
FY14 3rd Quarter Financial Results

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FY14 3rd Quarter Financial Results

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

1. FY14 3rd Quarter (Highlights)

FY14 3rd Quarter (Highlights)

(100 million yen)

	Q1-Q3 Results	Q3 Results	Q1-Q3 YoY		Q3 YoY	
			Increase/Decrease	Ratio	Increase/Decrease	Ratio
Sales	4,630	1,496	+263	+6%	+35	+2%
Operating Income	322	99	+186	+137%	+27	+37%
Ordinary Income	309	93	+168	+120%	+19	+25%
Net Income	209	58	+125	+148%	+9	+19%
Net Income per Share *	152.06 yen		+90.67 yen		—	

*Denotes Q1-Q3 results.






FY14 3rd Quarter (Explanation of Deviations)

vs. Same Period Last Year (Results for FY13 Q1-Q3)

Sales (436.7Ybn → 463Ybn +26.3Ybn)

Operating Income (13.6Ybn → 32.2Ybn +18.6Ybn)

(100 million yen)

	Sales	Operating Income	Main reasons for deviations
 Electronic Device Systems	+136	+31	Increase in sales of process equipment and back-end & assembly equipment
 Fine Technology Systems	-6	+40	<ul style="list-style-type: none"> ▪ Impact of soft demand on the environment & electronics business ▪ Operating income improved mainly due to the positive effects of business restructuring
 Science & Medical Systems	+202	+90	Increase in sales of clinical analyzers for emerging markets and combined sales for the U.S. market
 Industrial & IT Systems  Advanced Industrial Products	-78	±0	<ul style="list-style-type: none"> ▪ Decrease in mobile phone sales to U.S. customers ▪ Decrease in sales of electronic components and materials (C&M)

2. FY14 Outlook

Note: (e) denotes the forecast as of October 2014
(e1) denotes the forecast as of January 2015

FY14 Outlook (Highlights)

(100 million yen)

	FY14 Outlook	YoY		vs. Previous Forecast	
		Increase/Decrease	Ratio	Increase/Decrease	Ratio
Sales	6,450	+59	+1%	-50	-1%
Operating Income	410	+106	+35%	+25	+6%
Ordinary Income	395	+84	+27%	+18	+5%
Net Income	264	+84	+46%	+8	+3%
Net Income per Share	191.95 yen	+60.84 yen		+5.81 yen	
Cash Dividend per Share	45.00 yen	+15.00 yen		+10.00 yen	
ROE	9.2%	+2.2%		+0.2%	
FCF	+150	+33		+30	

Notes

- Previous forecast is based on published values in October 2014
- FX rate estimate: 1USD=115 yen, 1EUR=135 yen

FY14 Outlook (Explanation of Deviations)

vs. Previous Forecast (Oct. 2014)

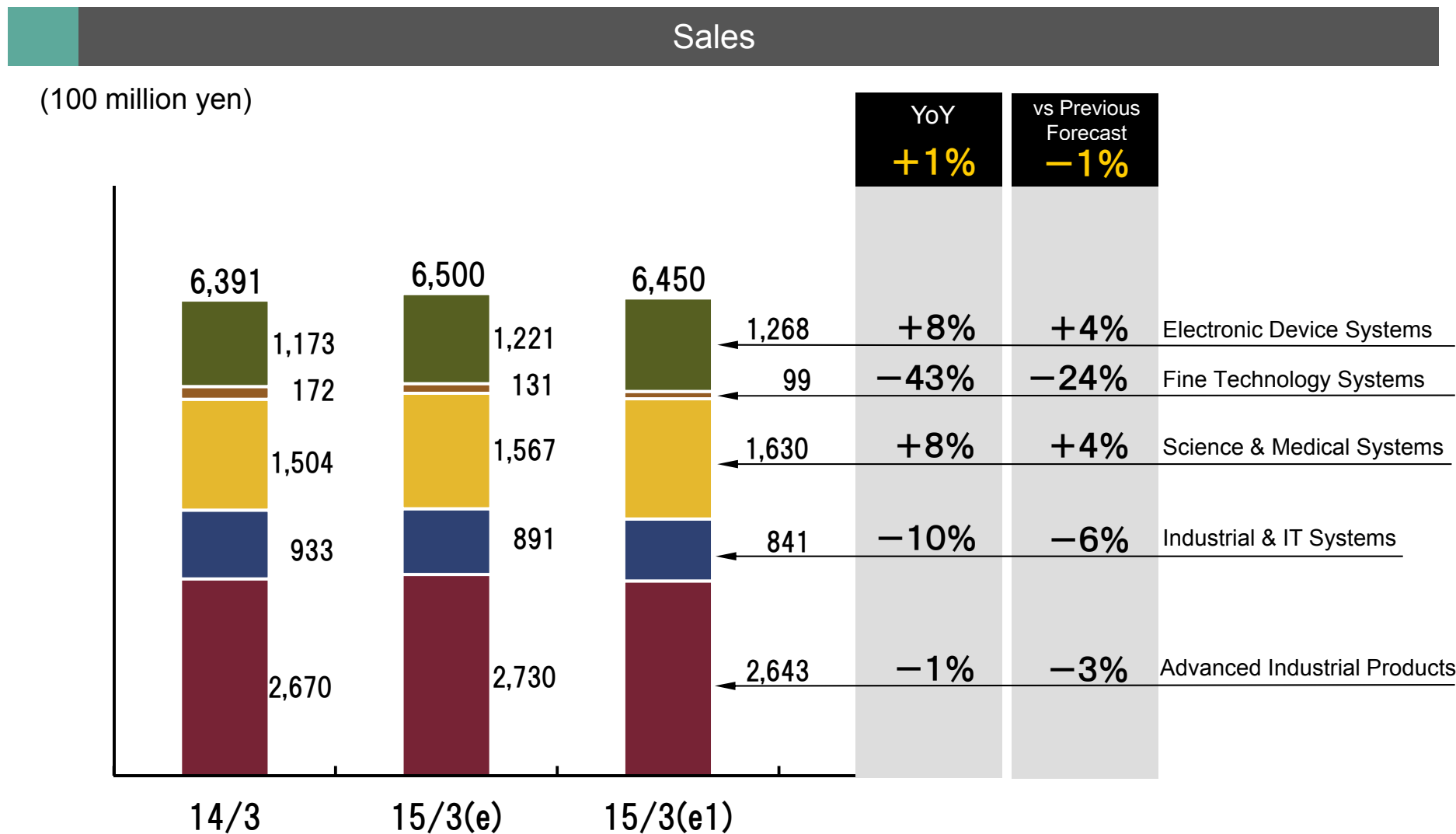
Sales (650Ybn → 645Ybn -5Ybn)

Operating Income (38.5Ybn → 41Ybn +2.5Ybn)

(100 million yen)

	Sales	Operating Income	Main reasons for deviations
Electronic Device Systems	+47	+15	Strong performance by process equipment for major customers
Fine Technology Systems	-32	-5	Delays in projects in the environment & electronics business
Science & Medical Systems	+63	+12	Strong sales performance by clinical analyzers for emerging and U.S. markets
Industrial & IT Systems Advanced Industrial Products	-137	-10	<ul style="list-style-type: none"> ▪ Decrease in mobile phone sales to U.S. customers ▪ Decrease in sales of consumer electronics components and materials

FY14 Outlook (Sales)

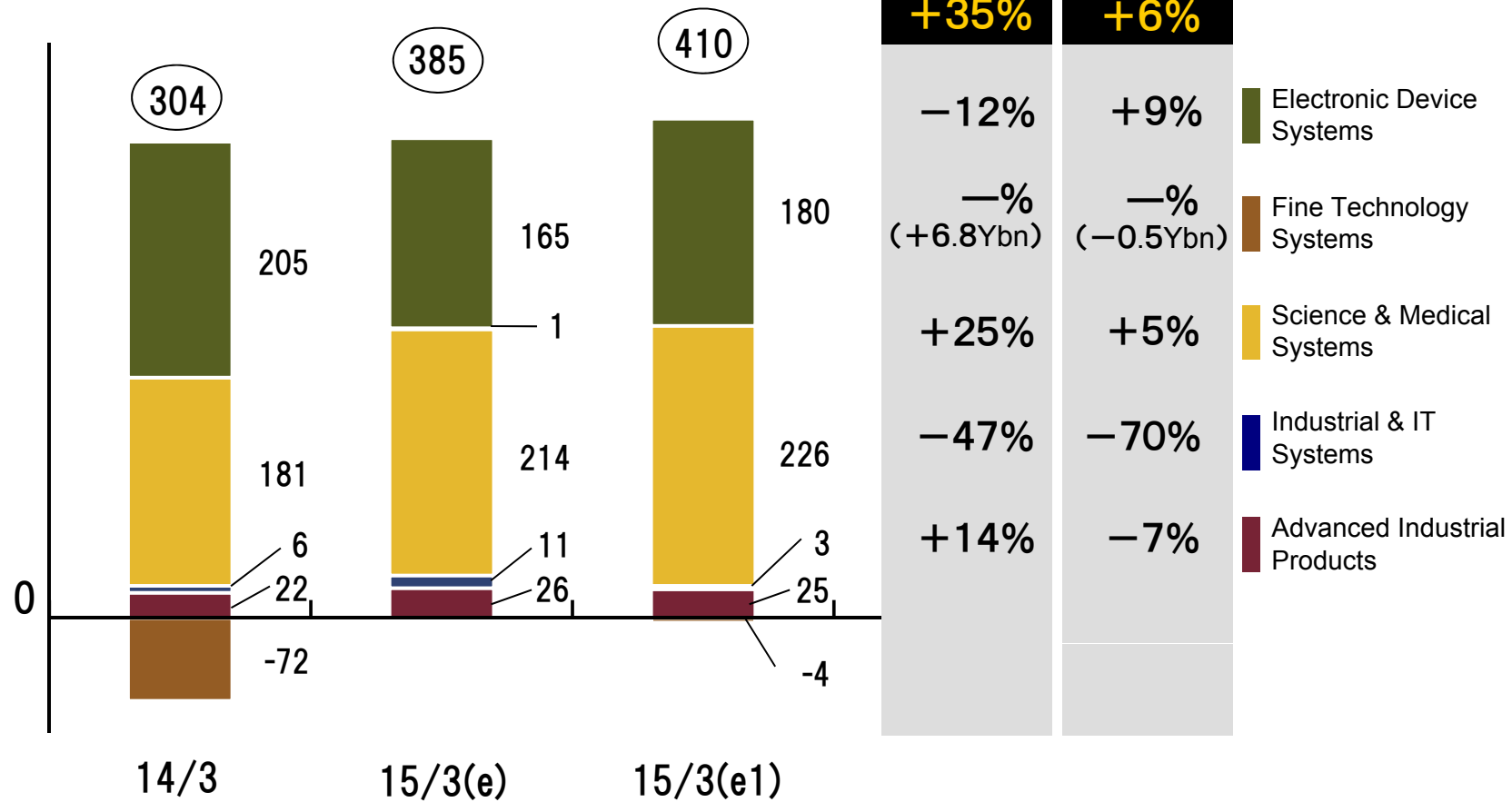


Note: Elimination such as subtractions in intersegment transactions, etc., are included in the totals.

FY14 Outlook (Operating Income)

Operating Income

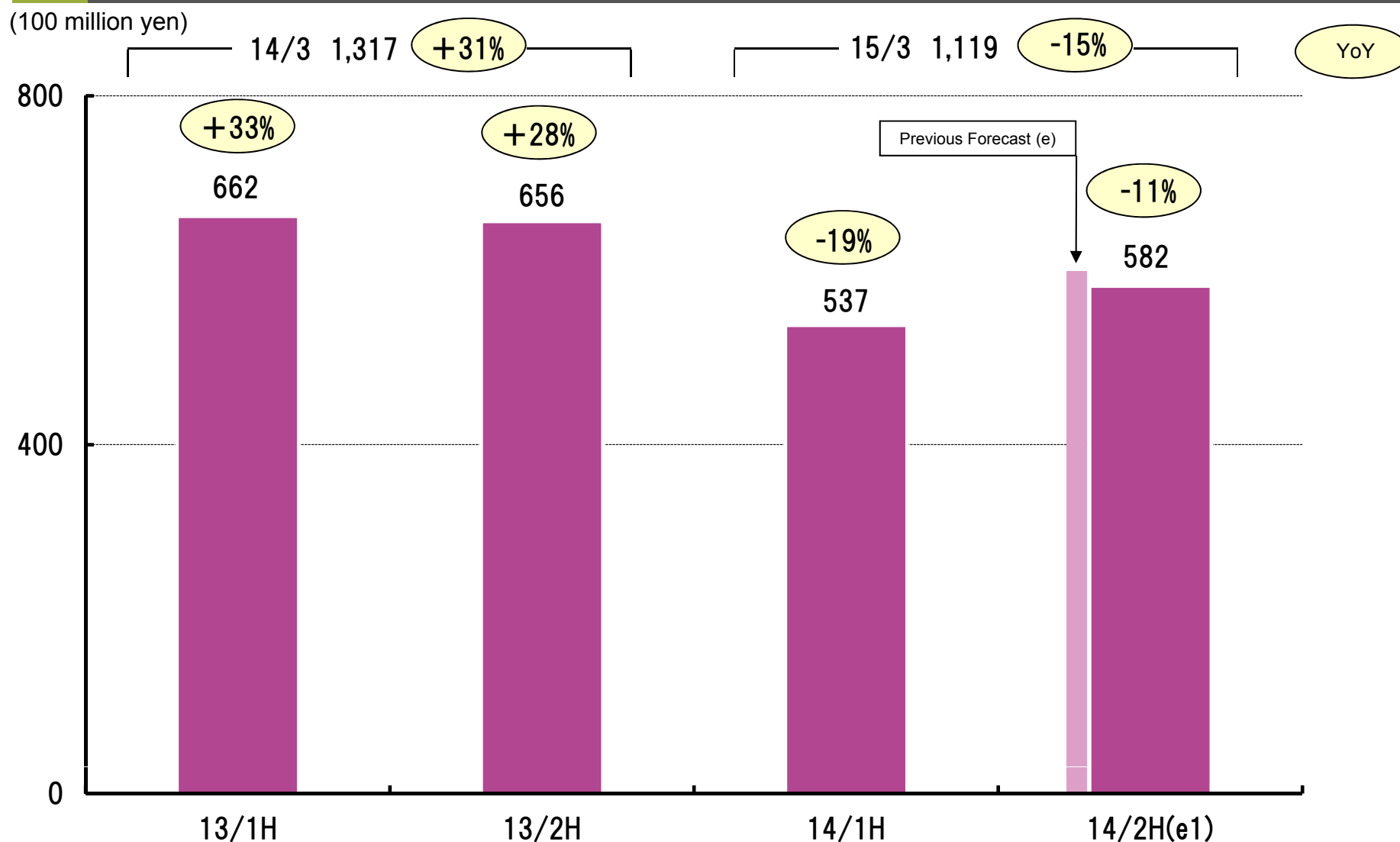
(100 million yen)



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

FY14 Outlook (Electronic Device Systems)

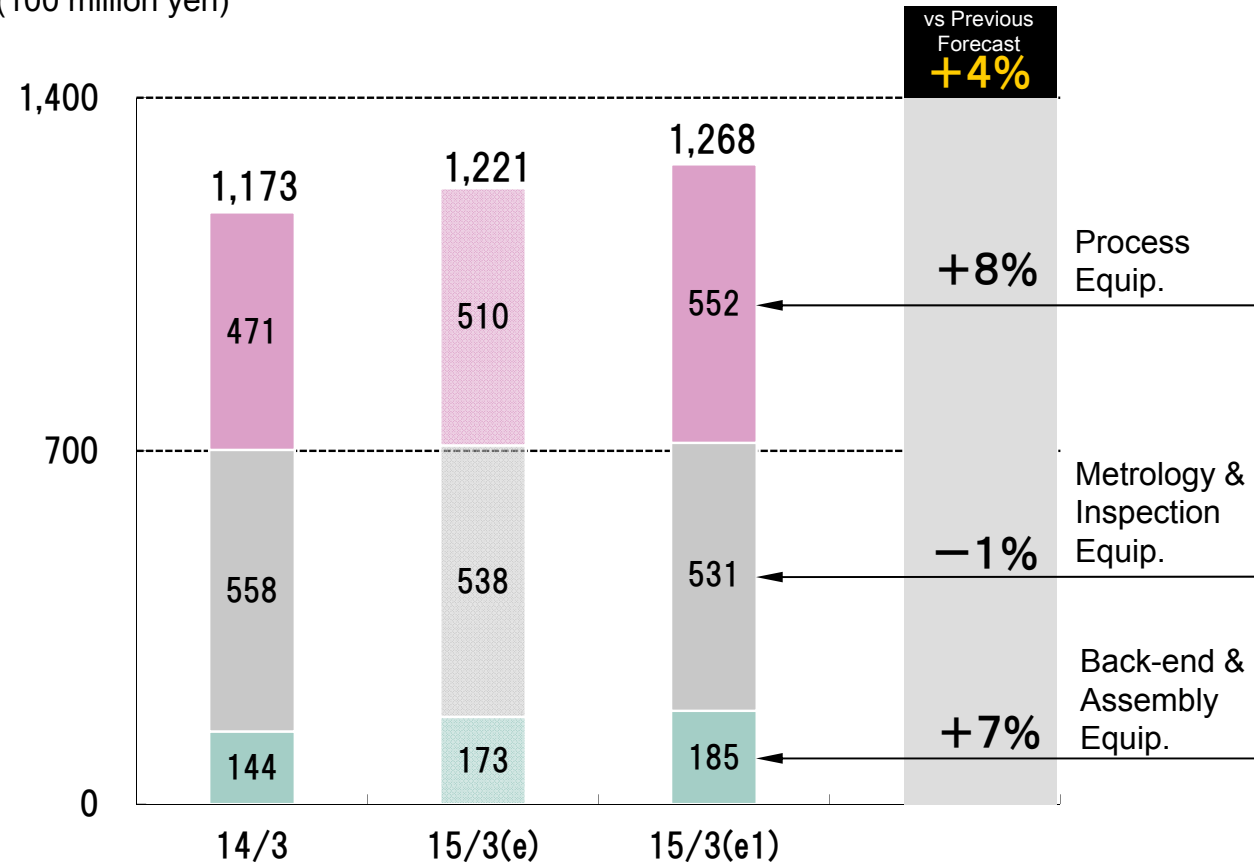
Changes in Order Received



FY14 Outlook (Electronic Device Systems)

Electronic Device Systems Sales

(100 million yen)

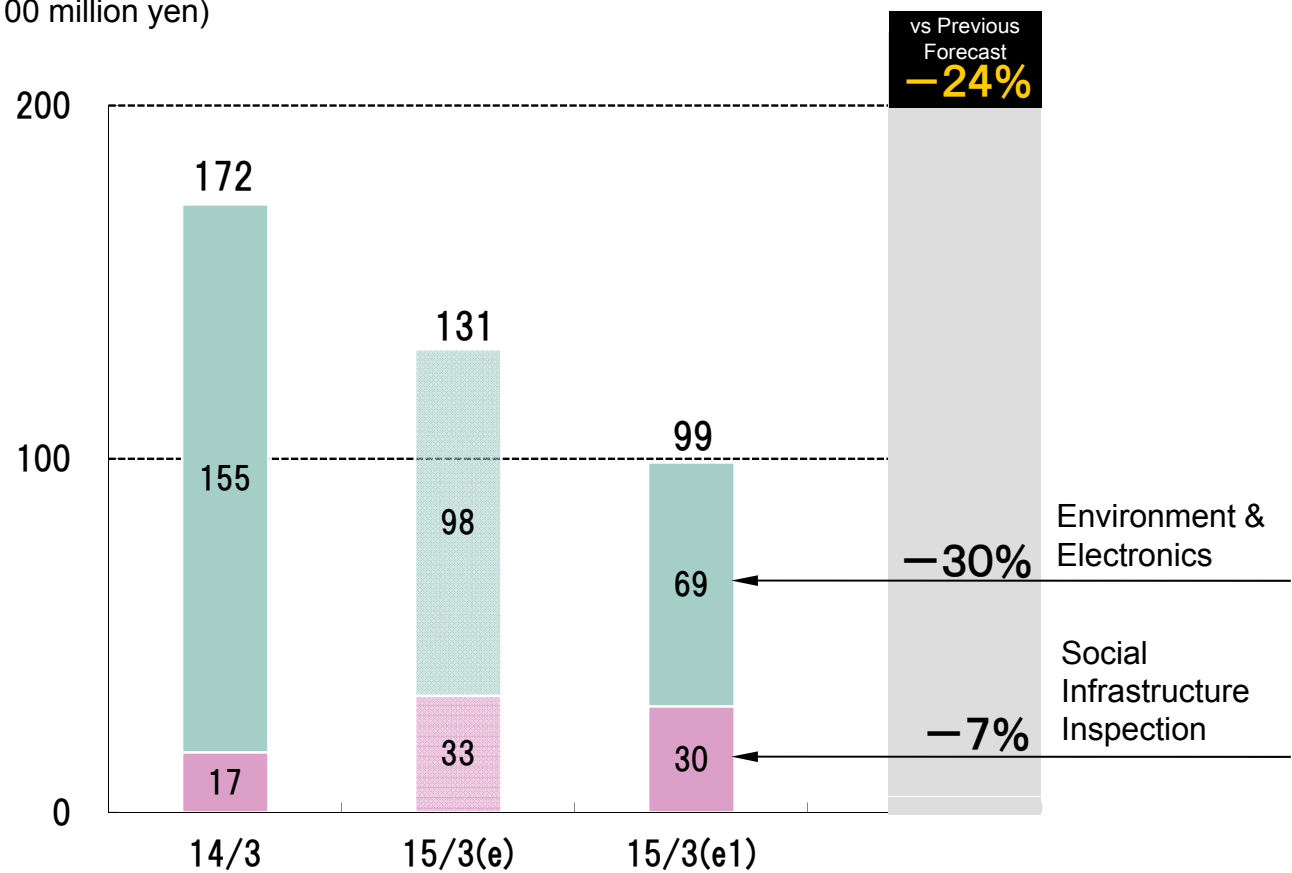


Investment trends among major customers are showing recovery, despite uncertainty in some quarters. Focus on steadily capturing demand from investment in logic and memory and on expanding share among major customers.

FY14 Outlook (Fine Technology Systems)

Fine Technology Systems Sales

(100 million yen)

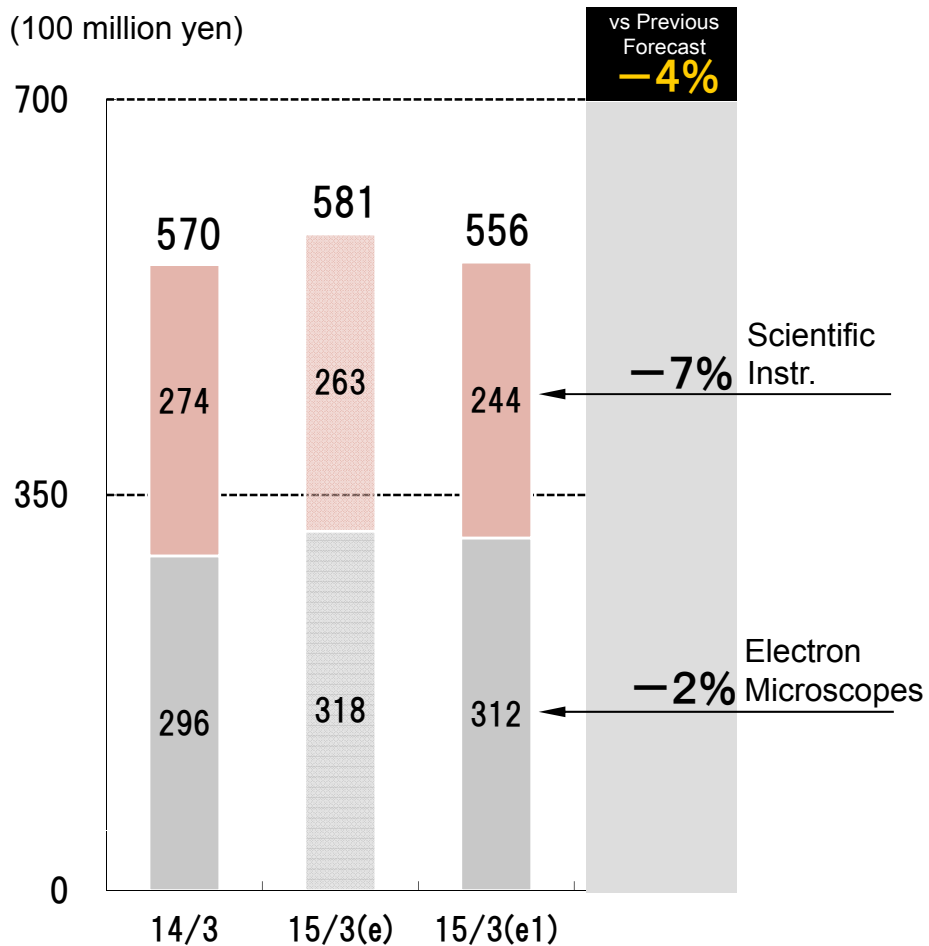


Progress made with business portfolio reorganization.
Continue to expand business scale centered on the social infrastructure inspection and industrial infrastructure-related businesses.

FY14 Outlook (Science & Medical Systems)

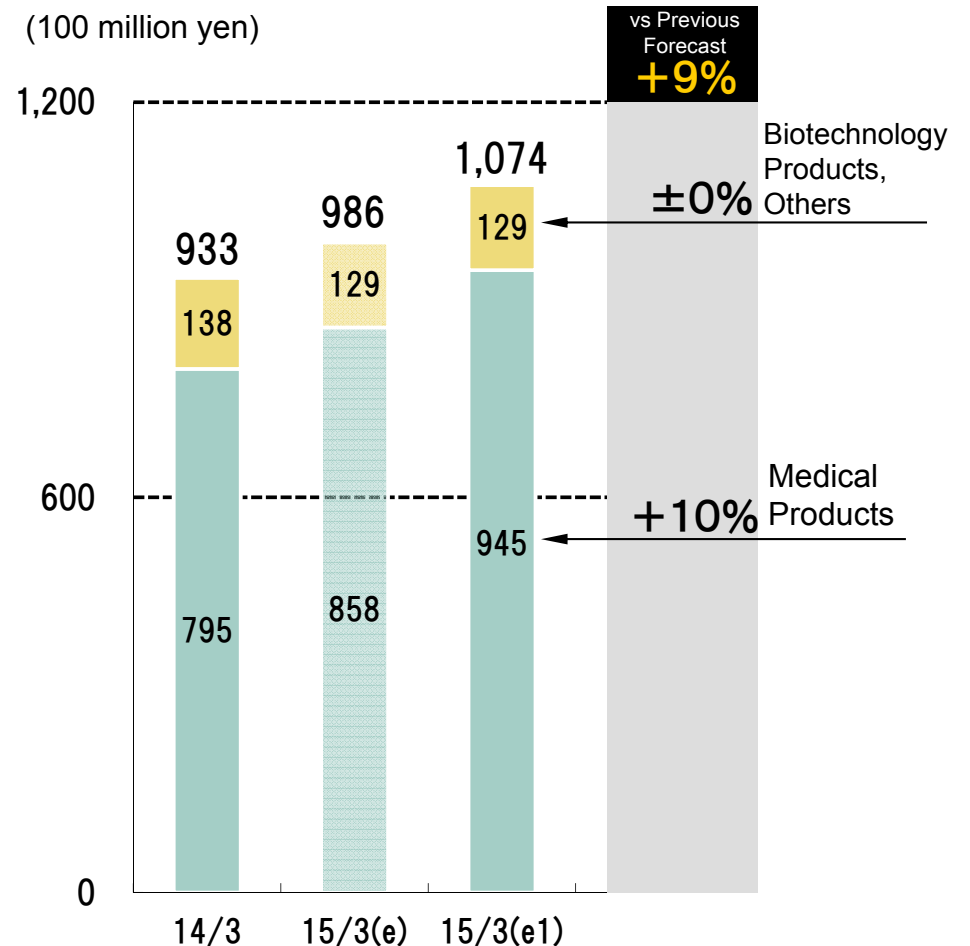
Scientific Systems Sales

(100 million yen)



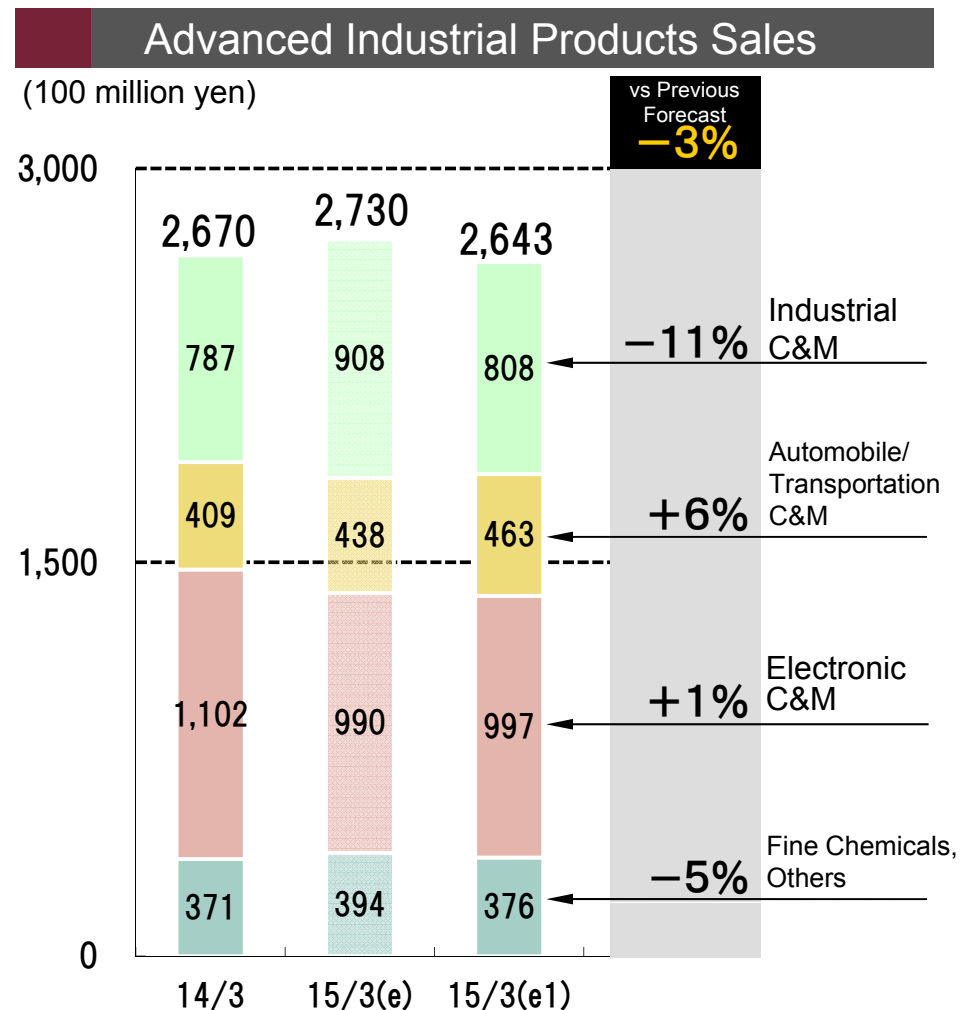
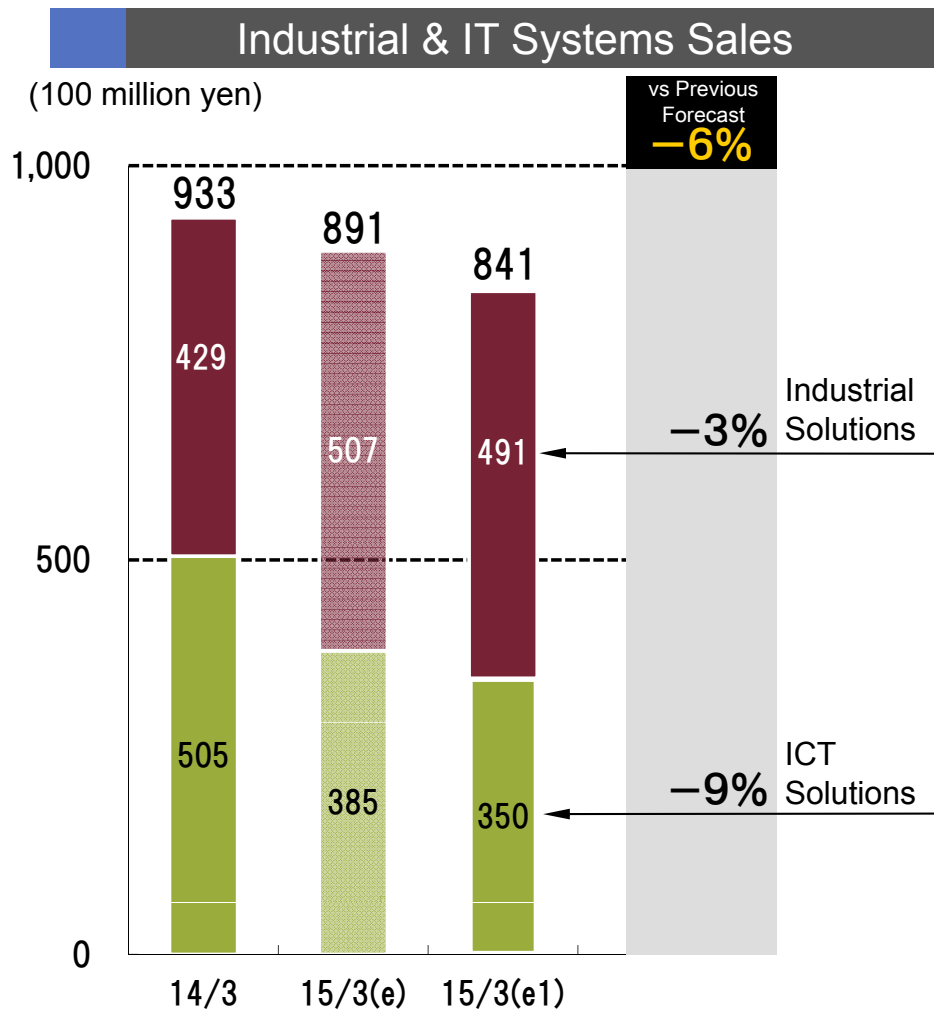
Biotechnology & Medical Products Sales

(100 million yen)



The scientific instruments business is showing a steady recovery in next-generation cutting-edge fields, despite soft growth in domestic demand. The biotechnology and medical products business is experiencing solid growth. Push ahead in both segments with efforts to expand sales of strategic new products, and to develop new fields and businesses.

FY14 Outlook (Trading Division)



Provide solutions from the customer's perspective and promote new business leveraging our global network.



3. Financial Data

Changes in Quarterly Results

(100 million yen)

		FY13 Q1	FY13 Q2	FY13 Q3	FY13 Q4	FY14 Q1	FY14 Q2	FY14 Q3	
Sales / Operating Income	Electronic Device Systems	Sales	213	283	274	403	346	300	259
		Operating Income	13	39	58	96	81	28	31
	Fine Technology Systems	Sales	12	28	16	116	12	23	14
		Operating Income	-20	-15	-18	-20	-6	-4	-4
	Science & Medical Systems	Sales	291	371	333	508	388	413	396
		Operating Income	16	43	37	85	63	61	62
	Industrial & IT Systems	Sales	171	258	183	322	174	213	184
		Operating Income	-9	4	-6	17	-9	6	-4
	Advanced Industrial Products	Sales	642	667	670	692	644	647	651
		Operating Income	6	4	8	3	6	4	7
	Others & Elimination/Corporate	Sales	-15	-15	-15	-16	-14	-12	-9
		Operating Income	-7	-12	-7	-12	-1	-7	8
	Total	Sales	1,315	1,592	1,460	2,024	1,550	1,584	1,496
		Operating Income	0	63	72	169	135	88	99
Ordinary Income		5	62	74	171	134	82	93	
Net Income		-15	51	49	96	92	59	58	

Sales Change in Main Business

(100 million yen)	FY13/Q1	FY13/Q2	FY13/Q3	FY13/Q4	FY14/Q1	FY14/Q2	FY14/Q3
Electronic Device Systems	213	283	274	403	346	300	259
Process Equipment	90	110	150	121	160	129	121
Metrology & Inspection Equipment	82	119	106	250	135	100	93
Back-end & Assembly Equipment	41	54	18	33	52	71	45
Fine Technology Systems	12	28	16	116	12	23	14
Environment & Electronics	12	25	12	106	12	19	10
Social Infrastructure Inspection	0	3	4	10	1	5	4
Science & Medical Systems	291	371	333	508	388	413	396
Electron Microscopes	38	78	62	117	45	93	65
Scientific Instr.	51	65	60	99	46	64	52
Medical Products	171	195	178	252	261	222	252
Biotechnology Products, Others	31	33	34	41	36	34	27
Industrial & IT Systems	171	258	183	322	174	213	184
Industrial Solutions	67	99	78	186	71	130	108
ICT Solutions	105	159	105	136	102	83	76
Advanced Industrial Products	642	667	670	692	644	647	651
Industrial C&M	188	192	201	206	191	193	197
Automobile/Transportation C&M	90	98	105	116	103	109	118
Electronic C&M	277	278	266	281	260	248	251
Fine Chemicals, Others	86	98	98	89	90	97	85



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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