

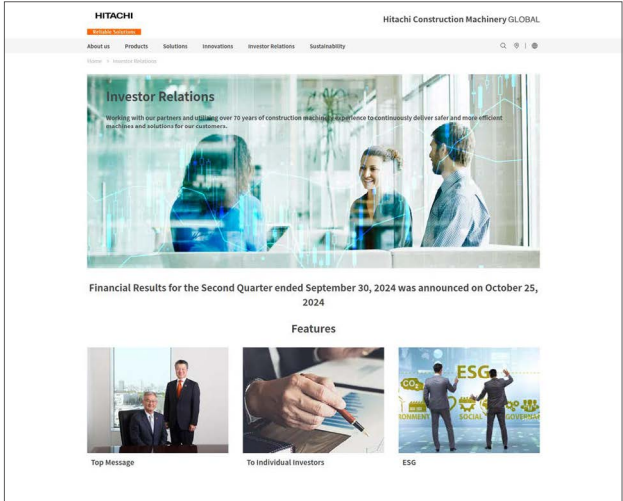
IR Information

FY2024 Dialogue with Shareholders (Stakeholder Engagement)

Key personnel involved	CEO, COO, CFO, Investor Relations Sec.		
Overview of shareholders, investors, etc., engaged in dialogue	Individual meetings (at investors' locations)	Japan	121
		Asia	98
		North America	53
		Europe	39
		Other regions	7
	Company briefing sessions (held six times) Four financial results explanatory meetings, one business explanatory meeting, one meeting of officers	Institutional investors, sell-side analysts, research companies A total of 607 people	
Principal dialogue topics and concerns	Measures to increase profitability and stability with a focus on the value chain business expansion		
	Market situation, sales performance and future strategies in the Americas, where we focus on expanding our business on our own		
	Measures to expand the mining and specialized parts service businesses		
	Policies and outlook for shareholder returns, including dividend forecasts and approach to the acquisition of treasury shares		
	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	• Reporting of dialogue details to management (from time to time)		
	• Reporting and discussion of dialogue details at the meetings of executive officers and Board of Directors (quarterly)		
Steps taken based on dialogues, etc.	• Online listing of historical data, such as the cost of capital and various financial figures and indicators		
	• Expansion of explanations about measures for cash allocation including shareholder returns		
	• Explanation of priority measures for higher profitability at business explanatory meetings and the president's meetings		

“Investor Relations” website

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



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