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FY14 Financial Results

April 27, 2015

Hitachi High-Technologies Corporation

President and Chief Executive Officer Masahiro Miyazaki
Vice President and Executive Officer Shunichi Uno

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1. Outline of FY14

(Note) YY/M denotes the year and month of the accounting period-end.
(e) denotes the forecast for the previous period. (Jan. 2015)

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Outline of FY14 (Highlights)

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(100 million yen)

	FY14 Results	YoY		vs. Previous Forecast	
		Increase/Decrease	Ratio	Increase/Decrease	Ratio
Sales	6,375	−16	−0%	−75	−1%
Operating Income	441	+137	+45%	+31	+8%
Ordinary Income	422	+111	+36%	+27	+7%
Net Income	281	+101	+56%	+17	+7%
Net Income per Share	204.52 yen	+73.41 yen		+12.57 yen	
Cash Dividend per Share	45.00 yen	+15.00 yen		±0.00 yen	
ROE	9.8%	+2.8%		+0.6%	
FCF	249	+133		+99	

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Outline of FY14 (Sales and Operating Income by Segment)

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(100 million yen)	14/3		15/3(e)		15/3		Deviations	
							YoY	
	Sales	Operating Income	Sales	Operating Income	Sales	Operating Income	Sales	Operating Income
Electronic Device Systems	1,173	205	1,268	180	1,245	172	+6%	−16%
Fine Technology Systems	172	−72	99	−4	100	−7	−42%	—% (+6.6Ybn)
Science & Medical Systems	1,504	181	1,630	226	1,641	250	+9%	+38%
Industrial & IT Systems	933	6	841	3	849	1	−9%	−82%
Advanced Industrial Products	2,670	22	2,643	25	2,589	22	−3%	±0%
Total	6,391	304	6,450	410	6,375	441	−0%	+45%

Note: (e) denotes the forecast for the previous period (Jan. 2015).
Elimination such as subtractions in intersegment transactions, etc., are included in the totals.

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Outline of FY14 (Explanation of Deviations)

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vs. FY13 Results

Sales (639.1Ybn → 637.5Ybn -1.6Ybn)

Science & Medical Systems:	Increased 13.8Ybn due to higher clinical analyzer sales in emerging markets and combined sales for the U.S. market
Industrial & IT Systems:	Decreased 8.5Ybn due primarily to lower sales of mobile phones to the U.S. customers
Advanced Industrial Products	Decreased 8.2Ybn due to lower sales of electronic components and materials

Operating Income (30.4Ybn → 44.1Ybn +13.7Ybn)

Science & Medical Systems:	Increased 6.9Ybn due to substantially the same reasons as sales
Fine Technology Systems:	Increased 6.6Ybn due to the effect of business restructuring

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Outline of FY14 (Factors behind Change YoY: Operating Income)

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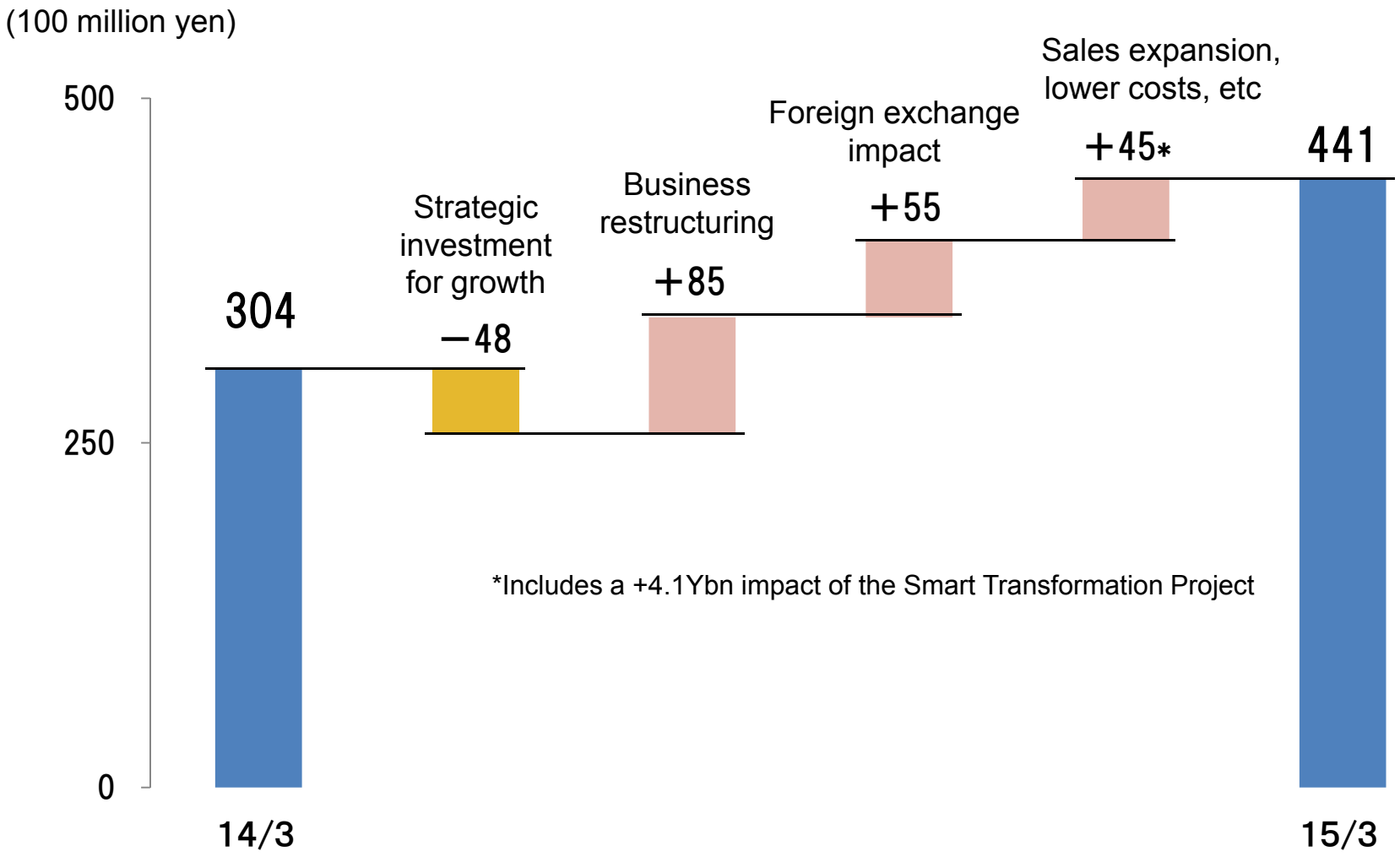

*Includes a +4.1Ybn impact of the Smart Transformation Project

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Outline of FY14 (Balance Sheet in Summary)

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As of end of March 2015 (100 million yen)

		vs. 14/3			vs. 14/3
Current Assets	**4,197**	**+427**	**Current Liabilities**	**1,888**	**+179**
Cash & Deposits/Deposit to Hitachi Group Cash Management Fund	1,542	+195	Notes & Accounts Payable	1,221	+164
Notes & Accounts Receivable	1,383	+32	Others	667	+15
Inventories	897	+145	**Fixed Liabilities**	**455**	**−56**
Others	375	+54	Retirement and severance benefits	437	−56
Fixed Assets	**1,169**	**−10**	Others	17	−1
Tangible Fixed Assets	752	+1	**Net Assets**	**3,023**	**+294**
Intangible Fixed Assets	126	−4	Shareholder Capital	2,994	+226
Investments & Other Assets	292	−6	Accumulated Other Comprehensive Income (Loss)	23	+66
			Minority Interests	6	+1
Total Assets	**5,366**	**+417**	**Total Liabilities & Shareholder Equity**	**5,366**	**+417**

・Shareholder Equity per Share: 2,193.48 yen (YoY +212.48 yen)

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Outline of FY14 (Cash Flow Statement in Summary)

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(100 million yen)

	15/3
Cash Flow from Operating Activities	345
Income Before Income Taxes and Minority Interests	+401
Depreciation and Amortization	+108
Working Fund	+11
Income Taxes Paid	−124
Others	−51
Cash Flow from Investing Activities	−95
Capital Expenditures Proceeded from Sales/Purchase of Securities	+9
Capital Expenditures Proceeded from Sales/Purchase of Property and Equipment	−131
Others	+27
Free Cash Flow	249

	15/3
Cash Flow from Financing Activities	−55
Dividends Paid	−55
Others	−0
Effect of Exchange Rate Changes	+15

	15/3
Cash and Cash Equivalents	
At the Beginning of Year	1,336
Net Increase (Decrease)	+210
At the End of Term	1,546

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2. Management Policy

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Vision and Management Strategy

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Long-term Management Strategy for 2020: CS11 (Corporate Strategy 2011)

Corporate Vision

Becoming a Global Top in high-tech solutions

Strategy Statement

Leading the way for our customers' future
as a fast-moving creator of cutting-edge business

Mission

"To Turn Our Customers into Fast-moving, Cutting-edge Businesses"

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Business Domains

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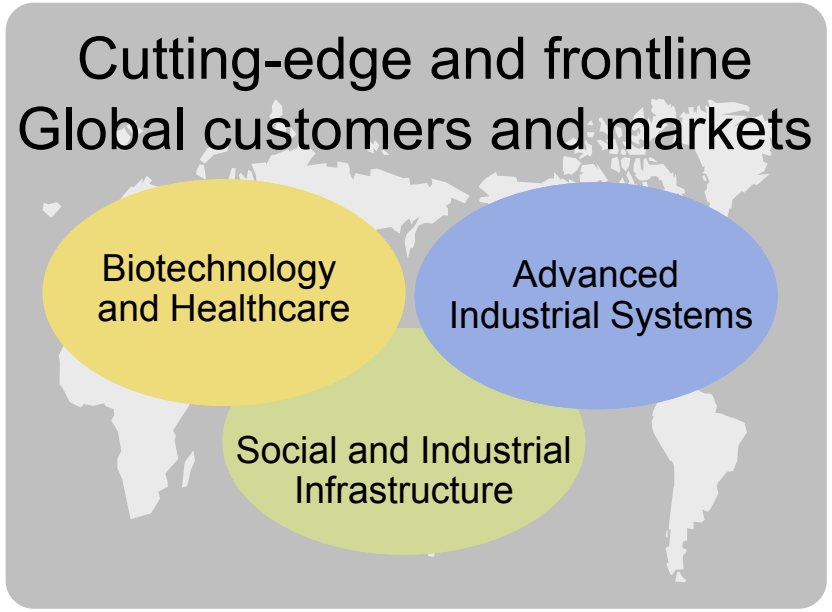

Provide high-tech solutions

Core competence
Business creation expertise

Global sales and Procurement capabilities

Technology development, manufacturing and service capabilities

(Trading Functions) (Manufacturing Functions)

Biotechnology and Healthcare

Invest intensively in this top priority field

- Expand existing businesses and actively develop new fields and new businesses

  In vitro diagnostics, Biotechnology, Life sciences informatics

Social and Industrial Infrastructure

Strengthen as the Company's core competence

- Make further use of infrastructure solutions

  Scientific systems and trading business underpinning industry and society at large, social infrastructure business, narrowly defined as renewable energy and certain other fields

Advanced Industrial Systems

Enhance profitability through selection and concentration

- Specialize in cutting-edge, growing domains

  Focus on: Semiconductor Metrology and Inspection Equipment, Process Equipment
  Withdraw from: Chip mounter, Bonder

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Management Policy

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1. Strengthen business portfolio by shifting resources to growth fields

2. Accelerate global growth strategies based on business fields and local characteristics

3. Strengthen business creation capabilities from the customers' perspective

"Challenge to Change"

Operate autonomous and decentralized organizations predicated on prioritizing the best interests of the entire Group

Develop highly specialized solutions businesses that respond in detail to individual customer needs

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3. FY15 Outlook

*Hitachi High-Technologies Corporation (Hitachi High-Tech) will voluntarily adopt International Financial Reporting Standards (IFRS) to the presentation of the financial statements in its annual securities report for the year ended March 31, 2015 (FY14). Therefore, Hitachi High-Tech has made the forecast for the year ending March 31, 2016 (FY15) based on IFRS and some of the content was changed from previous disclosures.

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FY15 Outlook (Highlights)

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(100 million yen)

	FY15 Outlook <IFRS>	FY14 Results <IFRS> (estimate)*1	YoY (vs. estimate)	
			Increase/Decrease	Ratio
Revenue	6,770	6,380	+390	+6%
Income before Income Tax	460	430	+30	+7%
Net Income	344	300	+44	+15%
EBIT*2	458	425	+33	+8%
Net Income per Share	250.12 yen	218.13 yen	+31.99 yen	
Cash Dividend per Share	55.00 yen	45.00 yen	+10.00 yen	
ROE	10.5%	10.5%	±0%	
FCF	160	250	−90	

Note: FX rate estimate: 1USD=115 yen, 1EUR=130 yen
*1 IFRS estimate based on FY14 results (Japan GAAP)
*2 EBIT (Earnings before interest and taxes): Earnings after the subtraction of interest income and interest expense from income before income tax.

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FY15 Outlook
(Revenue and Income before Income Tax by Segment)

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(100 million yen)	FY15 Outlook <IFRS>	
	Revenue	Income before Income Tax
Electronic Device Systems	1,138	195
Fine Technology Systems	161	4
Science & Medical Systems	1,681	233
Industrial & IT Systems	864	9
Advanced Industrial Products	2,960	39
Total	6,770	460

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

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4. Business Strategy by Segment

Note: YY/M denotes the year and month of the accounting period-end.
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Business Strategy (Electronic Device Systems) ①

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Business Environment

- FY14 saw high growth in ASSP, DRAM and NAND due to strong growth in mobile devices (smartphones and tablets) and SSD. Meanwhile, the front-end equipment market remained about the same as the previous year.
- Capital investment in logic and memory chips for primarily mobile devices is projected to remain strong in FY15. However, this trend is overshadowed in part by uncertainties regarding the timing of investment by some customers.
- In the cutting-edge device market, new business opportunities are foreseen in response to new needs generated by the application of three-dimensional structures and new materials.

Vision and Basic Strategy

1. Vision

Work in collaboration with customers to pursue and create new value in cutting-edge industrial fields

2. Basic Strategy

(1) Supply globally leading products by enhancing core technologies

・Maintain and increase market share by developing and launching new equipment with top performance specifications

(2) Advance into new business fields by creating new value

・Win orders in new processes by strengthening products responding to new customer needs

(Metrologysystems and etching systems for 3D-NAND and ashing systems)

(3) Expand service and system solution businesses

HS-9050 ashing system

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Business Strategy (Electronic Device Systems) ②

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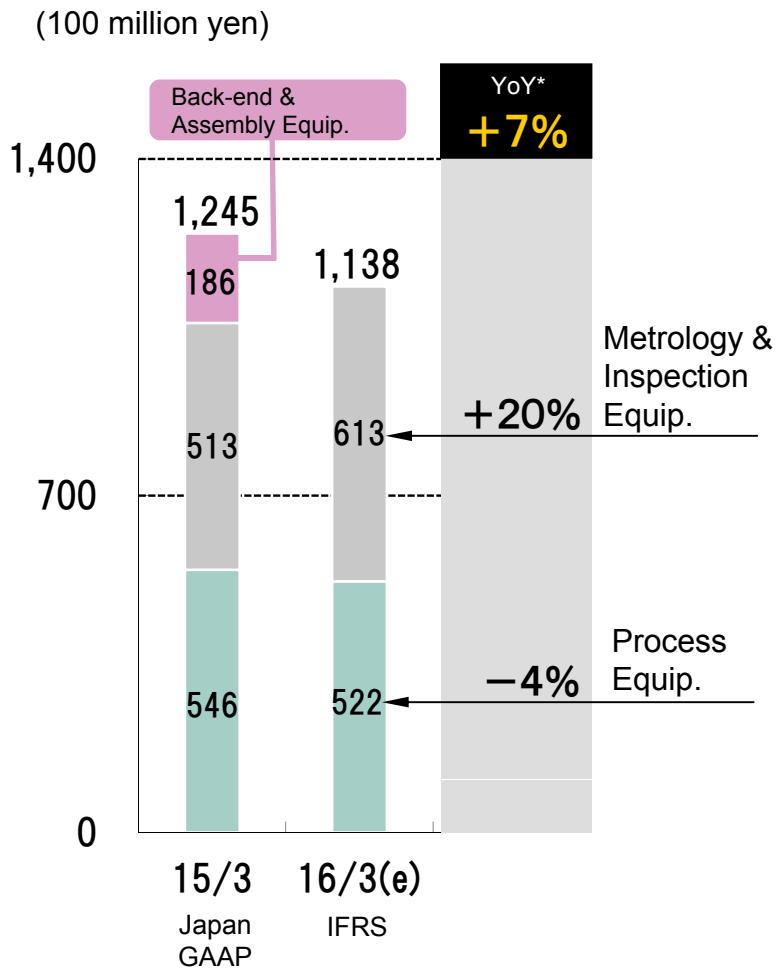
Revenue Trend



*Excludes Back-end & Assembly Equip.

Concrete Initiatives in FY15

- Maximize value to customers by providing solutions to the application of multiple exposure, three-dimensional structures, and new materials
  - Strengthen the new product lineup based on existing platforms
  - Expand and enhance applications in metrology and inspection

The 9000 series etching platform

- Strengthen capabilities for responding to customers by expanding and enhancing R&D bases around the world
  - Development in close contact with customers at overseas engineering sites (U.S. and Taiwan)
  - Take the lead in developing next-generation products by building secure environments for working together with customers

MIC Naka

(New laboratory: Establishment of MIC Naka*1)

- Expand the service business by enhancing service quality and promoting CIP*2

*1 MIC Naka: Metrology and Inspection Center Naka
*2 CIP: Continued Improvement Plan

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Business Strategy (Fine Technology Systems)

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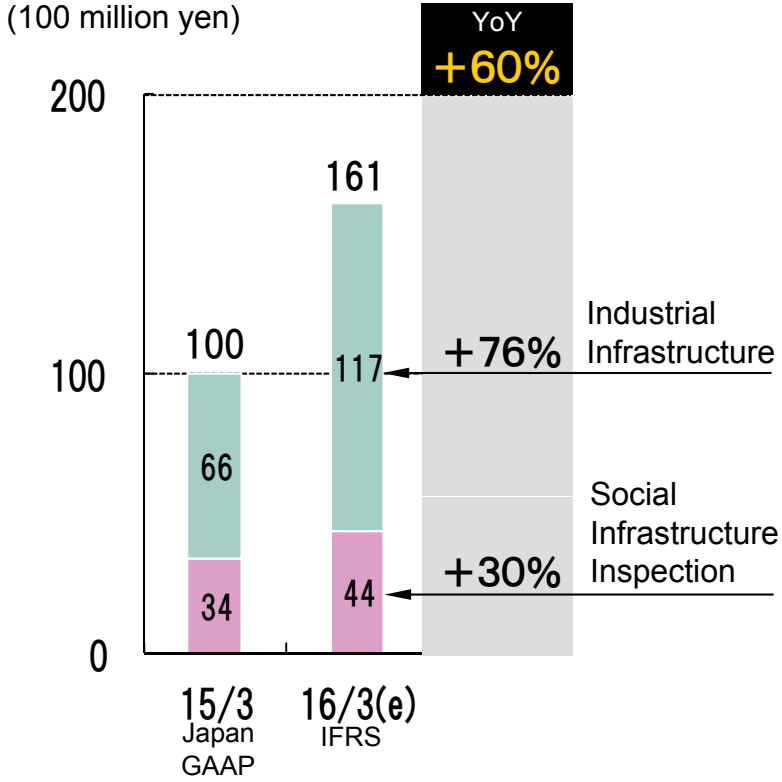
Vision and Basic Strategy

1. Expand business in growth fields related to social infrastructure inspection and industrial infrastructure
2. Add higher value to the business by strengthening core competences (optical-sensoring, image processing technology, etc.)
3. Expand the service business (provide added value in Big Data analysis, etc.)

Revenue Trend



Concrete Initiatives in FY15

Social infrastructure inspection business

- Railway inspection
  Expand sales of railway inspection equipment mounted in operating rolling stock, expand and enhance the product lineup, expand business overseas
- Inspection of power transmission lines, roads, and bridges

East-I, electric and track inspection train for shinkansen
(Source: JR East Japan Railway Company)

Cultivate business in social infrastructure inspection where needs are foreseen to grow

Industrial infrastructure business

- Expand business in automotive facilities
- Provide automated facilities with high added value by advancing into robotics technology application, analysis and inspection technology, and other fields

Services business

Develop post-sales businesses by making proposals for improving productivity and quality

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Business Strategy (Science & Medical Systems) (Scientific Systems) ①

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Business Environment

Electron microscopes

In addition to the need for ultra-high resolution imaging, demand for high-precision prior sample processing and high sensitivity analysis electron microscopes has grown in cutting-edge fields including the environment and new energy, new materials, and life sciences

Scientific instruments

Demand for high-precision and high-throughput dedicated machines have grown for analyzing samples in cutting-edge fields including the environment and new energy, new materials, and life sciences

Vision and Basic Strategy

1. Become a global leader in the electron microscope business

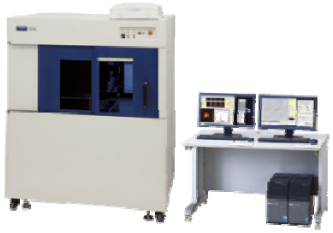
- Enhance the product lineup
- Broaden the scope of sales to the environment and new energy, new materials, and life sciences fields where the market customer base is larger

FE-SEM with high analytical performance and superb operability

Lineup enhancement:
SU5000 schottky field emission scanning electron microscope .

2. Become a major global player in scientific instruments

- Enhance the product lineup of scientific instruments for the analysis of inorganic and organic compounds
- Strengthen development and broaden the scope of sales of dedicated machines reflecting customer needs
- Expand overseas sales by enhancing global marketing capabilities



Identifies the cause of ultra-fine metal particle contaminants

Development example of dedicated machines: EA8000 X-ray particle contaminant analyzer for lithium-ion batteries

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Business Strategy (Science & Medical Systems) (Scientific Systems) ②

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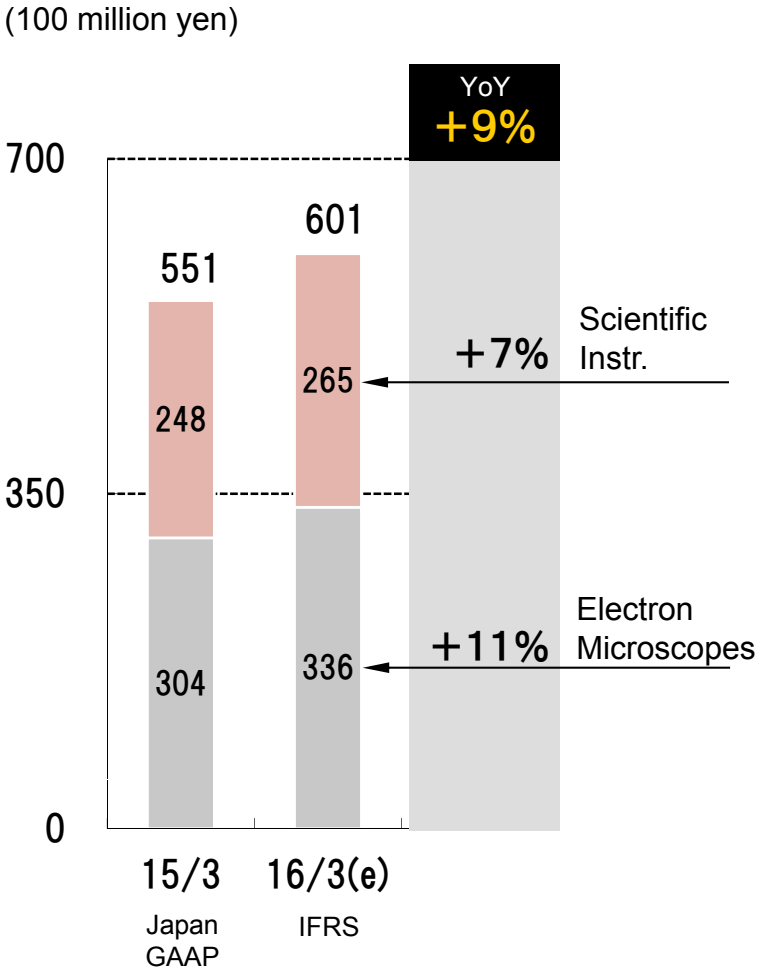
Revenue Trend



Concrete Initiatives in FY15

Electron microscopes

- Continually develop strategic new products for introduction and sales expansion in the volume zone

  <<New products launched in FY14>>

  (1) SU5000, schottky field emission scanning electron microscope

  (2) NX2000, composite instrument (triple-beam) FIB-SEM

  (3) TM3030Plus tabletop microscope

Scientific instruments

- Expand sales in the life sciences field with the launch of a new model of mass spectrometer detector for liquid chromatograph

Chromaster® 5610 MS Detector
High performance liquid chromatograph

- Further cultivate the environment and new energy field by expanding sales of metal particle contamination inspection equipment for lithium-ion batteries and fuel cells

- Enhance global marketing capabilities and utilize sales networks to expand sales worldwide

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Business Strategy (Science & Medical Systems) (Biotechnology & Medical Products) ①

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Business Environment

- Clinical chemistry & immunodiagnostic analyzer market

Europe: The replacement cycle for diagnostic equipment has lengthened since the debt crisis in southern Europe
U.S. : The enactment of medical insurance system reforms has caused the number of tests to increase, but the impact on diagnostic equipment demand has been limited
China : Growth is being driven, the government's preferential treatment of domestically manufactured diagnostic equipment has raised concerns of a possible decline in imports

- New business fields

Growth is foreseen in companion diagnostics and other genetic testing markets

Vision and Basic Strategy

1. Clinical chemistry and immunodiagnostic analyzer market

Promote systems solutions businesses by combining new automated clinical laboratory testing systems with modular clinical chemistry analyzer

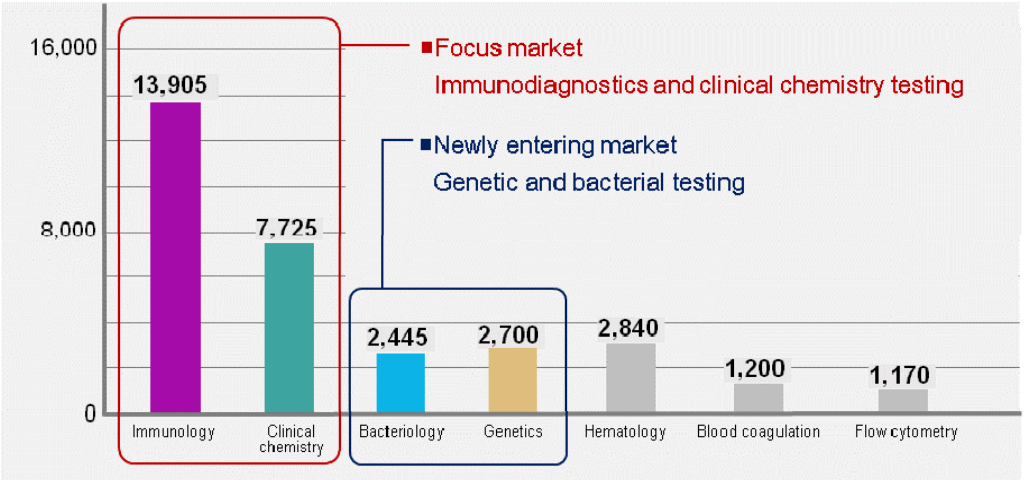
2. Advancement into the bacterial and genetic testing market

・Promote and strengthen the development of innovative technologies and products
・Form SCB* with reagent companies with a strong global presence

*SCB: System Collaboration Business

■The In Vitro Diagnostics Market in 2013

(Million USD)



*Company estimates based on data from Kalorama Information

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Business Strategy (Science & Medical Systems) (Biotechnology & Medical Products) ②

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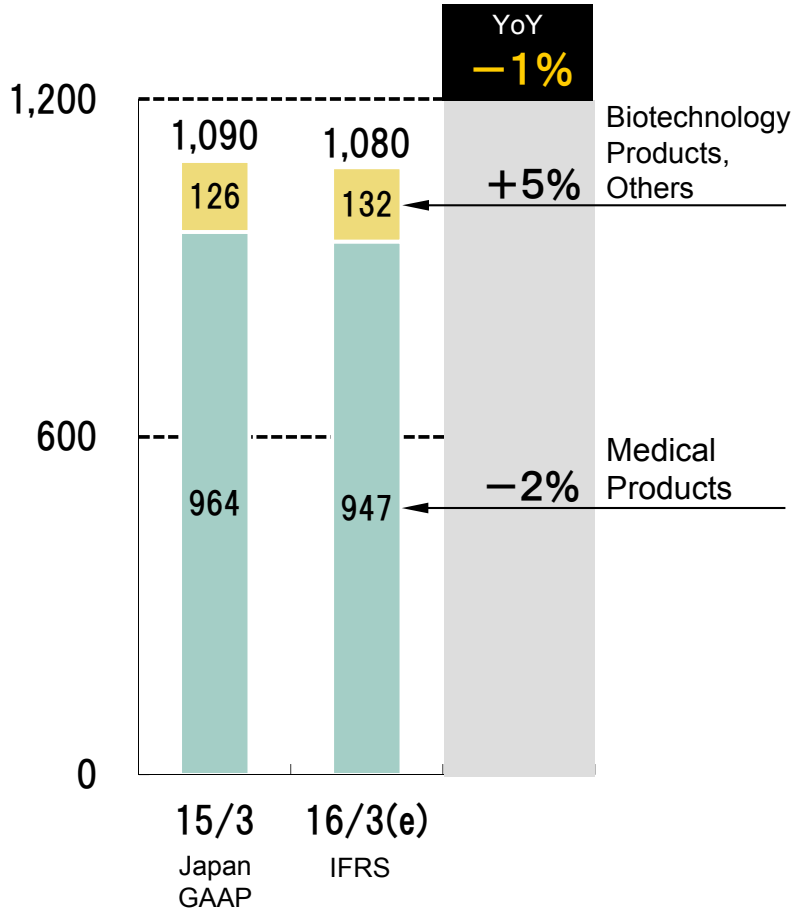
Revenue Trend

(100 million yen)



Concrete Initiatives in FY15

- Capture the market with automated clinical laboratory testing systems

Globally expand expertise in raising clinical testing efficiency and engineering capabilities nurtured for over 20 years

- Promote combine sales of medium to large-scale automated clinical analyzers by introducing the cobas8100 automated clinical laboratory testing sysytem to the U.S. market
- Strengthen solutions proposal capabilities of personnel in charge of product design and development in China and expedite product development feedback on market needs

cobas8100
Automated clinical laboratory testing system

- Strengthen technology and product development in bacterial and genetic testing

- Launch sales in Japan of rapid bacterial testing systems made by Nanosphere, Inc. of the U.S.
- Develop fully automated pre-test processing and analytical systems (for multiplying and testing genetic material)
- Develop next-generation DNA sequencers targeting the genetic testing market

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Business Strategy (Industrial & IT Systems)

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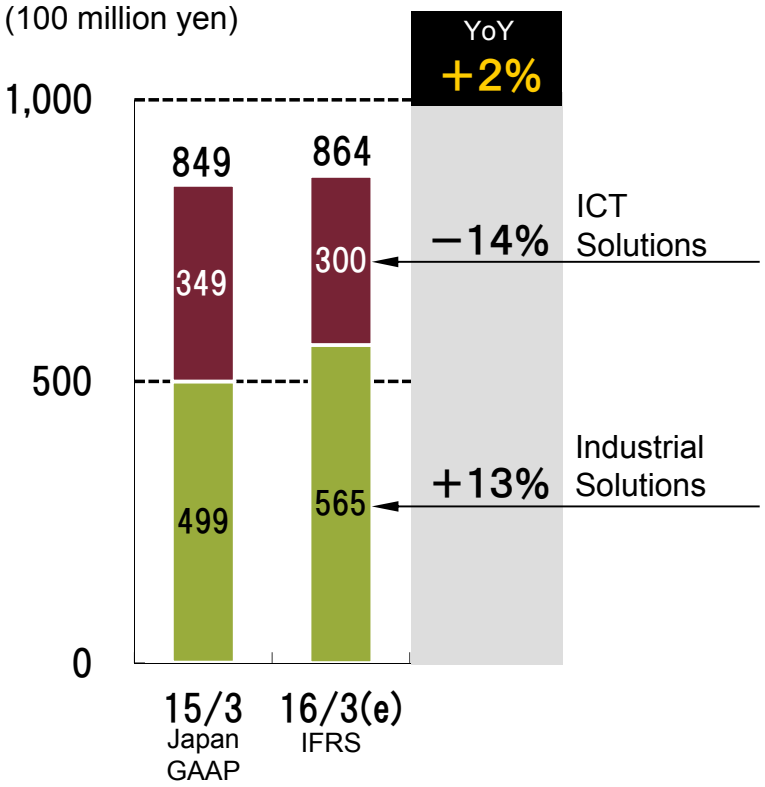
Vision and Basic Strategy

1. Vision: Become a one and only solution provider in the industrial and IT fields
2. Basic Policy: Enhance customer satisfaction (CS) based on “high degrees of specialization,” “creation of new value,” “strong relationships of trust,” and “collaboration with the Hitachi Group”

Revenue Trend



Concrete Initiatives in FY15

- Expand sales of automotive manufacturing equipment, devices and components
- Develop new products in industrial instruments and control systems
- Expand sales of solar photovoltaic system EPC* projects, and related components and materials
- Expand solutions business in the Internet of Things (IoT) field
- Promote globalization

EDR-N8
Differential Pressure Transmitter

*EPC: Engineering, Procurement and Construction

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Business Strategy (Advanced Industrial Products)

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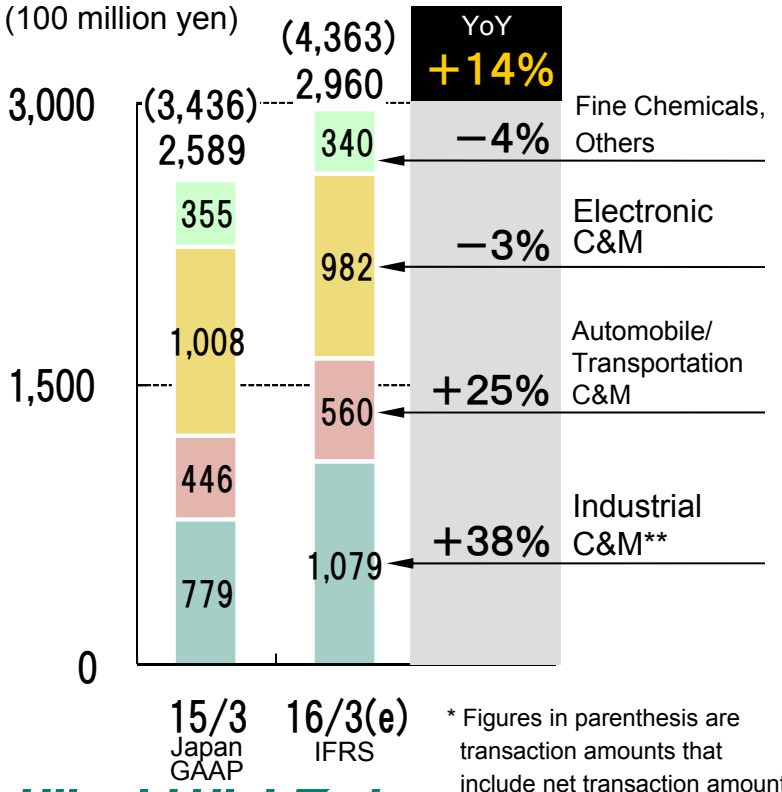
Vision and Basic Strategy

1. Vision: Become a specialized trading company with strengths in industrial materials across the global field
2. Basic policy: Establish and develop (1)marketing in close contact with customers, (2)business investment strategies, and (3)supply chain solutions(SCS)

Revenue Trend



* Figures in parenthesis are transaction amounts that include net transaction amounts

** C&M: Component & Material

Concrete Initiatives in FY15

- Establish a highly profitable business platform by focusing on businesses with high added value

  Automobile/Transportation C&M: Sensors, turbocharger components
  Electronic C&M: Smartphone components and materials

- Promote business investment strategies

  Expand business by investing in the automotive components and optical telecommunications fields (ASEAN, Brazil, Mexico, etc.)

- Enhance added value by building a value chain from materials to functional components

- Develop a SCS business globally by leveraging trading company functions including logistics and finance

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Management Policy

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1. Strengthen business portfolio by shifting resources to growth fields

2. Accelerate global growth strategies based on business fields and local characteristics

3. Strengthen business creation capabilities from the customer's perspective

"Challenge to Change"

Operate autonomous and decentralized organizations predicated on prioritizing the best interests of the entire Group

Develop highly specialized solutions businesses that respond in detail to individual customer needs

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Market Trend and Changes in Orders Received
(Electronic Device Systems)

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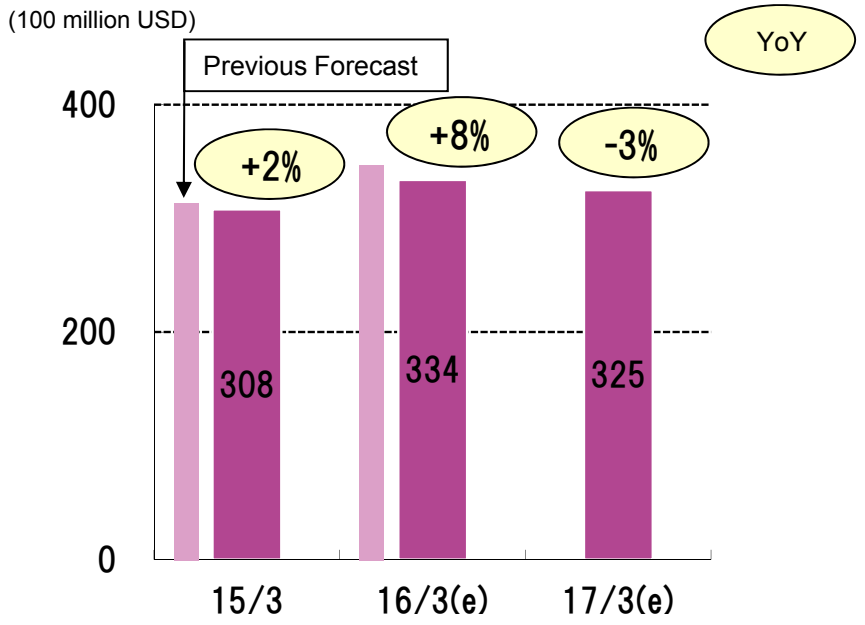
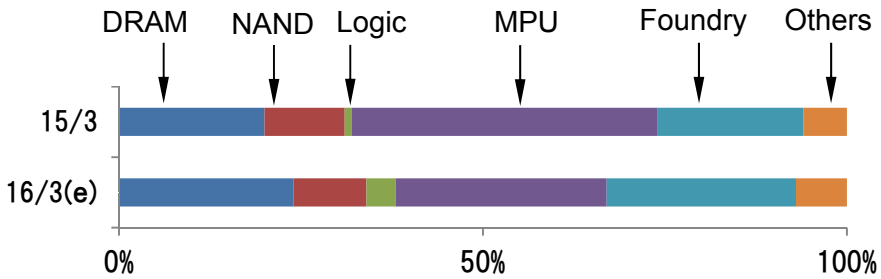
Semiconductor Manufacturing Equipment Market (Front-end)

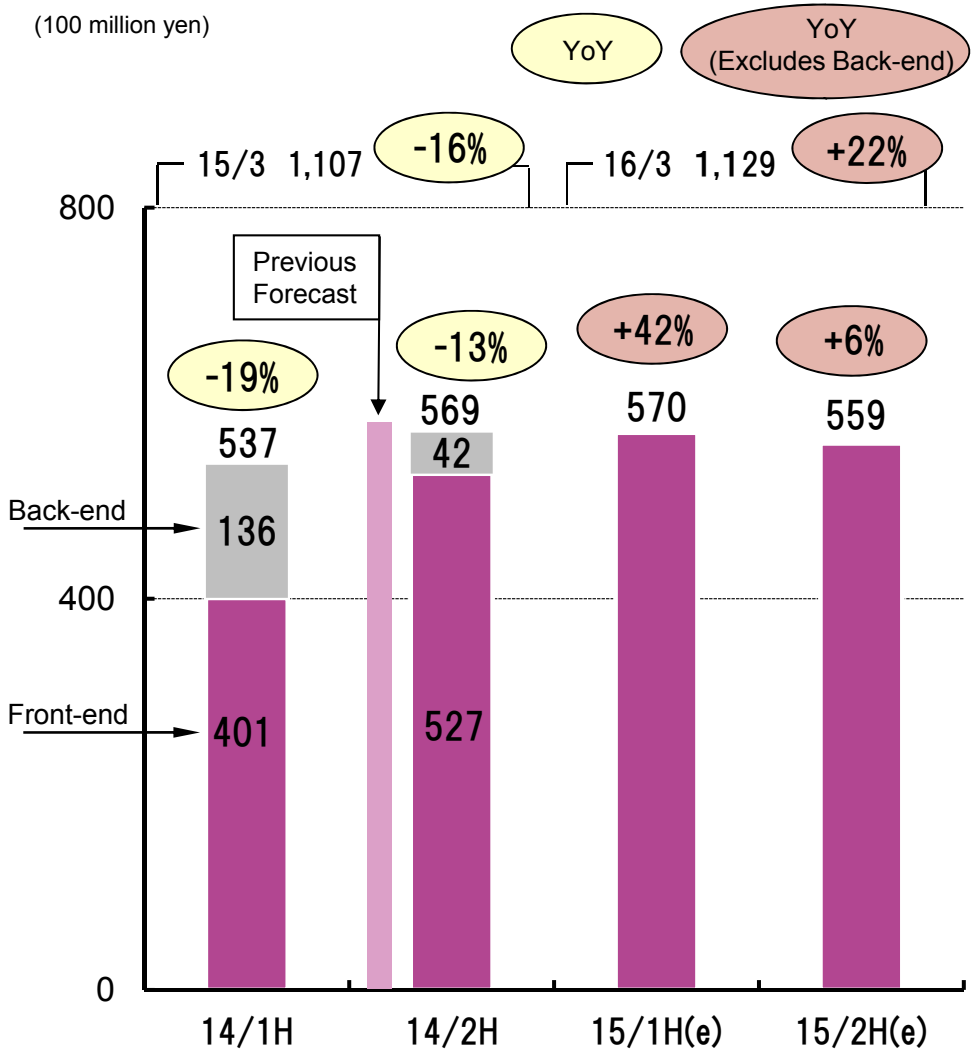


Source: Gartner (Apr. 2015) / Company's estimation
Previous forecast is based on published values for 2Q/Oct. 2014.

Sales Ratio by Fields (Front-end Equip.)



Changes in Orders Received



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Capital Expenditure/ Depreciation Costs/ R&D / Sales by Region

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■Capital Expenditures/Depreciation Costs/R&D

(100 million yen)

	14／3	15／3	YoY	16／3(e)	YoY
Capital Expenditure	189	145	−23%	129	−11%
Depreciation Costs	94	108	+15%	118	+9%
R&D	211	201	−5%	226	+12%

Note: Capital expenditure is based on acquisition base

■Sales by Region

(100 million yen)

		Japan	North America	Europe	Asia	Mainland China	Other	Total
14／3	Sales	2,667	854	780	2,000	850	89	6,391
	Ratio	42%	14%	12%	31%	13%	1%	100%
15／3	Sales	2,632	650	977	2,054	824	62	6,375
	Ratio	41%	10%	16%	32%	13%	1%	100%

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Changes in Quarterly Results

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(100 million yen)

			FY14 Q1	FY14 Q2	FY14 Q3	FY14 Q4
Sales / Operating Income	Electronic Device Systems	Sales	346	300	259	339
		Operating Income	81	28	31	32
	Fine Technology Systems	Sales	12	23	14	50
		Operating Income	−6	−4	−4	7
	Science & Medical Systems	Sales	388	413	396	444
		Operating Income	63	61	62	64
	Industrial & IT Systems	Sales	174	213	184	278
		Operating Income	−9	6	−4	9
	Advanced Industrial Products	Sales	644	647	651	646
		Operating Income	6	4	7	5
	Others & Elimination/Corporate	Sales	−14	−12	−9	−14
		Operating Income	−1	−7	8	3
	Total	Sales	1,550	1,584	1,496	1,745
		Operating Income	135	88	99	120
Ordinary Income			134	82	93	113
Net Income			92	59	58	72

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Sales Change in Main Business

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(100 million yen)	FY14/Q1	FY14/Q2	FY14/Q3	FY14/Q4
Electronic Device Systems	346	300	259	339
Process Equipment	160	129	121	136
Metrology & Inspection Equipment	135	100	93	185
Back-end & Assembly Equipment	52	71	45	19
Fine Technology Systems	12	23	14	50
Social Infrastructure Inspection	1	5	4	24
Industrial Infrastructure	12	19	10	26
Science & Medical Systems	388	413	396	444
Electron Microscopes	45	93	65	99
Scientific Instr.	46	64	52	86
Medical Products	261	222	252	230
Biotechnology Products, Others	36	34	27	29
Industrial & IT Systems	174	213	184	278
Industrial Solutions	71	130	108	190
ICT Solutions	102	83	76	88
Advanced Industrial Products	644	647	651	646
Industrial C&M	191	193	197	197
Automobile/Transportation C&M	103	109	118	116
Electronic C&M	260	248	251	250
Fine Chemicals, Others	90	97	85	84

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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.
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FY14 Financial Results

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