



HITACHI

LATAM Partners Champions League

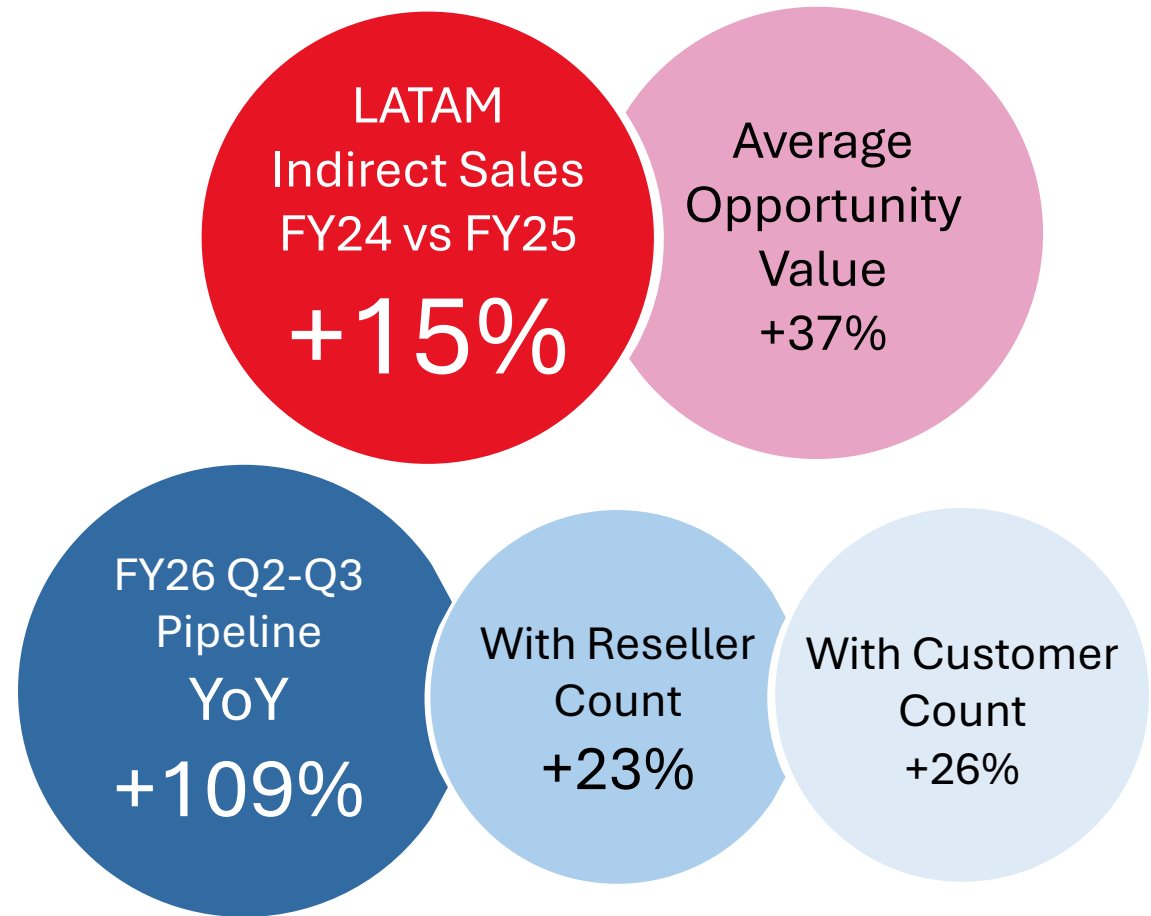
FY25 Momentum, FY26 Opportunity

Thank you for building strong FY25 momentum.

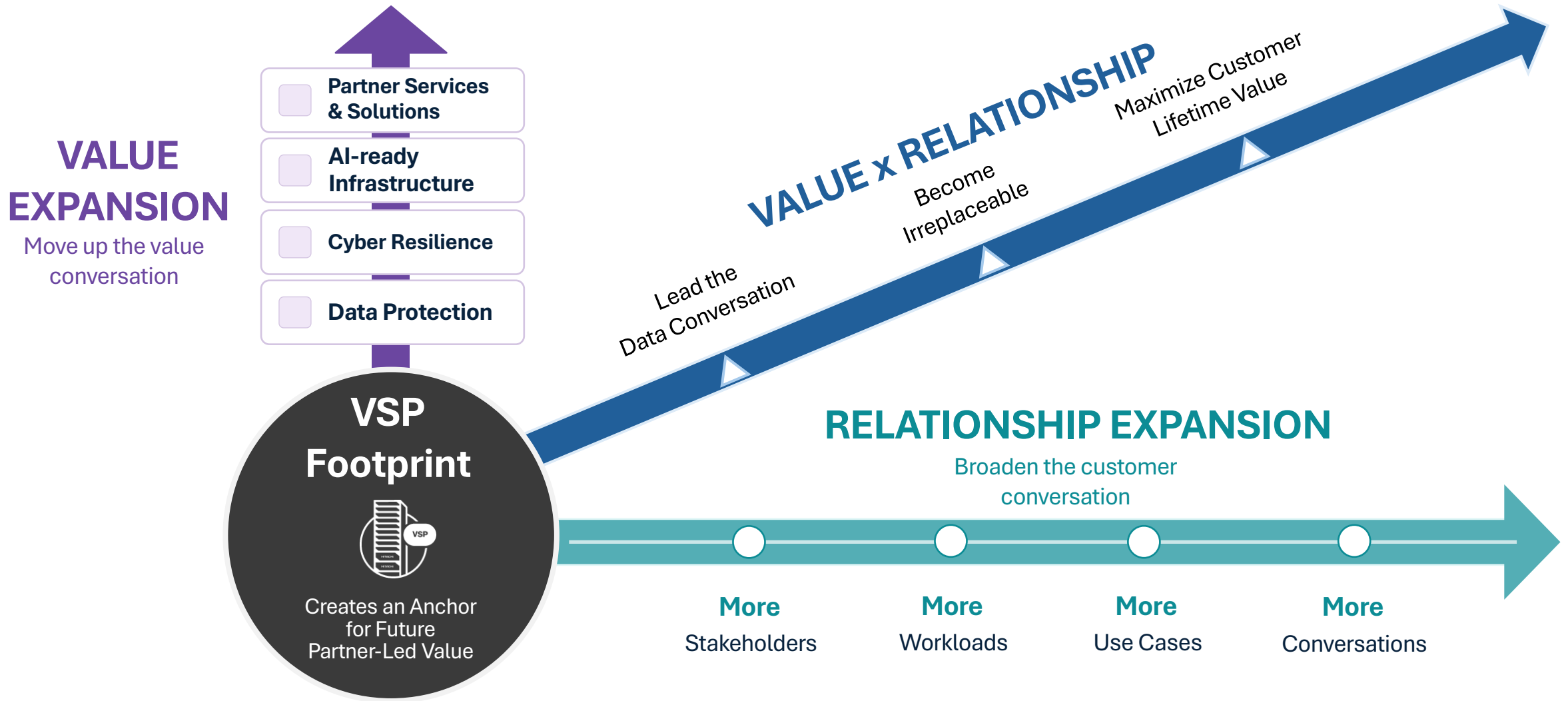
FY26 now brings.....

- ***Larger pipeline,***
- ***Higher opportunity value***
- ***Broader partner reach.***

Now we execute, turn this opportunity into real win.



First Footprints Create Partner-Led Growth



How We Help Partners Create Momentum



We support the motion.

*But when partners turn Capture, Elevate, and Scale into real momentum,
Effort should be recognized and rewarded.*



LATAM Partners Champions League

*11 Champion Seats
Selected from Partner Tiers*



Champion XI Japan Experience

Not just a reward.
A deeper Hitachi experience
built around:

Bond. Access. Culture.

Bond: Celebrate your achievement and build lifelong relationships with Hitachi and Other Champions



Access: Meet our HQ executives and R&D leaders. Align your strategy directly with them to grow together.



Culture: Connect with our founding spirit and experience true Hitachi culture. Quality, Trust, Long-term Commitment.



Take Action, Build Momentum.

How Champion League Works



League by Partner Tier

Fairness and Transparency. Elite / Premier / Member run separately.



FY26 Q3–Q4 Period

Measured during FY26 Q3–Q4 based on billed-deal performance.



Point Scheme (Draft / Illustrative)

Focused on Midrange Growth / Partner-Sourced / Acquisition

Model	Points / Sys
B24	100 pt
B26	150 pt
B28	200 pt

Bonus	Points / Account
Net New	+50 pt
Takeout	+50 pt

Separate Leaderboards by Partner Tier



Rank	Partner	Pts
1	Andes Data Partners	2,100
2	Caribe Storage Group	1,850
3	Pacífico Data Integrators	1,650



Rank	Partner	Pts
1	Rio Plata CloudWorks	1,250
2	Andina Tech Solutions	1,150
3	Amazonia DataBridge	950



Rank	Partner	Pts
1	Condor Data Systems	650
2	Maya Integration Group	500
3	Pampa Storage Partners	400

** Illustrative only. Final eligible models, scoring weights, and bonus rules are under review.*



Gracias