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# FY14 1st Quarter Financial Results

July 25, 2014

Hitachi High-Technologies Corporation

Vice President and Executive Officer    Shunichi Uno

## **FY14 1st Quarter Financial Results**

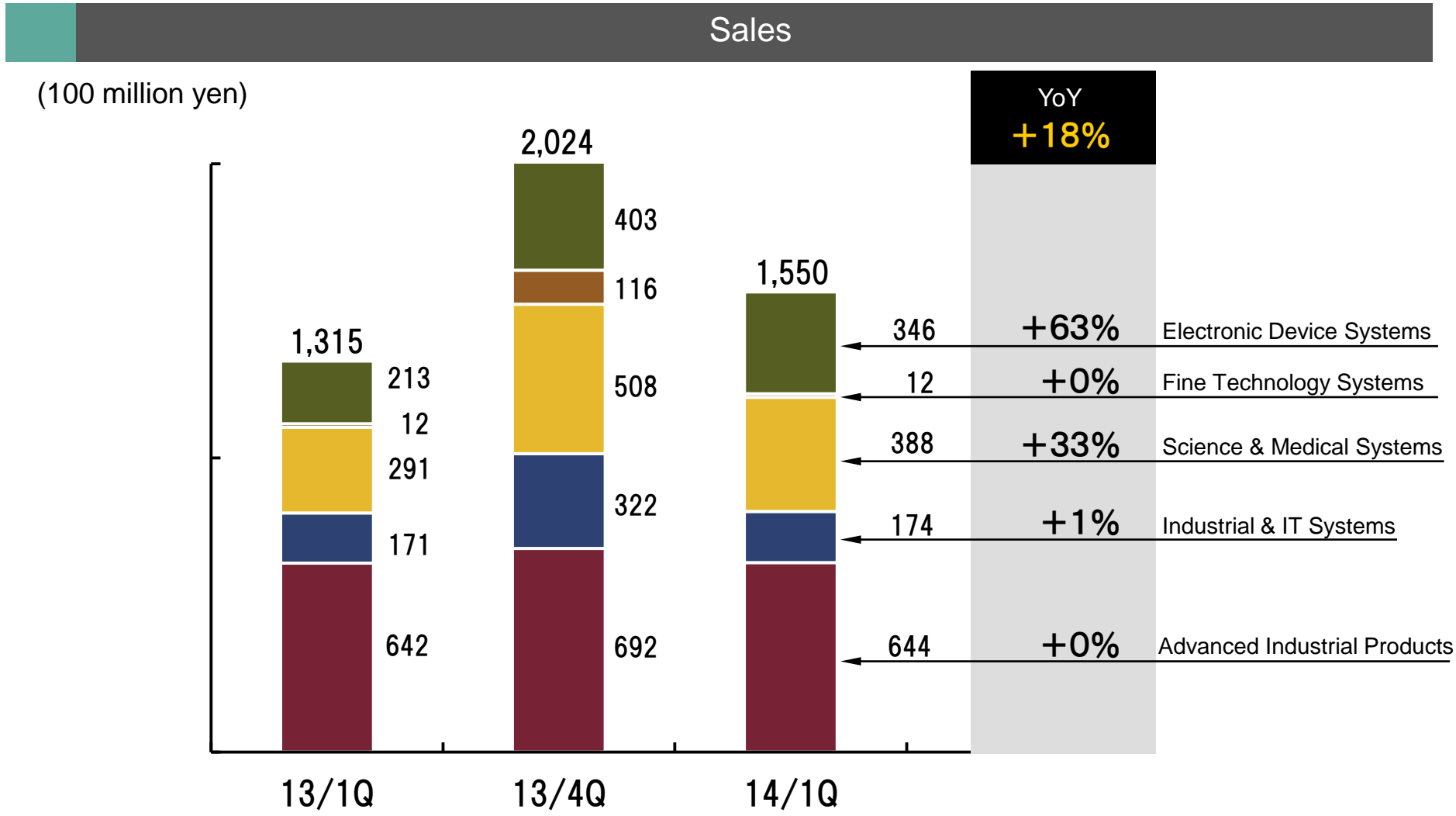
1. FY14 1st Quarter (Highlights)
2. FY14 1st Half Outlook
3. Financial Data

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# 1. FY14 1st Quarter (Highlights)

(100 million yen)

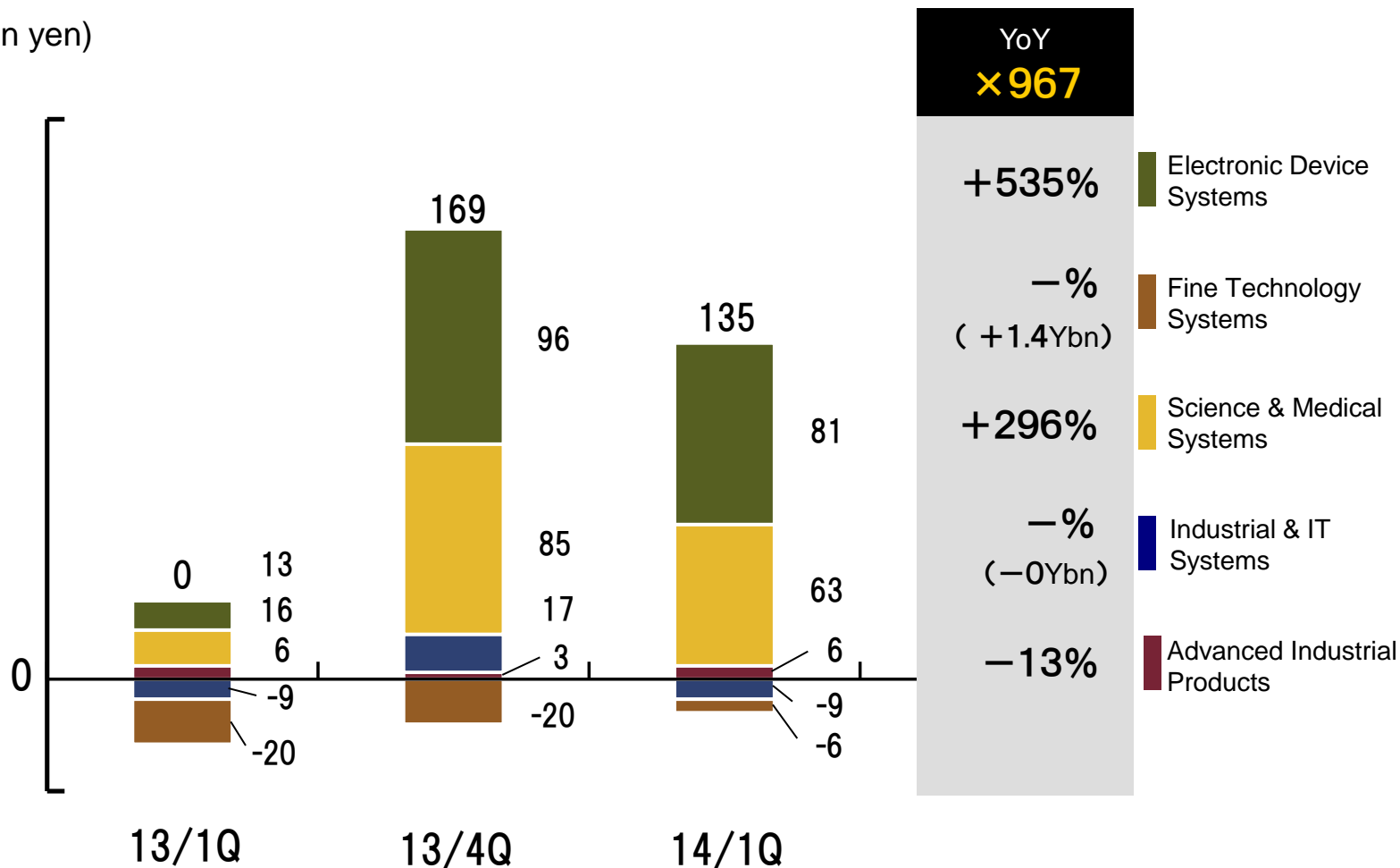
	FY14 Q1 Results	FY13 Q1 Results	YoY	
			Increase/Decrease	Ratio
Sales	1,550	1,315	+235	+18%
Operating Income	135	0	+135	×967
Ordinary Income	134	5	+130	×29
Net Income	92	-15	+107	-
Net Income per Share	67.03yen	-10.76yen	+77.79yen	



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

## Operating Income

(100 million yen)



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

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## 2. FY14 1st Half Outlook

(Note) (e) denotes the forecast for the previous period (April 2014)  
(e1) New Forecast

# FY14 1st Half Outlook (Highlights)

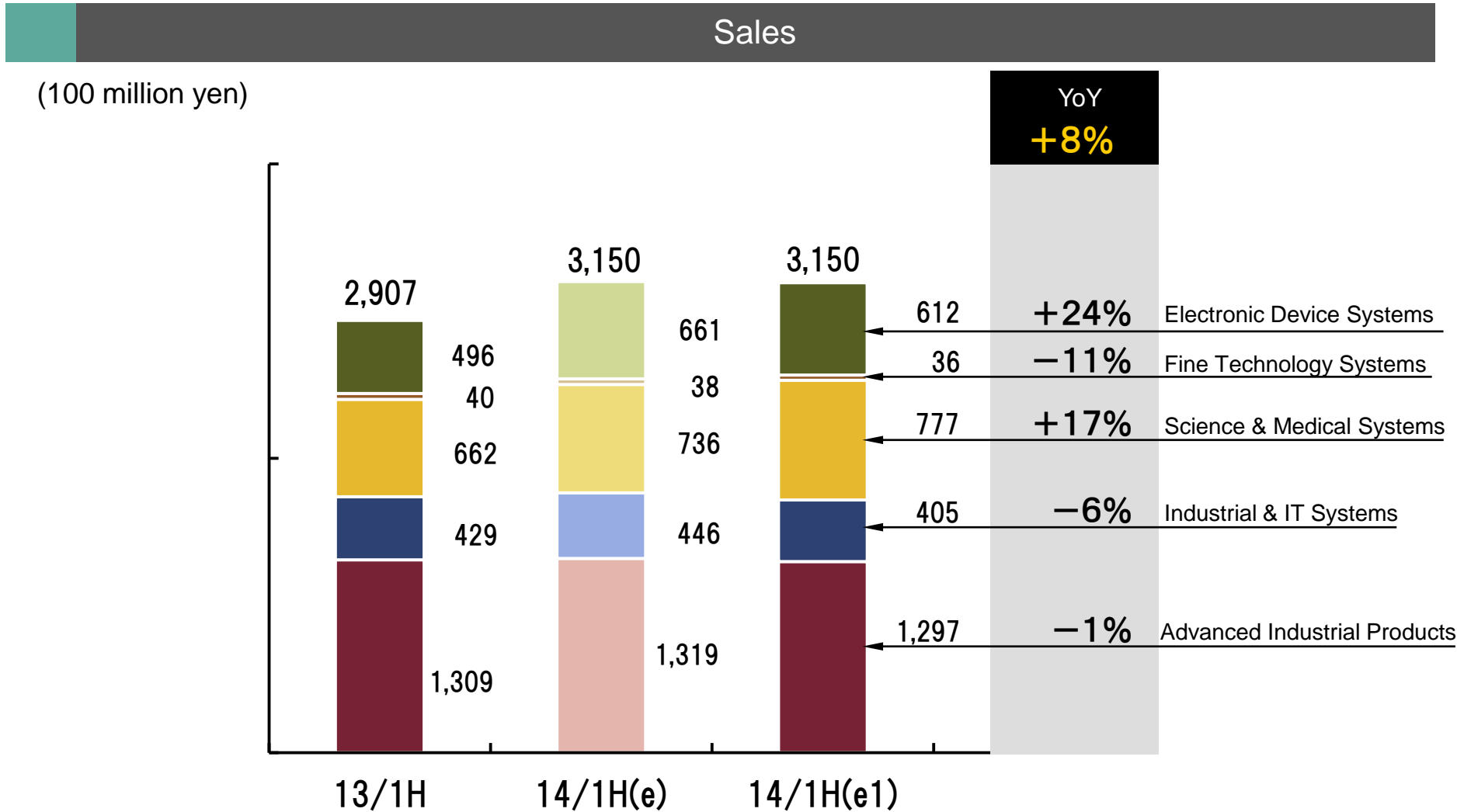
	FY14 1H Outlook	YoY		(100 million yen) vs. Previous Forecast	
		Increase / Decrease	Ratio	Increase / Decrease	Ratio
Sales	3,150	+243	+8%	±0	±0%
Operating Income	172	+109	+173%	+35	+26%
Ordinary Income	172	+106	+159%	+35	+26%
Net Income	117	+81	+226%	+24	+26%
Net Income per Share	85.07yen	+58.97yen		+17.45yen	
Cash Dividend per Share	15.00yen	+5.00yen		±00.00yen	
FCF	50	+23		—	

## Notes

- Previous forecast is based on published values in April 2014
- FX rate estimate: 1USD=98yen, 1EUR=130yen
- No changes in FY14 outlook



# FY14 1st Half Outlook (Sales)

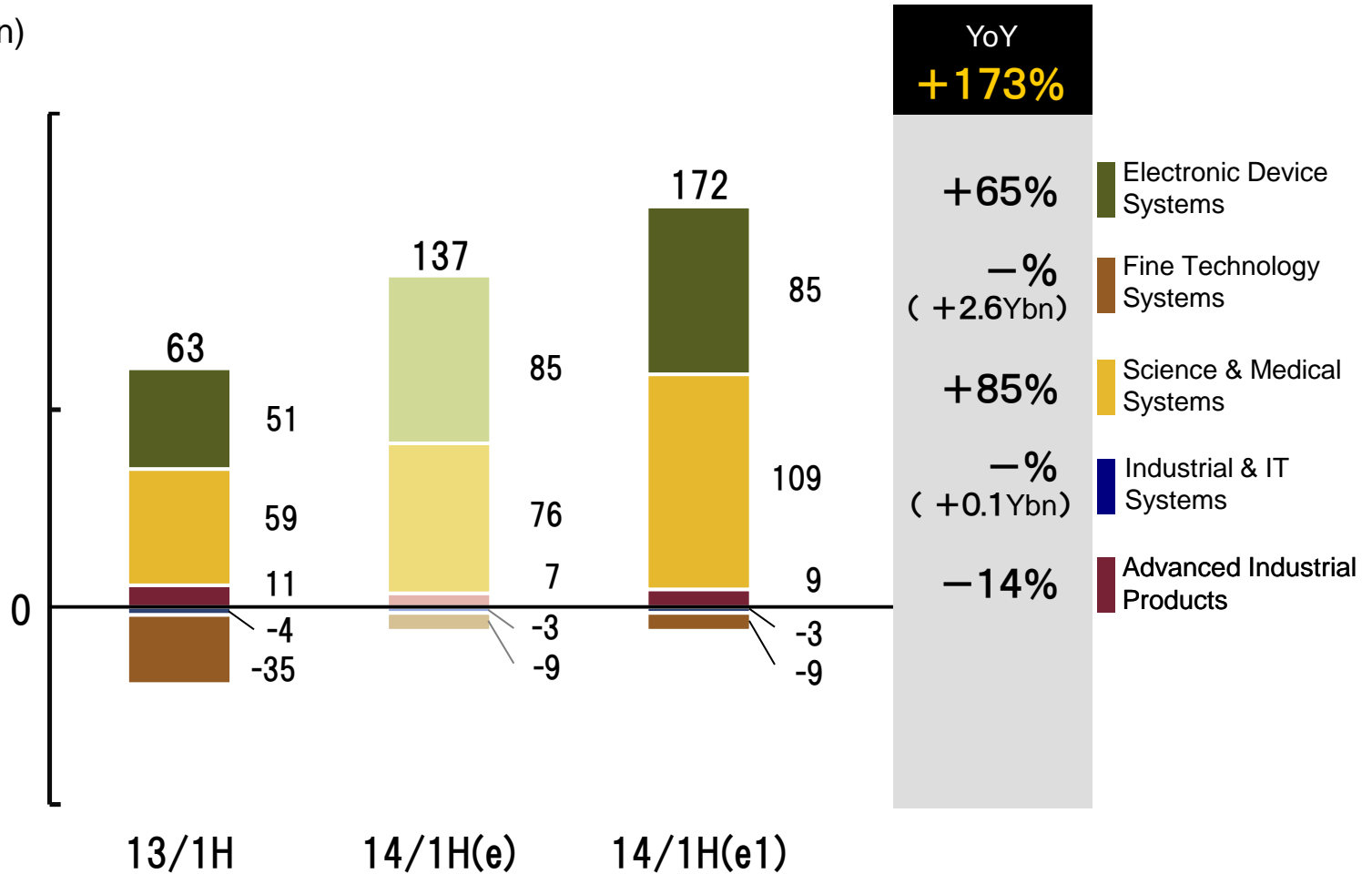


Note: Elimination such as subtractions in intersegment transactions, etc., are included in the totals.

# FY14 1st Half Outlook (Operating Income)

## Operating Income

(100 million yen)

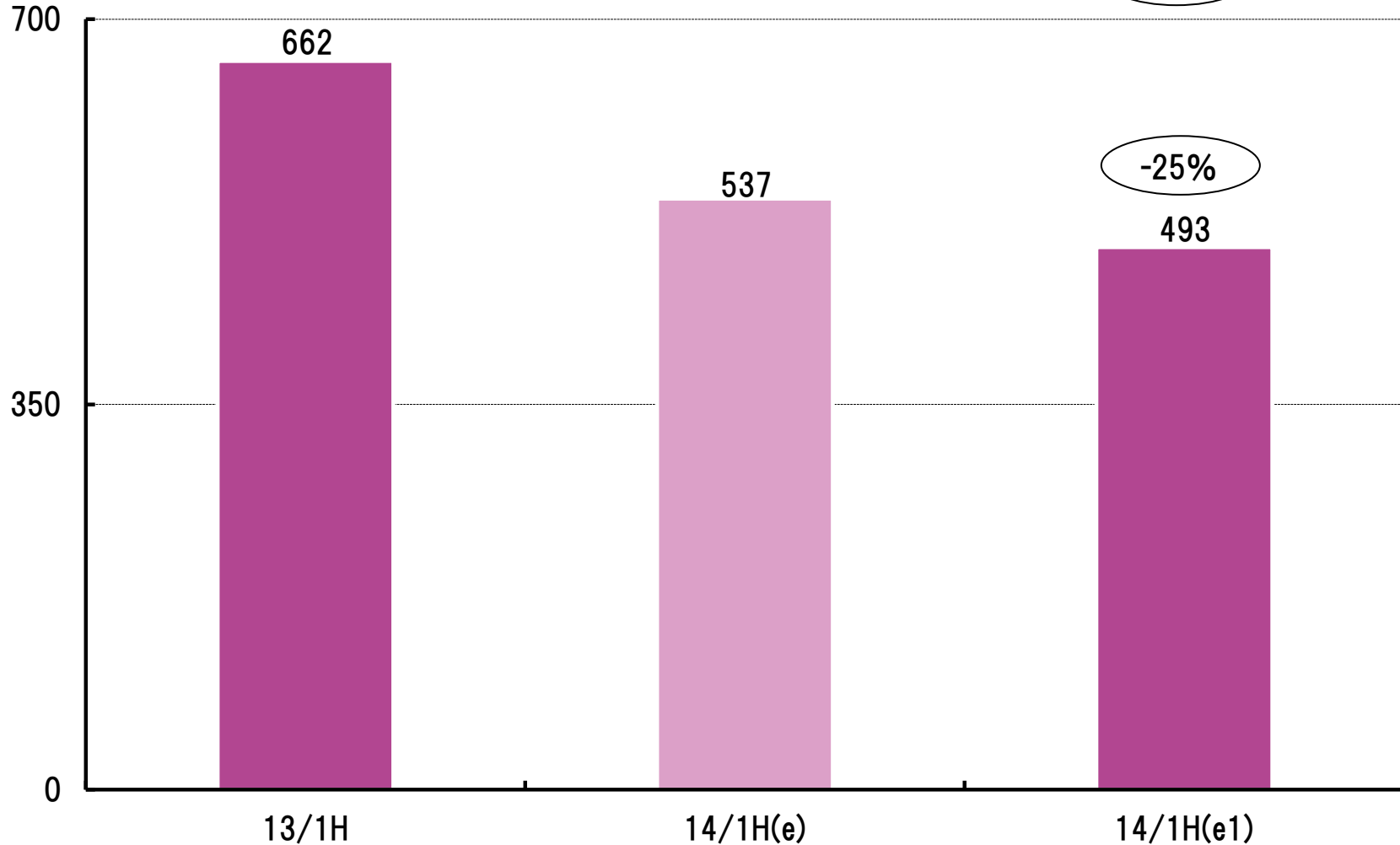


Note: Elimination such as subtractions in intersegment transactions, etc., are included in the totals.

## Electronic Device Systems

(100 million yen)

YoY



## ■ Electronic Device Systems

- Impact from changes in investment trends from primary customers  
→ Observe investment trends and focus on steadily capturing investment in advanced logic and memory products from the second quarter onward

## ■ Fine Technology Systems

- Steady progress in business portfolio reorganization and accelerating the early launch of new businesses  
→ Work to expand the business scale by enhancing product lineup of social infrastructure inspection equipment and of factory automation (FA)-related equipment

## ■ Science & Medical Systems

- Firm growth mainly in biotechnology & medical products  
→ Expand sales by continuously launching new products and accelerating development of new fields and businesses

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

- Established JV company in Canada, in June 2014, to conduct manufacture and sale of LNG transport tank containers and related products  
→ Promote development projects and accelerate growth strategies utilizing global network

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## 3. Financial Data

# Changes in Quarterly Results

(100 million yen)

		FY13 1Q	FY13 2Q	FY13 3Q	FY13 4Q	FY14 1Q	
Sales / Operating Income	Electronic Device Systems	Sales	213	283	274	403	346
		Operating Income	13	39	58	96	81
	Fine Technology Systems	Sales	12	28	16	116	12
		Operating Income	-20	-15	-18	-20	-6
	Science & Medical Systems	Sales	291	371	333	508	388
		Operating Income	16	43	37	85	63
	Industrial & IT Systems	Sales	171	258	183	322	174
		Operating Income	-9	4	-6	17	-9
	Advanced Industrial Products	Sales	642	667	670	692	644
		Operating Income	6	4	8	3	6
	Others & Elimination/Corporate	Sales	-15	-15	-15	-16	-14
		Operating Income	-7	-12	-7	-12	-1
	Total	Sales	1,315	1,592	1,460	2,024	1,550
		Operating Income	0	63	72	169	135
Ordinary Income		5	62	74	171	134	
Net Income		-15	51	49	96	92	

# Sales Change in Main Business

(100 million yen)	FY13/Q1	FY13/Q2	FY13/Q3	FY13/Q4	FY14/Q1
<b>Electronic Device Systems</b>	213	283	274	403	346
Process Equipment	90	110	150	121	160
Metrology & Inspection Equipment	82	119	106	250	135
Back-end & Assembly Equipment	41	54	18	33	52
<b>Fine Technology Systems</b>	12	28	16	116	12
Environment & Electronics	12	25	12	106	12
Social Infrastructure Inspection	0	3	4	10	1
<b>Science &amp; Medical Systems</b>	291	371	333	508	388
Electron Microscopes	38	78	62	117	45
Other Scientific Instr.	51	65	60	99	46
Medical Products	171	195	178	252	261
Biotechnology Products, Others	31	33	34	41	36
<b>Industrial &amp; IT Systems</b>	171	258	183	322	174
Industrial Solutions	67	99	78	186	71
ICT Solutions	105	159	105	136	102
<b>Advanced Industrial Products</b>	642	667	670	692	644
Industrial C&M	188	192	201	206	191
Automobile/Transportation C&M	90	98	105	116	103
Electronic C&M*	277	278	266	281	260
Fine Chemicals, Others	86	98	98	89	90

\*C&M: Components & Materials



## 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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**For further information**

Yoshito Yokoi

General Manager

CSR & Corporate Communications Dept.

CSR Div.

TEL:+81-3-3504-5138 FAX:+81-3-3504-5943

E-mail:yokoi-yoshito@nst.hitachi-hitec.com