

**Explanatory Material for Financial Report  
for Third Quarter of Fiscal 2012  
Ending March 31, 2012**

February 1, 2012

 Hitachi Cable, Ltd.

- 1. Outline of Financial Report for Third Quarter of Fiscal 2012 Ending March 31, 2012**
2. Forecast of Business Performance for Fiscal 2012 Ending March 31, 2012
3. Progress in Business Structural Reform

# 1-1. Consolidated Statement of Income and Loss

Units: billion yen

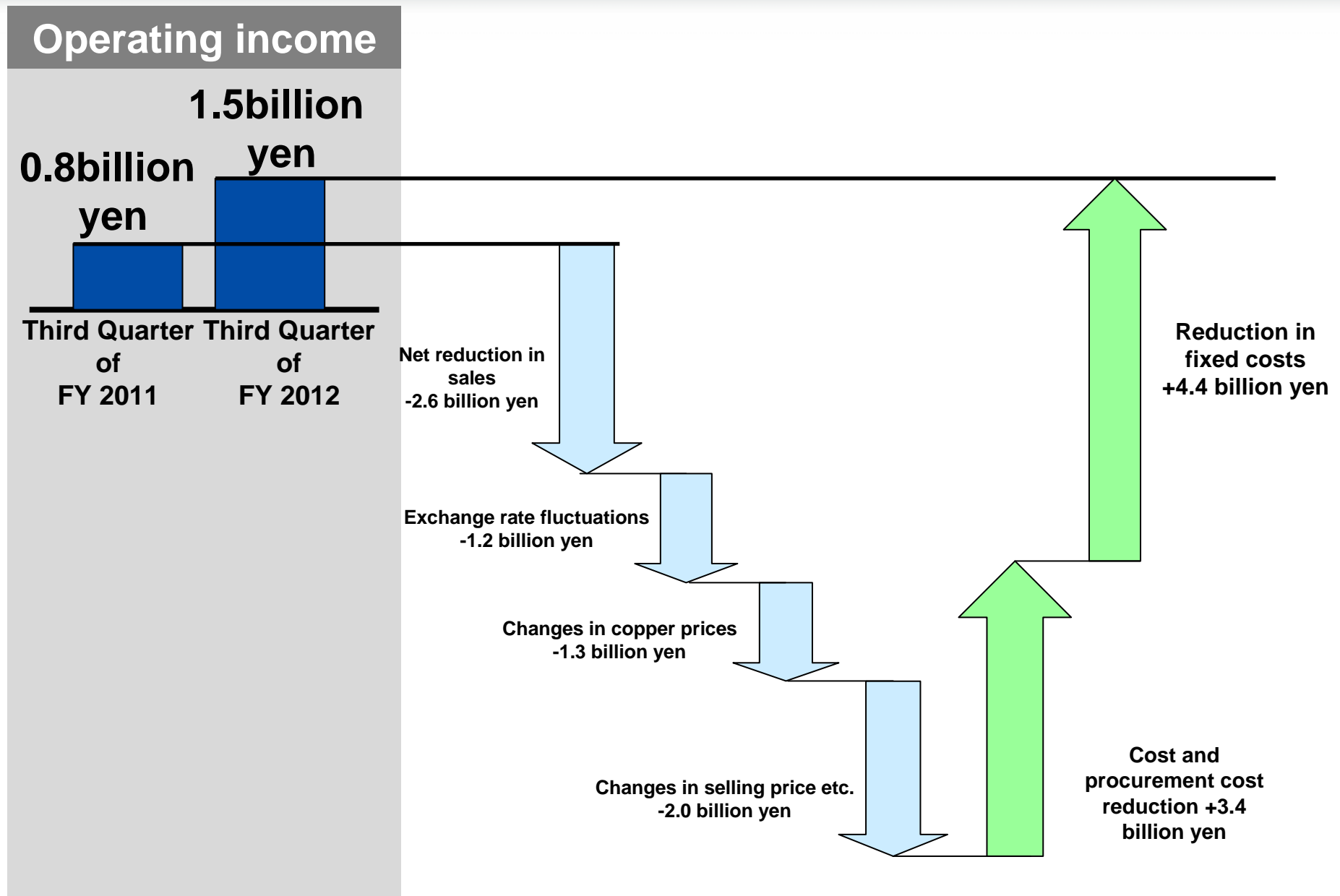
	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011	Change from Previous Forecast*
Net sales	314.9	311.5	(99%) -3.4	(99%) -4.2
Operating income	0.8	1.5	+0.7	+0.1
Non-Operating income/ loss	-0.7	-1.0	-0.3	+0.7
Ordinary income	0.2	0.5	+0.3	+0.8
Extraordinary income / loss	0.1	-17.0	-17.1	+2.2
Net income before taxes and other adjustments	0.2	-16.6	-16.8	+2.9
Corporate taxes, etc.	0.3	0.8	+0.5	-0.3
Gains to minority investors	0.2	0.2	+0.0	0.0
Net income	-0.3	-17.6	-17.3	+3.2

Third Quarter of FY 2012: From April 1, 2011 to December 31, 2011

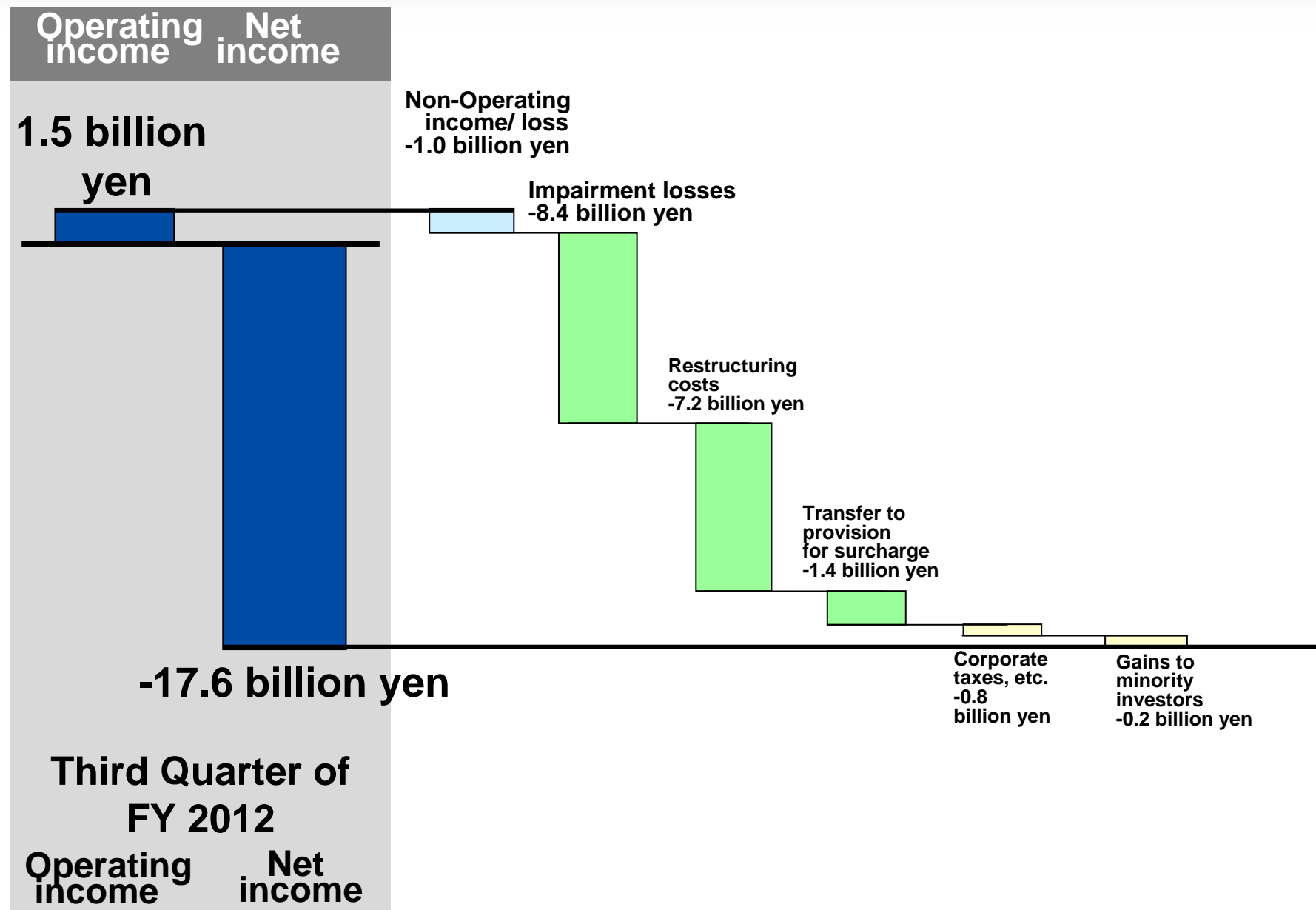
Note: Figures are rounded off to the nearest 0.1 billion yen.

\* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011

# 1-2. Major Factors Contributing to Change in Operating Income (Change from Third Quarter of FY 2011)



# 1-3. Breakdown of Net Income for the Current Quarter



# 1-4. Consolidated Balance Sheet

Units: billion yen

	End of FY2011	End of Third Quarter of FY2012	Change from the Previous Fiscal Year-End
<b>Total assets</b>	<b>270.8</b>	<b>251.8</b>	<b>-18.9</b>
<b>Total liabilities</b>	<b>164.7</b>	<b>165.8</b>	<b>+1.1</b>
Of which interest- bearing debt represents	<b>43.9</b>	<b>54.1</b>	<b>+10.2</b>
<b>Equity</b>	<b>103.9</b>	<b>84.2</b>	<b>-19.7</b>
<b>Equity ratio</b>	<b>38.4%</b>	<b>33.4%</b>	<b>-5.0%</b>
<b>Debt to equity ratio</b>	<b>0.41</b>	<b>0.63</b>	<b>+0.22</b>

# 1-5. Sales by Reporting Segment

Units: billion yen

	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011	Change from Previous Forecast*
Industrial infrastructure products	65.2	67.5	104%	100%
Electronic & Automotive Products	112.5	113.0	100%	100%
Information Systems Devices & Materials	38.0	34.0	89%	98%
Metal Materials & Component Products	73.8	68.7	93%	97%
Sales Companies	25.5	28.4	111%	98%
<b>Total</b>	<b>314.9</b>	<b>311.5</b>	<b>99%</b>	<b>99%</b>

\* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011

# 1-6. Operating Income by Reporting Segment

Units: billion yen

	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011	Change from Previous Forecast*
Industrial infrastructure products	-0.6	-0.1	+0.5	-0.1
Electronic & Automotive Products	2.2	1.4	-0.7	-0.0
Information Systems Devices & Materials	0.3	-0.1	-0.4	+0.5
Metal Materials & Component Products	-1.9	-1.5	+0.4	-0.2
Sales Companies	1.3	1.6	+0.2	-0.0
Adjustment amount	-0.4	0.2	+0.6	-0.0
<b>Total</b>	<b>0.8</b>	<b>1.5</b>	<b>+0.7</b>	<b>+0.1</b>

\* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011



# 1-7. Capital Investment, R&D Expenses, Number of Employees, Etc.

## (1) Capital investment, Depreciation, R&D expenses

Units: billion yen

	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011
Capital investment	7.8	8.9	113%
Depreciation	14.9	12.1	81%
R&D expenses (R&D expenses/Net sales)	7.3 (2.3%)	6.6 (2.1%)	90%

## (2) Number of employees

Units: persons

	End of FY2011	End of Third Quarter of FY2012	Change from the Previous Fiscal Year-End
Number of employees	16,064	15,493	-571

## 1-8. Overview by Segment: Industrial Infrastructure Products

Units: billion yen

	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011	Change from Previous Forecast*
Industrial Systems Products and Power & Energy businesses	54.3	57.2	105%	100%
Optical Communication Products	10.9	10.4	95%	99%
<b>Total net sales</b>	<b>65.2</b>	<b>67.5</b>	<b>104%</b>	<b>100%</b>
<b>Operating income</b>	<b>-0.6</b>	<b>-0.1</b>	<b>+0.5</b>	<b>-0.1</b>

### Industrial Systems Products and Power & Energy businesses

Sales exceeded those of the third quarter of FY 2011 due to significant increased demand arising chiefly out of the rebound that occurred following supply stoppages caused by the earthquake and in response to reconstruction-related demands. Higher copper prices compared with the previous year also contributed to the increase.

### Optical Communication Products

fell below those of the third quarter of FY 2011, with low figures for the second and third quarters due to weakened demand stemming from the robust demand for rebuilding telecommunications infrastructure during the first quarter.

\* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011

## 1-9. Overview by Segment: Electronic & Automotive Products

Units: billion yen

	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011	Change from Previous Forecast*
Automotive Components	26.7	26.0	97%	100%
Electronic Products	36.3	35.5	98%	100%
Magnet Wire Products	49.5	51.4	104%	99%
<b>Total net sales</b>	<b>112.5</b>	<b>113.0</b>	<b>100%</b>	<b>100%</b>
<b>Operating income</b>	<b>2.2</b>	<b>1.4</b>	<b>-0.7</b>	<b>-0.0</b>

### Automotive Components

Although demand has been on a recovery trend since auto manufacturers resumed production, sales failed to reach the previous year's level when rush demand was strong before expiry of the government's eco-car subsidy program. Also contributing to the decrease in sales was the sharp appreciation of the yen, which resulted in lower overseas sales.

### Electronic Products

Sales fell below the previous year's level due to globally stagnant electronics and semiconductor markets, in addition to weak demand for products in the solar battery market.

### Magnet Wire Products

Sales surpassed the previous year's level due to favorable demand for products for HEV/EV use as a result of resumed production by auto manufacturers, and from continued strong demand for general-use and industrial products.

\* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011

Units: billion yen

	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011	Change from Previous Forecast*
Information Networks	16.7	18.4	110%	100%
Wireless systems	11.3	7.6	67%	92%
Compound Semiconductor Products	9.9	8.0	80%	98%
<b>Total net sales</b>	<b>38.0</b>	<b>34.0</b>	<b>89%</b>	<b>98%</b>
<b>Operating income</b>	<b>0.3</b>	<b>-0.1</b>	<b>-0.4</b>	<b>+0.5</b>

### Information Networks

Sales exceeded those of the third quarter of FY 2011 thanks to strong demand for use in mobile backhaul for LTE (Long Term Evolution) networks and solid demand in the integration business.

### Wireless systems

Sales decreased significantly from last year's level due to a drop-off period in demand for mobile phone base stations products.

### Compound Semiconductor Products

Sales fell well below the previous year's level. Sales of products for optical devices faltered as the electronics and semiconductor industries experienced a downturn in the marketplace. In addition, sales of products for high frequency devices dropped as a result of competition using alternative materials.

\* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011

## 1-11. Overview by Segment: Metal Materials & Component Products

Units: billion yen

	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011	Change from Previous Forecast*
Copper Strips	23.5	23.1	99%	94%
Copper Products	28.7	29.4	102%	97%
Lead frames	10.0	9.4	94%	100%
Package Materials	11.7	6.8	58%	100%
<b>Total net sales</b>	<b>73.8</b>	<b>68.7</b>	<b>93%</b>	<b>97%</b>
<b>Operating income</b>	<b>-1.9</b>	<b>-1.5</b>	<b>+0.4</b>	<b>-0.2</b>

### Copper Strips

Sales fell below last year's level due to sluggish demand for products for the electronics and semiconductor markets.

### Copper Products

Sales exceeded the previous year's level. Although sales in copper tubes dropped as a result of the withdrawal of the business in Japan, demand for copper products for electrical use remained strong. A shipment of superconductors for use in an international project also contributed to the increase.

### Lead frames

Sales fell below the previous year's level due to sluggish demand for products for the electronics and semiconductor markets.

### Package Materials

Sales dropped below last year's level due to weakening demand in memory and specified uses, in addition to withdrawal from the COF business applied to the production of LCD panels. However, the amount in terms of profit was improved by the withdrawal.

\* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011

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## 2-1. Forecast of Full-Year Business Performance for FY 2012 Ending March 31, 2012



Units: billion yen

	FY2011 (Actual performance)	FY2012 (previous forecasts)*	FY2012 (Revised forecasts)	Change from FY2011	Change from Previous Forecast*
<b>Net sales</b>	<b>419.3</b>	<b>440.0</b>	<b>422.0</b>	(101%) +2.7	(96%) -18.0
<b>Operating income</b>	<b>0.8</b>	<b>5.0</b>	<b>1.5</b>	+0.7	-3.5
<b>Non-Operating income/ loss</b>	<b>-2.6</b>	<b>-1.0</b>	<b>-1.0</b>	+1.6	0.0
<b>Ordinary income</b>	<b>-1.8</b>	<b>4.0</b>	<b>0.5</b>	+2.3	-3.5
<b>Extraordinary income / loss</b>	<b>-10.7</b>	<b>-24.0</b>	<b>-24.0</b>	-13.3	0.0
<b>Net income before taxes and other Adjustments</b>	<b>-12.4</b>	<b>-20.0</b>	<b>-23.5</b>	-11.1	-3.5
<b>Corporate taxes, etc.</b>	<b>0.2</b>	<b>1.5</b>	<b>1.0</b>	+0.8	-0.5
<b>Gains to minority investors</b>	<b>0.3</b>	<b>0.5</b>	<b>0.5</b>	+0.2	0.0
<b>Net income</b>	<b>-13.0</b>	<b>-22.0</b>	<b>-25.0</b>	-12.0	-3.0

\* Assumptions for forecasts: Copper price of 60 thousand yen/ton, exchange rate of US\$1 = 75 yen  
\* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011

## 2-2. Capital Investment, R&D Expenses, Number of Employees, Etc.

### (1) Capital investment, Depreciation, R&D expenses

Units: billion yen

	FY2011 (Actual performance)	FY2012 (previous forecasts)*	FY2012 (Revised forecasts)	Change from FY2011	Change from Previous Forecast*
<b>Capital investment</b>	<b>10.2</b>	<b>14.0</b>	<b>13.5</b>	<b>+3.3</b>	<b>-0.5</b>
<b>Depreciation</b>	<b>20.1</b>	<b>18.5</b>	<b>16.5</b>	<b>-3.6</b>	<b>-2.0</b>
<b>R&amp;D expenses (R&amp;D expenses/Net sales)</b>	<b>9.0 (2.2%)</b>	<b>9.0 (2.0%)</b>	<b>9.0 (2.1%)</b>	<b>-0.0</b>	<b>0.0</b>

\* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011

### (2) Number of employees

Units: persons

	End of FY2011	End of FY2012 (Revised forecasts)	Change from End of FY2011
<b>Number of employees</b>	<b>16,064</b>	<b>15,300</b>	<b>-764</b>



## 2-3. Forecast of Sales by Reporting Segment



Units: billion yen

	FY2011 (Actual performance)	FY2012 (previous forecasts)*	FY2012 (Revised forecasts)	Change from FY2011	Change from Previous Forecast*
Industrial Systems Products and Power & Energy businesses	72.0	75.5	75.0	104%	99%
Optical Communication Products	14.1	15.5	15.0	107%	97%
<b>Industrial infrastructure products</b>	<b>86.1</b>	<b>91.0</b>	<b>90.0</b>	<b>105%</b>	<b>99%</b>
Automotive Components	35.1	38.5	39.0	111%	101%
Electronic Products	46.9	50.5	49.0	104%	97%
Magnet Wire Products	65.5	75.0	72.0	110%	96%
<b>Electronic &amp; Automotive Products</b>	<b>147.5</b>	<b>164.0</b>	<b>160.0</b>	<b>108%</b>	<b>98%</b>
Information Networks	24.5	28.0	26.5	108%	95%
Wireless systems	15.7	12.0	11.5	73%	96%
Compound Semiconductor Products	12.5	10.0	9.0	72%	90%
<b>Information Systems Devices &amp; Materials</b>	<b>52.6</b>	<b>50.0</b>	<b>47.0</b>	<b>89%</b>	<b>94%</b>
Copper Strips	31.7	33.5	29.5	93%	88%
Copper Products	39.1	39.5	36.5	93%	92%
Lead frames	12.7	13.0	12.5	98%	96%
Package Materials	13.7	8.0	7.5	55%	94%
<b>Metal Materials &amp; Component Products</b>	<b>97.2</b>	<b>94.0</b>	<b>86.0</b>	<b>88%</b>	<b>91%</b>
<b>Sales Companies</b>	<b>35.8</b>	<b>41.0</b>	<b>39.0</b>	<b>109%</b>	<b>95%</b>
<b>Total</b>	<b>419.3</b>	<b>440.0</b>	<b>422.0</b>	<b>101%</b>	<b>96%</b>

\* Assumptions for forecasts: Copper price of 60 thousand yen/ton, exchange rate of US\$1 = 75 yen  
 \* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011

## 2-4. Forecast of Operating Income/Loss by Reporting Segment

Units: billion yen

	FY2011 (Actual performance)	FY2012 (previous forecasts)*	FY2012 (Revised forecasts)	Change from FY2011	Change from Previous Forecast*
Industrial infrastructure products	-1.1	1.5	0.3	+1.4	-1.2
Electronic & Automotive Products	3.0	3.0	2.3	-0.7	-0.7
Information Systems Devices & Materials	0.8	0.2	-0.1	-0.9	-0.3
Metal Materials & Component Products	-3.2	-1.5	-2.4	+0.8	-0.9
Sales Companies	1.9	2.2	2.0	+0.1	-0.2
Adjustment amount	-0.6	-0.4	-0.6	+0.0	-0.2
<b>Total</b>	<b>0.8</b>	<b>5.0</b>	<b>1.5</b>	<b>+0.7</b>	<b>-3.5</b>

\* Assumptions for forecast: Copper price of 600 thousand yen/ton, exchange rate of US\$1 = 75 yen

\* Previous forecast: Forecasts of business performance for FY2012 announced on October 28, 2011

## 2-5. Quarterly Sales for FY 2012 Ending March 31, 2012



Units: billion yen

	1 <sup>st</sup> Quarter (From Apr.1 to Jun.30) [Actual performance]	2 <sup>nd</sup> Quarter (From Jul.1 to Sep.30) [Actual performance]	3 <sup>rd</sup> Quarter (From Oct.1 to Dec.31) [Actual performance]	4 <sup>th</sup> Quarter (From Jan.1 to Mar.31) [Forecasts]	Total [Forecasts]
Industrial Systems Products and Power & Energy businesses	20.0	18.0	19.1	17.8	75.0
Optical Communication Products	3.6	3.4	3.4	4.6	15.0
<b>Industrial infrastructure products</b>	<b>23.6</b>	<b>21.4</b>	<b>22.5</b>	<b>22.5</b>	<b>90.0</b>
Automotive Components	8.1	8.4	9.5	13.0	39.0
Electronic Products	12.0	11.9	11.6	13.5	49.0
Magnet Wire Products	15.8	17.6	18.0	20.6	72.0
<b>Electronic &amp; Automotive Products</b>	<b>35.9</b>	<b>38.0</b>	<b>39.1</b>	<b>47.0</b>	<b>160.0</b>
Information Networks	5.2	6.7	6.5	8.1	26.5
Wireless systems	2.4	2.7	2.6	3.9	11.5
Compound Semiconductor Products	2.7	3.1	2.1	1.0	9.0
<b>Information Systems Devices &amp; Materials</b>	<b>10.4</b>	<b>12.5</b>	<b>11.1</b>	<b>13.0</b>	<b>47.0</b>
Copper Strips	9.0	8.1	6.0	6.4	29.5
Copper Products	11.8	9.8	7.8	7.1	36.5
Lead frames	3.2	3.2	3.0	3.1	12.5
Package Materials	2.6	2.4	1.8	0.7	7.5
<b>Metal Materials &amp; Component Products</b>	<b>26.6</b>	<b>23.6</b>	<b>18.5</b>	<b>17.3</b>	<b>86.0</b>
<b>Sales Companies</b>	<b>8.5</b>	<b>10.0</b>	<b>9.9</b>	<b>10.6</b>	<b>39.0</b>
<b>Total</b>	<b>105.0</b>	<b>105.4</b>	<b>101.1</b>	<b>110.5</b>	<b>422.0</b>

\* Assumptions for forecasts: Copper price of 60 thousand yen/ton, exchange rate of US\$1 = 75 yen  
 \* Forecast s for 4<sup>th</sup> Quarter include the impact of fiscal year alignment at overseas subsidiaries.

## 2-6. Quarterly Operating Income/Loss for FY 2012 Ending March 31, 2012



Units: billion yen

	1 <sup>st</sup> Quarter (From Apr.1 to Jun.30) [Actual performance]	2 <sup>nd</sup> Quarter (From Jul.1 to Sep.30) [Actual performance]	3 <sup>rd</sup> Quarter (From Oct.1 to Dec.31) [Actual performance]	4 <sup>th</sup> Quarter (From Jan.1 to Mar.31) [Forecasts]	Total [Forecasts]
Industrial infrastructure products	0.9	-1.2	0.1	0.4	0.3
Electronic & Automotive Products	0.8	0.1	0.6	0.9	2.3
Information Systems Devices & Materials	-0.1	-0.1	0.1	0.0	-0.1
Metal Materials & Component Products	0.4	-0.9	-1.0	-0.9	-2.4
Sales Companies	0.5	0.6	0.5	0.4	2.0
Adjustment amount	-0.1	0.5	-0.1	-0.8	-0.6
<b>Total</b>	<b>2.4</b>	<b>-1.0</b>	<b>0.1</b>	<b>0.0</b>	<b>1.5</b>

\* Assumptions for forecasts: Copper price of 60 thousand yen/ton, exchange rate of US\$1 = 75 yen

\* Forecasts for 4<sup>th</sup> Quarter include the impact of fiscal year alignment at overseas subsidiaries.

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### ■ Selection and concentration of business operations

#### Withdrawal from business

- **COF for LCD panels** (completed in May 2011)
- **Optical submarine cables** (Completed in Sep 2011)
- **Domestic copper tubes** (by Mar 2012)

#### Consolidation of operations

- **Consolidation of a metal telecommunications cables production center** (by Feb 2012)

#### Review of operational structures

- **Packaging materials** (by Mar 2012)

### ■ Restructuring of domestic operational structures

#### Consolidation of domestic sales companies

- **Merge Hitachi Densen Shoji and Hitachi Cable Trading** (completed in Jan 2012)
- **Hitachi Densen Shoji to acquire all shares in Hokkai Hitachi Densen Kihan** (completed in Jan 2012)

#### Transfer of sales function of manufacturing companies

- **Transfer sales function of Tonichi Kyosan, Tohoku Rubber and Hitachi Alloy to Hitachi Densen Shoji** (by Apr 2012)

## 3-2. Progress in Business Structural Reform II

### ■ Consolidation of group companies in Europe and North America

U.K.

• Hitachi Cable Europe took over all businesses of Hitachi Cable UK, establishing a one-company organization in the UK (completed in Dec 31, 2011)

U.S.

• Hitachi Cable America to merge Hitachi Cable Automotive Products USA and Hitachi Cable Manchester, establishing a one-company organization in the US (Apr 1, 2012)

### ■ Consolidation and elimination of operational entities in Southeast Asia

Lead frames  
Electronic wires  
Magnetic wires

• Lead frames: 3  
• Electronic wires: 3  
• Magnetic wires: 2

Consolidate the 8  
companies to 3-4  
companies  
(by Mar 2013)

## ■ Reinforcement of overseas businesses

**Reinforcement of management structure**  
For speedier management decision-making

▪ **Global Business Management Group established (Oct 2011)**

**Industrial wires and cables**

▪ **Production of industrial wires and cables began at Hitachi Cable (Suzhou) Co., Ltd. (Dec 2011)**

**Flexible flat cables**

▪ **FFC business of Hitachi Cable (Johor) and Hitachi Cable Vietnam to be consolidated to Shanghai Hitachi Cable Co., Ltd. (by Aug 2012)**

**Electronic wires**

▪ **Production capacity at Hitachi Cable Vietnam to be reinforced [Capital investment: ¥1.6 billion] (by Mar 2013)**



### ■ Enhancement of product competitiveness

#### Material cost reduction

- Value Engineering and Procurement Group to be established (Nov 2011)

### ■ Cost reduction measures

#### Asset sell-off

- Sell off facilities for benefit programs (by Mar 2012)

#### Cost cuts

- Head offices of Hitachi Cable, Hitachi Densen Shoji and Hitachi Cable Networks to share the same building (by Feb 2012)
- Introduce a defined contribution pension system (Jan 2012)
- Measures to cut IT- and health insurance-related costs are implemented by optimizing Hitachi Group's common programs and systems.

### ■ Optimization of domestic personnel structure

#### Reduction of domestic personnel

**【Plan】 Reduction by 1,200**



**【Estimate】 Reduction by 1,600**

- **Early retirement: 917 retired (as of the end of Jan 2012)**
  - **Transfer to external organizations: Approx. 280 (by the end of Mar 2012)**
  - **Fixed-age retirement/reduction of temporary staff: Approx. 420 (by the end of Mar 2012)**
- 【Labor cost reduction in FY 2013: Approx. 9 billion yen (from FY 2011)】**

- **Forecast of the number of employees (including part-time workers and temporary staff)**

Units: persons

	End of June 2011	End of March 2012	Change
Japan	9,100	7,500	-1,600
Overseas	9,000	9,400	+400
<b>Total</b>	<b>18,100</b>	<b>16,900</b>	<b>-1,200</b>

Business performance and other figures in this document for fiscal 2012 and after represent forecasts or targets as of February 1, 2012. These figures are based on certain assumptions deemed reasonable at the time at which the Company prepared this document. Actual business performance may vary significantly from these forecasts and targets.

Listed below are the primary factors that may result in such variations.

- Economic conditions in key markets (particularly Japan, the United States, and Asia)
- The capacity of the Company and members of its group of companies to respond to rapid technological changes, to develop new products and technologies, to bring products to market in a timely fashion, and to achieve low-cost production
- Fluctuations in product and materials markets and in the conditions of such markets
- Fluctuations in exchange rates
- Conditions for raising capital
- The capacity of the Company and members of its group of companies to respond to fluctuating demand for and supply of products and materials, market conditions for products and materials, exchange rates, and other circumstances
- Safeguarding the Company's own patents and securing rights to use patents owned by other companies
- Partnerships with other companies in areas such as product development
- Fluctuations in the stock market

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