

# FY13 3rd Quarter Financial Results

Jan 27, 2014

 Hitachi High-Technologies Corporation

**Vice President & Executive Officer  
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## FY13 3rd Quarter Financial Results

**I** FY13 3rd Quarter (Highlights)

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I

## FY13 3rd Quarter (Highlights)

# FY13 3rd Quarter (Highlights)

(100 million yen)

	Q1-Q3 Results	Q3 Results	Q1-Q3 YoY		Q3 YoY	
			Increase/Decrease	Ratio	Increase/Decrease	Ratio
Sales	4,367	1,460	+60	+1%	+260	+22%
Operating Income	136	72	-25	-16%	+71	-
Ordinary Income	140	74	-28	-17%	+71	-
Net Income	84	49	-30	-26%	+46	-
Net Income per Share *	61.39 yen		-21.49 yen		-	

\* Denotes Q1-Q3 results.

## II

## FY13 Outlook

Note: (e) Previous Forecast (October 2013)  
(e1) New Forecast

# FY13 Outlook (Highlights)

(100 million yen)

	FY13 Outlook	YoY		vs. Previous Forecast	
		Increase/Decrease	Ratio	Increase/Decrease	Ratio
Sales	6,300	+545	+9%	-100	-2%
Operating Income	280	+90	+48%	±0	±0%
Ordinary Income	280	+79	+39%	±0	±0%
Net Income	192	+70	+58%	-5	-3%
Net Income per Share	139.60yen	+51.15yen		-3.63yen	
Cash Dividend per Share	20.00yen	±00.00yen		±00.00yen	
FCF	+50		-15		±0

## Notes .

- Previous forecast is based on published values in October 2013
- FX rate estimate: 1USD=100yen, 1EUR=135yen

vs. Previous Forecast (Oct. 2013)

## Sales (640Ybn → 630Ybn –10Ybn)

- |                                 |   |
|---------------------------------|---|
| ■ Fine Technology Systems:      | Decreased 2.9Ybn due to customers postponing investment in HD manufacturing equipment             |
| ■ Science & Medical Systems:    | Increased 4.3Ybn due to a recovery in the biotechnology & medical products business               |
| ■ Industrial & IT Systems:      | Decreased 3.9Ybn due to postponement of shipments of automated assembly equipment                 |
| ■ Advanced Industrial Products: | Decreased 6.7Ybn due to delays in industrial components & materials projects for overseas markets |

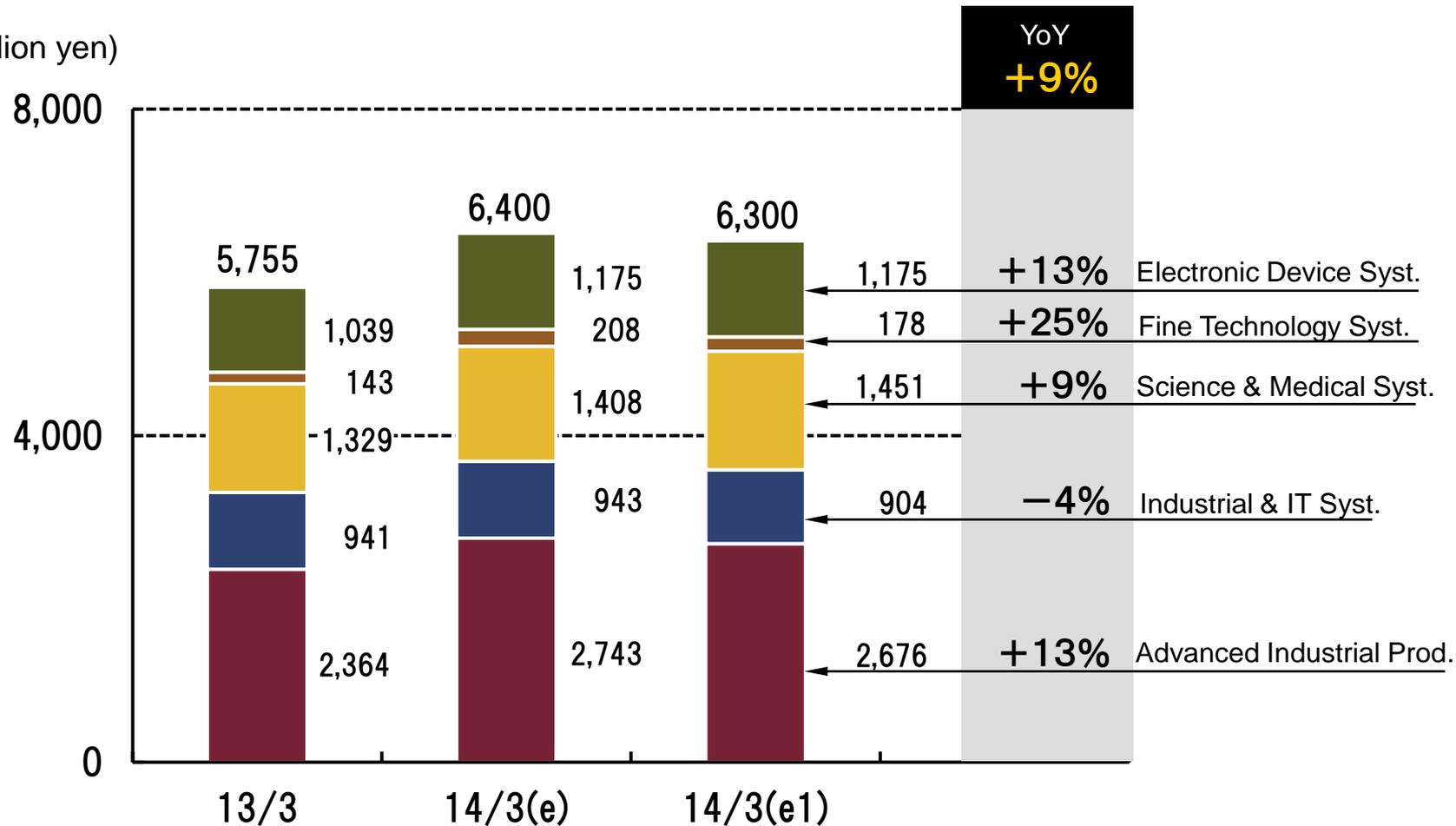
## Operating Income (28Ybn → 28Ybn ±0Ybn)

- |                              |   |
|------------------------------|---|
| ■ Fine Technology Systems:   | Decreased 1.7Ybn due to decreases in sales and capacity utilization |
| ■ Science & Medical Systems: | Increased 1.6Ybn due to increase in sales, etc.                     |

# FY13 Outlook (Sales)

## Sales

(100 million yen)

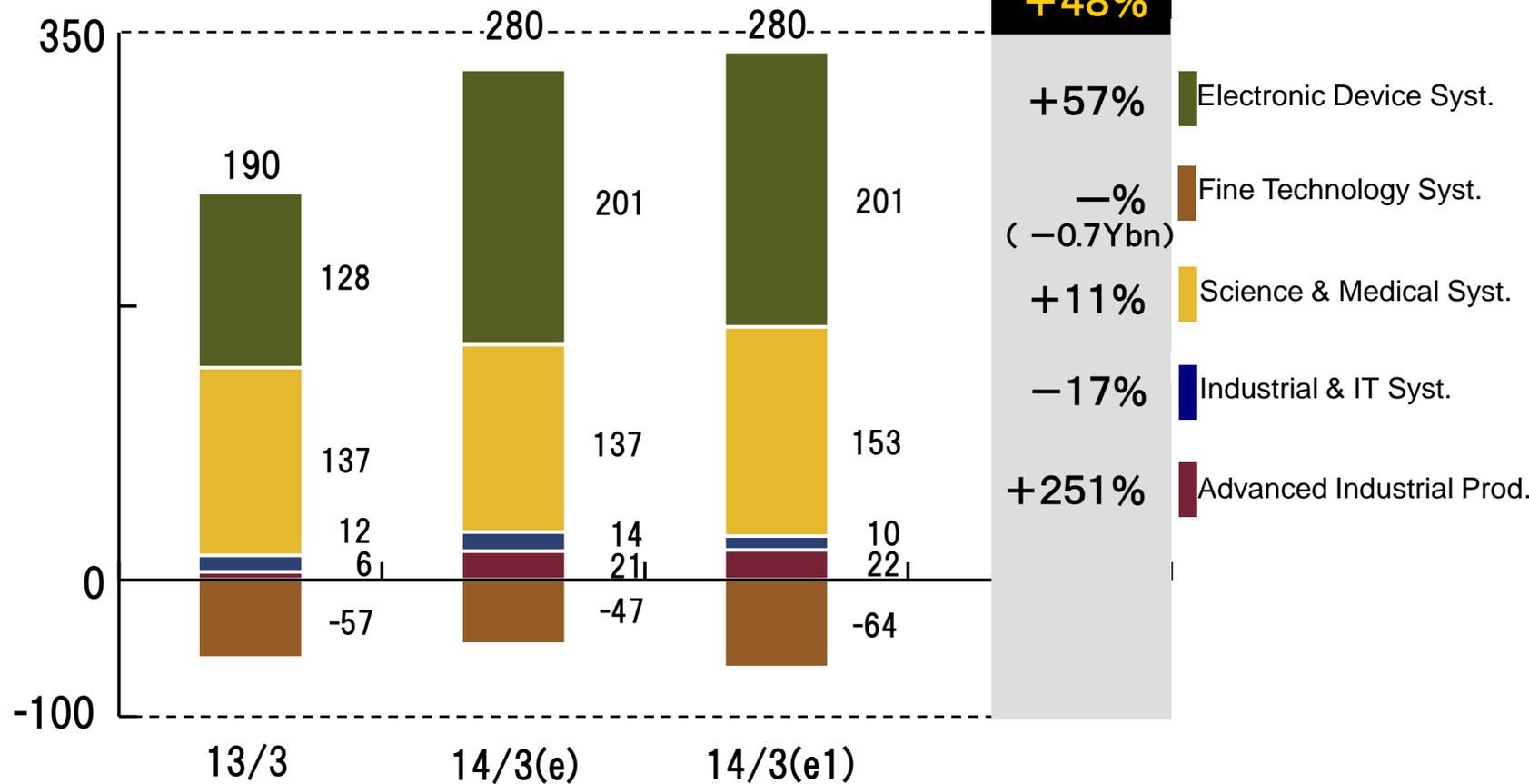


Note: Elimination such as subtractions in intersegment transactions, etc., are included in the totals.

# FY13 Outlook (Operating Income)

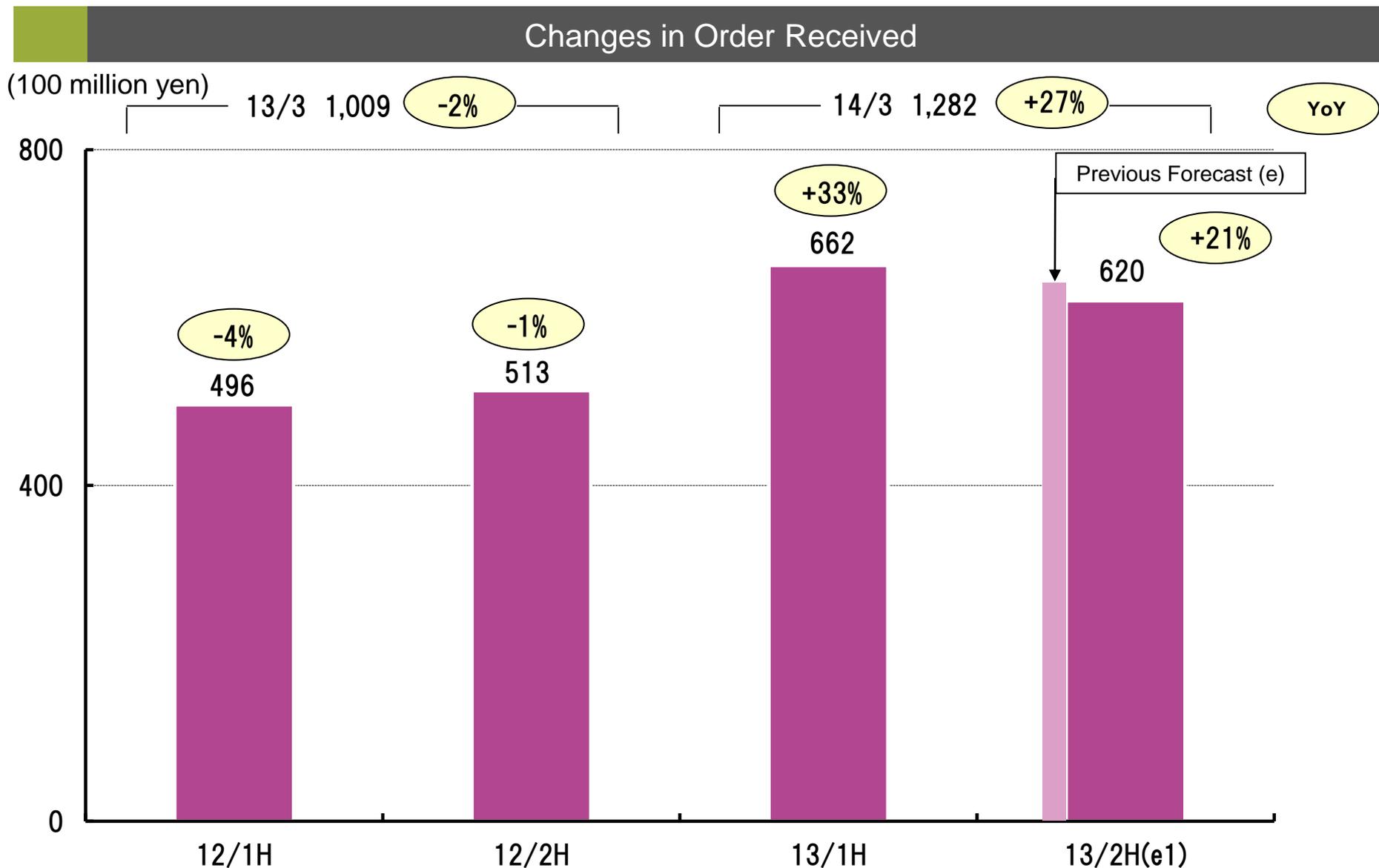
## Operating Income

(100 million yen)



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

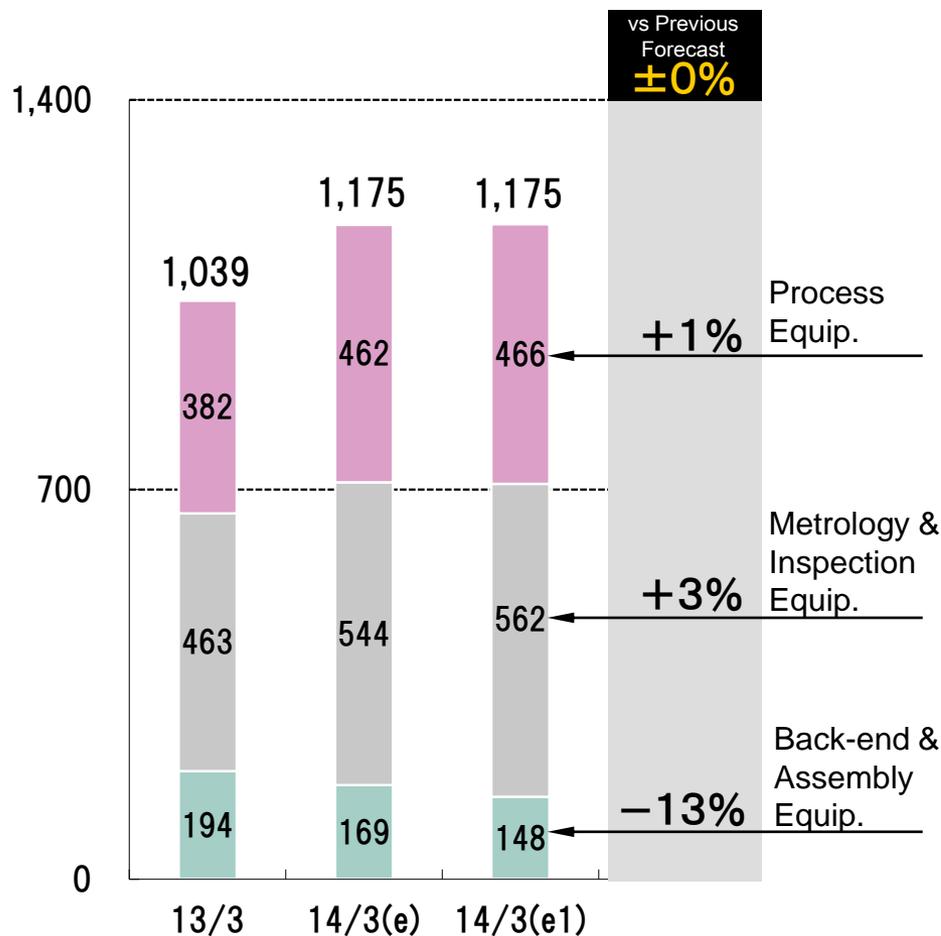
# FY13 Outlook (Electronic Device Systems)



# FY13 Outlook (Electronic Device Systems/Fine Technology Systems)

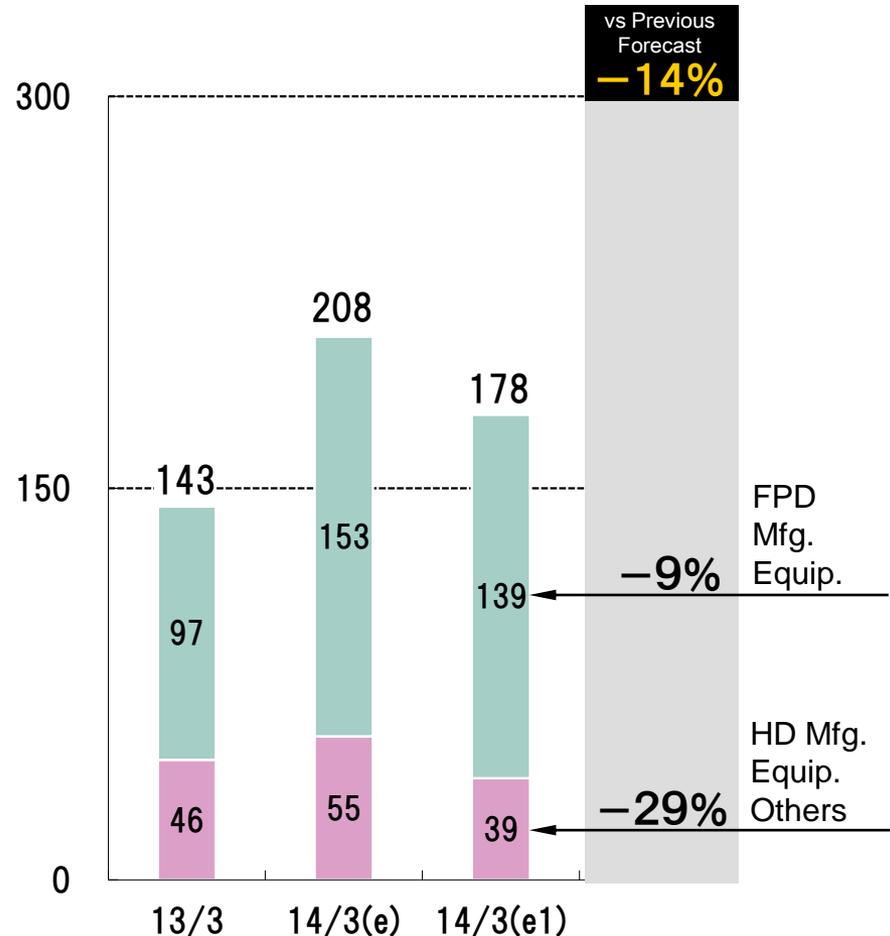
## Sales of Electronic Device Systems

(100 million yen)



## Sales of Fine Technology Systems

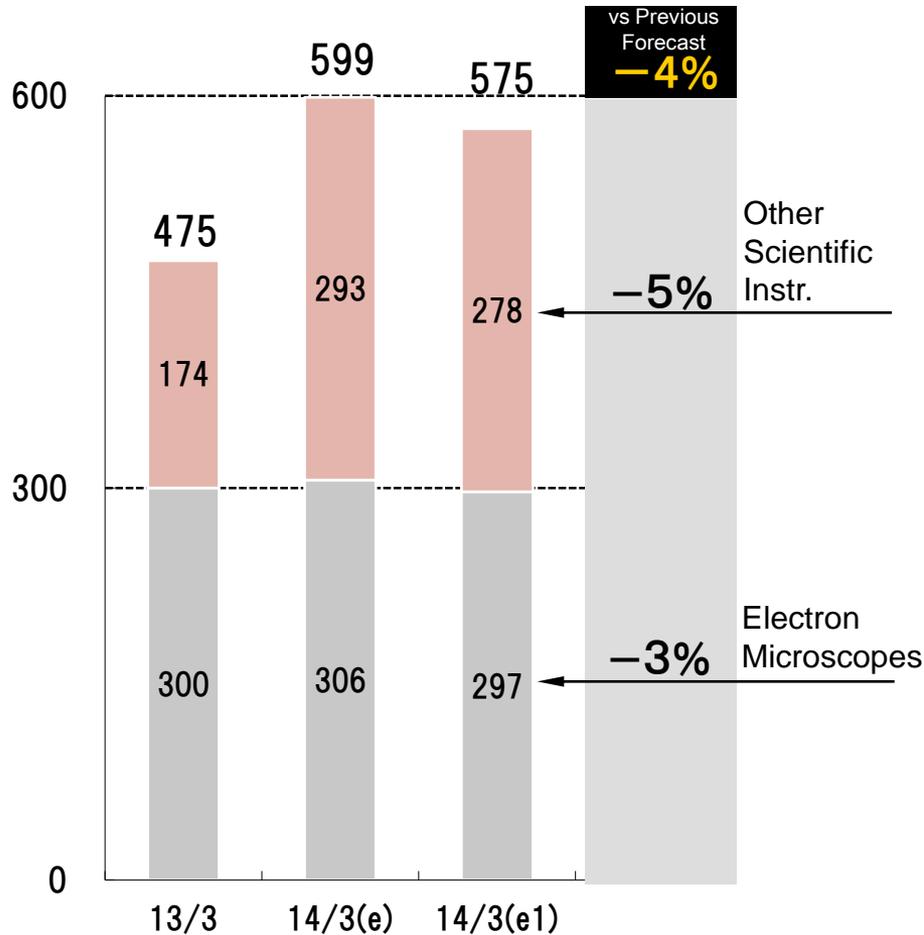
(100 million yen)



# FY13 Outlook (Science & Medical Systems)

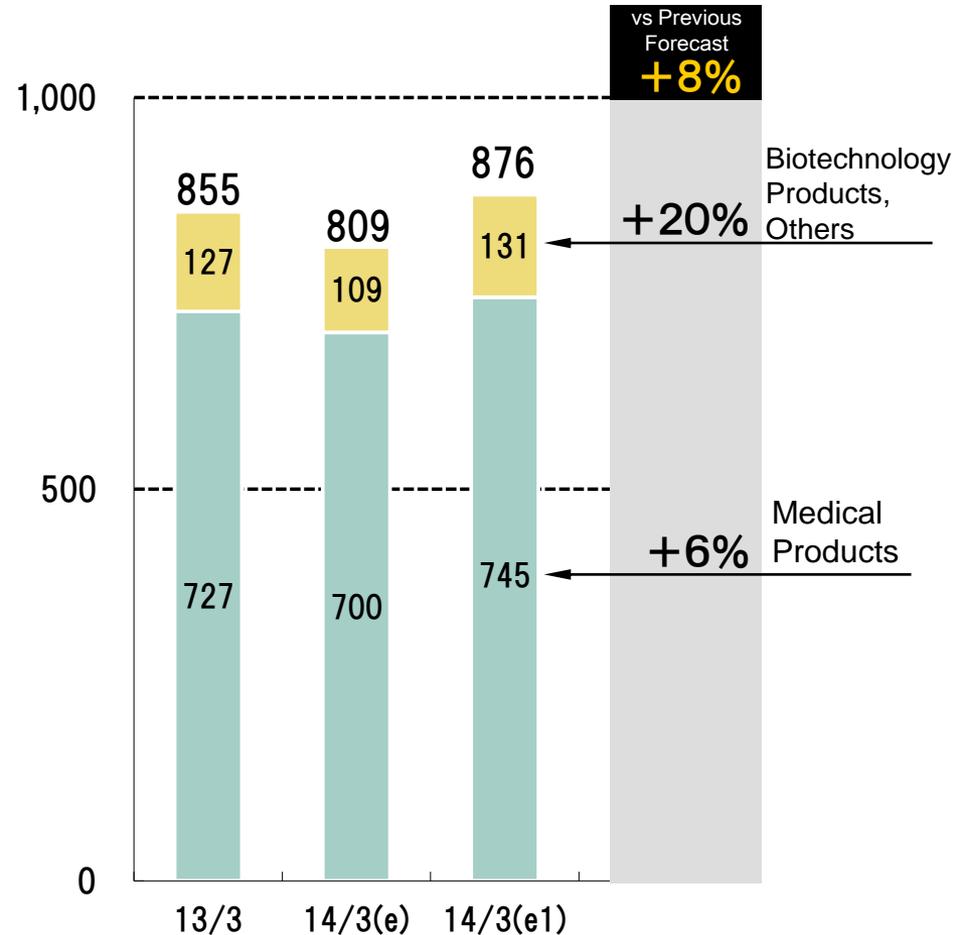
## Sales of Scientific Instruments

(100 million yen)



## Sales of Biotechnology & Medical Products

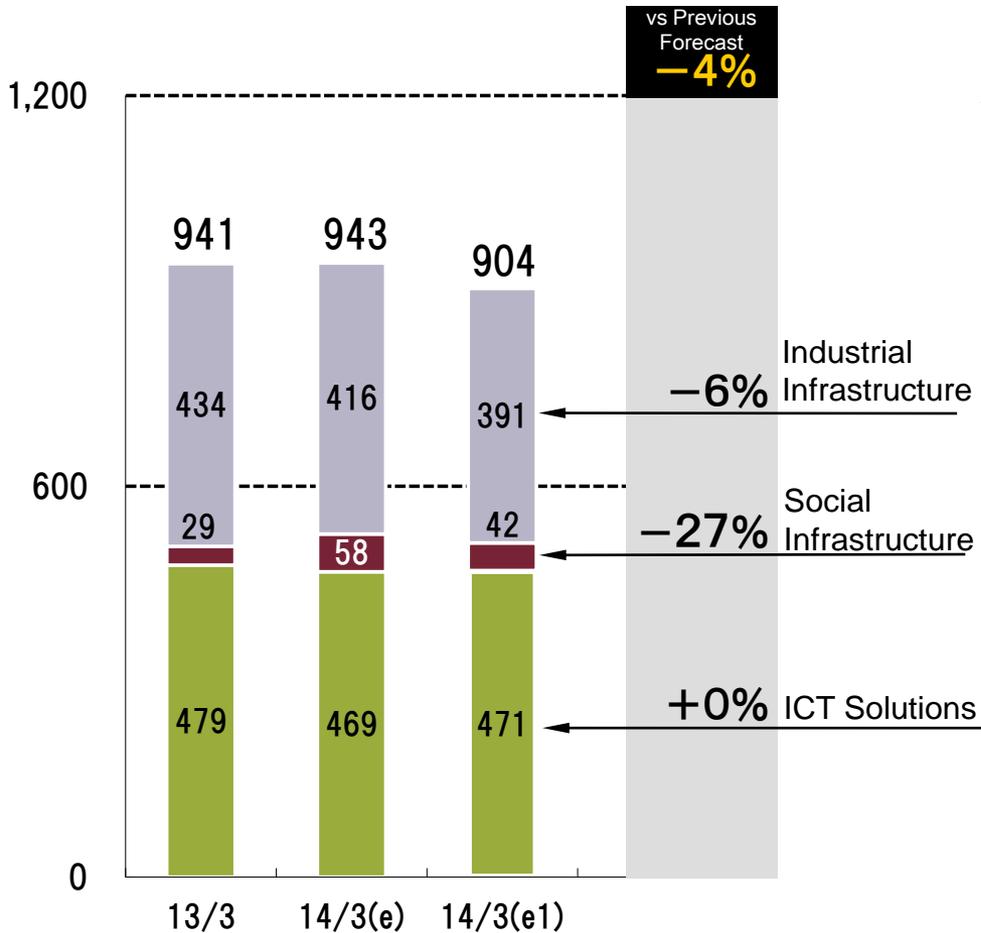
(100 million yen)



# FY13 Outlook (Trading Division)

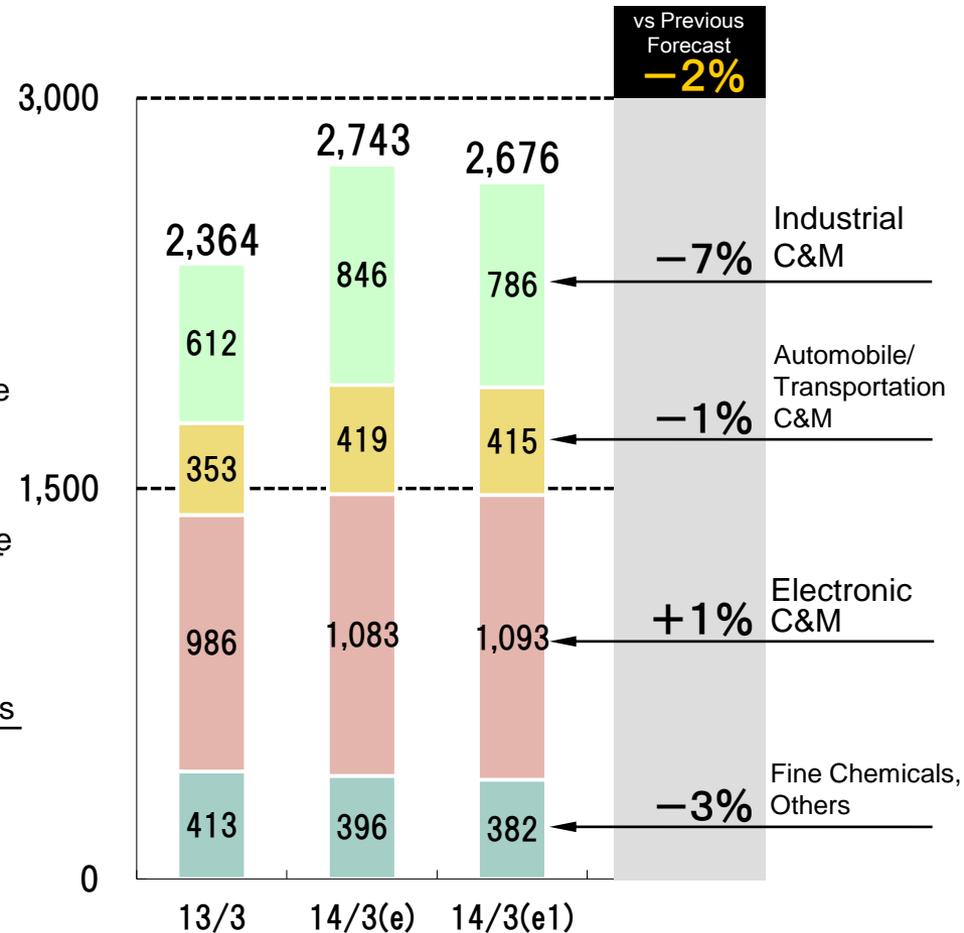
## Sales of Industrial & IT Systems

(100 million yen)



## Sales of Advanced Industrial Products

(100 million yen)



•C&M: Components & Materials

## ■ Electronic Device Systems

- Demand for front-end equipment should remain firm overall, despite soft demand for back-end & assembly equipment at present
  - Continue to focus on capturing demand from investments in cutting-edge logic & memory, and bolstering the competitiveness of back-end & assembly equipment

## ■ Fine Technology Systems

- Currently accelerating business portfolio transformation
  - Proactively shift business to fields offering prospects for steady growth, such as social infrastructure inspection equipment

## ■ Science & Medical Systems

- Private-sector demand in the scientific instruments business is weak, although the biotechnology & medical products business continues to recover
  - Continuously launch new products and promote development of new businesses (DNA and genetic testing, etc.)

## ■ Trading Divisions(Industrial & IT Systems/Advanced Industrial Products)

- Demand should remain firm in electronics-related fields, despite the impact of slowing growth in emerging markets
  - Endeavor to expand business in the global markets for the three priority fields: industrial infrastructure, social infrastructure, and automobile and transportation

III

## Financial Data

# Changes in Quarterly Results

(100 million yen)

		FY12 Q1	FY12 Q2	FY12 Q3	FY12 Q4	FY13 Q1	FY13 Q2	FY13 Q3	
Sales / Operating Income	Electronic Device Systems	Sales	293	337	186	224	213	283	274
		Operating Income	61	52	4	11	13	39	58
	Fine Technology Systems	Sales	25	48	22	48	12	28	16
		Operating Income	-14	-14	-12	-17	-20	-15	-18
	Science & Medical Systems	Sales	355	345	241	388	291	371	333
		Operating Income	52	32	9	44	16	43	37
	Industrial & IT Systems	Sales	259	279	183	221	171	258	183
		Operating Income	-2	6	0	7	-9	4	-6
	Advanced Industrial Products	Sales	605	592	583	584	642	667	670
		Operating Income	2	1	2	-0	6	4	8
	Others & Elimination/Corporate	Sales	-15	-17	-14	-17	-15	-15	-15
		Operating Income	-6	-13	-3	-16	-7	-12	-7
	Total	Sales	1,523	1,584	1,200	1,447	1,315	1,592	1,460
		Operating Income	94	66	1	29	0	63	72
Ordinary Income		99	66	3	32	5	62	74	
Net Income		62	49	3	8	-15	51	49	

# Sales Change in Main Business

(100 million yen)	FY12 Q1	FY12 Q2	FY12 Q3	FY12 Q4	FY13 Q1	FY13 Q2	FY13 Q3
<b>Electronic Device Systems</b>	293	337	186	224	213	283	274
Process Equipment	113	90	78	102	90	110	150
Metrology & Inspection Equipment	138	156	71	98	82	119	106
Back-end & Assembly Equipment	42	90	37	24	41	54	18
<b>Fine Technology Systems</b>	25	48	22	48	12	28	16
FPD Manufacturing Equipment	16	34	14	34	9	15	11
HD Manufacturing Equipment , Others	10	15	8	14	3	13	5
<b>Science &amp; Medical Systems</b>	355	345	241	388	291	371	333
Electron Microscopes	67	72	54	107	38	78	62
Other Scientific Instr.	26	44	29	75	51	65	60
Medical Products	220	201	131	175	171	195	178
Biotechnology Products, Others	42	28	28	29	31	33	34
<b>Industrial &amp; IT Systems</b>	259	279	183	221	171	258	183
Industrial Infrastructure	96	142	76	121	61	93	70
Social Infrastructure	2	11	5	10	5	6	8
ICT Solutions	161	125	102	90	105	159	105
<b>Advanced Industrial Products</b>	605	592	583	584	642	667	670
Industrial C&M	154	155	143	160	188	192	201
Automobile/Transportation C&M	84	81	91	96	90	98	105
Electronic C&M	257	247	254	229	277	278	266
Fine Chemicals, Others	110	110	95	98	86	98	98

#### 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.

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## **FY13 3rd Quarter Financial Results**

**For further information**

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