

Overview of Hitachi Group in Bulgaria

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Executive General Manager
Hitachi Europe, GmbH

Adrian Zoicas

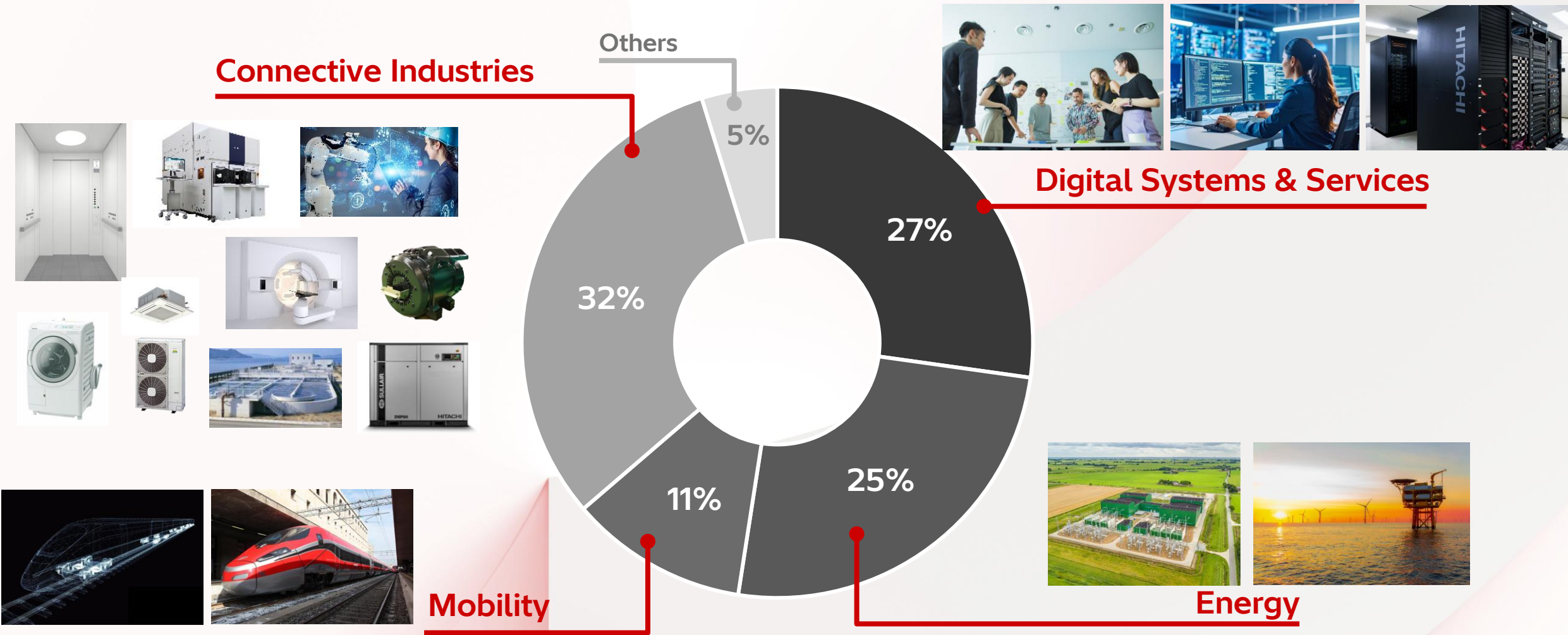
Country Manager Romania & Head of Group Business
Development South East Europe
Hitachi Europe Ltd. – Representative office in Bucharest

25 June 2025

Hitachi Overview (FY2024) - Worldwide -

HITACHI

Revenues (FY2024)	€ 63.1 bn 9,783.3 billion JYP	Number of Employees (as of Mar 2025)	283 thousand Overseas 60% / Japan 40%
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*Source: Consolidated Financial Results for the Year ended March 31, 2025
*All figures were converted at the rate of 155 yen to EUR for FY24.

–A unique portfolio under the diversified management that enables digital / green transformation



President & CEO, Hitachi, Ltd.
Tokunaga Toshiaki

“Hitachi, a globally unique company that combines IT, OT (Operation Technology), and products, has the strength to transform social infrastructure by integrating technology and domain knowledge.”

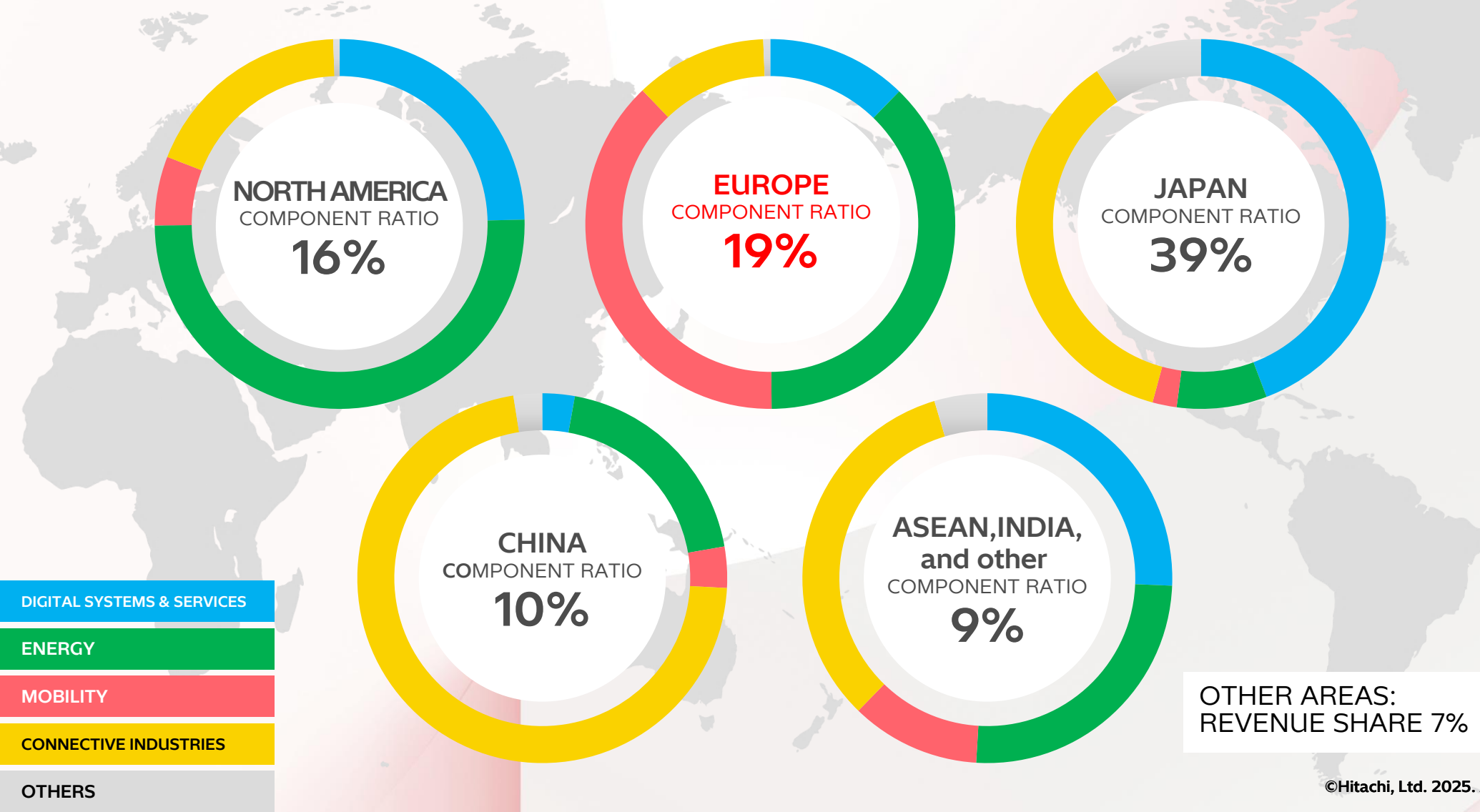
by CEO Mr. Tokunaga



Revenues by Regions (FY2024)

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Overseas revenues account for **61%, with** Europe being the **2nd largest region** by revenue.



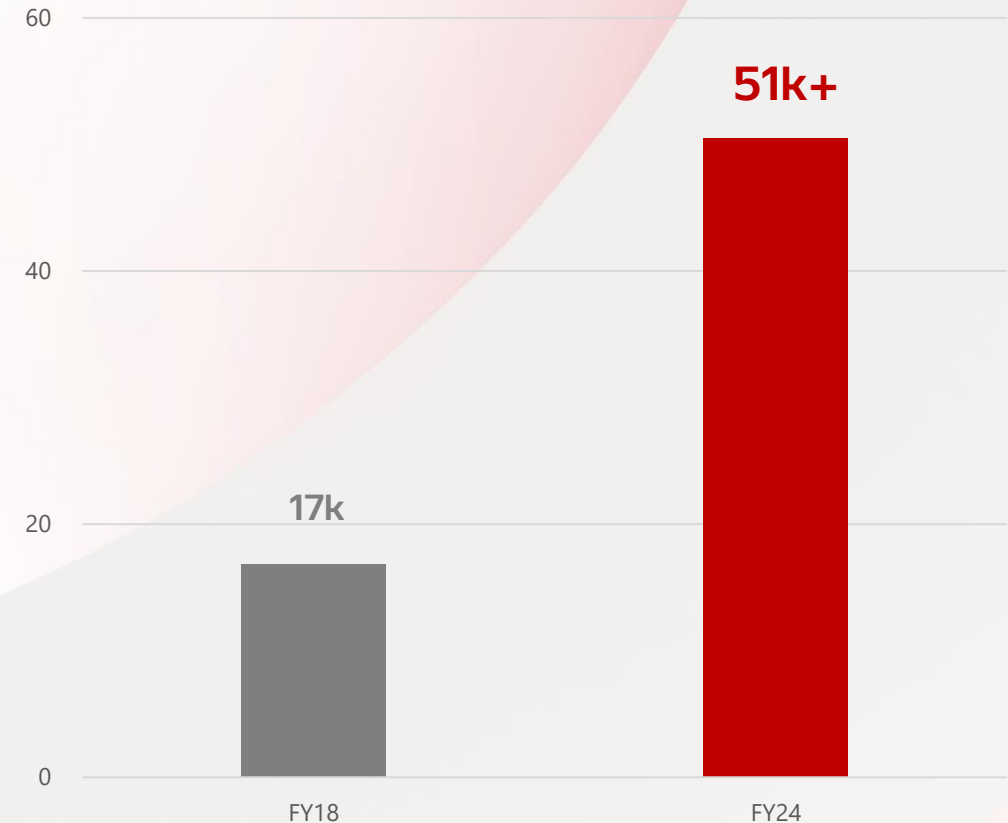
Hitachi's investment in Europe

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Acquisitions in Europe

- 2015; Ansaldo Breda / STS
(Italy, railway rolling stock/signalling)
- 2020; ABB Power Grid Business
(Switzerland, Powergrid systems)
- 2023; Fortech (Romania, Digital Engineering)
- 2023; Sidero (Ireland, Digital Engineering)
- 2024; MA micro automation
(Germany, manufacturing automation for pharma/medical)
- 2024; Thales Ground Transportation Systems
(France, railway signalling)

3x Employment in 5 years



Hitachi Group in Bulgaria

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Hitachi Solutions Bulgaria EOOD
Head Office – Delivery Center

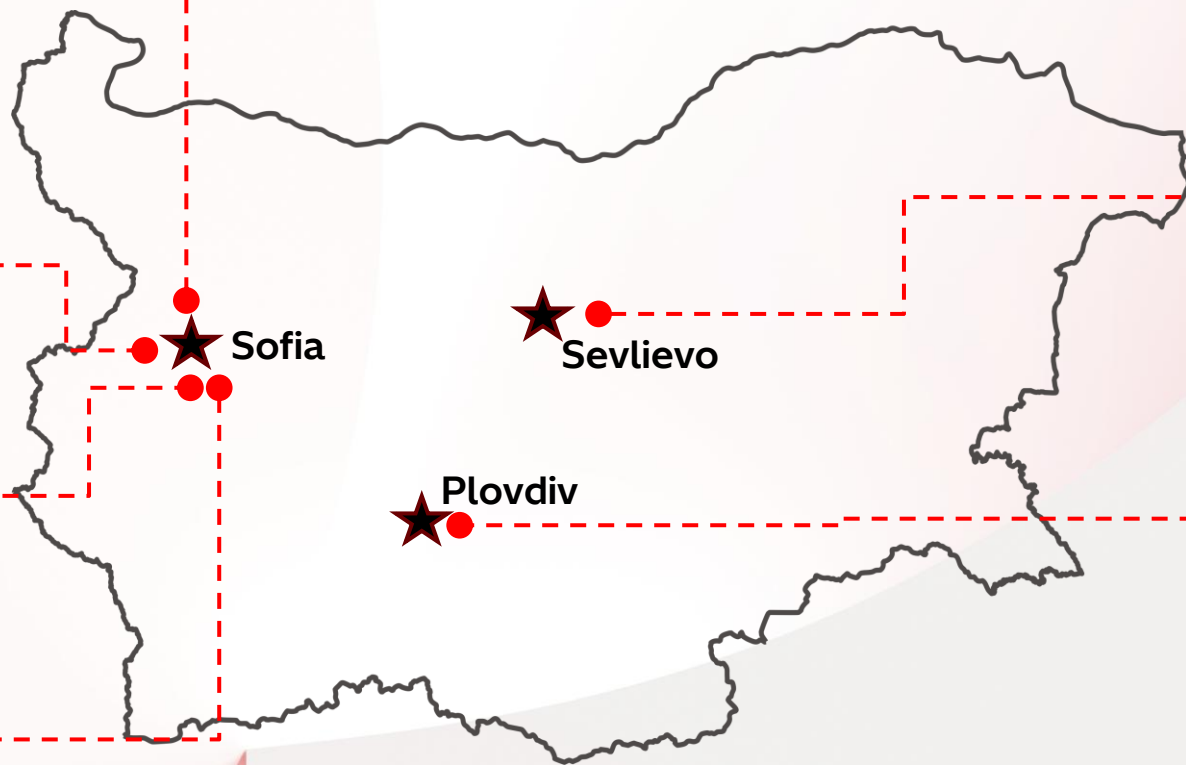
Hitachi Rail GTS Bulgaria
Branch Office

Hitachi Energy Bulgaria EOOD
Head Office – Sales & Admin
R&D Center

Hitachi Vantara

Hitachi Energy Bulgaria EOOD
High Voltage Equipment production

Hitachi Rail GTS Bulgaria
Project Office



4 Hitachi group companies operates in Bulgaria with more than **1,000** employees.

Hitachi Group in Bulgaria

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Extended knowledge and experience on the Bulgarian market with strong local capabilities.

Hitachi Energy Bulgaria



Energy

Products and solutions

High Voltage
equipment + Digital

Markets

Power & Utilities
Rail & Infrastructure
Industrial
Renewables

Hitachi Rail GTS Bulgaria



Mobility

Products and solutions

Rail signaling solution

Markets

Railways
Metro

Hitachi Vantara



Digital

Products and solutions

Data storage

Markets

Banking
Telco
Healthcare
Public Sector

Hitachi Solutions Bulgaria



Digital

Products and solutions

Software engineering
delivery center

Markets

Financial
Retail
Healthcare
Public Sector

Hitachi in Bulgaria – Energy Sector

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Three contracts under execution

1. SERAW and NPP Kozloduy split of power supply networks
2. Modernization of MV supply systems and new SCADA and monitoring system
3. Service of GCB and HV apparatus

New opportunities:

1. Modernization of 800MVA unit power transformers 400/220kV
2. Service Frame Agreement for HE and ABB equipment
3. Replacement of 80 dry transformers
4. Two new Units 1000MVA design and delivery by Westinghouse



Contributing to Green Energy Projects – Hitachi Energy-

HITACHI

Substations for Photovoltaic Plant Apriltzi



Project:

400MW photovoltaic power plant Apriltzi,
Bulgaria

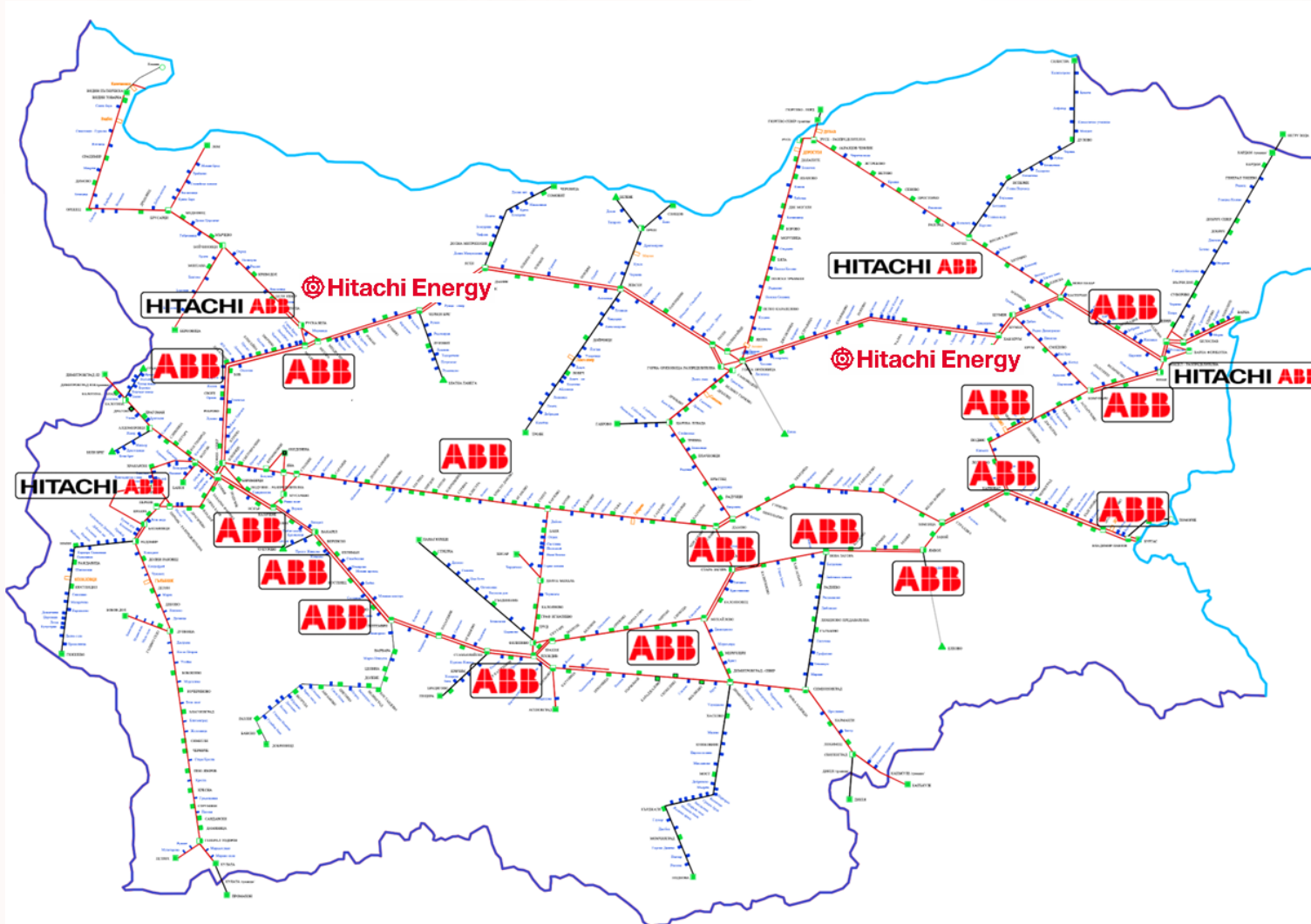
Solution:

110/33kV step-up substation – two stages
PV microgrid and SCADA



Contributing to Railway infrastructure – Hitachi Energy-

HITACHI



NATIONAL RAILWAY
INFRASTRUCTURE COMPANY

Traction power substations
110/27kV, 50Hz, 1-phase
system

- **Strategic focus on the Energy, Railway and Digital sectors**
- **Extended knowledge and experience on the Bulgarian market**
- **Strong local capabilities, both commercial and technical, for identifying/ assessing/ implementing projects**
- **High potential for synergy creation and growth – One Hitachi approach**
- **Consistent pipeline of potential business opportunities**

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