

SCOTT BARNETTE
Vice President Corporate Business Development
Office of Chairman and Chief Executive for the Americas, Hitachi, Ltd

Mr. Barnette reports directly to the Chairman and CEO for Hitachi America, Ltd.

In this role since 2007, he is responsible for Hitachi's North America business strategy, working with CEO's across several of Hitachi business units, providing strategic business support for growth including partnerships, alliances, joint ventures and M&A.

Prior to his current post located at Hitachi's US headquarters in Tarrytown, NY, he was stationed in China where he was responsible for establishing Hitachi's Sales and Operations in Beijing and Shanghai, for Hitachi's rapidly growing mainland China customer base.

During 2003, Mr Barnette was brought in to establish a global \$3.5 billion sales organization following Hitachi's acquisition of IBM's Hard Disk Drive business. While in this M&A integration role he held responsibility for delivering \$850M in annual revenue across several of Hitachi's largest, most demanding, global customers.

In the 1990's, Mr. Barnette was instrumental in the start-up of Hitachi's Optical Disk Drive Business Unit, leading it to \$1billion in revenue, while concurrently managing its US Sales and Operations. Barnette is credited for conceiving the vision and execution of a highly successful Hitachi-LG Electronics joint venture, which has been capturing #1 market share, for several consecutive years, against rival Samsung.

He has been a keynote speaker, an invited presenter, and a panelist at numerous executive-level business and management consulting related conferences presenting on current issues in corporate portfolio strategy, growth & innovation, Sales Force M&A Integration and certain Japan-China-US business shifts.

Mr. Barnette holds a bachelors degree from Rutgers University College of Engineering, a masters degree in business from Fairleigh Dickinson University Silberman School of Business and attended post-graduate programs at Columbia, MIT, and Harvard in the areas of Technology & Society, Corporate Strategy, and Globalization.

Affiliations:

- Advisory Board, Habitat for Humanity, NC Chapter
- Steering Committee, "Raleigh Vision"
- Board of Visitors, Rutgers College of Engineering