

# PROFILE

Since our establishment in 1970 as the first software development company in the Hitachi Group, Hitachi Software Engineering Co., Ltd. ("HitachiSoft") has been involved mainly in the development of basic software for mainframe computers and the building of large-scale systems and networks for government agencies and the financial, insurance and securities industries.

HitachiSoft has leveraged its accumulated technological and system proposal capabilities cultivated over many years to form a solid track record in constructing excellent-quality and highly reliable systems. With its reputation as a "Company with the technological capabilities to produce the finest products," HitachiSoft has become a leader in the Japanese software industry.

As IT takes root and digital networks spread throughout many industries, the pace of transformation of operational structures is accelerating. Companies involved in information services must offer even more flexible development and solutions capabilities that address the diverse requirements of industry.

We will work together with domestic and overseas Group companies to meet the needs of various industries evolving around the three key pillars of systems development, services and products & packages. Through its information systems and services, Hitachisoft is committed to providing comfort, safety and inspiration to society and people.



## Interview with the President



In fiscal 2007, ended March 31, 2008, HitachiSoft continued to enjoy a robust business environment, which supported double-digit growth in net sales, record high operating and ordinary income, and an increase in net income.

Nevertheless, business conditions are expected to become increasingly difficult prompted by uncertainties arising from concerns about an economic recession. With competition projected to intensify as a result of new market entrants domestically and overseas, ongoing improvements through structural reform of our businesses and the strengthening of our quality of management will be essential for the continued viability of the business.

Our "Challenge 8 + (8 Plus) Strategy" plan targets net sales of ¥180 billion and an operating margin of 8% or more in fiscal 2008. Guided by the plan, we will proceed with structural reform in line with market changes, aiming for higher productivity and advances in our development and business proposal capabilities. In addition, we will target sustainable growth in our sales and profits, moving forward toward realizing the goals of our medium-term management plan targeting net sales of ¥200 billion and an operating margin of 10% or greater for fiscal 2010.

**Isao Ono**  
President, Chief Executive Officer, and Director

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