
FY18 3rd Quarter Financial Results [IFRS]

January 31, 2019

Shunichi Uno

Senior Vice President and Executive Officer

Hitachi High-Technologies Corporation

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1. FY18 Q1-Q3 (Highlights)
2. FY18 Outlook
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1. FY18 Q1-Q3 (Highlights)

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

(100 million yen)

	FY18 Q1-Q3 Results	YoY		FY18 Q3 Results	YoY	
		Increase / Decrease	Ratio		Increase / Decrease	Ratio
Revenues	5,405	+447	+9%	1,774	+172	+11%
Adjusted Operating Income*1	514	+128	+33%	157	+46	+41%
EBIT*2	496	+109	+28%	156	+40	+35%
Income before Income Taxes	500	+111	+28%	158	+41	+35%
Net Income*3	364	+72	+25%	118	+28	+31%
Net Income per Share	264.65 yen	52.18 yen		—	—	

Notes: ▪ Exchange rate (Q1-Q3) : 1USD=111 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

*3 Net Income is presented as net income attributable to Hitachi High-Technologies Corporation stockholders

FY18 Q1-Q3 (Revenues and EBIT by Segment)

(100 million yen)

	FY18 Q1-Q3 Results		FY17 Q1-Q3 Results		YoY	
	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
Science & Medical Systems	1,464	209	1,299	149	+13%	+59
Electronic Device Systems	1,135	281	983	233	+15%	+48
Industrial Systems	576	7	497	-9	+16%	+16
Advanced Industrial Products	2,291	35	2,225	32	+3%	+4
Total	5,405	496	4,958	387	+9%	+109

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

vs. FY17 Q1-Q3 Results

Revenues (495.8 Ybn → 540.5 Ybn +44.7 Ybn)

- Science & Medical Systems: Increased 16.4 Ybn 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: Increased 15.2 Ybn due to strong sales to customers investing in next-generation cutting-edge processes and mass production of memory despite signs of effect from delays in investment in memory in the recent order environment

EBIT (38.7 Ybn → 49.6 Ybn +10.9 Ybn)

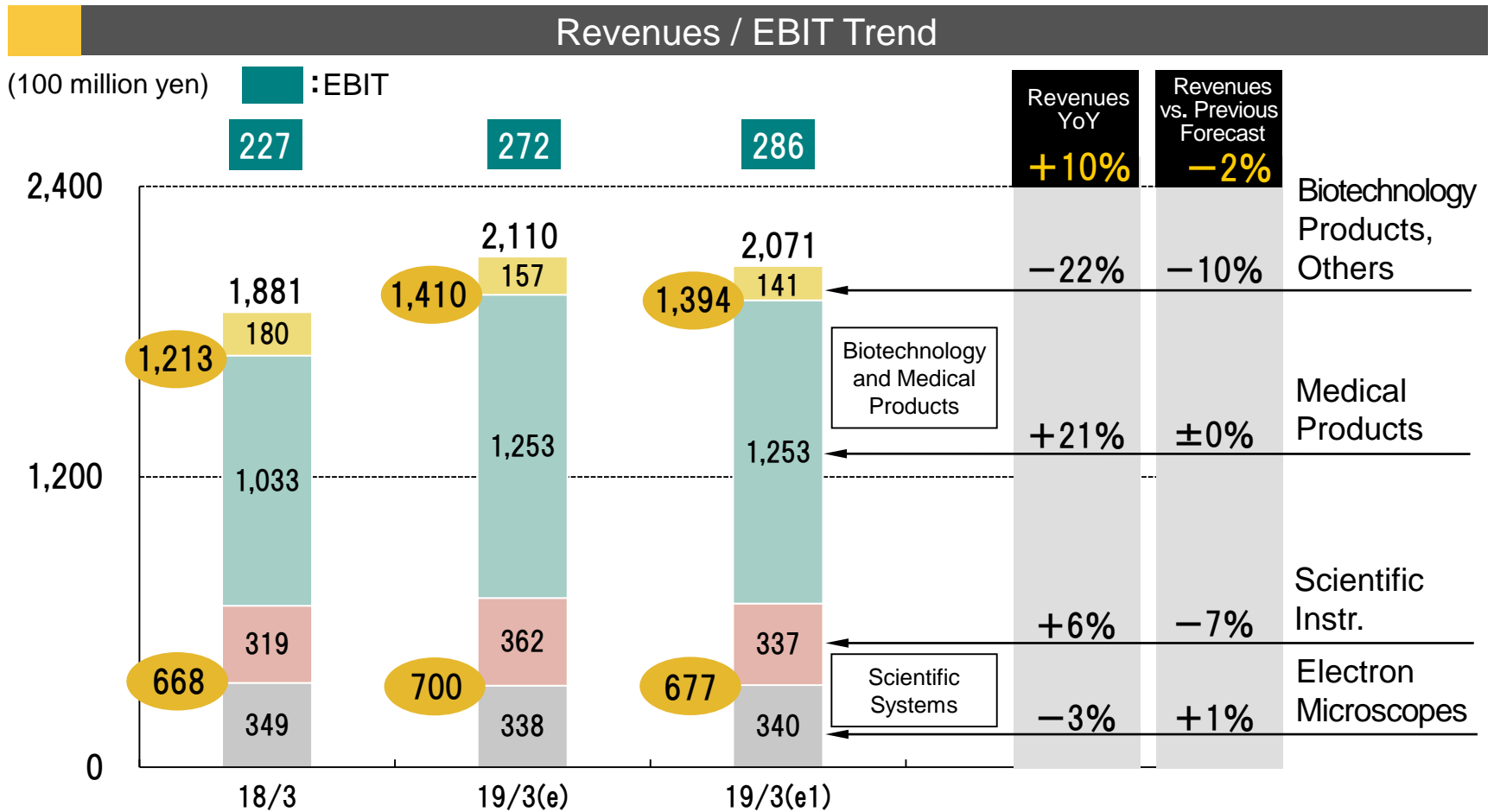
- Increased for the same reason as revenues

2. FY18 Outlook

Note: YY/M denotes the year and month of the accounting period-end
(e) denotes the figures announced on October 2018
(e1) denotes the figures announced on January 2019

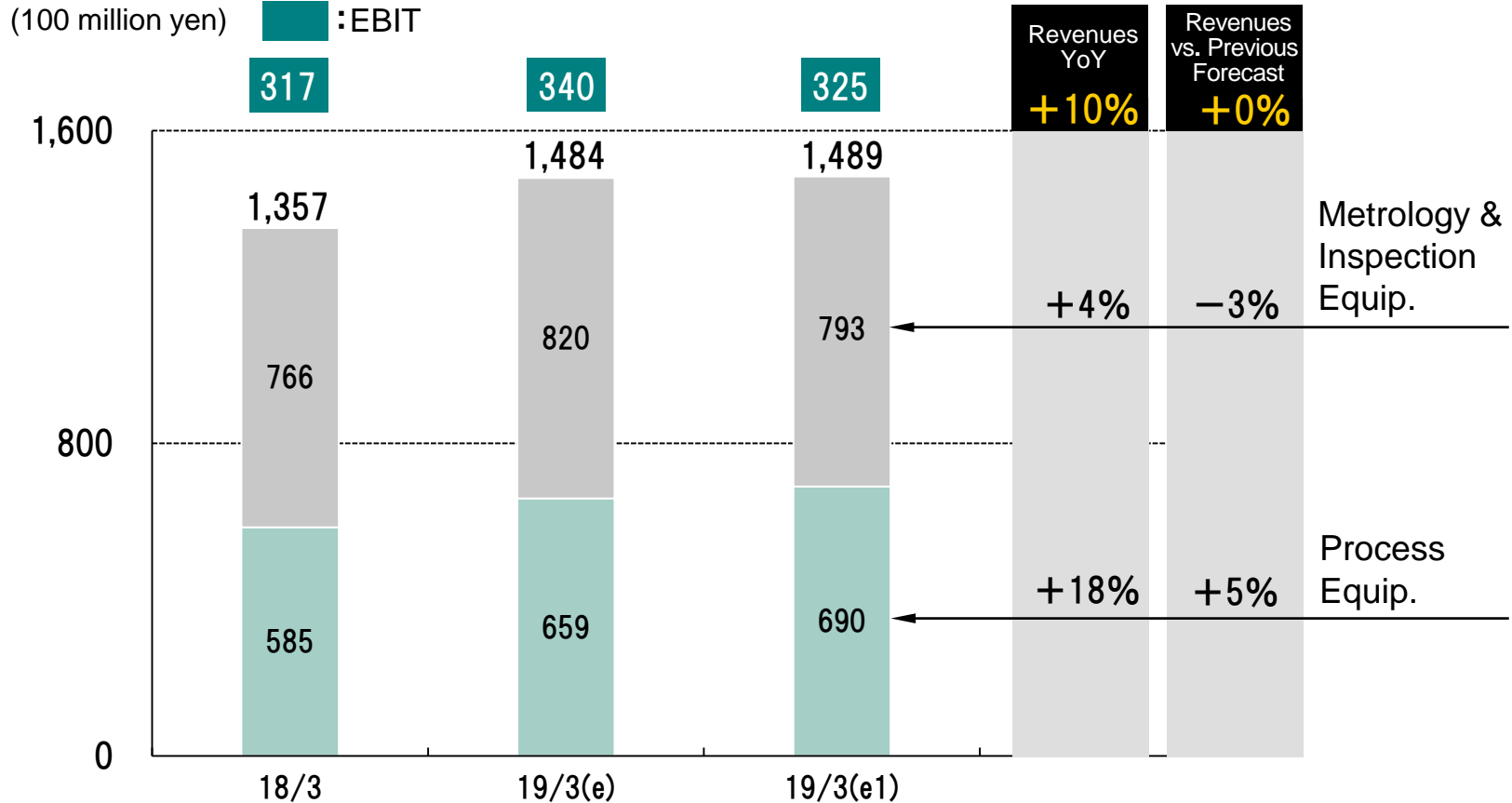
FY18 Outlook (Highlights)

(100 million yen)	FY18 Outlook (e1)	YoY		vs. Previous Forecast (e)	
		Increase / Decrease	Ratio	Increase / Decrease	Ratio
Revenues	7,500	+623	+9%	±0	±0%
Adjusted Operating Income	630	+75	+13%	±0	±0%
EBIT	630	+78	+14%	±0	±0%
Income before Income Taxes	630	+74	+13%	±0	±0%
Net Income	450	+41	+10%	±0	±0%
Net Income per Share	327.21 yen	+29.94 yen		±0.00 yen	
Cash Dividend per Share	95.00 yen	+10.00 yen		±0.00 yen	
ROE	11.1%		+0.1%		±0%
FCF	+32		-130		±0

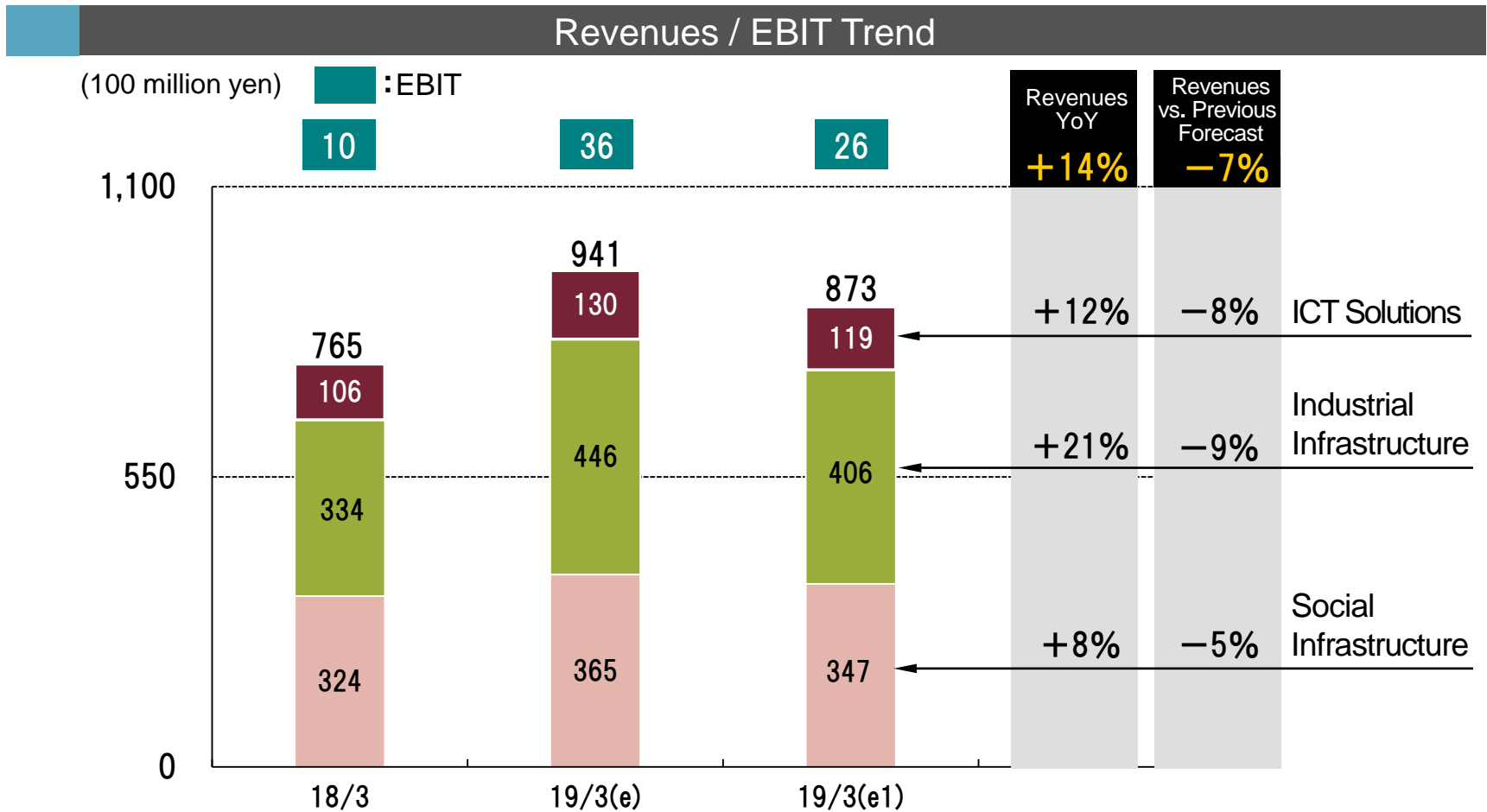


- Biotechnology and Medical Products : Strong sales of clinical analyzers to continue, mainly for the Chinese market
- Scientific Systems : Competition is becoming fiercer though demand is strong

Revenues / EBIT Trend

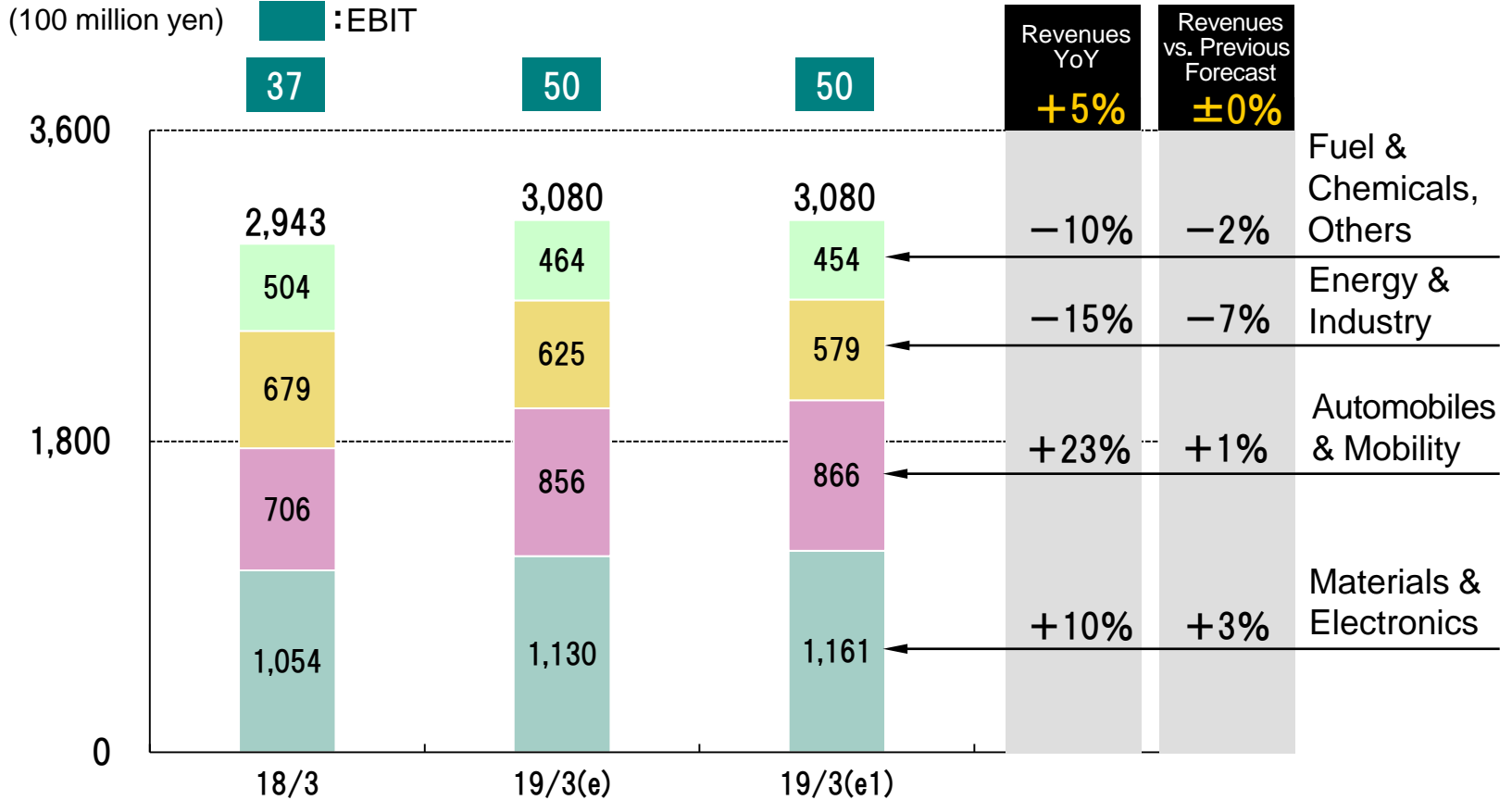


- Logic : Continue investment in mass production due to solid demand
- Foundries : Continue development investment but cautious approach to investment in 5nm mass production
- Memory : Investment in 3D-NAND and DRAM were postponed



■ Revenues expected to increase in each sub-segment despite postponement of some projects in control systems and other to the next fiscal year

Revenues / EBIT Trend



Materials & Electronics : Strong performance mainly driven by materials- and automobile- related components

Automobiles & Mobility : Strong performance mainly driven by materials- and automobile- related components





Energy & Industry : Optical telecommunications-related components expected to decline due to factors including a decrease in capital investments by some customers

3. Reference

Note: YY/M denotes the year and month of the accounting period-end
(e) denotes the figures announced on October 2018
(e1) denotes the figures announced on January 2019

FY18 Outlook (Revenues and EBIT by Segment)

(100 million yen)

		FY18 Outlook (e1)		FY17 Results		YoY		FY18 Outlook (e)	
		Revenues	EBIT	Revenues	EBIT	Revenues	EBIT	Revenues	EBIT
	Science & Medical Systems	2,071	286	1,881	227	+10%	+60	2,110	272
	Electronic Device Systems	1,489	325	1,357	317	+10%	+9	1,484	340
	Industrial Systems	873	26	765	10	+14%	+16	941	36
	Advanced Industrial Products	3,080	50	2,943	37	+5%	+12	3,080	50
Total		7,500	630	6,877	552	+9%	+78	7,500	630

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

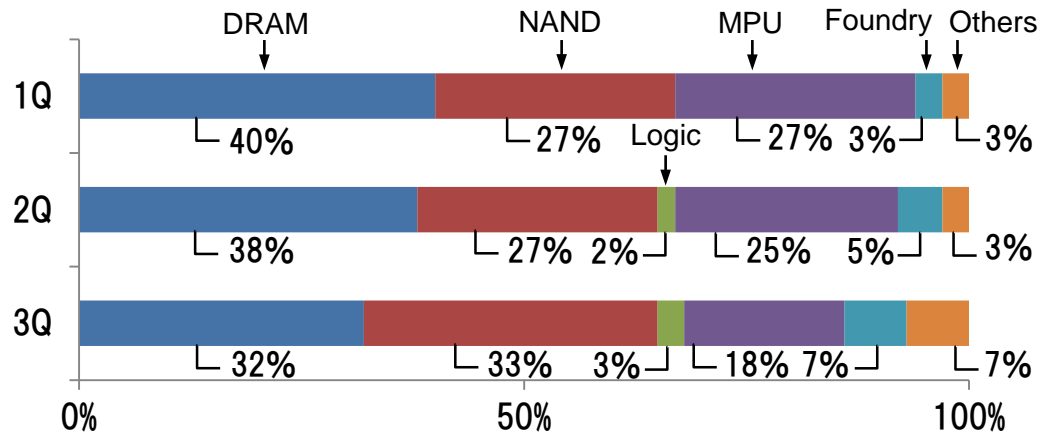
Changes in Orders Received (Results)

(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	166	329	—	632
	Metrology & Inspection Equip.	196	101	184	—	481
	Total	334	267	512	—	1,113

Revenues Ratio by Fields (19/3 Results)

* Based on unit sales



Changes in Quarterly Results

(100 million yen)		FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4	FY18 Q1	FY18 Q2	FY18 Q3	
Revenues / EBIT	Science & Medical Systems	Revenues	397	478	424	581	473	510	481
		EBIT	45	52	52	77	71	62	76
	Electronic Device Systems	Revenues	381	321	281	374	357	445	333
		EBIT	114	64	54	84	89	118	73
	Industrial Systems	Revenues	152	185	159	268	158	227	191
		EBIT	-9	0	-0	19	-3	6	4
	Advanced Industrial Products	Revenues	729	746	751	718	761	739	791
		EBIT	11	8	13	5	14	7	14
	Others & Elimination/Corporate	Revenues	-17	-17	-13	-22	-19	-20	-22
		EBIT	-5	-9	-4	-20	-12	-14	-11
	Total	Revenues	1,642	1,714	1,602	1,919	1,730	1,901	1,774
		EBIT	156	115	116	165	160	180	156
	Income before Income Taxes		157	116	117	167	161	181	158
	Net Income Attributable to Hitachi High-Technologies Corporation Stockholders		117	85	90	117	106	140	118

Revenues Change in Main Business

(100 million yen)	FY17/Q1	FY17/Q2	FY17/Q3	FY17/Q4	FY18/Q1	FY18/Q2	FY18/Q3
Science & Medical Systems	397	478	424	581	473	510	481
Electron Microscopes	70	88	68	124	58	93	74
Scientific Instr.	45	84	78	112	66	84	75
Medical Products	242	256	232	302	319	297	297
Biotechnology Products, Others	40	50	45	44	30	37	34
Electronic Device Systems	381	321	281	374	357	445	333
Process Equipment	160	158	125	142	175	172	142
Metrology & Inspection Equipment	219	161	155	230	181	271	190
Others	2	1	1	2	1	1	1
Industrial Systems*	152	185	159	268	158	227	191
Social Infrastructure	69	85	70	99	53	82	73
Industrial Infrastructure	61	75	66	133	80	113	92
ICT Solutions	22	25	23	35	25	32	26
Advanced Industrial Products*	729	746	751	718	761	739	791
Materials & Electronics	261	267	263	263	300	287	307
Automobiles & Mobility	167	171	186	183	201	198	215
Energy & Industry	177	181	174	146	148	139	148
Fuel & Chemicals, Others	124	127	128	126	112	115	121

* 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

Mitsuru Kuwabara

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

TEL:+81-3-3504-5138 FAX:+81-3-3504-5943

E-mail: mitsuru.kuwabara.ya@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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