

Mitsubishi Heavy Industries, Ltd.
Sojitz Corporation
Vietnam Joint Stock Commercial Bank for Industry and Trade

**MHI, Sojitz and VietinBank Sign Memorandum
with Vietnamese Ministry of Transport on Demonstration Project
to Integrate Country's ETC Systems**

Tokyo, September 10, 2015 – Mitsubishi Heavy Industries, Ltd. (MHI), Sojitz Corporation and the Vietnam Joint Stock Commercial Bank for Industry and Trade (VietinBank), a state-owned bank based in Hanoi and owned roughly 20% by The Bank of Tokyo-Mitsubishi UFJ, have concluded a memorandum with the Directorate for Roads of Vietnam (DRVN) / Vietnamese Ministry of Transport (MOT) on a demonstration project targeting the integration of Vietnam's expressway electronic toll collection (ETC) systems.



Signing the contract

Vietnam today is making steady progress in introducing ETC systems into the country's expressway network, but many are calling for the country to integrate its three separate communication modes currently in service – Active DSRC, Passive DSRC and RFID*. The focus of the demonstration project designated in the newly agreed upon memorandum will be on developing a new ETC system which integrates the three existing formats. Data from the new system will be collected from the suburbs of Ho Chi Minh City, in the country's south. MHI, Sojitz and VietinBank also aim, based on this demonstration project and with support from

DRVN/MOT, to create a second project involving an intelligent traffic system (ITS).

“In order to meet the highest demand of traffic drivers and toll collection service users, deploying integrated solution for the three existing formats including DSRC active, DSRC passive and RFID plays an important role” DRVN said

Presently some 2 million vehicles are registered in Vietnam, and new registrations are increasing at a robust pace of 120,000 to 150,000 each year. In December 2008 the Vietnamese government, in anticipation of the country’s shift to a motorized society in the future, formulated a master plan for the nation’s expressways. The plan covers 22 routes spanning a total distance of 5,873 kilometers (3,649 miles), and its execution requires a total investment of US\$48 billion. Under the plan, ITS technology is to be introduced to the major expressways in order to enhance their safety and driving comfort in the coming era of motorization. The plan calls for progressive introduction of traffic control, ETC and other sophisticated systems going forward.

Applying the knowhow they will accumulate from the newly agreed upon demonstration project, MHI, Sojitz and VietinBanklook to make important contributions to the development of Vietnam’s road transport networks in the years ahead.

Note: Active DSRC (dedicated smart range communication) is an interactive communication system in which 5.8 GHz microwaves are emitted by both onboard units and roadside antennas.

Passive DSRC is a system to achieve two-way communication through the reflection of 5.8 GHz microwaves emitted by roadside antennas.

RFID (radio frequency identification) is a system for tolling drivers based on identification of tracking tag.

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About Mitsubishi Heavy Industries

Mitsubishi Heavy Industries, Ltd. (MHI), headquartered in Tokyo, Japan, is one of the world’s leading heavy machinery manufacturers, with consolidated sales of 3,992.1 billion yen in fiscal 2014, the year ended March 31, 2015. MHI’s diverse lineup of products and services encompasses shipbuilding, power plants, chemical plants, environmental equipment, steel structures, industrial and general machinery, aircraft, space systems and air-conditioning systems.

For more information, please visit the MHI website (<http://www.mhi-global.com/index.html>).

About Sojitz Corporation

Sojitz Corporation was formed out the union of Nichimen Corporation and Nissho Iwai Corporation, both companies that boast incredibly long histories. For more than 120 years, our business has helped support the development of countless countries and regions. Today, the Sojitz Group consists of approximately 410 subsidiaries and affiliates located in Japan and throughout the world, and it is developing its wide-ranging general trading company operations in roughly 50 countries and regions across the globe.

About VietinBank

Being one of largest State-owned commercial banks of Viet Nam, established in 1988 after being separated from State Bank of Vietnam, Vietinbank currently has developed an operation networks comprising of 150 main branches, over 1000 branches and transaction offices, 09 independent companies, 03 oversea branches (*02 in Germany, 01 in Laos*) and 01 representative office in Myanmar.

Since 2010, the Viet Nam Directorate for Roads of Viet Nam, Vietinbank and investors with Build-Operate-Transfer contracts has co-operated to fit electronic toll technology at 23 toll stations nationwide. With the bank's OBU card and transponder installed on vehicles, drivers would not have to stop to pay tolls, with the fees to be prepaid or collected automatically from an affiliated credit card service. Nearly 50,000 OBU card holders use the service available at toll booths including those at Phu My Bridge, Da Nang Airport, Tan Son Nhat Airport, and National Highway 51 Bien Hoa – Vung Tau, etc.

PRESS CONTACT:

For Mitsubishi Heavy Industries, Ltd.

Hideo Ikuno: h.ikuno@daiya-pr.co.jp

Tel: +813-6716-5277, Fax: +813-6716-5929

Daiya PR (in charge of public relations for Mitsubishi Heavy Industries, Ltd.)

For Sojitz Corporation

Tel: +813-6871-2581, Fax: +813-6716-5929

For VietinBank

Tel: +43558-6666, Fax: +435578860