

April 8, 2020
Kanematsu Electronics Ltd.

Kanematsu Electronics Partners with HPT Vietnam towards Expanding our Global Network

- Comprehensive Support from both Vietnam and Japan for Japanese Companies Making Inroads in Vietnam -

Kanematsu Electronics Ltd. (President and CEO: Akira Watanabe; headquartered in Chuo Ward, Tokyo; hereinafter KEL), has concluded a business partnership agreement with HPT Vietnam Corporation (CEO: Dinh Ha Duy Linh; headquartered in Ho Chi Minh City, Vietnam; hereinafter HPT) as of March 25, with the aim of expanding KEL's global network of support towards the overseas development of Japanese companies.

1. Background of our Business Partnership

Concerning recent developments within the South East Asia region, business activities carried out by Japanese companies in Vietnam are increasing year by year. Japanese companies from a wide range of industries are making inroads in Vietnam in increasing numbers, from manufacturers transferring their production sites from China, to companies from the insurance, finance, distribution, and ICT industries, etc. Most of these companies are expanding their business activities on an ambitious scale, and from a strong push towards investing in equipment to increase profits, the demand for IT is expected to grow even further from now on.

We established a Thai subsidiary in 2014 and have been providing IT services for Japanese companies there. Moreover, with this new partnership with HPT, we plan to further increase support in ASEAN with a Japan-Thai-Vietnam-Cambodia partnership, and contribute to the growth of our customers' businesses, alongside supporting Japanese companies in Vietnam from both the Japan and Vietnam side.

An IT company registered on UPCoM, HPT has been developing its IT business for over 25 years, with proven results of integrating systems for a wide range of industries such as manufacturing, finance, service, and distribution, among others. HPT also puts a framework in place that will enable them to offer a one-stop service for IT infrastructure and security systems across the country from locations in Ho Chi Minh City, Hanoi, Da Nang, and Cambodia, from design to operation.

From now on, both companies will share information, offering comprehensive IT services and support from both Japan and Vietnam to our customers, as well as Japanese companies considering expanding into Vietnam, and Japanese companies already in Vietnam. In addition, we plan to increase the scale of both companies' business activities by responding to the needs of the horizontal expansion of IT usage from Thailand to Vietnam through a partnership with our local subsidiary in Thailand.

2. Overview of HPT Vietnam Corporation

- (1) Company Name: HPT Vietnam Corporation
- (2) Business Domain: System integration, Software integration, IT services, Security
- (3) Head Office: Lot E2a-3, D1 Road, Saigon High-Tech Park, Long Thanh My Ward, District 9, HCMC, Vietnam
- (4) Representative: Dinh Ha Duy Linh, Chief Executive Officer
- (5) Capital: VND 75,348,880,000
- (6) Website: <http://www.hpt.vn/en>

3. Overview of Kanematsu Electronics Ltd.

- (1) Company Name: Kanematsu Electronics Ltd.
- (2) Business Domain: Designing, building and operating business information systems based in IT (ICT); system consulting and import/export sales, rental/leasing, maintenance and development/production of IT system products and software, and staff dispatch services
- (3) Head Office: 13-10 Kyobashi 2-chome, Chuo-ku, Tokyo
- (4) Representative: Akira Watanabe, President & CEO
- (5) Capital: JPY 9.03125 billion
- (6) Sales: JPY 67.3 billion (as of March 2019)
- (7) Employees: 1,244 (consolidated), 415 (non-consolidated)
- (8) Website: <http://www.kel.co.jp/english/>

* Product and company names appearing herein are the trademarks or the registered trademarks of their respective companies.

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