



FY17 3rd Quarter Financial Results [IFRS]

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Hitachi High-Technologies Corporation

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1. FY17 Q1-Q3 (Highlights)
2. FY17 Outlook
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1. FY17 Q1-Q3 (Highlights)

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

FY17 Q1-Q3 (Highlights)

(100 million yen)

	FY17 Q1-Q3 Results	YoY		FY17 Q3 Results	YoY	
		Increase / Decrease	Ratio		Increase / Decrease	Ratio
Revenues	4,958	+329	+7%	1,602	+21	+1%
Adjusted Operating Income*1	387	-64	-14%	111	-54	-33%
EBIT*2	387	-52	-12%	116	-50	-30%
Income before Income Taxes	389	-51	-12%	117	-49	-30%
Net Income	292	-40	-12%	90	-33	-27%
Net Income per Share	212.47 yen	-29.20 yen		—	—	

Notes: ▪Exchange rate (Q1-Q3) : 1USD=112 yen, 1EUR=129 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

FY17 Q1-Q3 (Revenues and EBIT by Segment)

(100 million yen)	FY17 Q1-Q3 Results		FY16 Q1-Q3 Results		YoY	
	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
Science & Medical Systems	1,299	149	1,348	218	-4%	-68
Electronic Device Systems	983	233	919	226	+7%	+7
Industrial Systems	497	-9	500	-2	-1%	-7
Advanced Industrial Products	2,225	32	1,924	17	+16%	+15
Total	4,958	387	4,629	439	+7%	-52

Note: • Elimination such as subtractions in intersegment transactions, etc., are included in the totals
 • Under a business segment reorganization, some products in Industrial Systems were transferred to Advanced Industrial Products in FY17. FY16 Figures are restated

vs. Same Period Last Year (Results for FY16 Q1-Q3)

Revenues (462.9 Ybn → 495.8 Ybn +32.9 Ybn)

- | | |
|---------------------------------|---|
| ■ Science & Medical Systems: | Decreased 4.9 Ybn due to inventory adjustments in the supply chain with customers for clinical analyzers |
| ■ Electronic Device Systems: | Increased 6.4 Ybn due to strong sales of CD-SEMs to customers investing in mass production of memory |
| ■ Advanced Industrial Products: | Increased 30.1 Ybn due to growth in materials transactions and strong sales of semiconductor-related components |

EBIT (43.9 Ybn → 38.7 Ybn -5.2 Ybn)

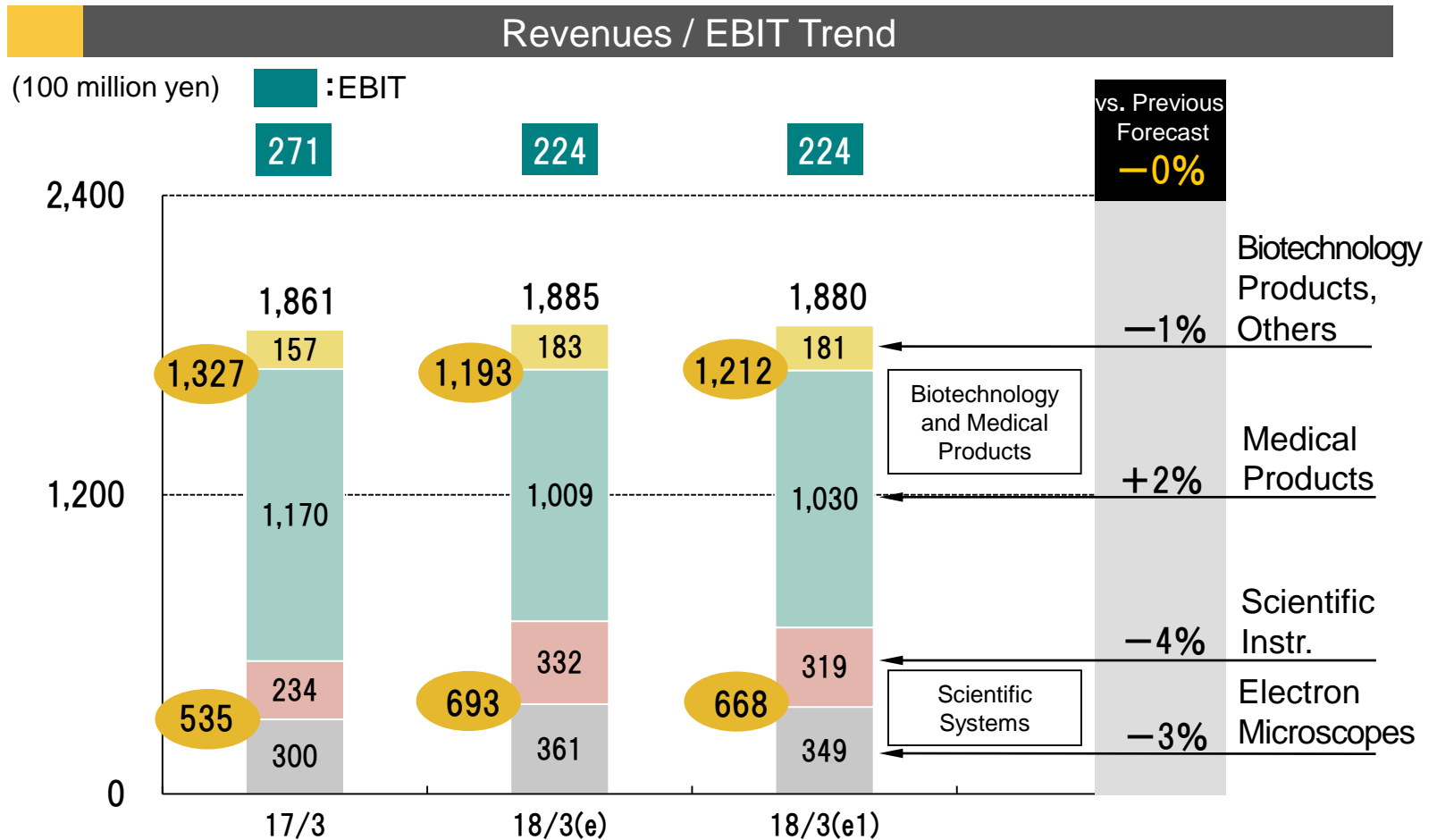
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| ■ Science & Medical Systems: | Decreased 6.8 Ybn due to a decline in revenues and strategic investment for growth (R&D, etc.) |
| ■ Advanced Industrial Products: | Increased 1.5 Ybn for the same reason as revenues |

2. FY17 Outlook

Note: YY/M denotes the year and month of the accounting period-end
(e) denotes the figures announced on October 2017
(e1) denotes the figures announced on January 2018

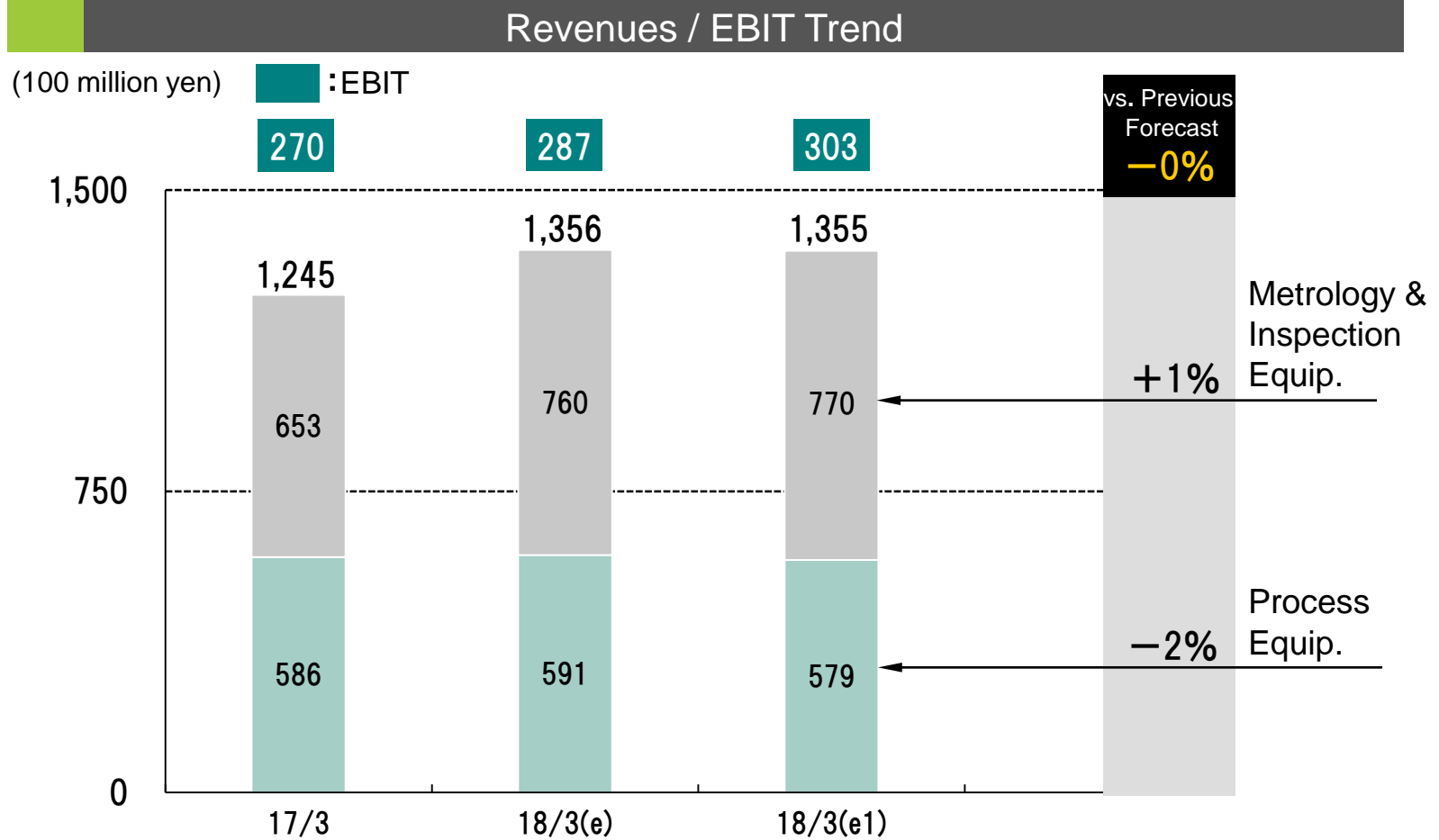
FY17 Outlook (Highlights)

(100 million yen)	FY17 Outlook (e1)	YoY		vs. Previous Forecast (e)	
		Increase / Decrease	Ratio	Increase / Decrease	Ratio
Revenues	6,900	+455	+7%	±0	±0%
Adjusted Operating Income	510	-63	-11%	±0	±0%
EBIT	520	-16	-3%	±0	±0%
Income before Income Taxes	520	-19	-4%	±0	±0%
Net Income	390	-12	-3%	±0	±0%
Net Income per Share	283.58 yen	-8.50 yen		±0.00 yen	
Cash Dividend per Share	80.00 yen	±0.00 yen		±0.00 yen	
ROE	10.5%		-1.4%		±0%
FCF	34		-282		±0

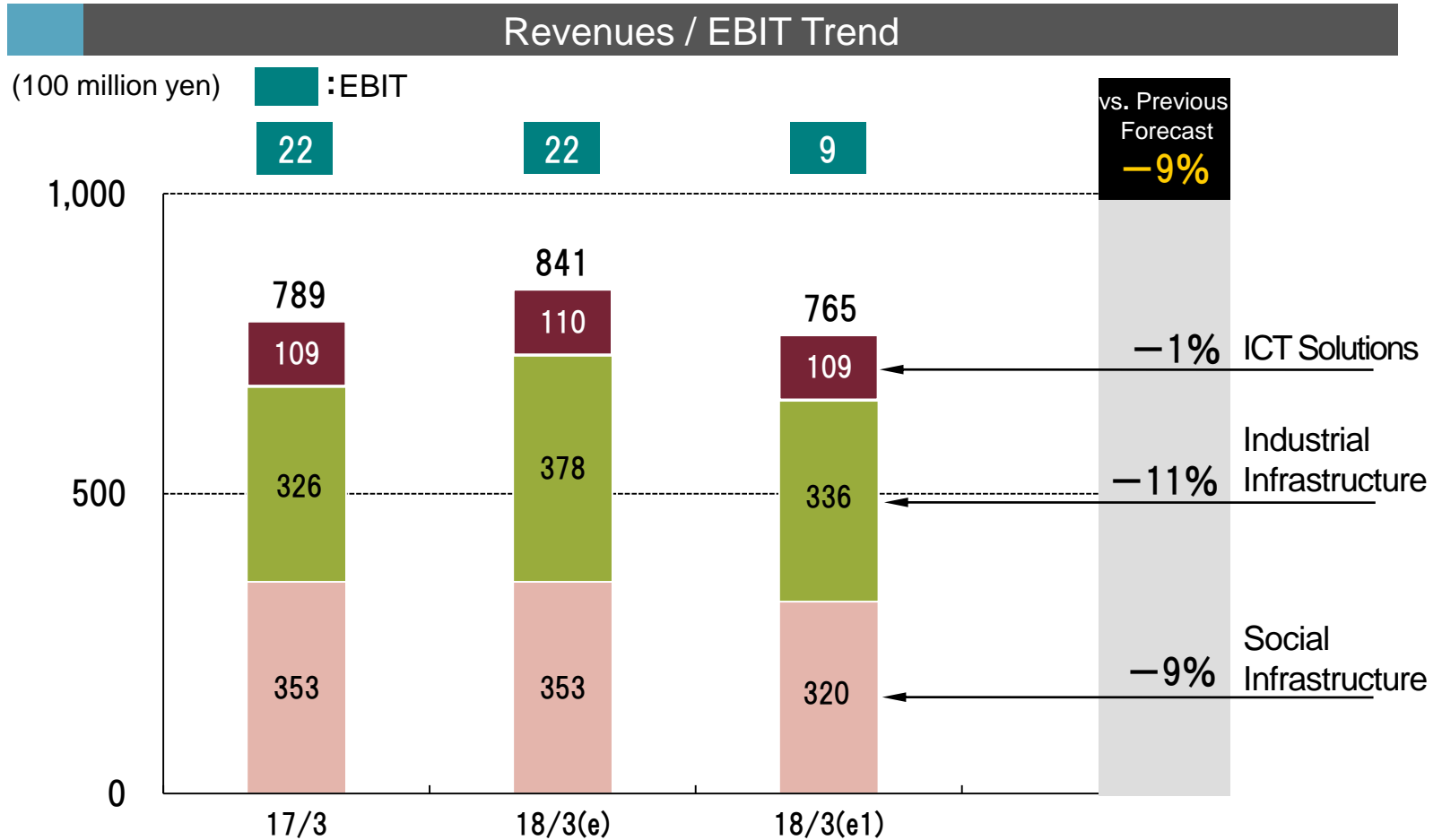


■ **Biotechnology and Medical Products** : Strong sales of clinical analyzers to continue, mainly for the Chinese market. Inventory adjustments in the supply chain with customers finished as scheduled in December.

■ **Scientific Systems** : Demand in the Asian, European, and US markets is increasing, while demand in the Japanese market is stagnant.

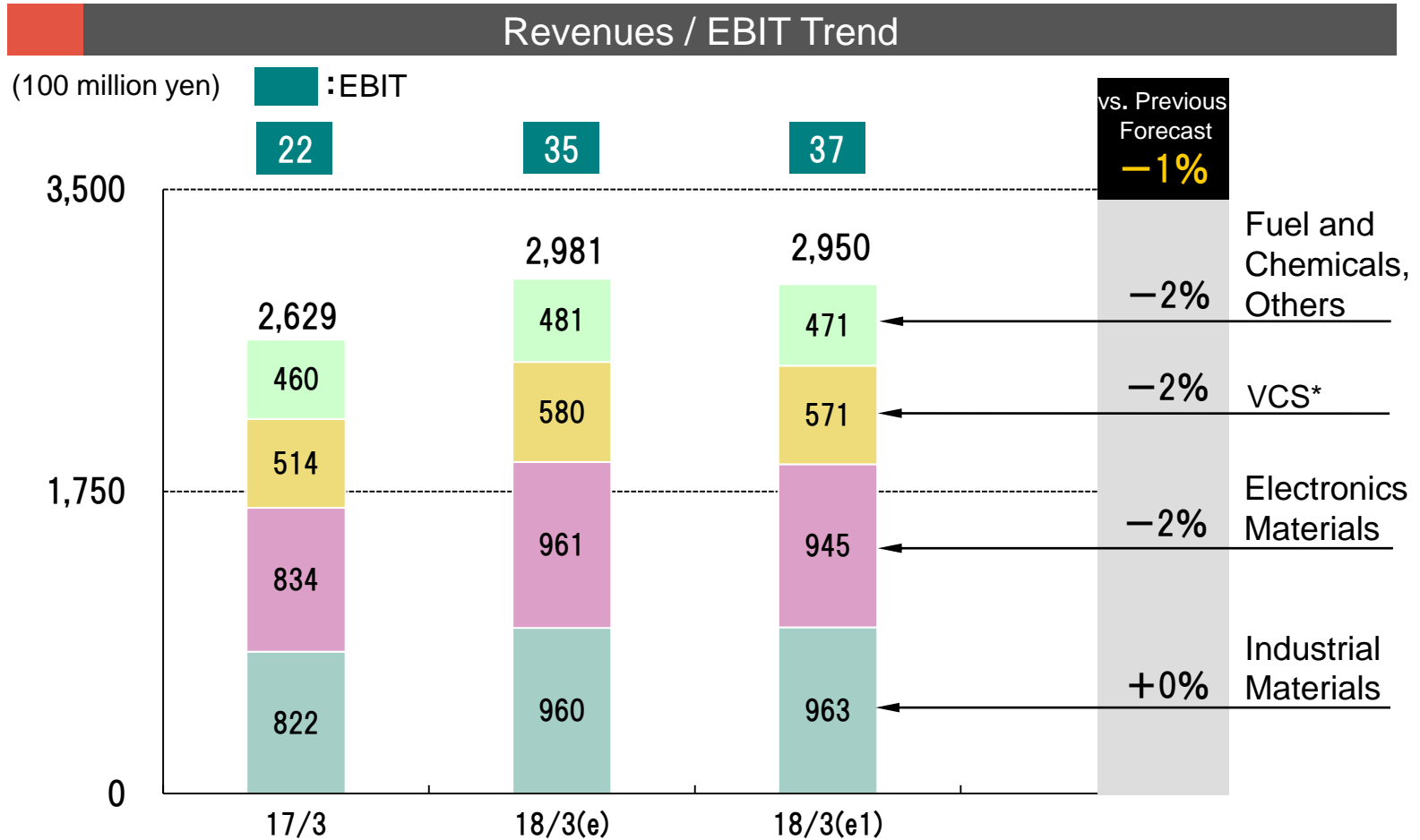


■ Strong performance to continue, including order status, driven by aggressive investment in next-generation cutting-edge processes and capital investment in mass production of memory



■ Sales to decline due to postponement of major social infrastructure and industrial infrastructure projects to the next fiscal year

* 17/3 Figures are restarted



■ Strong performance mainly driven by materials- and semiconductor-related components

* 17/3 Figures are restarted

* VCS: Value Chain Solution

3. Reference

Note: YY/M denotes the year and month of the accounting period-end
(e) denotes the figures announced on October 2017
(e1) denotes the figures announced on January 2018

FY17 Outlook (Revenues and EBIT by Segment) / Changes in Orders Received

(100 million yen)

	FY17 Outlook (e1)		FY16 Results		YoY		FY17 Outlook (e)	
	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
Science & Medical Systems	1,880	224	1,861	271	+1%	-47	1,885	224
Electronic Device Systems	1,355	303	1,245	270	+9%	+32	1,356	287
Industrial Systems	765	9	789	22	-3%	-13	841	22
Advanced Industrial Products	2,950	37	2,629	22	+12%	+15	2,981	35
Total	6,900	520	6,445	536	+7%	-16	6,900	520

Notes: • Elimination such as subtractions in intersegment transactions, etc., are included in the totals
• FY16 Figures are restated

Changes in Orders Received (Electronic Device Systems)

(100 million yen)

	Q1	Q2	Q3	Q4	Total	
17/3 Results	334	309	256	371	1,271	□ : Results
18/3 1H Results / 2H Forecast (October)	308	237	774		1,320	■ : Previous forecast
18/3 Q1-Q3 Results / Q4 Forecast (January)	308	237	385	510	1,440	■ : Current forecast

Changes in Quarterly Results

(100 million yen)			FY16 Q1	FY16 Q2	FY16 Q3	FY16 Q4	FY17 Q1	FY17 Q2	FY17 Q3	
Revenues / EBIT	Science & Medical Systems	Revenues	458	468	422	513	397	478	424	
		EBIT	92	53	72	53	45	52	52	
	Electronic Device Systems	Revenues	279	293	347	326	381	321	281	
		EBIT	78	58	91	44	114	64	54	
	Industrial Systems	Revenues	151	198	150	289	152	185	159	
		EBIT	-5	5	-2	24	-9	0	-0	
	Advanced Industrial Products	Revenues	631	617	675	705	729	746	751	
		EBIT	4	4	9	5	11	8	13	
	Others & Elimination/Corporate	Revenues	-24	-24	-14	-17	-17	-17	-13	
		EBIT	-5	-11	-4	-30	-5	-9	-4	
	Total	Revenues	1,496	1,552	1,581	1,816	1,642	1,714	1,602	
		EBIT	164	109	166	98	156	115	116	
	Income before Income Taxes			165	110	166	99	157	116	117
	Net Income Attributable to Hitachi High-Technologies Corporation Stockholders			129	80	124	69	117	85	90

Notes: FY16 Figures are restarted

Revenues Change in Main Business

(100 million yen)	FY16/Q1	FY16/Q2	FY16/Q3	FY16/Q4	FY17/Q1	FY17/Q2	FY17/Q3
Science & Medical Systems	458	468	422	513	397	478	424
Electron Microscopes	50	88	68	94	70	88	68
Scientific Instr.	42	65	51	76	45	84	78
Medical Products	333	280	257	300	242	256	232
Biotechnology Products, Others	32	34	47	44	40	50	45
Electronic Device Systems	279	293	347	326	381	321	281
Process Equipment	146	139	165	136	160	158	125
Metrology & Inspection Equipment	131	152	181	189	219	161	155
Others	1	2	1	1	2	1	1
Industrial Systems	151	198	150	289	152	185	159
Social Infrastructure	76	78	77	123	68	82	69
Industrial Infrastructure	52	91	52	130	61	78	66
ICT Solutions	23	29	21	36	23	26	24
Advanced Industrial Products	631	617	675	705	729	746	751
Industrial Materials	198	189	207	228	240	239	249
Electronics Materials	201	195	217	222	231	246	238
VCS*	125	118	135	136	139	141	144
Fuel and Chemicals, Others	108	116	116	120	118	121	120

Notes: FY16 Figures are restarted

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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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