



Corporate Data 2023

CONTENTS

Corporate Vision / Company Profile / Company History . . .	1
Organization / Executives	2
Message from the Management	3
Financial Highlights / Main Products Serviced	4
Service Network / Support Structure	5

Being the best partner to co-create the Next step

As Hitachi High-Tech Group

Hitachi High-Tech SPIRIT

CHALLENGE

SPEED

OPENNESS

TEAMWORK

These four key words make up the SPIRIT that informs all conduct of Hitachi High-Tech Group employees and represents our commitment to this vision.

Company Profile

Company Name	Hitachi High-Tech Fielding Corporation
Incorporated	April 1, 1965
Capital	1 billion yen
Shareholder	Hitachi High-Tech Corporation
Number of Employees	950 (as of April 1, 2023)
Network	41 Offices in Japan (as of April 1, 2023)
Principal Business	<ol style="list-style-type: none"> (1) Maintenance and Service, (2) Sales for Parts of Industrial Instruments, Scientific Instruments, Medical Instruments, and Semiconductor Fabrication Equipment Construction such as Industrial Instruments installation
Other	ISO9001:2015 certification acquired ISO14001:2015 certification acquired
URL	https://www.hitachi-hightech.com/global/about/corporate/group/hfd/

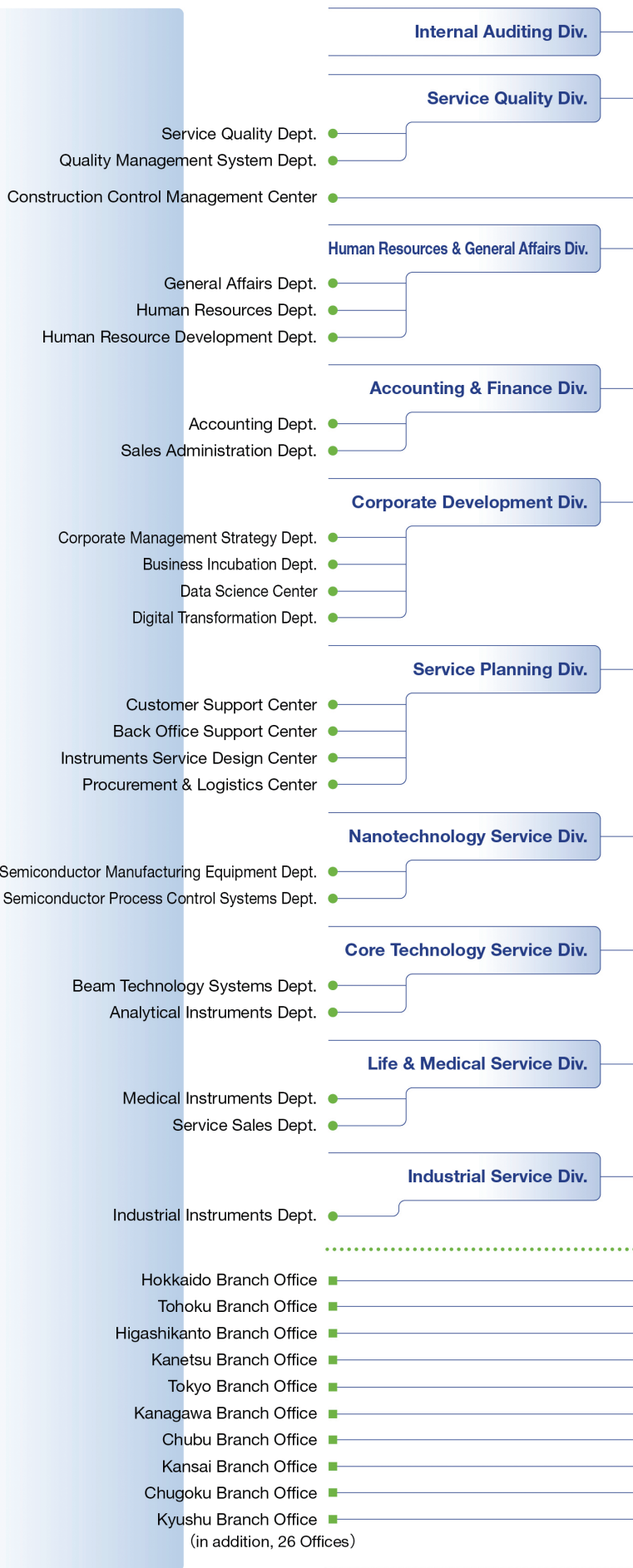
Company History

1965	Established in corporate spinoff with 10 million yen in capital from Nissei Sangyo (now Hitachi High-Tech Corporation) as Hitachi Instruments Service Co., Ltd. to provide field services for Hitachi instruments (Head Office: Chiyoda-ku, Tokyo) Launches instrumentation work Launches product installation, test run, and regular inspection work
1970	Head Office moves to Shibuya-ku, Tokyo
1971	Begins servicing automatic medical analytical instruments
1972	Launches export of parts for scientific instruments
1974	Launches sales of parts for scientific instruments
1979	Begins servicing semiconductor manufacturing equipment
1984	Begins servicing imported instruments
1985	Begins servicing information equipment systems
1991	Establishes Korea HISCO Ltd.
2000	Head Office moves to Shinjuku-ku, Tokyo Establishes Asia HISCO Co., Ltd. (Taiwan)
2001	Establishes HISCO Europe GmbH Takes responsibility of work related to etch systems
2002	Establishes HISCO Shanghai Co., Ltd.
2004	Takes responsibility of servicing foreign matter/visual inspection equipment for semiconductors
2005	Marketing and after-sales servicing of information and video-related products transferred to Hitachi High-Tech Solutions Corporation
2006	Four overseas subsidiaries [Korea HISCO Ltd., Asia HISCO Co., Ltd. (Taiwan), HISCO Europe GmbH, and HISCO Shanghai Co., Ltd.] integrated into overseas group companies of Hitachi High-Technologies group Company name changed to Hitachi High-Tech Fielding Corporation
2010	Telephone inquiries centralized to Customer Support Center at Headquarters
2015	Marks 50th anniversary of founding
2020	Head Office moves to Minato-ku, Tokyo
2021	Takes responsibility of servicing FIB-SEM composite equipment

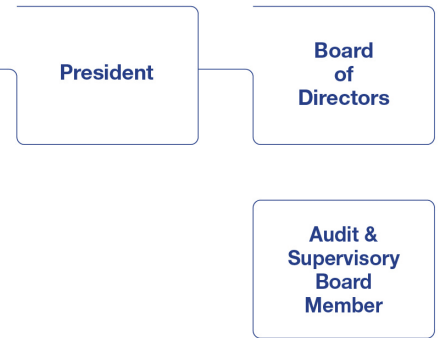
Organization (as of April 1, 2023)

Executives (as of April 1, 2023)

Customers



President	Setsuo Nakano
Director	Kazunao Homma
Director	Akira Takamura
Director	Shinya Fukui
Director	Tetsuhiro Fujimoto
Director	Hideaki Yoshida
Director	Masatoshi Azuma
Director	Taku Sakazume
Director	Toru Isoguchi
Director	Masaaki Aoyagi
Audit & Supervisory Board Member	Shinya Ito
Audit & Supervisory Board Member	Tatsuya Ogata



Message from the Management

I am pleased to take this opportunity to present an overview of our performance in fiscal 2022 (April 1, 2022 to March 31, 2023) and to express my appreciation for your continued patronage and support.

During fiscal 2022, with the spread of the COVID-19 vaccine and having government restrictions relaxed, the Japanese economy started to see signs of recovery, especially in personal consumption. However, the recovery of the economy proved to be slow, with soaring crude oil raw material prices, the rapidly weakening yen, and difficulties in procuring semiconductor components, which put much pressure on corporate income and expenditures.

In this economic environment, we have made efforts to expand our core business of preventive maintenance through reinforcing our technological strengths under the policy of "Continuing to enhance product services based on stable operations and developing value proposition services." In addition, we have been working to promote contactless services and expand our online content, along with adapting to the new normal by allowing servicing engineers to go directly to their worksites and then back home after performing our servicing activities.

As a result, revenue stood at 74.233 billion yen (a 12.6% increase year over year), ordinary income at 6.862 billion yen (a 26.0% increase), and net income at 4.798 billion yen (a 27.2% increase). In light of the current challenges facing Japan and other countries, although the economy is expected to recover as COVID-19 restrictions are relaxed, soaring prices of crude oil raw materials, the rapidly weakening yen, and shortages of semiconductor components have created an uncertain outlook toward the future. The market environment the company faces is one in which work styles adapting to the new normal have been established, digital transformation (DX) is accelerating and the need for data utilization and network services is further increasing. With this, competitors are also expanding their utilization of AI technology and provision of remote services. Market growth is expected.

Given such an environment, in order for the company to continue enhancing product services based on stable operations and developing value proposition services, we will continue our value co-creation strategy utilizing the four basic policies outlined below as well as the "three feedbacks" in order to further strengthen our service functions.

The first component of this policy is "strengthening the foundation that supports the service business." To continue enjoying the trust of society, we strive to always comply with all laws and regulations and uphold our corporate ethics under the principle of "Basics and Ethics." In addition, the company positions its policy of improving employee satisfaction (ES), centered on workstyle reforms as an important management strategy, and will endeavor to improve productivity by revising inward-looking, tokenistic operations, along with enhancing internal systems that support employees' diverse working styles, while continuing to create a

horizontal and open environment for communication. Furthermore, we will review business processes other than customer touchpoints in conjunction with the deployment of DX and strive to reinforce our business foundation by digitizing management and improving the speed and accuracy of communicating information.

The second component is "promoting a more stable operation for delivered equipment." We will focus on ensuring the stable operation of equipment and instruments by implementing reliable preventive maintenance and on developing services such as predictive diagnostics and remote support based on equipment feedback, thus helping customers boost their operating efficiency. In addition, we will seek to eliminate product safety (PS) accidents*¹ by identifying parts beyond their design life and points needing maintenance based on accumulated operation data for long-term equipment operation, and then notifying the customer.

The third component is "enhancing services to meet customer expectations." We will strive to uncover potential needs by actively collecting information using advanced technologies such as IoT, analyzing customer feedback, and improving the communication skills of engineers. Meanwhile, we will seek to work with customers to co-create value by proposing new solutions and services that meet their needs. In addition, we are constantly working to stabilize the supply of parts to meet the delivery dates requested by customers, while endeavoring to develop and roll out IT tools aiming to expand new services, such as contactless solutions, along with predictive maintenance and detection, with the aim of providing services of an even higher quality.

The fourth component is "enhancing the Hitachi High-Tech Group's leading-edge capabilities." We will work with other Hitachi Group and Hitachi High-Tech Group companies to strengthen our products, such as through the promotion of concurrent engineering, and by entrenching and deepening improvement schemes such as SQRA activities*² which utilize service feedback. In addition, we will work to increase the value that we provide to customers by diversifying our communication channels, enhancing our online content, and strengthening opportunities for communication with customers in various ways.

We appreciate your support and ask for your continued patronage in the future.

*1 PS accidents: Accidents related to product safety, such as personal injury, smoke, fire, and leakage

*2 SQRA: Safety and Quality through Risk Assessment

Setsuo Nakano

President Hitachi High-Tech Fielding Corporation



Financial Highlights

Category		By Fiscal Year		
		Fiscal 2020	Fiscal 2021	Fiscal 2022
Revenues	(million yen)	57,320	65,942	74,233
Net income	(million yen)	2,695	3,771	4,798
Net income per share	(yen)	1,347.66	1,885.49	2,399.17
Total assets	(million yen)	36,243	42,400	46,146
Net assets	(million yen)	18,109	20,296	22,888

Note: All amounts are rounded to the nearest million yen.

Main Products Serviced

Semiconductor Manufacturing Equipment and Semiconductor Process Control Systems

Etch systems, measuring equipment, wafer surface inspection systems

Electron Microscopes/Probe Microscopes

Transmission electron microscopes (TEM), scanning transmission electron microscopes (STEM), scanning electron microscopes (SEM), focused ion beam systems / focused ion beam scanning electron microscopes (FIB/FIB-SEM), photomask repair systems (MR), scanning probe microscopes (SPM/AFM), coherence scanning interferometry (CSI), peripheral devices for electron microscopes, precision polishing equipment by ALLIED, sample preparation devices for electron microscopes by Leica

Analytical Systems

Spectrophotometers, fluorescence spectrophotometers, atomic absorption spectrophotometers, high performance liquid chromatographs, high speed amino acid analyzers, chromatographic data processing systems, and imported equipment such as permeation instruments

Medical Systems

Automatic biochemical analyzers, sample pre-processing systems, gene-related testing systems, and high purity water production systems

Measurement Control Systems

Equipment for measurement and control, factory automation systems, various types of water quality analysis equipment, control panels/control equipment, instrumentation equipment

Service Network (as of April 1, 2023)

Headquarters Address : Toranomon Hills Business Tower, 1-17-1 Toranomon, Minato-ku, Tokyo 105-6410, Japan

Service Units

Hokkaido / Tohoku Area

Hokkaido Branch Office	(Sapporo)
Obihiro Office	(Obihiro)
Tohoku Branch Office	(Sendai)
Morioka Office	(Morioka)
Akita Office	(Akita)
Sakata Office	(Sakata)
Fukushima Office	(Koriyama)

Kanto / Koshinetsu Area

Tokyo Branch Office	(Shinjuku)
Kanagawa Branch Office	(Yokohama)
Chiba Office	(Chiba)
Higashikanto Branch Office	(Hitachinaka)
Tsukuba Office	(Tsukuba)
Kashima Office	(Kamisu)
Kanetsu Branch Office	(Saitama)
Takasaki Office	(Takasaki)
Niigata Office	(Niigata)
Matsumoto Office	(Matsumoto)

Chubu / Hokuriku Area

Chubu Branch Office	(Nagoya)
Shizuoka Office	(Shizuoka)
Yokkaichi Office	(Yokkaichi)
Kanazawa Office	(Kanazawa)

Kansai / Shikoku Area

Kansai Branch Office	(Osaka)
Kyoto Office	(Kyoto)
Hyogo Office	(Akashi)
Takamatsu Office	(Takamatsu)
Matsuyama Office	(Matsuyama)

Chugoku Area

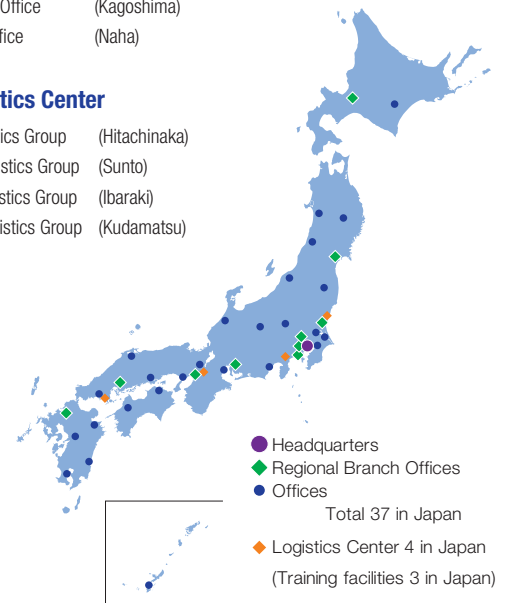
Chugoku Branch Office	(Hiroshima)
Okayama Office	(Okayama)
Matsue Office	(Matsue)
Shunan Office	(Shunan)

Kyushu / Okinawa Area

Kyushu Branch Office	(Fukuoka)
Kumamoto Office	(Kumamoto)
Oita Office	(Oita)
Miyazaki Office	(Miyazaki)
Kagoshima Office	(Kagoshima)
Okinawa Office	(Naha)

Logistics Center

Naka Logistics Group	(Hitachinaka)
Oyama Logistics Group	(Sunto)
Kansai Logistics Group	(Ibaraki)
Kasado Logistics Group	(Kudamatsu)



Support Structure

We have established a system for reliably receiving domestic inquiries 24-hours-a-day under contract, thereby ensuring prompt, accurate response to customer problems and requests.

Customer Support Center

Reception staff members and resident service engineers provide careful, fine-tuned assistance while checking a comprehensive customer database that includes information about the customer's equipment and past assistance records. We handle a wide range of inquiries, such as concerns about system conditions, uncertainty about maintenance, questions about usage, and requests to purchase consumables.

Preparing for natural disasters

The Customer Support Center plays a core role in providing information and responding to emergencies when earthquakes and other natural disasters strike, and offers a wide range of support.

