

News Release

FOR IMMEDIATE RELEASE

Hitachi Expands Relationship with SAP to offer SAP HANA® Enterprise Cloud service and Accelerate Customers' Journey to SAP HANA

Tokyo, 26 April, 2017 --- Hitachi, Ltd. (TSE:6501) today announced that it has concluded an agreement with SAP to be a supplier for the SAP HANA® Enterprise Cloud. This agreement builds on Hitachi's long-standing strategic alliance with SAP. Under the terms of the agreement, Hitachi and oXya, a Hitachi Group company and a leading SAP-certified provider of cloud services, will deliver their support services to customers via SAP HANA Enterprise Cloud. The agreement will leverage Hitachi and oXya's unique delivery model, offering an assigned support team located on-shore or near-shore and personally familiar with their customer systems, to deliver excellent quality of service based on highly reliable integrated infrastructure with Hitachi storage.

The agreement is a global one, recognizing Hitachi as one of the select partners delivering SAP HANA Enterprise Cloud around the world. Hitachi will deliver the service in Japan. oXya will initially deliver the service in the U.S., Canada and France, and expand delivery over time to other regions.

Hitachi and its subsidiaries, including Hitachi Data Systems (HDS) and Hitachi Consulting, have had a strategic relationship with SAP since 1994, including the sales, integration and implementation of SAP® solutions. Through its Global Technology Partnership with SAP, Hitachi Unified Compute Platform for SAP HANA has been certified by SAP as a highly reliable solution. Hitachi's platform has a proven track record, providing customers around the world with industry-leading availability, scalability and performance for their business-critical data systems.

For nearly 20 years, oXya has been providing high quality managed services all over the world to hundreds of SAP enterprise customers running SAP software. Known for providing some of the best customer service in the SAP ecosystem, oXya delivers an efficient and secure support to SAP customers, helping them make a fast and smooth transition to SAP HANA and SAP S/4HANA®, leveraging oXya's expertise and experience.

“Hitachi and SAP have a long history of collaboration and with this agreement, we are

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pleased to take our partnership to the next level,” said Toshio Nakano, President of IT Platform Products Management Division, Hitachi, Ltd. “Hitachi and oXya will offer customers on SAP HANA Enterprise Cloud the same unique delivery model that we have been providing for many years – customer-assigned support teams that are located on-shore or near-shore. Each team builds a close relationship and intimate knowledge of its customer, which enables the team to provide the highest quality of service to our customer. This unique delivery model has gained trust from hundreds of enterprise customers worldwide, and earned us an industry-leading customer satisfaction rate of nearly 100 percent*. As customers explore the strategic challenges they are facing, including digital transformation, big data, and IoT, Hitachi and SAP bring a strong alliance that helps ensure a secure and efficient deployment and a highest level of performance and quality to all these crucial topics”.

* Based on a survey done in summer of 2016, among oXya customers around the world, 98% of oXya customers are completely satisfied with oXya services. The survey was done by People Vox, a French research firm which specializes in conducting internal surveys in companies and public institutions, marketing studies, and opinion polls.

“We look forward to expanding our long relationship spanning more than 20 years with Hitachi and to broadening our relationship with oXya,” said Stephen Spears, senior vice president, SAP HANA Enterprise Cloud, SAP SE. “We see great demand from existing and new customers for SAP HANA and SAP S/4HANA. The cloud approach is a faster and easier way for most customers to implement our innovative technologies. To expedite their digital transformation, customers will be able to leverage SAP HANA Enterprise Cloud, delivered with Hitachi and oXya services.”

About oXya

oXya, a Hitachi Group Company, is a leader in technical services, managed services, and cloud solutions for SAP clients. oXya helps global enterprises and midsize organizations increase the efficiency and flexibility of their mission-critical SAP infrastructure and support operations, through a dedicated team of SAP experts organized around the customer’s business. With 700 full-time technical SAP experts and IT specialists in North America, Western Europe, and Asia-Pacific, and data centers around the world, oXya provides managed cloud services for SAP software to 350 enterprise customers worldwide, and technical services for SAP software to over 1,000 enterprise customers. oXya customers enjoy a unique support model, with a specific on-shore or near-shore team assigned to each customer. This unique feature leads to 98% of oXya customers being fully satisfied with oXya services. For more information, visit us at www.oXya.com.

About Hitachi, Ltd.

Hitachi, Ltd. (TSE: 6501), headquartered in Tokyo, Japan, delivers innovations that answer society's challenges. The company's consolidated revenues for fiscal 2015 (ended March 31, 2016) totaled 10,034.3 billion yen (\$88.8 billion). The Hitachi Group is a global leader in the Social Innovation Business, and it has approximately 335,000 employees worldwide. Through collaborative creation, Hitachi is providing solutions to customers in a broad range of sectors, including Power / Energy, Industry / Distribution / Water, Urban Development, and Finance / Government & Public / Healthcare. For more information on Hitachi, please visit the company's website at <http://www.hitachi.com>.

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SAP Forward-looking Statement

Any statements contained in this document that are not historical facts are forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. Words such as “anticipate,” “believe,” “estimate,” “expect,” “forecast,” “intend,” “may,” “plan,” “project,” “predict,” “should” and “will” and similar expressions as they relate to SAP are intended to identify such forward-looking statements. SAP undertakes no obligation to publicly update or revise any forward-looking statements. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. The factors that could affect SAP's future financial results are discussed more fully in SAP's filings with the U.S. Securities and Exchange Commission ("SEC"), including SAP's most recent Annual Report on Form 20-F filed with the SEC. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates.

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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.
