

# News Release

## **HIES Establishes Sales and Service Organizations at Local Manufacturing Base in Malaysia to Strengthen the Industrial Equipment Business**

**Tokyo, January 8, 2016** ---Hitachi Industrial Equipment Systems Co., Ltd. (“HIES”) today announced that it has established new sales and service organizations at Hitachi Industrial Equipment (Malaysia) Sdn. Bhd. (“HIE Malaysia”), the local manufacturing base, and has begun comprehensive manufacturing, sales, and service operations to strengthen the industrial equipment business in Malaysia.

In recent years, Malaysia has demonstrated remarkable economic growth; investments in social infrastructures and increased demand for energy-efficient products are expected to bring about steady growth in the industrial equipment market.

In response to these conditions, in October 2015, HIE Malaysia relocated to Klang, a suburb of Kuala Lumpur, where many Japanese companies have set up operations. The newly built plant doubled its manufacturing capacity and strengthened its local-lead operation. The establishment of new sales and service organizations will unify operations in manufacturing, sales, and service that provides even quicker and more detailed response to customer needs.

HIES will strive to further expand the industrial equipment business in Malaysia, using HIE Malaysia as its core base of operations, while at the same time accelerating the growth of business with a view toward expansion into other ASEAN countries.

### **Outline of HIE Malaysia**

<b>Name</b>	Hitachi Industrial Equipment (Malaysia) Sdn.Bhd.
<b>Head Office</b>	Klang, State of Selangor
<b>Address</b>	Lot 6498, Batu 5 ¾ Lorong Haji Abdul Manan, 42100, Klang Selangor Darul Ehsan
<b>President</b>	Gen Kano
<b>Outline of Business</b>	Manufacture and sales of various industrial equipment products, as well as after sales service
<b>Employees</b>	59 (tentative)
<b>Capital</b>	2.5 million RM (approx. 75 million yen (converted at 30 yen/RM))
<b>Capital Investment Ratio</b>	Hitachi Industrial Equipment Systems Co., Ltd.: 100%

**About Hitachi Industrial Equipment Systems Co., Ltd.**

HIES, established in 2002, is a 100% subsidiary of Hitachi, Ltd. It is involved in manufacturing, sales, service, and system solutions encompassing a wide range of industrial electrical equipment, including industrial motors, which were the original products offered by the Hitachi Group more than 100 years ago. In the transformer business, HIES holds a substantial share of the Japanese market for power distribution transformers, and is actively promoting overseas rollout through collaborations with local transformer manufacturers; for example, in 2009, it established a joint venture in China. For details, please refer to <http://www.hitachi-ies.co.jp/english>.

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