Hitachi High-Tech

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## **FY10 3rd Quarter Financial Results**

January 25, 2011

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## **FY10 3rd Quarter Financial Results**

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# Outline of 3rd Quarter (Highlights)



(100 million yen)

	Q1-Q3 Results	Q3 Results	Q1-Q3 YoY		-Q3 YoY Q3 YoY	
	Q 1-Q3 Results	Q3 Results	Increase/Decrease	Ratio	Increase/Decrease	Ratio
Sales	4,879	1,527	+611	+14%	+76	+5%
Operating Income	194	57	+267	_	+53	— (13×)
Ordinary Income	201	58	+263	_	+50	+601%
Net Income	133	35	+189	_	+38	_
Net Income * per Share	9	6.75 yen	+137.	.49 yen		_
Net Assets * per Share	1,73	1.31 yen	87.	87.77 yen		

<sup>\*</sup>Denotes Q1-Q3 results

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# FY10 Outlook (Highlights)



(100 million yen)

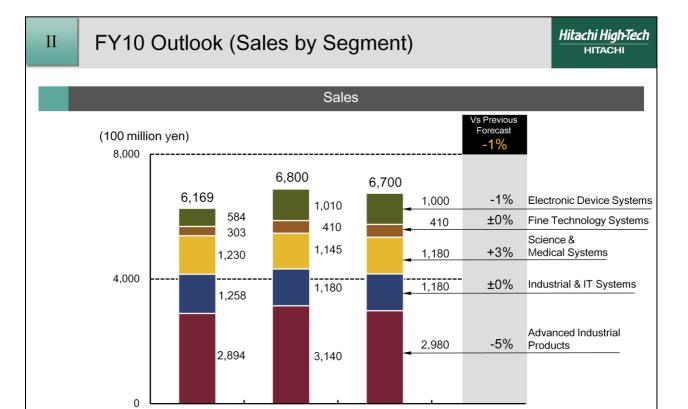
	FY10 Outlook	YoY		Vs Previous Forecast		
	1 1 10 Outlook	Increase/Decrease	Ratio	Increase/Decrease	Ratio	
Sales	6,700	+531	+9%	-100	-1%	
Operating Income	260	+276	_	+5	+2%	
Ordinary Income	266	+271	_	+6	+2%	
Net Income	172	+200	_	+2	+1%	
Net Income per Share	125.05 yen	+145.60 yen		+1.45 yen		
Cash Dividend per Share	20.00 yen	+5.00 yen		±00.00 yen		
FCF	+130	-11		+5		

Note: 4Q FX rate estimate: 1 USD= 82 yen

1 EUR= 110 yen

\*Previous forecast, published October 2010

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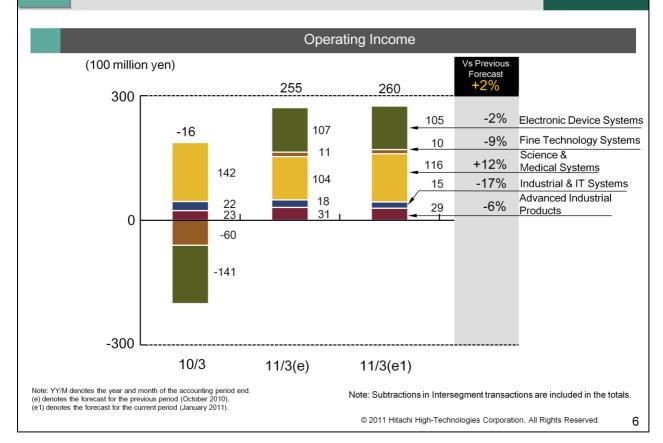
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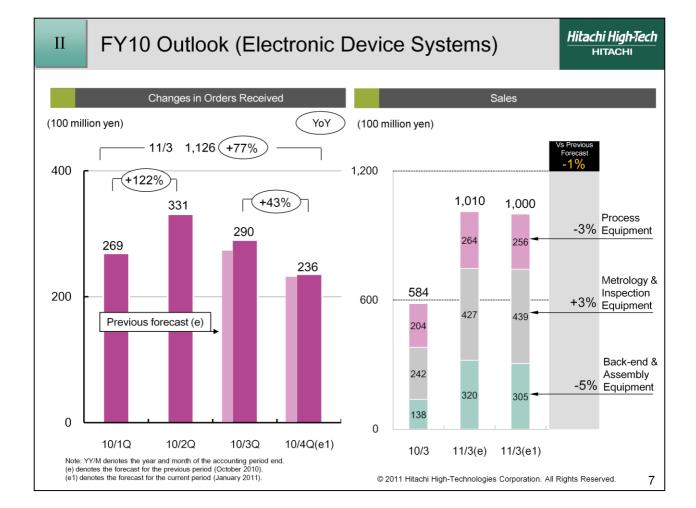
Note: YY/M denotes the year and month of the accounting period end. (e) denotes the forecast for the previous period (October 2010). (e1) denotes the forecast for the current period (January 2011).



## FY10 Outlook (Operating Income by Segment)







## ■ Changes in Orders Received

• 10/2H: Although the forecast is lower compared to 2Q, a YoY increase of 43% is expected (-12% compared to FY10/1H) due to continuing investment in new production line facilities and in miniaturization for FY11.

#### **■** Explanation of Previous Forecast Variations

### **Process Equipment**

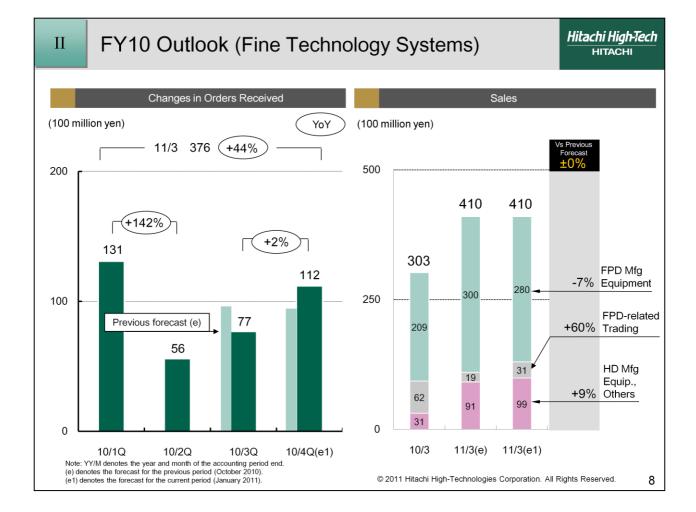
• Although MPU manufacturer demand is up, a YoY decrease of 3% is expected due to changes in plans by logic manufacturers in Japan, etc.

#### Metrology & Inspection Equipment

• YoY increase of 3%, primarily in CD-SEMs, is expected due to market growth in China and other Asian belt countries.

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

YoY decrease of 5% is expected due to dampened investment by DRAM-related manufacturers.



### ■ Changes in Orders Received

• FY10/2H: YoY increase of 2% (1% increase compared to FY10/1H) is expected due to anticipated China-related FPD investment.

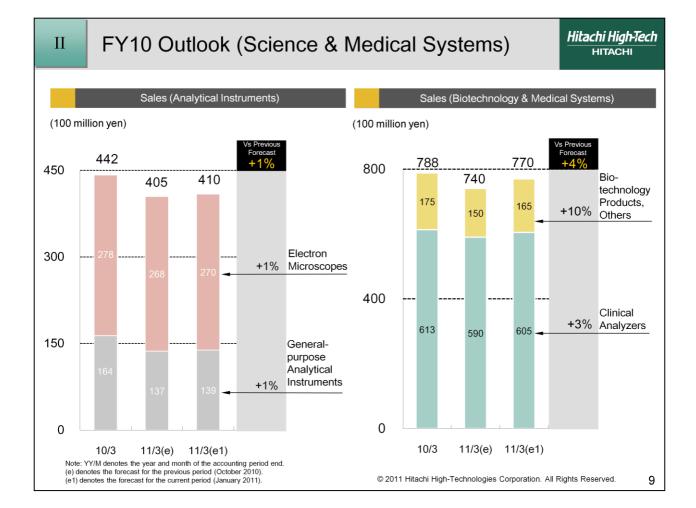
## **■** Explanation of Previous Forecast Variations

#### **FPD-related Manufacturing Equipment**

• An overall decrease of 3% compared to the previous forecast is expected due to postponed investment projects for back-end assembly equipment.

#### HD-related Manufacturing Equipment, Others

• A 9% increase compared to the previous forecast is expected due to strong sales of inspection systems thanks to higher capital expenditure for volume disk and substrate production, and increased purchases of current models of equipment.



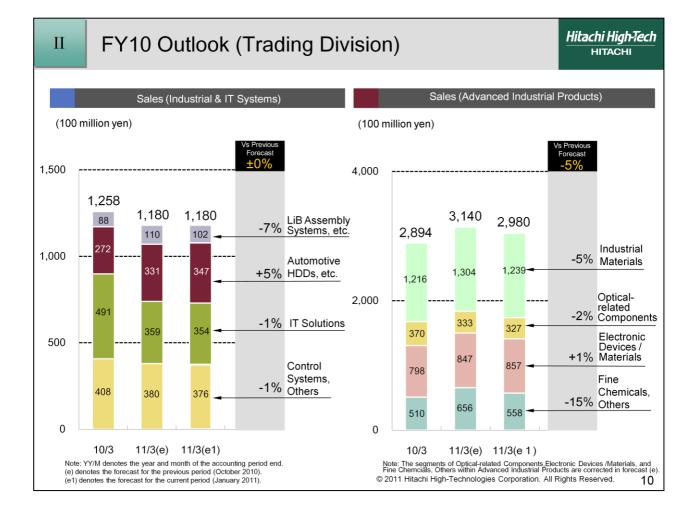
#### **■** Explanation of Previous Forecast Variations

#### **Analytical Instruments**

• With fierce price competition due to the appreciation of the yen, a slight increase of 1% compared to the previous forecast is expected due to capital investment in the bustling new energy market and aggressive sales to meet growing demand in the materials market.

#### Biotechnology & Medical Systems

 Despite the effects of the appreciation of the yen and the stagnant US market, an increase of 4% compared to the previous forecast is expected due to strong sales in clinical analyzers for Asia and the introduction of new DNA sequencers.



#### **■** Explanation of Previous Forecast Variations

#### Industrial & IT Systems

- A 7% decrease compared to the previous forecast is expected for LiB and automotive assembly equipment as customers hold off on investment due to the end of the "eco car" tax rebate program in Japan.
- A 5% increase compared to the previous forecast is expected for automotive HDDs, etc., due to existing customers using a higher percentage of our products.

### **Advanced Industrial Products**

- A 5% decrease compared to the previous forecast is expected in Industrial Materials due to the effects of economic measures taken around the world and the slowness of macroeconomic recovery.
- A 2% decrease compared to the previous forecast is expected for Optical-related Components due to overall sluggish customer sales of LCD projectors.
- A 15% decrease is expected in Fine Chemicals, Others due to factors such as generally sluggish sales in the Japanese market.

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# Changes in Quarterly Results



(100 million yen)

			FY09 1Q	FY09 2Q	FY09 3Q	FY09 4Q	FY10 1Q	FY10 2Q	FY10 3Q
	Electronic Device Systems	Sales	105	129	141	209	169	311	193
	Electionic Device Systems	Operating Income	-48	-59	-24	-11	7	48	20
	Fine Technology Systems	Sales	59	48	53	143	67	108	125
ne	Fine Technology Systems	Operating Income	-14	-19	-10	-17	-1	7	8
Income	Science & Medical Systems	Sales	242	301	266	422	275	306	262
	Science & Medical Systems	Operating Income	21	28	32	61	30	31	24
Operating	Industrial & IT Systems	Sales	275	309	284	391	296	295	262
ber		Operating Income	-3	8	0	16	-3	7	-1
I ~		Sales	661	730	732	771	802	777	712
ales	Advanced Industrial Products	Operating Income	7	2	7	8	11	5	8
Sa	Others & income taxes	Sales	-16	-25	-24	-35	-24	-29	-26
	adjustment	Operating Income	-1	1	-1	-1	-1	-4	-3
'	Total	Sales	1,325	1,492	1,451	1,901	1,585	1,768	1,527
	Total Operating Income		-38	-38	4	56	43	95	57
	Ordinary Income		-32	-37	8	57	50	93	58
Net Income		-20	-33	-3	28	35	63	35	

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# Sales Change in Main Business



(100 million yen)

	FY09 1Q	FY09 2Q	FY09 3Q	FY09 4Q	FY101Q	FY102Q	FY103Q
Electronic Device Systems	105	129	141	209	169	311	193
Process Equipment	65	33	57	49	32	77	60
Metrology & Inspection Equipment	23	55	49	115	79	125	82
Back-end & Assembly Equipment	17	40	35	45	58	109	51
Fine Technology Systems	59	48	53	143	67	108	125
FPD Manufacturing Equipment	52	42	48	131	56	78	103
HD Manufacturing Equipment, Others	6	6	5	12	11	30	22
Science & Medical Systems	242	301	266	422	275	306	262
General-purpose Analytical Instruments	29	39	40	66	27	44	31
Electron Microscopes	31	67	46	124	36	79	47
Clinical Analyzers	144	152	137	180	162	139	146
Biotechnology Products, Others	38	42	43	53	49	44	38
Industrial & IT Systems	275	309	284	391	296	295	262
LiB Assembly Systems, etc.	15	19	16	38	35	21	12
Automotive HDDs, etc.	60	68	68	75	75	82	96
IT Solutions	114	123	106	148	103	99	66
Control Systems, Others	85	99	94	130	83	93	88
Advanced Industrial Products	661	730	732	771	802	777	712
Industrial Materials	278	287	326	325	336	339	310
Optical-related Components	70	93	105	102	99	81	71
Electronic Devices / Materials	209	205	203	181	238	219	192
Fine Chemicals, Others	104	145	98	162	129	138	138

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Notes on the data
1. All financial statement summaries and results predictions included in this presentation are on a consolidated basis unless otherwise stated. Numerical data is rounded off to the nearest 100 million yen.
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## **END**

FY10 3rd Quarter Financial Results

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