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## **Vietnamese IT Company FPT Software to Sell Hitachi's Academic Affairs Information System for Universities**

*Both companies use their expertise to advance the university education environment in Vietnam*

Tokyo, Japan and Hanoi, Socialist Republic of Vietnam, May 21, 2014 --- Hitachi, Ltd. (TSE: 6501 / "Hitachi") today announced that the major Vietnam-based IT company FPT Software Co., Ltd. ("FPT Software") has recently commercialized Eduprove, an academic affairs information system for Vietnamese universities based on UNIPROVE/AS, a product that Hitachi Ltd. provides to Japanese universities. FPT Software will start local sales of Eduprove from July, backed by Hitachi's technical support. Both companies plan to combine their expertise through the sale of Eduprove to contribute to the advancement of the university education environment in Vietnam.

Hitachi and FPT Software sought to develop UNIPROVE/AS for Vietnamese universities based on a strategic partnership agreement they made in April 2012. UNIPROVE/AS is a comprehensive university management support system provided by Hitachi to Japanese universities. It provides information management for students from entry to graduation and administrative support for teaching staff. Together, the two companies localized the program into Vietnamese and changed the specifications in accordance with the Vietnamese university system to develop Eduprove. Furthermore, the companies installed Eduprove on a trial basis at FPT University, which was established by FPT Software parent company FPT Corporation. The companies made improvements to Eduprove based on feedback mainly from students and teaching staff, and FPT Software has now commercialized it.

Vietnam has established a goal of becoming an industrialized nation by 2020. It has implemented national education policies aimed at developing human resources suitable for industrialization and the university entrance rate has increased significantly. Moreover, from a demographic viewpoint, student numbers are projected to increase going forward, since people aged 20 or under account for approximately 35% of Vietnam's population. Vietnam is responding to these trends by establishing new universities or expanding on existing institutions. On the other hand, establishment of information systems for administrative efficiency and management

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support has become an issue, and demand for the information systems for universities is expected to increase.

FPT Software will promote sales of Eduprove backed by Hitachi's technical support, and has already moved forward with the full-fledged implementation of the system at FPT University. FPT Software will reinforce its sales structure and actively expand its sales channel by cultivating potential sales partners, while working to improve and advance the Vietnamese university education environment.

Hitachi will continue to work through its alliance with FPT Software to bolster development of Hitachi's information system solutions for universities in Vietnam.

#### ■ Comments from both companies

Nguyen Thanh Lam , CEO, FPT Software Co., Ltd.

The Eduprove system is jam-packed with the kinds of functions that Vietnamese universities require, and we believe it will be widely accepted in the Vietnamese market. We would one day like both companies to work together to develop services for universities in ASEAN countries.

Katsuya Nagano, Government & Public Corporation Information Systems Division Manager, Information & Telecommunications Systems Company, Hitachi, Ltd.

We are honored to have concluded a deal with FPT Software, a major Vietnamese software company, regarding Eduprove in Vietnam. We are certain that we can provide IT support for efficient university operation in Vietnam.

#### About FPT Software

Company Name	FPT Software Co., Ltd.
Location	Hanoi, Socialist Republic of Vietnam
Establishment	1999
CEO	Nguyen Thanh Lam
Number of Employees	Approximately 5,700
Business Overview	Major Vietnamese software company. Provides items such as software development and maintenance, ERP deployment, QA testing, migration services, embedded system development and business process outsourcing mainly for overseas markets.
Bases Worldwide	Japan (Tokyo and Osaka), Malaysia, United States, Europe and Australia

### **About Hitachi Group Initiatives in Vietnam**

In 1972, Hitachi exported the electric power facility to the Can Tho power generation plant and established the representative office in Ho Chi Minh City in 1994 and Hanoi in 1996 with a view to business development closely tied to the market. In June 2013, Hitachi signed a contract with a total value of approximately 37 billion yen with Management Authority for Urban Railways of the People's Committee of Ho Chi Minh City for the complete construction, including rolling stock and signaling systems of Line 1, Vietnam's first urban railway in Ho Chi Minh City, promoting the reinforcement of business centering on social infrastructure systems in the belief that Hitachi should contribute to Vietnamese social development. In August 2013, Hitachi established Hitachi Asia (Vietnam) Co., Ltd. with the aim of expanding its business in Vietnam, where further growth is forecast, and contributing to the country's stable economic growth.

### **About Hitachi, Ltd.**

Hitachi, Ltd. (TSE: 6501), headquartered in Tokyo, Japan, delivers innovations that answer society's challenges with our talented team and proven experience in global markets. The company's consolidated revenues for fiscal 2013 (ended March 31, 2014) totaled 9,616 billion yen (\$93.4 billion). Hitachi is focusing more than ever on the Social Innovation Business, which includes infrastructure systems, information & telecommunication systems, power systems, construction machinery, high functional materials & components, automotive systems, health care and others. For more information on Hitachi, please visit the company's website at <http://www.hitachi.com>.

### **About FPT Software Website**

<http://fpt-software.com/>

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Information contained in this news release is current as of the date of the press announcement, but may be subject to change without prior notice.

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