

News Release

FOR IMMEDIATE RELEASE

Hitachi-Omron Terminal Solutions Established ATM Sales and Maintenance Company in Indonesia

*Seeking to Accelerate the Development of the ATM Business
and Expand the Maintenance Service*

Tokyo, April 4, 2016 --- Hitachi-Omron Terminal Solutions, Corp. (“Hitachi-Omron Terminal Solutions”) is pleased to announce that it established PT. Hitachi Terminal Solutions Indonesia, a local ATM sales subsidiary that provides related services in the Republic of Indonesia (“Indonesia”), and that the new subsidiary has commenced operation in April 2016. It is the second sales site established in an ASEAN region after Thailand. With this subsidiary, Hitachi-Omron Terminal Solutions aims to reinforce its ATM business in Indonesia, ranging from sales to maintenance services, as it works to accelerate its growth in the global business.

As Indonesia has a population of 250 million people and is the world's fourth most populous nation, we perceive it as a very promising market. There are numerous ATMs installed throughout Indonesia, which ranks first in terms of the number of these machines installed in ASEAN nations. As is the case with many other countries around the world, most of the ATMs used in Indonesia today are cash dispensing ATMs (“CDs”). However, given the growing awareness among financial institutions of the need for efficient cash management, solutions for queuing problems at teller windows, and deposits into bank accounts, demand is expected to grow in Indonesia for cash recycling ATMs^{*1} in the years to come.

Hitachi-Omron Terminal Solutions has marketed ATMs while providing related services in Indonesia in collaboration with local distributors ever since it entered the market there in 2003 with cash deposit ATMs. It shipped a large volume of cash recycling ATMs to the leading commercial bank in 2011 and assisted with the first cash recycling operations launched in Indonesia in 2013. Hitachi-Omron Terminal Solutions has done many things to contribute to the development of Indonesia’s financial infrastructure.

*1 The Cash Recycling ATMs recycle the deposited cash inside the ATMs and enable the deposited cash to be dispensed in future transactions.

Building on these achievements, Hitachi-Omron Terminal Solutions has established a local subsidiary in Indonesia with the aim of further expanding the ATM business there. We will remain focused more than ever on providing products and services tailored to the needs of customers in Indonesia, responding to diverse demands while proposing solutions to address the business challenges confronting local customers. We will also strive to communicate more with clients in the financial sector by reinforcing our business framework. Along with growth in the sales of ATMs, we will also take steps to develop new business opportunities, providing maintenance services aimed at enhancing the operational quality of the products while proposing solutions that allow for efficient cash management.

Hitachi-Omron Terminal Solutions has been marketing high performance and reliable cash recycling ATMs worldwide, taking advantage of its cutting-edge technologies in the field of sensing and mechatronics. Going forward, we will contribute to the creation of a secure, safe, and comfortable society, providing cash recycling ATMs and high value added solutions.

Comments of Yasuo Goto, General Manager of Asia Division 2 of Global Business Group of Hitachi-Omron Terminal Solutions

Hitachi-Omron Terminal Solutions is a pioneer in cash recycling ATMs in the Indonesian and Thai markets and other ASEAN markets, and its top vendor*2. We have established the local subsidiary in Indonesia following the one in Thailand, aiming to expand sales of cash recycling ATMs and to enhance our related services by identifying needs in the local financial sector and meeting those needs promptly. We will strive to enhance maintenance services in Indonesia and contribute to the construction of the financial infrastructure there by improving the operational rate of the ATMs and their stable operation.

*2 Source: Survey conducted by Hitachi-Omron Terminal Solutions concerning the share of installed cash recycling ATMs (as of March 2016).

About PT. Hitachi Terminal Solutions Indonesia

Name	PT. Hitachi Terminal Solutions Indonesia
Location	Jakarta, Republic of Indonesia
Date established	November 11, 2015
Date of operation commencement	April 1, 2016
Representative	President Director Kazumasa Asada
Employees	27 (as of April 2016 (commencement of operation))
Capital	IDR 73.545 billion (Indonesian rupiah)
Shareholding ratio	100% by Hitachi-Omron Terminal Solutions (including the group companies)
Business outline	Sales, marketing and maintenance and other related services of equipment for the financial sector

About Hitachi-Omron Terminal Solutions, Corp.

Hitachi-Omron Terminal Solutions, headquartered in Tokyo, Japan, is member of Hitachi Group and a leading vendor of cash recycling ATMs in the world. Hitachi-Omron Terminal Solutions provides highly reliable ATMs and bank systems that embody real user needs. The company supports a secure, safe, and comfortable society through our prominent technologies and innovative solutions.

For more information about Hitachi-Omron Terminal Solutions, please visit the website at <http://www.hitachi-omron-ts.com/>

For inquiries regarding this matter
<https://www8.hitachi.co.jp/inquiry/hitachi-omron-ts/general/en/form.jsp>

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