

FY12 3rd Quarter Financial Results

Jan 25, 2013

 **Hitachi High-Technologies Corporation**

**Vice President & Executive Officer
Morihiro Nishida**

FY12 3rd Quarter Financial Results

I **FY12 3rd Quarter Highlights**

II **FY12 Outlook**

III **Data**

I FY12 3rd Quarter (Highlights)

(100 million yen)

	Q1-Q3 Results	Q3 Results	Q1-Q3 YoY		Q3 YoY	
			Increase/Decrease	Ratio	Increase/Decrease	Ratio
Sales	4,307	1,200	-420	-9%	-312	-21%
Operating Income	161	1	-17	-10%	-54	-98%
Ordinary Income	169	3	-16	-9%	-56	-94%
Net Income	114	3	-21	-16%	-54	-95%
Net Income per Share*	82.88 yen		-15.60 yen			—

* Denotes Q1-Q3 results.

II FY12 Outlook (Highlights)

As of January 1, 2013, Hitachi High-Tech has acquired the shares of SII NanoTechnology Inc., and welcomes them to the Hitachi High-Tech Group as Hitachi High-Tech Science Corporation where they will be part of a new organization in the Science & Medical Business Group.

Outline of the New Company

Name	Hitachi High-Tech Science Corporation
Capital	¥100 million
Principal shareholders and ownership	Hitachi High-Technologies Corporation 100%
Representative	Toshiyuki Ikeda
Business lines	Development, manufacture and sale of analytic, measurement and observation instruments.

Subsidiaries

- Hitachi High-Technologies Science America Inc.
- Hitachi Instruments (Shanghai) Co Ltd. * The name will be officially determined pending approval by the relevant agencies in China.
- Epolead Service Inc.

*The share acquisition is expected to have only a negligible impact on Hitachi High-Tech's consolidated business performance for FY12.

II FY12 Outlook (Highlights)

(100 million yen)

	FY12 Outlook	YoY		vs Previous Forecast	
		Increase/Decrease	Ratio	Increase/Decrease	Ratio
Sales	5,850	-609	-9%	-550	-9%
Operating Income	200	-55	-21%	-100	-33%
Ordinary Income	208	-54	-21%	-92	-31%
Net Income	123	-20	-14%	-79	-39%
Net Income per Share	89.43 yen	-14.28 yen		-57.44 yen	
Cash Dividend per Share	20.00 yen	-10.00 yen		±00.00 yen	
FCF	+35		-148		-65

Notes:

- Cash dividend per share includes memorial dividend of 10 yen (in commemoration of 10 years of operation).
- Previous forecast, published October 2012.
- Q4 FX rate estimate: 1USD=85 yen, 1EUR=115 yen.

II FY12 Outlook (Explanation of Deviations)

vs. Previous Forecast (Oct. 2012)

Sales (¥640 billion → ¥585 billion - ¥55 billion)

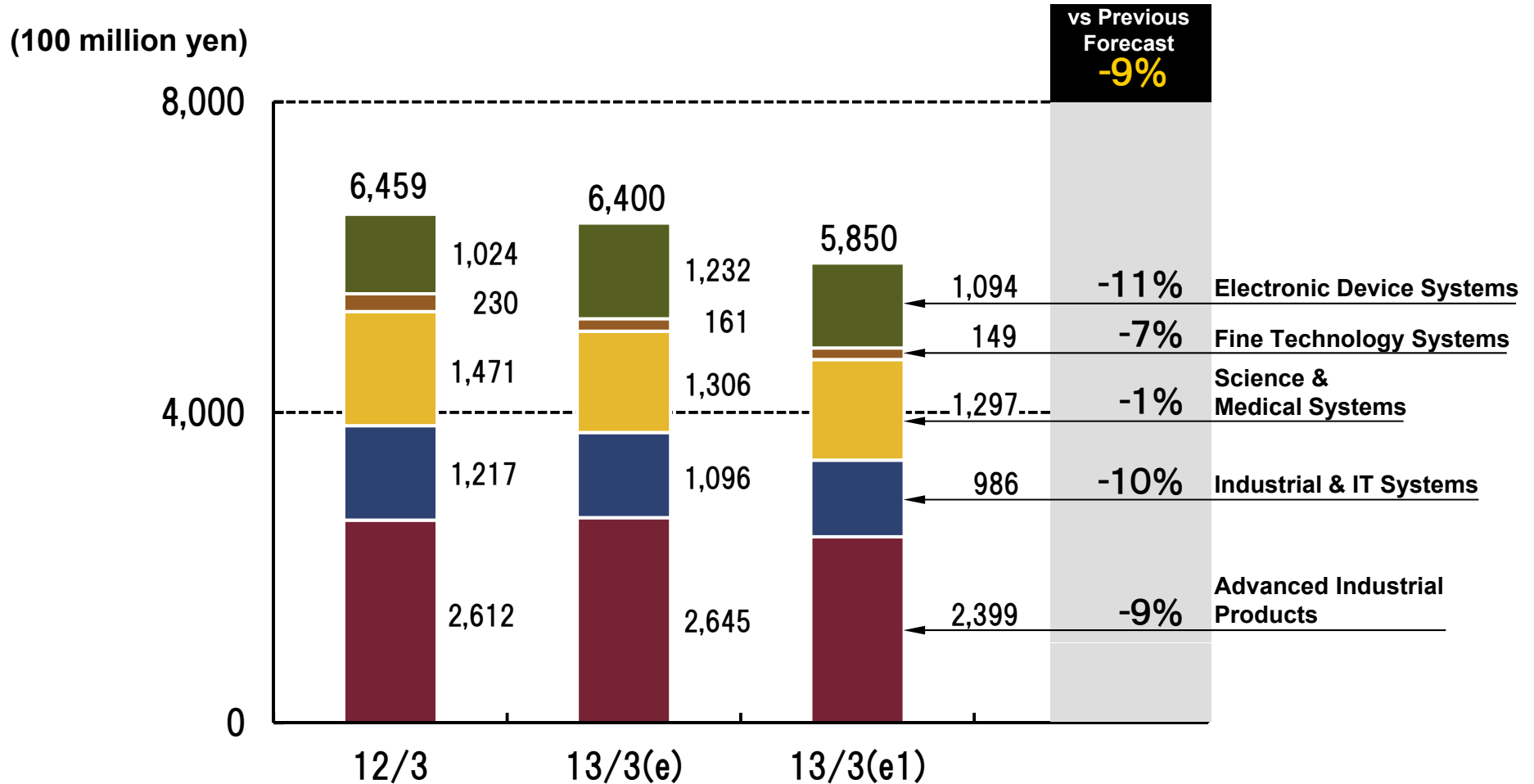
■ Electronic Device Systems	Delays in recovering capital expenditures for semiconductors will lead to decrease of 13.9 billion yen.
■ Fine Technology Systems	Postponements of capital expenditures for HD manufacturing equipment will lead to decrease of 1.2 billion yen.
■ Industrial & IT Systems	Declining demands for automotive HDDs will lead to decrease of 11.0 billion yen.
■ Advanced Industrial Products	Delays in recovering capital expenditures for consumer products-related components will lead to decrease of 24.6 billion yen.

Operating Income (¥30 billion → ¥20 billion - ¥10 billion)

■ Electronic Device Systems	In addition to the reasons above, deterioration of capacity utilization will lead to decrease of 6.2 billion yen.
■ Fine Technology Systems	In addition to the reasons above, deterioration of capacity utilization will lead to decrease of 1.7 billion yen.
■ Science & Medical Systems	Sluggish sales of analyzers for the overseas market will lead to decrease of 2.5 billion yen.

II FY12 Outlook (Sales)

Sales



Notes: (e) denotes the forecast announced in Oct. 2012.
(e1) denotes the forecast for Jan. 2013.

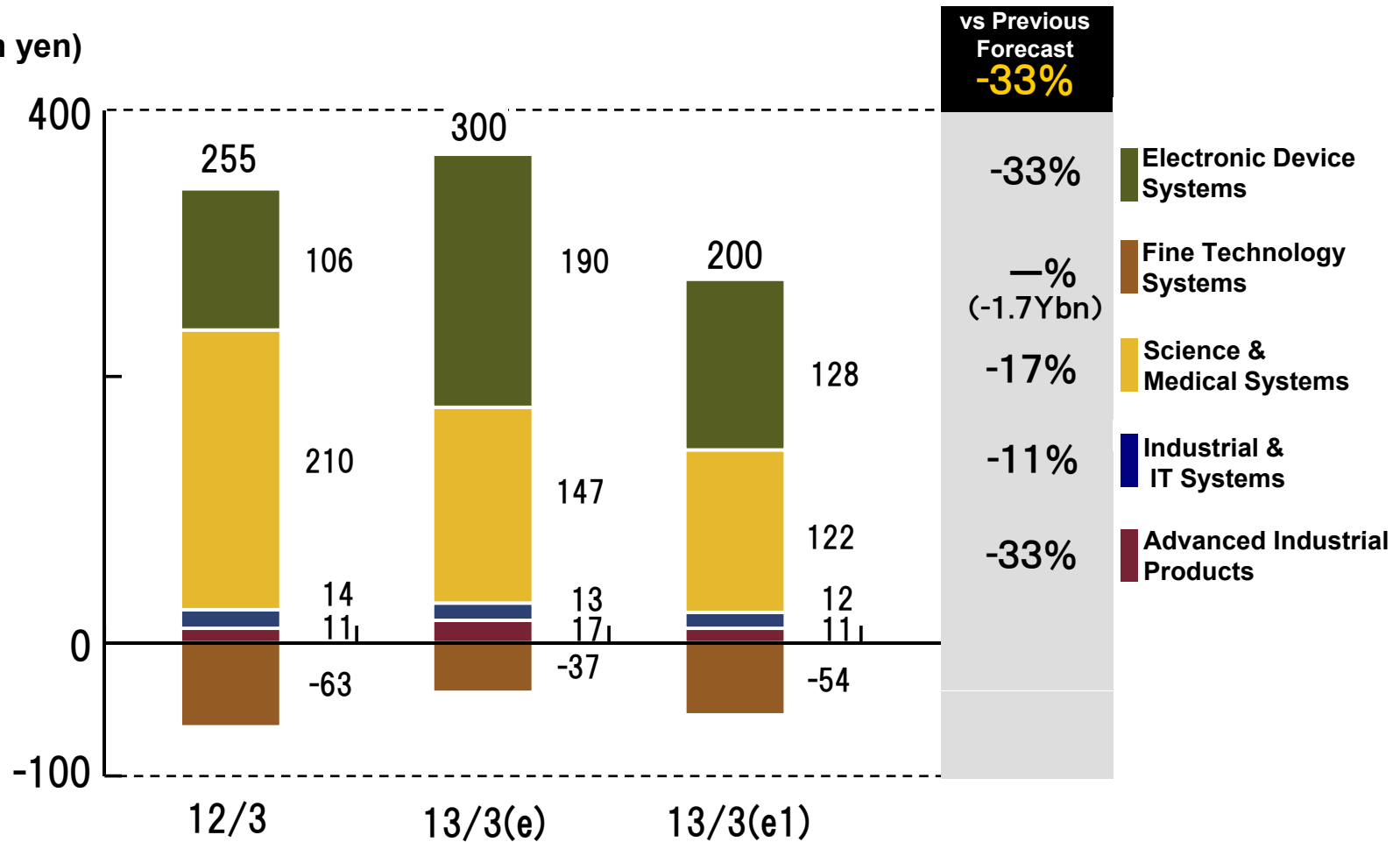
Note: Subtractions in Intersegment transactions are included in the totals.

II

FY12 Outlook (Operating Income)

Operating Income

(100 million yen)



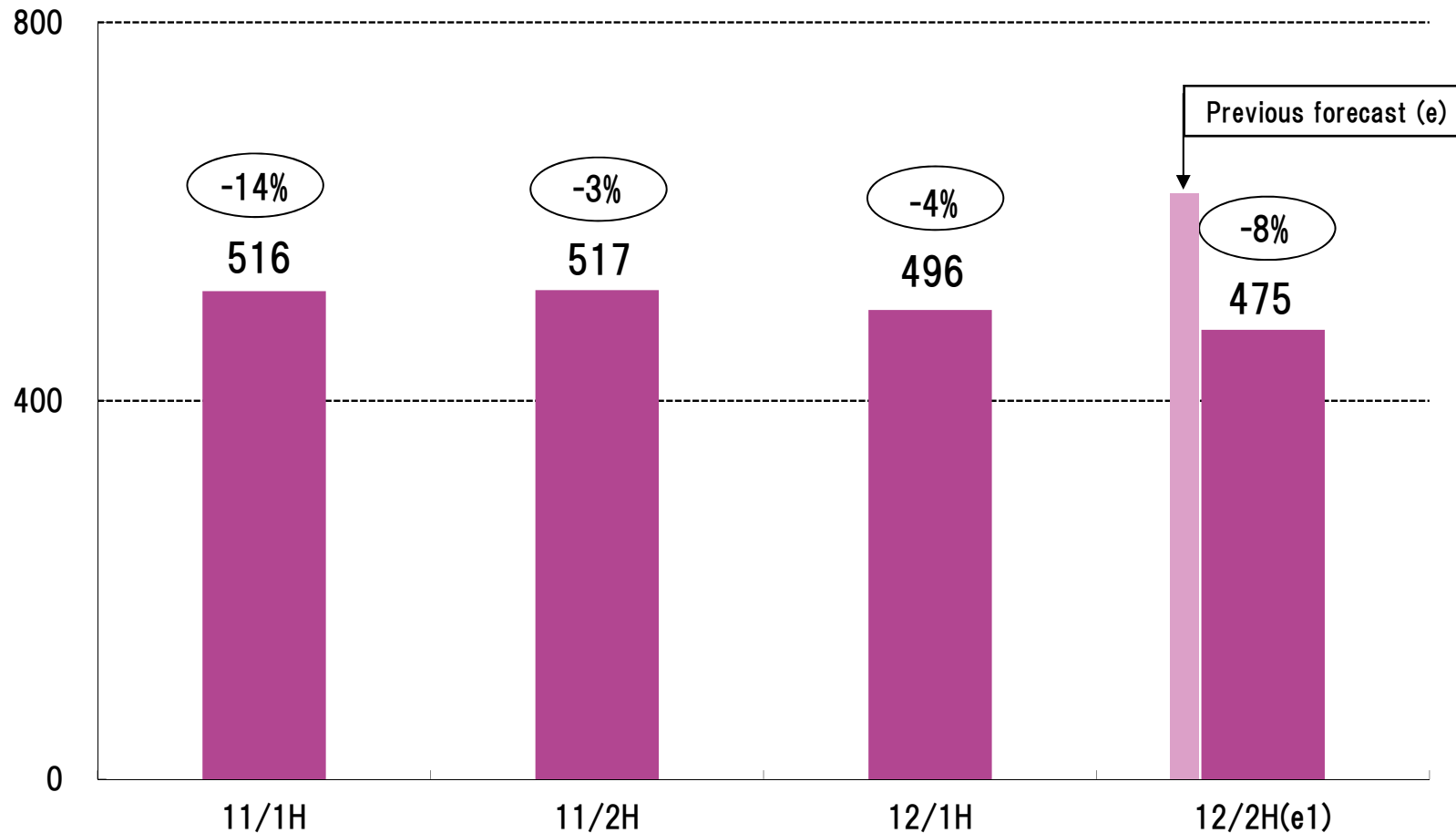
Notes: (e) denotes the forecast announced in Oct. 2012.
(e1) denotes the forecast for Jan. 2013.

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

Changes in Orders Received

(100 million yen)

12/3 1,033 (-9%) 13/3 971 (-6%) YoY



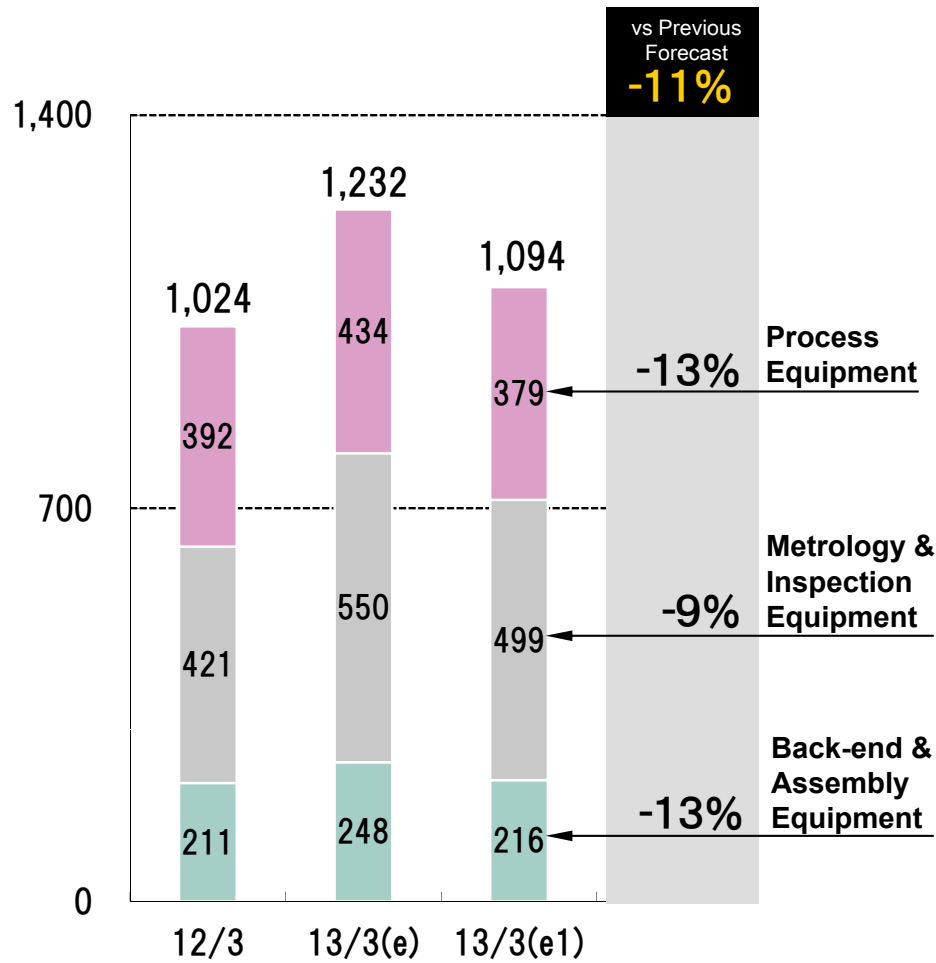
Note: (e) denotes the forecast announced in Oct. 2012.
(e1) denotes the forecast for Jan. 2013.

II

FY12 Outlook (Electronic Device Systems/Fine Technology Systems)

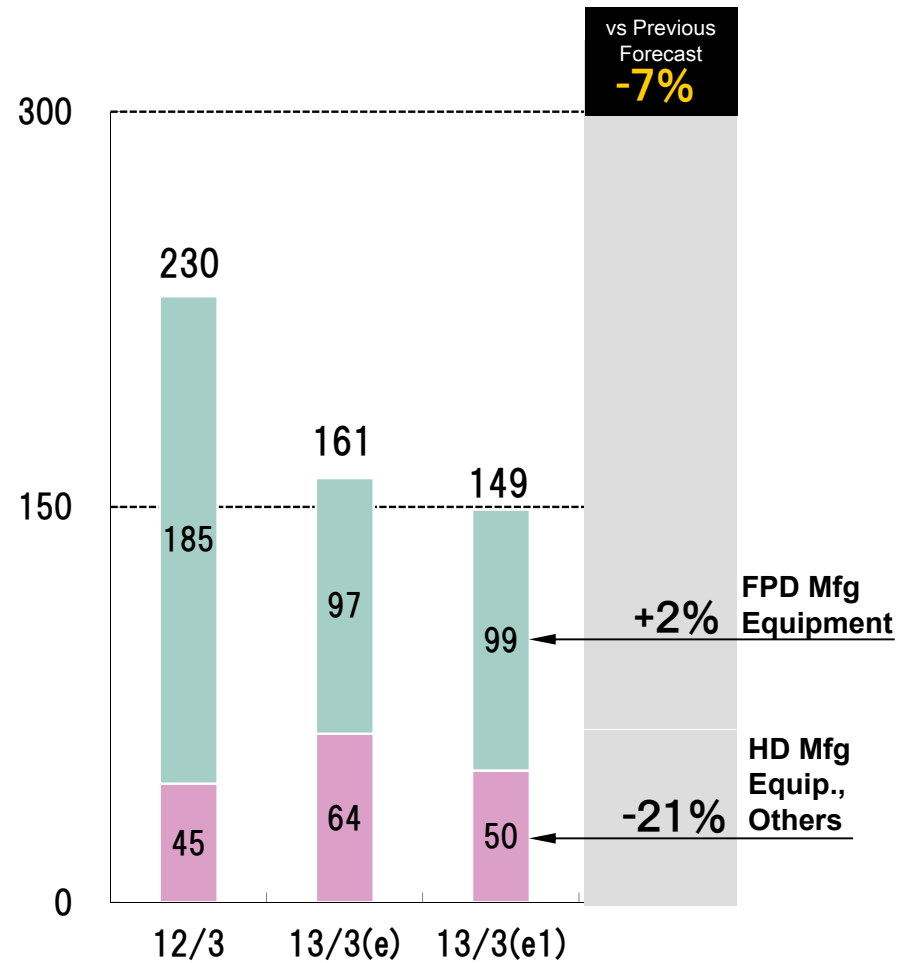
Sales of Electronic Device Systems

(100 million yen)



Sales of Fine Technology Systems

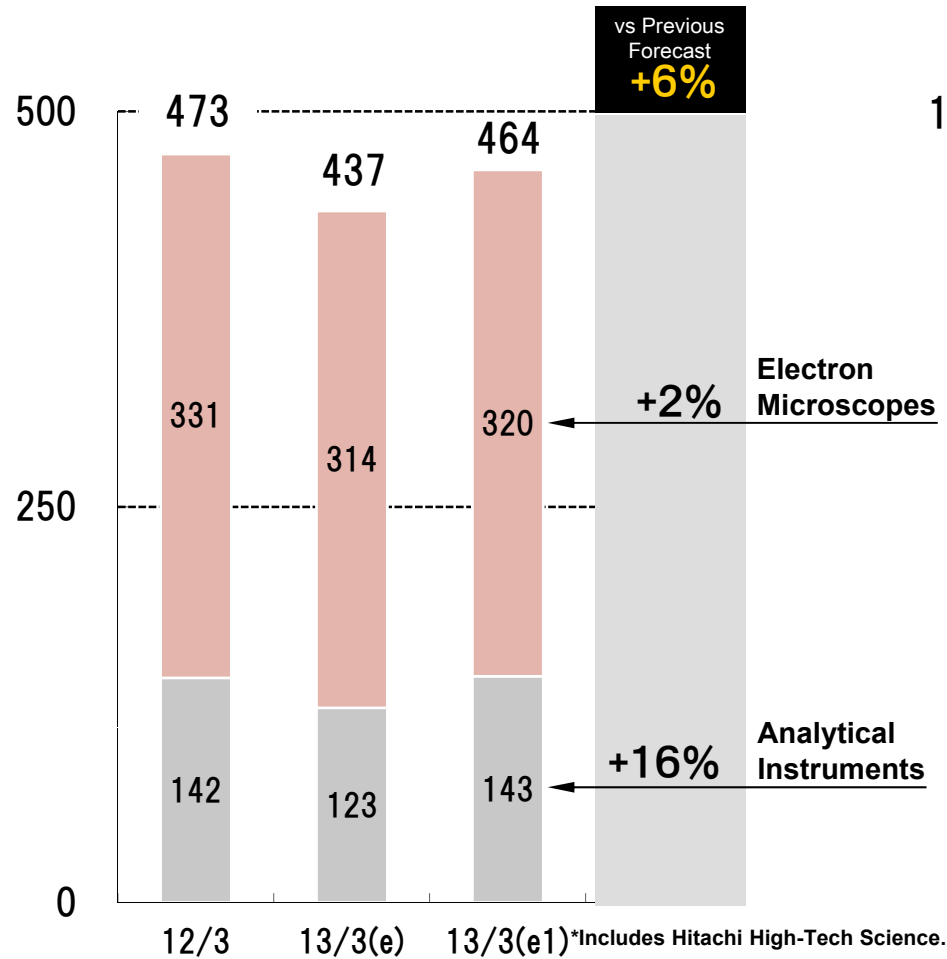
(100 million yen)



Note: (e) denotes the forecast announced in Oct. 2012.
(e1) denotes the forecast for Jan. 2013.

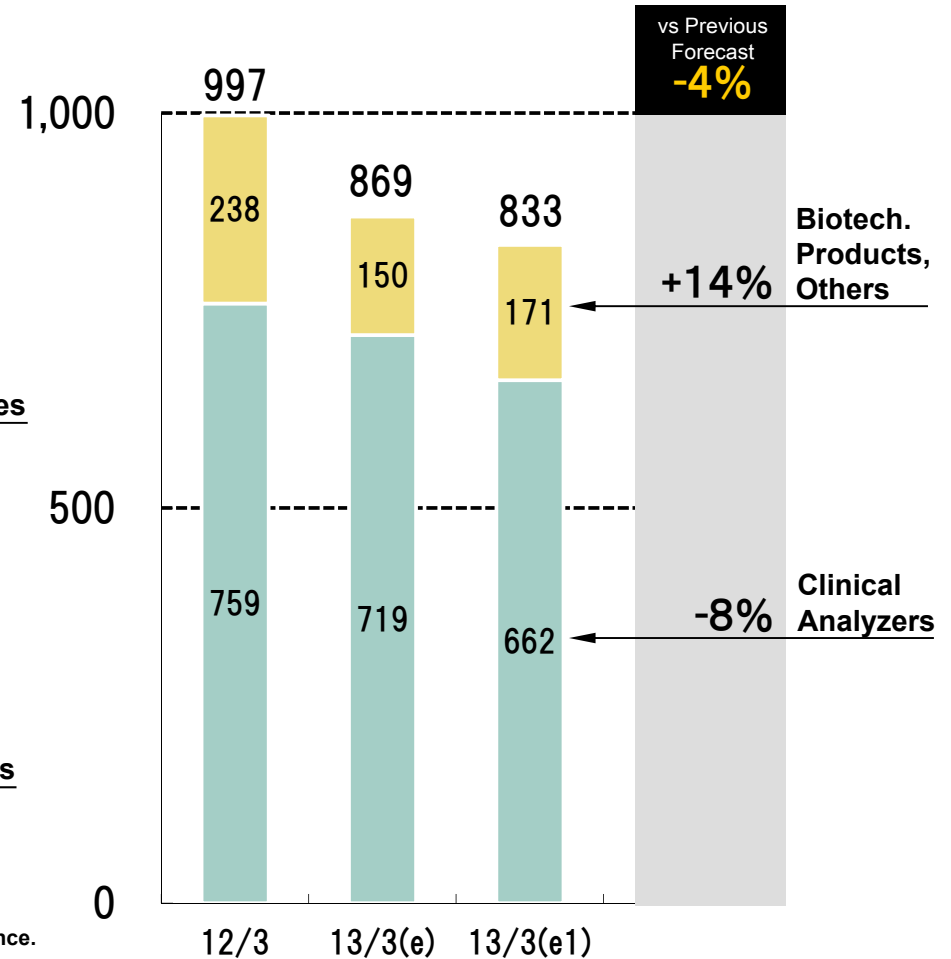
Sales of Scientific Instruments

(100 million yen)



Sales of Biotechnology Products/Clinical Analyzers

(100 million yen)



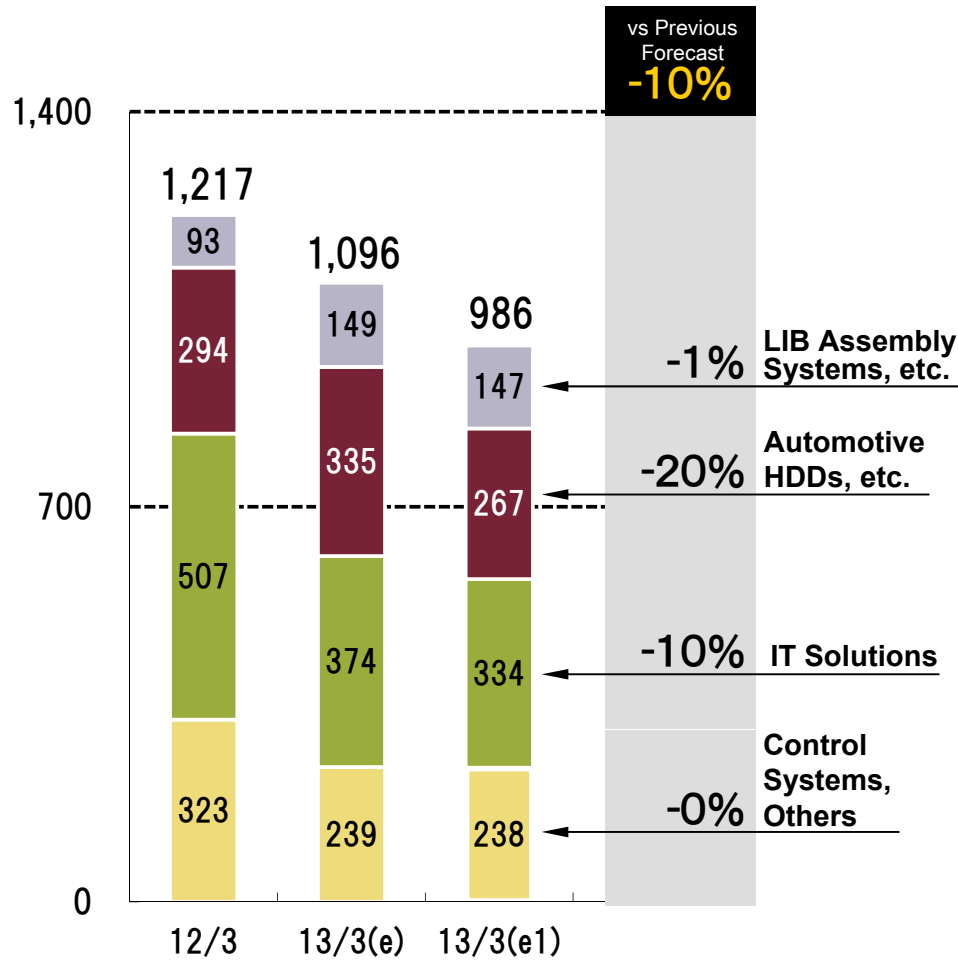
Note: (e) denotes the forecast announced in Oct. 2012.
(e1) denotes the forecast for Jan. 2013.

II

FY12 Outlook (Trading Division)

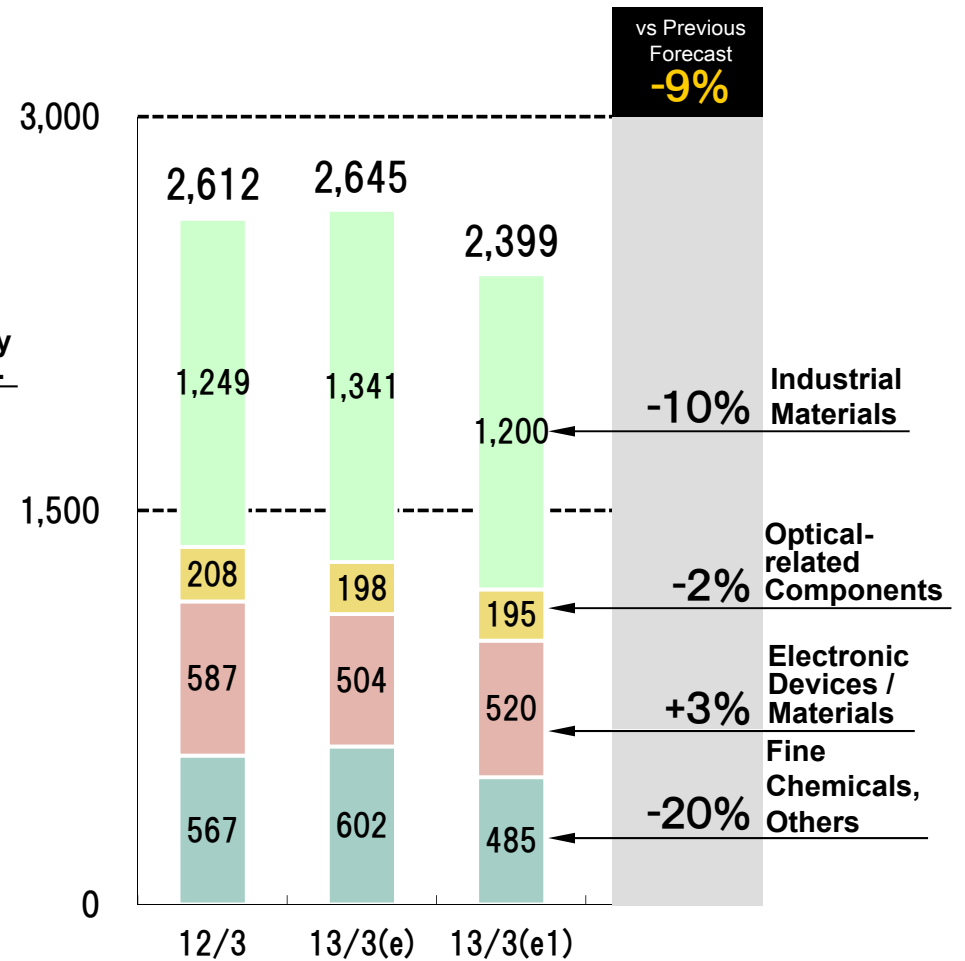
Sales of Industrial & IT Systems

(100 million yen)



Sales of Advanced Industrial Products

(100 million yen)



Note: (e) denotes the forecast announced in Oct. 2012.
(e1) denotes the forecast for Jan. 2013.

(100 million yen)

		FY11 Q1	FY11 Q2	FY11 Q3	FY11 Q4	FY12 Q1	FY12 Q2	FY12 Q3	
Sales / Operating Income	Electronic Device Systems	Sales	231	301	213	279	293	337	186
		Operating Income	24	33	17	32	61	52	4
	Fine Technology Systems	Sales	36	79	56	58	25	48	22
		Operating Income	-13	-10	-19	-21	-14	-14	-12
	Science & Medical Systems	Sales	254	401	394	422	355	345	241
		Operating Income	21	67	63	59	52	32	9
	Industrial & IT Systems	Sales	301	302	256	358	259	279	183
		Operating Income	-2	4	-1	13	-2	6	0
	Advanced Industrial Products	Sales	656	702	618	636	605	592	583
		Operating Income	4	3	2	3	2	1	2
	Others & Income Taxes Adjustment	Sales	-25	-21	-26	-23	-15	-17	-14
		Operating Income	-3	-7	-5	-9	-6	-13	-3
	Total	Sales	1,452	1,763	1,512	1,731	1,523	1,584	1,200
		Operating Income	32	91	55	76	94	66	1
Ordinary Income		36	89	60	77	99	66	3	
Net Income		20	59	57	7	62	49	3	

III

Sales Change in Main Business

(100 million yen)	FY11 Q1	FY11 Q2	FY11Q3	FY11 Q4	FY12Q1	FY12 Q2	FY12 Q3
[Electronic Device Systems]	231	301	213	279	293	337	186
Process Equipment	92	101	101	99	113	90	78
Metrology & Inspection Equipment	87	127	72	134	138	156	71
Back-end & Assembly Equipment	52	72	40	46	42	90	37
[Fine Technology Systems]	36	79	56	58	25	48	22
FPD Manufacturing Equipment	30	66	45	44	16	34	14
HD Manufacturing Equipment, Others	6	13	11	14	10	15	8
[Science & Medical Systems]	254	401	394	422	355	345	241
Analytical Instruments	29	38	35	40	24	34	25
Electron Microscopes	55	88	71	116	68	82	58
Clinical Analyzers	108	206	232	213	207	187	117
Biotechnology Products, Others	61	67	57	53	56	42	42
[Industrial & IT Systems]	301	302	256	358	259	279	183
LIB Assembly Systems, etc.	13	25	21	34	43	63	16
Automotive HDDs, etc.	87	66	54	87	80	77	46
IT Solutions	126	130	107	145	88	73	68
Control Systems, Others	75	80	75	93	47	65	52
[Advanced Industrial Products]	655	702	618	636	605	592	583
Industrial Materials	318	328	292	310	301	290	279
Optical-related Components	56	57	47	49	56	52	38
Electronic Devices / Materials	133	171	149	134	120	127	144
Fine Chemicals, Others	148	145	130	144	129	123	122



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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Hitachi HighTech

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