

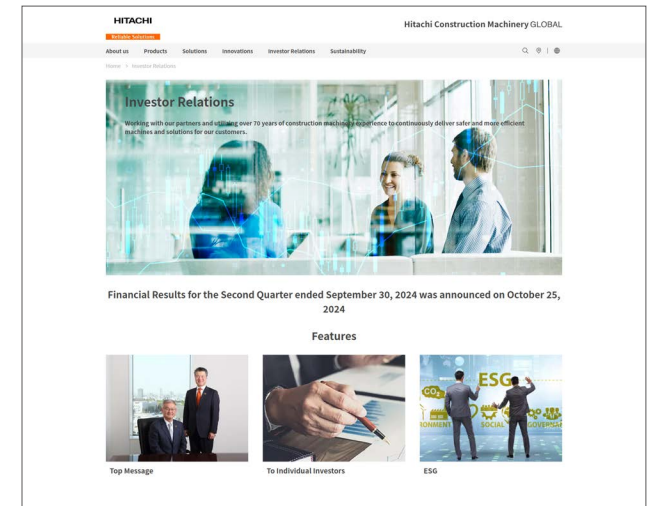
# IR Information

## FY2023 Dialogue with Shareholders (Stakeholder Engagement)

Key personnel involved	COO, CFO, President of Business Unit, Investor Relations Sec.		
Overview of shareholders, investors, etc., engaged in dialogue	Individual meetings (at investors' locations)	Japan	102
		Asia	82
		North America	23
		Europe	25
		Other regions	7
	Company briefing sessions (held six times) Four financial results explanatory meeting, one ESG explanatory meeting, one business explanatory meeting	Overseas investors: 61 Domestic investors: 234 Securities analysts (including IR research): 191 * Numerical values are totals	
Principal dialogue topics and concerns	Progress in each businesses, including mining and the Americas, where profit margins are high		
	Self-help efforts to stabilize profitability by expanding value chain businesses and improving productivity		
	Request for disclosure of dividend forecasts from the beginning of the fiscal year		
	Strategies tied to financial figures and other quantitative targets		
	Interest in new shareholder composition, and readiness for conversion to the next shareholder composition		
Attributes of shareholders participating in dialogue	Investment styles: Value, Growth, GARP, ESG, etc.		
Feedback provided to management and the Board of Directors	• Dialogue content reported to management (quarterly)		
	• Dialogue content reported to and discussed at Board of Directors meetings (four times a year)		
Steps taken based on dialogues, etc.	• Website listing historical data such as cost of capital and various financial figures and indicators made available		
	• Disclose dividend forecasts disclosed at the beginning of FY2024		
	• Priority measures explained at business explanatory meeting, etc.		

## “Investor Relations” website

<https://www.hitachicm.com/global/en/ir/>



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