
FY19 3rd Quarter Financial Results

January 29, 2020

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Hitachi High-Technologies Corporation

FY19 3rd Quarter Financial Results

1. Outline of FY19 Q1-Q3 (Highlights)
2. FY19 Outlook
3. Reference

■ FY19 Q1-Q3 Results

Revenues : 517.0 Ybn (YoY: - 4%)

EBIT : 48.5 Ybn (YoY: - 1.1 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

1. Outline of FY19 Q1-Q3 (Highlights)

Outline of FY19 Q1-Q3 (Highlights)

(100 million yen)

	FY19 1-3Q Results	FY18 1-3Q Results	YoY
Revenues	5,170	5,405	- 235(- 4%)
Adjusted Operating Income*1	482	514	- 33(- 6%)
EBIT*2	485	496	- 11(- 2%)
Income before Income Taxes	488	500	- 12(- 2%)
Net Income*3	366	364	+2(+1%)
Net Income per Share	265.98 yen	264.65 yen	+ 1.33 yen

*Exchange rate : 1USD=109 yen, 1EUR=121 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 Q1-Q3 (Explanation of Deviations)

(100 million yen)

() : YoY	FY19 Q1-Q3 Results		Explanation of Deviations
	Revenues	EBIT	
Analytical & Medical Solutions	1,192 (-2%)	197 (-15)	Revenue and EBIT decreased due to the impact of change in foreign exchange rates and selling price in clinical analyzers.
Nano-Technology Solutions	1,536 (+11%)	313 (+36)	Revenue and EBIT increased due to the strong sales to Logic and Foundries customers investing in mass production and next-generation cutting-edge processes.
Industrial Solutions	2,487 (-13%)	1 (-42)	Revenue and EBIT decreased due to the decline in large orders for liquid crystal display exposure systems, the partial ending of automotive parts transactions, the decreased demand and drop in price of manufacturing components and additional costs for part of large orders.
Total	5,170 (-4%)	485 (-11)	

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

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

2. FY19 Outlook

FY19 Outlook (Highlights : Earning Forecast)

(100 million yen)

	FY19 Outlook (Jan. 2020)	FY18 Results	YoY	vs. Previous Forecast (Oct. 2019)
Revenues	7,000	7,311	- 311(- 4%)	±0(±0%)
Adjusted Operating Income* ¹	560	667	- 107(- 16%)	±0(±0%)
EBIT* ²	600	642	- 42(- 7%)	±0(±0%)
Income before Income Taxes	600	648	- 48(- 7%)	±0(±0%)
Net Income* ³	440	484	- 44(- 9%)	±0(±0%)
Net Income per Share	319.94 yen	352.06 yen	- 32.12 yen	±0.00 yen

• Exchange rate : 1USD=105 yen, 1EUR=120 yen

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

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FY19 Outlook (Highlights : Management Indicators)

	FY19 Outlook (Jan. 2020)	FY18 Results	YoY	vs. Previous Forecast (Oct. 2019)
ROE	10.1%	11.9%	- 1.8%	±0%
ROA*	6.3%	7.3%	- 1.1%	±0%
FCF	31.8 Ybn	12.1 Ybn	+19.7 Ybn	+11.8 Ybn
Cash Dividend per Share	115.00 yen	105.00 yen	+10.00 yen	±0.00 yen

*ROA(Return On Assets) : Net income before deducting non-controlling interests / total assets (end of the fiscal year) x 100

FY19 Outlook (Revenue and EBIT by Segment)

(100 million yen)

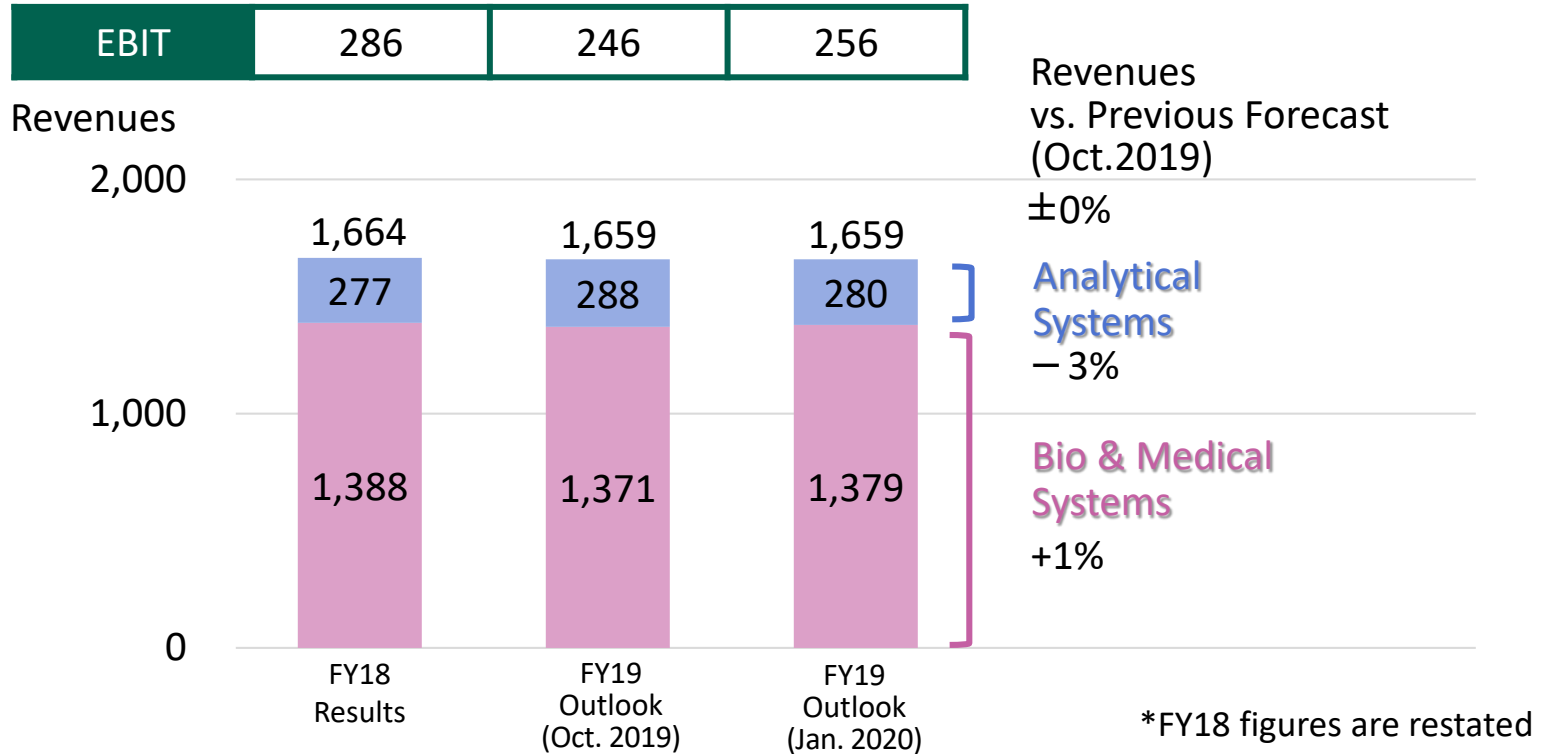
	FY19 Outlook (Jan. 2020)		FY18 Results		YoY		vs. Previous Forecast (Oct. 2019)	
	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
Analytical & Medical Solutions	1,659	256	1,664	286	- 0%	- 30	±0%	+10
Nano-Technology Solutions	2,165	394	1,871	347	+16%	+47	+2%	+39
Industrial Solutions	3,334	1	3,865	64	- 14%	- 63	+0%	- 22
Total	7,000	600	7,311	642	- 4%	- 42	±0%	±0

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

FY19 Outlook (Analytical & Medical Solutions)

Revenues / EBIT Trend

(100 million yen)



Bio & Medical Systems

Demand for clinical analyzers continues to grow steadily

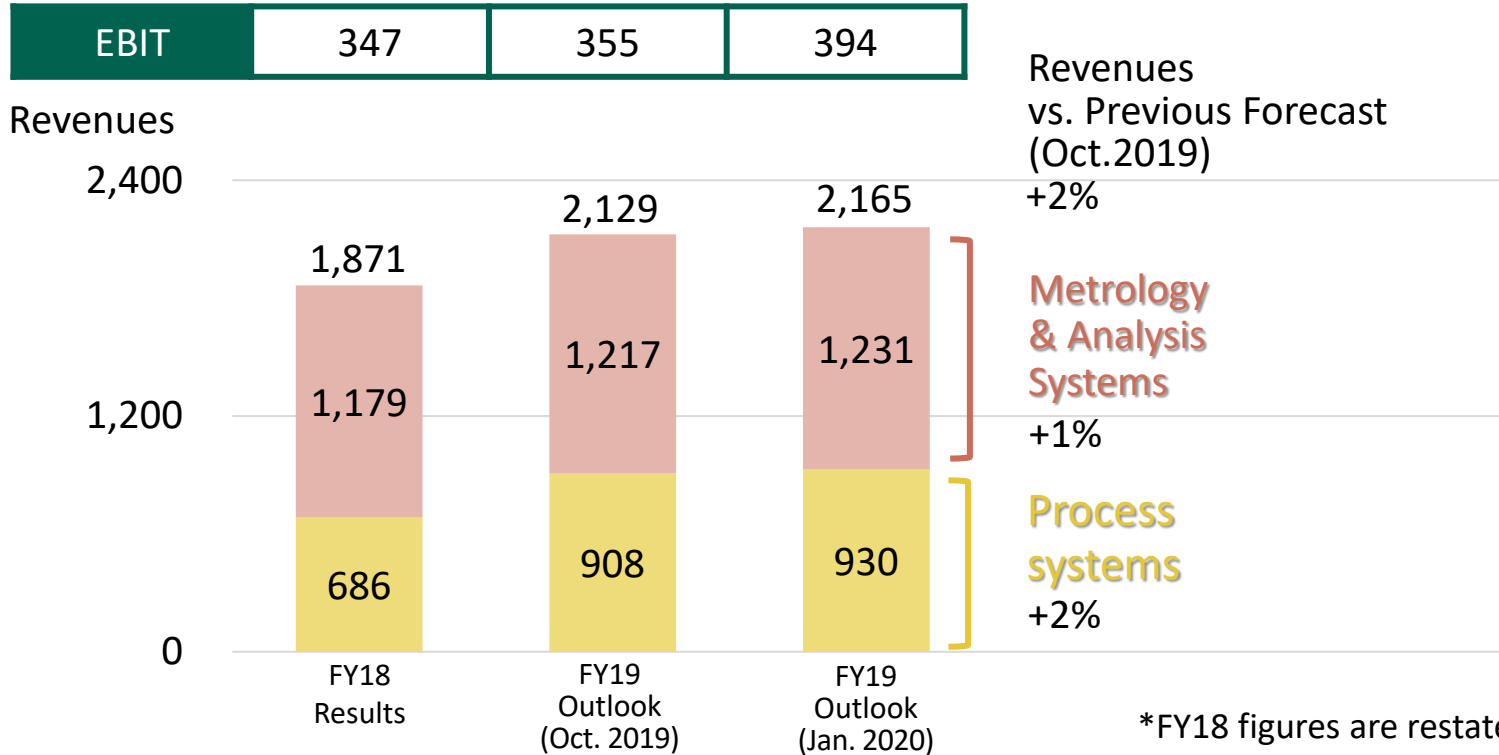
Analytical Systems

- Demand in food, environment, and new energy fields remain steady
- Demand in fields such as electronic components, etc., is also expected to increase

FY19 Outlook (Nano-Technology Solutions)

Revenues / EBIT Trend

(100 million yen)



Process systems

Investments in cutting-edge processes from Logic and Foundries customers remain strong

Metrology & Analysis Systems

Metrology

Investments from some Memory customers have resumed

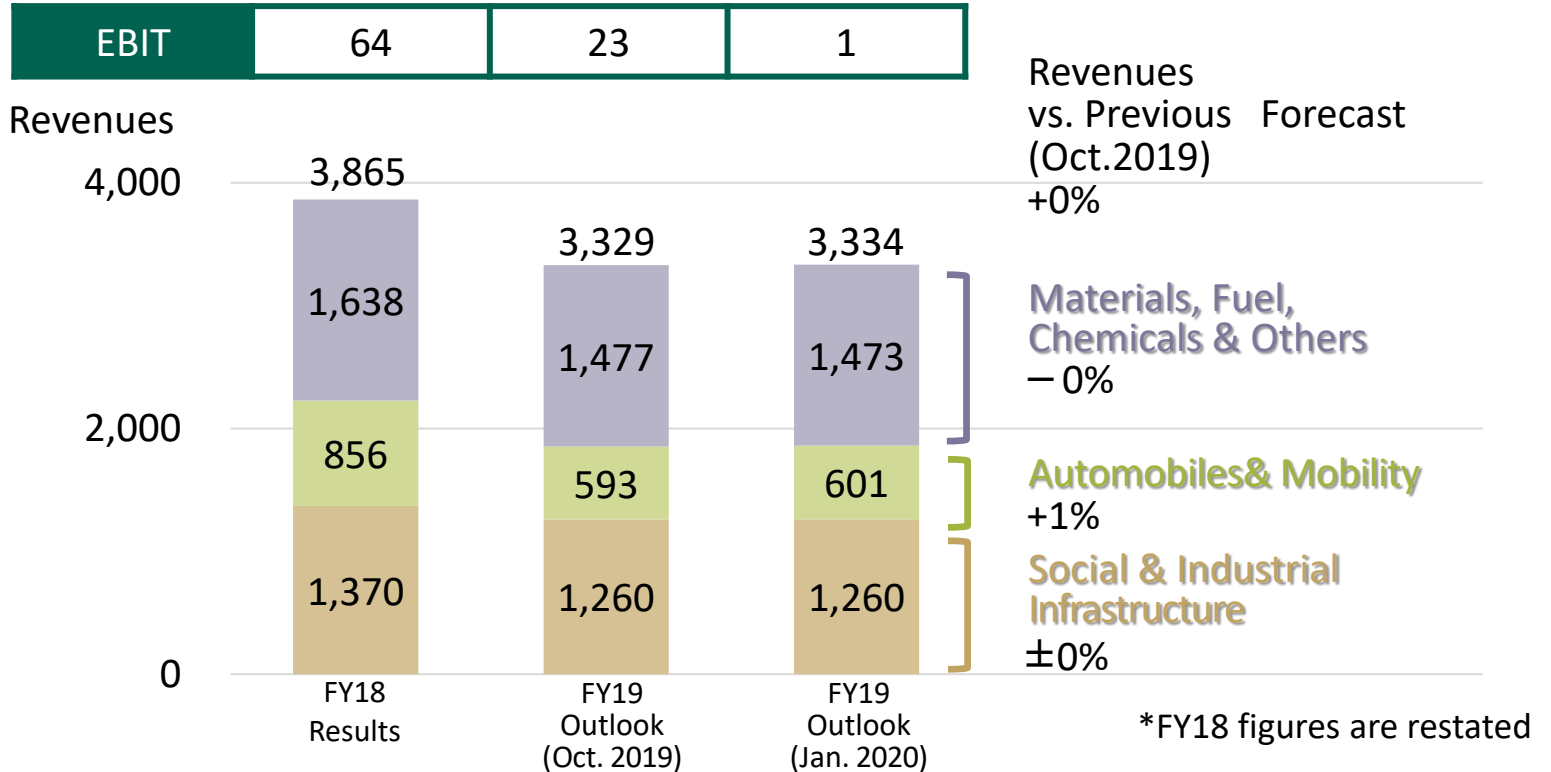
Analysis

- Strong sales of electron microscopes to continue, mainly for Europe and the US market
- Demand for the development of electronic materials, and for the semiconductor analysis field, are also expected to increase

FY19 Outlook (Industrial Solutions)

Revenues / EBIT Trend

(100 million yen)

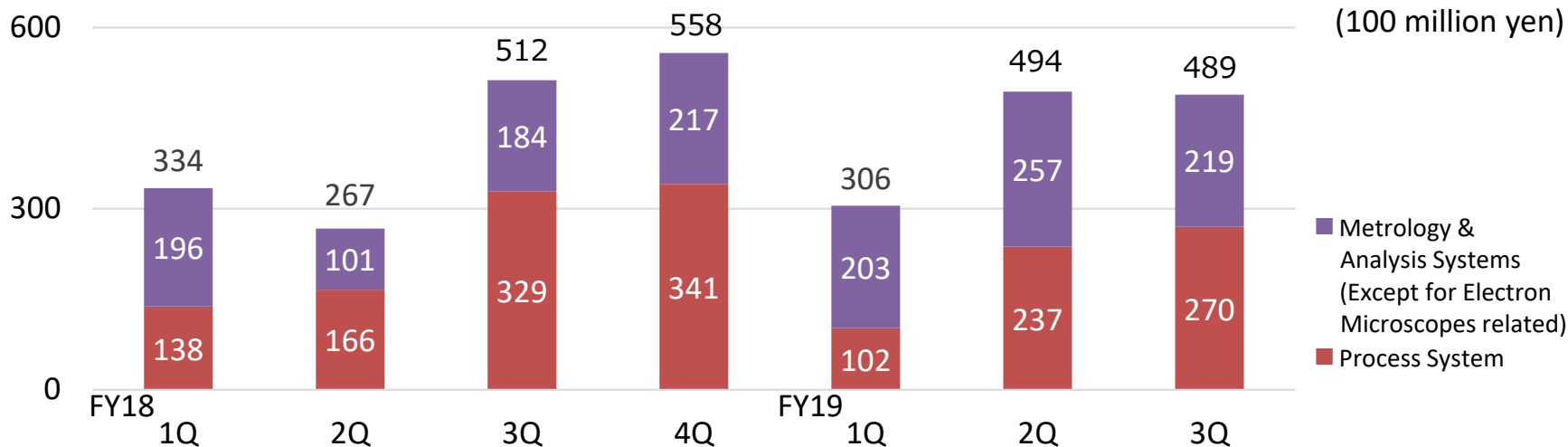


Although demand for automation and productivity improvements remains solid, there are uncertainty around when investment will be made, decreasing demand, price fluctuations for materials and automotive components

3. Reference

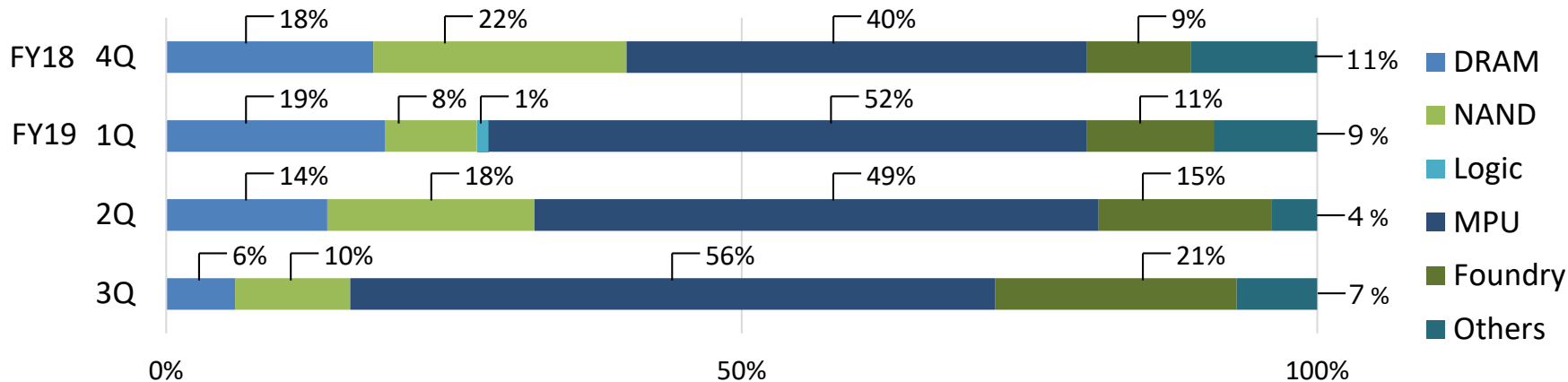
Reference of Nano-Technology Solutions

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	2Q	3Q	
Revenues / EBIT	Analytical & Medical Solutions	Revenues	409	405	397	454	398	396	399
		EBIT	80	58	74	74	64	53	80
	Nano-Technology Solutions	Revenues	421	551	417	482	455	552	528
		EBIT	80	123	75	69	92	116	105
	Industrial Solutions	Revenues	919	966	982	998	774	915	798
		EBIT	12	13	18	21	-5	6	0
	Others & Elimination/Corporate	Revenues	-19	-20	-22	-28	-11	-15	-19
		EBIT	-12	-14	-11	-18	-6	-11	-8
	Total	Revenues	1,730	1,901	1,774	1,906	1,616	1,848	1,706
		EBIT	160	180	156	146	144	163	177
	Income before Income Taxes		161	181	158	148	145	165	178
	Net Income Attributable to Hitachi High-Technologies Corporation Stockholders		106	140	118	120	98	128	140

*FY18 figures are restated

Revenues Change in Main Business

(100 million yen)

	FY18				FY19		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Analytical & Medical Solutions	409	405	397	454	398	396	399
Bio & Medical Systems	349	333	331	373	341	321	337
Analytical Systems	60	71	65	81	56	74	62
Nano-Technology Solutions	421	551	417	482	455	552	528
Process Systems	175	172	142	197	204	252	263
Metrology & Analysis Systems	245	377	274	284	250	299	264
Others	1	1	1	1	1	1	1
Industrial Solutions	919	966	982	998	774	915	798
Social & Industrial Infrastructure	303	363	331	374	254	398	286
Automobiles & Mobility	205	201	224	227	145	148	141
Materials, Fuel, Chemicals & Others	411	402	428	398	375	368	371

*FY18 figures are restated

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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.
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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