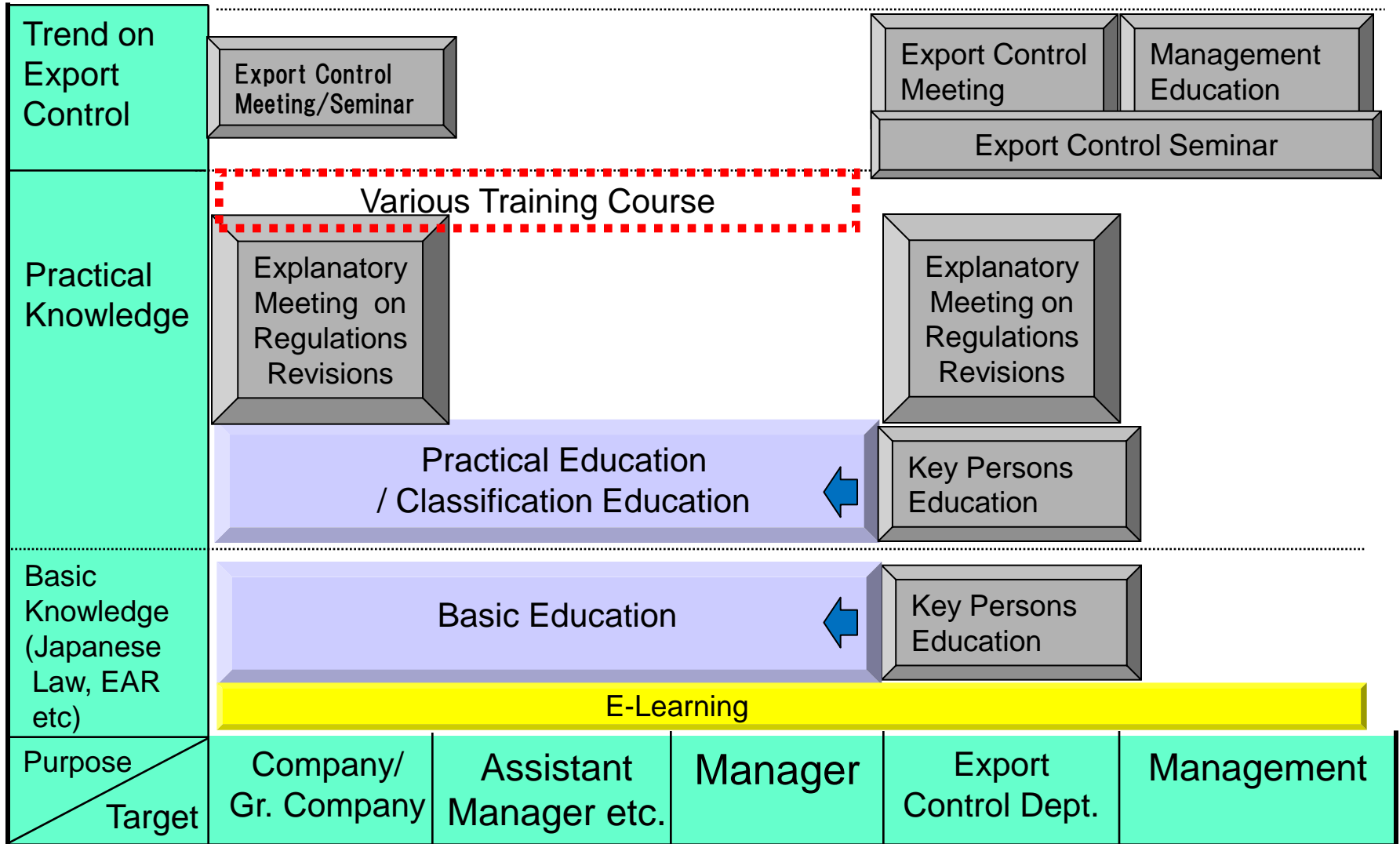


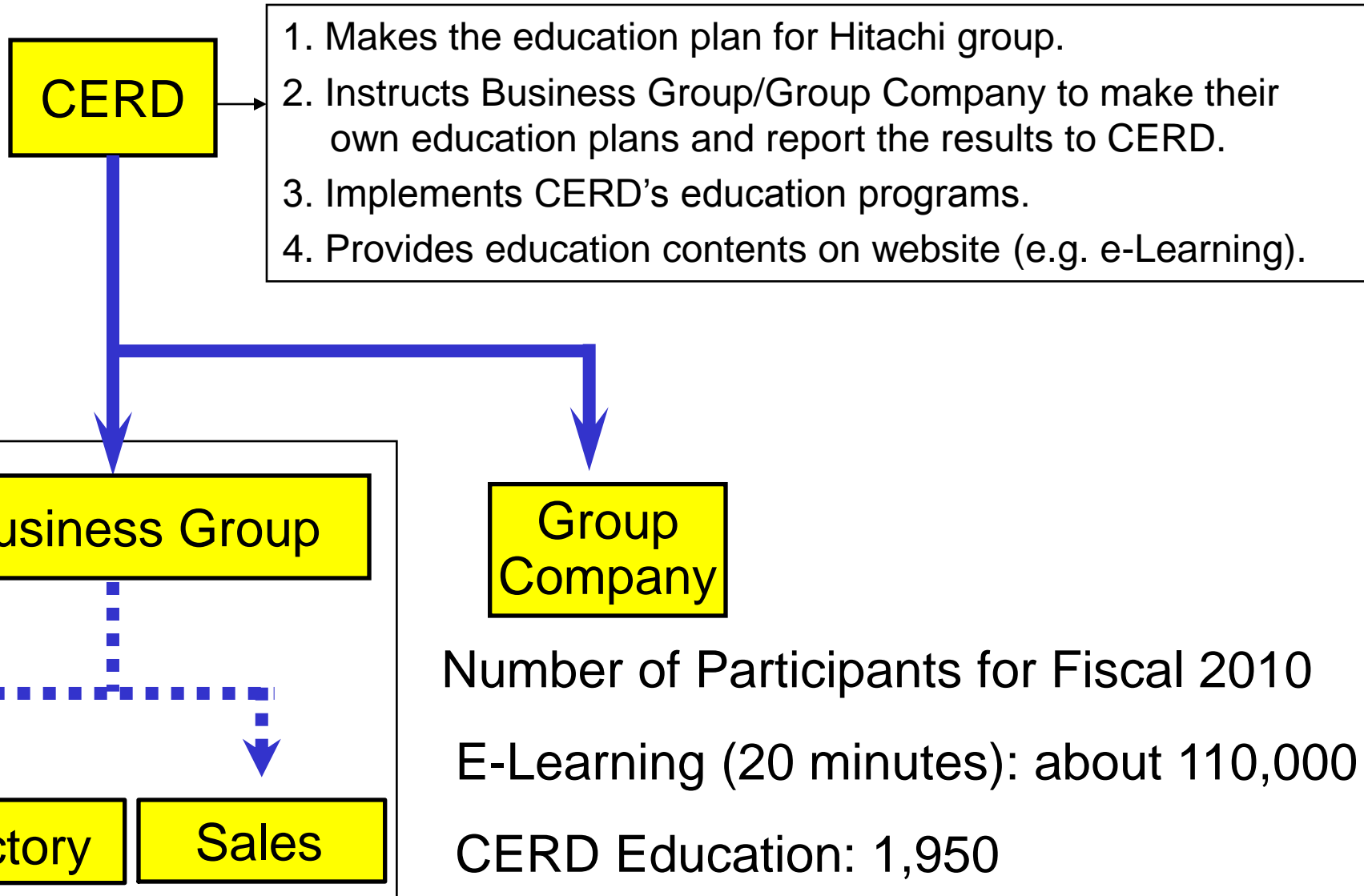
# 2.3

# Education

# Education Program

: Company/Gr. Company    
  : CERD    
  : Human Resources

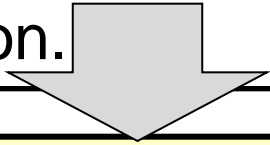




## 2.4

# Guidance to Group Company

## Basic Policies

1. Each Group Company is responsible for implementing its own export control.
  2. Hitachi, Ltd. provides necessary guidance and advice to Group Company based on its actual situation.
- 

Information	- Information sharing of regulations revision, etc
Education	- Provision of education tools - Special education - Export Control Meeting for Group Company
Guidance	- Support to establish organization and CP, etc
Audit	- Provision of audit tool

# Commitment by Top Management



Mr.Misumi from METI



Mr.Mori, Executive Vice President of Hitachi, Ltd.

Hitachi Export Control Executive Seminar in Tokyo (Oct 5, 2011)

Mr. Ikuo Misumi, Director, Security Export Licensing Division, METI, joined this seminar as a guest speaker.

# Commitment by Top Management



Mr. Ishigaki  
Chief Executive for the Americas  
(then) at Hitachi Export Control  
Workshop in New York, February  
2007.



Sir Stephen Gomersall  
Chief Executive for Europe (then)  
at Hitachi Export Control Seminar  
in London, October 2010.

# Commitment by Top Management



Hitachi Group Executives Meeting  
for China ( Beijing, June 2011 )



Mr. Seiji Yoshimura, Managing  
Director, Hitachi Asia (M) Sdn  
Bhd.  
(Hitachi Export Control Seminar  
in Kuala Lumpur, July 2011)



# Education for Group Companies (2011)



Hitachi Group Executive Meeting for Europe (Bucharest), July 8

Hitachi Group Executives Meeting for the Americas (New York), July 15



Hitachi Group Meeting for Korea (Seoul), July 19

Hitachi Group Executives Meeting for China (Beijing), June 10

Hitachi Group Meeting for Hong Kong, October 14

Hitachi Group Meeting for India (Kolkata), April 21



Hitachi Group Meeting (Dubai) for MENA, April 10 & October 10

Hitachi, Ltd. Corporate Export Regulation Division (CERD) [Japanese](#) | [Site Map](#) | [Home](#) |

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**Kazuhiro Mori**

Representative Executive Officer  
Executive Vice President and Executive Officer  
General Manager of  
Corporate Export Regulation Division  
Hitachi, Ltd.

**Quick Reference**

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- 04 [CERD's Organization](#)  
Organization Chart of CERD(Corporate Export Regulation Division)
- 05 [Hitachi Export Control Policy](#)  
Explanation of Hitachi export control policy and systems

## Export Control News

Volume 7

Hitachi Confidential

April 2011 (Issued Bi-annually)

**HITACHI**  
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URL <https://www.hitachi-cerd.hbi.ne.jp/homepage/english.net> Corporate Export Regulation Division(CERD), Hitachi, Ltd.

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1. Hitachi Export Control Seminar held in Hitachi Group Business Ethics Month
2. Export Control Educational Activities in Bangkok, Thailand
3. Auditing and Education at Overseas Hitachi Group Companies
4. Concerns about Transactions with Iran

### 1 Hitachi Export Control Seminar held in Hitachi Group Business Ethics Month

As one of the events in "Hitachi Group Business Ethics Month", CERD held a Hitachi Export Control Seminar on October 5, 2010. Mr. Murakoshi, Director, Security Export Inspection Office, Ministry of Economy, Trade and Industry(METI), spoke on the theme of "The Objective of Security Trade Control and The Importance of Voluntary Export Control". Mr. Takebayashi, General Manager of the Corporate Export Regulation Dept., reported the results of CERD's examination of the export control status of Hitachi group companies. A total of 140 head managers and export control managers from Hitachi, Ltd.'s internal companies and group companies attended the seminar and it provided a good opportunity to reaffirm the importance of export control as part of our management education program.



Mr. Murakoshi, METI



Mr. Mori, GM of CERD



Hitachi Export Control Seminar

### 2 Export Control Educational Activities in Bangkok, Thailand

On February 25, 2011, Hitachi Asia Ltd. held a Hitachi Export Control Practitioner Platform Meeting attended by 52 people from 20 Hitachi group companies. Mr. Takebayashi, CERD, explained the Hitachi group's export control system.

On March 8, 2011, the Japanese Ministry of Economy, Trade and Industry (METI) held an Outreach Seminar for industry which was attended by about 180 people from Thai companies and both countries' governments. At METI's request, and on

## Export Control News

Volume 8

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URL <https://www.hitachi-cerd.hbi.ne.jp/homepage/english.net> Corporate Export Regulation Division(CERD), Hitachi, Ltd.

### CONTENTS

1. Export Control Presentation made at Top Management Meetings
2. Seminar on Malaysia's New Export Control Law
3. CERD's Audit Activities
4. Column: "Export Control and Me", etc.

### 1 Export Control Presentations made at Top Management Meetings

CERD has been keeping top management informed of the importance of export control through presentations at Hitachi group's meetings. During the top management meetings, Mr. Takebayashi, CERD, made presentations in six regions. A total 318 of the management participated in the meetings. The presentations included descriptions on the organization and policy of export controls at Hitachi, recent trends in export control matters, and emphasized the importance of export controls and the need for their strict management.



Beijing



Mr. Takebayashi, CERD



Dubai



Meeting	Venue	Date
MENA Hitachi Group Meeting	Dubai	April 10
13th India Hitachi KAI Meeting	Kolkata	April 21
Group Executives Meeting for China	Beijing	June 10
11th Hitachi Group European Meeting	Bucharest	July 8
Hitachi Group Executives Meeting for the Americas	New York	July 15

CERD has been keeping top management informed of the importance of export control through presentations at Hitachi group's meetings. During the top management meetings, Mr. Takebayashi, CERD, made presentations in eight countries. A total 419 of the management participated in the meetings. The presentations included descriptions on the organization and policy of export controls at Hitachi, recent trends in export control matters, and emphasized the importance of export controls and the need for their strict management.

# Part 3.

# Actual Practice

2011: July 1

**New Export Control Law** proposed by the government of the Country A **was enacted.**

2010:

Nov. 10 Joint Industry Outreach Seminar  
(held by the government of country A and METI)

Dec. 15 Hitachi Export Control Seminar

2011:

Jul. 1 **New Export Control Law became fully effective.**

Jul. 26 Hitachi Export Control Seminar

Nov. 17 Joint Industry Outreach Seminar  
(held by the government of country A and METI)  
⇒Next day, METI visited our factory in country A to see how it complies with the new Export Control Law.

2012:

Feb. Hitachi Export Control Seminar (Scheduled)

## 3.1 Response to Newly Enacted Export Control Law (2)

Hitachi's Subsidiary in Country A:

- Established in 1989.
- Manufacturing Optical Data Storage Drives for PC

The subsidiary's Export Control Practice:

- Established its Compliance Program (=CP) in 1989
- Imported 3 Dimension Measuring Machines (controlled item) as manufacturing equipment from Japan in 2006
- Registered its CP to A government in 2011

- Decreasing the risk of illegal diversion export
- Clarifying the procedures of Export Control

- Currently 100% exporting for China, Japan, Europe, and the U.S.

## 3.2 Export Control on UN Iran Sanction(1)

- New Sanction on Iran by United Nations Security Council:

⇒ The 4<sup>th</sup> Iran Sanction on June 9, 2010



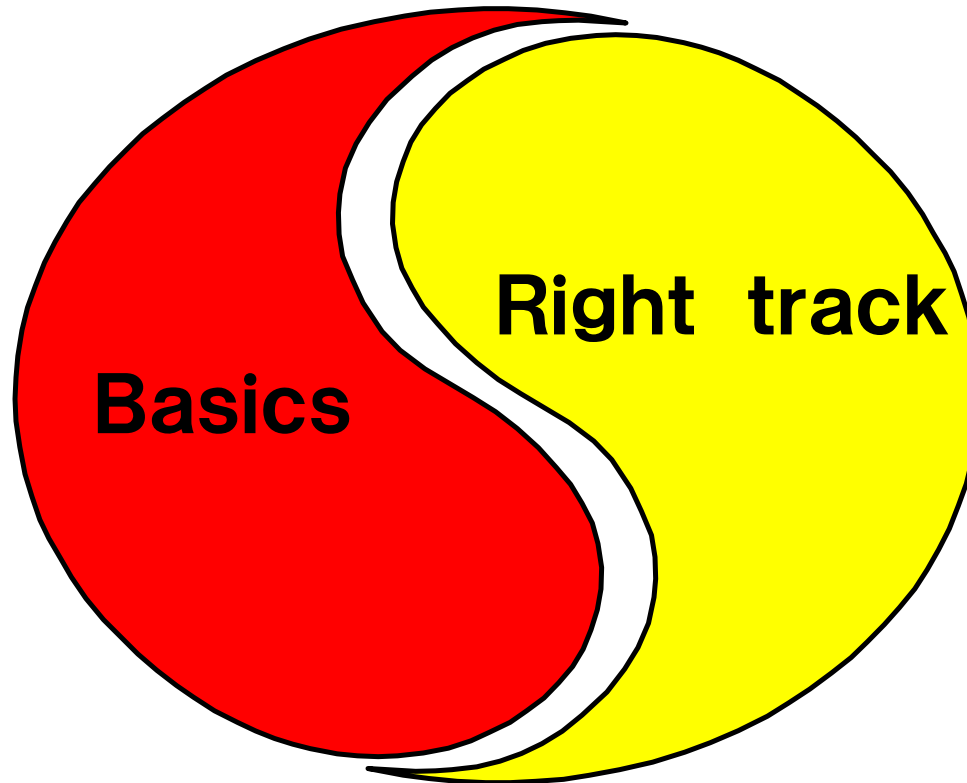
United Nations Security Council on June 9, 2010

⇒ UNSCR referred to the potential connection between Iran's revenues derived from its energy sector and the funding of Iran's proliferation-sensitive nuclear activities.

- Hitachi Group's stricter policy of all transactions with Iran on UN Iran sanction :
  1. Catch-all control examination approval must be given by top management whenever doing business with Iran.
  2. Prior reporting of all transactions with Iran to CERD
  3. Reporting the transaction results with Iran to CERD



# Hitachi's Export Control



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