# Hitachi High-Tech

HITACHI

# **Supplementary Material FY10 1st Quarter Financial Results**

July 27, 2010

**@**Hitachi High-Technologies Corporation

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# FY10 1st Quarter Financial Results I Outline of FY10 1st Quarter I FY10 Outlook Ti Financial Data Copyright@2010Htachi High-Technologies Corporation All Rights Reserved.

### Hitachi High-Tech Outline of FY10 1st Quarter (Highlights) Ι HITACHI (100 million yen) FY10 Q1 Results FY09 Q1 Results Sales 1,585 1,325 +260 +20% Operating 43 -38+81 Income Ordinary 50 -32+83 Income Net -2035 +56 Income Net Income **25.66**yen -14.73yen **+40.39**yen per Share Net Assets **1,666.00**yen\* **1,669.35**yen **+3.35**yen per Share -112-108**FCF** +4 \*The value of Net Assets per Share is the value announced for FY09 (value of March 31, 2010)

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# FY10 Outlook (Highlights)



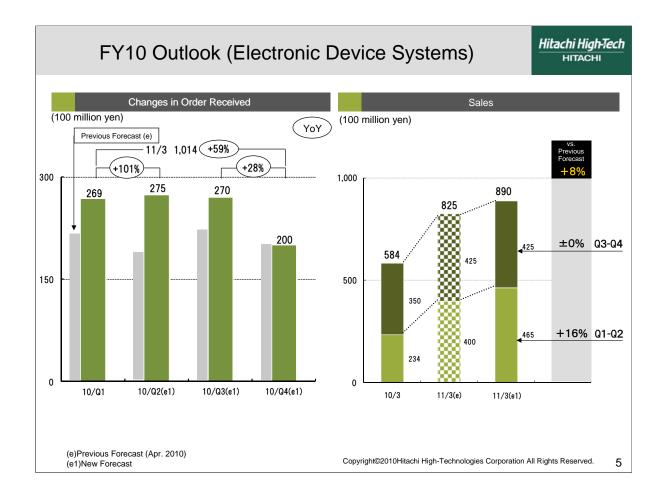
(100 million yen)

	Q1-Q2 Forecast	YoY Increase/Decrease Ratio		FY10 Forecast	YoY Increase/Decrease Ratio	
Sales	3,230	+413	+15%	6,700	+531	+9%
Operating Income	90	+166	_	202	+218	-
Ordinary Income	92	+162	_	205	+210	_
Net Income	62	+115	_	126	+154	_
Net Income per Share	<b>45.08</b> yen	<b>+83.66</b> yen		<b>91.61</b> yen	<b>+112.16</b> yen	
Net Assets per Share	<b>10.00</b> yen	+5.00yen		<b>20.00</b> yen	+5.00yen	
FCF	+48	+113		+48	-9:	

(Note) Upward revision (previous forecast announced in Apr. 2010): Q1-Q2 Sales (+10Ybn), Q1-Q2 Operating Income(+3Ybn), Q1-Q2 Ordinary Income (+3Ybn), Q1-Q2 Net Income(+2.7Ybn) FY10 forecast reflects this Q1-Q2 upward revision.

(Note) FY10 FX rate estimate 1USD= 90 yen 1EUR= 110 yen

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### Process Equipment

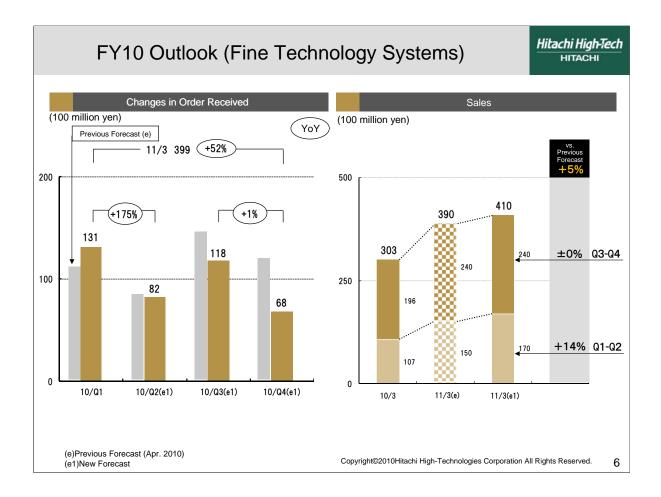
 Sales of etching systems are essentially on target for 1H. In 2H, we aim to expand sales of gate etching systems for new customers, EMCP systems for HD head processing, etc.

### Metrology & Inspection Equipment

 Due to active increase in capex by major memory manufacturers, foundries etc., sales of CD-SEM rise sharper than 1H target.
 In 2H, we will focus to take in finer patterning and mass production orders.

### **Back-end & Assembly Equipment**

- Sales of die bonders rise sharper than 1H target due to increase in capex for memory. In 2H, we expect memory demands to continue.
- Due to last year's launch of new products, chip mounter sales exceeds the 1H target. In 2H, we aim to expand share by focusing on the China market and by expanding sales of major EMSs.

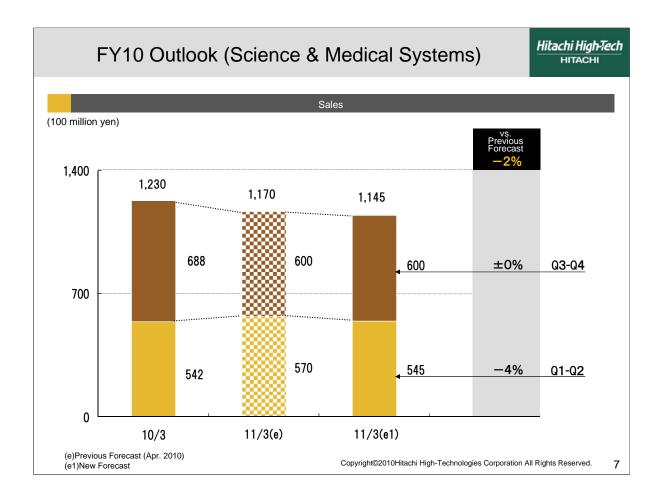


### FPD Manufacturing Equipment

Due to resumption of front-end process capex by Taiwan region, sales
of FPD manufacturing equipment exceeds the 1H target. In 2H, we will
continue to secure sales of front-end process equipments and secure profit
by cost cuts.

### **HD Manufacturing Equipment**

 Sales exceeds the 1H target due to increase in investment it the mass production for glass substrate and media. In 2H, we will continue to secure this move and focus on expanding sales of new head and media related products.

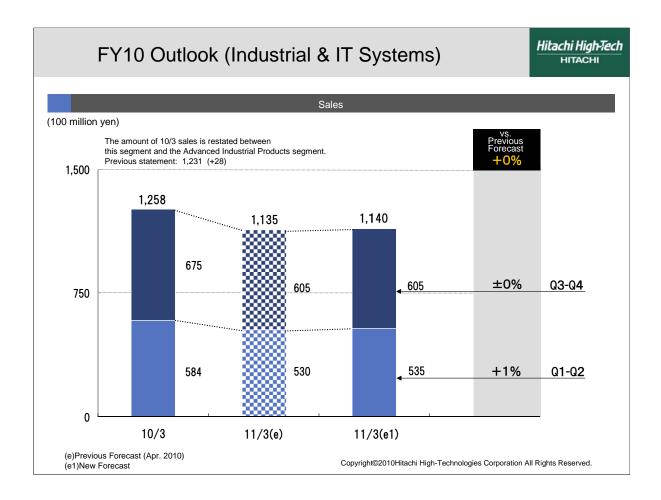


### Analytical Instruments

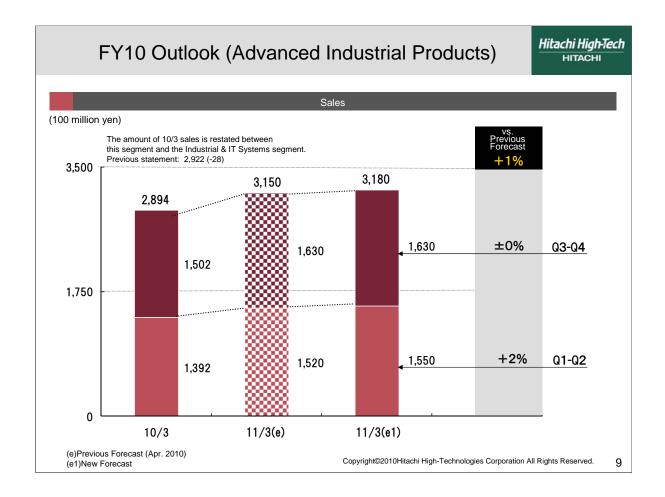
- Although there is the impact of yen's appreciation, due to the recovery in capex in the semiconductor and material related markets, sales of electron microscopes are essentially on target for 1H. In 2H, we will aim to expand sales to semiconductor related customers and by new products.
- Although private sector demands are sluggish, due to the expansion in activating markets such as material and chemical related fields etc., sales of general purpose analytical instruments are essentially on target for 1H. In 2H, we will continue to maintain our performance through strengthening liquid chromatograph sales, and expanding spectrophotometer sales for the new material market.

### Biotechnology Product / Clinical Analyzer

- Clinical analyzer sales fall short of 1H target due to the impact of yen's appreciation. In 2H, we will aim to secure business and increase share by expanding the sales of new, large type analyzers.
- Sales of DNA sequencers are essentially on target for 1H thanks to last year's launch of new products. In 2H, we will stay firm by stimulating replacement demands.



- Sales of LiB assembly systems are essentially on target for 1H due to increase in demand for environmentally friendly automobiles. In 2H, we will continue to expand sales.
- Sales of HDD for automobiles exceed 1H target due to increase in the share of high class automobiles. In 2H, we will aim to be more involved in this field.
- Although mobile phones for the U.S. market increased, overall sales are essentially on target for 1H. In 2H, we will aim to recover our performance by focusing on design and manufacturing solutions.



- Sales of industrial materials are essentially on target for 1H due to the global economic recovery and firm sales of steel, functional materials, etc. In 2H, we will aim to increase our performance level.
- Sales of electronic devices and materials exceed the 1H target due to rebound in demands for silicon wafers driven by the recovery in the semiconductor market. In 2H, we will aim to expand sales.

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# **Quarterly Results**



(100 million yen)

		FY09/Q1	FY09/Q2	FY09/Q3	FY09/Q4	FY10/Q1
Sales	Electronic Device Systems	105	129	141	209	169
	Fine Technology Systems	59	48	53	143	67
	Science & Medical Systems	242	301	266	422	275
	Industrial & IT Systems	275	309	284	391	296
	Advanced Industrial Products	661	730	732	771	802
	Elimination	-16	-25	-24	-34	-25
Total		1,325	1,492	1,451	1,901	1,585
	Operating profit	-38	-38	4	56	43
	Ordinary income	-32	-37	8	57	50
	Net income	-20	-33	-3	28	35

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10

# Sales Trend by Main Group



(100 million yen)	FY09/Q1	FY09/Q2	FY09/Q3	FY09/Q4	FY10/Q1
Electronic Device Systems	105	129	141	209	169
Process Equip.	65	33	57	49	32
Metrology & Inspection Equip.	23	55	49	115	79
Back-end & Assembly Equip.	17	40	35	45	58
Fine Technology Systems	59	48	53	143	67
FPD Manufacturing Equip.	52	42	48	131	56
HD Manufacturing Equip., Others	6	6	5	12	11
Science & Medical Systems	242	301	266	422	275
General-purpose Analytical Instr.	29	39	40	61	27
Electron Microscopes	31	67	46	129	36
Clinical Analyzers	144	152	137	180	162
Biotechnology Products, Others	38	42	43	53	49
Industrial & IT Systems	275	309	284	391	296
LiB Assembly Syst. etc	15	19	16	38	35
Automotive HDDs etc	60	68	68	75	75
IT Solutions	114	123	106	148	103
Control Syst., Others	85	99	94	130	83
Advanced Industrial Products	661	730	732	771	802
Industrial Materials	278	287	326	325	336
Electronic Devices / Materials	209	205	203	181	238
Optical-related Components	70	93	105	102	99
Fine Chemicals, Others	104	145	98	162	129

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- [Notes on the data]

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