



# **FY18 1st Quarter Financial Results [IFRS]**

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1. FY18 1st Quarter (Highlights)
2. FY18 1st Half Outlook
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# 1. FY18 1st Quarter (Highlights)

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(100 million yen)	FY18 Q1 Results	FY17 Q1 Results	YoY	
			Increase/Decrease	Ratio
Revenues	1,730	1,642	+88	+5%
Adjusted Operating Income*1	163	157	+6	+4%
EBIT*2	160	156	+4	+3%
Income before Income Taxes	161	157	+4	+3%
Net Income*3	106	117	-11	-10%
Net Income per Share	76.90 yen	85.19 yen	-8.29 yen	

Notes: ▪ Exchange rate: 1USD=109 yen, 1EUR=130 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

# FY18 1st Quarter (Revenue and EBIT by Segment)

(100 million yen)

		FY18 Q1 Results		YoY	
		Revenues	EBIT	Revenues	EBIT
	Science & Medical Systems	473	71	+19%	+26
	Electronic Device Systems	357	89	-6%	-25
	Industrial Systems	158	-3	+4%	+7
	Advanced Industrial Products	761	14	+4%	+3
Total		1,730	160	+5%	+4

## 【Explanation of Deviations】

### ■ Science & Medical Systems:

Revenue and EBIT increased due to higher sales of clinical analyzers for the Asian market and the end of inventory adjustments in the supply chains with customers

### ■ Electronic Device Systems:

Revenue and EBIT decreased due to a decline in sales of Metrology & Inspection Equipment to foundries, despite higher sales of Process Equipment for MPU

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



## 2. FY18 1st Half Outlook

Note: (e) denotes the figures announced on April 2018  
(e1) denotes the figures announced on July 2018

# FY18 1st Half Outlook (Highlights)

(100 million yen)	FY18 1H Outlook (e1)	YoY		The Figures Announced on April 2018 (e)
		Increase / Decrease	Ratio	
Revenues	3,700	+344	+10%	3,700
Adjusted Operating Income*1	310	+34	+12%	310
EBIT*2	310	+39	+14%	310
Income before Income Taxes	310	+38	+14%	310
Net Income*3	210	+8	+4%	210
Net Income per Share	152.70 yen	+5.82 yen		152.70 yen
Cash Dividend per Share	45.00 yen	+5.00 yen		45.00 yen

Note: •No changes in FY18 outlook

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## Science & Medical Systems

### Biotechnology and Medical Products

Steady demand for clinical chemistry and immunodiagnostic analyzers in the Asian market, primarily in China

### Scientific Systems

Electron Microscopes: Expanding demand from semiconductor and materials manufacturers in the Asian market  
Scientific Instruments: Growth in demand for rechargeable batteries and RoHS-compliant

## Electronic Device Systems

### Logic

Delays in certain cutting-edge process investments, but investment is expected to continue due to expansion of server market demand

### Foundries

Decline in new equipment demand in 7 nm mass production investment, 5 nm development investment expected

### Memory

Delays in certain 3D-NAND investments, but continued investment is expected, mainly in DRAM where steady demand continues



# FY18 1st Half Outlook (Revenue and EBIT by Segment)

(100 million yen)

	FY18 1H Outlook (e1)		FY17 1H Results		YoY	
	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
Science & Medical Systems	998	123	876	97	+14%	+26
Electronic Device Systems	822	208	701	178	+17%	+30
Industrial Systems	385	2	338	-9	+14%	+11
Advanced Industrial Products	1,495	19	1,475	19	+1%	+0
<b>Total</b>	<b>3,700</b>	<b>310</b>	<b>3,356</b>	<b>271</b>	<b>+10%</b>	<b>+39</b>

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



## 3. Reference

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

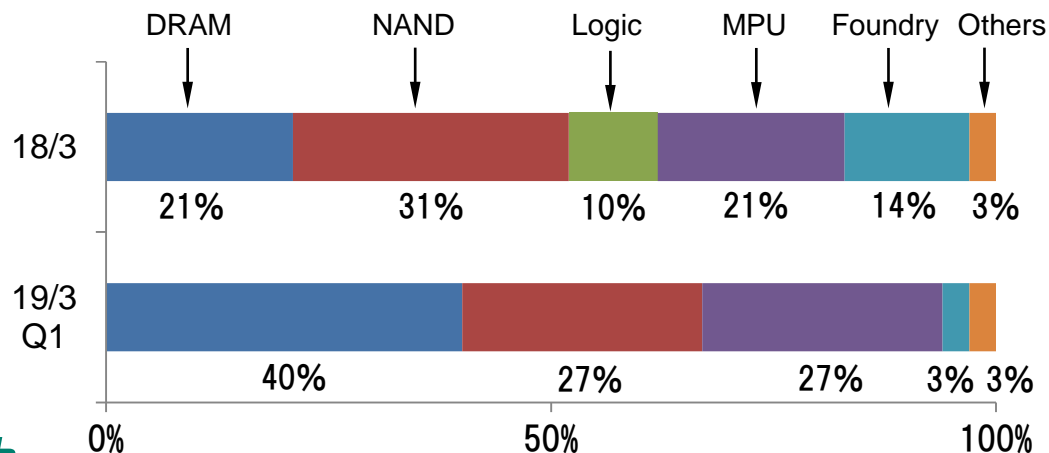
## Changes in Orders Received (Results)

(100 million yen)

		Q1	Q2	Q3	Q4	Total
18/3	Process Equip.	91	109	185	206	591
	Metrology & Inspection Equip.	217	128	200	378	923
	Total	308	237	385	584	1,514
19/3	Process Equip.	138	—	—	—	138
	Metrology & Inspection Equip.	196	—	—	—	196
	Total	334	—	—	—	334

## Revenues Ratio by Fields (Results)

\* Based on unit sales



# Change in Quarterly Results

(100 million yen)			FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4	FY18 Q1	
Revenues / EBIT	Science & Medical Systems	Revenues	397	478	424	581	473	
		EBIT	45	52	52	77	71	
	Electronic Device Systems	Revenues	381	321	281	374	357	
		EBIT	114	64	54	84	89	
	Industrial Systems	Revenues	152	185	159	268	158	
		EBIT	−9	0	−0	19	−3	
	Advanced Industrial Systems	Revenues	729	746	751	718	761	
		EBIT	11	8	13	5	14	
	Others & Elimination/Corporation	Revenues	−17	−17	−13	−22	−19	
		EBIT	−5	−9	−4	−20	−12	
	Total	Revenues	1,642	1,714	1,602	1,919	1,730	
		EBIT	156	115	116	165	160	
	Income before Income Taxes			157	116	117	167	161
	Net Income Attributable to Hitachi High-Technologies Corporation Stockholders			117	85	90	117	106

# Revenue Change in Main Business

(100 million yen)	FY17/Q1	FY17/Q2	FY17/Q3	FY17/Q4	FY18/Q1
<b>Science &amp; Medical Systems</b>	397	478	424	581	473
Electron Microscope	70	88	68	124	58
Scientific Instr.	45	84	78	112	66
Medical Products	242	256	232	302	319
Biotechnology Products, Others	40	50	45	44	30
<b>Electronic Device Systems</b>	381	321	281	374	357
Process Equipment	160	158	125	142	175
Metrology & Inspection Equipment	219	161	155	230	181
Others	2	1	1	2	1
<b>Industrial Systems *</b>	152	185	159	268	158
Social Infrastructure	69	85	70	99	53
Industrial Infrastructure	61	75	66	133	80
ICT Solutions	22	25	23	35	25
<b>Advanced Industrial Products *</b>	729	746	751	718	761
Materials & Electronics	261	267	263	263	300
Automobiles & Mobility	167	171	186	183	201
Energy & Industry	177	181	174	146	148
Fuel & Chemicals, Others	124	127	128	126	112

\* The sub-segment classification of Industrial Systems and Advanced Industrial Products has been changed from FY18. FY17 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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