

Hitachi Healthcare Business in Russia

April 15, 2013

N. Oshima
Executive Officer
Hitachi Medical Corporation

1. Corporate Foundation of Hitachi

- Founded in 1910 as a machine repair shop at Kuhara Mining Company in Hitachi City, Ibaraki Prefecture, Japan (Incorporated in 1920)
- Hitachi founding spirit: Harmony, sincerity, pioneering spirit
Corporate credo: Contribute to society through the development of superior, original technology and products



Founder Namihei Odaira



Original repair shop in Ibaraki (1910)

2. Corporate Data of Hitachi, Ltd.

Corporate Profile*

Corporate Name	Hitachi, Ltd.
Established	February 1, 1920 [Founded in 1910]
Headquarters	6-6, Marunouchi 1-chome, Chiyoda-ku, Tokyo, 100-8280 Japan
President	Hiroaki Nakanishi



Capital & Number of employees*

Common Stock	427,775 million yen
Number of Employees	323,540

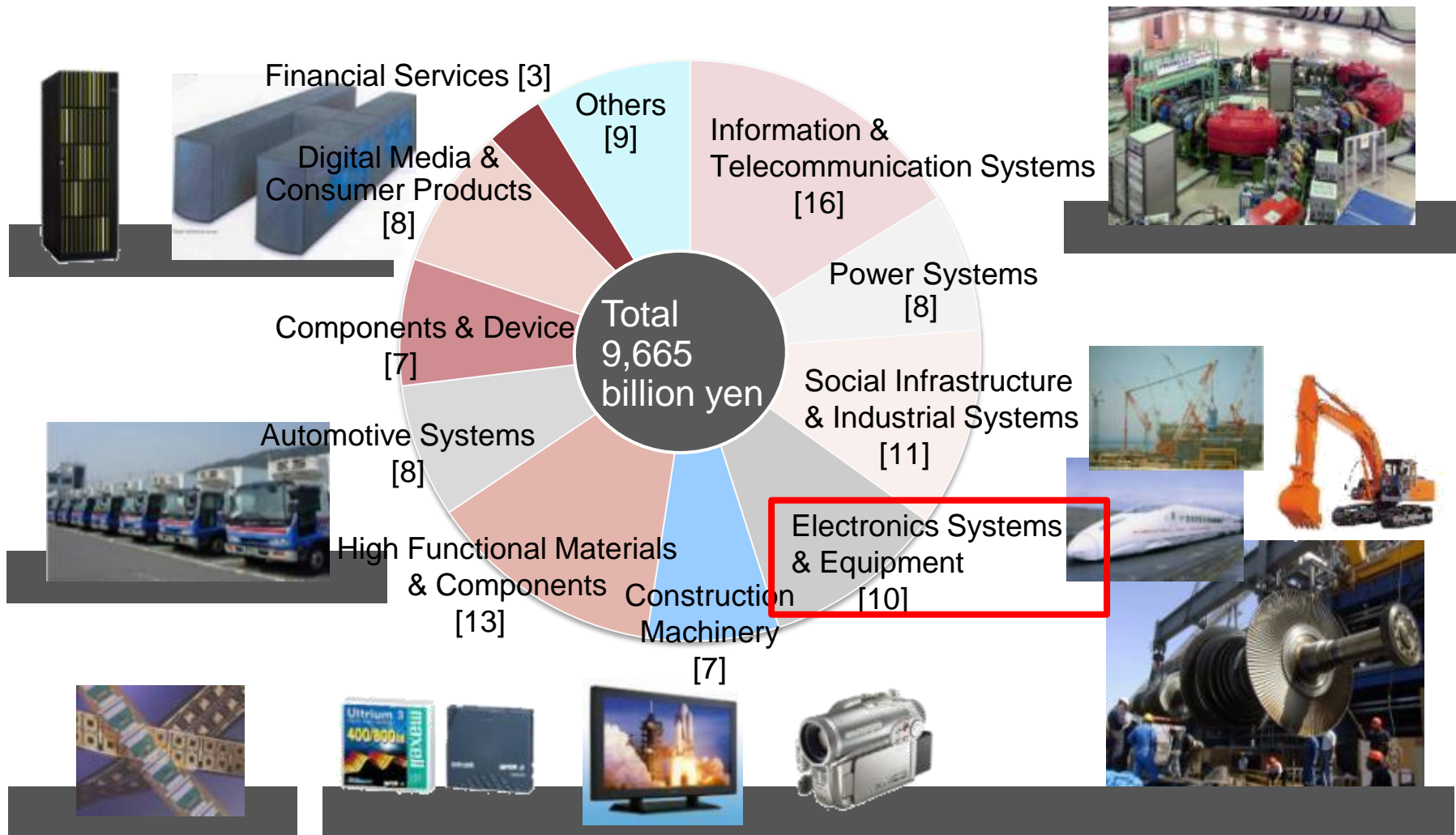


Stock Overview*

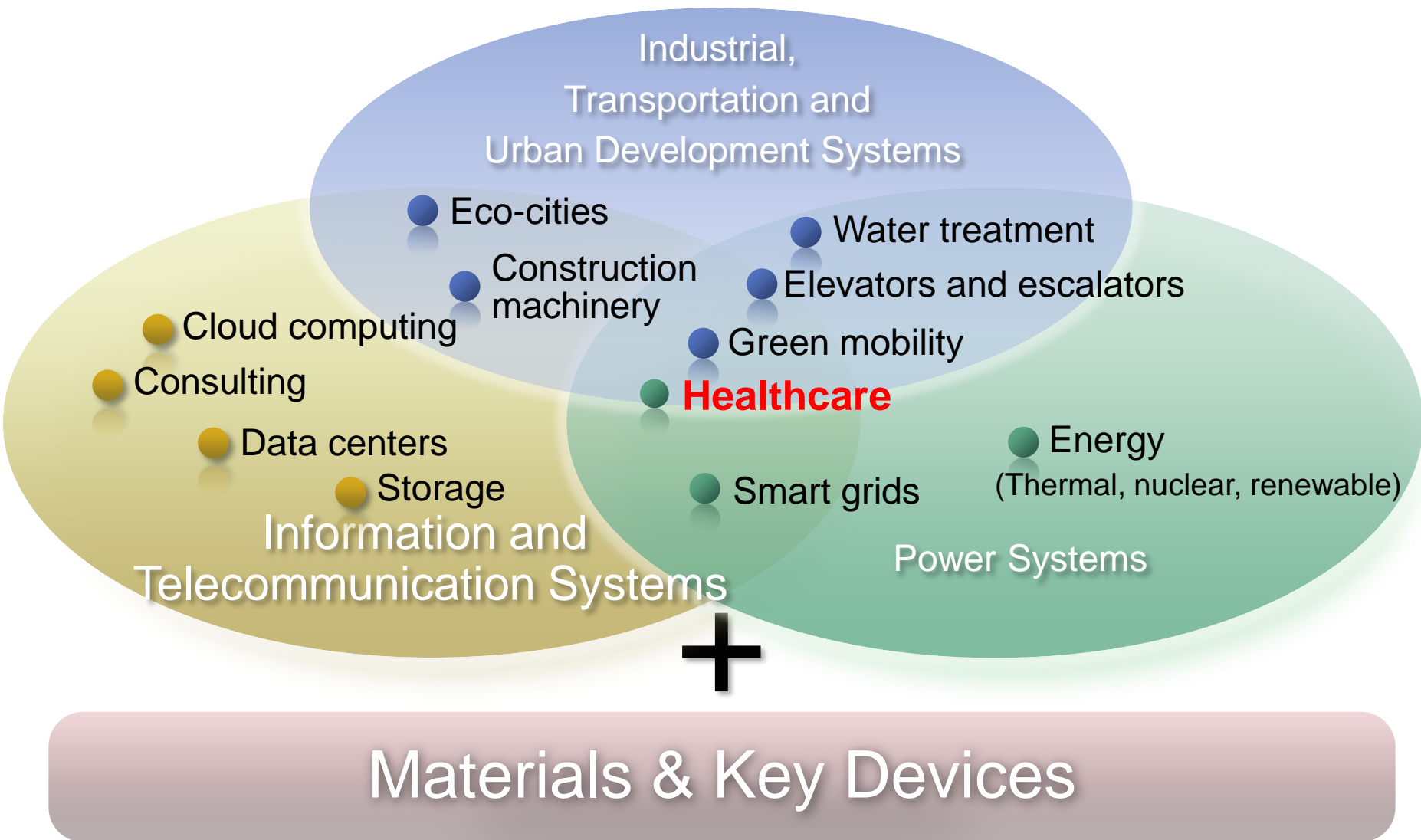
Common Stock	Authorized: 10,000,000,000 shares Issued: 4,637,785,317 shares
Number of Shareholders	418,528
Stock Exchange Listings	Overseas: New York stock exchange (delisted on April 27, 2012) Japan : Tokyo, Osaka, Nagoya, Fukuoka and Sapporo stock exchanges (delisted on May 18, 2012 at Fukuoka and Sapporo stock exchanges)

3. Broad Business Area

Group Revenue by Industry Segment



4. Focused Business Areas



5. Commitment to Healthcare

Healthcare business that supports a healthy and safe society

Rendering of Hitachi Medical Systems (Suzhou)



MD Anderson Cancer Center, U.S.



Diagnosis

- Hitachi Medical Corporation:
 - Made Aloka Co., Ltd. a subsidiary
 - Construction of new plant in Suzhou, China
- Hitachi High-Technologies Corporation:
 - Clinical chemistry, immunodiagnostic, genetic analysis
 - Deepen and develop SCB*¹ business with reagent manufacturers

Treatment

- Proton beam therapy system:

- U.S.: MD Anderson Cancer Center and others
- Japan: Hokkaido University

Strengthen global competitiveness

Fusion

Contribute to advanced medical treatment

Corporate Healthcare Group [Established in June 2011]

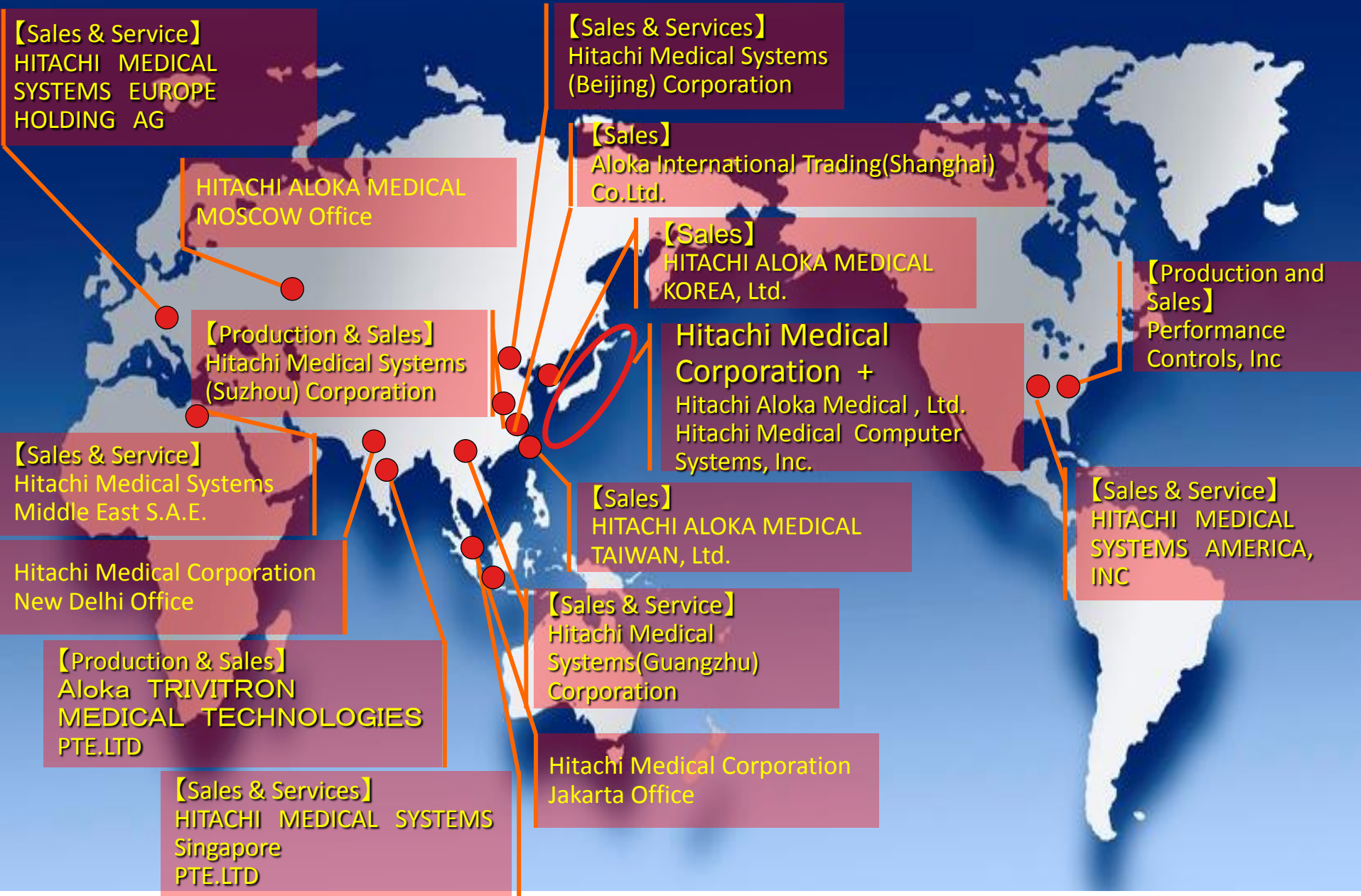
- Expand and diversify PET*² support services business

Strengthen services business, nurture new business

Information, service and drug development

*1: System Collaboration Business
*2: Positron Emission Tomography

6. Profile of Hitachi Medical Corporation



7. Product lines



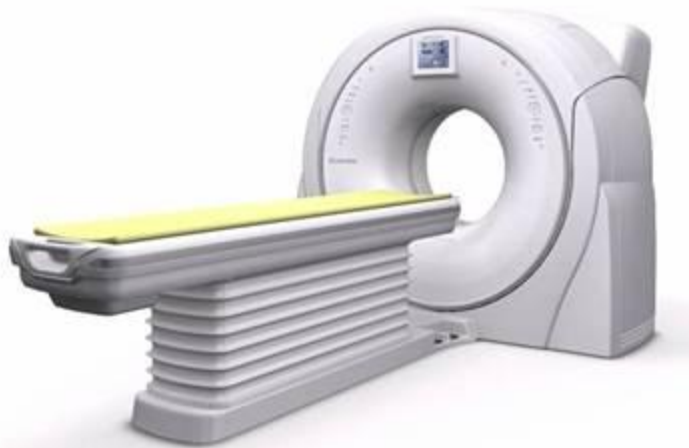
X-ray Diagnostic Systems



MR Imaging Systems



Ultrasound Scanners



CT Systems



Optical Topography Systems



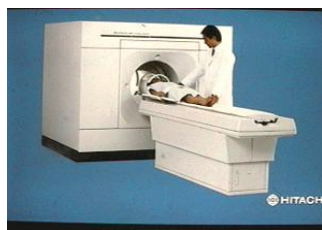
Medical Imaging Management Systems

8. Hitachi's MRI history

1987
PM Open
0.2T



MRP-20
1983
RM 0.15T



G-10



G-50

1992
PM Open
0.3T



MRP-7000

1995
PM Open
0.3T



AIRIS

1995
SCM 1.5T



Stratis

1998
PM Open
0.2T



AIRIS Mate

2001
SCM Open
0.7T

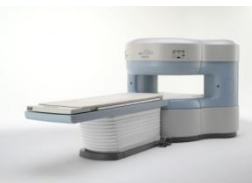


Altaire

2002
PM Open
0.4T



Aperto



AIRIS Elite

2006
SCM 1.5T



Echelon

2007
SCM Open
1.2T



OASIS

2007
PM Open
0.3T

2009
PM Open
0.3T



AIRIS Vento

2010
PM Open
0.4T



Aperto Lucent

2012
SCM 1.5T



Echelon Oval

9. Businesses in Russia

- **CT and MRI** = HMC > HMC's Europe Subsidiary > Russian Distributor (IPS) > End user
- **Ultrasound scanners** = HAM > Europe Subsidiary > Russian Distributor (IPS) > End user
> HAM's Russian Distributors > End user

■ HAM's Russian distributors

- Bimc Cardio Volga
- Bimk Cardio
- Izomed Alpha
- Iskra Industry Co. Ltd.
- Sibmedcom
- RUS-EXP

■ HMSE distributor IPS

- IPS
(Russia, Belarus, Ukraine, Georgia, Moldova)

■ HAM's NIS distributors

- Belarus / Geol-M
- Ukraine / Meditorg
- Kazakhstan / Iskra Industry
- Azerbaijan / Medeks
- Georgia / Deltamed
- Kyrgyzstan / A-LUX
- (Tajikistan, Moldova)



12. Ultrasound scanners

Digital Color Doppler Ultrasound Line-up



Noblus



HI VISION
Avius



HI VISION
Preirus



HI VISION
Ascendus



F37



Prosound α6



Prosound α7



Prosound
F75

P
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HI VISION

HI VISION
Ascendus

prosound F75

HI VISION
Preirus

prosound α7

HI VISION
Avius

prosound α6

Noblus

F37

prosound

Electronic Medical Systems

- Diagnostic Ultrasound Systems
- Bone Densitometry Systems
- Therapeutic and Surgical Systems
- Micro CT



Radiation Protection and Analytical Instruments

- Radiation Measuring Instruments
- Radiation Monitoring Systems
- Radiation-Applied Analytical Instruments
- Biotechnology Instruments



Clinical Laboratory Systems

- Clinical Laboratory Test Systems
- Automated Pipetting Systems
- Luminometry and Photometry Instruments

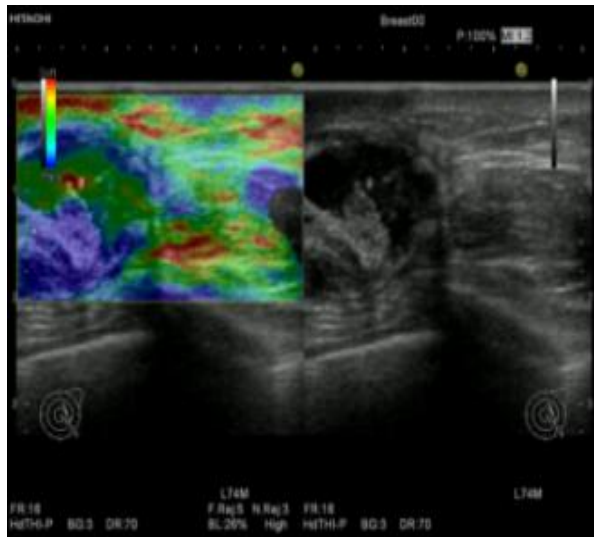


14. Russian ultrasound scanners

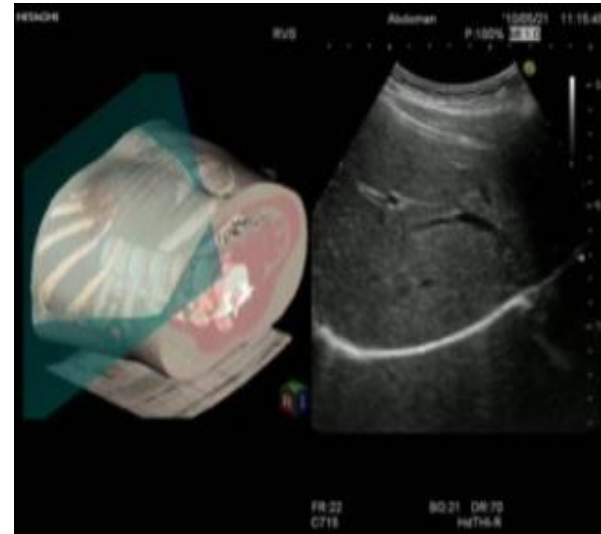
Features :

- Russian language available for certain systems
- High advanced technologies, such as Elastography, RVS, etc.

Real-time Tissue
Elastography



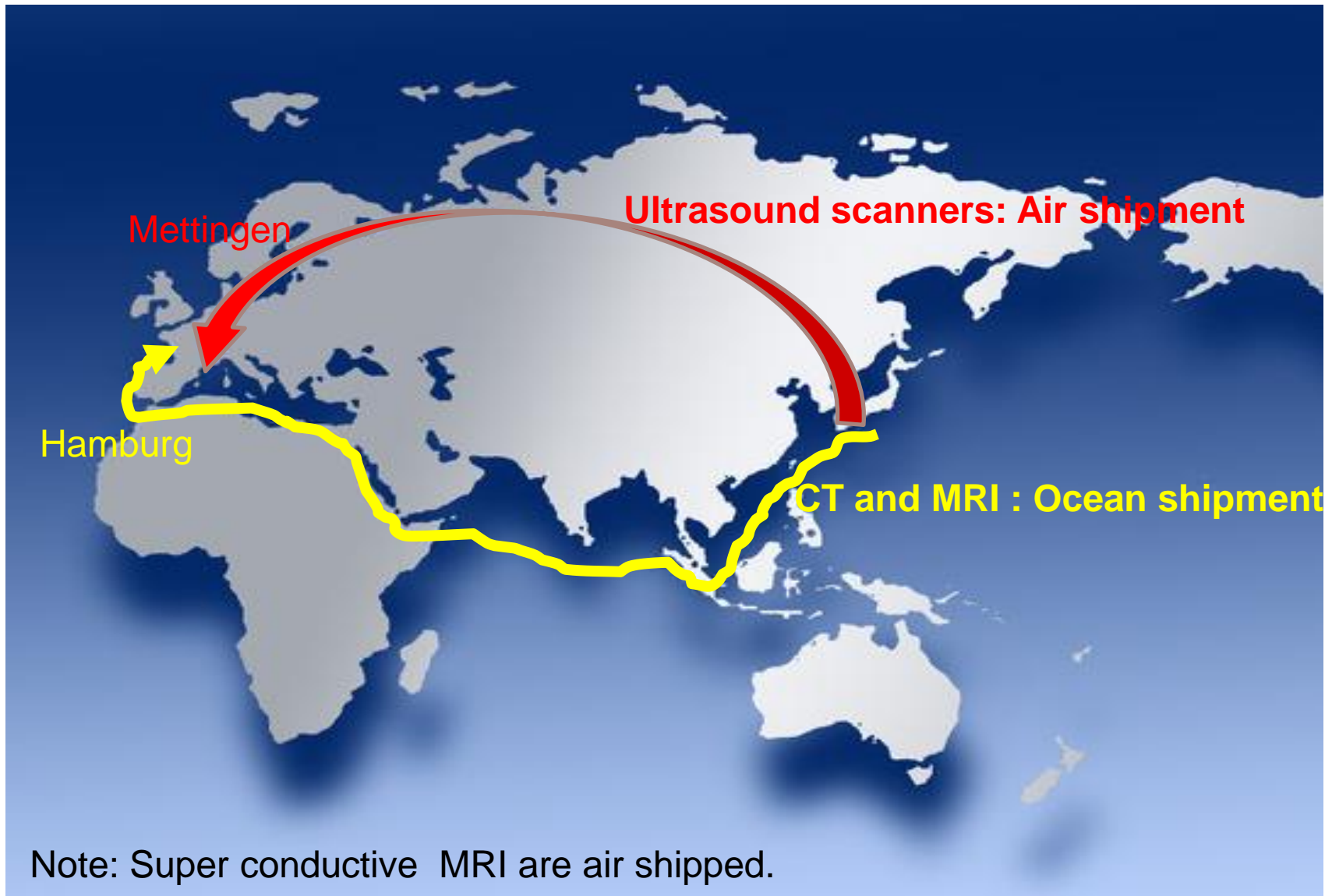
RVS
(Real-time Virtual Sonography)



Shipment record

Total number of Ultrasound shipments (in the past three years) : more than 1000 units

16. Regular transportation routes



Note: Super conductive MRI are air shipped.

17. Transportation route (far-eastern area)



Brief summary of Russian business (including NIS countries)

- Our main customers are public hospitals, medical institutions, private clinics, etc.
- Main sales are through governmental tenders

Establishing Moscow Office

- April 2012, Establishing Moscow Office
- The role and purpose of establishing Moscow office is to strengthen marketing and to facilitate collecting local information of governmental purchasing projects.

Moscow Office

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Vrazhek, Moscow, 119002
TEL: +7 (495) 617 17 67
Email info@hitachi-aloka.ru



Спасибо !!!

Thank you