pace of the shift of our business focus to the global market via four operational centers in Europe, the Americas, China, and ASEAN
 - Dealing with global growth demands