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## **FY15 1st Quarter Financial Results**

July 24, 2015

Hitachi High-Technologies Corporation

Vice President and Executive Officer    Shunichi Uno

## **FY15 1st Quarter Financial Results**

1. FY15 1st Quarter (Highlights)
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## 1. FY15 1st Quarter (Highlights)

\*Hitachi High-Technologies Corporation has applied International Financial Reporting Standards (IFRS), starting with the consolidated financial statements in its annual securities report for the year ended March 31, 2015 (FY14)

# FY15 1st Quarter (Highlights)

	FY15 Q1 Results	FY14 Q1 Results	(100 million yen)	
			YoY	
			Increase/Decrease	Ratio
Revenues	1,506	1,497	+9	+1%
EBIT	118	138	-20	-14%
Income before Income Taxes	119	139	-20	-14%
Net Income	77	96	-19	-20%
Net Income per Share	56.12 yen	69.85 yen	-13.73 yen	

Notes: ▪ Exchange rate: 1USD=121 yen, 1EUR=134 yen

▪ EBIT (Earnings before interest and taxes): Earnings after the subtraction of interest income and interest expense from income before income taxes

▪ The amounts of revenues, EBIT and income before income taxes are presented only for continuing operations for the 1st quarter of FY14

# FY15 1st Quarter (Revenues and EBIT by Segments) **HITACHI** Inspire the Next

(100 million yen)		FY15 Q1 Results		FY14 Q1 Results		YoY	
		Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
	Electronic Device Systems	284	55	294	81	-3%	-32%
	Fine Technology Systems	16	-3	13	-5	+22%	-0% (+0.2Ybn)
	Science & Medical Systems	404	63	388	67	+4%	-5%
	Industrial & IT Systems	170	-3	173	-9	-2%	-0% (+0.6Ybn)
	Advanced Industrial Products	643	9	643	6	+0%	+44%
	<b>Total</b>	<b>1,506</b>	<b>118</b>	<b>(1,545) 1,497</b>	<b>(136) 138</b>	<b>(-3%) +1%</b>	<b>(-13%) -14%</b>

Notes: • Elimination such as subtractions in intersegment transactions, etc., are included in the totals  
 • In the row for Total, figures in parentheses include the performance of discontinued operations

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## 2. FY15 1st Half Outlook

(Notes) (e) denotes the forecast for the previous period (April 2015)  
(e1) New forecast

# FY15 1st Half Outlook (Highlights)

(100 million yen)

	FY15 1H Outlook(e1)	YoY		vs. Previous Forecast	
		Increase / Decrease	Ratio	Increase / Decrease	Ratio
Revenues	3,100	+89	+3%	-80	-3%
EBIT	191	-34	-15%	±0	±0%
Income before Income taxes	192	-35	-15%	±0	±0%
Net Income	139	-30	-18%	±0	±0%
Net Income per Share	101.07 yen	-21.76 yen		±0.00 yen	
Cash Dividend per Share	25.00 yen	+5.0 yen		±0.00 yen	
FCF	54	-49			—

Notes: •FX rate estimate: 1USD=120 yen, 1EUR=130 yen  
 •Previous forecast is based on published values in April 2015  
 •No changes in FY15 outlook

# FY15 1st Half Outlook (Revenues and EBIT by Segments)

(100 million yen)		FY15 1H Outlook (e1)		FY14 1H Results		YoY		FY15 1H Outlook (e)	
		Revenues	EBIT	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
	Electronic Device Systems	535	68	522	102	+3%	-33%	551	75
	Fine Technology Systems	64	2	45	0	+44%	—% (+0.2Ybn)	70	3
	Science & Medical Systems	814	119	799	130	+2%	-8%	837	116
	Industrial & IT Systems	378	-4	385	-2	-2%	—% (-0.2Ybn)	380	-4
	Advanced Industrial Products	1,338	14	1,286	10	+4%	+42%	1,364	15
	<b>Total</b>	<b>3,100</b>	<b>191</b>	<b>(3,129)</b> <b>3,011</b>	<b>(221)</b> <b>225</b>	<b>(-1%)</b> <b>+3%</b>	<b>(-14%)</b> <b>-15%</b>	<b>3,180</b>	<b>191</b>

Notes: • Elimination such as subtractions in intersegment transactions, etc., are included in the totals  
 • In the row for Total, figures in parentheses include the performance of discontinued operations



## ■ Electronic Device Systems

- Change in investment trends among primary customers
  - While monitoring investment trends, strengthen the supply of new equipment with top performance specifications and also the capabilities for responding to customers, and focus on capturing demand from investment in advanced logic and memory chips and expanding share among primary customers

## ■ Fine Technology Systems

- Increasing capital investment in social infrastructure inspection and industrial infrastructure
  - Expand and enhance the product lineup of railway inspection equipment and accelerate its overseas business development, while expanding business in automotive facilities

## ■ Science & Medical Systems

- In the scientific systems business, recovery in private-sector demand for electron microscopes and scientific instruments
  - Introduce strategic new products and strengthen sales overseas
- In the biotechnology and medical products business, the market is strong overall, despite a weak market recovery in Europe
  - Along with introducing new products and expanding their sales, focus on developing new fields and businesses in genetic testing, among other areas

## ■ Industrial & IT Systems

- Expand business primarily in automotive manufacturing equipment, control systems, and IoT solutions, while accelerating the establishment of a highly profitable business platform

## ■ Advanced Industrial Products

- Focus on businesses with high added value in mainly the automobile/transportation equipment and electronics markets, while promoting business investments strategy

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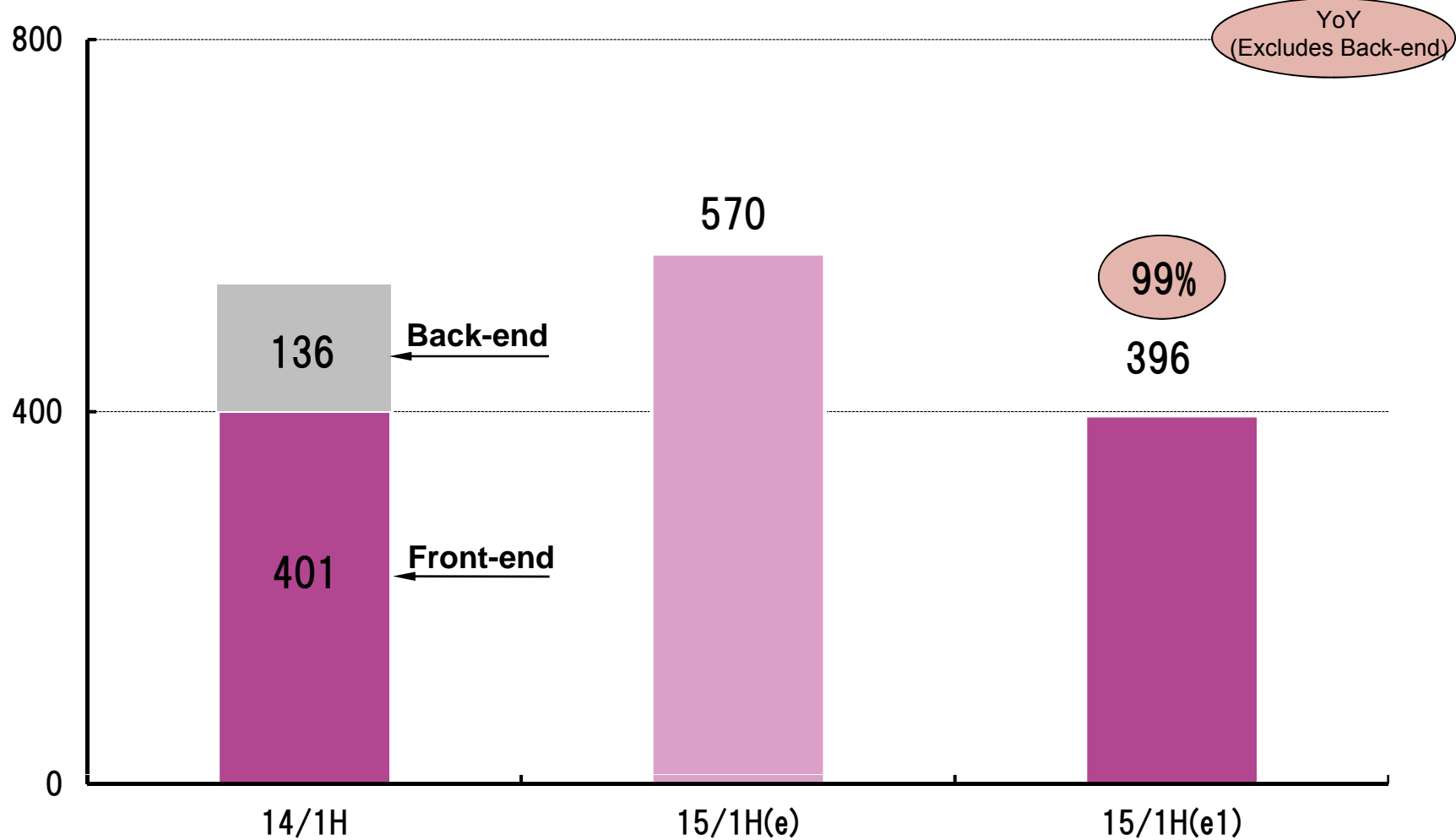
## 3. Reference

(Notes) (e) denotes the forecast for the previous period (April 2015)  
(e1) New forecast

# Changes in Orders Received (Electronic Device Systems)

## Changes in Orders Received

(100 million yen)



# Changes in Quarterly Results

(100 million yen)

		FY14 1Q	FY14 2Q	FY14 3Q	FY14 4Q	FY15 1Q	
Revenues / EBIT	Electronic Device Systems	Revenues	294	228	217	321	284
		EBIT	81	21	31	41	55
	Fine Technology Systems	Revenues	13	31	19	50	16
		EBIT	-5	5	0	6	-3
	Science & Medical Systems	Revenues	388	411	399	445	404
		EBIT	67	63	67	65	63
	Industrial & IT Systems	Revenues	173	212	185	278	170
		EBIT	-9	7	-4	8	-3
	Advanced Industrial Products	Revenues	643	644	648	647	643
		EBIT	6	4	7	5	9
	Others & Elimination/Corporate	Revenues	-14	-12	-9	-13	-12
		EBIT	-2	-12	1	-5	-4
	Total	Revenues	1,497	1,514	1,458	1,727	1,506
		EBIT	138	87	102	121	118
Income before Income Taxes		139	88	103	122	119	
Net Income attributable to owners of the Parent		96	73	73	69	77	

Note: The amounts of revenues, EBIT and income before income taxes are presented only for continuing operations for the 1st quarter of FY14

# Revenues Change in Main Business

(100 million yen)	FY14/Q1	FY14/Q2	FY14/Q3	FY14/Q4	FY15/Q1
<b>Electronic Device Systems</b>	294	228	217	321	284
Process Equipment	158	129	123	136	153
Metrology & Inspection Equipment	136	99	94	185	129
Others	—	—	—	—	2
<b>Fine Technology Systems</b>	13	31	19	50	16
Social Infrastructure Inspection	1	5	4	24	5
Industrial Infrastructure	13	26	15	26	11
<b>Science &amp; Medical Systems</b>	388	411	399	445	404
Electron Microscopes	45	93	67	100	56
Scientific Instr.	47	63	52	86	45
Medical Products	260	222	253	230	270
Biotechnology Products, Others	36	34	27	29	33
<b>Industrial &amp; IT Systems</b>	173	212	185	278	170
Industrial Solutions	70	130	109	190	90
ICT Solutions	103	82	76	88	80
<b>Advanced Industrial Products</b>	643	644	648	647	643
Industrial C&M	192	192	199	203	202
Automobile/Transportation C&M	103	109	118	116	118
Electronic C&M	258	246	246	244	242
Fine Chemicals, Others	90	97	85	84	81

Note: • The quarterly performance of continuing operations only is presented for FY14

• C&M: Component & Material



#### 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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**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: [yoshito.yokoi.jp@hitachi-hightech.com](mailto:yoshito.yokoi.jp@hitachi-hightech.com)

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