



FY15 3rd Quarter Financial Results

January 27, 2016

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1. Outline of FY15 Q1-Q3

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

*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)

Outline of FY15 Q1-Q3 (Highlights)

(100 million yen)	FY15 Q1-Q3 Results	YoY		FY15 Q3 Results	YoY	
		Increase / Decrease	Ratio		Increase / Decrease	Ratio
Revenues	4,591	+122	+3%	1,451	-8	-1%
EBIT	357	+31	+9%	136	+34	+33%
Income before Income Taxes	360	+30	+9%	137	+34	+33%
Net Income	273	+31	+13%	104	+31	+43%
Net Income per Share	198.43 yen	+22.78 yen		—		—

Notes: • Exchange rate: 1USD=122 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

Outline of FY15 Q1-Q3 (Revenues and EBIT by Segments)

		FY15 1Q-3Q Results		FY14 1Q-3Q Results		YoY	
		Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
(100 million yen)							
	Electronic Device Systems	755	100	738	131	+2%	-31
	Fine Technology Systems	92	1	63	0	+45%	+1
	Science & Medical Systems	1,273	205	1,198	196	+6%	+8
	Industrial & IT Systems	557	-4	570	-6	-2%	+2
	Advanced Industrial Products	1,955	31	1,934	17	+1%	+14
	Total	4,591	357	(4,635) 4,469	(314) 326	(-1%) +3%	(+43) +31

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

Outline of FY15 Q1-Q3 (Explanation of Deviations)

vs. Same Period Last Year (Results for FY14 Q1-Q3)

Revenues (446.9 Ybn → 459.1 Ybn +12.2 Ybn)

- Fine Technology Systems: Increased 2.9 Ybn due mainly to increased sales of railway inspection equipment and post-sales
- Science & Medical Systems: Increased 7.5 Ybn due mainly to higher sales of electron microscopes and clinical analyzers

EBIT (32.6 Ybn → 35.7 Ybn +3.1 Ybn)

- Electronic Device Systems: Decreased 3.1 Ybn due mainly to lower sales of process equipment
- Science & Medical Systems: Increased 0.8 Ybn for the same reason as Revenues
- Advanced Industrial Products: Increased 1.4 Ybn due mainly to higher sales of electronic components and materials
- Other income of 3.8 Ybn was recognized due to partial transition from a defined benefit pension plan to a defined contribution pension plan

3. FY15 Outlook

Note: YY/M denotes the year and month of the accounting period-end
(e) denotes the previous forecast (October 2015)
(e1) denotes the current forecast (January 2016)

FY15 Outlook (Highlight)

(100 million yen)	FY15 Outlook (e1)	YoY		vs. Previous Forecast	
		Increase / Decrease	Ratio	Increase / Decrease	Ratio
Revenues	6,400	+204	+3%	±0	±0%
EBIT	446	-2	-0%	+26	+6%
Income before Income Taxes	450	-2	-0%	+25	+6%
Net Income	334	+23	+7%	+10	+3%
Net Income per Share	242.86 yen	+16.78 yen		+7.28 yen	
Cash Dividend per Share	55.00 yen	+10.00 yen		±0.00 yen	
ROE	10.3%		-0.2%	+0.3%	
FCF	+160		-91		±0

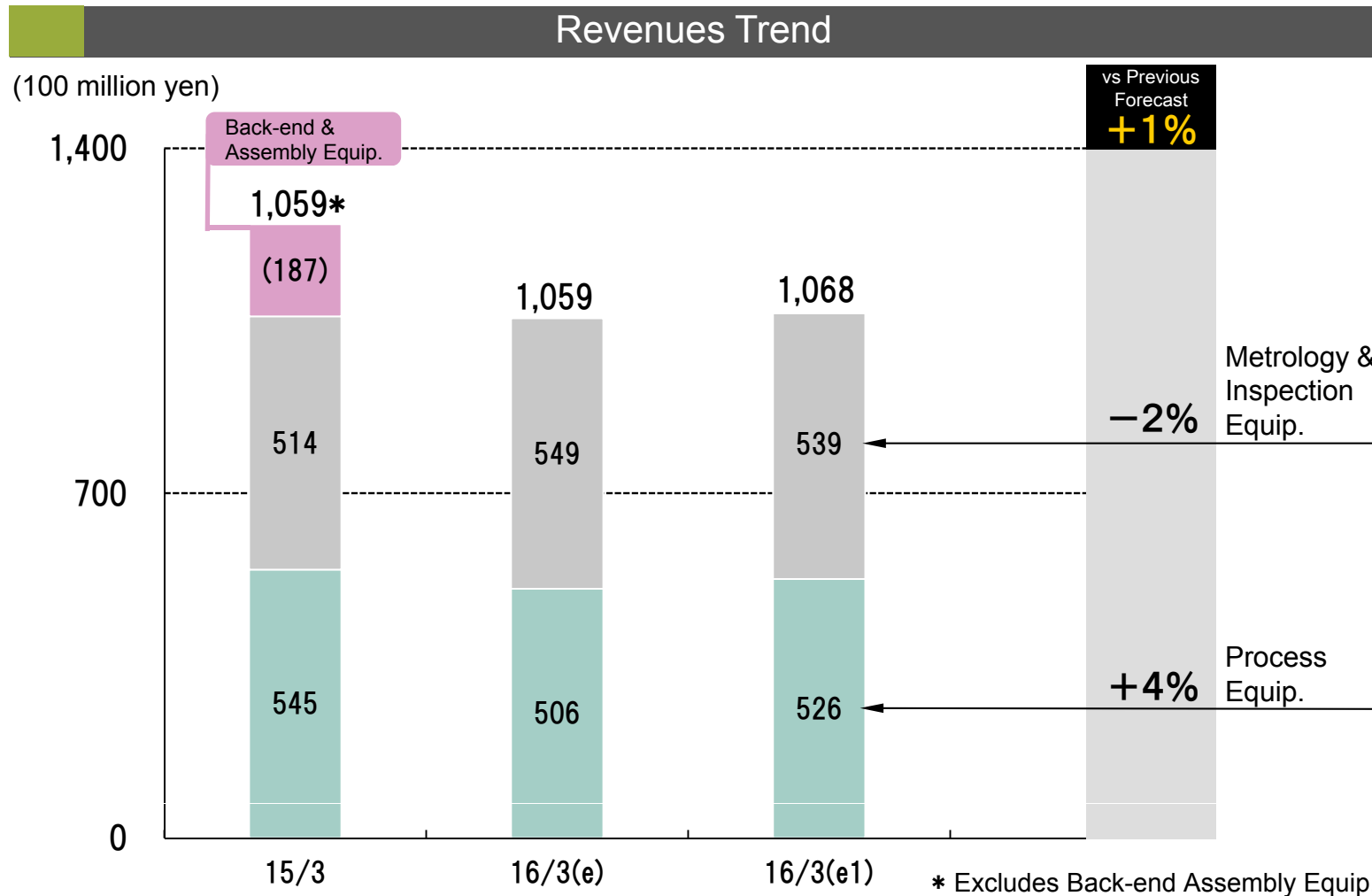
Notes: ▪ Previous forecast (October 2015)
▪ FX rate estimate: 1USD=115 yen, 1EUR=125 yen

FY15 Outlook (Revenues and EBIT by Segments)

		FY15 Outlook (e1)		FY14 Results		YoY		FY15 Outlook (e)	
(100 million yen)		Revenues	EBIT	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
	Electronic Device Systems	1,068	155	1,059	174	+1%	-19	1,059	151
	Fine Technology Systems	157	4	114	7	+39%	-3	163	4
	Science & Medical Systems	1,733	254	1,643	261	+6%	-7	1,720	233
	Industrial & IT Systems	819	6	849	2	-3%	+4	841	7
	Advanced Industrial Products	2,600	34	2,581	22	+1%	+12	2,700	33
	Total	6,400	446	(6,383) 6,196	(434) 448	(+0%) +3%	(+12) -2	6,400	420

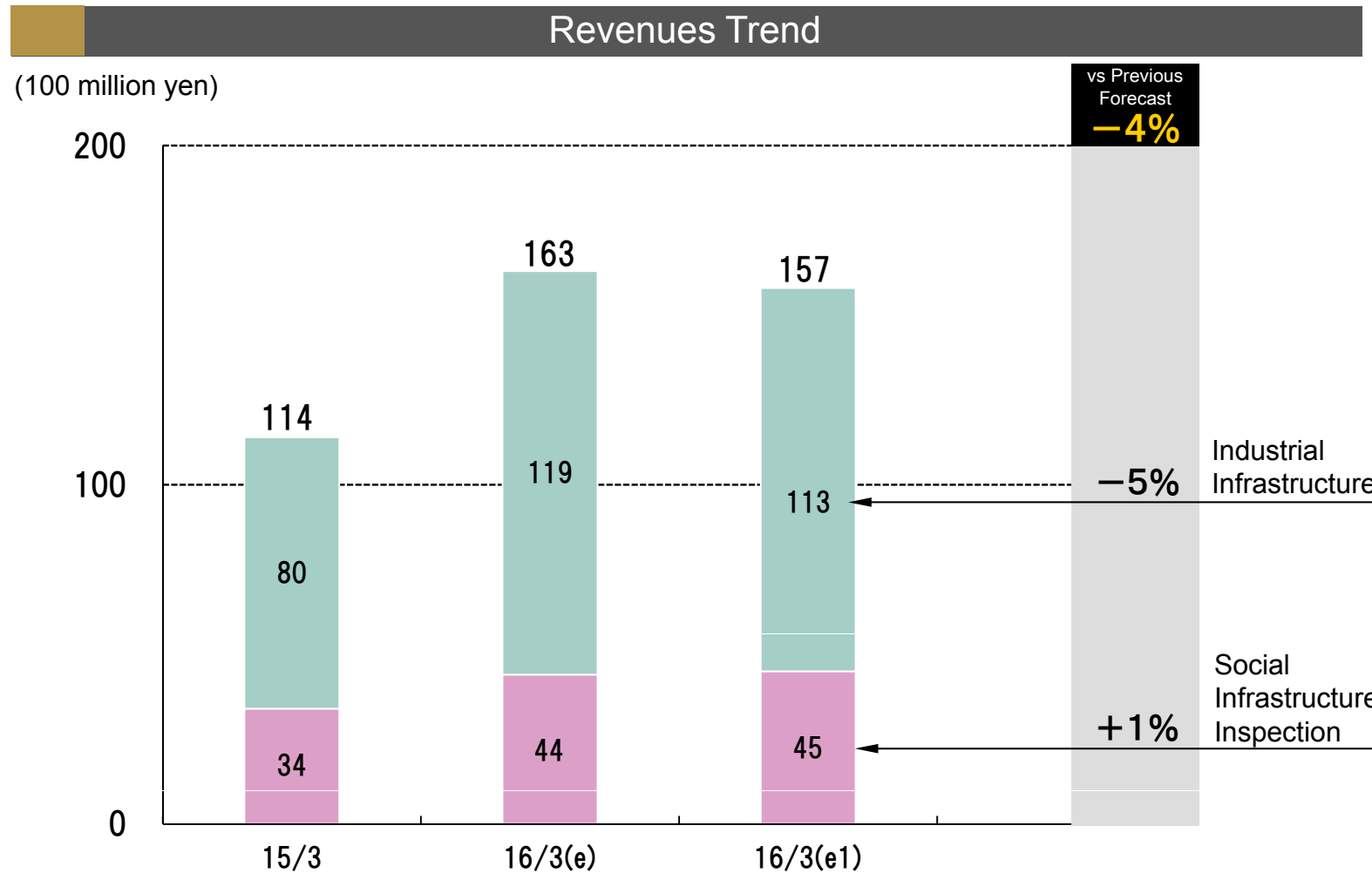
Notes: • Elimination such as subtractions in intersegment transactions, etc., are included in the totals
• In the row for Total, figures in parentheses include the performance of discontinued operations

FY15 Outlook (Electronic Device Systems)



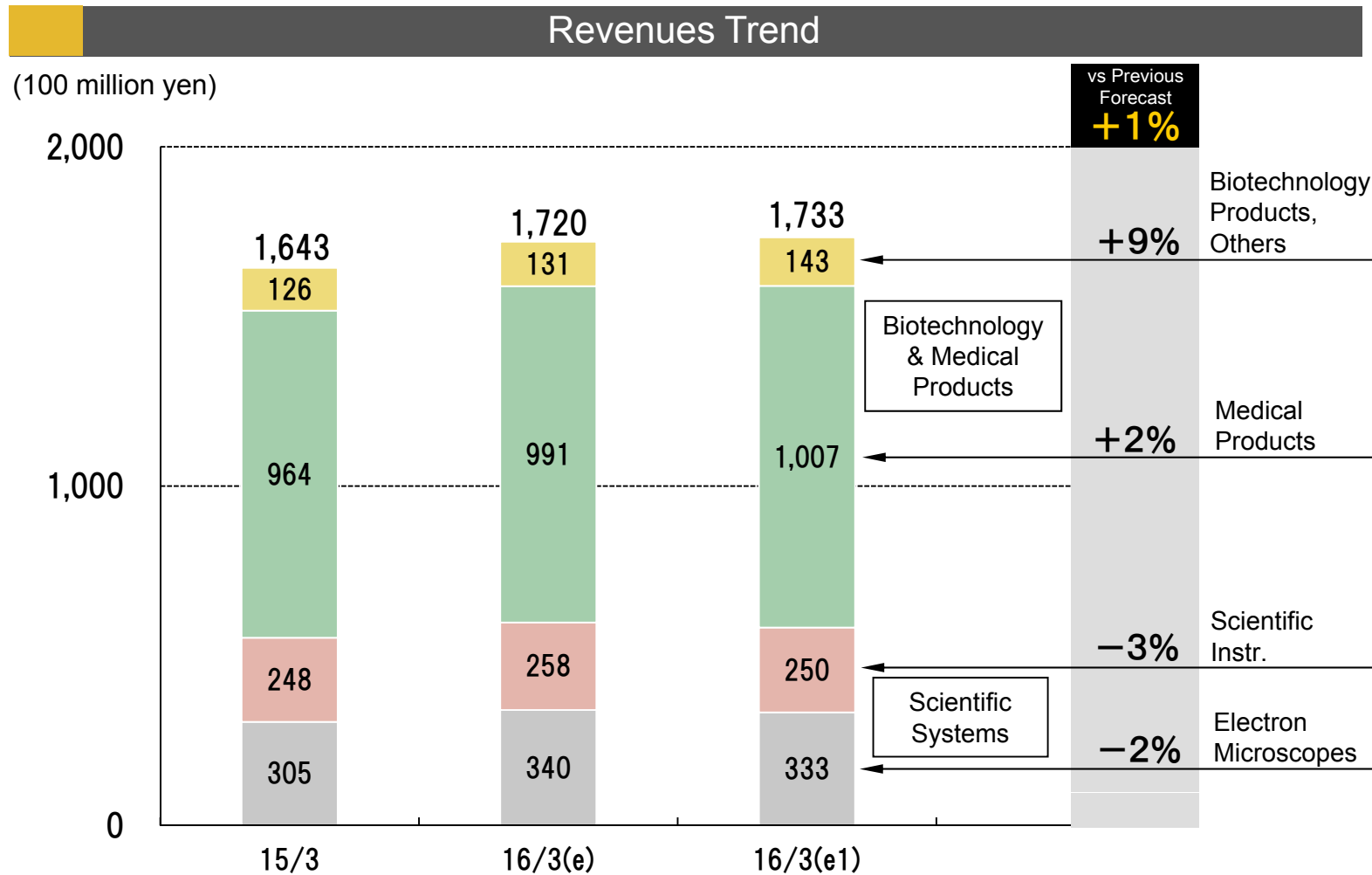
As a trend, the semiconductor manufacturing equipment market is recovering gradually, although investment demand has varied in strength by customer and device. Respond broadly to device development and mass production by expanding and enhancing its product lineup

FY15 Outlook (Fine Technology Systems)



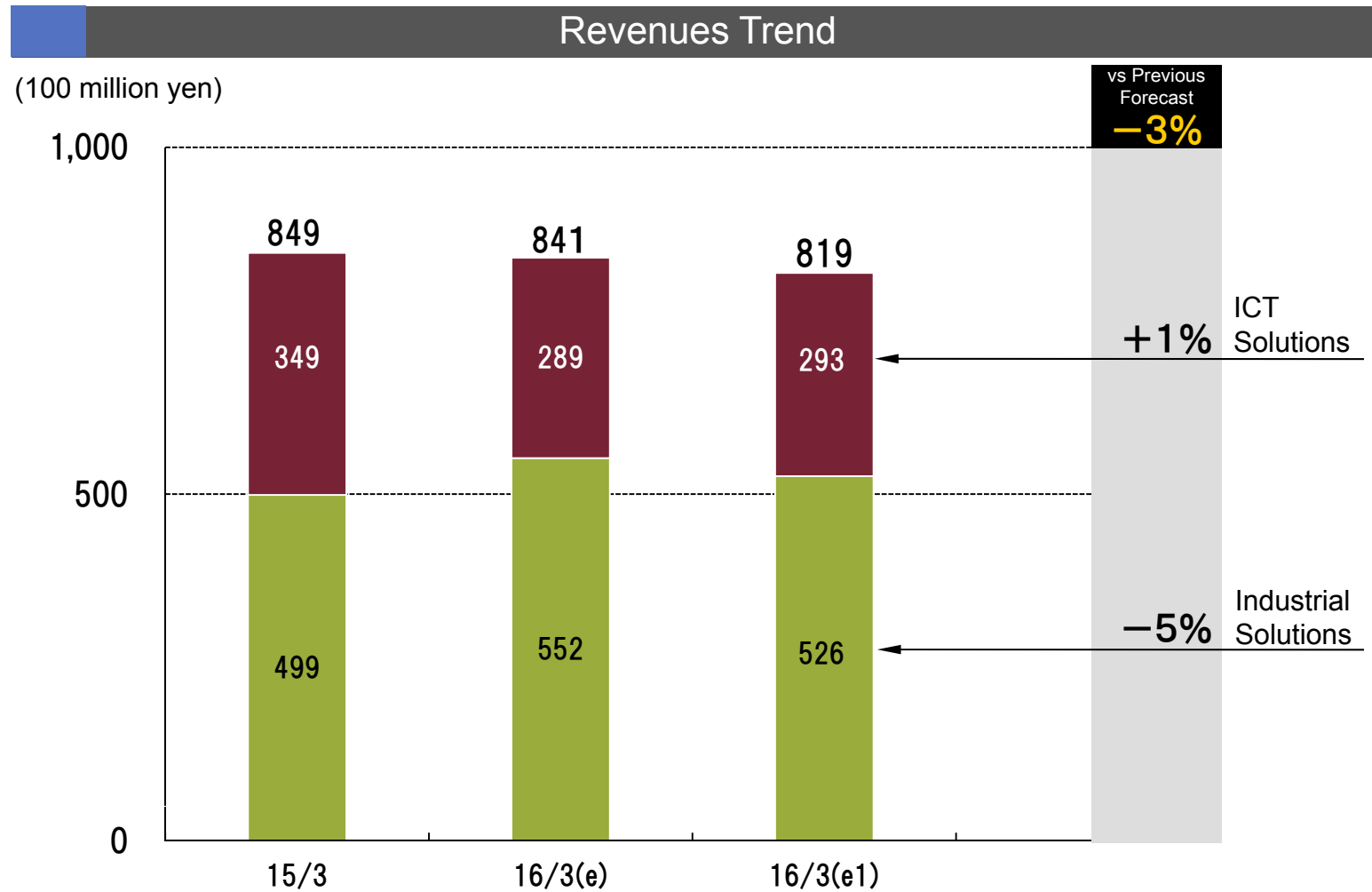
Capital expenditure in social infrastructure inspection and industrial infrastructure equipment is revitalizing. Develop its railway inspection equipment business overseas and expanding its automation facilities business

FY15 Outlook (Science & Medical Systems)



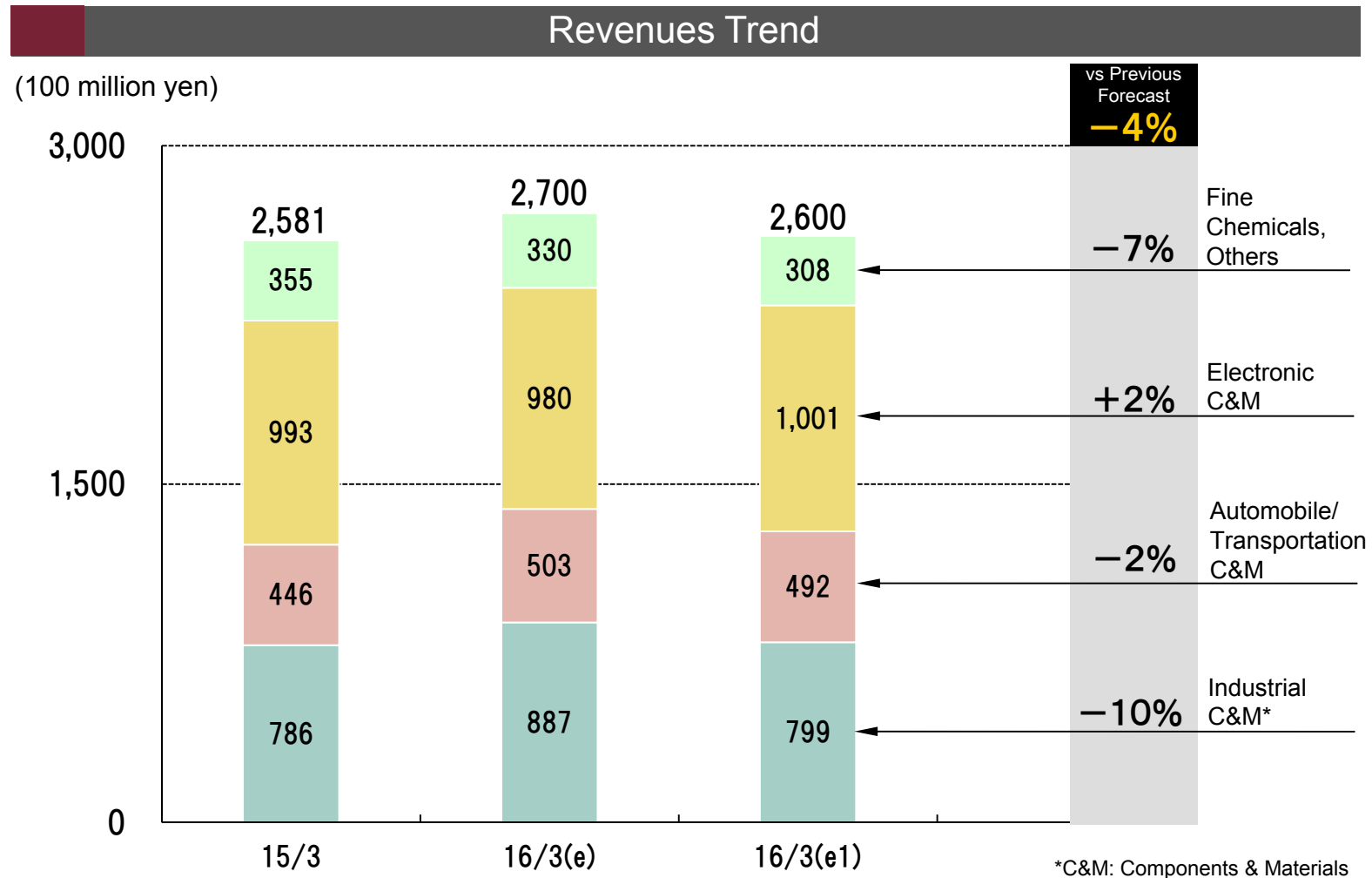
In Scientific Systems, overseas demand is increasing. In line with solid growth in the Biotechnology & Medical markets, it will focus on expanding sales of new products and developing new fields and businesses including genetic testing

FY15 Outlook (Industrial & IT Systems)



Expand sales and optimizing its business in automotive manufacturing equipment, control systems, and automotive HDDs

FY15 Outlook (Advanced Industrial Products)

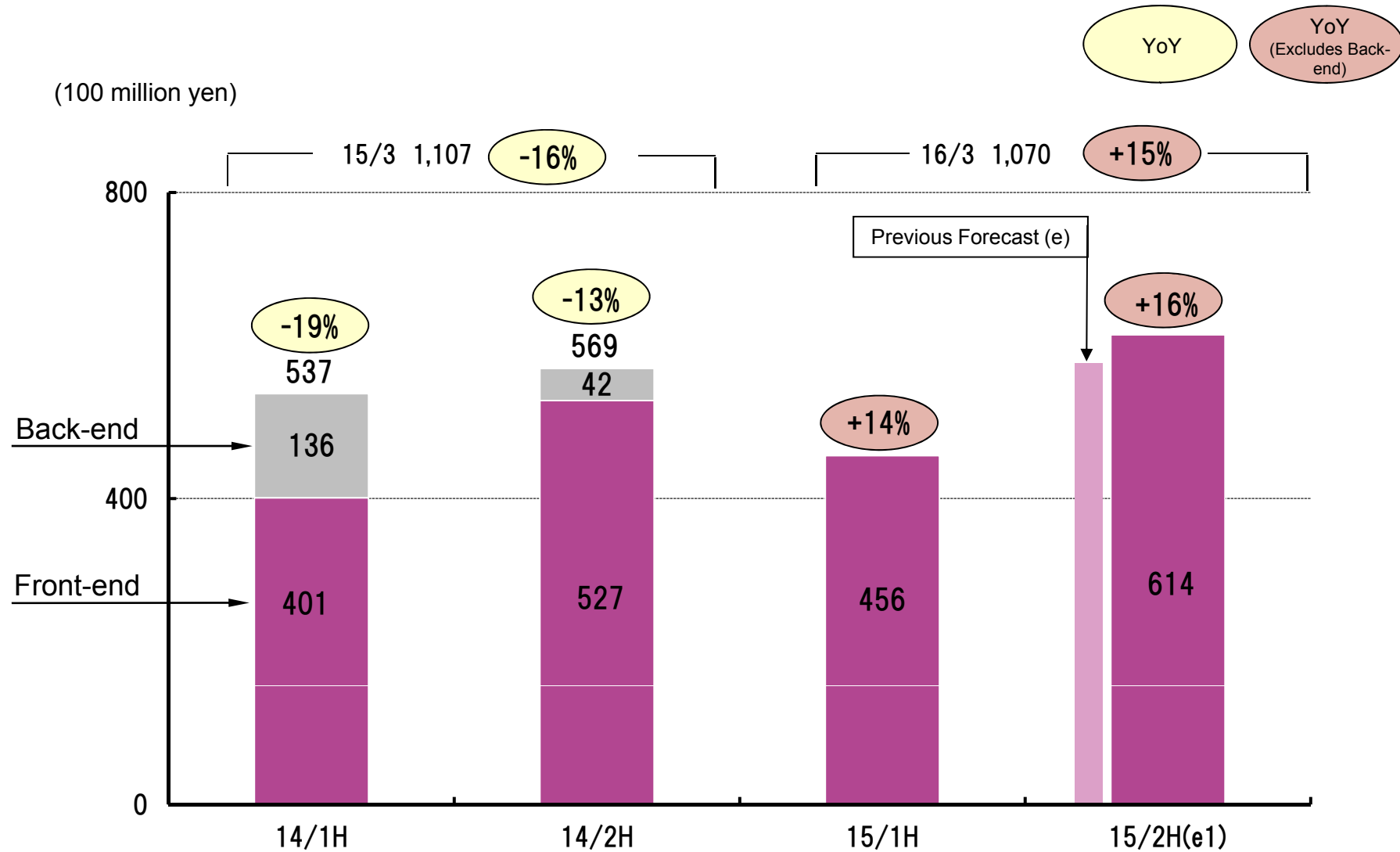


Demand for construction machinery and sales of industrial components and materials have fallen as a consequence of sagging resource prices.
Focus on businesses with high added value in mainly the automotive and electronics markets

3. Reference

Note: YY/M denotes the year and month of the accounting period-end
(e) denotes the previous forecast (October 2015)
(e1) denotes the current forecast (January 2016)

Changes in Orders Received (Electronic Device Systems)



Changes in Quarterly Results

(100 million yen)

		FY14 1Q	FY14 2Q	FY14 3Q	FY14 4Q	FY15 1Q	FY15 2Q	FY15 3Q	
Revenues / EBIT	Electronic Device Systems	Revenues	294	228	217	321	284	263	208
		EBIT	81	21	29	43	55	19	25
	Fine Technology Systems	Revenues	13	31	19	50	16	41	34
		EBIT	-5	5	0	6	-3	4	-1
	Science & Medical Systems	Revenues	388	411	399	445	404	450	419
		EBIT	67	63	67	65	63	76	66
	Industrial & IT Systems	Revenues	173	212	185	278	170	224	164
		EBIT	-9	7	-4	8	-3	1	-2
	Advanced Industrial Products	Revenues	643	644	648	647	643	670	642
		EBIT	6	4	7	5	9	9	13
	Others & Elimination/Corporate	Revenues	-14	-12	-9	-13	-12	-13	-16
		EBIT	-2	-12	2	-5	-4	-6	35
	Total	Revenues	1,497	1,514	1,458	1,727	1,506	1,635	1,451
		EBIT	138	87	102	121	118	103	136
Income before Income Taxes		139	88	103	122	119	104	137	
Net Income attributable to owners of the Parent		96	73	73	69	77	92	104	

Note: The amounts of revenues, EBIT and income before income taxes are presented only for continuing operations

Revenues Change in Main Business

(100 million yen)

	FY14/Q1	FY14/Q2	FY14/Q3	FY14/Q4	FY15/Q1	FY15/Q2	FY15/Q3
Electronic Device Systems	294	228	217	321	284	263	208
Process Equipment	158	129	123	136	153	127	101
Metrology & Inspection Equipment	136	99	94	185	129	136	107
Others	—	—	—	—	2	1	0
Fine Technology Systems	13	31	19	50	16	41	34
Social Infrastructure Inspection	1	5	4	24	5	11	8
Industrial Infrastructure	13	26	15	26	11	30	26
Science & Medical Systems	388	411	399	445	404	450	419
Electron Microscopes	45	93	67	100	56	96	75
Scientific Instr.	47	63	52	86	45	72	54
Medical Products	260	222	253	230	270	250	251
Biotechnology Products, Others	36	34	27	29	33	32	39
Industrial & IT Systems	173	212	185	278	170	224	164
Industrial Solutions	70	130	109	190	90	142	99
ICT Solutions	103	82	76	88	80	81	65
Advanced Industrial Products	643	644	648	647	643	670	642
Industrial C&M	192	192	199	203	202	203	181
Automobile/Transportation C&M	103	109	118	116	118	127	128
Electronic C&M	258	246	246	244	242	269	263
Fine Chemicals, Others	90	97	85	84	81	71	71

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

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