



# **FY16 3rd Quarter Financial Results [IFRS]**

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## 1. FY16 Q1-Q3 (Highlights)

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

# FY16 Q1-Q3 (Highlights)

(100 million yen)





	FY16 Q1-Q3 Results	YoY		FY16 Q3 Results	YoY	
		Increase / Decrease	Ratio		Increase / Decrease	Ratio
Revenues	4,629	+38	+1%	1,581	+130	+9%
Adjusted Operating Income*1	450	+122	+37%	165	+64	+64%
EBIT*2	439	+82	+23%	166	+30	+22%
Income before Income Taxes	441	+81	+22%	166	+30	+22%
Net Income	332	+59	+22%	124	+20	+19%
Net Income per Share	241.67 yen	+43.24 yen		—		—

Notes: • Exchange rate (Q1-Q3) : 1USD=107 yen, 1EUR=118 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 from continuing operations, before income taxes less interest income plus interest charges

# FY16 Q1-Q3 (Revenues and EBIT by Segment)

(100 million yen)		FY16 1Q-3Q Results		FY15 1Q-3Q Results		YoY	
		Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
	Science & Medical Systems	1,348	218	1,273	205	+6%	+13
	Electronic Device Systems	919	226	755	100	+22%	+126
	Industrial Systems	596	-2	650	-3	-8%	+1
	Advanced Industrial Products	1,827	17	1,955	31	-7%	-14
Total		4,629	439	4,591	357	+1%	+82

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

vs. Same Period Last Year (Results for FY15 Q1-Q3)

## Revenues (459.1 Ybn → 462.9 Ybn +3.8 Ybn)

- Science & Medical Systems: Increased 7.5 Ybn due to growth in large orders for clinical analyzers and higher sales of clinical analyzers for the Chinese market
- Electronic Device Systems: Increased 16.4 Ybn due to a strong performances in sales of process equipment servicing business, CD-SEM and inspection systems for major customers
- Advanced Industrial Products: Decreased 12.8 Ybn due to the impact of low materials prices and a decline in sales of smartphone-related materials and components

## EBIT (35.7 Ybn → 43.9 Ybn +8.2 Ybn)

- Electronic Device Systems: Increased 12.6 Ybn for the same reason as revenues
  - Advanced Industrial Products: Decreased 1.4 Ybn for the same reason as revenues
- In FY15 Q1-Q3 EBIT, impacts have been 3.8 Ybn due to partial transition from a defined benefit pension plan to a defined contribution pension plan

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## 2. FY16 Outlook

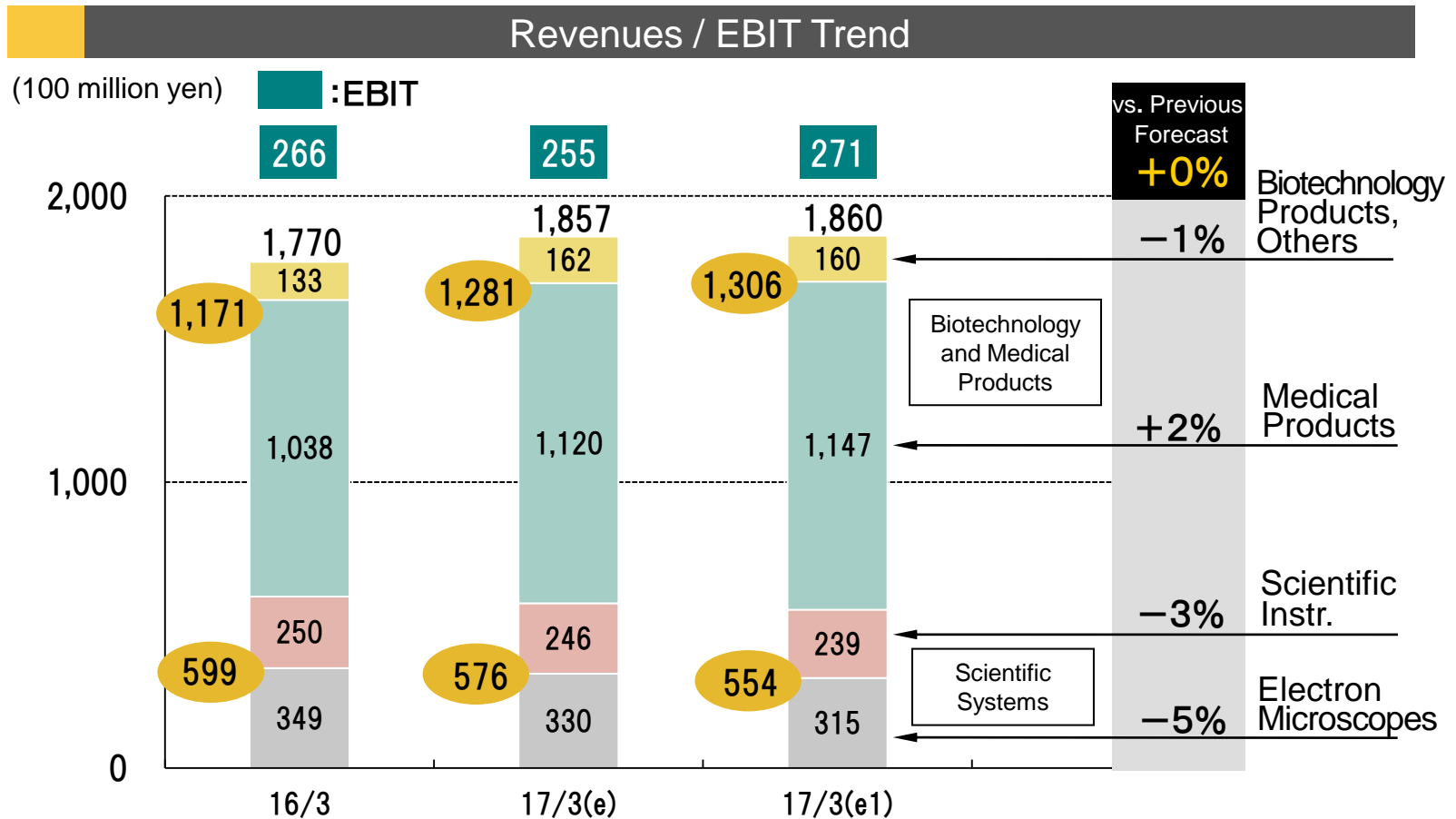
Note: YY/M denotes the year and month of the accounting period-end  
(e) denotes the previous forecast (October 2016)  
(e1) denotes the current forecast (January 2017)

# FY16 Outlook (Highlights)

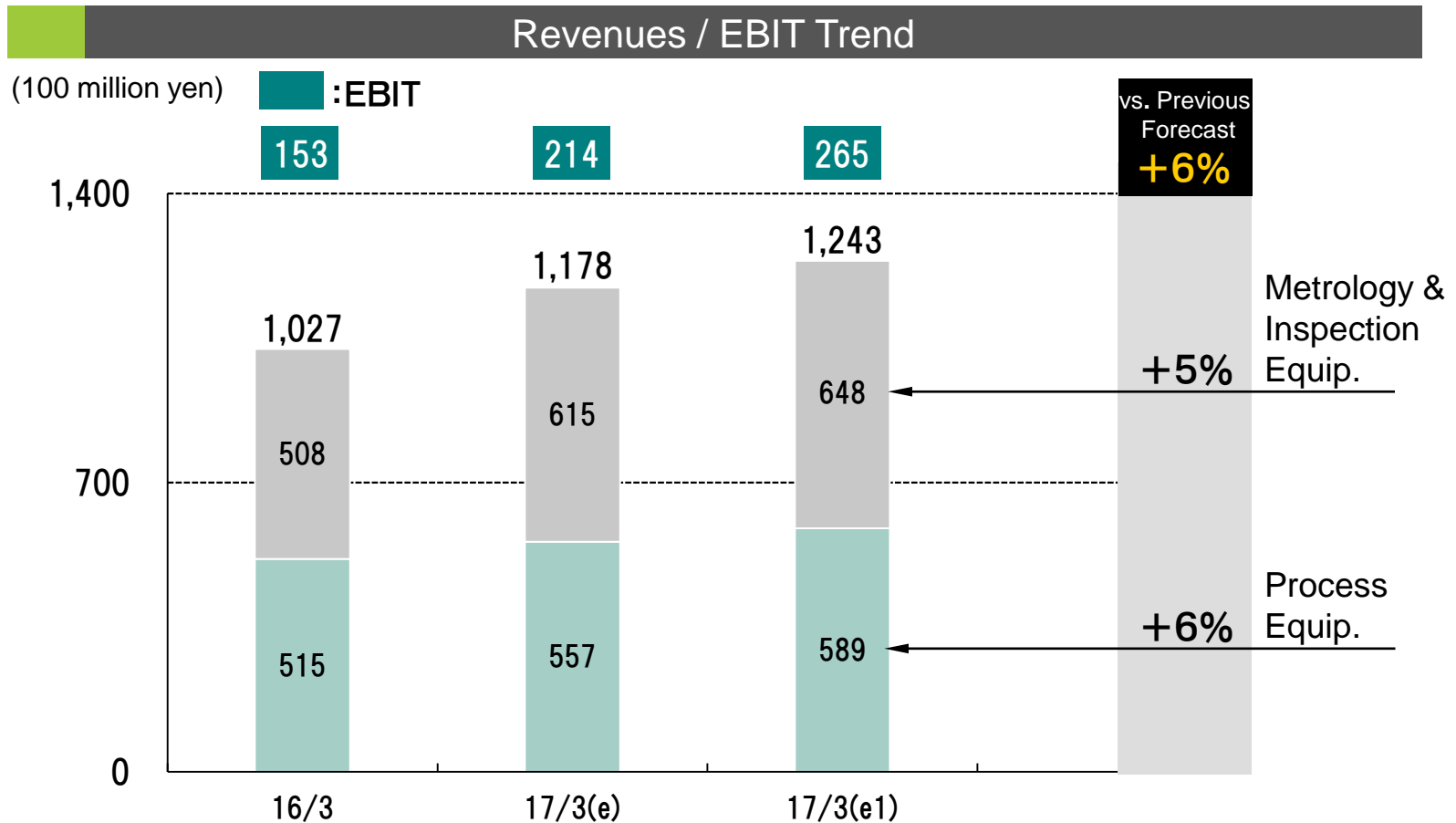
(100 million yen)	FY16 Outlook (e1)	YoY		vs. Previous Forecast (e)	
		Increase / Decrease	Ratio	Increase / Decrease	Ratio
Revenues	6,300	+10	+0%	±0	±0%
Adjusted Operating Income	525	+55	+12%	+60	+13%
EBIT	518	+36	+7%	+60	+13%
Income before Income Taxes	520	+34	+7%	+60	+13%
Net Income	390	+30	+8%	+35	+10%
Net Income per Share	283.58 yen	+21.90 yen		+25.45 yen	
Cash Dividend per Share	70.00 yen	+5.00 yen		±0.00 yen	
ROE	11.6%		+0.0%		+0.9%
FCF	+240		-6		+35

Notes: In FY15 EBIT, impacts have been 3.8 Ybn due to partial transition from a defined benefit pension plan to a defined contribution pension plan

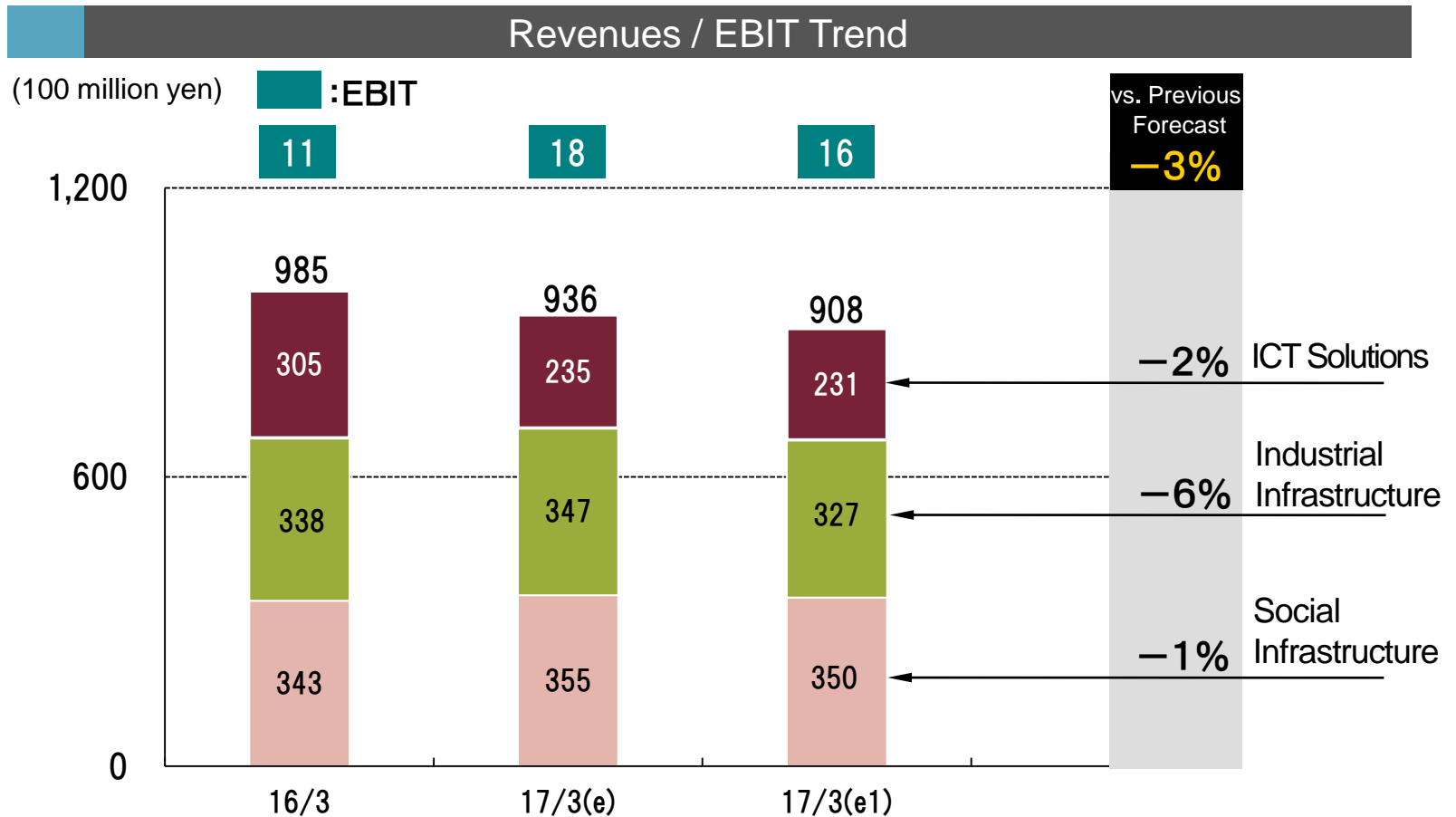




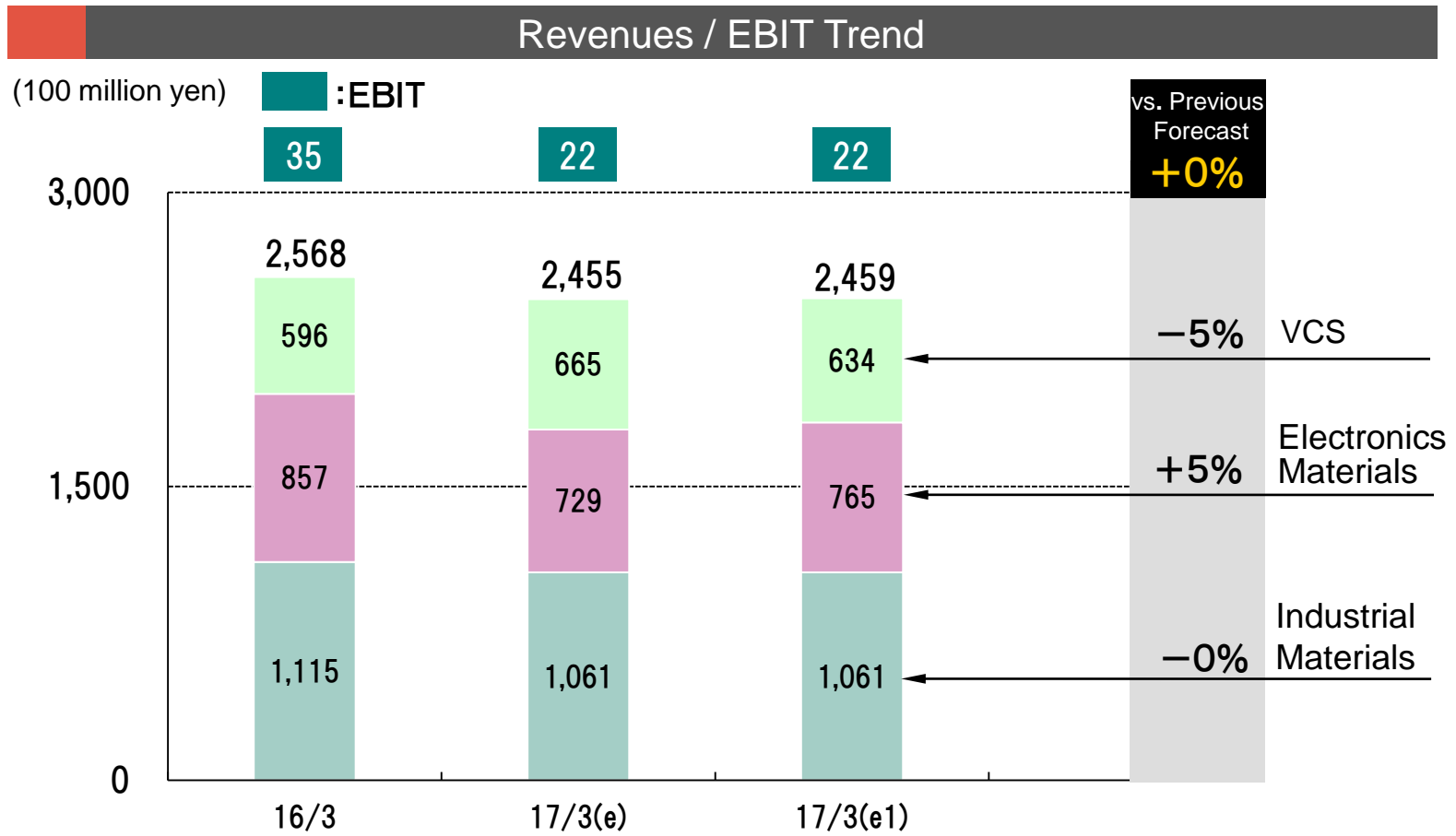
- **Biotechnology and Medical Products Business:** Remain strong mainly due to demand for clinical analyzers for the Chinese market. Accelerate the launch of a Chinese joint venture and development of products in the gene testing and diagnostic fields
- **Scientific Systems Business:** Forecast decrease of sales of electron microscopes for the European market. Strengthen the global sales network, newly establish research/new business development and manufacturing site in the U.S., advance expansion of sales of high-value-added dedicated machines



- Process Equipment and Metrology & Inspection Equipment are forecast to continue performing strongly due to customers' active investment for next-generation cutting-edge process and capital investment in mass production of memory
- Strengthen development framework at engineering sites and accelerate the launch of new business for IoT and power devices



- Industrial Infrastructure is forecast to be lower than the previous forecast due to partial changes in some customers' investment plans
- Focus on expanding the railway inspection equipment business, automated assembly systems (automobile component assembly, LiB manufacturing, thin-film manufacturing) and expanding sales of new products and solutions for general control systems and industrial instruments



- Automotive components and materials and optical communication components stayed firm despite a reduction in procurement business for the Hitachi Group
- Rapidly establish, expand and upgrade Full Value Chain platforms, including collaboration with partner companies

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## 3. Reference

Note: YY/M denotes the year and month of the accounting period-end  
(e) denotes the previous forecast (October 2016)  
(e1) denotes the current forecast (January 2017)

# FY16 Outlook (Revenues and EBIT by Segment) / Changes in Orders Received

(100 million yen)

	FY16 Outlook (e1)		FY15 Results		YoY		FY16 Outlook (e)	
	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
Science & Medical Systems	1,860	271	1,770	266	+5%	+6	1,857	255
Electronic Device Systems	1,243	265	1,027	153	+21%	+112	1,178	214
Industrial Systems	908	16	985	11	-8%	+5	936	18
Advanced Industrial Products	2,459	22	2,568	35	-4%	-12	2,455	22
<b>Total</b>	<b>6,300</b>	<b>518</b>	<b>6,290</b>	<b>482</b>	<b>+0%</b>	<b>+36</b>	<b>6,300</b>	<b>458</b>

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

• In FY15 EBIT, impacts have been 3.8 Ybn due to partial transition from a defined benefit pension plan to a defined contribution pension plan

## Changes in Orders Received (Electronic Device Systems)

	1H	2H	Total	(100 million yen)
16/3 Results	456	726	1,182	Results
17/3 1H Results / 2H Forecast (October)	643	396	1,039	Previous forecast
17/3 1H Results / 2H Forecast (January)	643	489	1,133	Current forecast

# Changes in Quarterly Results

(100 million yen)		FY15 Q1	FY15 Q2	FY15 Q3	FY15 Q4	FY16 Q1	FY16 Q2	FY16 Q3	
Revenues / EBIT	Science & Medical Systems	Revenues	404	450	419	497	458	468	422
		EBIT	63	76	66	61	92	53	72
	Electronic Device Systems	Revenues	284	263	208	272	279	293	347
		EBIT	55	19	25	53	78	58	91
	Industrial Systems	Revenues	186	265	198	336	184	228	184
		EBIT	-6	5	-3	15	-6	5	-1
	Advanced Industrial Products	Revenues	643	670	642	613	599	587	641
		EBIT	9	9	13	4	5	4	8
	Others & Elimination/Corporate	Revenues	-12	-13	-16	-20	-24	-24	-14
		EBIT	-4	-6	35	-7	-5	-11	-4
	Total	Revenues	1,506	1,635	1,451	1,698	1,496	1,552	1,581
		EBIT	118	103	136	125	164	109	166
	Income before Income Taxes		119	104	137	126	165	110	166
	Net Income Attributable to Hitachi High-Technologies Corporation Stockholders		77	92	104	87	129	80	124

# Revenues Change in Main Business

(100 million yen)	FY15/Q1	FY15/Q2	FY15/Q3	FY15/Q4	FY16/Q1	FY16/Q2	FY16/Q3
<b>Science &amp; Medical Systems</b>	404	450	419	497	458	468	422
Electron Microscopes	56	96	75	122	50	88	68
Scientific Instr.	45	72	54	79	42	65	51
Medical Products	270	250	251	267	333	280	257
Biotechnology Products, Others	33	32	39	29	32	34	47
<b>Electronic Device Systems</b>	284	263	208	272	279	293	347
Process Equipment	153	127	101	135	146	139	165
Metrology & Inspection Equipment	129	136	107	137	131	152	181
Others	2	1	0	0	1	2	1
<b>Industrial Systems</b>	186	265	198	336	184	228	184
Social Infrastructure	60	89	70	124	76	78	77
Industrial Infrastructure	46	94	63	133	53	91	52
ICT Solutions	80	81	65	78	55	60	55
<b>Advanced Industrial Products</b>	643	670	642	613	599	587	641
Industrial Materials	295	284	263	256	255	252	273
Electronics Materials	214	231	214	198	193	188	203
VCS	134	155	165	159	151	147	165



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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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