

FY11 3rd Quarter Financial Results

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 Hitachi High-Technologies Corporation

Vice President & Executive Officer
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FY11 3rd Quarter Financial Results

I **FY11 3rd Quarter (Highlights)**

II **FY11 Outlook**

III **Data**

I FY11 3rd Quarter (Highlights)

	(100 million yen)					
	Q1-Q3 Results	Q3 Results	Q1-Q3 YoY		Q3 YoY	
			Increase/Decrease	Ratio	Increase/Decrease	Ratio
Sales	4,727	1,512	-152	-3%	-15	-1%
Operating Income	178	55	-16	-8%	-1	-2%
Ordinary Income	185	60	-16	-8%	+2	+3%
Net Income*	135	57	+2	+2%	+21	+60%
Net Income per Share**	98.48 yen		+1.73 yen		-	

* Q1-Q3 results: extraordinary income & expense +¥3.5 billion.
(Gain on insurance claims ¥4.1 billion, loss due to earthquake ¥0.6 billion etc.)

** Denotes Q1-Q3 results.

II FY11 Outlook (Highlights)

(100 million yen)

	FY11 Outlook	YoY		vs Previous Forecast	
		Increase/Decrease	Ratio	Increase/Decrease	Ratio
Sales	6,400	-134	-2%	-100	-2%
Operating Income	240	-39	-14%	-40	-14%
Ordinary Income	240	-55	-19%	-40	-14%
Net Income	130	-48	-27%	-50	-28%
Net Income per Share	94.52 yen	-34.55 yen		-36.35 yen	
Cash Dividend per Share	30.00 yen	+10.00 yen		±00.00 yen	
FCF	+165	-56		+15	

Notes:

- Cash dividend per share includes memorial dividend of 10 yen (in commemoration of 10 years of operation).
- Previous forecast, published October 2011.
- Q4 FX rate estimate: 1USD=76 yen, 1EUR=100 yen.

II FY11 Outlook (Explanation of Deviations)

vs. Previous Forecast (Oct. 2011)

Sales (¥650 billion → ¥640 billion - ¥10 billion)

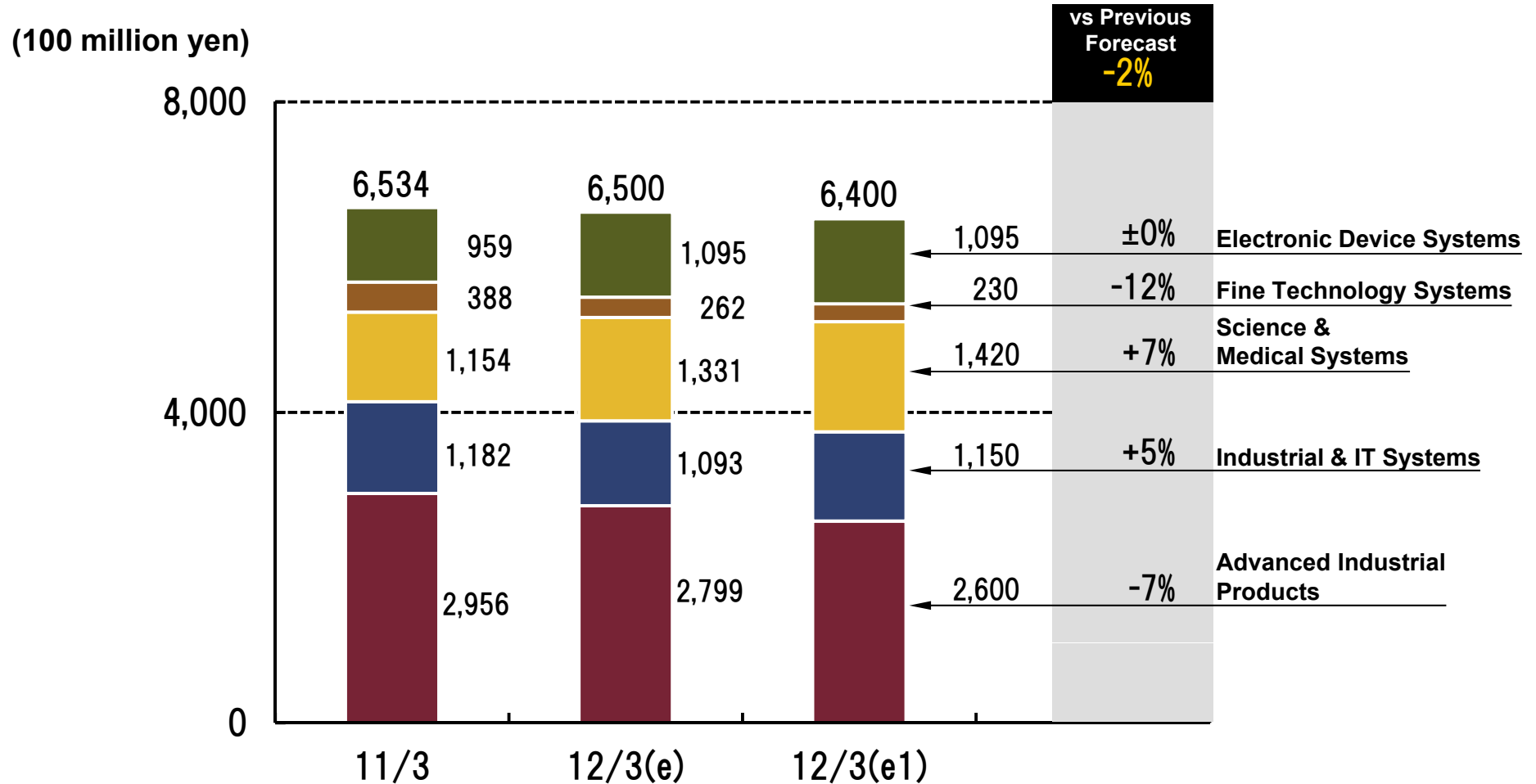
- **Fine Technology Systems:** Postponement of FPD-related investments by Chinese customers, mergers/acquisitions among HDD manufacturers and effects of Thailand's flood led to decrease of ¥3.2 billion.
- **Science & Medical Systems:** Shipment increase due to the launch of new clinical analyzers and new DNA sequencers for overseas led to growth of ¥8.9 billion.
- **Industrial & IT Systems:** Strong performance in new mobile phones for the U.S led to growth of ¥5.7 billion.
- **Advanced Industrial Products:** Investment from customers and demands for raw material/components due to the slowdown in macro economy led to decrease of ¥19.9 billion.

Operating Income (¥28 billion → ¥24 billion - ¥4 billion)

- **Fine Technology Systems:** In addition to reasons above, aggravated product operation due to postponement of big orders led to decrease of ¥3.7 billion.
- **Science & Medical Systems:** Similar reasons as the sales led to growth of ¥1.7 billion.
- **Advanced Industrial Products:** Similar reasons as the sales led to decrease of ¥1.2 billion.

II FY11 Outlook (Sales)

Sales

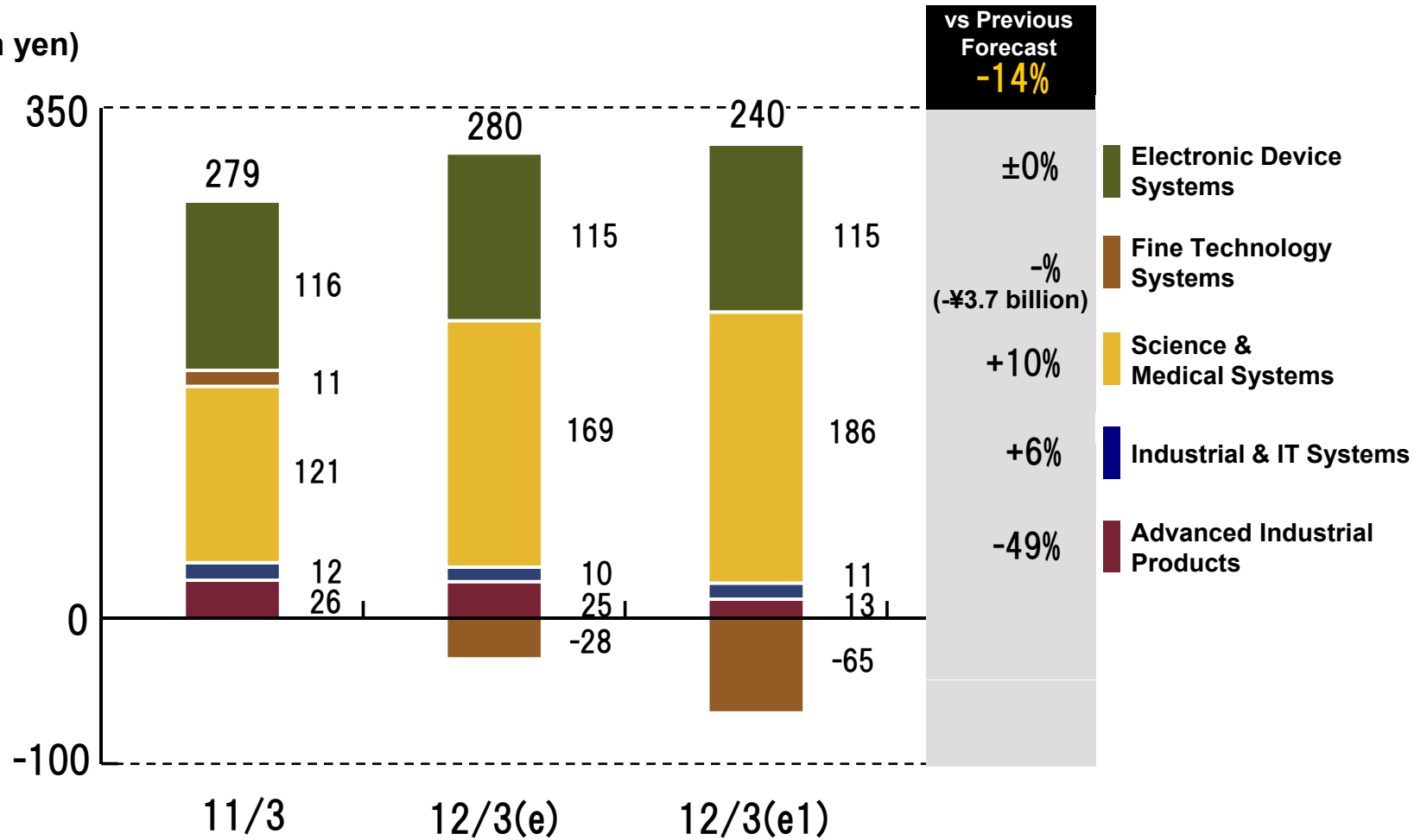


Note: YY/M denotes the year and month of the accounting period end.
(e) denotes the forecast announced in Oct. 2011.
(e1) denotes the forecast for Jan. 2012.

Note: Subtractions in Intersegment transactions are included in the totals.

Operating Income

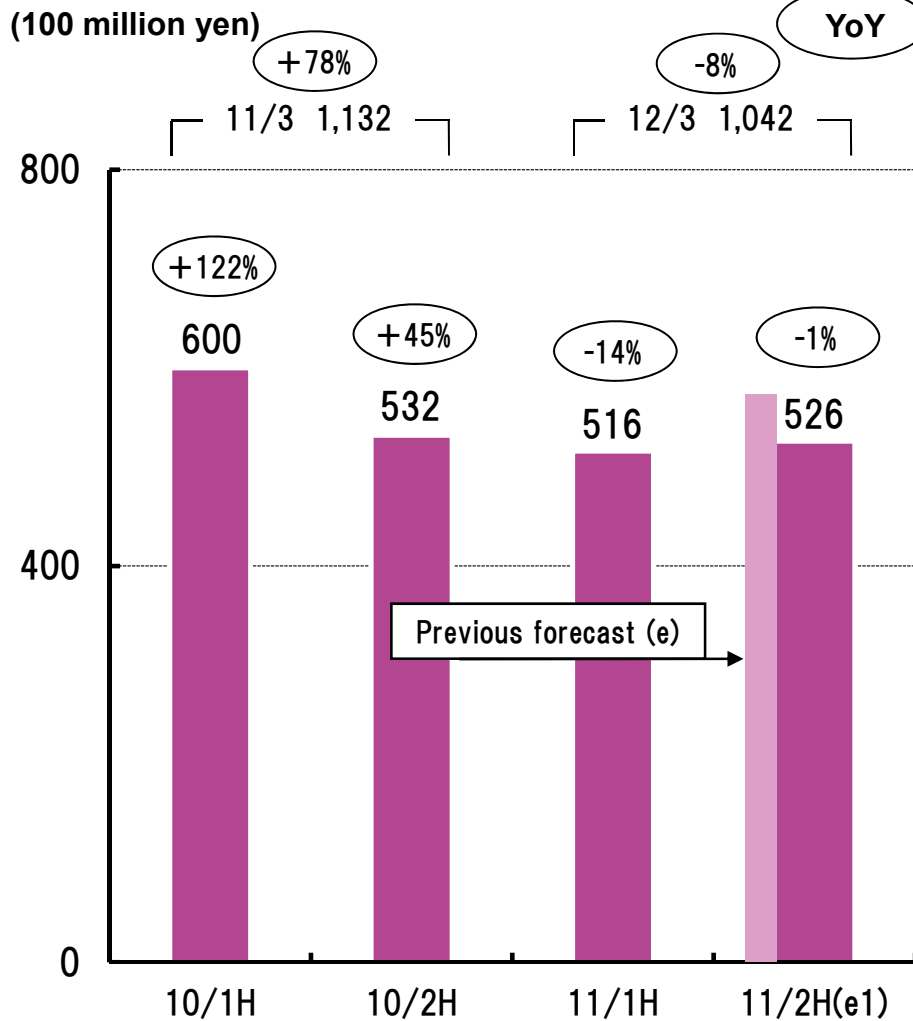
(100 million yen)



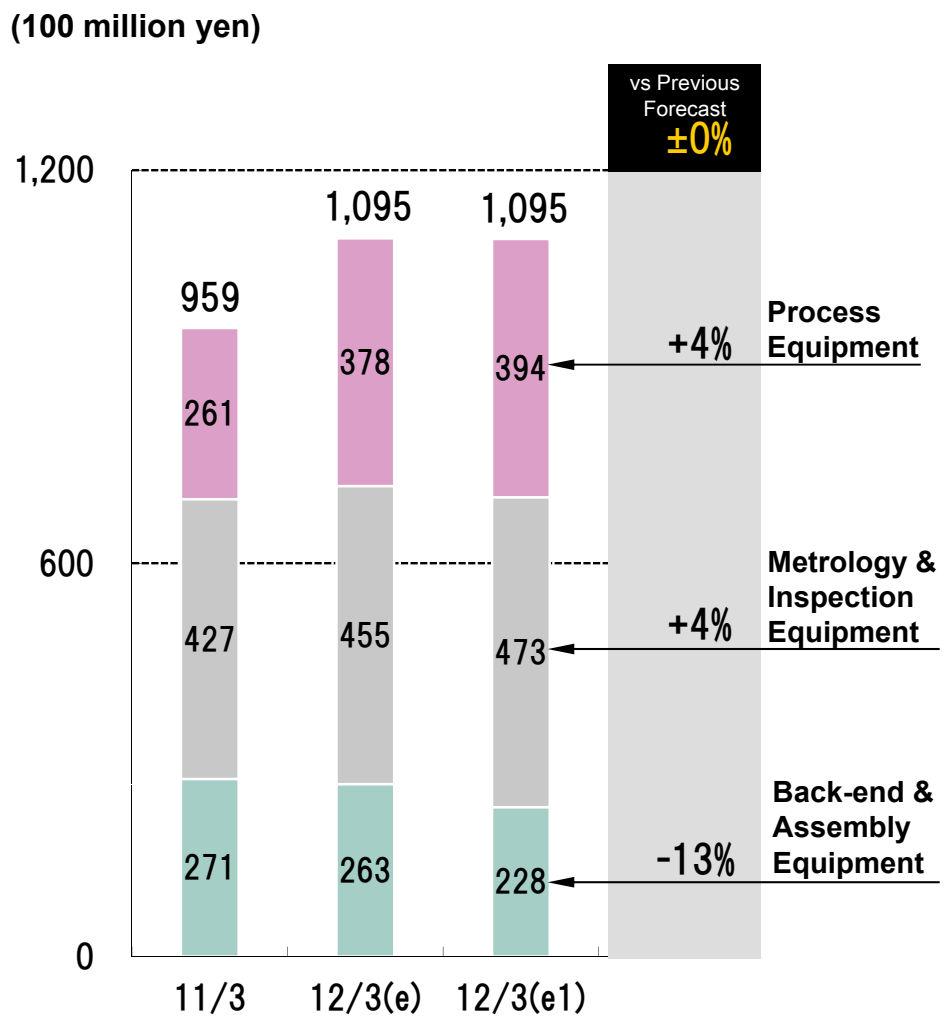
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Changes in Orders Received

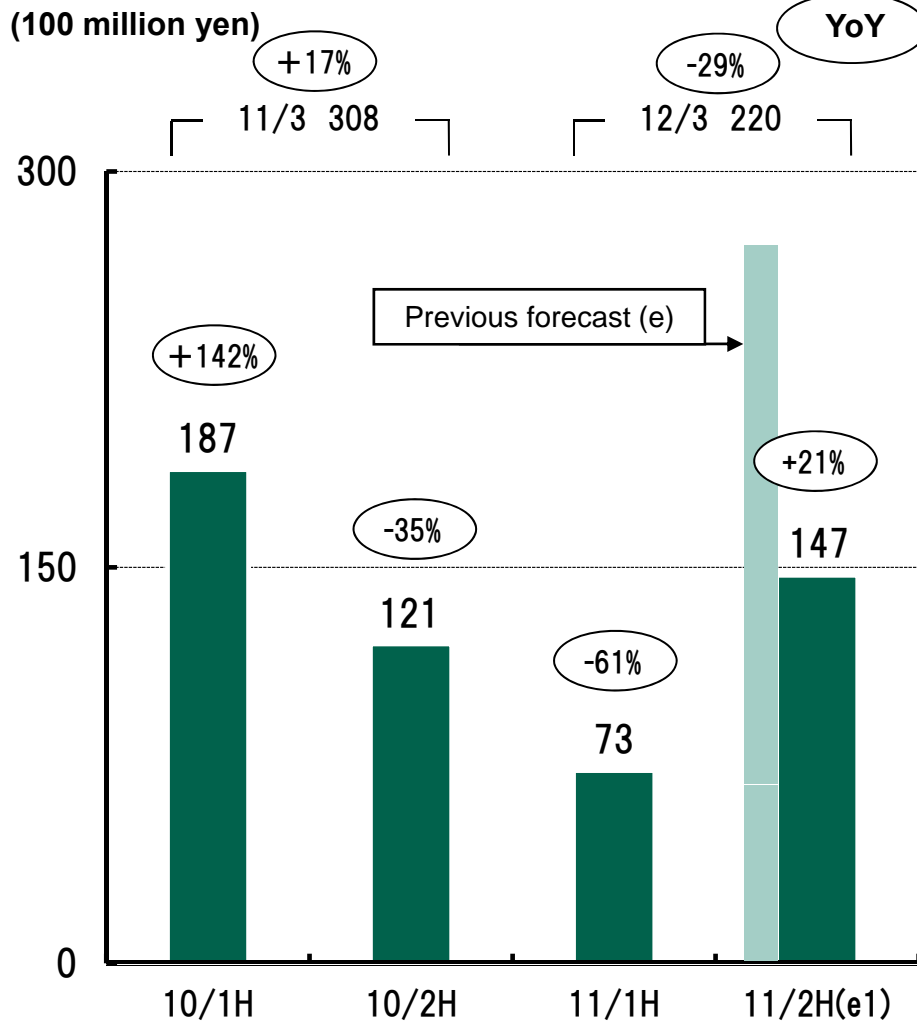


Sales

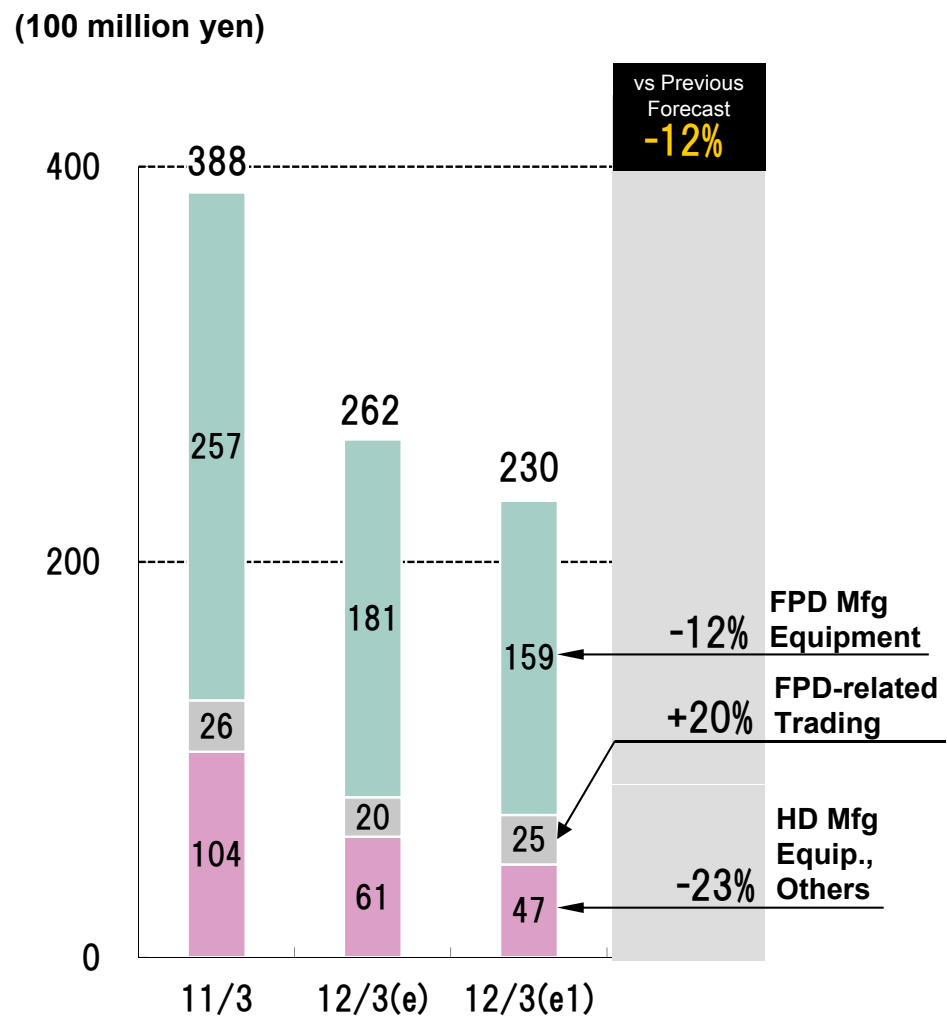


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Changes in Orders Received



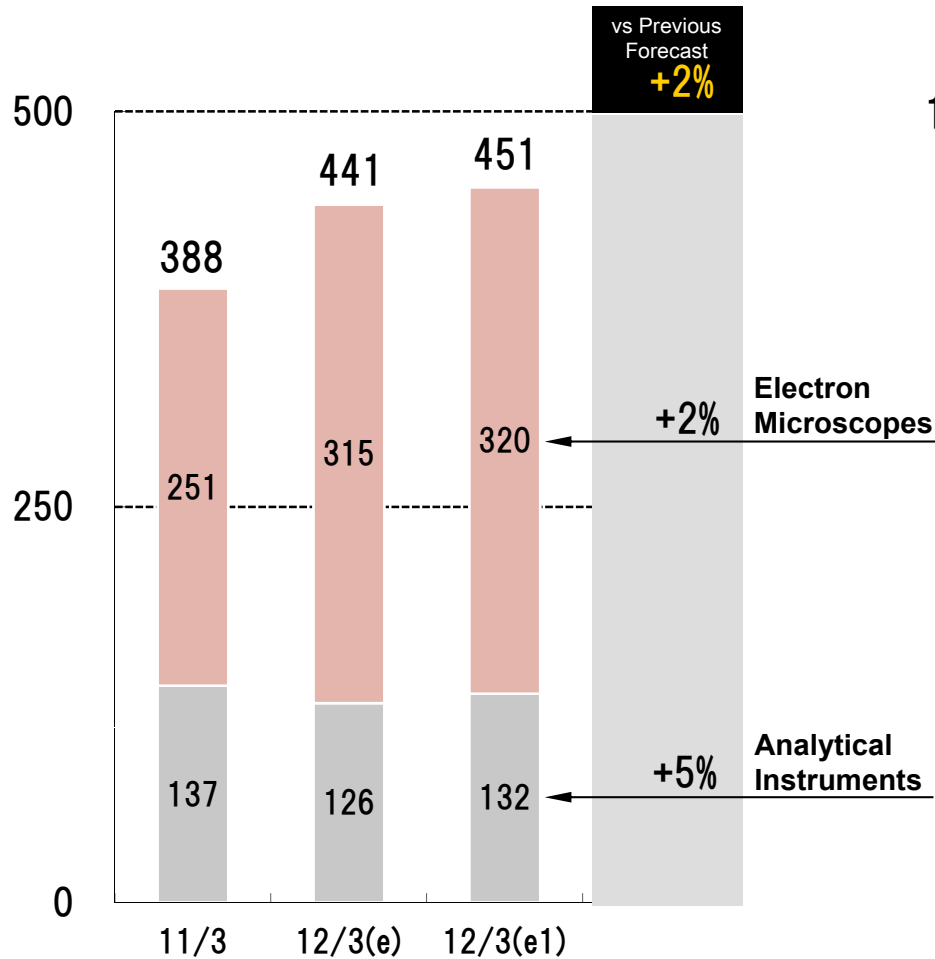
Sales



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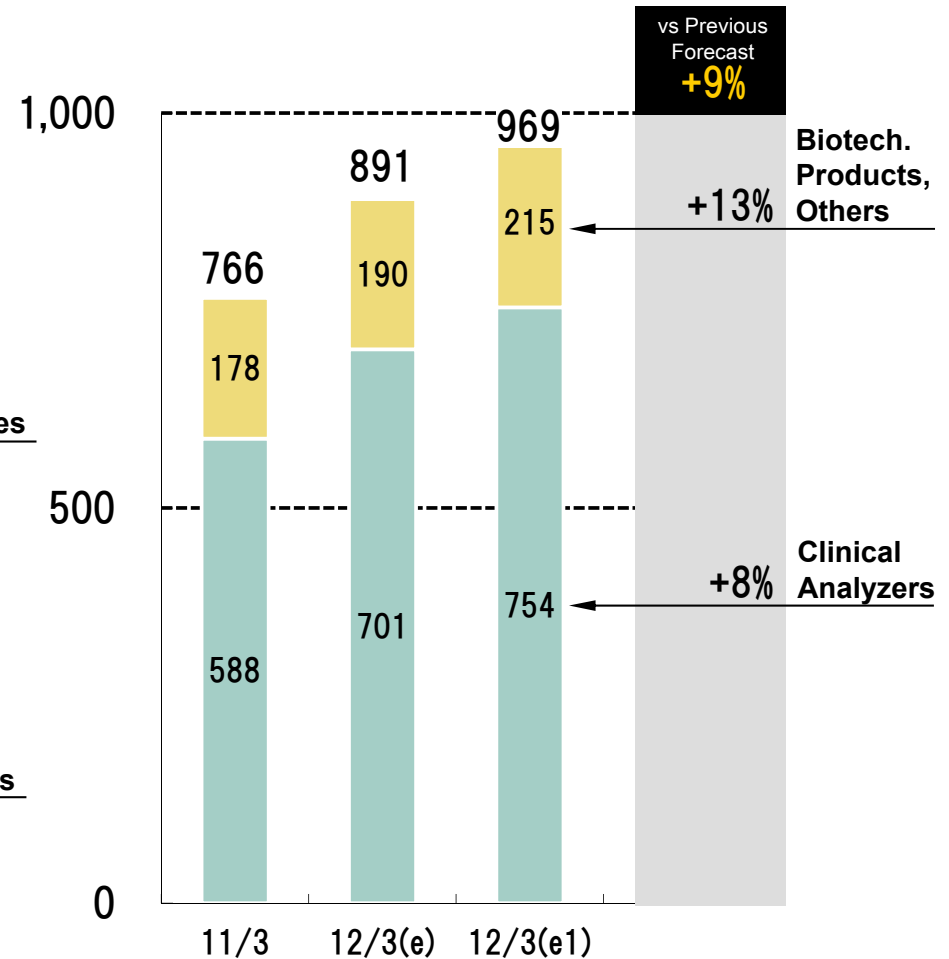
Sales (Scientific Instruments)

(100 million yen)



Sales (Biotechnology Products/Clinical Analyzers)

(100 million yen)



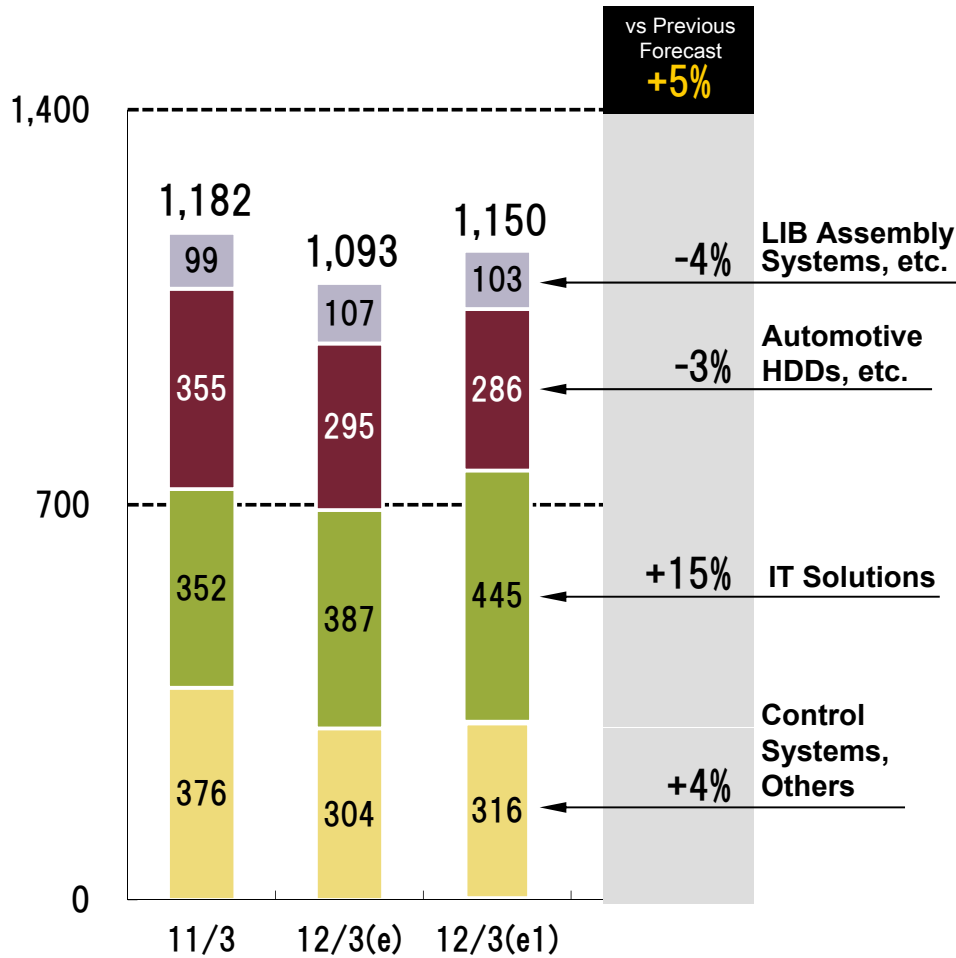
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II

FY11 Outlook (Trading Division)

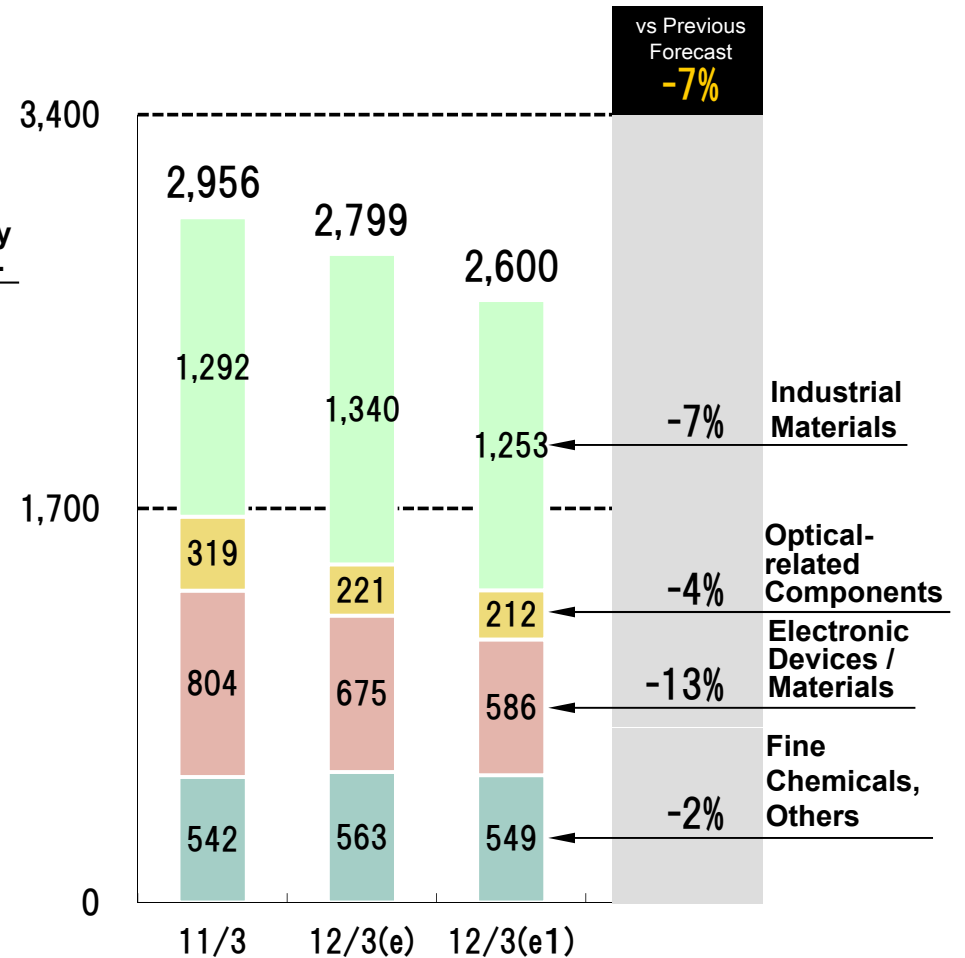
Sales (Industrial & IT Systems)

(100 million yen)



Sales (Advanced Industrial Products)

(100 million yen)



Note: YY/M denotes the year and month of the accounting period end.
(e) denotes the forecast announced in Oct. 2011.
(e1) denotes the forecast for Jan. 2012.

III

Changes in Quarterly Results

(100 million yen)

			FY10 Q1	FY10 Q2	FY10 Q3	FY10 Q4	FY11 Q1	FY11 Q2	FY11 Q3	
Sales / Operating Income	Electronic Device Systems	Sales	1 6 9	3 1 1	1 9 3	2 8 6	2 3 1	3 0 1	2 1 3	
		Operating Income	7	4 8	2 0	4 1	2 4	3 3	1 7	
	Fine Technology Systems	Sales	6 7	1 0 8	1 2 5	8 8	3 6	7 9	5 6	
		Operating Income	- 1	7	8	- 3	- 1 3	- 1 0	- 1 9	
	Science & Medical Systems	Sales	2 7 5	3 0 6	2 6 2	3 1 1	2 5 4	4 0 1	3 9 4	
		Operating Income	3 0	3 1	2 4	3 6	2 1	6 7	6 3	
	Industrial & IT Systems	Sales	2 9 6	2 9 5	2 6 2	3 2 9	3 0 1	3 0 2	2 5 6	
		Operating Income	- 3	7	- 1	9	- 2	4	- 1	
	Advanced Industrial Products	Sales	8 0 2	7 7 7	7 1 2	6 6 6	6 5 6	7 0 2	6 1 8	
		Operating Income	1 1	5	8	2	4	3	2	
	Others & Income Taxes Adjustment	Sales	- 2 4	- 2 9	- 2 6	- 2 6	- 2 5	- 2 1	- 2 6	
		Operating Income	- 1	- 4	- 3	- 1	- 3	- 7	- 5	
	Total		Sales	1, 5 8 5	1, 7 6 8	1, 5 2 7	1, 6 5 5	1, 4 5 2	1, 7 6 3	1, 5 1 2
			Operating Income	4 3	9 5	5 7	8 5	3 2	9 1	5 5
Ordinary Income			5 0	9 3	5 8	9 4	3 6	8 9	6 0	
Net Income			3 5	6 3	3 5	4 4	2 0	5 9	5 7	

III

Sales Change in Main Business

(100 million yen)	FY10 Q1	FY10 Q2	FY10 Q3	FY10 Q4	FY11 Q1	FY11 Q2	FY11 Q3
[Electronic Device Systems]	1 6 9	3 1 1	1 9 3	2 8 6	2 3 1	3 0 1	213
Process Equipment	3 2	7 7	6 0	9 1	9 2	1 0 1	101
Metrology & Inspection Equipment	7 9	1 2 5	8 2	1 4 2	8 7	1 2 7	72
Back-end & Assembly Equipment	5 8	1 0 9	5 1	5 3	5 2	7 2	40
[Fine Technology Systems]	6 7	1 0 8	1 2 5	8 8	3 6	7 9	56
FPD Manufacturing Equipment	5 6	7 8	1 0 3	4 7	3 0	6 6	45
HD Manufacturing Equipment, Others	1 1	3 0	2 2	4 1	6	1 3	11
[Science & Medical Systems]	2 7 5	3 0 6	2 6 2	3 1 1	2 5 4	4 0 1	394
Analytical Instruments	2 7	4 4	3 1	3 5	2 9	3 8	35
Electron Microscopes	3 6	7 9	4 7	8 9	5 5	8 8	71
Clinical Analyzers	1 6 2	1 3 9	1 4 6	1 4 1	1 0 8	2 0 6	232
Biotechnology Products, Others	4 9	4 4	3 8	4 6	6 1	6 7	57
[Industrial & IT Systems]	2 9 6	2 9 5	2 6 2	3 2 9	3 0 1	3 0 2	256
LIB Assembly Systems, etc.	3 5	2 1	1 2	3 2	1 3	2 5	21
Automotive HDDs, etc.	7 5	8 2	9 6	1 0 3	8 7	6 6	54
IT Solutions	1 0 3	9 9	6 6	8 4	1 2 6	1 3 0	107
Control Systems, Others	8 3	9 3	8 8	1 1 0	7 5	8 0	75
[Advanced Industrial Products]	8 0 2	7 7 7	7 1 2	6 6 6	6 5 5	7 0 2	618
Industrial Materials	3 3 6	3 3 9	3 1 0	3 0 7	3 1 8	3 2 8	292
Optical-related Components	9 9	8 1	7 1	6 8	5 6	5 7	47
Electronic Devices / Materials	2 3 8	2 1 9	1 9 2	1 5 5	1 3 3	1 7 1	149
Fine Chemicals, Others	1 2 9	1 3 8	1 3 8	1 3 6	1 4 8	1 4 5	130



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.

2. In its disclosures, Hitachi High-Technologies may make statements that constitute forward-looking statements that reflect management's views with respect to certain future events and financial performance at the time of disclosure. Such statements are based on information available at the time of disclosure and may differ from actual results due to various external factors, both direct and indirect. In the event of a major discrepancy with the items disclosed, the Company will disclose on a case-by-case basis based on the law and/or the timely disclosure rules and regulations of the stock exchanges on which the Company is listed.

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