

### FY08 1st Quarter Financial Results

Consolidated 2<sup>nd</sup> Quarter Term Total & FY08 Outlook

July 25<sup>th</sup>, 2008

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### Changes in Accounting Policies

#### Hitachi High-Technologies HITACHI

# Changes in Accounting Policies

From April 1st 2008, one of the revenue recognition criteria for Hitachi High-Technologies' products will change from 'Delivered' to 'Installation Completed'

### <u>Criterion following change: Installation Completed</u>

Revenue will be recognized at the point at which work done by Hitachi High-Technologies as contracted is deemed to be complete (installation and adjustment etc.)

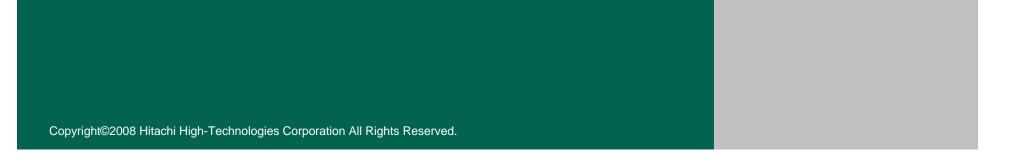
Products to which new method applies: Semiconductor Manufacturing Equipment, FPD/HD Manufacturing Equipment,
Chip Mounters etc.

### Reasons for change

Increase in the percentage of revenues accounted for by Hitachi High-Technologies products requiring a long time from delivery to completion of installation Completion of IT system improvements enabling data on completed installations to be obtained

<Note> Although the immediate impact of the change in revenue recognition criteria on operating results is considerable, the new accounting policy will be applied in the following fiscal term and thereafter. The change will not therefore have a significant impact on future operating results.

### FY08 Outlook



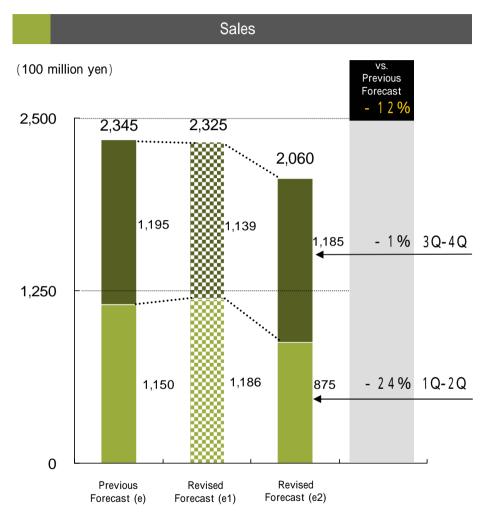
# FY08 Outlook (Highlights)

(100 million yen)

|                    |                     | Previous<br>Forecast<br>(e) | Impact from<br>Business<br>Results Change<br>(x) | Revised<br>Forecast<br>(e1)=(e+x) | vs.<br>Previous<br>Forecast | Impact from<br>Accounting<br>Policy Change<br>(y) | Revised<br>Forecast<br>(e2)=(e1+y) | vs.<br>Previous<br>Forecast |
|--------------------|---------------------|-----------------------------|--|-----------------------------------|-----------------------------|---|------------------------------------|-----------------------------|
| <sup>Q</sup> Total | Sales               | 4,410                       | + 60   | 4,470                             | + 1%                        | - 320   | 4,150                              | - 6%                        |
|                    | Operating<br>Income | 194                         | - 39   | 1 5 5                             | - 20%                       | - 67  | 8 8                                | - 55%                       |
| FY 08              | Sales               | 9,100                       | 0  | 9,100                             | 0 %                         | - 300   | 8,800                              | - 3%                        |
|                    | Operating<br>Income | 4 3 0                       | 0  | 4 3 0                             | 0 %                         | - 80  | 3 5 0                              | - 19%                       |

estimate=(e) is the readings announced in April, 2008

### FY08 Outlook (Electronic Device Systems)



<Note>Previous Forecast (e) = Readings Announced in April, 2008

Revised Forecast (e1)=(e)+ Impact from Business Results Change (x)

Revised Forecast (e2)=(e1)+ Impact from Accounting Policy Change (y)

#### Outlook by Segment (Explanation of Variations)

1. Impact from Business Results Change

(100 million yen)

|       | 1Q-2Q | 3Q-4Q | Total |  |
|-------|-------|-------|-------|--|
| Sales | + 36  | - 56  | - 20  |  |

[Main Reasons for Deviation]

\*Although Semiconductor Process Equipments are firm, due to restraint of CAPEX in the 1H, recovery of metrology & analysis systems are scheduled to delay.

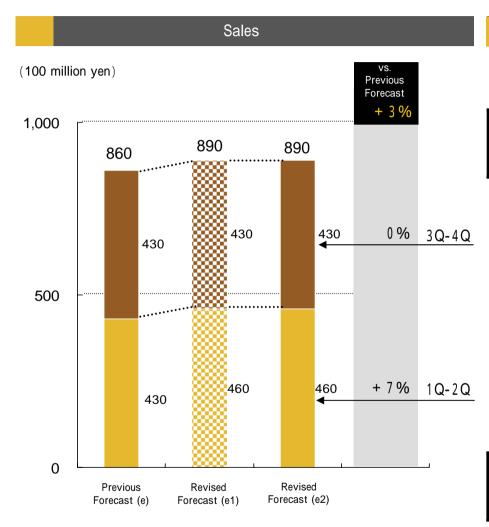
\*LCD Manufacturing Equipments are firm mainly in the front-end equipments.

\*For HD Manufacturing Equipments, demands are sluggish.

2. Impact from Accounting Policy Change

|       | 1Q-2Q | 3 Q-4 Q | Total |  |
|-------|-------|---------|-------|--|
| Sales | - 311 | + 46    | - 265 |  |

## FY08 Outlook (Life Sciences)



<Note>Previous Forecast (e) = Readings Announced in April, 2008

Revised Forecast (e1)=(e)+ Impact from Business Results Change (x)

Revised Forecast (e2)=(e1)+ Impact from Accounting Policy Change (y)

#### Outlook by Segment (Explanation of Variations)

1. Impact from Business Results Change

(100 million yen)

|       | 1Q-2Q | 3Q-4Q | Total |  |
|-------|-------|-------|-------|--|
| Sales | + 30  | 0     | + 30  |  |

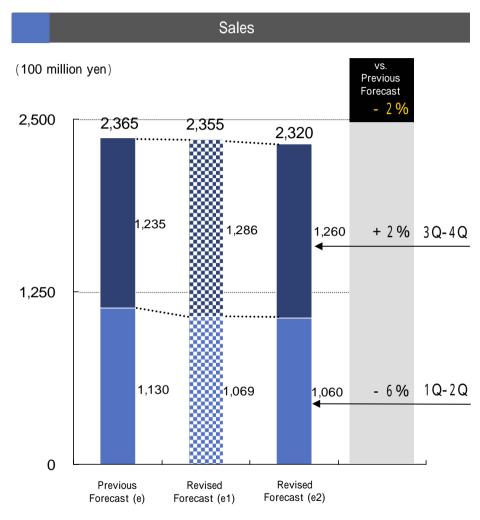
[Main Reasons for Deviation]

\*Clinical analyzers are still strong in the European/U.S. market

2. Impact from Accounting Policy Change

|       | 1Q-2Q | 3 Q-4 Q | Total |  |
|-------|-------|---------|-------|--|
| Sales | 0     | 0       | 0     |  |

## FY08 Outlook (Information Systems & Electronic Components)



#### <Note>Previous Forecast (e) = Readings Announced in April, 2008

Revised Forecast (e1)=(e)+ Impact from Business Results Change (x)

Revised Forecast (e2)=(e1)+ Impact from Accounting Policy Change (y)

#### Outlook by Segment (Explanation of Variations)

1. Impact from Business Results Change

(100 million yen)

|       | 1Q-2Q | 3Q-4Q | Total |  |
|-------|-------|-------|-------|--|
| Sales | - 61  | + 51  | - 10  |  |

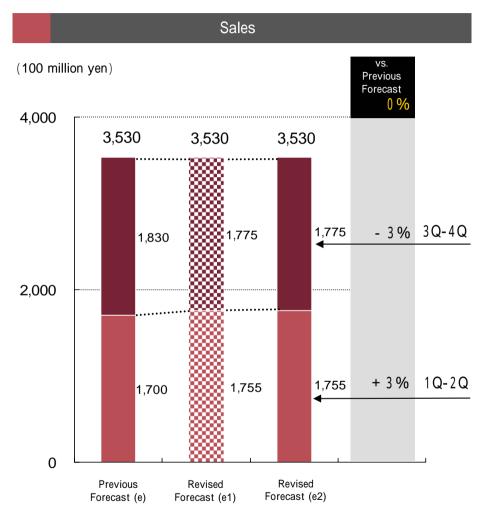
[Main Reasons for Deviation]

\*Demands for information & communication equipments (mobile phones/broadband-related products) are decreasing

2. Impact from Accounting Policy Change

|       | 1Q-2Q | 3Q-4Q | Total |  |
|-------|-------|-------|-------|--|
| Sales | - 9   | - 26  | - 35  |  |

### FY08 Outlook (Advanced Industrial Products)



<Note>Previous Forecast (e) = Readings Announced in April, 2008

Revised Forecast (e1)=(e)+ Impact from Business Results Change (x)

Revised Forecast (e2)=(e1)+ Impact from Accounting Policy Change (y)

#### Outlook by Segment (Explanation of Variations)

1. Impact from Business Results Change

(100 million yen)

|       | 1Q-2Q | 3Q-4Q | Total |
|-------|-------|-------|-------|
| Sales | + 5 5 | - 55  | 0     |

[Main Reasons for Deviation]

\*Although increase can be expected in the 1H due to favorable performances of LCD-related components and materials, low demands for electronic materials etc. in the 2H will lead to a decrease

2. Impact from Accounting Policy Change

|       | 1Q-2Q | 3 Q-4 Q | Total |
|-------|-------|---------|-------|
| Sales | 1     | -       | -     |

Data

<Note> Results for FY08 Q1 are based on new accounting policies



# **Quarterly Results**

(100 million yen)

|                  | FY07 Q1 | FY07 Q2 | FY07 Q3 | FY07 Q4 | FY08 Q1 |
|------------------|---------|---------|---------|---------|---------|
| Sales            | 2,251   | 2,621   | 2,263   | 2,296   | 1,829   |
| Operating Income | 8 7     | 1 4 6   | 8 1     | 1 7 8   | 1 9     |
| Ordinary Income  | 9 1     | 1 4 7   | 8 6     | 1 6 4   | 2 6     |
| Net Income       | 5 7     | 9 0     | 5 5     | 6 7     | - 2     |

### Sales by Segment

|   | FY07 Q1 | FY07 Q2 | FY07 Q3 | FY07 Q4 | FY08 Q1 |
|---|---------|---------|---------|---------|---------|
| Electronic Device Systems                   | 6 3 5   | 7 6 6   | 5 8 7   | 6 6 1   | 2 5 0   |
| Life Sciences                               | 196     | 2 4 3   | 2 6 1   | 2 6 1   | 2 4 8   |
| Information Systems & Electronic Components | 5 4 6   | 7 0 0   | 5 4 3   | 5 3 9   | 4 4 3   |
| Advanced Industrial Products                | 8 7 4   | 9 1 3   | 873     | 8 3 4   | 888     |

# Sales by Main Products

|                                     |         |           |         |         | (100 million yen) |
|-------------------------------------|---------|-----------|---------|---------|-------------------|
|                                     | FY07 Q1 | FY 0 7 Q2 | FY07 Q3 | FY07 Q4 | FY08 Q1           |
| Electronic Device Systems           | 635     | 766       | 587     | 661     | 250               |
| Process Equipment                   | 139     | 190       | 248     | 170     | 83                |
| Metrology/Analysis Systems          | 191     | 255       | 165     | 291     | 94                |
| LCD Manufacturing Equipments        | 100     | 217       | 71      | 112     | 22                |
| HD Manufacturing Equipments         | 80      | 16        | 21      | 22      | 4                 |
| Others                              | 125     | 88        | 82      | 66      | 47                |
| <u>Life Sciences</u>                | 196     | 243       | 261     | 261     | 248               |
| Bio-related Business                | 47      | 59        | 50      | 57      | 40                |
| Medical-related Business            | 123     | 152       | 178     | 177     | 189               |
| Others                              | 26      | 32        | 33      | 27      | 19                |
| Info. Syst. & Electronic Components | 546     | 700       | 543     | 539     | 443               |
| Info. Systems                       | 222     | 290       | 191     | 207     | 149               |
| Module Systems                      | 76      | 107       | 72      | 79      | 50                |
| Semiconductor                       | 102     | 99        | 104     | 90      | 85                |
| Media Devices & Com. Equip.         | 75      | 80        | 80      | 78      | 68                |
| Others                              | 71      | 124       | 96      | 85      | 91                |
| Advanced Industrial Products        | 874     | 913       | 873     | 834     | 888               |
| Industrial Materials                | 433     | 465       | 398     | 418     | 421               |
| Electronic Device Materials         | 185     | 181       | 176     | 222     | 240               |
| Optical-related Components          | 68      | 82        | 67      | 66      | 74                |
| Others                              | 188     | 185       | 232     | 128     | 153               |



#### [Notes on the data]

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Numerical data is rounded off to the nearest 100 million yen.

Rates of change up or down are generally calculated in units of yen.

The predictions in this presentation that relate to the future results of the Company were based on information that could be known at the current time.

In the industry in which we are active, the rate of technological change is rapid and competition is fierce.

Various external factors, including the world economy, the semiconductor market, and exchange rates also directly and indirectly affect results.

Accordingly, please be aware of the possibility that future results may differ from those in this presentation.

Any major differences will be publicly announced as they occur in accordance with the timely disclosure regulations of the stock market and the voluntary decisions of the Company.

<sup>\*</sup>The information included in this material is for reference when investing, and not a canvass to invest. Brand selection and the final decision is at your own judgment.



## **END**

July 25th, 2008

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# Hitachi High-Technologies

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