

FY08 Financial Results

Regardless of drastic changes in the business environment, Hitachi High-Tech secured ¥14.9 billion yen in OP and promotes business structural reforms

April 23rd, 2009

 **Hitachi High-Technologies Corporation**

President, Chief Executive Officer
Hidehito Obayashi, Ph.D.

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FY08 Financial Results

I Outline of FY08

II Outline of Business Structural Reforms

III FY09 Outlook

IV Financial Data

I

Outline of FY08

(Note) YY/M denotes the year and month of the accounting period-end.

Outline of FY08 (Highlights)

(100 million yen)

	(New criteria) Previous Forecast (e)	Impact from Business Results Change	(New criteria) Results	vs. Previous Forecast	Impact from Accounting Policy Change	(Old criteria) Results	(Old criteria) YoY
Sales	7,600	+150	7,750	+2%	-189	7,939	-16%
Operating Income	170	-21	149	-12%	-36	185	-62%
Ordinary Income	183	-18	165	-10%	-36	201	-59%
Net Income	91	-20	71	-22%	-	-	-

(Note) From April 1, 2008, the Company has changed its revenue recognition criteria with regard to products such as semiconductor manufacturing equipment and LCD manufacturing equipment which require post-delivery installation. In principle, revenue is now recognized on complete installation, rather than on delivery.

(New Criteria) Previous Forecast (e)
→ figures announced on January 2009 (FY08/Q3)

Outline of FY08 (Explanation of Deviations)

vs. Previous Forecast (Published Values for Q3/Jan. 2009)

1. Explanation of Deviations

Sales (760.0Ybn → 775.0Ybn +15.0Ybn)

- Life Sciences: Shipping increase of clinical analyzers for the European/U.S. market led to the growth of 9.2Ybn
- Information Systems & Electronic Components: Shipping increase of mobile phones for the U.S. market led to the growth of 9.3Ybn
- Advanced Industrial Products: Decrease in demands for LCD-related components and silicon wafers led to decrease of 3.4Ybn

Operating Income (17.0Ybn → 14.9Ybn -2.1Ybn)

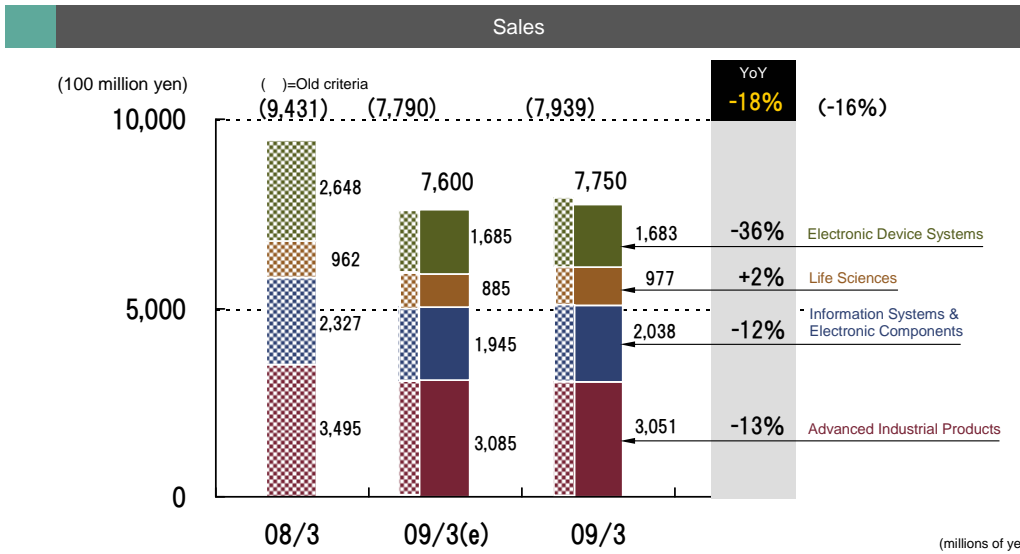
- Electronic Device Systems: Severe deteriorated capacity utilization for semiconductor manufacturing equipments, LCD manufacturing equipments and inventory valuation loss led to decrease of 3.0Ybn
- Life Sciences: Favorable performances of clinical analyzers for the European/U.S. market led to the growth of 1.4Ybn

2. Impact from Accounting Policy Change

(100 million yen)

	Previous Forecast	Results	Change
Sales	-190	-189	+1
Operating Income	-37	-36	+1

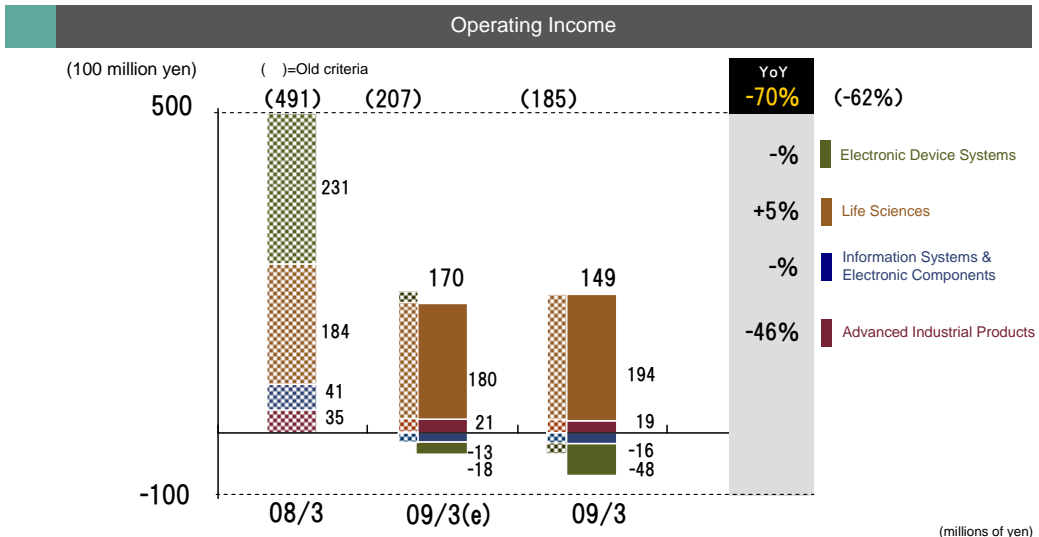
Outline of FY08 (Sales by Segment)



	09/3 Results	Impact from Business Results Change	(Old criteria) 09/3 Results	(Old criteria) YoY	Impact from Accounting Policy Change
Electronic Device Systems	2,648	-806	1,842	-30%	-158
Information Systems & Electronic Components	2,327	-282	2,045	-12%	-7

(millions of yen)

Outline of FY08 (Operating Income by Segment)



	09/3 Results	Impact from Business Results Change	(Old criteria) 09/3 Results	(Old criteria) YoY	Impact from Accounting Policy Change
Electronic Device Systems	231	-247	-16	-%	-32
Information Systems & Electronic Components	41	-56	-15	-%	-1

(millions of yen)

Outline of FY08 (Income Statement)

Year ended March 31, 2009 (millions of yen)

Sales	7,750
Cost of Sales	6,707
Gross Profit	1,042
Selling, General and Administrative Expenses	893
Operating Income	149
Other Income	26
Other Expense	10
Ordinary Income	165
Extraordinary Profit	8
Extraordinary Loss	34
Income Before Income Taxes and Minority Interests	139
Income Taxes	68
Net Income	71

Extraordinary P/L

■ Gains from sales of fixed assets	+0.7Ybn
<small>(Selling of office in the U.S. due to operation review)</small>	
■ Loss from evaluation/disposition of investment securities	-0.8Ybn
■ Impairment losses	-1.0Ybn
<small>(Partial production capacity impairment due to profitability loss)</small>	
■ Cost for business structure reforms	-1.7Ybn
<small>(Premium retirement allowance due to early retirement)</small>	

Financial Position (Balance Sheet in Summary)

Year ended March 31, 2009

(100 million of yen)

		Changes vs. 08/9			Changes vs. 08/9
Current Assets		3,406	-710	Current Liabilities	
Cash & Deposits/Deposit to Hitachi Group Cash Management Fund	900	+182	Notes & Accounts Payable	1,139	-643
Notes & Accounts Receivable	1,543	-931	Others	531	-116
Inventories	720	+49	Fixed Liabilities		264
Others	244	-10	Retirement and severance benefits	254	-4
Fixed Assets		869	-63	Others	10
Tangible Fixed Assets	584	-3	Net Assets		2,343
Intangible Fixed Assets	43	+4	Shareholder Capital	2,349	+26
Investments & Other Assets	242	-65	Assessments/Exchange Difference etc.	-8	-34
			Minority Interests	2	+0
Total Assets	4,276	-773	Total Liabilities & Shareholders' Equity		4,276
					-773

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■ Points

Equity Ratio: 54.7%
(vs. year ended March 31, 2009 +8.2%)

Book-value per Share: 1,701.74yen
(vs. year ended March 31, 2009 +5.95yen)

Financial Position (Cash Flow in Summary)

(100 million yen)

	09/3		09/3
Cash Flow from Operating Activities	+311	Cash Flow from Financing Activities	-93
Income Before Income Taxes and Minority Interests	+139	Dividends Paid	-45
Depreciation and Amortization	+95	Others	-48
Impairment Losses	+10	Cash and Cash Equivalents at the end of Term	+796
Working Fund	+211	Effect of Exchange Rate Changes on Cash and Cash Equivalents	-13
Income Taxes Paid	-167	Net Increase (Decrease) in Cash and Cash Equivalents	+18
Others	+23	Cash and Cash Equivalents at the Beginning of Year	+779
Cash Flow from Investing Activities	-187		
Capital Expenditures Proceeded from Sales / Purchase of Securities	+48		
Capital Expenditures Proceeded from Sales / Purchase of Property and Equipment	-85		
Others	-150		
Free Cash Flow	+124		

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■Points

Cash Flow from Investing Activities

Capital Expenditures Proceeded from Sales /

Purchase of Property and Equipment -8.5Ybn

- Selling of office in the U.S. +1.4Ybn
- Plant construction and reform -3.7Ybn etc.

Others -15.0Ybn

- Pooling time deposits with maturity over three months to Hitachi Ltd.

II

Outline of Business Structural Reforms

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Drastic Review
of
Employees
and
Costs

Reconstruction
of
Optimum
Management
System

Accelerate
Growth
Strategies
through
“Selection &
Concentration”

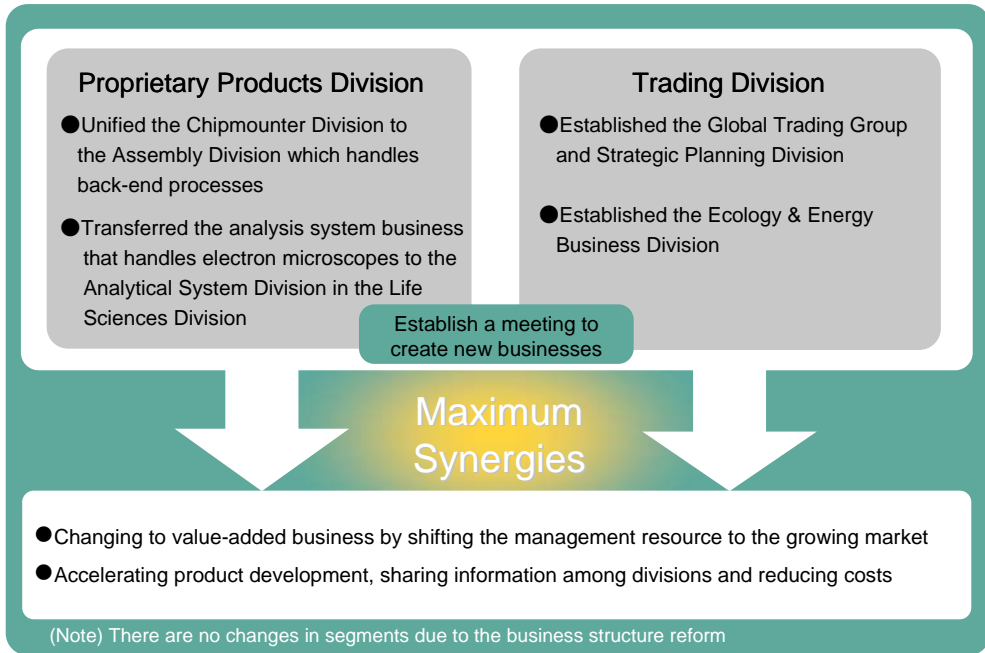
Drastic Review of Employees and Costs

Main Countermeasures

- Production capacity impairment
- Proper disposition of employees
- Establishing closures
- Careful selection of capital investment and R&D
- Reduce inventories
- Thorough review of expenses

■ Practiced in FY08 ■ Practice through FY08-FY09

Business Structural Reforms (Reconstruction of Optimum Management Structure)



1. Continuous R&D for New Businesses

- Develop analysis applications for the growing market and advance into the in vitro diagnostics market
- Involve in the OLED manufacturing equipment business
- Expand ecology and energy-related business

2. Construction of Speedy/Robust Management Basis through IT Promotion

- Visualize the PDCA cycle
- Reinforce consolidated management

3. Promotion of Globalization

- Reinforce the emerging market (India, Brazil, Russia, Vietnam)
- Extend consolidated management and expand overseas business

Drastic Review
of
Employees
and
Costs

Reconstruction
of
Optimum
Management
System

Accelerate
Growth
Strategies
through
“Selection &
Concentration”



Realization of Sharp Growth from
FY10 Downward

III

FY09 Outlook

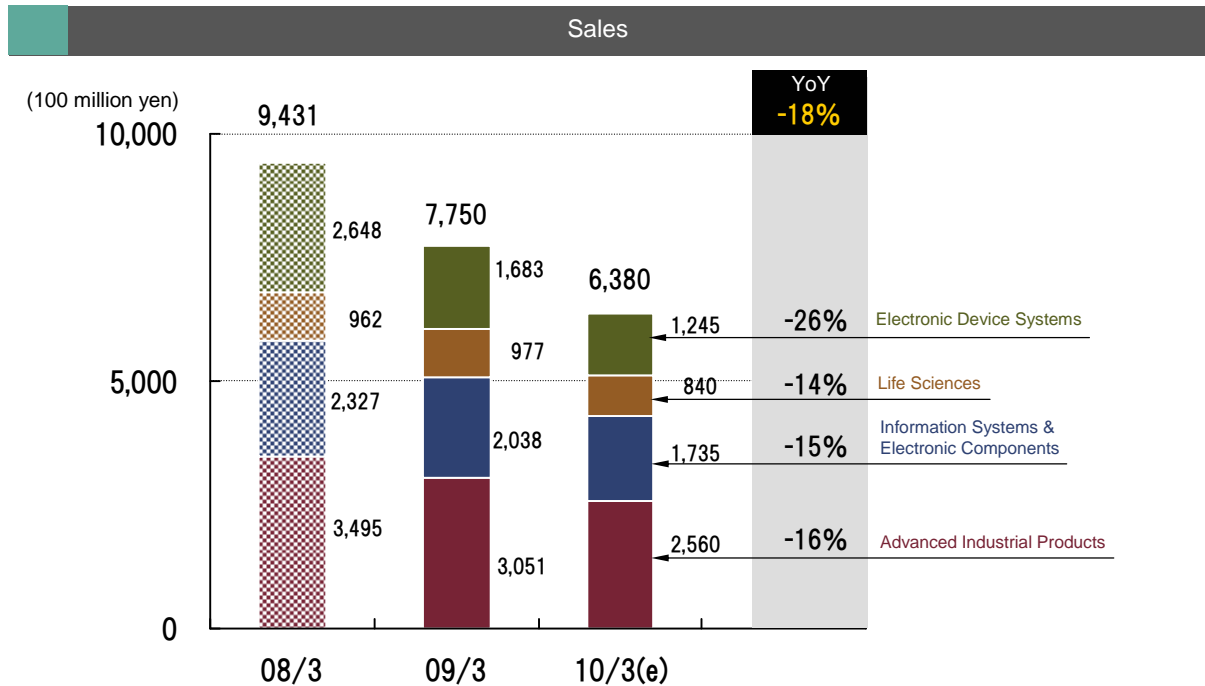
(Note) YY/M denotes the year and month of the accounting period-end.

FY09 Outlook (Highlights)

	FY09 (100 million yen)	FY08 (100 million yen)	YoY
Sales	6,380	7,750	-18%
Operating Income	-47	149	-
Ordinary Income	-48	165	-
Net Income	-57	71	-
Net Income per Share	-41.44yen	51.44yen	-92.88yen
Cash Dividend per Share	10.00yen	30.00yen	-20.00yen
ROE	-2.5%	3.0%	-5.5%
FIV	-165	-21	-144

FX Rate Estimate : 1USD= 90 yen
1EUR=120 yen

FY09 Outlook (Sales by Segment)



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■ Explanation of YoY Variations

Electronic Device Systems:

Investment restraint for semiconductors and LCD panels continues in the 1H. However, partial investment recovery for finer patterning in semiconductors are expected in the 2H.

Life Sciences:

Demands for clinical analyzers will settle and yen's appreciation etc., will lead to decrease in sales.

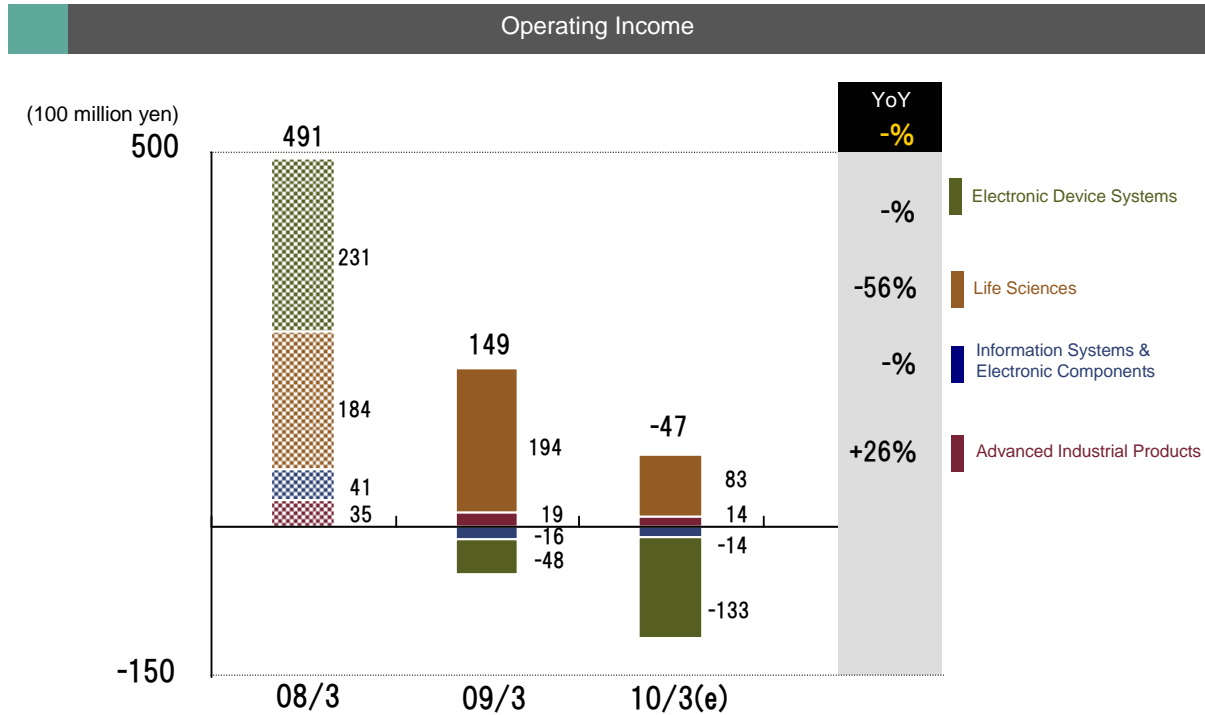
Information Systems & Electronic Components:

Demand delays are expected in the semiconductor, IT/electronics field and dull sales of chipmounters etc., will lead to decrease in sales.

Advanced Industrial Products:

Price fall of materials and sharp fall in the automobile market, will lead to decrease in business deals.

FY09 Outlook (Operating Income by Segment)



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■ Explanation of YoY Variations

Electronic Device Systems:

Decline in sales for semiconductor manufacturing equipment, LCD-related equipment will expand the red.

Life Sciences:

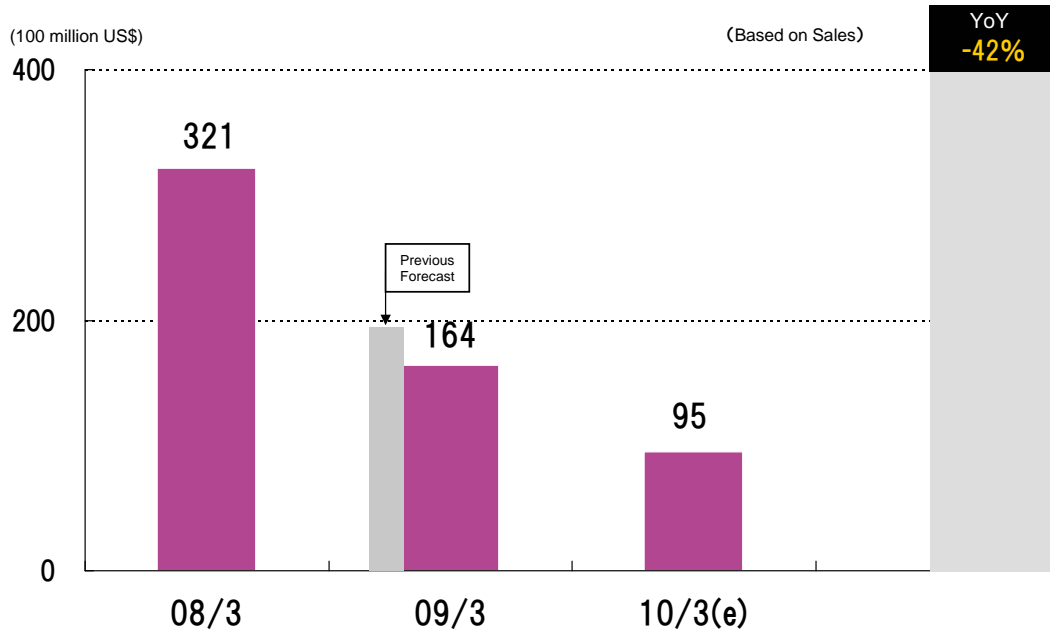
Decline in sales of clinical analyzers etc., will lead to decline in profit.

Information Systems & Electronic Components:

Stagnant sales of chipmounters etc., will lead to dull profit.

Market Trend (Semiconductor Manufacturing Equipment)

SPE Market (front-end process)



(Source) Actual results from SEMI & HHT's estimation (Dec. 2008)

*Previous Forecast (Published Values for Q2/Oct. 2008)

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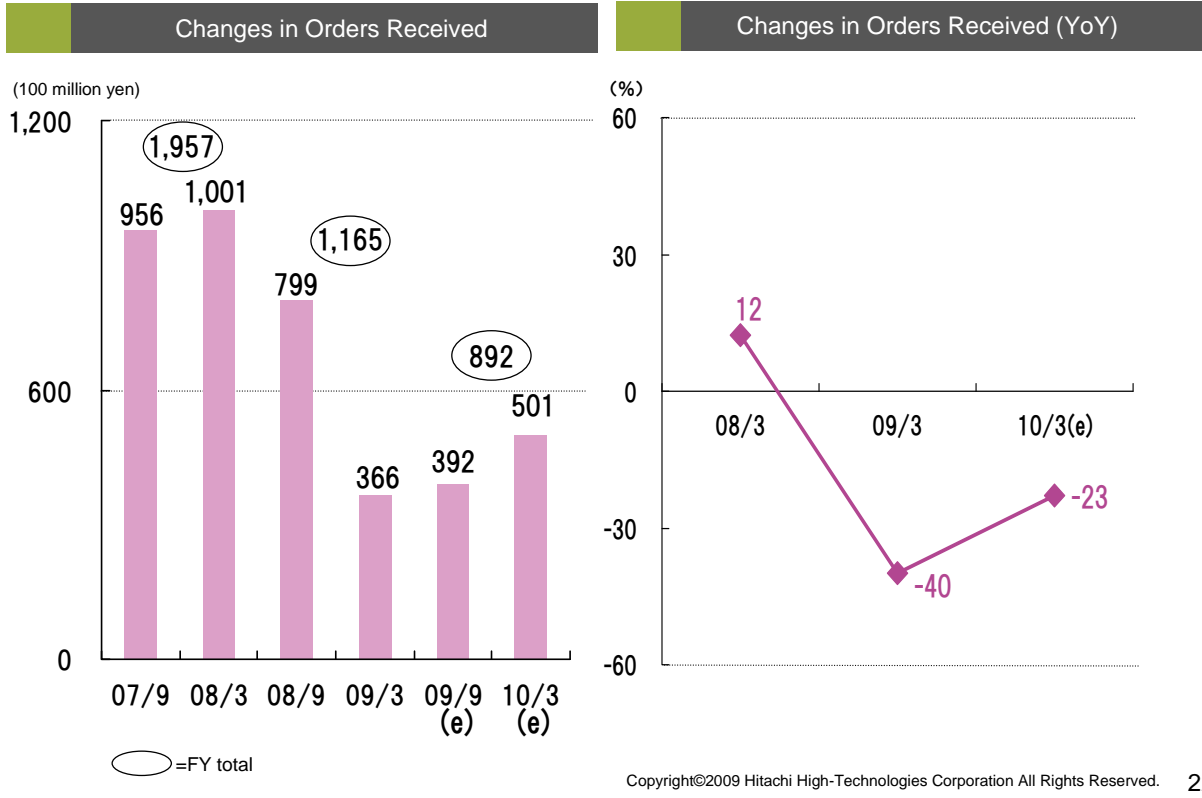
■ Circumstances of the Market

FY08: Under economic recession, memory prices fell due to device manufacturer's balance deterioration.

In the latter half, demands for front-end process also declined sharply due to reduction of the SPE market which was caused from financial crisis.

FY09: The world economy is expected to recover gradually and reduction of the SPE market will settle down though compared to FY08/1H, vast negative growth can be seen.

Changes in Orders Received (Semiconductor Manufacturing Equipment)

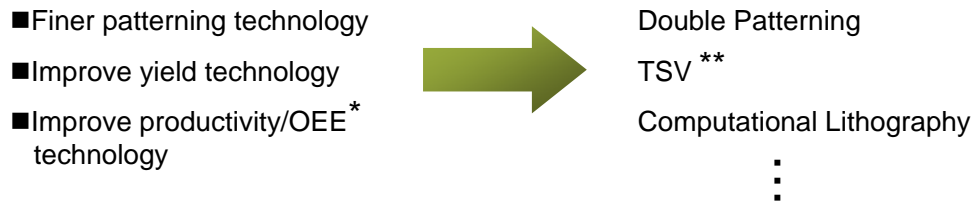


■ Circumstances of Orders Received

FY09

- 1H: Investment moves can be seen though investment restraints will continue, which leads to YoY -51%.
- 2H: Continuous investment from major American manufacturer and the resumption of investment for development/finer patterning leads to YoY +37%.

Expansion of business by supreme technology that synchronizes with resumption of investment for finer patterning



CD-SEM

- ◆ Adoption of new technology/R&D investment
- ◆ Offer solutions to enhance productivity through new functions of DesignGauge®

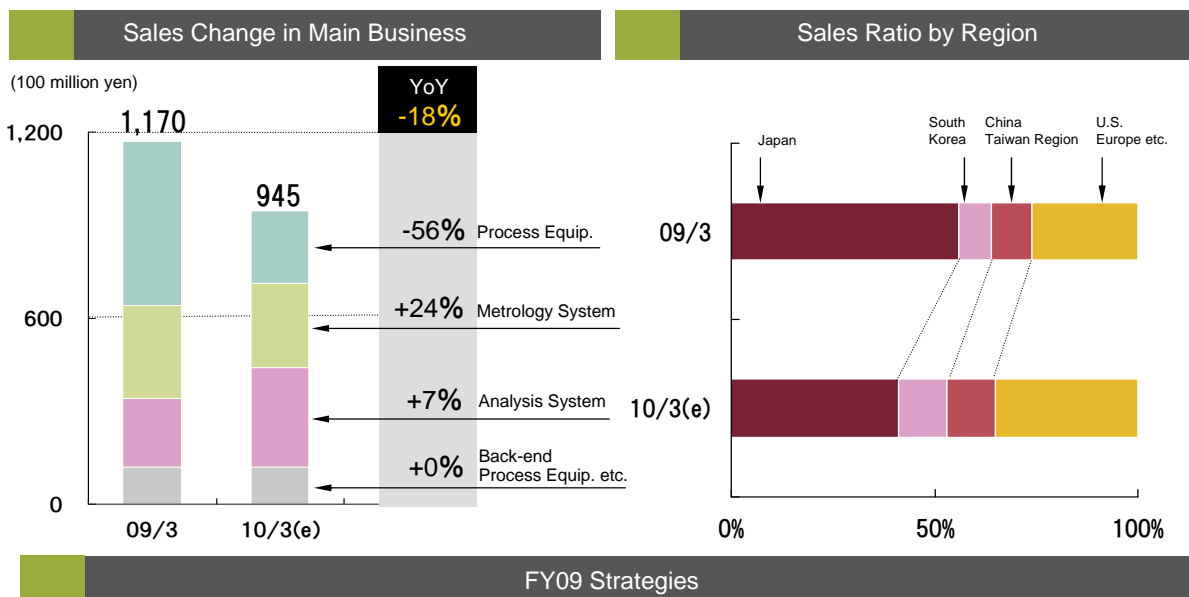
Inspection Systems (DR-SEM/Dark Field Wafer Inspection System)

- ◆ Reinforce competitiveness by high-performance/high-productivity
- ◆ Expand share by acquisition of new major customers and by broadening related markets such as materials etc.

*OEE...Overall Equipment Efficiency

**TSV...Through Silicon Via

Changes in Sales (Semiconductor Manufacturing Equipment)



1. Fulfill customer-value
(correspond to new technologies, productivity: improve yield, reduce cost)
2. Accelerate "selection & concentration"
(promote development that can expect growth and dominance)

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■ Explanation of YoY Variations

Process Equipment (excludes trading products)

- Etchers: Investment restraints is expected in the 1H though partial resumption can be seen in the 2H (YoY -10%)

Metrology System

- Investment restraints and freeze will continue in the 1H overall.
- CD-SEM: There are foretaste of resumption of investments for development and partial devices leading to a YoY increase.
- Inspection Equipment: Expand share of both DR-SEM and dark-field inspection system by creating customer value which will lead to YoY increase.
- Expand software businesses such as improving operation etc., which corresponds to improving productivity.

Analysis System

- Starting off with advanced industrial field, the effect of introducing new products and model will lead to a gradual recovery in the 2H.

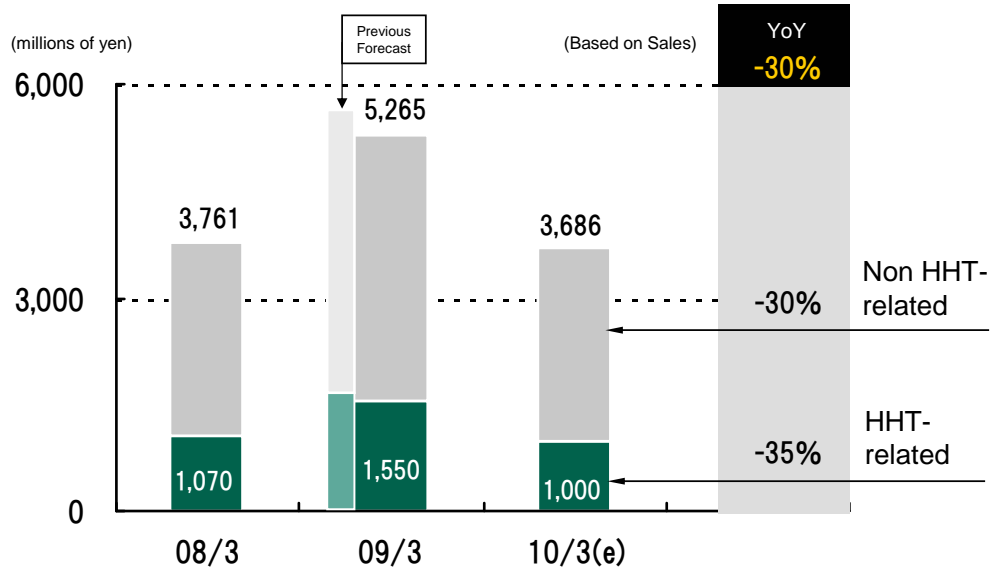
Back-end Process Equipment

- New capital investment cannot be expected, leading to a YoY decrease.

■ Sales Ratio by Region

- The U.S.'s ratio will rise due to major U.S. manufacturer's continuous investment.

LCD Manufacturing Equipment Market



(Source)HHT's estimation based on SEAJ (Jan. 09) data
 *Previous Forecast (Published Values for Q2/Oct. 2008)

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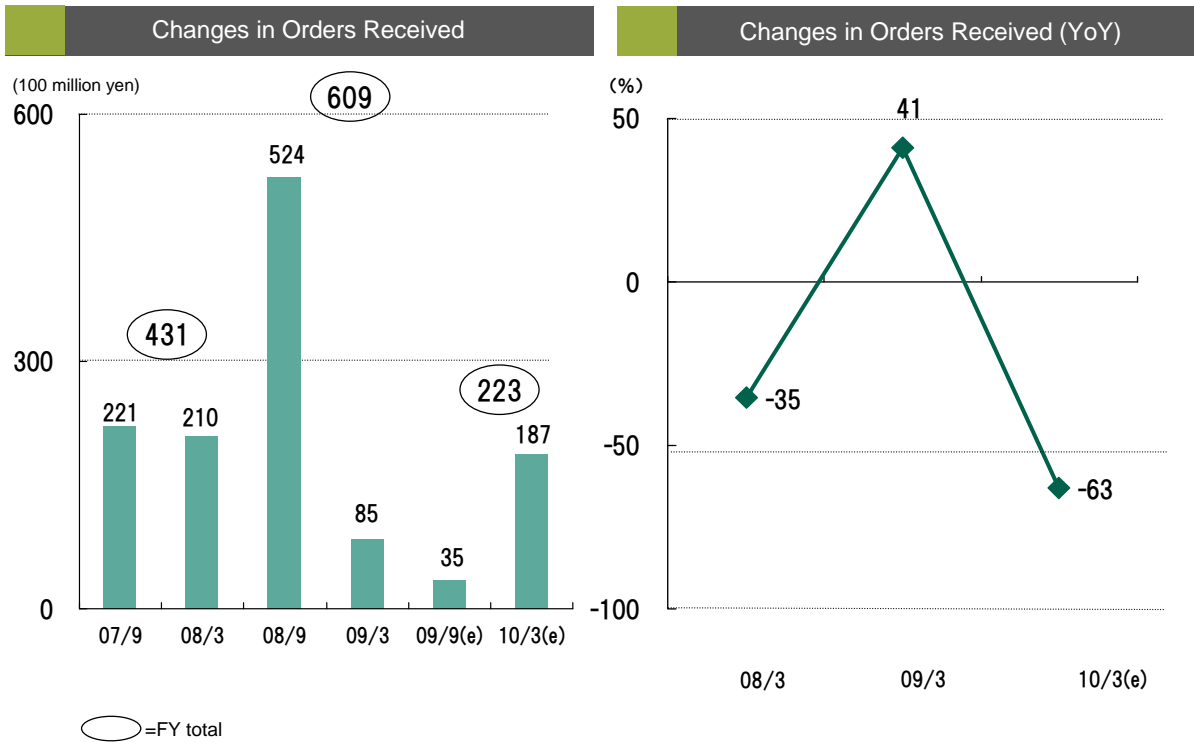
■ Circumstances of the Market

- FY08: Reaction to FY07's investment restraint was expected to lead to big growth.

However, due to the balance collapse of supply and demand, which came from the sluggish economy, panel manufacturers' profit rapidly deteriorated which led to postponement of equipments in the 2H leading to +40%.

- FY09: The LCD manufacturing equipment market expects YoY -30% due to sluggish economy continuing from FY08/2H.

Changes in Orders Received (LCD Manufacturing Equipment)



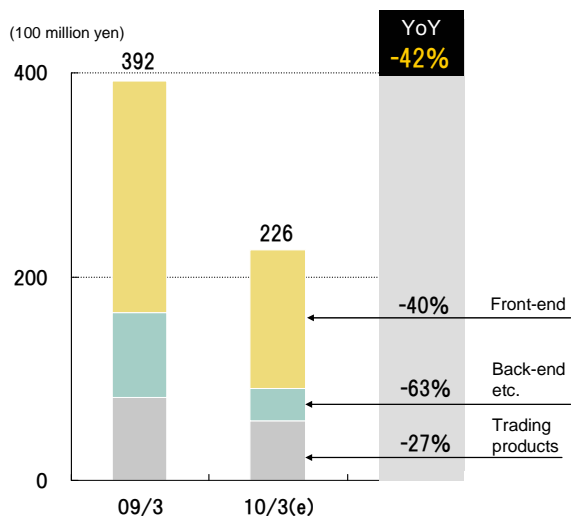
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■ Circumstances of Orders Received

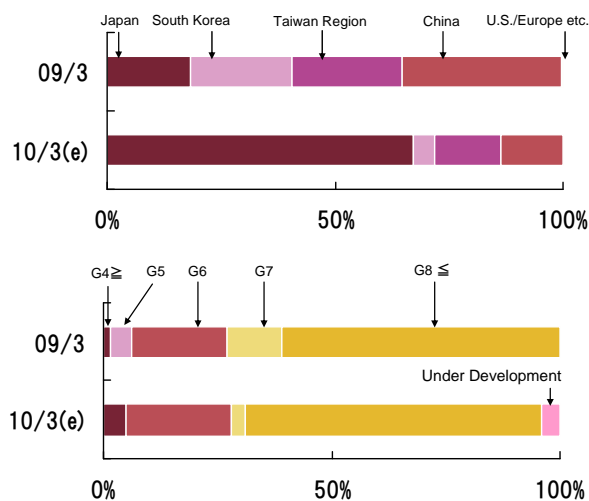
- FY09/1H: Supply increase coming from FY08/1H investment and economical deterioration led to decrease in demands and over supply, leading to panel manufacturers' investment postponement or cancellation. Severe order environment expects YoY -93%.
- FY09/2H: Resumption of investment for 2010/2H-2011 due to new deals by China's domestic production policy expects YoY +120%.

Changes in Sales (LCD Manufacturing Equipment)

Sales Change in Main Business



Sales Ratio by Region/Generation (front-end)



FY09 Strategies

1. Increase share by development of new products and introducing it to the market
2. Develop new businesses
(OLED manufacturing/inspection equipment, PV manufacturing equipment)
3. Reinforce sales to important customers (China's new investment plan etc.)

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■ Explanation of YoY Variations

Sharp decline in both front and back-end process expects YoY -42%.

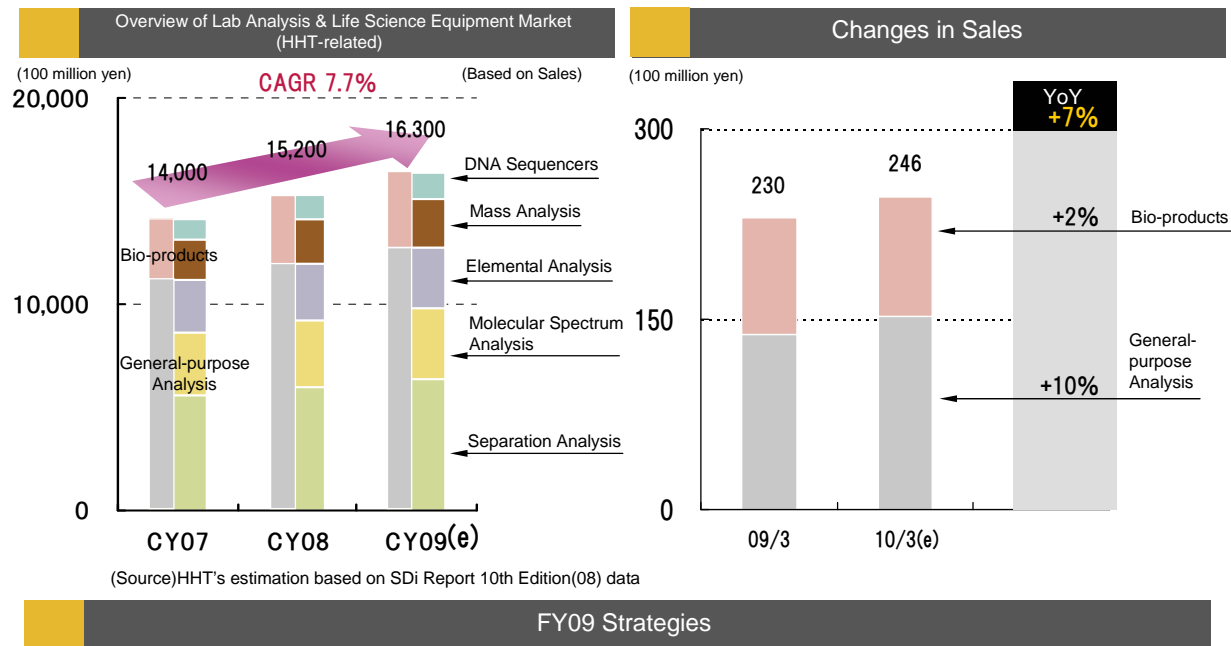
By Region

- Domestic sales ratio is expected to occupy 65% due to sales from large domestic business deals.

Front-end

- Investment will transfer to G8 and beyond which leads to occupying 65% of the whole sales ratio.

Biotechnology-related Business



FY09 Strategies

1. Expand sales actively to growing markets by ample applications (food, environment, energy, biotechnology, pharmacy)
2. Creating synergies by unifying the electron microscope business

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■ Circumstances of the Market

- DNA Sequencers: Flat market for the present model.
- Mass Analysis Field: Firm growth of +9%.
Move from protein analysis to biomarkers (diagnosis/toxicity etc.)
- General Purpose Analysis: Liquid chromatograph +7%.
Expect rapid growth for ultra high-performance liquid chromatograph.

■ Explanation of YoY Variations

Bio-products

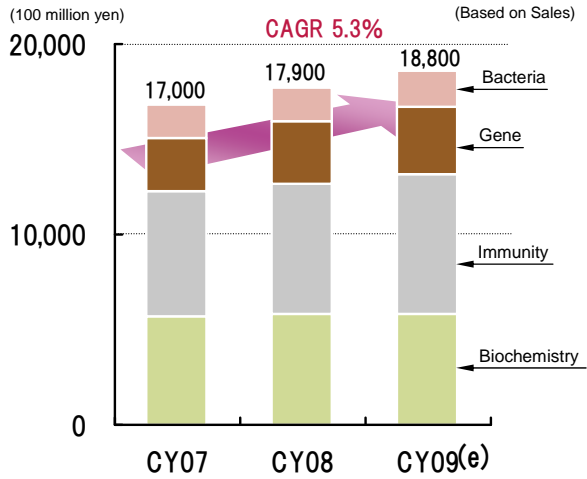
- DNA Sequencers: Securing DNA sequencer business by reinforcing correspondence to the applied market such as gene survey/diagnostics.
- Correspondence to Biomarkers: Expand LC-MS sales through software development for low molecular analysis and reinforcement of applications.

General-purpose Analysis

- Liquid Chromatograph: Capture the pharmaceutical field which is the biggest target by connecting ultra high-performance/general system with major software and the practice of in hand demonstration etc.

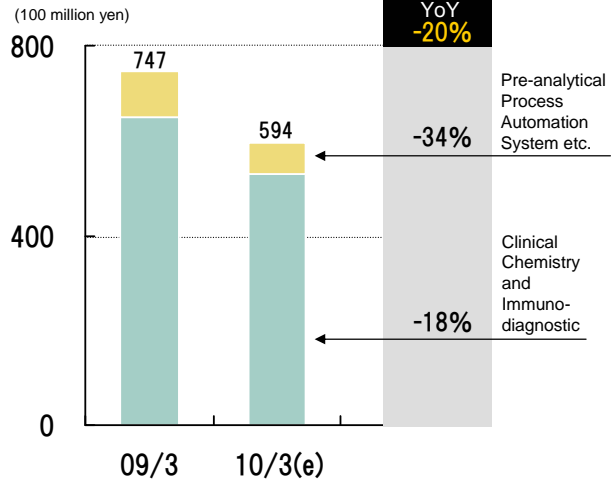
Medical-related Business

Overview of In-vitro Diagnostics-related Market (HHT-related)



(Source)HHT's estimation based on Kalorama Information 6th Edition (08) data (reagents, equipment included)

Changes in Sales



FY09 Strategies

1. Promote SCB with important overseas manufacturers (SCB: System Collaboration Business)
2. Promote equipment + reagent sales (Following the 49 contents in the Chinese market, HbA1c will enter the domestic metabolic diagnostics)

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■Circumstances of the Market

- In-vitro Diagnostics-related Field (HHT-related): +5%
 - Genetic Testing Field: +11% mainly in infectious diseases
 - Immunology area: +5%
 - Biochemistry area: Almost flat
 - Pre-analytical Process: Market size 18.0 Ybn/year
- Japanese market to slow to +2% due to measures aimed at curbing overall medical costs

■Explanation of YoY Variations

- Sales were higher than market's growth (05 ⇒ FY08 CAGR 15%) though the revolution of new products expects vast decrease YoY.

- Secure business by expanding clinical chemistry and immunodiagnostic analyzer lineups
- Establishing consistent customer support from manufacturing, sales to aftercare services and increase sales opportunities through the promotion of systematic sales that includes reagents.

Characteristics of HbA1c Automatic Measurement System by Enzyme Method (Model 7180: Option of Hitachi's Clinical Analyzer)



- HbA1c measurement equipment can change from exclusive equipment to general purpose equipment and enables to integrate with other testing contents using only one unit
- Can abbreviate and test efficiently by pre-analytical process automation for blood hemolysis, which was done conventionally by hand
- Can set up to about 700 units (instant delivery) in addition to new delivery sites

Reagent Sales Started

We aim to improve customer satisfaction by establishing consistent customer support from manufacturing, sales to after care services through systematic sales of equipments and reagents.



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Background

Specific medical examination that specializes in so-called metabolic syndrome (visceral fat syndrome) was guided by the Health Insurance Law revision in 2006.

Hitachi High-Technologies' Actions

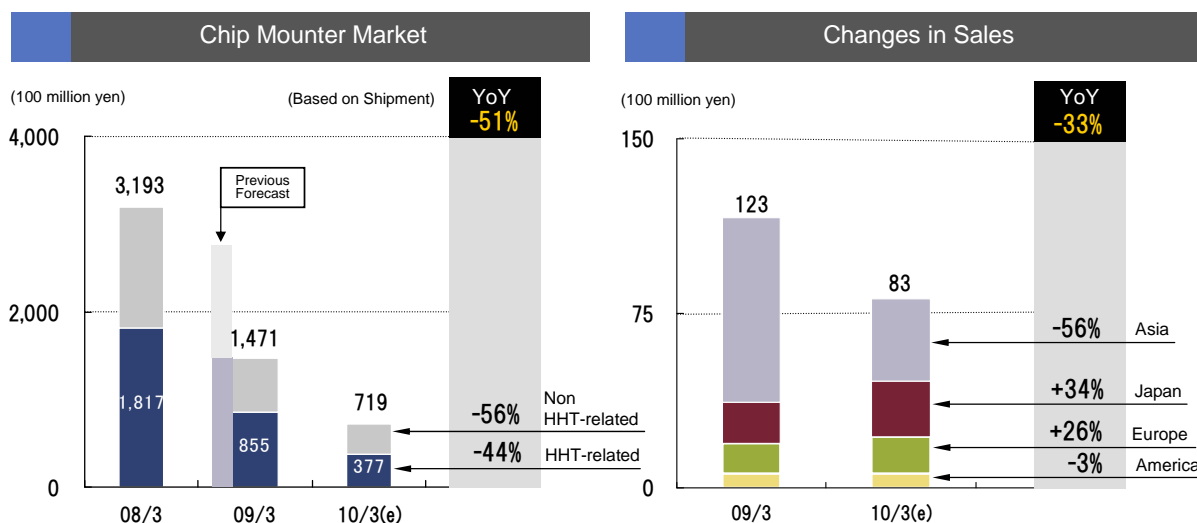
Started sales of automatic clinical analyzers (optional) that automatically tests haemoglobin A1c (HbA1c) which is an important index of diabetes testing (09/Feb.)

In addition, sales of enzyme method reagent used for this equipment were sold systematically.

HbA1c (Haemoglobin A1c)

Haemoglobin in the red blood corpuscle united with glucose in blood is called Glico haemoglobin. There are several kinds of Glico haemoglobin and "HbA1c" is the index for diabetes. The red blood corpuscle's life span is about 120 days and the ratio of "HbA1c" increases as the state of high blood sugar level is longer because it unites with glucose little by little as it circulates the body. Considering the fact that meal does not effect results, it can be checked anytime and can indicate the average blood sugar of 1-2 months in the past, which can apply for health examination (metabolic checkup) and helps prevent/control progress of diabetes complication.

Market Trend/Changes in Sales (Chip Mounter)



(Source) Created by HHT, based on Japan Robot Association's data (Feb. 2009)
*Previous Forecast (Published Values for Q2/Oct. 2008)

FY09 Strategies

1. Start-up sales and expand share that synchronize with the market recovery by thorough precession sales
2. Reinforce competitiveness by thorough cost reduction

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■Circumstances of the Market

FY08

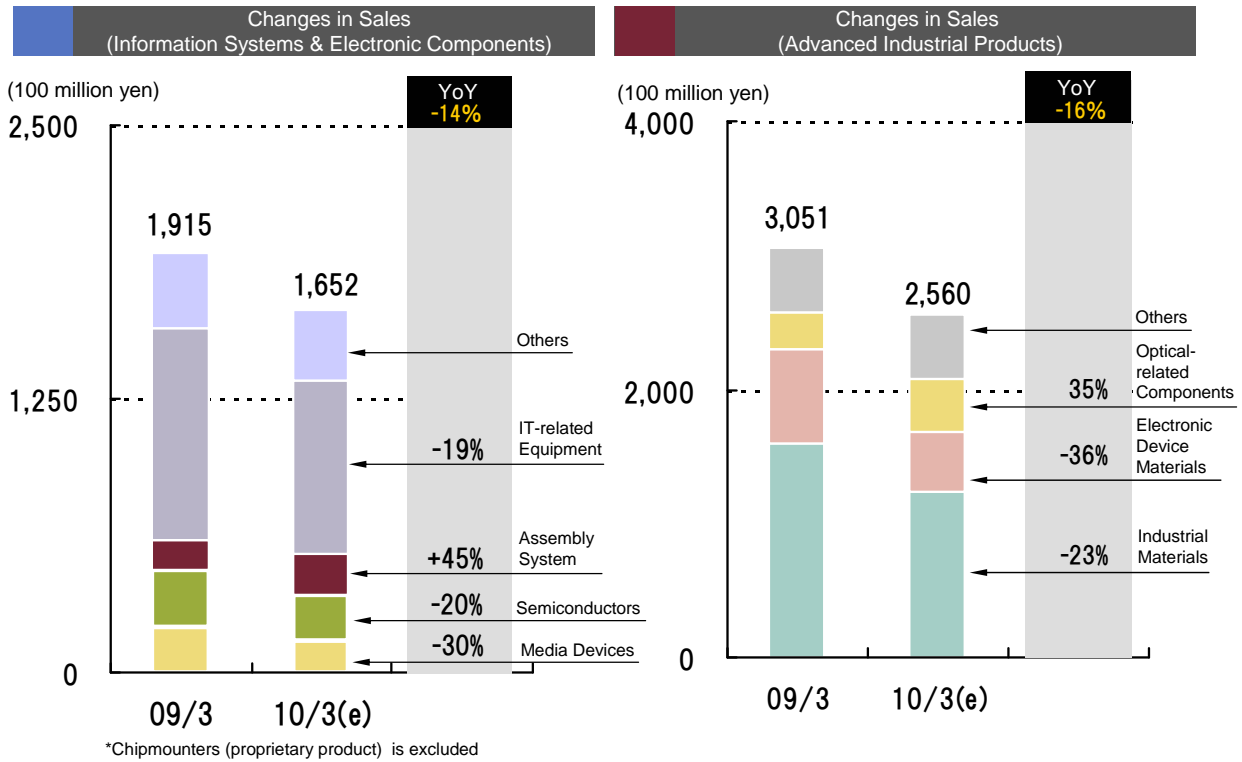
- FY08/1H: Demand for capital investment was weak in the electronics market, including mobile phones, notebook PCs, and flat-screen TVs. The situation for EMS capital investment remains to be seen.
- FY08/2H: Freeze-up in capital investment regardless of business type/region due to the world's economic depression.

FY09

- Customer's operation rate will turn up by inventory adjustments though resumption of investments will take a while.
Expect the market size to decrease by half YoY.

■Explanation of YoY Variations

- Following the freeze-up of capital investment mainly in the backbone EMS, the Asian region will decrease sharply, regardless of the Chinese Government's economic stimulus measures.
- Aim YoY growth by acquiring new customers though Japan/European regions' are sluggish.



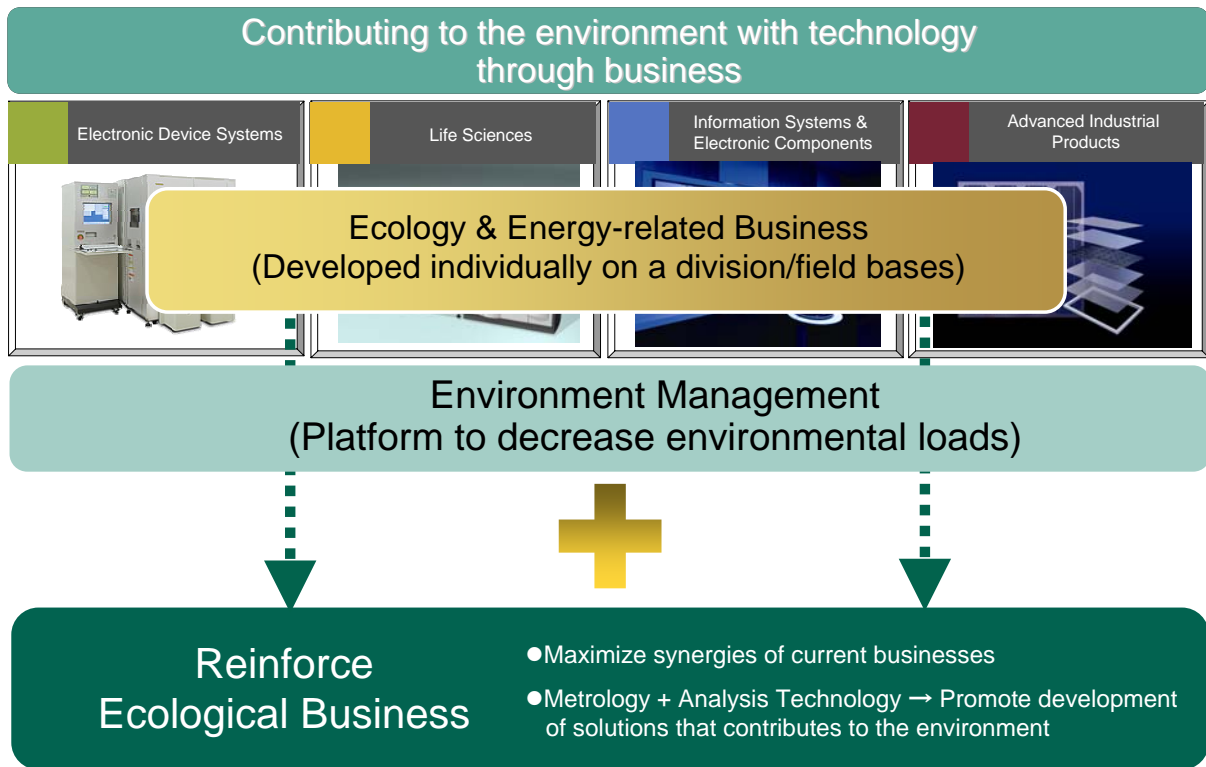
■ Explanation of YoY Variations

Information Systems & Electronic Components

Decrease in demands mainly in semiconductors and media devices for consumer products will continue for a while, which leads to YoY -14%.

Advanced Industrial Products

In a worldwide recession phase, tough stagnating demands for PV components in addition to decrease in automobile sales and device price falls for materials, semiconductors, LCD etc. leads to YoY -16%.



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■ Environment Management

- Hitachi High-Technologies has been promoting activities aimed to decrease environmental loads.
(Omit energy/promotion of zero-emission measures, plantation etc.)
- #1 for 6 consecutive years in the Nikkei Newspaper's "Environment Management Survey" (Trading category)

■ Ecology & Energy Business

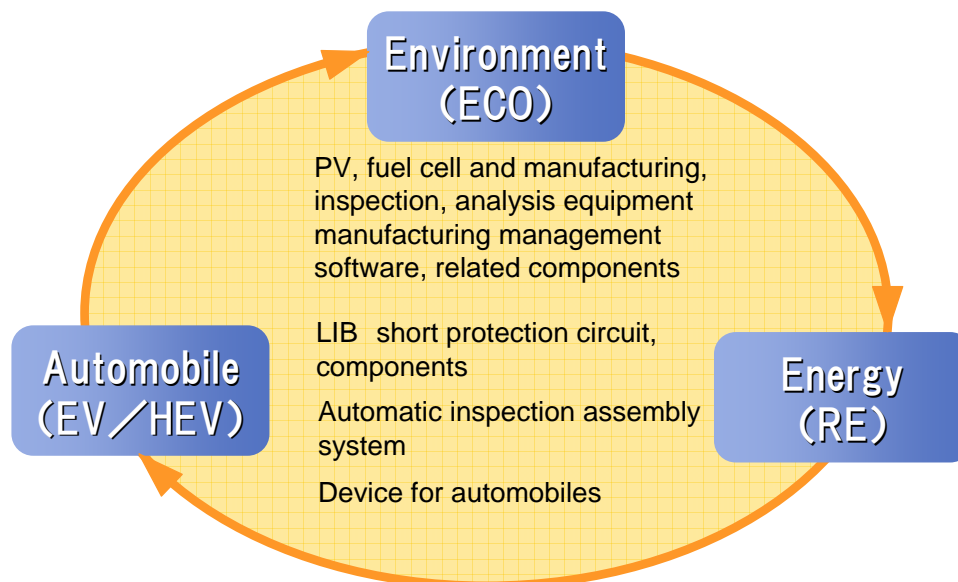
- Businesses such as PV and environment friendly automobile business are developed individually on a division/field bases.

■ Aim to contribute to society with technology through environment management + reinforcement of ecological business

- Maximize synergies of current businesses
→ Established the Ecology & Energy Business Division
- Promotes development of solutions that contributes to the environment by applying our company's core competence "Metrology + Analysis Technology".

(Hitachi Ltd.'s Environmental Vision 2025 → Contribute to the reduction of CO2 emissions from Hitachi Group products by 100 million tons a year by 2025.)

Developing Markets



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■ Developing Markets

Our targets in the ecological & business field

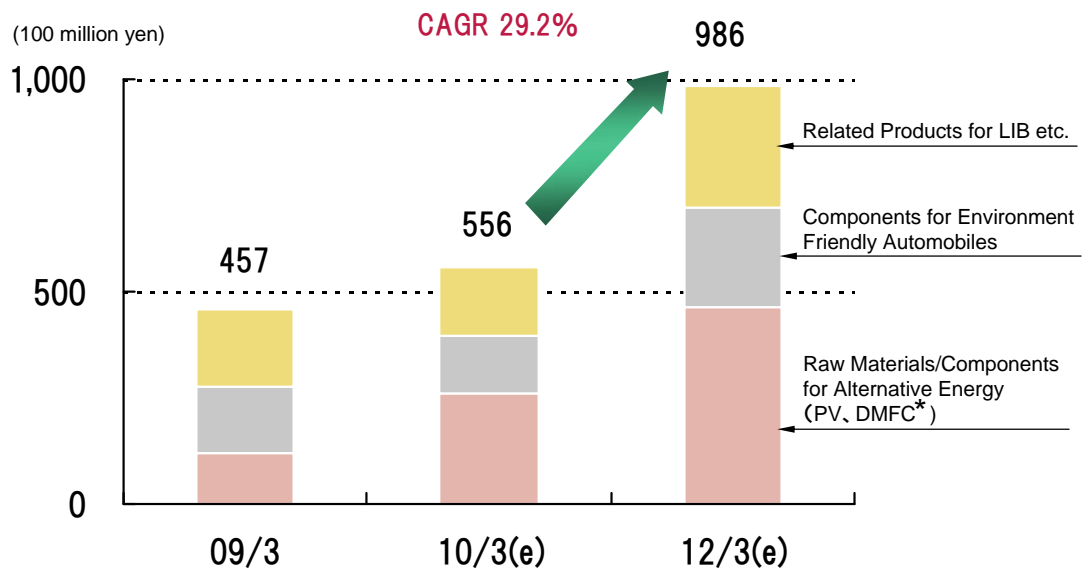
1. PV, fuel cell and manufacturing, inspection, analysis equipment
manufacturing management software, related components
2. Automobile-related business which corresponds to the environment
EV/HEV devices for automobiles and automatic assembly
system/alternative energy
Embarkation on next generation automobiles and fuel/battery business
ITS etc.
3. LIB and short protection circuit, related components
4. Environment-related business
Metrology, analysis system, electron microscope etc.'s dominant
technology based enhancement of sales route.

■ Maximize Synergies of the Group's Resources

Establishment of Ecology & Energy Business Division

- Developing system solution business that traverse the vertical business organization

Changes in Sales by Business Fields



(*) DMFC :Direct Methanol Fuel Cell

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■Growth Image

The alternative energy field is the driver.

The ecology & energy-related business aims to double its sales from FY08 in FY11.

Received the
“Minister of Economy, Trade and Industry’s Commendation (outstanding patent strategy company)”



President Obayashi (right)
received the award

■ Points of Evaluation

- Develops global business, boasts leading global shares
- The management team has a keen interest in intellectual property (IP)
- Has a three-pronged structure that integrates business strategies, R&D strategies and intellectual property strategies,
- Uses thorough analysis of its own and others’ patents to produce highly visible R&D roadmaps and clarify its IP strategies.
- Has a commendation and incentive systems for all employees

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■ Points of Evaluation

- Develops global business, boasts leading global shares
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- Has a commendation and incentive systems for all employees

IV

Financial Data

(注)YY/MはYY年M月期を表しています。

Quarterly Results

(100 million yen)

	07/Q1	07/Q2	07/Q3	07/Q4	08/Q1	08/Q2	08/Q3	08/Q4
Sales	2,251	2,621	2,263	2,296	1,829	2,404	1,633	1,883
Operating Income	87	146	81	178	19	106	23	1
Ordinary Income	91	147	86	164	26	113	30	-4
Net Income	57	90	55	67	-2	78	20	-25

■ Sales by Segment

(100 million yen)

	07/Q1	07/Q2	07/Q3	07/Q4	08/Q1	08/Q2	08/Q3	08/Q4
Electronic Device Systems	635	766	587	661	250	612	327	494
Life Sciences	196	243	261	261	248	243	213	273
Information Systems & Electronic Components	546	700	543	539	443	616	420	558
Advanced Industrial Products	874	913	873	834	888	933	673	558

Capital Expenditure/Depreciation Costs/R&D

(100 million yen)

	08/3	09/3	YoY	10/3(e)	YoY
Capital Expenditure	113	122	+9%	85	-31%
Depreciation Costs	89	95	+7%	103	+9%
R&D	204	215	+5%	208	-3%

*Capital Expenditure is based on an acquisition bases

Context (FY08)

■ Capital Expenditure: 1.0Ybn increase

Extension and renovation of Naka Works

■ R&D: 1.0Ybn increase

Development of elemental technology in Electronic Device Systems and Life Sciences

Sales Trends by Main Group

(100 million yen)	08/3	09/3	YoY	10/3(e)	YoY
Electronic Device Systems	2,648	1,683	-36%	1,245	-26%
Process Equipment	748	532	-29%	232	-56%
Metrology & Analysis System	902	519	-42%	594	+14%
LCD Manufacturing System	500	392	-22%	226	-42%
HD Manufacturing System	140	48	-66%	19	-59%
Others	358	192	-46%	174	-9%
Life Sciences	962	977	+2%	840	-14%
Biotechnology-related Business	213	196	-8%	219	+12%
Medical-related Business	631	730	+16%	586	-20%
Others	118	51	-57%	36	-30%
Information Systems & Electronic Components	2,327	2,038	-12%	1,735	-15%
Information System	910	976	+7%	792	-19%
Assembly System	334	255	-24%	275	+8%
Semiconductor	394	265	-33%	211	-20%
Media Devices	313	205	-34%	144	-30%
Others	376	337	-10%	314	-7%
Advanced Industrial Products	3,495	3,051	-13%	2,560	-16%
Industrial Material	1,714	1,590	-7%	1,230	-23%
Electronic Material	764	707	-8%	451	-36%
Optical-related Component	284	288	+1%	387	+35%
Others	733	468	-36%	492	+5%

[Notes on the data]

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END

FY08 Financial Results

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