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# FY16 1st Quarter Financial Results [IFRS]

July 27, 2016

Shunichi Uno

Senior Vice President and Executive Officer

Hitachi High-Technologies Corporation

## **FY16 1st Quarter Financial Results [IFRS]**

1. FY16 1st Quarter (Highlights)
2. FY16 1st Half Outlook
3. Reference

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# 1. FY16 1st Quarter (Highlights)

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

# FY16 1st Quarter (Highlights)

(100 million yen)	FY16 Q1 Results	FY15 Q1 Results	YoY	
			Increase/Decrease	Ratio
Revenues	1,496	1,506	-10	-1%
Adjusted Operating Income*1	159	124	+34	+28%
EBIT*2	164	118	+46	+39%
Income before Income Taxes	165	119	+45	+38%
Net Income	129	77	+52	+67%
Net Income per Share	93.71 yen	56.12 yen	+37.59 yen	





Notes: • Exchange rate: 1USD=108 yen, 1EUR=122 yen

\*1 Adjusted Operating Income: A performance indicator calculated by subtracting cost of sales, and selling, general and administrative expenses from revenue

\*2 EBIT (Earnings before interest and taxes): Earnings after the subtraction of interest income and interest expense from income before income taxes

# FY16 1st Quarter (Revenues and EBIT by Segment)

(100 million yen)

		FY16 Q1 Results		FY15 Q1 Results		YoY	
		Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
	Science & Medical Systems	458	92	404	63	+13%	+29
	Electronic Device Systems	279	78	284	55	-2%	+23
	Industrial Systems	184	-6	186	-6	-2%	-0
	Advanced Industrial Products	599	5	643	9	-7%	-4
Total		1,496	164	1,506	118	-1%	+46

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



## 2. FY16 1st Half Outlook

Note: YY/M denotes the year and month of the accounting period-end  
(e) denotes the forecast for the previous period (April 2016)  
(e1) denotes the current forecast (July 2016)

# FY16 1st Half Outlook (Highlights)

(100 million yen)	FY16 1H Outlook (e1)	YoY		vs. Previous Forecast (e)	
		Increase / Decrease	Ratio	Increase / Decrease	Ratio
Revenues	3,100	-41	-1%	-120	-4%
Adjusted Operating Income	217	-11	-5%	+44	+25%
EBIT	229	+8	+3%	+58	+34%
Income before Income Taxes	230	+7	+3%	+58	+34%
Net Income	179	+10	+6%	+44	+33%
Net Income per Share	130.15 yen	+7.06 yen		+31.99 yen	
Cash Dividend per Share	30.00 yen	+5.00 yen		±0.00 yen	
FCF	130	+109		+90	

Notes: No changes in FY16 outlook

# FY16 1st Half Outlook (Revenues and EBIT by Segment)

(100 million yen)

	FY16 1H Outlook (e1)		FY15 1H Results		YoY		FY16 1H Outlook (e)	
	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
Science & Medical Systems	881	130	854	139	+3%	-9	879	107
Electronic Device Systems	591	119	547	74	+8%	+45	583	81
Industrial Systems	426	-4	452	-1	-6%	-3	462	-2
Advanced Industrial Products	1,224	9	1,313	18	-7%	-9	1,345	10
<b>Total</b>	<b>3,100</b>	<b>229</b>	<b>3,141</b>	<b>221</b>	<b>-1%</b>	<b>+8</b>	<b>3,220</b>	<b>171</b>

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



vs. The forecast for the previous period (April 2016)

Revenues (322 Ybn → 310 Ybn -12 Ybn)

■ Advanced Industrial Products:

Decreased 12 Ybn due mainly to a sag in construction machinery demand from a resource price stagnation and lower sales of smartphone components and materials

EBIT (17.1 Ybn → 22.9 Ybn +5.8 Ybn)

■ Science & Medical Systems:

Increased 2.3 Ybn due mainly to major order of clinical analyzers in emerging markets and higher sales from steady demand in China markets

■ Electronic Device Systems:

Increased 3.8 Ybn due mainly to higher sales of CD-SEMs from customers' steady investments for advanced process

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## 3. Reference

# Changes in Quarterly Results

(100 million yen)		FY15 Q1	FY15 Q2	FY15 Q3	FY15 Q4	FY16 Q1	
Revenues / EBIT	Science & Medical Systems	Revenues	404	450	419	497	458
		EBIT	63	76	66	61	92
	Electronic Device Systems	Revenues	284	263	208	272	279
		EBIT	55	19	25	53	78
	Industrial Systems	Revenues	186	265	198	336	184
		EBIT	-6	5	-3	15	-6
	Advanced Industrial Products	Revenues	643	670	642	613	599
		EBIT	9	9	13	4	5
	Others & Elimination/Corporate	Revenues	-12	-13	-16	-20	-24
		EBIT	-4	-6	35	-7	-5
	Total	Revenues	1,506	1,635	1,451	1,698	1,496
		EBIT	118	103	136	125	164
	Income before Income Taxes		119	104	137	126	165
	Net Income attributable to owners of the Parent		77	92	104	87	129

# Revenues Change in Main Business/ Orders Received (Electronic Device Systems)

(100 million yen)	FY15/Q1	FY15/Q2	FY15/Q3	FY15/Q4	FY16/Q1
<b>Science &amp; Medical Systems</b>	404	450	419	497	458
Electron Microscopes	56	96	75	122	50
Scientific Instr.	45	72	54	79	42
Medical Products	270	250	251	267	333
Biotechnology Products, Others	33	32	39	29	32
<b>Electronic Device Systems</b>	284	263	208	272	279
Process Equipment	153	127	101	135	146
Metrology & Inspection Equipment	129	136	107	137	131
Others	2	1	0	0	1
<b>Industrial Systems</b>	186	265	198	336	184
Social Infrastructure	60	89	70	124	76
Industrial Infrastructure	46	94	63	133	53
ICT Solutions	80	81	65	78	55
<b>Advanced Industrial Products</b>	643	670	642	613	599
Industrial Materials	295	284	263	256	255
Electronics Materials	214	231	214	198	193
VCS	134	155	165	159	151

<b>16/1H Orders Received (Electronic Device Systems)</b>	The previous forecast (April)	<b>506(+11%)</b>	The current forecast (July)	<b>545(+20%)</b>
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( ): YoY

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### For further information

Takeshi Nishimura

General Manager, CSR & Corporate Communications Dept.,  
CSR Div.

TEL:+81-3-3504-7813 FAX:+81-3-3504-5943

E-mail: [takeshi.nishimura.zh@hitachi-hightech.com](mailto:takeshi.nishimura.zh@hitachi-hightech.com)

#### 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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