



# FY19 1st Quarter Financial Results

July 24, 2019

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Hitachi High-Technologies Corporation

## **FY19 1st Quarter Financial Results**

1. Outline of FY19 1st Quarter (Highlights)
2. FY19 1st Half Outlook
3. Reference

## ■ FY19 1st Quarter Results

Revenues : 161.6 Ybn (YoY : -7%)

EBIT : 14.4 Ybn (YoY : -1.6 Ybn)

## ■ Results by Segment (YoY)

■ Analytical & Medical Solutions : Revenues and profits decreased

■ Nano-Technology Solutions : Revenues and profits increased

■ Industrial Solutions : Revenues and profits decreased

## ■ The Outlook for FY19 1H and FY19 remain unchanged from the figures announced on April 2019



# 1. Outline of FY19 1st Quarter (Highlights)

Note: YY/M denotes the year and month of the accounting period-end

# Outline of FY19 1st Quarter (Highlights)

(100 million yen)

	FY19 1Q Results	FY18 1Q Results	YoY
Revenues	1,616	1,730	- 114 (- 7%)
Adjusted Operating Income* <sup>1</sup>	142	163	- 22 (- 13%)
EBIT* <sup>2</sup>	144	160	- 16 (- 10%)
Income before Income Taxes	145	161	- 16 (- 10%)
Net Income* <sup>3</sup>	98	106	- 8 (- 7%)
Net Income per Share	71.22 yen	76.90 yen	- 5.68 yen

▪ Exchange rate : 1USD=110 yen, 1EUR=123 yen

\*1 Adjusted operating income is presented as revenues less cost of sales as well as selling, general and administrative expenses

\*2 EBIT(Earnings Before Interest and Taxes) is presented as income before income taxes less interest income and interest expenses

\*3 Net Income is presented as net income attributable to Hitachi High-Technologies Corporation stockholders

# Outline of FY19 1st Quarter (Revenues and EBIT by Segment) **HITACHI** Inspire the Next

(100 million yen)

( ) : YoY	FY19 1Q Results		Explanation of deviations
	Revenues	EBIT	
Analytical & Medical Solutions	398 (-3%)	64 (-16)	Revenues and EBIT decreased due to the impact of change in foreign exchange rates in clinical analyzers and the increase in R&D, etc.
Nano-Technology Solutions	455 (+8%)	92 (+12)	Revenues and EBIT increased due to sales increase for investment in mass production and next-generation cutting-edge processes for logic, despite the impact of a memory customer delaying in part of an investment plan
Industrial Solutions	774 (-16%)	-5 (-17)	Revenues and EBIT decreased due to a decline in large orders for liquid crystal display exposure systems, reduce of demand for industrial materials and semiconductor-related materials and withdrawal from lower-earning businesses
Total	1,616 (-7%)	144 (-16)	

Note: •YoY are compared with restated figures of FY18 1Q

•Elimination such as subtractions in intersegment transactions, etc., are included in the total



## 2. FY19 1st Half Outlook

Note: YY/M denotes the year and month of the accounting period-end  
(e) denotes the figures announced on April 2019  
(e1) denotes the figures announced on July 2019

# FY19 1st Half Outlook (Highlights)

(100 million yen)

	FY19 1H Outlook (e1)	YoY	The Figures Announced on April 2019 (e)
Revenues	3,400	- 231( - 6%)	3,400
Adjusted Operating Income*1	260	- 98( - 27%)	260
EBIT*2	260	- 80( - 23%)	260
Income before Income Taxes	260	- 82( - 24%)	260
Net Income*3	190	- 56( - 23%)	190
Net Income per Share	138.16 yen	- 40.38 yen	138.16 yen
Cash Dividend per Share	55.00 yen	+10.00 yen	55.00 yen

• The Outlook for FY19 remain unchanged from the figures announced on April 2019

\*1 Adjusted operating income is presented as revenues less cost of sales as well as selling, general and administrative expenses

\*2 EBIT(Earnings Before Interest and Taxes) is presented as income before income taxes less interest income and interest expenses

\*3 Net Income is presented as net income attributable to Hitachi High-Technologies Corporation stockholders



## ■ Analytical & Medical Solutions

Bio & Medical Systems	Steady demand for clinical chemistry and immunodiagnostic analyzers
Analytical Systems	Steady demand for the food, environment and new energy fields, but there are concerns about the impact of slow down on the Chinese market

## ■ Nano-Technology Solutions

Process systems	Investments in next-generation cutting-edge processes remains strong	
Metrology & Analysis Systems	Metrology	Concerns about the impact of further delays on resumption of investment in memory
	Analysis	Steady demand for electronic materials development and drug discovery

# FY19 1st Half Outlook (Revenue and EBIT by Segment)

(100 million yen)

	FY19 1H Outlook (e1)		FY18 1H Results		YoY	
	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
Analytical & Medical Solutions	812	115	814	138	- 0%	- 23
Nano-Technology Solutions	987	171	972	203	+ 2%	- 32
Industrial Solutions	1,696	10	1,885	25	- 10%	- 15
Total	3,400	260	3,631	340	- 6%	- 80

Note: • FY18 figures are restated  
• Elimination such as subtractions in intersegment transactions, etc., are included in the total

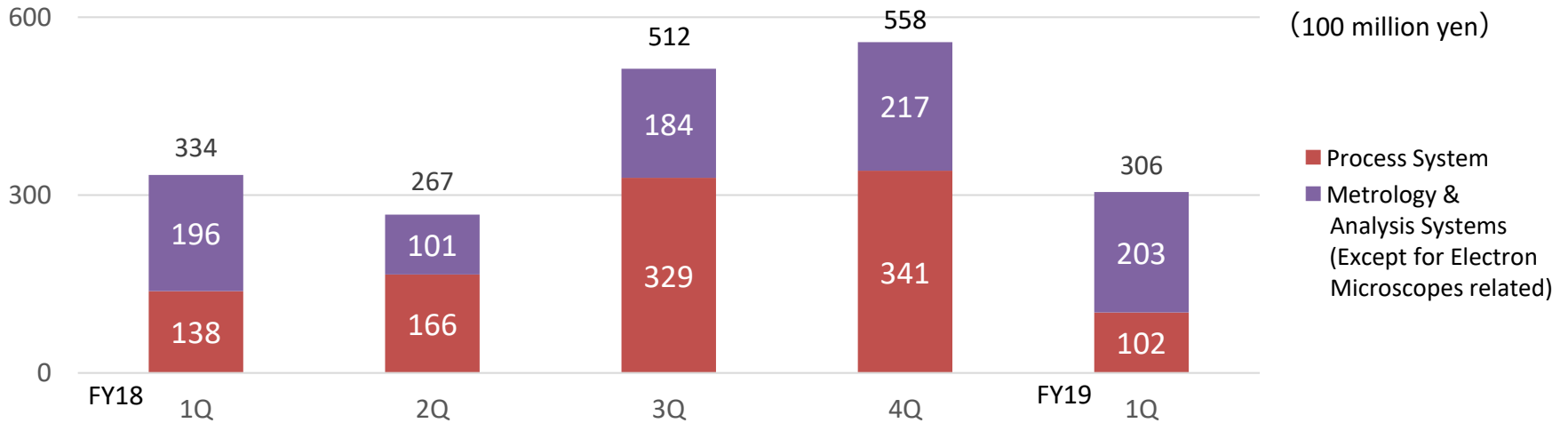
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## 3. Reference

Note: YY/M denotes the year and month of the accounting period-end

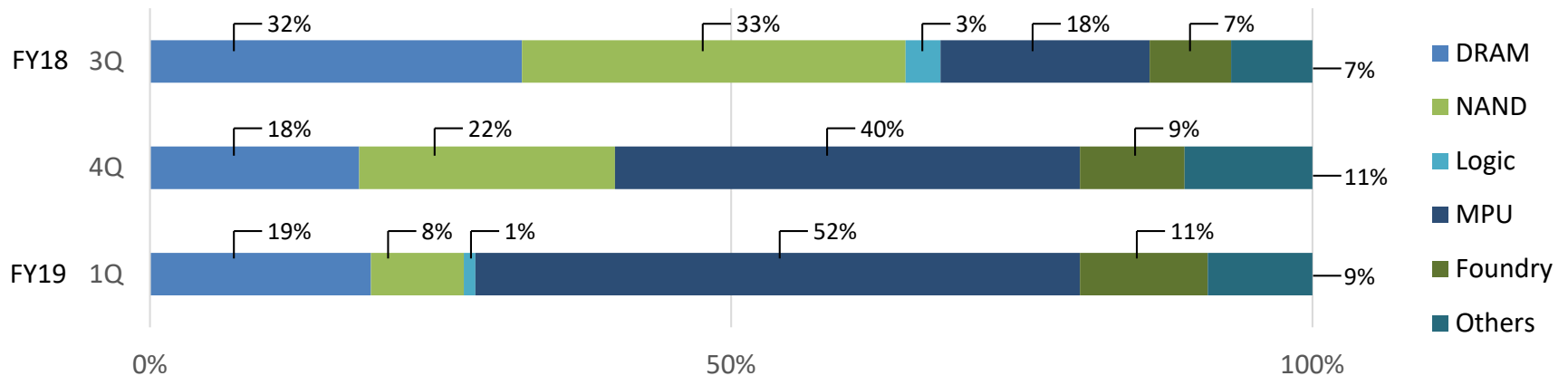
# Reference of Nano-Technology Solutions

## Changes in Orders Received (Results)



## Front End Equip. Revenues Ratio by Fields (Results)

\* Based on unit sales, Except for Electron Microscopes related



# Changes in Quarterly Results

(100 million yen)

			FY18				FY19
			1Q	2Q	3Q	4Q	1Q
Revenues / EBIT	Analytical & Medical Solutions	Revenues	409	405	397	454	398
		EBIT	80	58	74	74	64
	Nano-Technology Solutions	Revenues	421	551	417	482	455
		EBIT	80	123	75	69	92
	Industrial Solutions	Revenues	919	966	982	998	774
		EBIT	12	13	18	21	-5
	Others & Elimination/Corporate	Revenues	-19	-20	-22	-28	-11
		EBIT	-12	-14	-11	-18	-6
	Total	Revenues	1,730	1,901	1,774	1,906	1,616
		EBIT	160	180	156	146	144
Income before Income Taxes			161	181	158	148	145
Net Income Attributable to Hitachi High-Technologies Corporation Stockholders			106	140	118	120	98

\*FY18 figures are restated

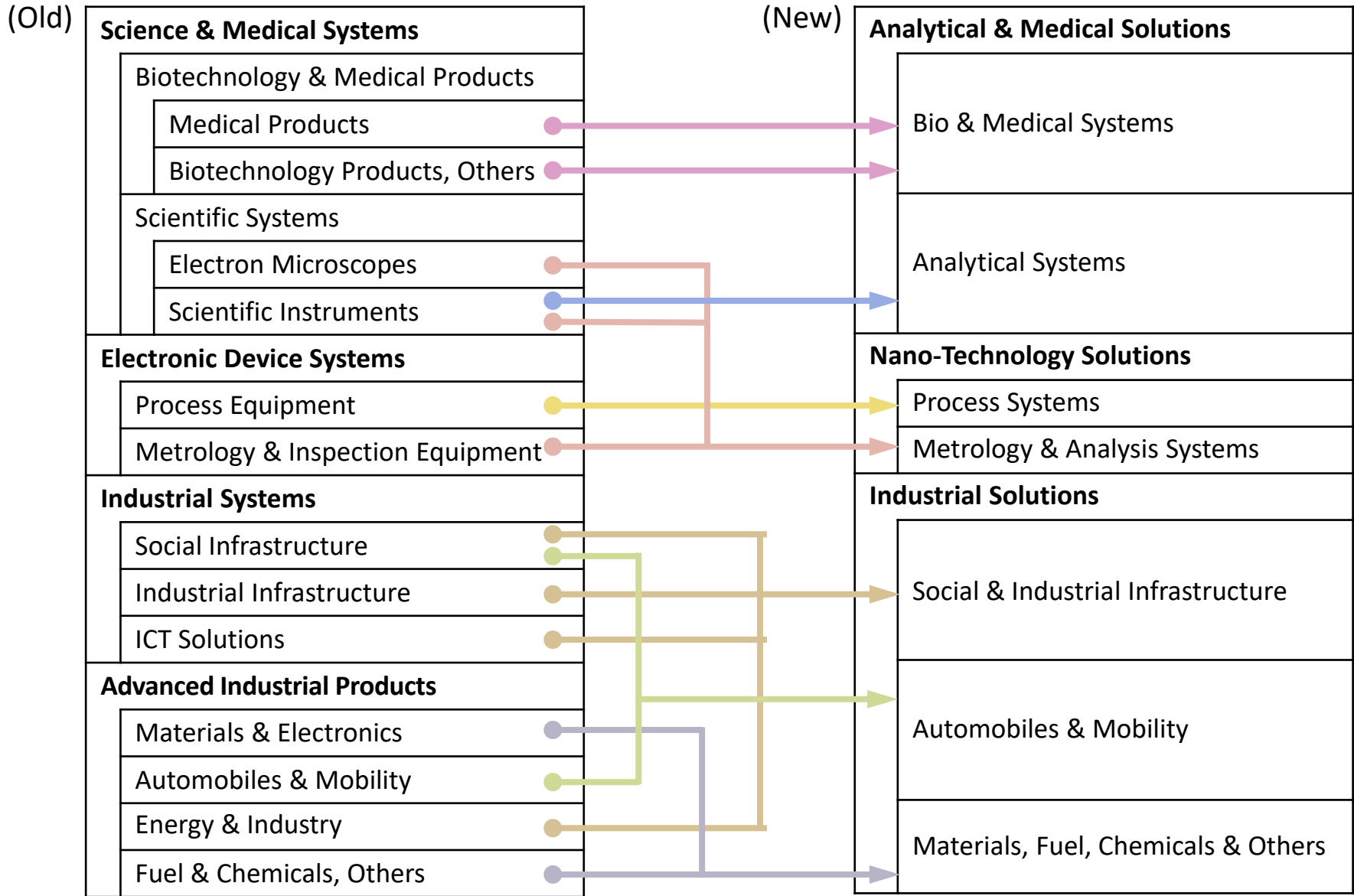
# Revenues Change in Main Business

(100 million yen)

	FY18				FY19
	1Q	2Q	3Q	4Q	1Q
<b>Analytical &amp; Medical Solutions</b>	409	405	397	454	398
Bio & Medical Systems	349	333	331	373	341
Analytical Systems	60	71	65	81	56
<b>Nano-Technology Solutions</b>	421	551	417	482	455
Process Systems	175	172	142	197	204
Metrology & Analysis Systems	245	377	274	284	250
Others	1	1	1	1	1
<b>Industrial Solutions</b>	919	966	982	998	774
Social & Industrial Infrastructure	303	363	331	374	254
Automobiles & Mobility	205	201	224	227	145
Materials, Fuel, Chemicals & Others	411	402	428	398	375

\*FY18 figures are restated

# Repost: Changes in Segment Classification (From FY19)



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## For further information

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### 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.
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