

# **FY11 Financial Results**

*Increase FY12 Income and Profit through Business Reforms and by Expanding Global Business*

April 24, 2012

 **Hitachi High-Technologies Corporation**

President, Chief Executive Officer  
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## FY11 Financial Results

**I** Outline of FY11

**II** FY12 Management Policy

**III** FY12 Outlook

**IV** Financial Data

# I

## Outline of FY11

(Note) YY/M denotes the year and month of the accounting period-end.  
(e) denotes the forecast for the previous period (Jan 2012).

# Outline of FY11 (Highlights)

(100 million yen)

|                         | Results   | YoY               |       | vs. Previous Forecast |       |
|-------------------------|-----------|-------------------|-------|-----------------------|-------|
|                         |           | Increase/Decrease | Ratio | Increase/Decrease     | Ratio |
| Sales                   | 6,459     | -76               | -1%   | +59                   | +1%   |
| Operating Income        | 255       | -24               | -9%   | +15                   | +6%   |
| Ordinary Income         | 262       | -32               | -11%  | +22                   | +9%   |
| Net Income              | 143       | -35               | -20%  | +13                   | +10%  |
| Net Income per Share    | 103.71yen | -25.36yen         |       | +9.19yen              |       |
| Cash Dividend per Share | 30.00yen  | +10.00yen         |       | ±00.00yen             |       |
| ROE                     | 5.8%      |                   | -1.7% |                       | -     |
| FIV                     | +33       |                   | -26   |                       | -     |
| FCF                     | +183      |                   | -39   |                       | +18   |

Note: Cash dividends per share includes memorial dividend of 10yen (in commemoration of 10 years of operation)

## 1. Sales and Operating Income (Explanation of deviations vs. previous forecast)

Sales (640.0Ybn → 645.9Ybn +5.9Ybn)

- Electronic Device Systems: Decrease of 7.1Ybn due to shipment delays of metrology and assembly equipments.
- Science & Medical Systems: Increase of 5.1Ybn due to good sales of clinical analyzers for the overseas market.
- Industrial & IT Systems: Increase of 6.7Ybn due to sales growth of mobile phones for the U.S. market.
- Advanced Industrial Products: Increase of 1.2Ybn due to increase in demands for automobile components.

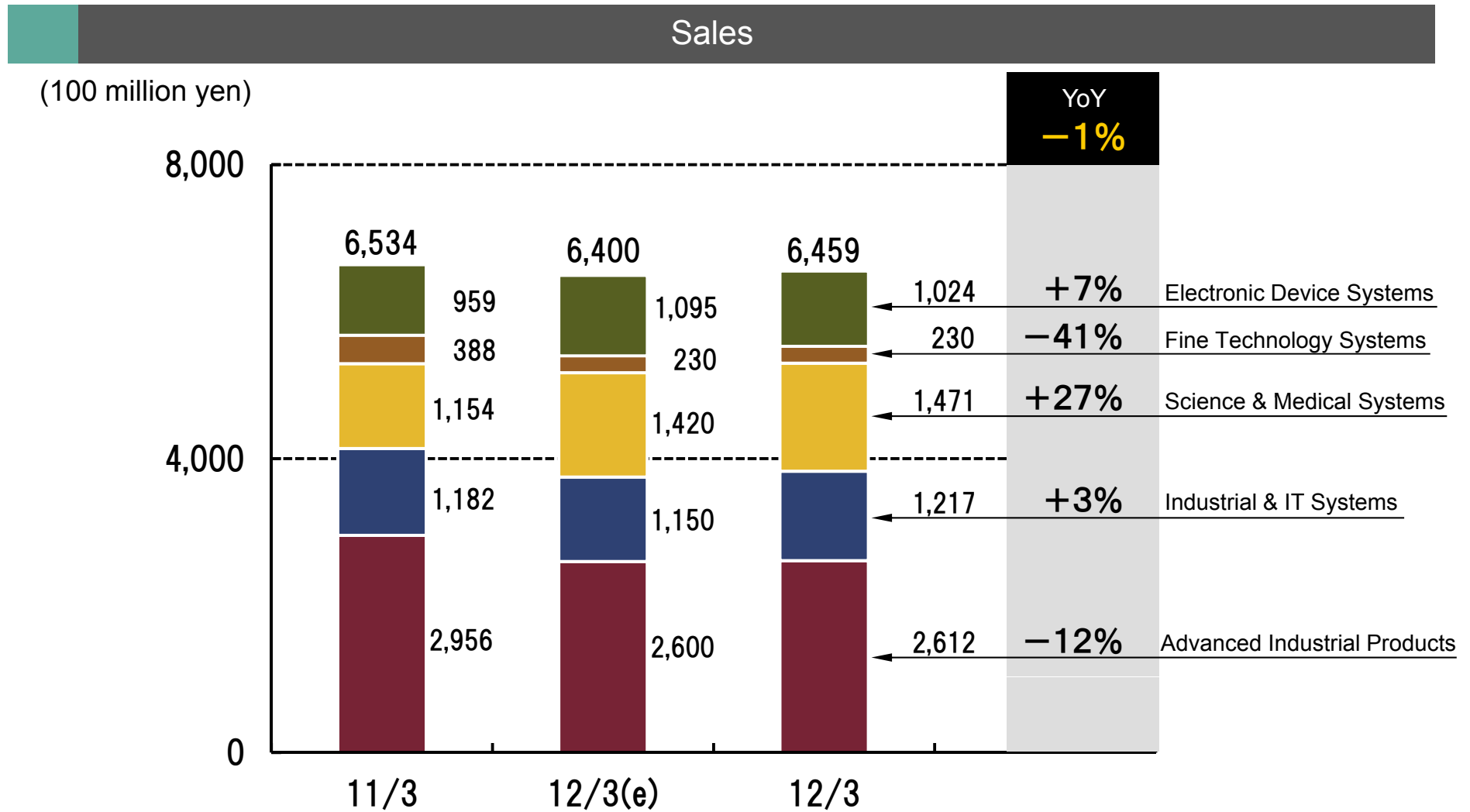
Operating Income (24.0Ybn → 25.5Ybn +1.5Ybn)

- Electronic Device Systems: Decrease of 0.9Ybn due to the same reasons as above.
- Science & Medical Systems: Increase of 2.4Ybn due to the same reasons as above.

## 2. Extraordinary Profit and Loss

|                      | FY11   | Reasons   |
|----------------------|--------|---|
| Extraordinary Profit | 6.2Ybn | Insurance surplus and insurance related to earthquake 6.1Ybn etc. |
| Extraordinary Loss   | 4.1Ybn | Business reform expense 2.1Ybn, impairment loss 1.2Ybn etc.       |

# Outline of FY11 (Sales)

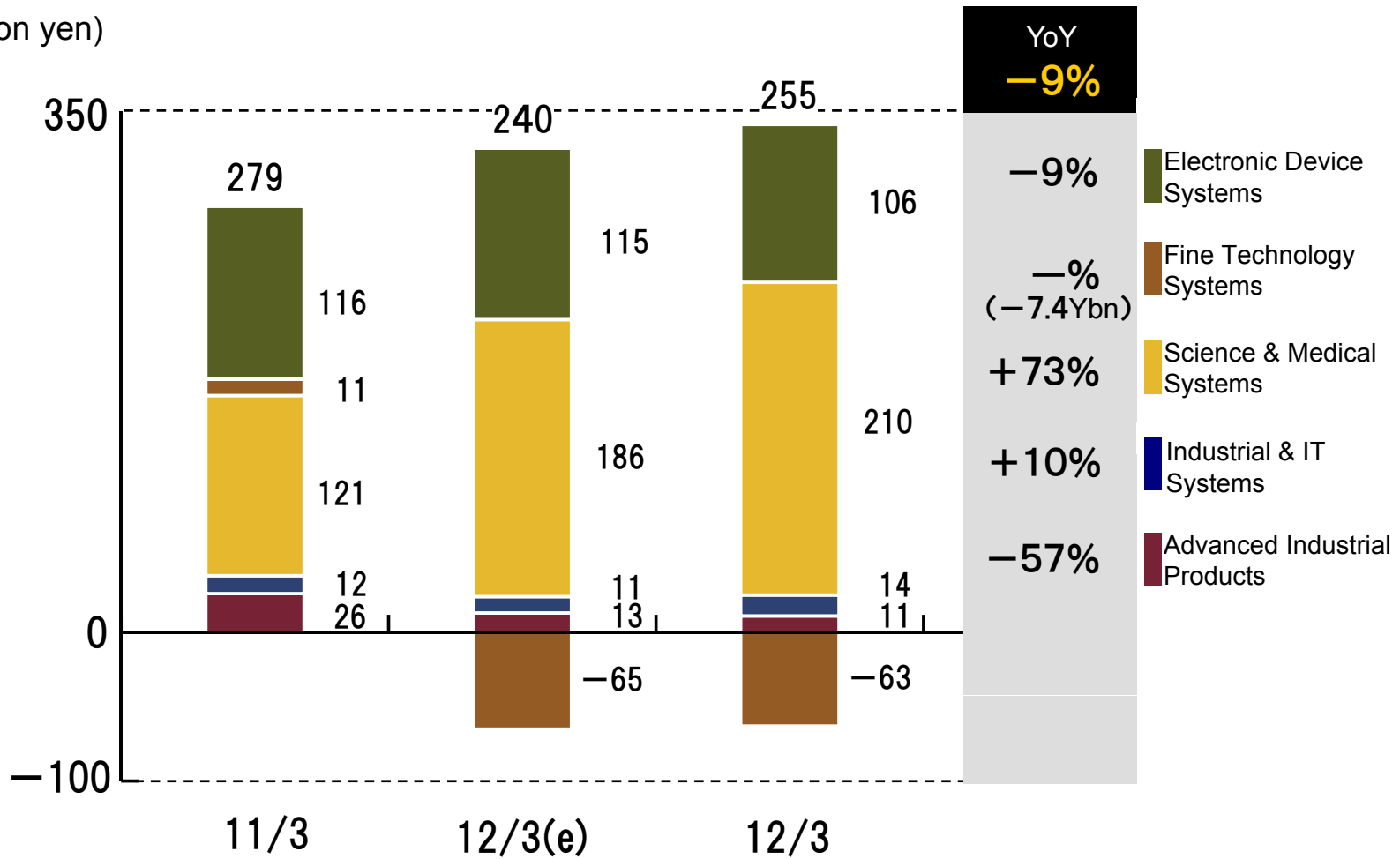


Note: Elimination such as subtractions in intersegment transactions, etc., are included in the totals.

# Outline of FY11 (Operating Income)

## Operating Income

(100 million yen)



Note: Elimination such as subtractions in intersegment transactions, etc., are included in the totals.

# Outline of FY11 (Balance Sheet in Summary)

As of end of March 2012 (100 million yen)

|   |              | vs. 11/3     |   |                            | vs. 11/3     |             |
|---|--------------|--------------|---|----------------------------|--------------|-------------|
| <b>Current Assets</b>   |              | <b>3,538</b> | <b>+233</b>   | <b>Current Liabilities</b> | <b>1,615</b> | <b>+187</b> |
| Cash & Deposits/Deposit to Hitachi Group Cash Management Fund | 1,221        | +165         | Notes & Accounts Payable                            | 1,055                      | +106         |             |
| Notes & Accounts Receivable                                   | 1,300        | -1           | Others  | 561                        | +81          |             |
| Inventories   | 686          | -3           | <b>Fixed Liabilities</b>                            | <b>276</b>                 | <b>+1</b>    |             |
| Others  | 330          | +71          | Retirement and severance benefits                   | 266                        | +3           |             |
| <b>Fixed Assets</b>   | <b>884</b>   | <b>+56</b>   | Others  | 10                         | -2           |             |
| Tangible Fixed Assets   | 597          | +58          | <b>Net Assets</b>                                   | <b>2,530</b>               | <b>+102</b>  |             |
| Intangible Fixed Assets                                       | 63           | +0           | Shareholder Capital                                 | 2,544                      | +101         |             |
| Investments & Other Assets                                    | 224          | -3           | Accumulated Other Comprehensive Income (Loss)       | -16                        | -1           |             |
|   |              |              | Minority Interests                                  | 2                          | +1           |             |
| <b>Total Assets</b>   | <b>4,422</b> | <b>+289</b>  | <b>Total Liabilities &amp; Shareholders' Equity</b> | <b>4,422</b>               | <b>+289</b>  |             |

• Shareholders' Equity per Share: 1,837.84yen (YoY +73.18yen)



# Outline of FY11 (Cash Flow Statement in Summary)

(100 million yen)

|  | 12/3 |                                     | 12/3  |
|--|------|-------------------------------------|-------|
| Cash Flow from Operating Activities  | +435 | Cash Flow from Financing Activities | -41   |
| Income Before Income Taxes and Minority Interests                            | +283 | Dividends Paid                      | -41   |
| Depreciation and Amortization  | +91  | Others                              | -0    |
| Working Fund   | +71  | Effect of Exchange Rate Changes     | -2    |
| Income Taxes Paid/Refund   | -64  |                                     |       |
| Others   | +54  |                                     |       |
| Cash Flow from Investing Activities  | -252 |                                     |       |
| Capital Expenditures Proceeded from Sales/Purchase of Securities             | -31  |                                     |       |
| Capital Expenditures Proceeded from Sales/Purchase of Property and Equipment | -107 |                                     |       |
| Others   | -114 |                                     |       |
| Free Cash Flow   | +183 |                                     |       |
|  |      |                                     | 12/3  |
|  |      | Cash and Cash Equivalents           |       |
|  |      | At the Beginning of Year            | 1,077 |
|  |      | Net Increase (Decrease)             | +139  |
|  |      | At the End of Term                  | 1,216 |

## II

## FY12 Management Policy

## *FY12 Management Policy*

1.

***Strengthen business portfolio by shifting resources to growing fields***

2.

***Act globally – Expand and accelerate global business by focusing on target region***

3.

***Create new business by accelerating research and development***

***Creative Minds. Innovative Solutions.***

# 1. Strengthen business portfolio by shifting resources to growing fields

## Business Issues

- Electronic Device Syst.: Process equip. business started up though there are delays in increasing shares of assembly equip.
- Fine Technology Syst.: HD mfg. equip. market recovered though FPD mfg. equip. market is still sluggish.
- Trading Divisions: Decline of domestic electronic components business.

## Actions

### Electronic Device Syst.

- Cutting costs of businesses with issues
- Creating a lean system by unifying sales, development and production



- Realize sales from important and growing customers

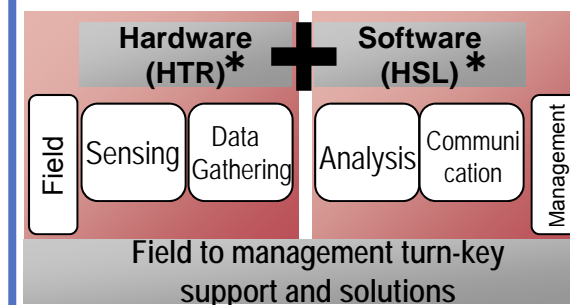
### Fine Technology Syst.

- Cutting cost through business reforms
- Shift resources to new business development

-OLED manufacturing equipment  
- Printable electronics

### Trading Divisions

- Business reformation in IT and Industrial business = New Solution



- Expedite new business development in renewable energy segment (PJ team formed)

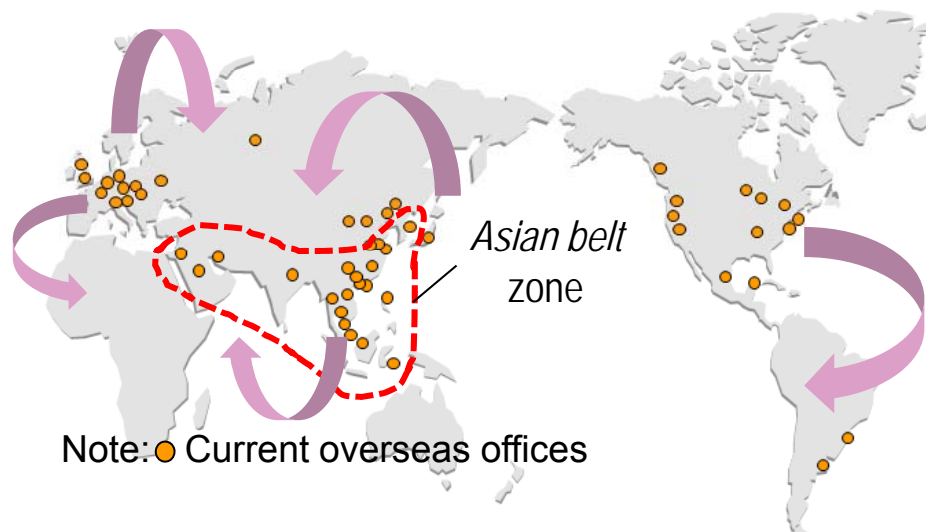
## 2. Act globally – Expand and accelerate global business by focusing on target region

### Globalization plan

Execution of global grand design action plan  
PDCA management

### Accelerated global business activities

- ✓ Asian belt zone, Brazil, Russia, Saudi Arabia
- ✓ Next emerging markets: Turkey, Andes region
- ✓ Local business creation scheme



### Hitachi Gr. global procurement (GP) activities

Support rapid GP increase as a primary trading company in Hitachi Gr.

- Established “Group Global Business Division” in April 2012

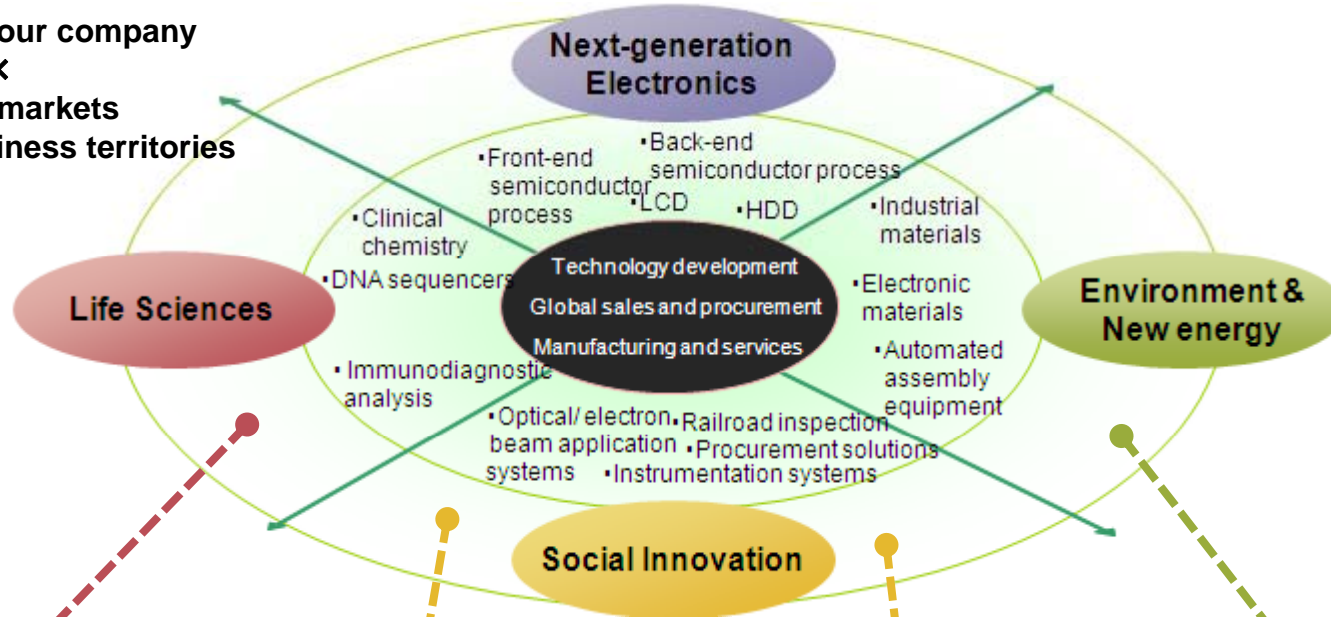
### Growth strategy and action plans

- Create new business
  - Dispatch GP staffs to emerging zone
  - Expand business field and area
- Aggressive investment in value added functionality (manufacturing and logistics)
  - Optimal operation (merger and reformation) in PCB, tools, casting parts business
- Establish low-cost operation (lean operation)
  - Strengthen Hitachi High-Tech Group’s spending power
    - > Concentrate procurement
    - > Expand Group procurement
  - Improve worldwide productivity
    - > Strengthen and utilize China’s manufacturing subsidiaries

### 3. Create new business by accelerating research and development

## Accelerate new business creation

Strengths of our company  
×  
Growth markets  
= Promising business territories



### Themes of C-Pro\*

|   |   |  |   |
|---|---|--|---|
| Pharmaceutical research support               | Social infrastructure analysis solutions                                  | Streaming platform solution <span style="color: red;">★ NEW</span> | Print deposition solution   |
| Solution for new drug manufacturing processes | Solution for applying analysis technologies for a safe and secure society | Solution for big data analysis and simulation                      | Total solutions for equipment, raw material and manufacturing process |

\*Corporate & Challenge Project

### III

## FY12 Outlook

Note: YY/M denotes the year and month of the accounting period end

# FY12 Outlook (Highlights)

(100 million yen)

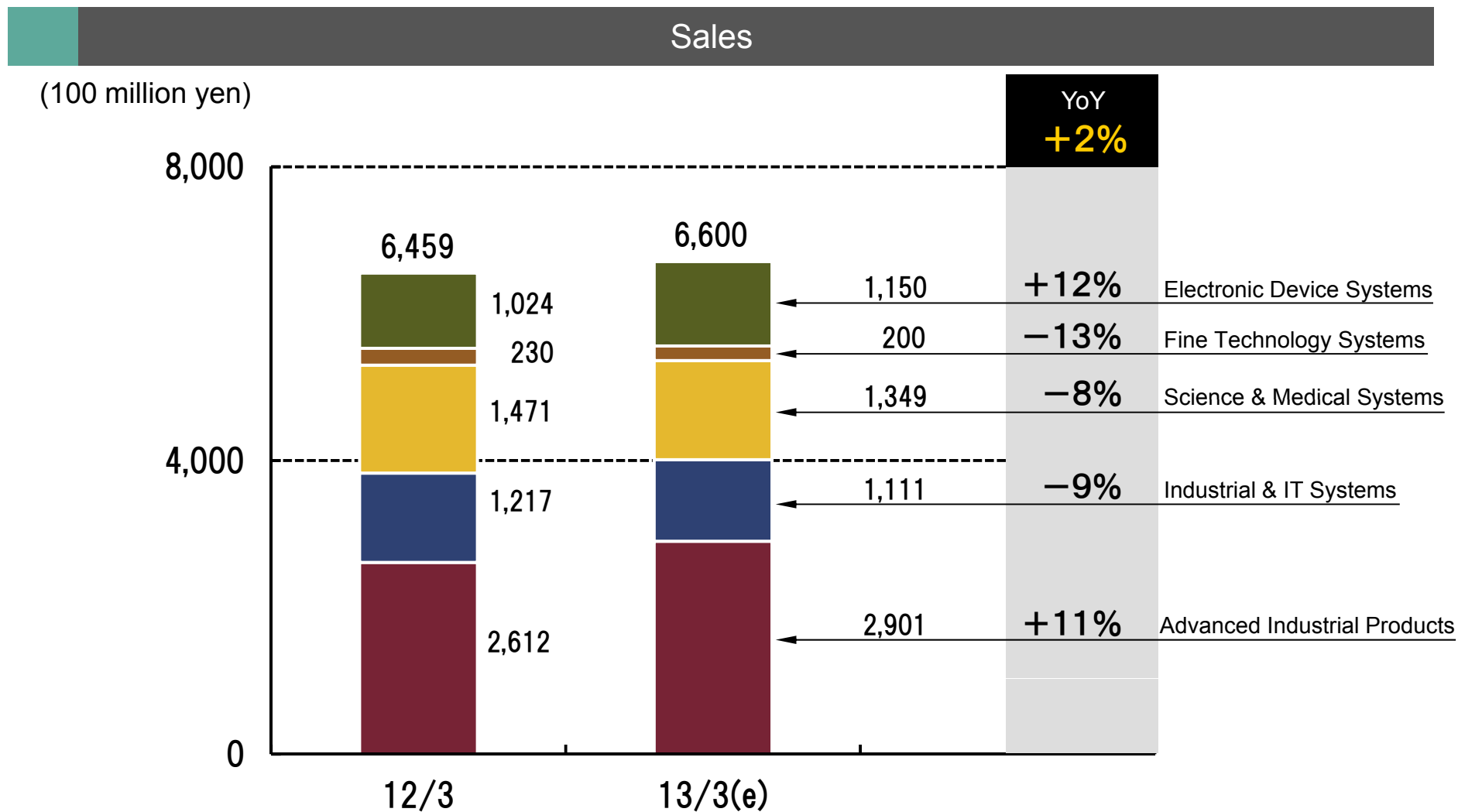
|                         | FY12 Outlook | FY11 Results | YoY               |       |
|-------------------------|--------------|--------------|-------------------|-------|
|                         |              |              | Increase/Decrease | Ratio |
| Sales                   | 6,600        | 6,459        | +141              | +2%   |
| Operating Income        | 300          | 255          | +45               | +18%  |
| Ordinary Income         | 294          | 262          | +32               | +12%  |
| Net Income              | 188          | 143          | +45               | +32%  |
| Net Income per Share    | 136.69yen    | 103.71yen    | +32.98yen         |       |
| Cash Dividend per Share | 20.00yen     | 30.00yen     | -10.00yen         |       |
| ROE                     | 7.2%         | 5.8%         | +1.4%             |       |
| FIV                     | +58          | +33          | +25               |       |
| FCF                     | +100         | +183         | -83               |       |

Note: Cash dividends per share of FY11 includes memorial dividend of 10yen (in commemoration of 10 years of operation)

FX rate estimate: 1USD=80yen, 1EUR=105yen



# FY12 Outlook (Sales)

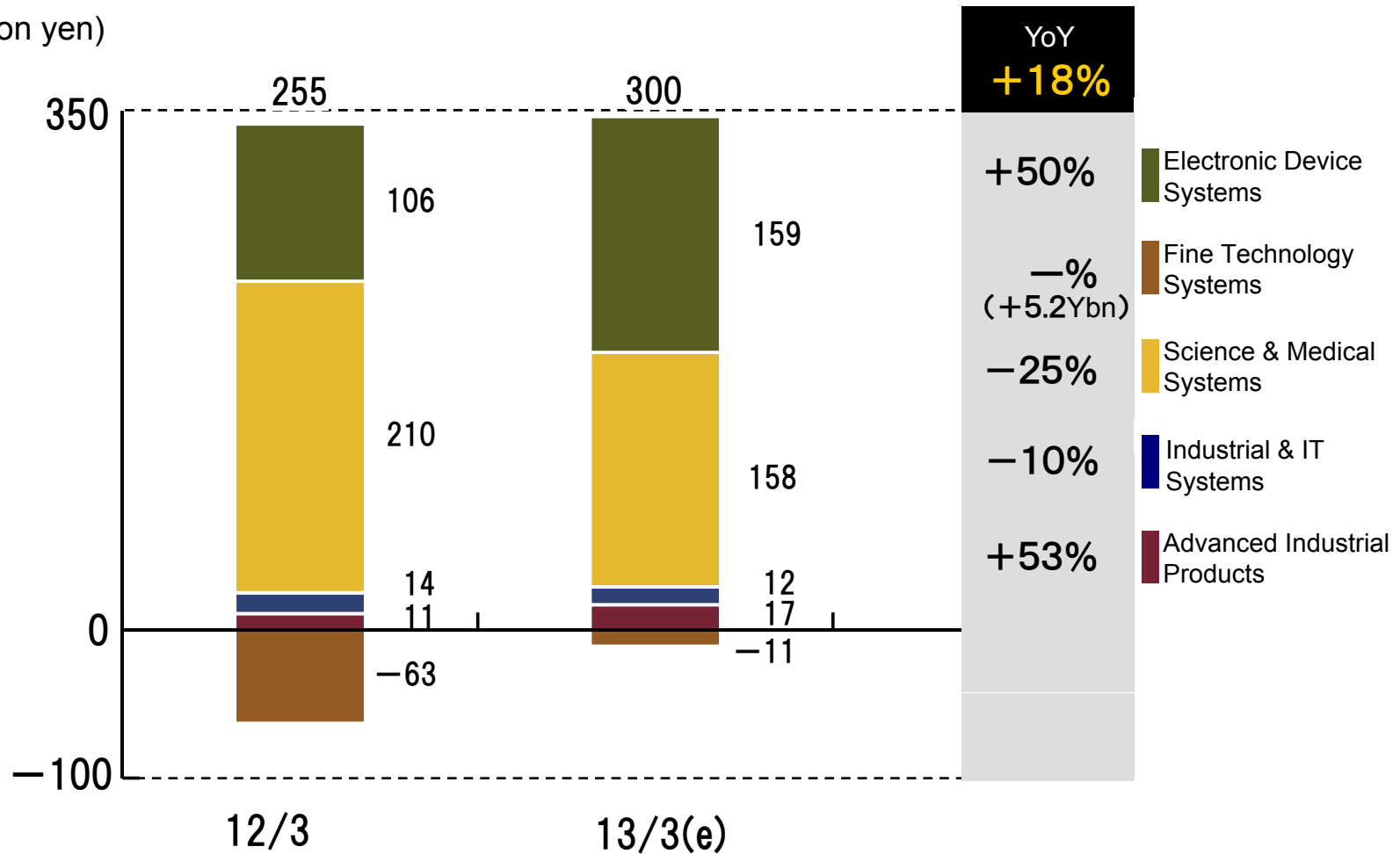


Note: Elimination such as subtractions in intersegment transactions, etc., are included in the totals.

# FY12 Outlook (Operating Income)

## Operating Income

(100 million yen)



Note: Elimination such as subtractions in intersegment transactions, etc., are included in the totals.

## FY12 Business Environment

### Semiconductor Devices Market

- Approximately 4% growth can be expected due to good performances of mobile related devices such as smartphones and tablets in FY12.
- Markets for NAND, MPU and ASSP will continue to grow in FY12. MPU growth is also expected, mainly in the server related field.

### Semiconductor Manufacturing Equipment Market

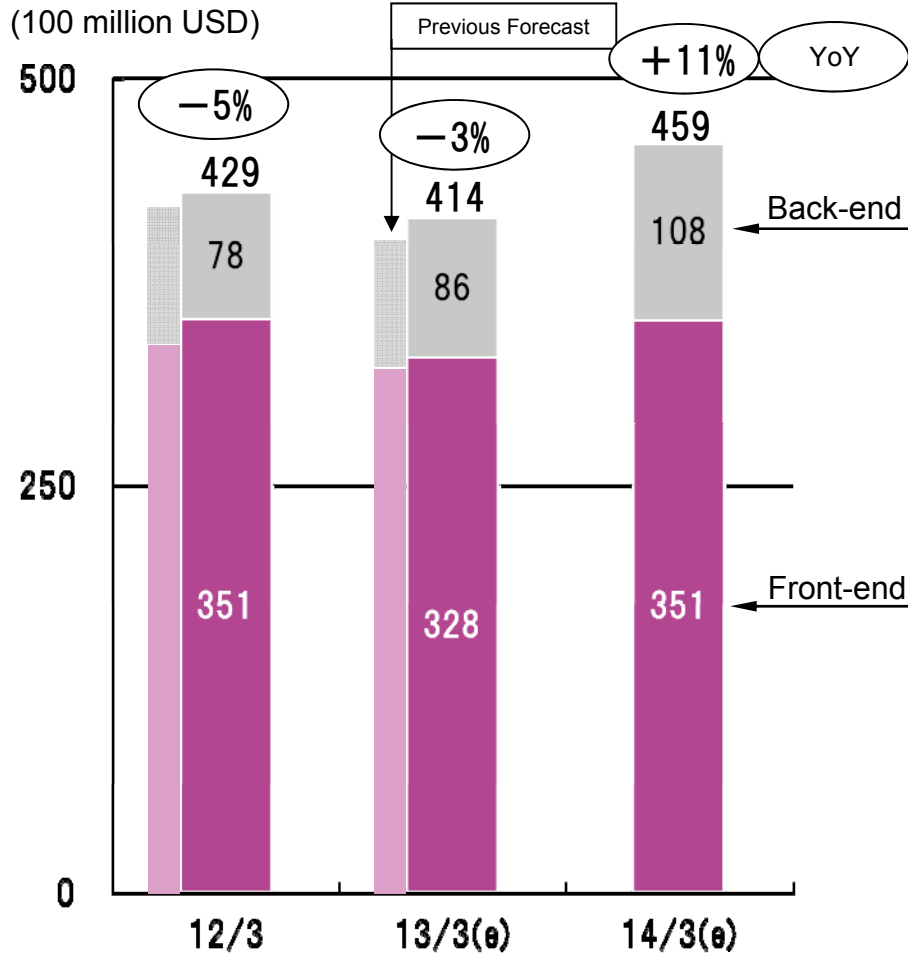
- FY12 market forecasts YoY 3% decrease.
- Device manufacturers' oligopoly will progress and occupy approximately 50% of all capital investment. The 3 major device manufacturers will continue active investment in FY12, leading to YoY 6% growth.
- 22nm products by major MPU manufacturer and mass production of 28nm products by major foundry will start. Big investments for cutting-edge miniaturization processes are expected.

### Assembly Equipment Market

- 3% growth can be expected in the high-speed mounting market due to growth of mobile related devices in FY12. Overall market forecasts 1% growth.

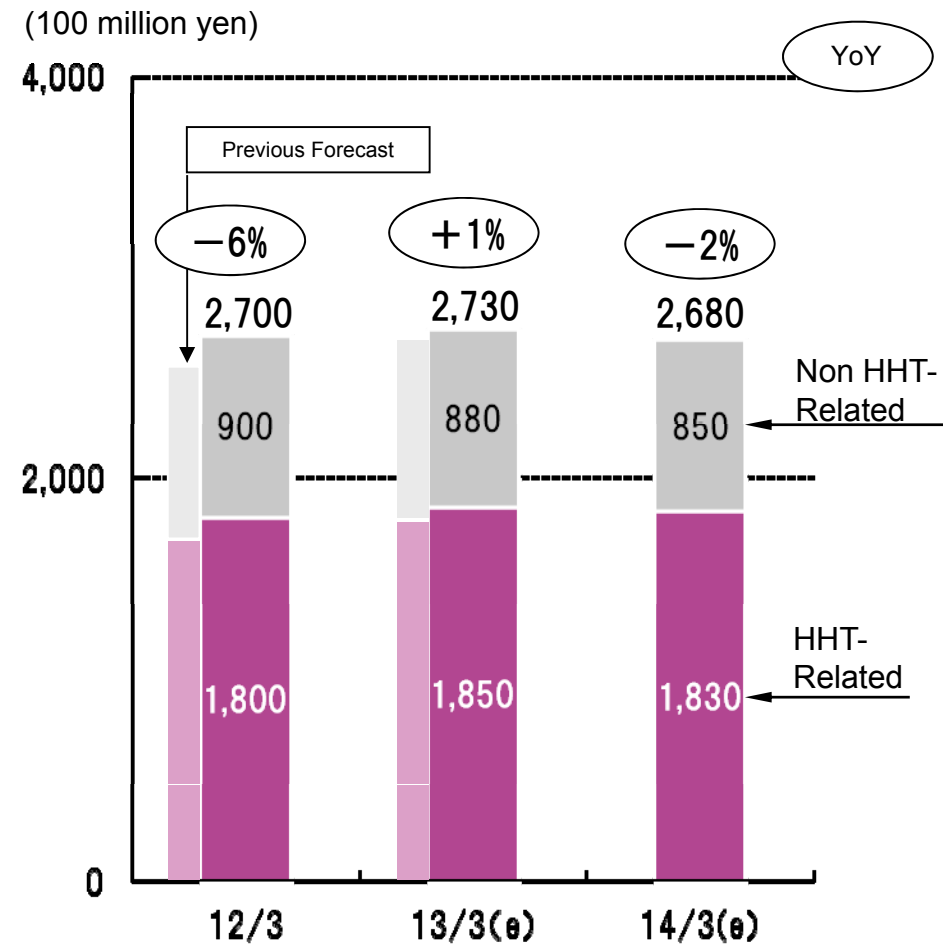
# FY12 Outlook (Electronic Device Systems) ②

## Semiconductor Manufacturing Equipment Market



(Source) Gartner(Mar. 2012)/ HHT's estimation  
Previous forecast is based on published values for Q2/Oct. 2011.

## Assembly Equipment Market



(Source) Created by HHT, based on Japan Robot Association's data (Jan. 2012) . Previous forecast is based on published values for Q2/ Oct. 2011.

# FY12 Outlook (Electronic Device Systems) ③

## Semiconductor Devices Miniaturization Trends and Our Actions

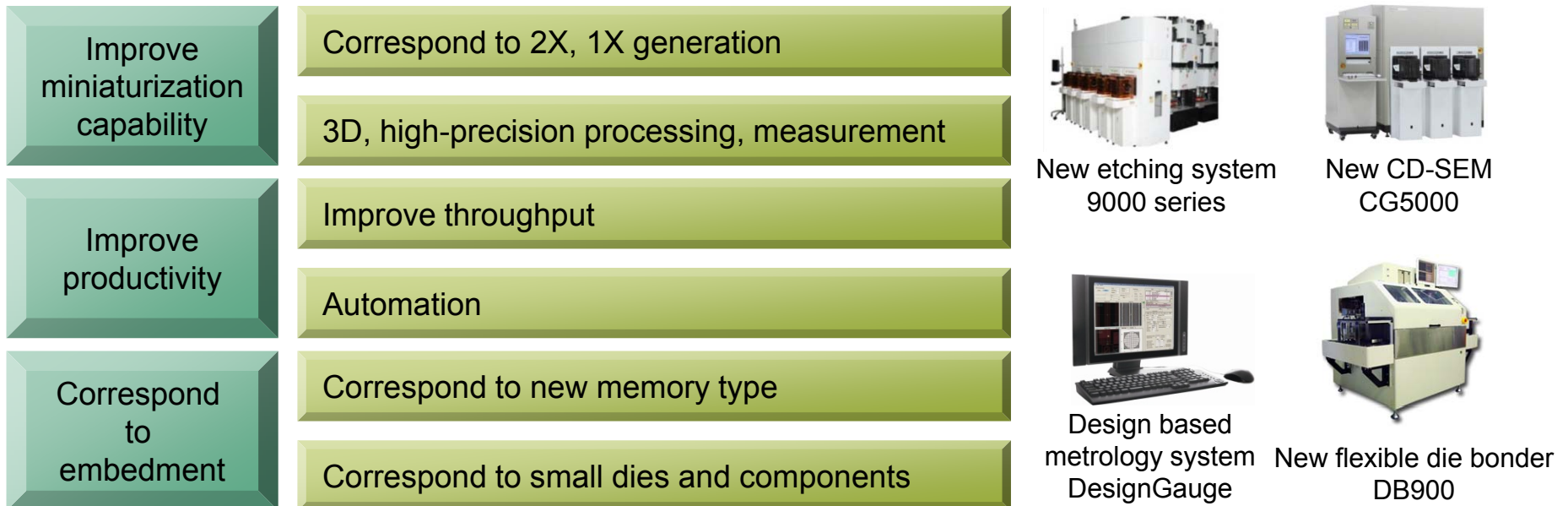
- Trends in semiconductor devices and process technology  
Increase in the number of processes applied to double patterning due to mass production of MPU 22nm FinFET and ASSP 28nm HK/MG\*

\*HK/MG: High-k Metal Gate

### Our Actions

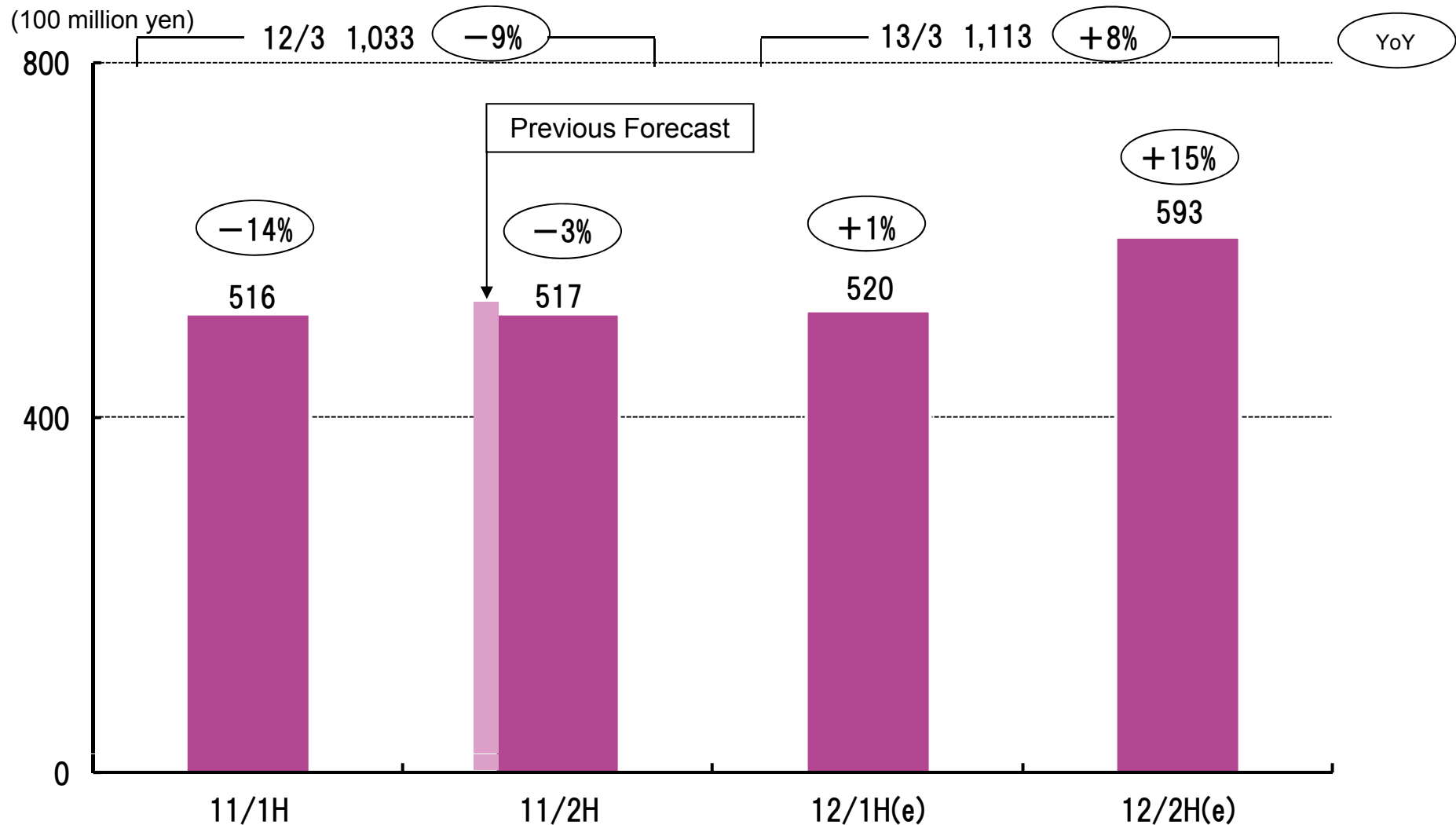
- Exploit new fields and introduce new products proactively that correspond to miniaturization and process increase.
- Improve overseas offices to strengthen coordination with customers.
- Strengthen cost competitiveness by complete Monozukuri\* reform.

\* Japanese compound word: mono=product, zukuri=processing or creating products



# FY12 Outlook (Electronic Device Systems) ④

## Changes in Order Received



# FY12 Outlook (Electronic Device Systems) ⑤

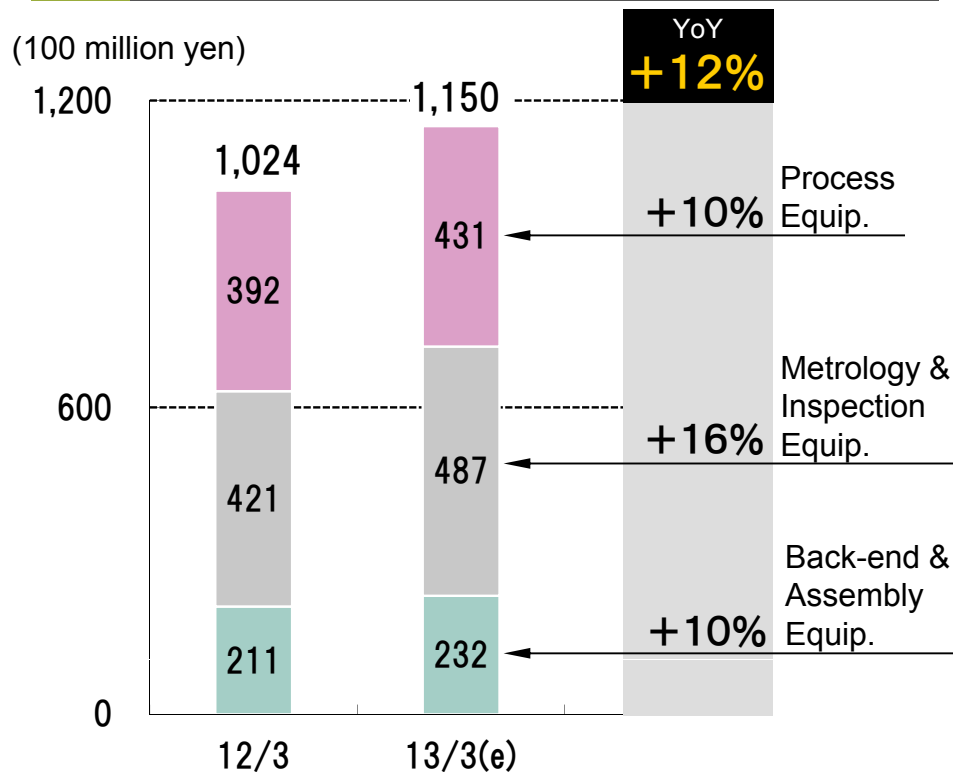
## FY12 Strategies

1. Realize customer value by supplying solutions that correspond to growth fields \* and technology changes \*.

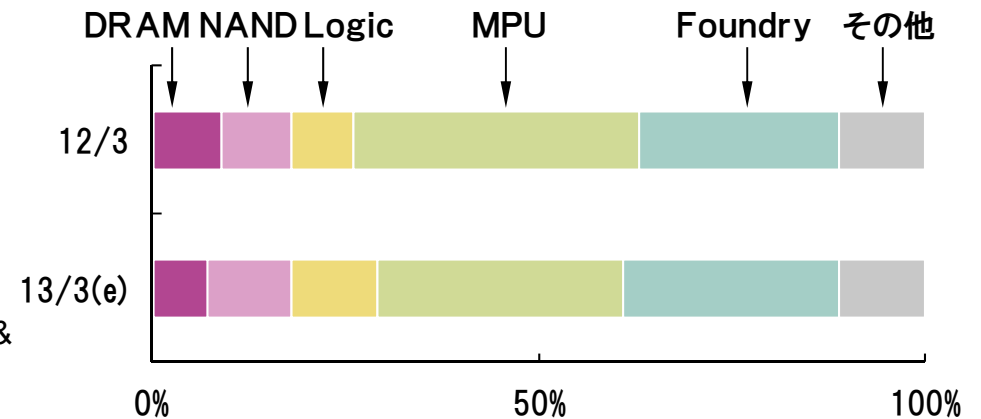
\* Growth field: mobile devices, telecommunication \*\* Technology change: new materials, new structure, acceleration of miniaturization

2. Expanding the number of customers by increasing sales of main products and introducing new products to the market.

## Sales Change in Main Businesses



## Sales Ratio by Fields (Front-end Equip.)



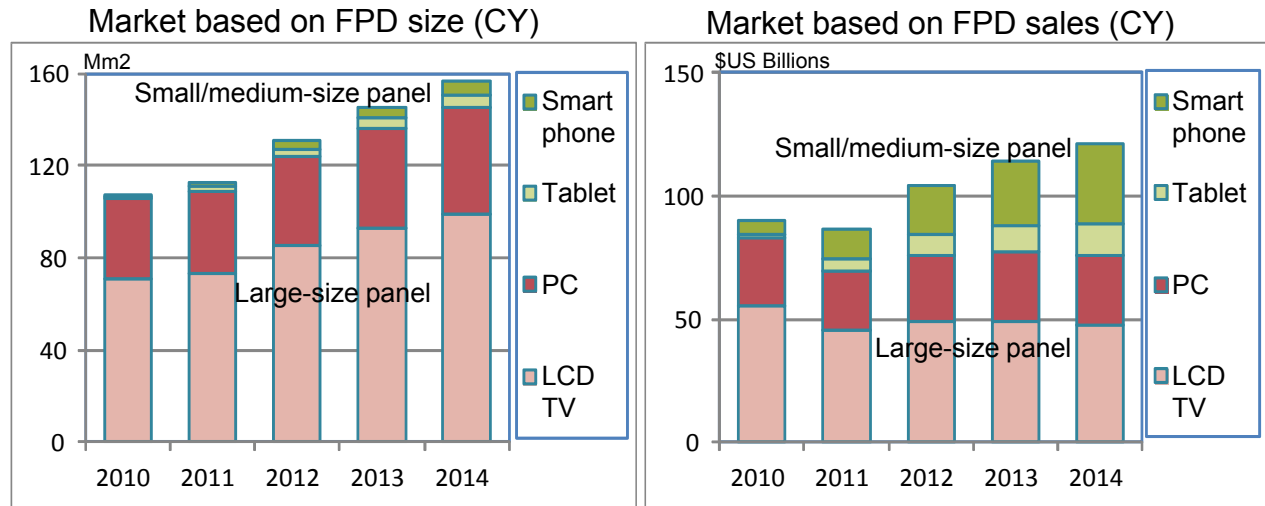
FY11: Firm growth due to active investments by MPU. DRAM-related investments were restrained.

FY12: Big investments by foundries will continue. Logic-related investments will increase.

## FY12 Business Environment

### FPD market trend

- Large-size panels will lead the market based on size.
- Small/medium-size panels will be the growth market based on sales since large-size panels reached maturity.

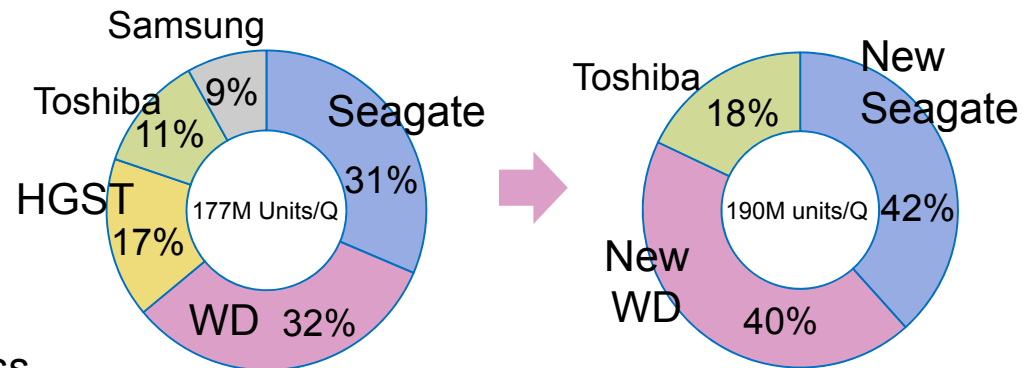


Source: DisplaySearch

### HD market trend

- Changes of business environment due to industry reorganization.
- Acquisition of Samsung's HD business by Seagate. (Dec. 2011)
- Acquisition of HGST by WD. (Mar. 2012)
- Part of WD's 3.5 inch HDD business is said to transfer to Toshiba.

Share based on the number of shipment of HDD (HHT's estimation)  
 Before reorganization (CY2011/Q3)      After reorganization (CY2012/Q4)



Possibility of changes in shares.

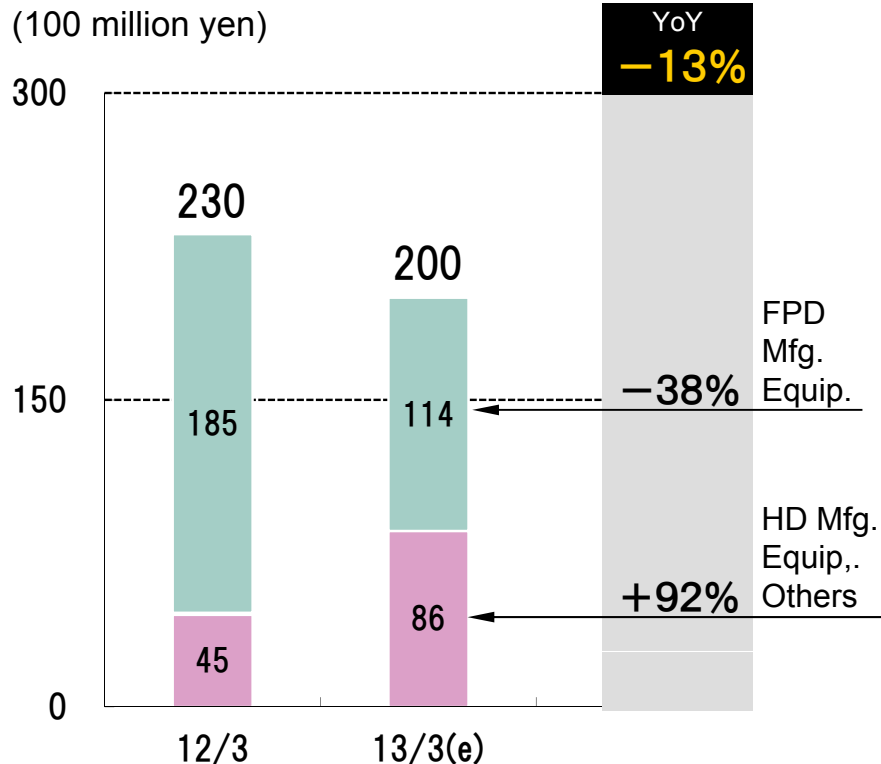


# FY12 Outlook (Fine Technology Systems)②

## FY12 Strategies

1. Restructure our business portfolio through business reform.
2. Promote business strategies in order to start up new business.

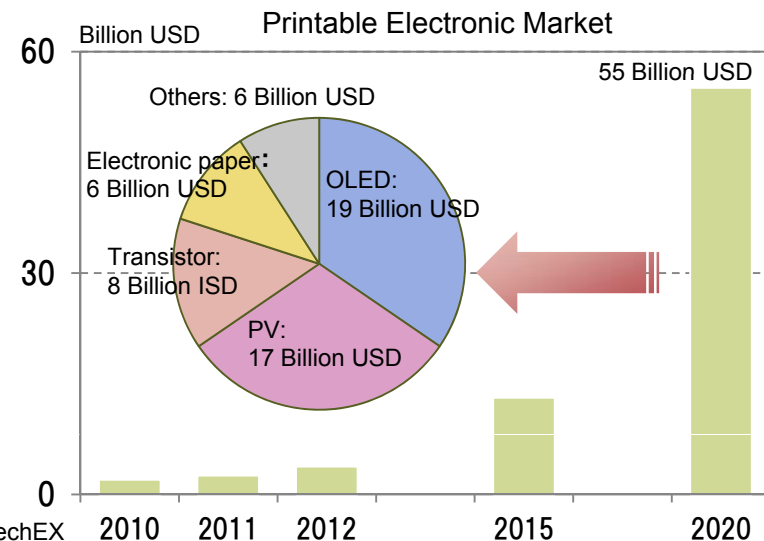
### Sales Changes in main products



Note: Sub-segment "FPD-related Trading" has been unified to "FPD Mfg. Equip." since the amount of sales are small.

### Start Up New Business

- OLED manufacturing equipment business
- Printable electronics field  
Manufacturing and inspection system business



(Source) ID TechEX

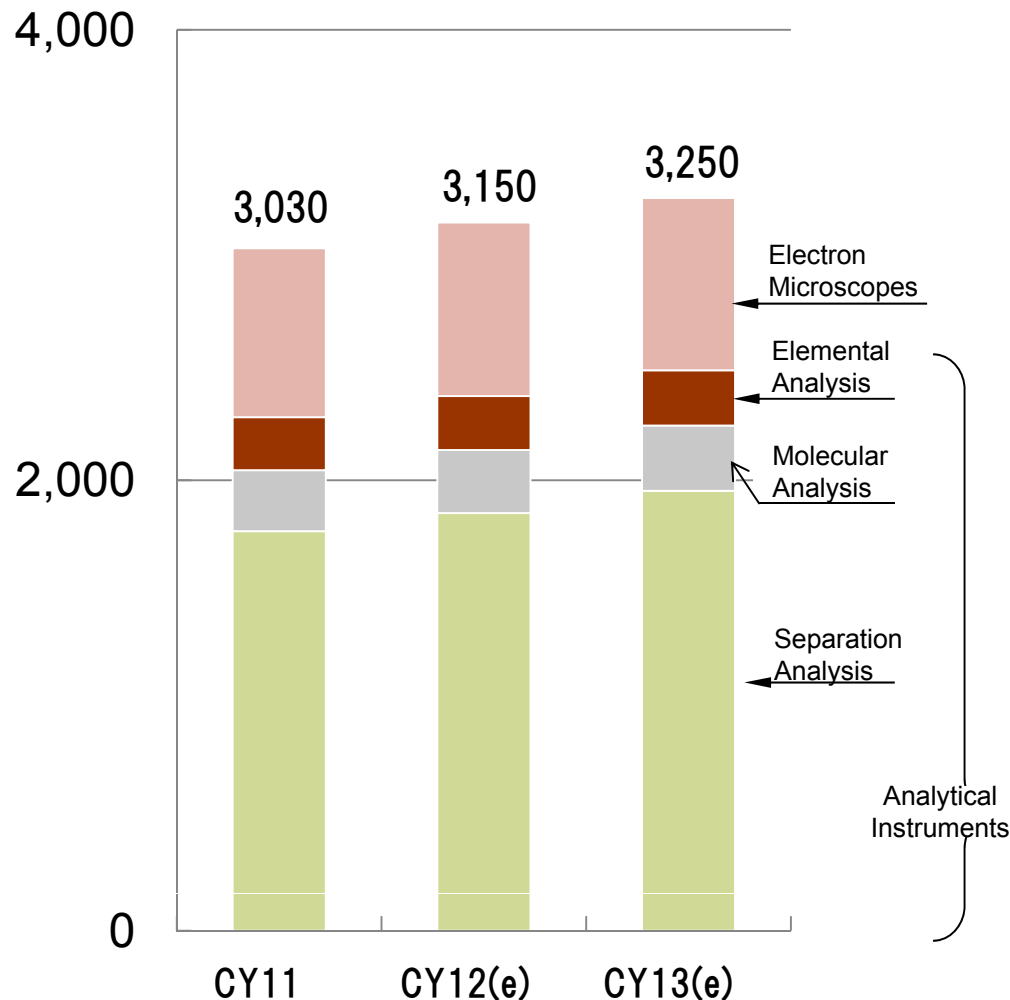
# FY12 Outlook (Science & Medical Systems) ①

## Scientific Instruments

### Scientific Instruments Market (HHT-related)

### FY12 Business Environment

(100 million yen)(based on sales) **CAGR 4%**



(source) HHT's estimations.

#### Analytical Instruments

- CAGR 5% growth can be expected in the separation analysis (HPLC) market.
- Firm growth can be expected in China and emerging countries.
- 4% growth can be expected in the overall analytical instruments market.

#### Electron Microscopes

- Demands decrease in the semiconductor and LCD-related fields.
- Demands expand in the cutting-edge fields (new energy, raw materials) for next generation.
- Slight growth can be expected in the overall electron microscopes market.

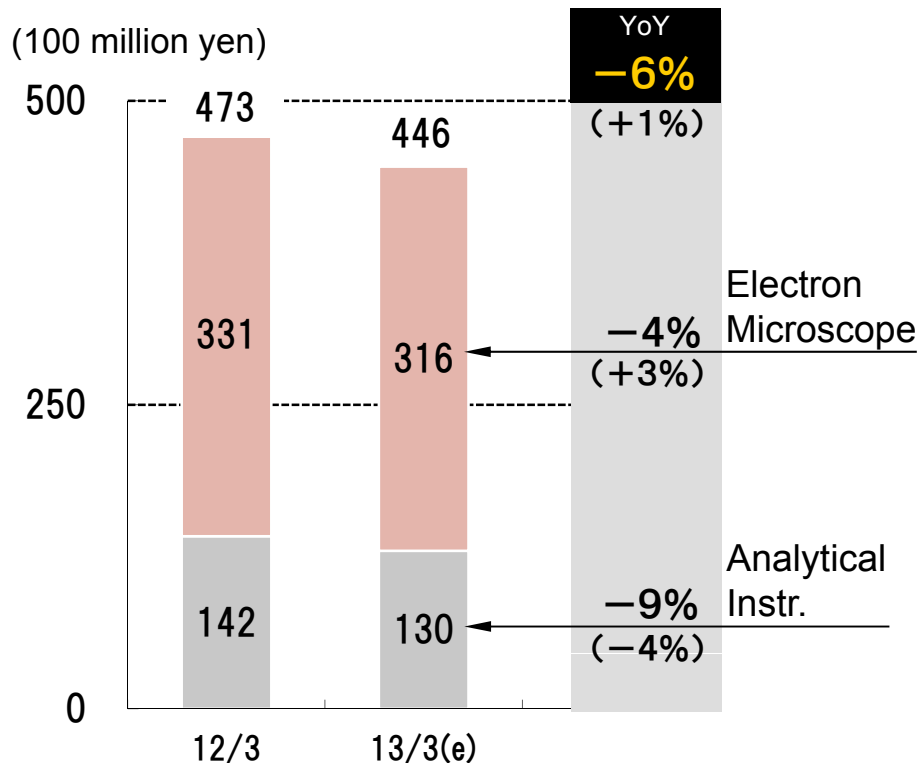
#### In Both Categories

- Price competition will intensify due to strong yen.

### FY12 Strategies

1. Expand sales by strengthening cutting-edge application development.
2. Continuous launch of new products by strengthening core technologies.

### Sales Change in Main Businesses



Note: ( %) = effect of earthquake excluded.

### Future Actions

- Improve customer demonstration through actions such as purchase survey etc., and strengthen cutting-edge application development.
  - Making good use of Tokyo Solution Lab. (opened in Dec. 2011)
  - Making good use of Hitachi Instruments Dalian Co., Ltd. Development Center (opened in June 2011)
- Establish a consistent system in China that covers from development to production for emerging markets.
- Launching new products for electron microscopes and analytical instruments by strengthening core technologies. (optical analysis, fluid control, electron beam)



The opening ceremony of Tokyo Solution Lab.

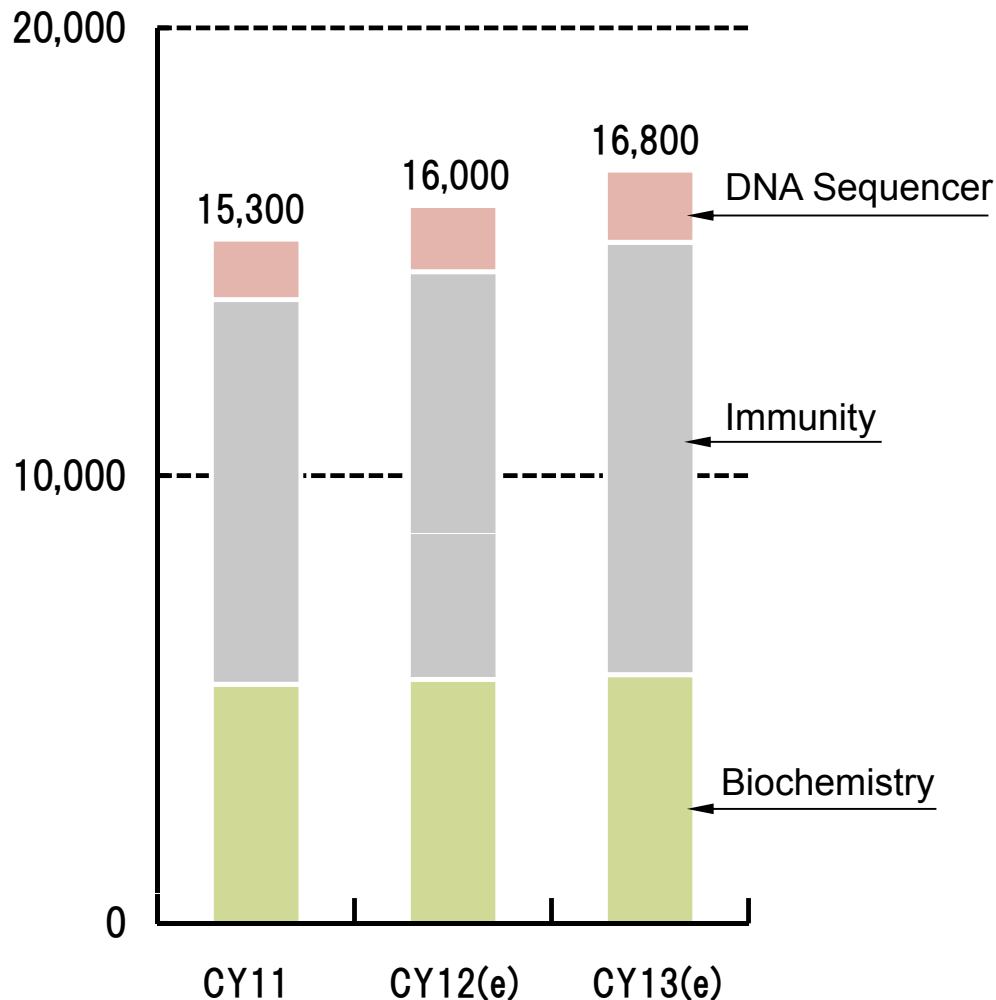
# FY12 Outlook (Science & Medical Systems) ③

## Biotechnology Product/Clinical Analyzer

Biotechnology Product/Clinical Analyzer Market  
(HHT-related)

FY12 Business Environment

(100 million yen)(based on sales) **CAGR 5%**



(source) HHT's estimations (reagent and equipment included).

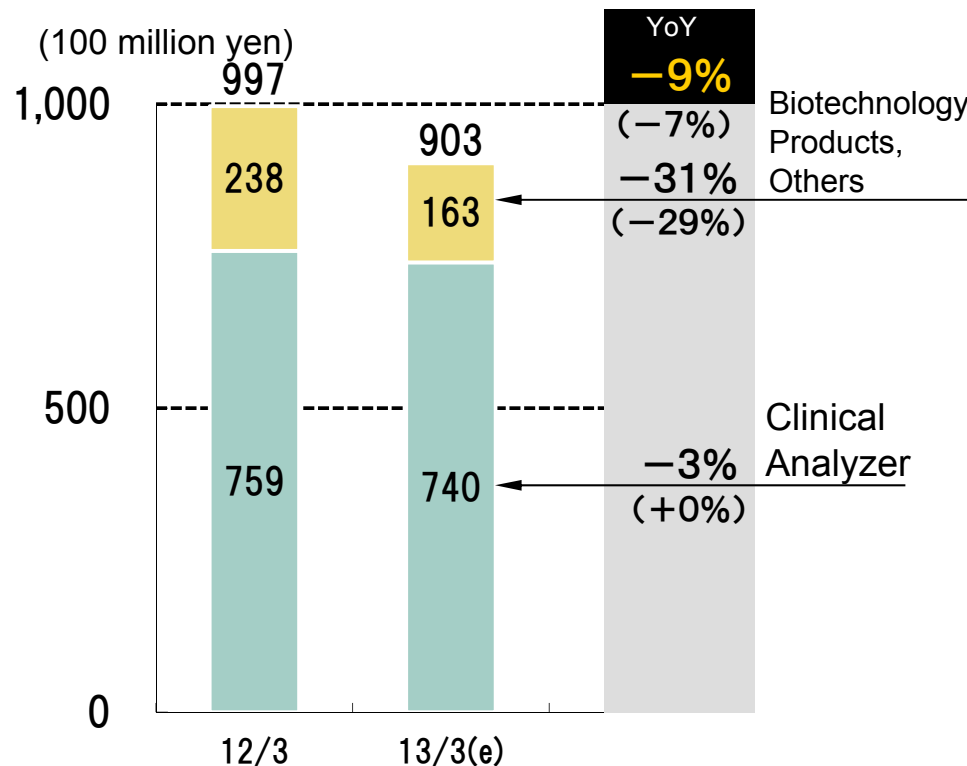
- In Vitro Diagnosis (Biochemistry, Immunity)
  - Growth is stagnant in the European market though recovery can be expected in the U.S. market. Continuous growth can be expected in the Asian region, especially in China.
  - Even though the market matured, slight growth can be expected in the biochemistry market. CAGR6% growth will maintain in the immunity market.
- DNA Sequencers
  - Slight decrease can be seen in the research field.
  - Firm growth can be expected in the worldwide market due to the expansion of application fields such as medical jurisprudence and medical science field etc.
  - Competition will intensify by entering the new technology market.

### FY12 Strategies

1. Capture the large and middle-sized equipment market with the unified biochemistry and immunodiagnosics system.
2. Full-dressed involvement in the clinical market with CE\* sequencers.

\*CE: Capillary Electrophoresis

### Sales Change in Main Businesses



Note: ( %) = effect of earthquake excluded.

### Future Actions

- Expand sales of large and middle-sized clinical analyzers to test centers in collaboration with overseas partner.
- Win over increasing demands for clinical analyzers by making good use of China's largest distributing network.
- Start sales of 3500 series CE sequencers by acquiring the approval of the U.S. FDA (510K) and sales in the medical jurisprudence field in collaboration with overseas partner.

# FY12 Outlook (Industrial & IT Systems) (Advanced Industrial Products) ①

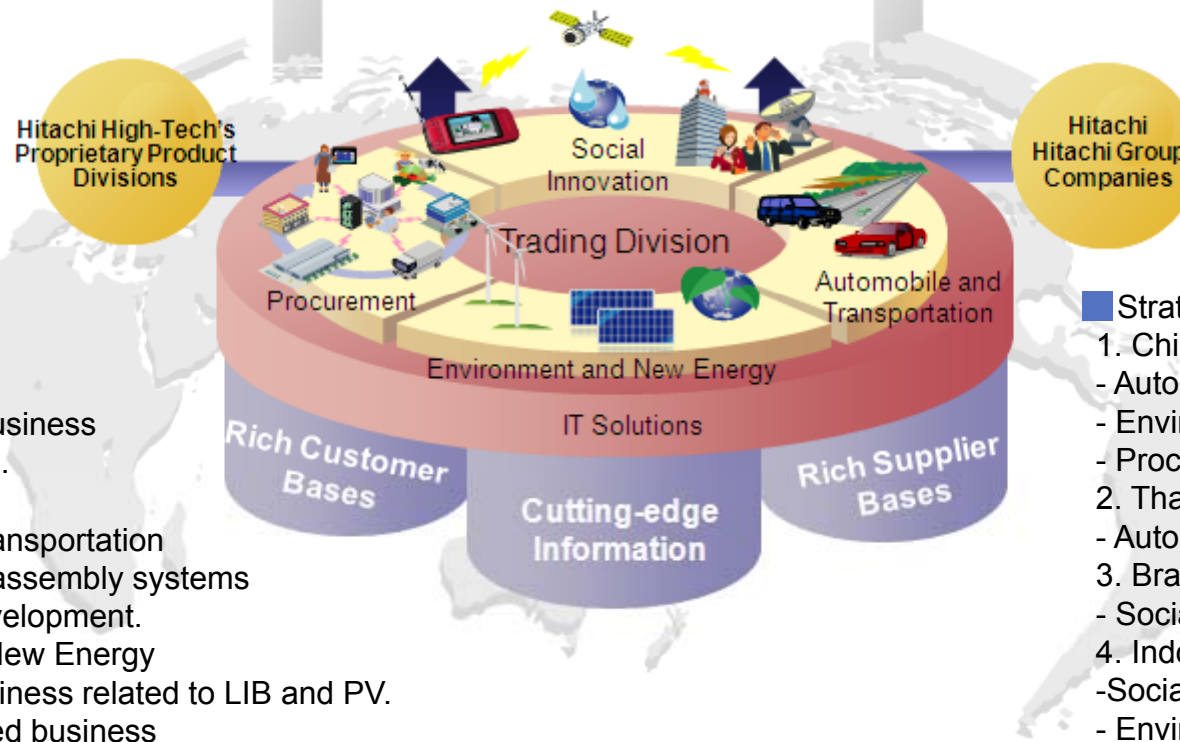
## FY12 Strategies

### Basic Policy

Creating customer value by making good use of the trading division - "fusion of strength".

#### ■ Strengthening the Power of IT Solutions

Creating industrial solutions by unifying hardware (product) and software (solution) business.



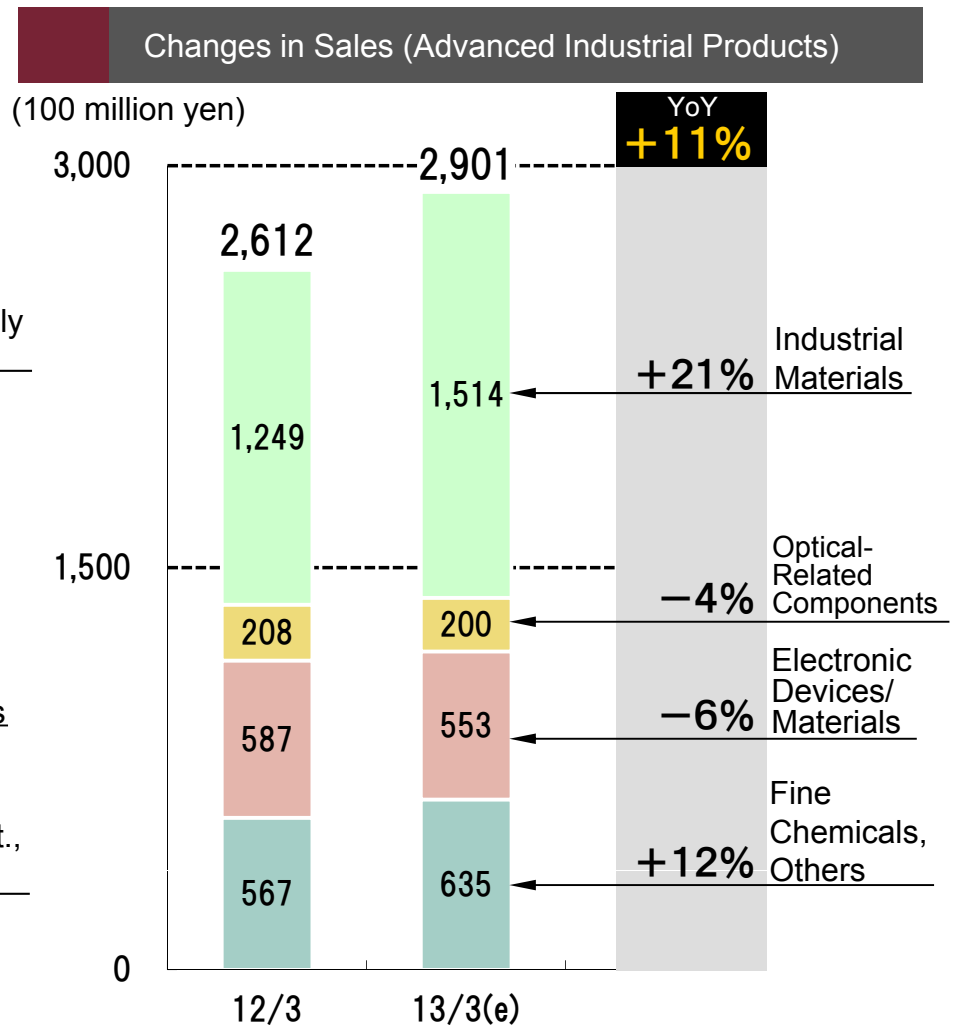
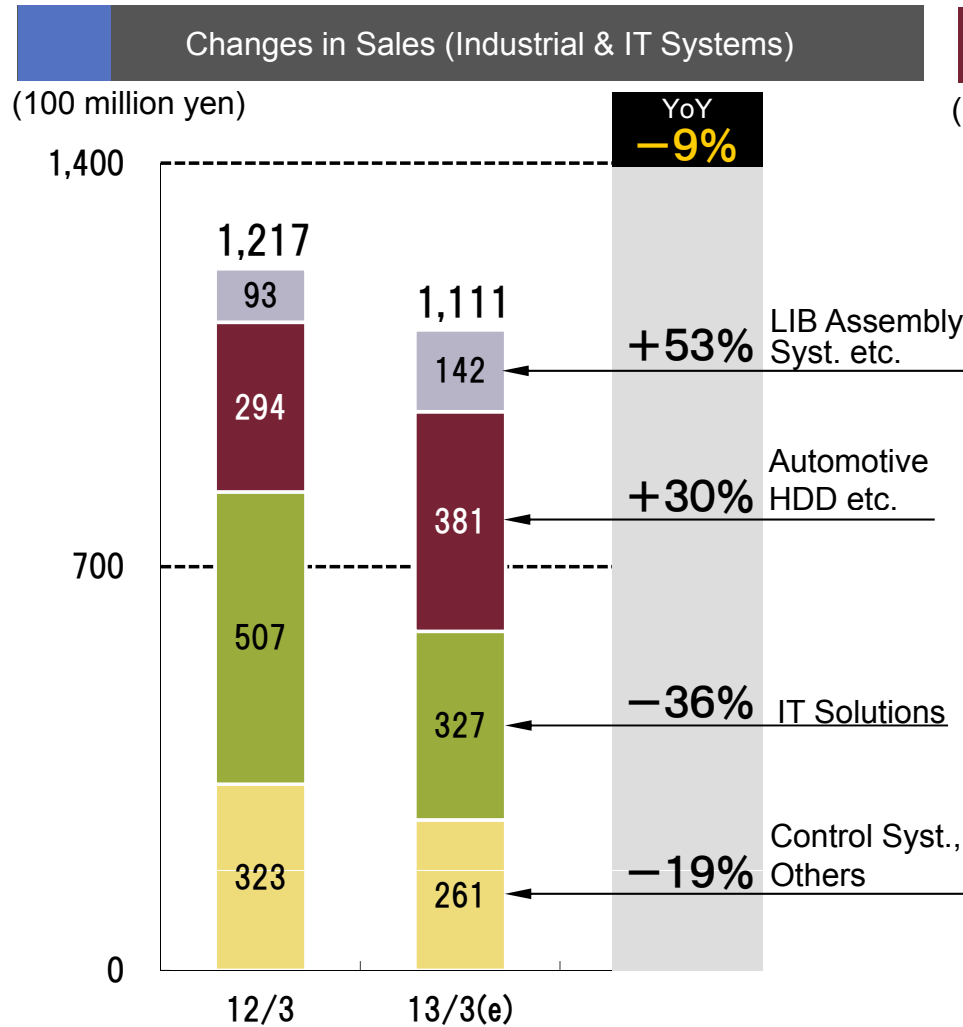
#### ■ Business Strategies

1. Social Innovation  
Promote water and telecommunication business in emerging countries. (Indonesia etc.)
2. Automobile and Transportation  
Expand sales of LIB assembly systems through overseas development.
3. Environment and New Energy  
Promote material business related to LIB and PV.
4. Procurement-related business

#### ■ Strategies by Region

1. China
  - Automobile and transportation
  - Environment and new energy
  - Procurement-related business
2. Thailand
  - Automobile and transportation
3. Brazil
  - Social Innovation
4. Indonesia
  - Social Innovation
  - Environment and new energy

# FY12 Outlook (Industrial & IT Systems) (Advanced Industrial Products) ②



## IV

## Financial Data

Note: YY/M denotes the year and month of the accounting period end



# Changes in Quarterly Results

(100 million yen)

|                          |                                | FY10<br>Q1       | FY10<br>Q2 | FY10<br>Q3 | FY10<br>Q4 | FY11<br>Q1 | FY11<br>Q2 | FY11<br>Q3 | FY11<br>Q4 |       |
|--------------------------|--------------------------------|------------------|------------|------------|------------|------------|------------|------------|------------|-------|
| Sales / Operating Income | Electronic Device Systems      | Sales            | 169        | 311        | 193        | 286        | 231        | 301        | 213        | 279   |
|                          |                                | Operating Income | 7          | 48         | 20         | 41         | 24         | 33         | 17         | 32    |
|                          | Fine Technology Systems        | Sales            | 67         | 108        | 125        | 88         | 36         | 79         | 56         | 58    |
|                          |                                | Operating Income | -1         | 7          | 8          | -3         | -13        | -10        | -19        | -21   |
|                          | Science & Medical Systems      | Sales            | 275        | 306        | 262        | 311        | 254        | 401        | 394        | 422   |
|                          |                                | Operating Income | 30         | 31         | 24         | 36         | 21         | 67         | 63         | 59    |
|                          | Industrial & IT Systems        | Sales            | 296        | 295        | 262        | 329        | 301        | 302        | 256        | 358   |
|                          |                                | Operating Income | -3         | 7          | -1         | 9          | -2         | 4          | -1         | 13    |
|                          | Advanced Industrial Products   | Sales            | 802        | 777        | 712        | 666        | 656        | 702        | 618        | 636   |
|                          |                                | Operating Income | 11         | 5          | 8          | 2          | 4          | 3          | 2          | 3     |
|                          | Others & Elimination/Corporate | Sales            | -24        | -29        | -26        | -26        | -25        | -21        | -26        | -23   |
|                          |                                | Operating Income | -1         | -4         | -3         | -1         | -3         | -7         | -5         | -9    |
|                          | Total                          | Sales            | 1,585      | 1,768      | 1,527      | 1,655      | 1,452      | 1,763      | 1,512      | 1,731 |
|                          |                                | Operating Income | 43         | 95         | 57         | 85         | 32         | 91         | 55         | 76    |
| Ordinary Income          |                                | 50               | 93         | 58         | 94         | 36         | 89         | 60         | 77         |       |
| Net Income               |                                | 35               | 63         | 35         | 44         | 20         | 59         | 57         | 7          |       |

# Capital Expenditure/ Depreciation Costs/ R&D

## ■Capital Expenditures/Depreciation Costs/R&D

(100 million yen)

|                     | 11/3 | 12/3 | YoY  | 13/3(e) | YoY  |
|---------------------|------|------|------|---------|------|
| Capital Expenditure | 90   | 173  | +93% | 257     | +48% |
| Depreciation Costs  | 90   | 91   | +1%  | 91      | +0%  |
| R&D                 | 208  | 236  | +13% | 252     | +7%  |

Note: Capital expenditure is based on acquisition base


## ■Sales by Region

(100 million yen)

|      |           | Japan | North America | Europe | Asia  | Mainland China | Other | Total  |
|------|-----------|-------|---------------|--------|-------|----------------|-------|--------|
| 11/3 | S a l e s | 2,914 | 585           | 706    | 2,237 | 960            | 93    | 6,534  |
|      | R a t i o | 44.6% | 9.0%          | 10.8%  | 34.2% | 14.7%          | 1.4%  | 100.0% |
| 12/3 | S a l e s | 2,740 | 830           | 890    | 1,849 | 936            | 149   | 6,459  |
|      | R a t i o | 42.4% | 12.9%         | 13.8%  | 28.6% | 14.5%          | 2.3%  | 100.0% |

# Sales Change in Main Business

| (100 million yen)                    | FY10/Q1 | FY10/Q2 | FY10/Q3 | FY10/Q4 | FY11/Q1 | FY11/Q2 | FY11/Q3 | FY11/Q4 |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>Electronic Device Systems</b>     | 169     | 311     | 193     | 286     | 231     | 301     | 213     | 279     |
| Process Equipment                    | 32      | 77      | 60      | 91      | 92      | 101     | 101     | 99      |
| Metrology & Inspection Equipment     | 79      | 125     | 82      | 142     | 87      | 127     | 72      | 134     |
| Back-end & Assembly Equipment        | 58      | 109     | 51      | 53      | 52      | 72      | 40      | 46      |
| <b>Fine Technology Systems</b>       | 67      | 108     | 125     | 88      | 36      | 79      | 56      | 58      |
| FPD Manufacturing Equipment          | 56      | 78      | 103     | 47      | 30      | 66      | 45      | 44      |
| HD Manufacturing Equipment , Others  | 11      | 30      | 22      | 41      | 6       | 13      | 11      | 14      |
| <b>Science &amp; Medical Systems</b> | 275     | 306     | 262     | 311     | 254     | 401     | 394     | 422     |
| Analytical Instruments               | 27      | 44      | 31      | 35      | 29      | 38      | 35      | 40      |
| Electron Microscopes                 | 36      | 79      | 47      | 89      | 55      | 88      | 71      | 116     |
| Clinical Analyzers                   | 162     | 139     | 146     | 141     | 108     | 206     | 232     | 213     |
| Biotechnology Products, Others       | 49      | 44      | 38      | 46      | 61      | 67      | 57      | 53      |
| <b>Industrial &amp; IT Systems</b>   | 296     | 295     | 262     | 329     | 301     | 302     | 256     | 358     |
| LIB Assembly Systems, etc.           | 35      | 21      | 12      | 32      | 13      | 25      | 21      | 34      |
| Automotive HDD, etc.                 | 75      | 82      | 96      | 103     | 87      | 66      | 54      | 87      |
| IT Solutions                         | 103     | 99      | 66      | 84      | 126     | 130     | 107     | 145     |
| Control Systems , Others             | 83      | 93      | 88      | 110     | 75      | 80      | 75      | 93      |
| <b>Advanced Industrial Products</b>  | 802     | 777     | 712     | 666     | 655     | 702     | 618     | 636     |
| Industrial Materials                 | 336     | 339     | 310     | 307     | 318     | 328     | 292     | 310     |
| Optical-related Components           | 99      | 81      | 71      | 68      | 56      | 57      | 47      | 49      |
| Electronic Devices /Materials        | 238     | 219     | 192     | 155     | 133     | 171     | 149     | 134     |
| Fine Chemicals, Others               | 129     | 138     | 138     | 136     | 148     | 145     | 130     | 144     |



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.

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

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## FY11 Financial Results

**For further information**

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***Hitachi HighTech***

**Bringing the frontier to the forefront.**