

News Release

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Hitachi Industrial Equipment Systems Acquires Telesis Technologies to Strengthen Marking Equipment Business *Expanding product portfolio and North America operation*



Telesis' Laser Markers

Circleville, OHIO (July 21, 2022) – Hitachi Industrial Equipment Systems Co., Ltd. (“HIES”), a wholly-owned subsidiary of Hitachi, Ltd. (TSE: 6501), today announced its acquisition of Telesis Technologies, Inc. (“Telesis”), a U.S. company engaged in the manufacture and sale of marking equipment using laser technologies.

“Telesis is known for its state-of-the-art laser marking technologies, and this acquisition will allow us to expand and enhance our product portfolio as we accelerate our efforts of becoming an industry-leading solutions provider,” said Yasuhiro (Charlie) Takeuchi, President of Hitachi Industrial Equipment Systems Co., Ltd. “We look forward to leveraging the combined strengths of HIES and Telesis to further penetrate the global coding and marking industry.”

Telesis has more than 160 employees globally. The company has a development center and manufacturing facility, along with engineering, sales and maintenance service bases, in the United States. It also has manufacturing, sales and service bases in China and sales and service bases in Europe.

For more than 40 years, Telesis has developed, manufactured and sold marking equipment. The company provides a range of coding and marking technologies. It offers industry-leading laser technology used to print dates, lot numbers and other information on items produced in the food and beverage, cosmetic, pharmaceutical, consumer product goods and electronic industries. Telesis also has one of the largest global market shares in dot-peen markers, devices that print letters by striking pins, which are often used in the aerospace and automotive industries. With this acquisition, HIES can accelerate the global expansion of its marking equipment business.

The acquisition of Telesis builds on HIES’s April 2022 acquisition of Germany-based Photon Energy GmbH*1 to further strengthen HIES’s coding and marking business. Recent years have shown strong demand for high-definition and indelible printing worldwide, and business opportunities for marking equipment using laser technology (i.e., laser markers) are steadily growing.

*1 News release dated April 22, 2022 titled “Hitachi Industrial Equipment Systems Completes Acquisition of PHOTON ENERGY, German Laser System Manufacturer”
<https://www.hitachi.com/New/cnews/month/2022/04/220422.html>

Telesis laser markers are highly complementary in technology to Photon Energy’s products, and the addition of Telesis dot-peen markers will expand HIES’s product lineup along with its inkjet printers. In addition, by utilizing Telesis’s sales channels, HIES expects to strengthen its sales capabilities for inkjet printers and expand its recurring business by integrating Telesis’s maintenance service capabilities, which Telesis has developed through its dot-peen and laser marker businesses.

“We’re pleased to be a part of the next phase of Hitachi Industrial Equipment Systems,” said Dr. Ashot Mesropyan, Executive Chairman of Telesis. “The company is a great fit for our global portfolio of marking solutions, and we look forward to putting our combined industry expertise and global resources to work for our customers.”

Overview of Telesis

Company name	Telesis Technologies Inc.
Headquarters	Circleville, Ohio, USA
Representatives	Executive Chairman: Dr. Ashot Mesropyan President and CEO: Derek Morin
Business overview	Development, manufacture, sale and maintenance services of laser and dot-peen markers and related technologies.
Year of foundation	1971
Largest shareholders	Crimson Investment and Bertram Capital
Number of Employees	161 (as of end of December 2021)
Revenues	Approx. US\$ 42 million (approx. ¥5.5 billion) in fiscal year ended 31 st December 2021
Website	https://telesis.com/

About Hitachi Industrial Equipment Systems Co., Ltd.

Hitachi Industrial Equipment Systems Co., Ltd. (“HIES”), a wholly-owned subsidiary of Hitachi, Ltd. (TSE: 6501), is a leading global provider of electric and industrial products and solutions including air compressors, coding and marking systems, transformers, hoist systems, inverters and more. HIES solves the technical issues of industrial customers with solutions centered on improving customer value and contributing to the development of a global society and environment. For more information on Hitachi Industrial Equipment Systems, visit <https://www.hitachi-ies.co.jp/english/index.htm>.