

KEY FINANCIAL DATA AND STOCK INFORMATION

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Capital Investment and R&D Expenditure

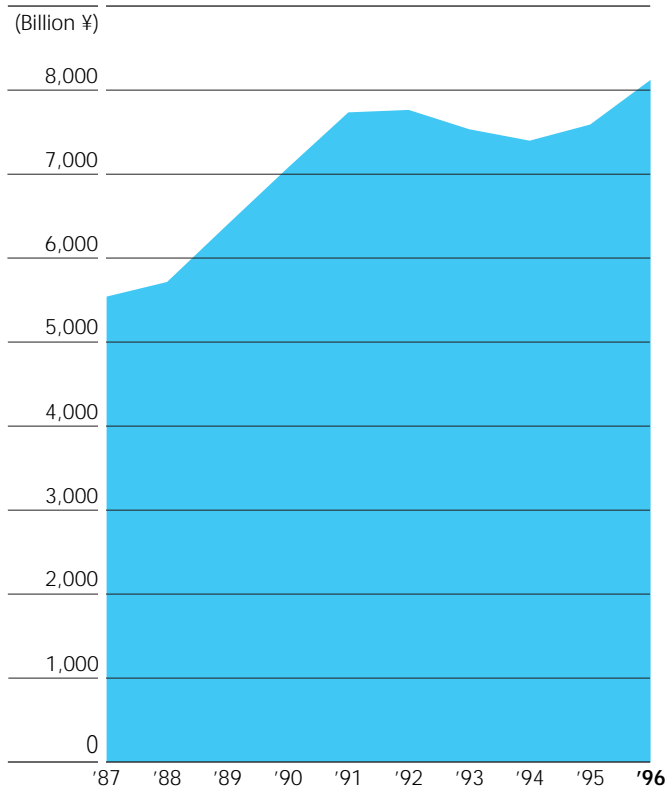
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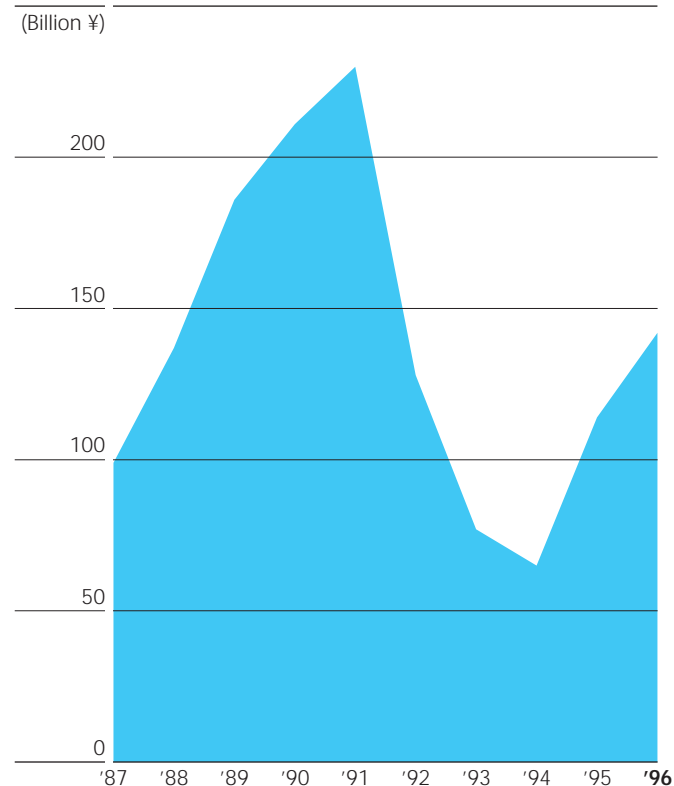
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RESULTS OF OPERATIONS

Net Sales



Net Income



		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Net Sales	(Billion ¥)	5,543	5,717	6,401	7,078	7,737	7,766	7,536	7,400	7,592	8,124
Net Income	(Billion ¥)	99	137	186	211	230	128	77	65	114	142

Industry Segments

(Million ¥)

		1994	1995	1996
Sales	Information Systems & Electronics	¥2,509,883 27%	¥2,688,976 28%	¥ 3,025,063 29%
	Power & Industrial Systems	2,455,571 27%	2,411,117 25%	2,523,508 25%
	Consumer Products	887,369 10%	923,534 10%	952,751 9%
	Materials	1,254,709 13%	1,300,282 14%	1,372,263 13%
	Services & Other	2,092,129 23%	2,225,161 23%	2,472,154 24%
	Subtotal	9,199,661 100%	9,549,070 100%	10,345,739 100%
	Eliminations	(1,799,456)	(1,956,804)	(2,221,929)
	Total	7,400,205	7,592,266	8,123,810
Operating Income (Loss)	Information Systems & Electronics	95,055 40%	143,342 43%	184,849 47%
	Power & Industrial Systems	113,991 47%	117,711 35%	114,080 29%
	Consumer Products	(40,960) (17%)	(27,589) (8%)	(14,786) (4%)
	Materials	44,271 18%	62,461 19%	75,193 19%
	Services & Other	27,914 12%	36,054 11%	36,974 9%
	Subtotal	240,271 100%	331,979 100%	396,310 100%
	Eliminations & Corporate items	(26,882)	(27,389)	(63,728)
	Total	213,389	304,590	332,582

Notes: 1. Net sales by segment include intersegment transactions.

2. This information is disclosed in accordance with a ministerial ordinance under the Securities and Exchange Law of Japan.

3. From fiscal 1995, the Ministry of Finance is requiring the disclosure of "Eliminations & Corporate items" for Operating Income as part of the Industry Segments and Geographic Segments. Figures for the previous fiscal years have been adjusted to reflect the change.

Geographic Segments

(Million ¥)

		1994	1995	1996
Sales				
Japan	Outside customer sales	¥6,251,605 77%	¥6,349,766 76%	¥6,656,251 73%
	Intersegment transactions	639,962 8%	698,782 8%	841,413 9%
	Total	6,891,567 85%	7,048,548 84%	7,497,664 82%
Other Areas	Outside customer sales	1,148,600 14%	1,242,500 15%	1,467,559 16%
	Intersegment transactions	99,681 1%	133,803 1%	212,974 2%
	Total	1,248,281 15%	1,376,303 16%	1,680,533 18%
Subtotal		8,139,848 100%	8,424,851 100%	9,178,197 100%
Eliminations		(739,643)	(832,585)	(1,054,387)
Total		7,400,205	7,592,266	8,123,810
Operating Income				
Japan		242,581 95%	302,941 88%	369,848 90%
Other Areas		13,001 5%	42,228 12%	41,615 10%
Subtotal		255,582 100%	345,169 100%	411,463 100%
Eliminations & Corporate items		(42,193)	(40,579)	(78,881)
Total		213,389	304,590	332,582

Sales by Market

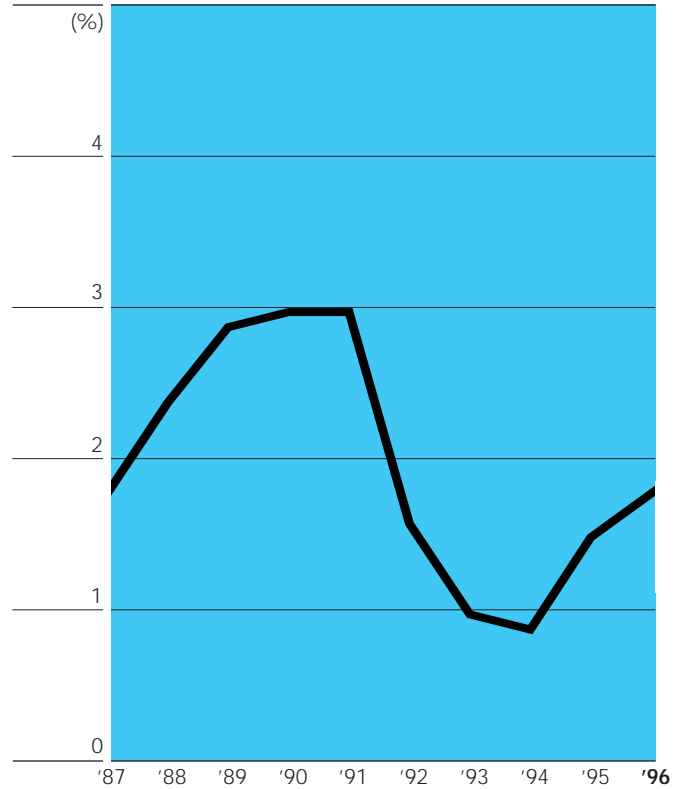
(Million ¥)

	1994	1995	1996
Domestic sales	¥5,699,533 77%	¥5,768,963 76%	¥6,020,922 74%
Overseas sales	1,700,672 23%	1,823,303 24%	2,102,888 26%
Total	¥7,400,205	¥7,592,266	¥8,123,810

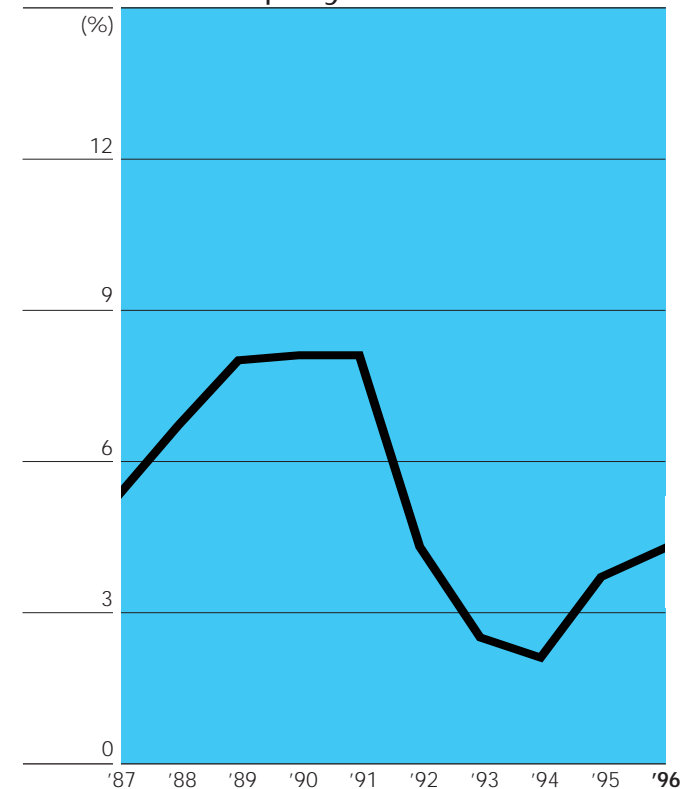
Notes: As for "Eliminations & Corporate items" for Operating Income as part of the Geographic Segments, see note 3 on page 5.

PROFITABILITY

Return on Sales

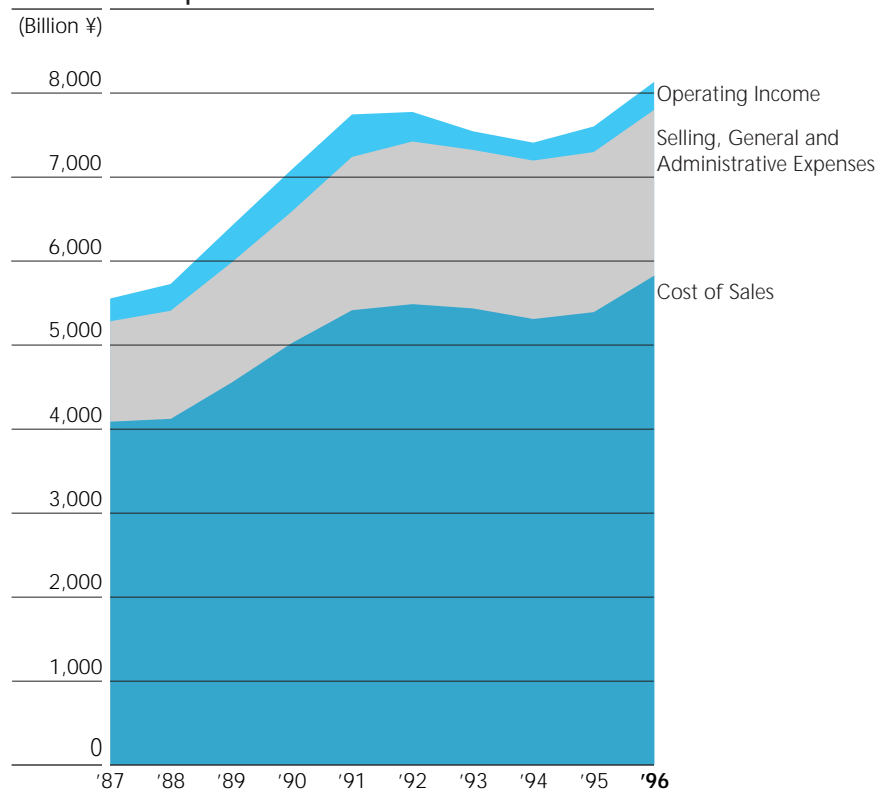


Return on Equity

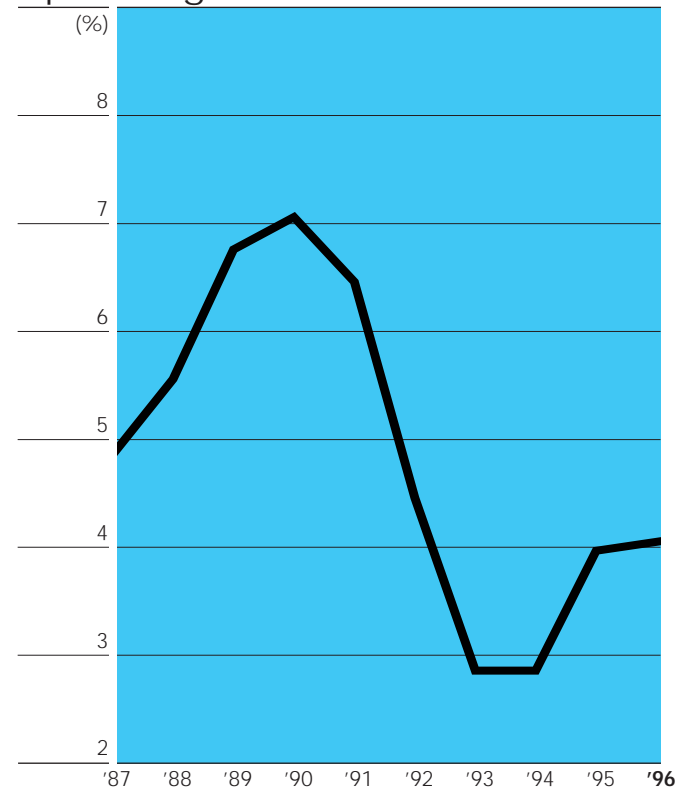


		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Net Income	(Billion ¥)	99	137	186	211	230	128	77	65	114	142
Return on Sales	(%)	1.8	2.4	2.9	3.0	3.0	1.6	1.0	0.9	1.5	1.8
Return on Equity	(%)	5.4	6.8	8.1	8.2	8.2	4.4	2.6	2.2	3.8	4.4

Cost Composition



Operating Income to Net Sales

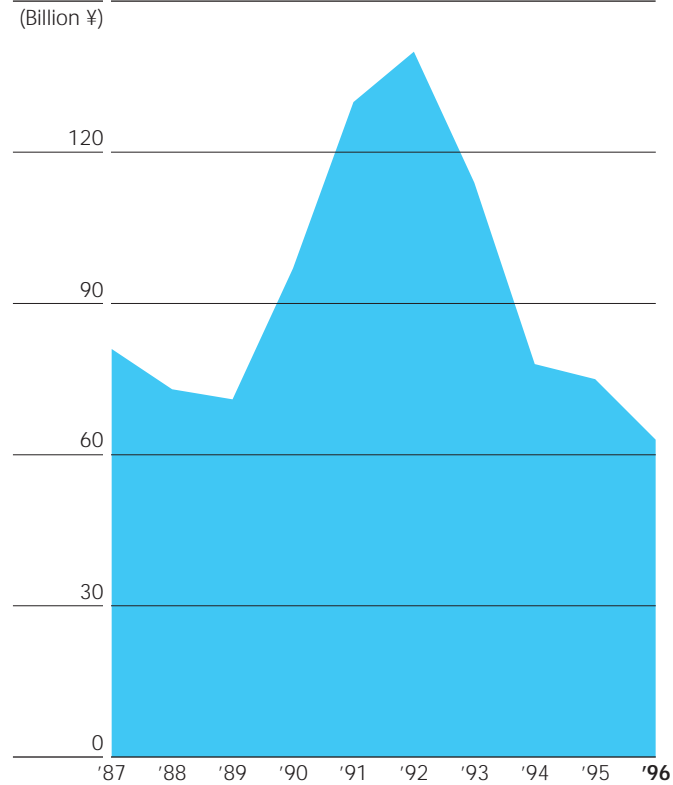


		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Net Sales	(Billion ¥)	5,543	5,717	6,401	7,078	7,737	7,766	7,536	7,400	7,592	8,124
Cost of Sales	(Billion ¥)	4,089	4,123	4,552	5,024	5,417	5,489	5,438	5,312	5,394	5,829
Cost of Sales to Net Sales	(%)	73.8	72.1	71.1	71.0	70.0	70.7	72.2	71.8	71.0	71.7
Selling, General and Administrative (SG&A) Expenses	(Billion ¥)	1,184	1,275	1,416	1,553	1,813	1,925	1,876	1,875	1,894	1,962
SG&A Expenses to Net Sales	(%)	21.4	22.3	22.1	21.9	23.4	24.8	24.9	25.3	25.0	24.2
Operating Income	(Billion ¥)	271	319	433	501	506	352	222	213	305	333
Operating Income to Net Sales	(%)	4.9	5.6	6.8	7.1	6.5	4.5	2.9	2.9	4.0	4.1

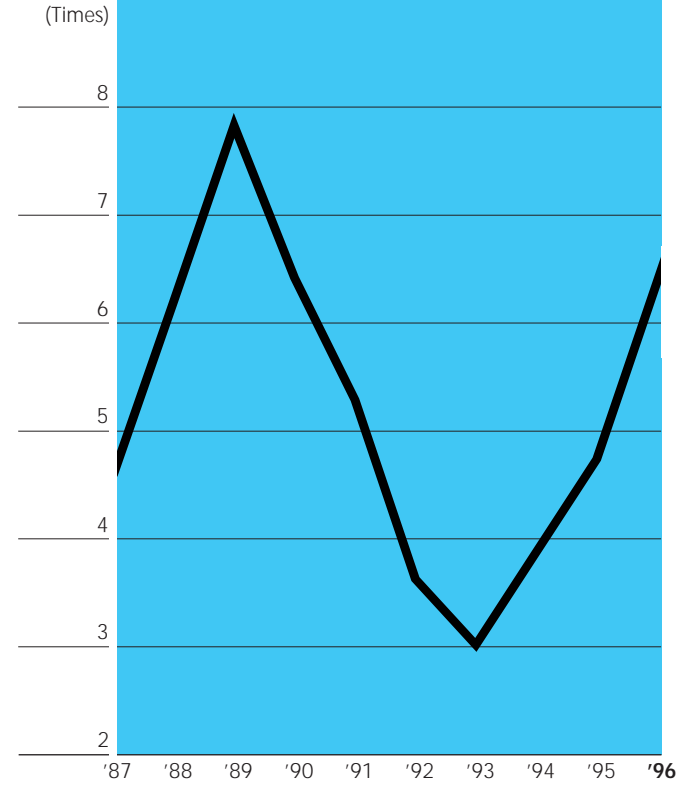
Note: Figures may not agree due to rounding.

SAFETY

Interest Expense



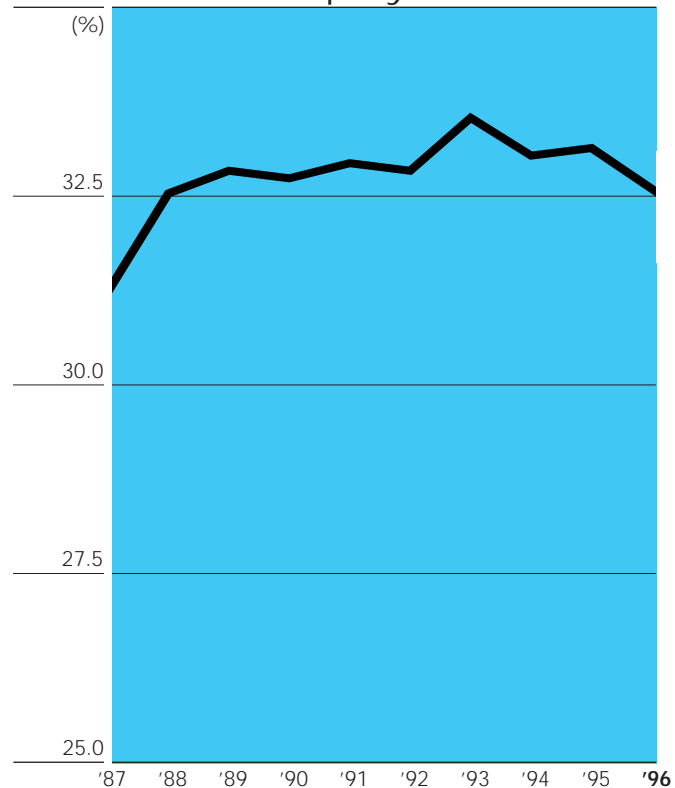
Interest Coverage



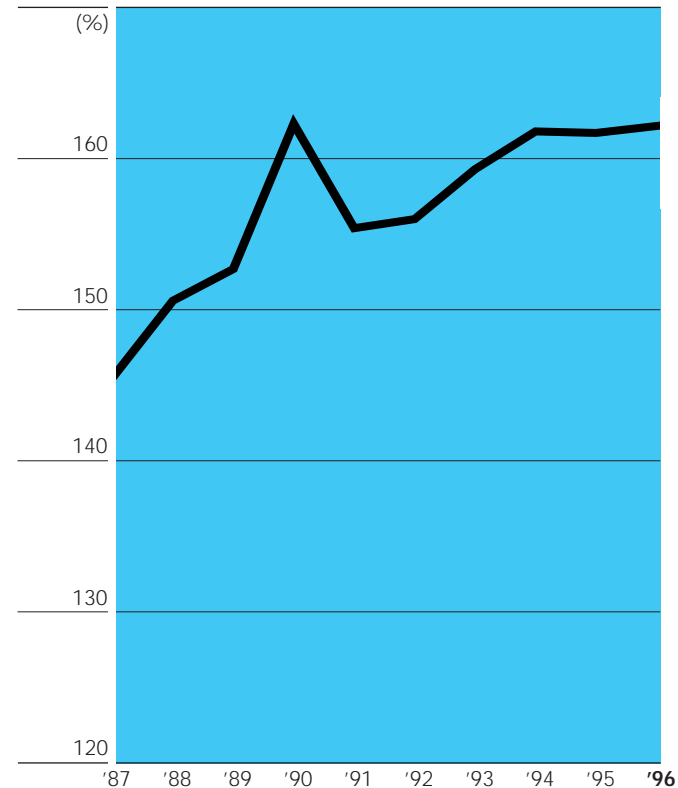
	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	
Interest Expense											
	(Billion ¥)	81	73	71	97	130	140	114	78	75	63
Interest Coverage											
	(Times)	4.63	6.24	7.87	6.46	5.33	3.67	3.06	3.92	4.78	6.50

Note: Interest coverage = $\frac{\text{Income before income taxes} + \text{Interest expense}}{\text{Interest expense}}$

Stockholders' Equity to Total Assets

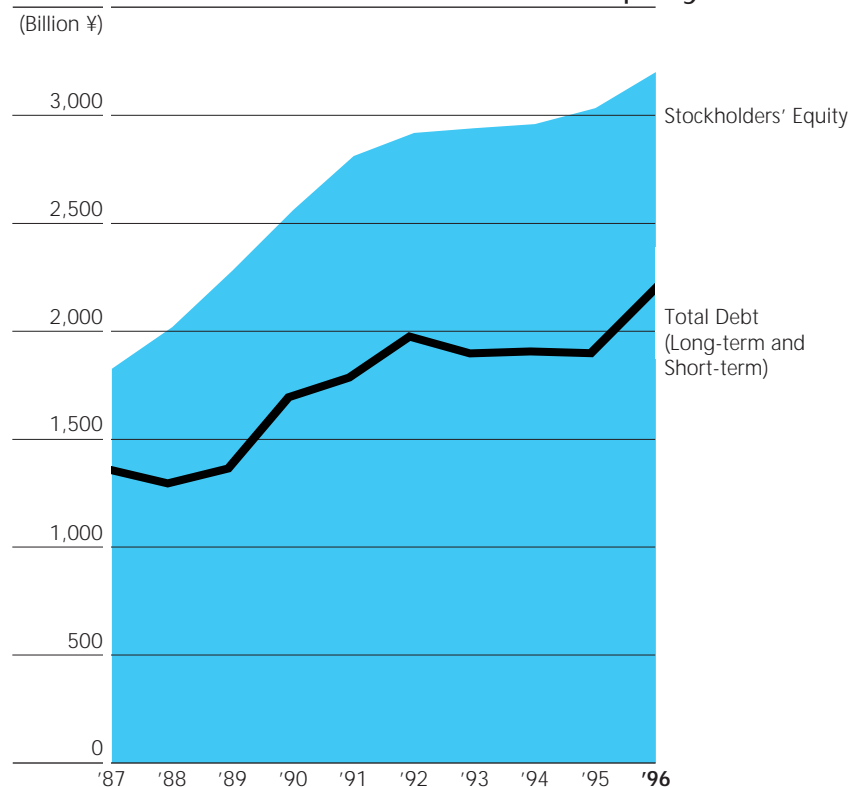


Current Ratio

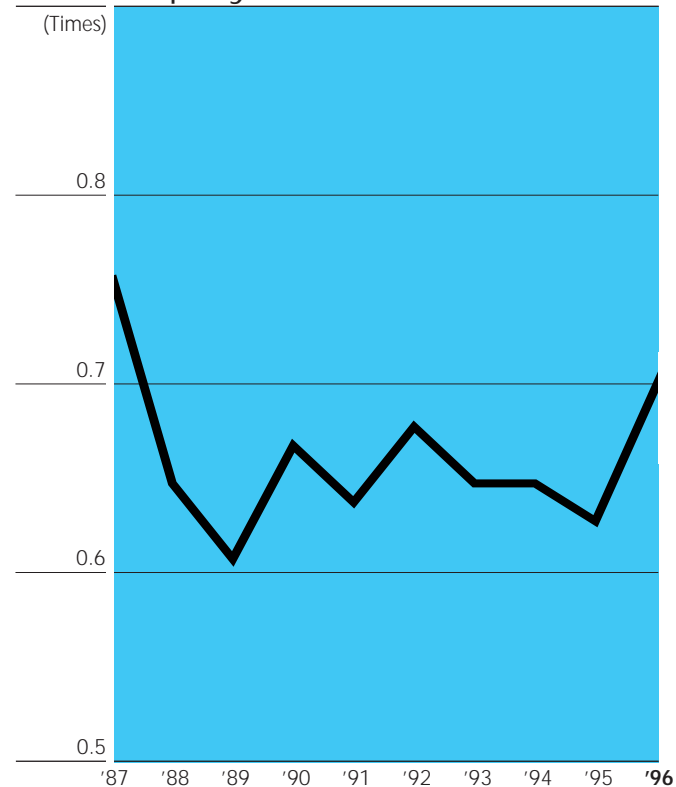


		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Current Assets	(Billion ¥)	3,926	4,303	4,870	5,391	5,751	5,850	5,675	5,796	5,976	6,442
Current Liabilities	(Billion ¥)	2,693	2,851	3,184	3,315	3,694	3,742	3,555	3,576	3,690	3,965
Stockholders' Equity	(Billion ¥)	1,826	2,019	2,282	2,561	2,811	2,918	2,940	2,959	3,033	3,200
Stockholders' Equity to Total Assets	(%)	31.3	32.6	32.9	32.8	33.0	32.9	33.6	33.1	33.2	32.6
Current Ratio	(%)	145.8	150.9	153.0	162.6	155.7	156.3	159.6	162.1	162.0	162.5

Total Debt and Stockholders' Equity



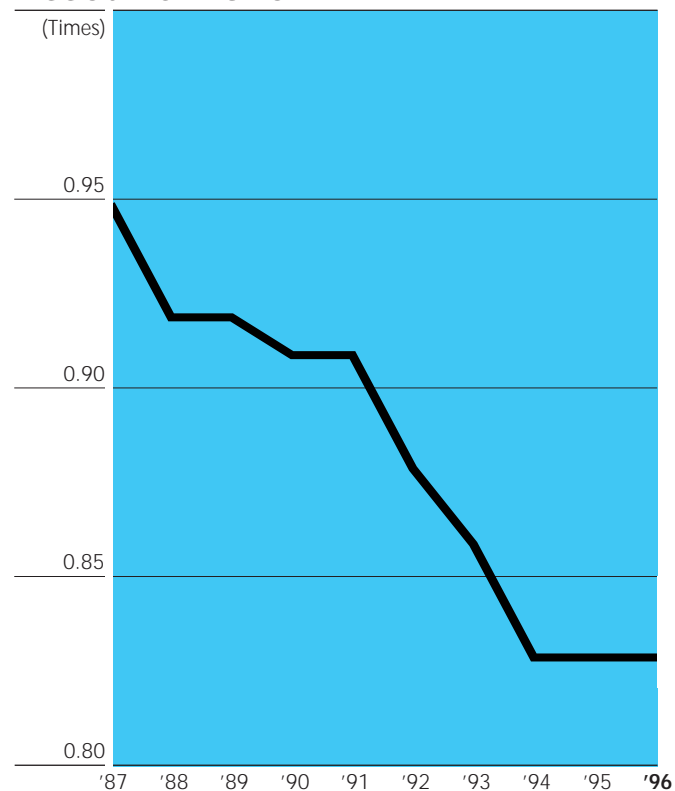
Debt / Equity Ratio



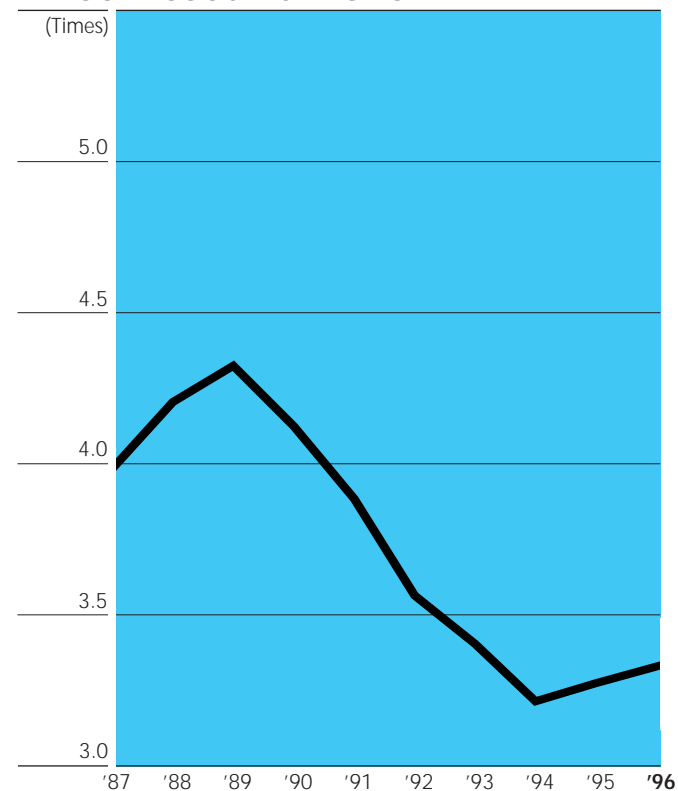
		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Short-term Debt	(Billion ¥)	854	848	864	828	915	1,020	928	902	907	1,033
Long-term Debt	(Billion ¥)	528	468	521	887	891	976	990	1,025	1,012	1,203
Total Debt	(Billion ¥)	1,382	1,316	1,385	1,715	1,806	1,996	1,918	1,927	1,919	2,237
Stockholders' Equity	(Billion ¥)	1,826	2,019	2,282	2,561	2,811	2,918	2,940	2,959	3,033	3,200
Debt/Equity Ratio	(Times)	0.76	0.65	0.61	0.67	0.64	0.68	0.65	0.65	0.63	0.70

EFFICIENCY

Asset Turnover



Fixed Asset Turnover

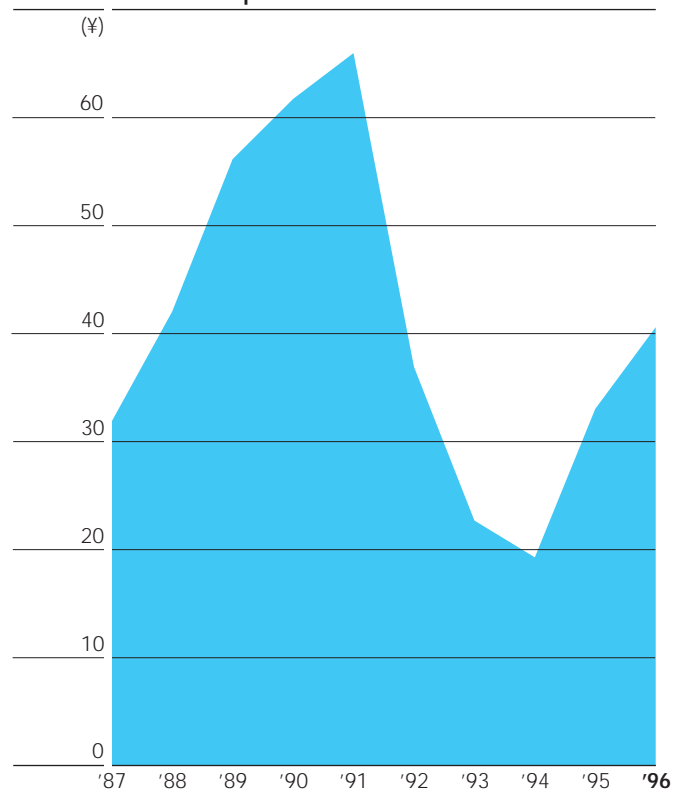


		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Total Assets	(Billion ¥)	5,842	6,188	6,938	7,805	8,526	8,858	8,748	8,931	9,142	9,803
Fixed Assets	(Billion ¥)	1,385	1,354	1,474	1,709	1,986	2,169	2,204	2,293	2,311	2,422
Asset Turnover	(Times)	0.95	0.92	0.92	0.91	0.91	0.88	0.86	0.83	0.83	0.83
Fixed Asset Turnover	(Times)	4.00	4.22	4.34	4.14	3.90	3.58	3.42	3.23	3.29	3.35

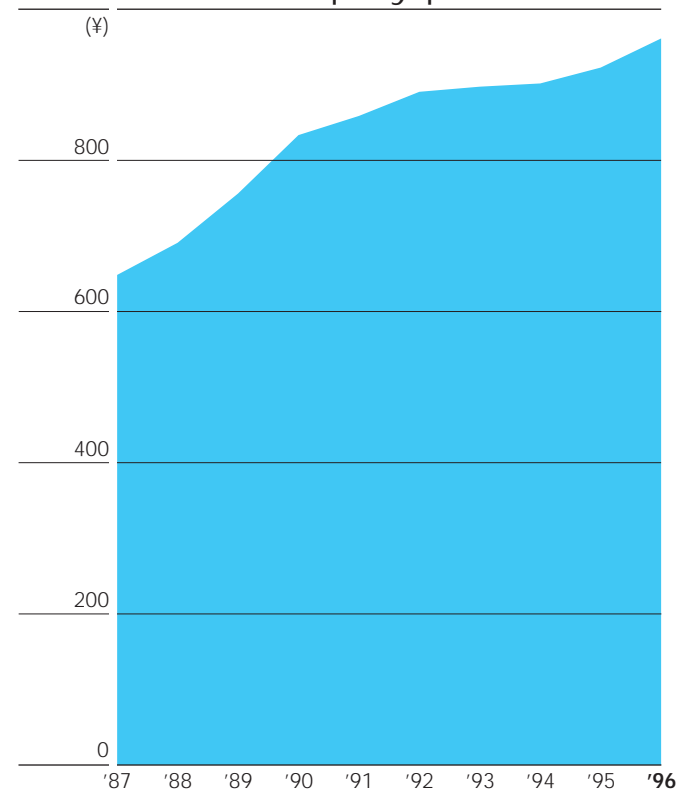
Note: "Fixed Assets" represents the net carrying amounts of property, plant and equipment.

PER SHARE DATA

Net Income per Share



Stockholders' Equity per Share



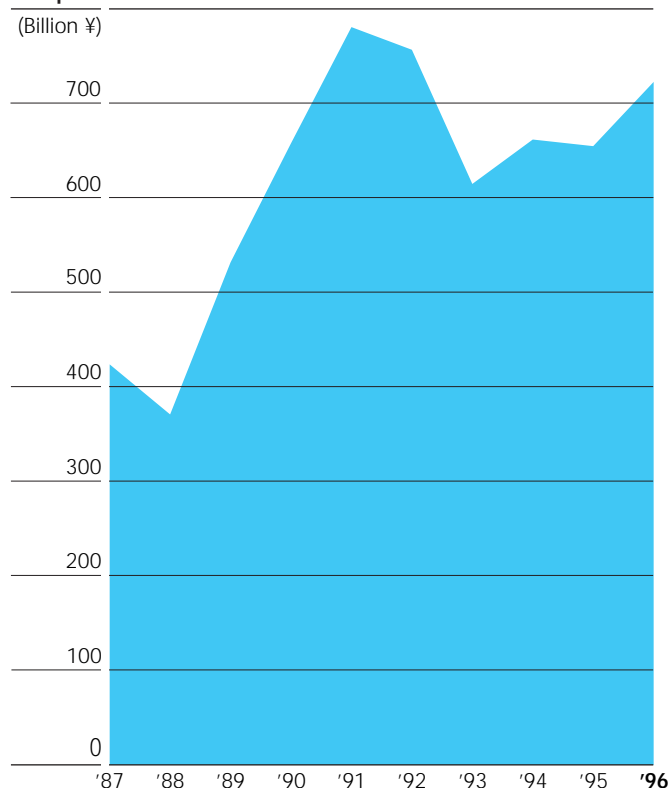
	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Net Income per Share										
(¥)	31.86	42.03	56.14	61.71	65.96	36.91	22.68	19.27	33.02	40.09
Stockholders' Equity per Share										
(¥)	648.36	690.89	756.06	833.37	858.71	890.64	897.42	901.71	922.73	961.23
Cash Dividends per Share										
(¥)	9.00	9.00	9.00	11.00	11.00	11.00	11.00	11.00	11.00	11.00

Notes: 1. Net income per share is based on common stock and common stock equivalents of Hitachi, Ltd. Stockholders' equity per share is based on common stock of Hitachi, Ltd.

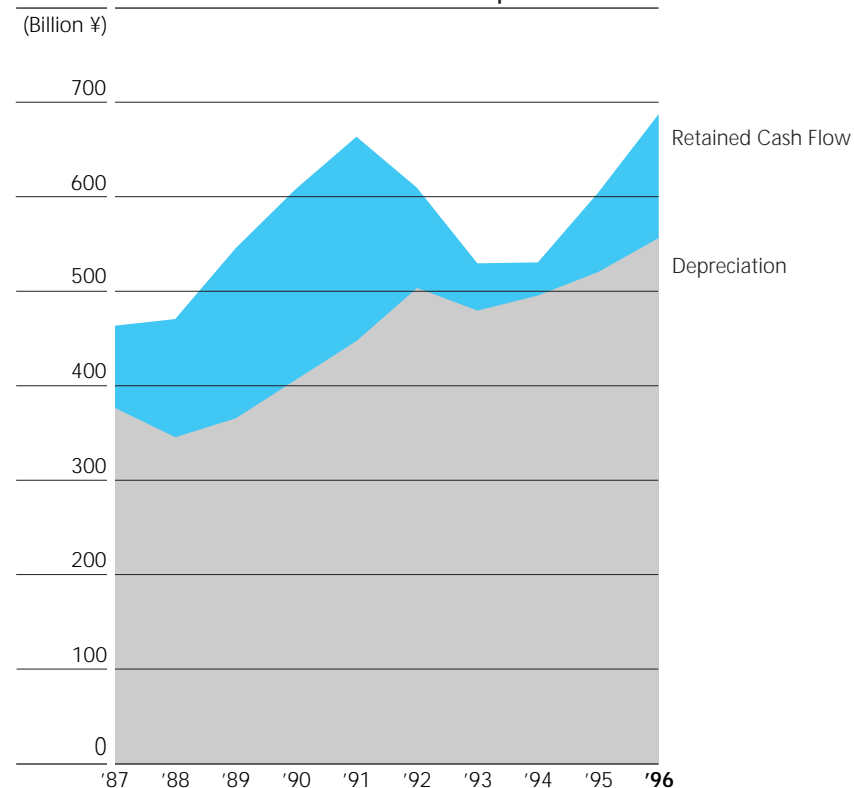
2. Figures for net income per share are after retroactive adjustment for the free distribution. See note 4 on page 1.

CAPITAL INVESTMENT AND R&D EXPENDITURE

Capital Investment



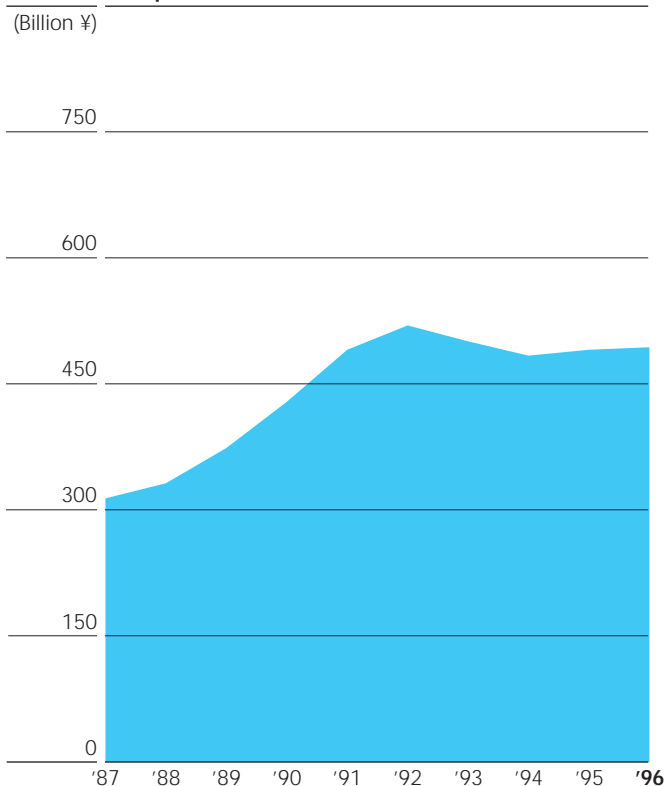
Retained Cash Flow and Depreciation



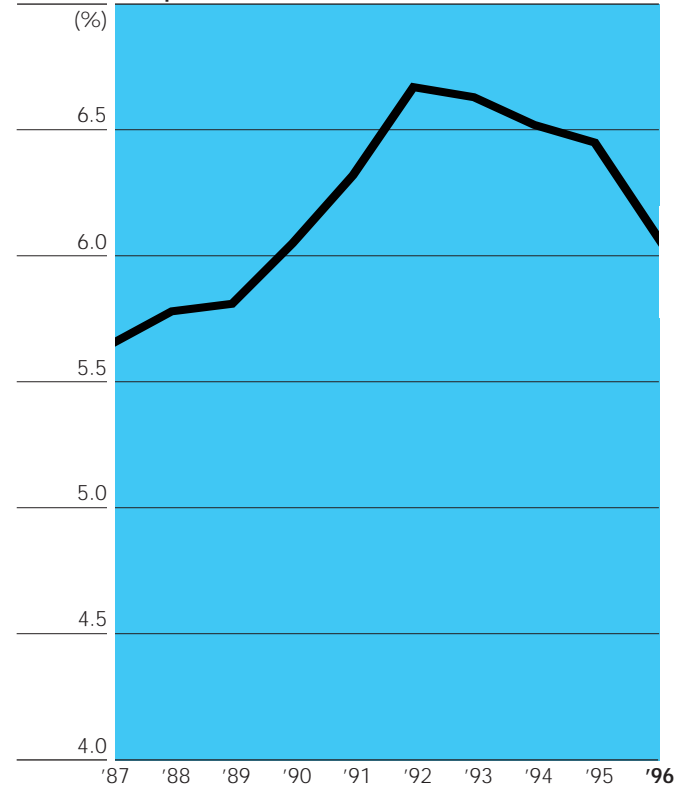
	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Capital Investment (Property, plant and equipment) (Billion ¥)	424	371	532	658	781	757	615	662	655	723
Retained Cash Flow (Billion ¥)	463	470	545	608	663	609	529	530	604	687
Depreciation (Property, plant and equipment) (Billion ¥)	377	346	366	407	448	504	480	496	521	557

Note: Retained cash flow = Net income + Depreciation + Minority interests - Dividends paid - Gain on "equity method" shareholdings + Dividend received from "equity method" shareholdings

R&D Expenditure



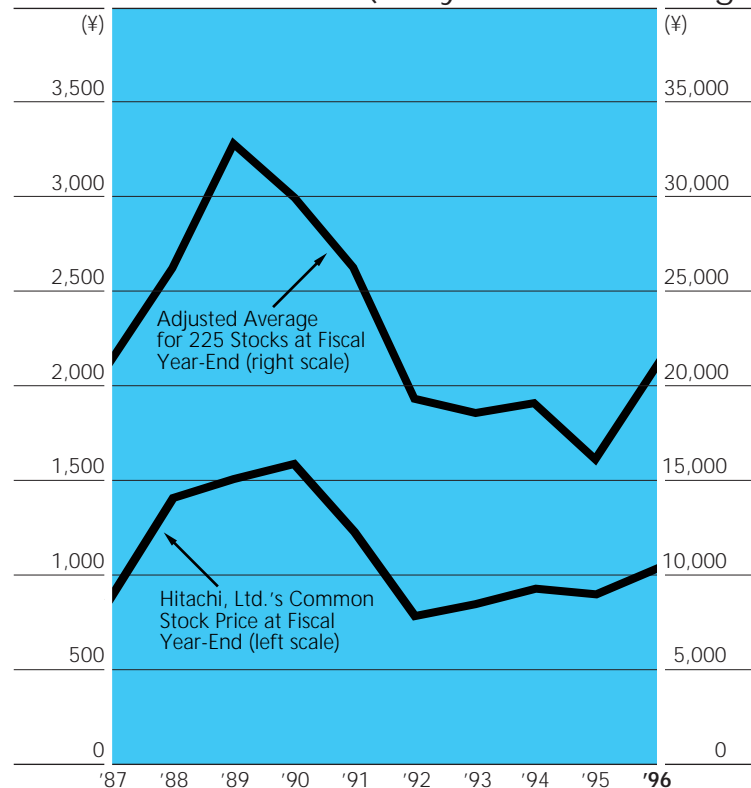
R&D Expenditure to Net Sales



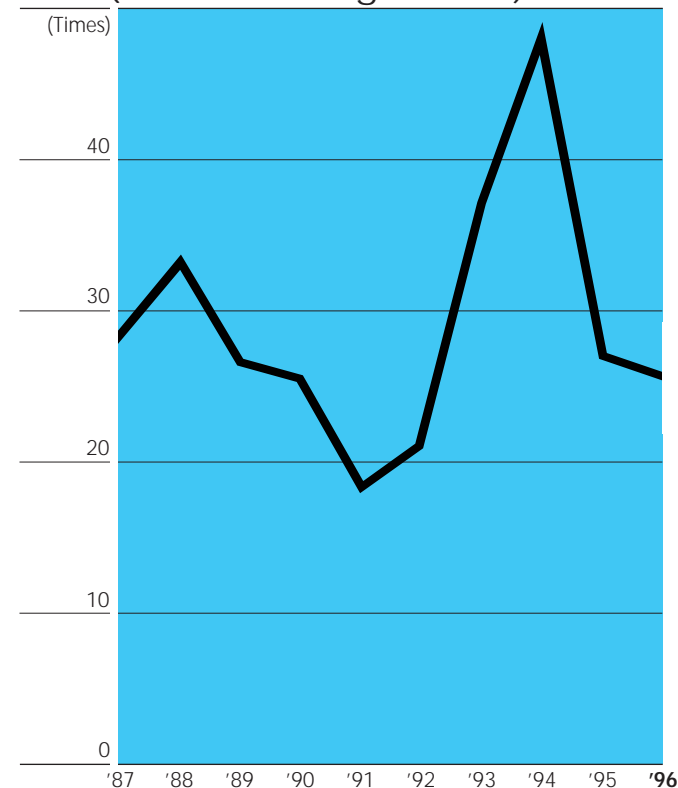
		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Net Sales	(Billion ¥)	5,543	5,717	6,401	7,078	7,737	7,766	7,536	7,400	7,592	8,124
R&D Expenditure	(Billion ¥)	314	332	374	429	491	520	501	484	491	494
R&D Expenditure to Net Sales	(%)	5.67	5.80	5.83	6.07	6.34	6.69	6.65	6.54	6.47	6.08

STOCK INFORMATION

Common Stock Price (Tokyo Stock Exchange)



PER (Price Earnings Ratio)



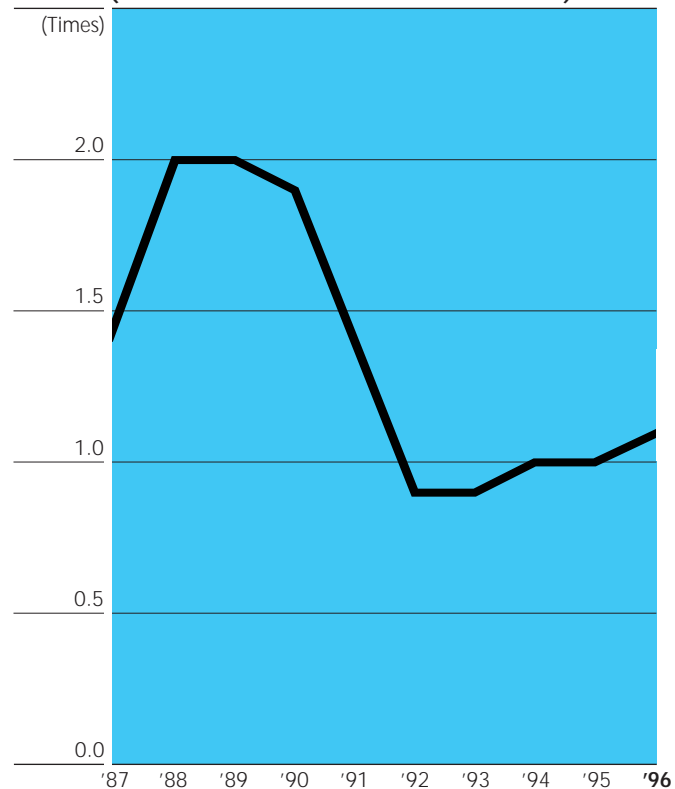
		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Price Range	(¥) High	1,190	1,610	2,040	1,670*	1,720	1,270	873	979	1,120	1,140
	(¥) Low	750	844	1,350	1,490*	1,020	750	670	729	799	781
Price at Fiscal Year-End	(¥)	900	1,410	1,510	1,590	1,230	785	848	930	900	1,040
Net Income per Share	(¥)	31.86	42.03	56.14	61.71	65.96	36.91	22.68	19.27	33.02	40.09
PER	(Times)	28.2	33.5	26.9	25.8	18.6	21.3	37.4	48.3	27.3	25.9

Notes: 1. Figures marked * are the highest and lowest prices during the ex rights period accompanying the Company's free distribution of new shares.

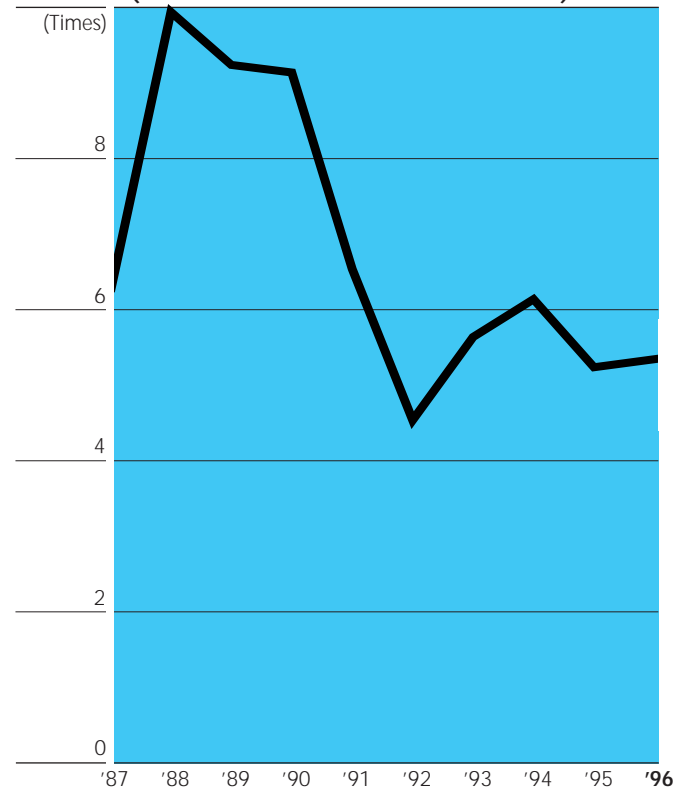
2. Common stock prices are those of Hitachi, Ltd.

3. Net income per share is based on common stock and common stock equivalents of Hitachi, Ltd.

PBR (Price Book Value Ratio)



PCFR (Price Cash Flow Ratio)



	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	
Stockholders' Equity per Share											
	(¥)	648.4	690.9	756.1	833.4	858.7	890.6	897.4	901.7	922.7	961.2
Retained Cash Flow per Share											
	(¥)	143.5	141.4	162.1	173.0	187.6	172.4	149.5	149.9	170.9	192.6
Price at Fiscal Year-End											
	(¥)	900	1,410	1,510	1,590	1,230	785	848	930	900	1,040
PBR											
	(Times)	1.4	2.0	2.0	1.9	1.4	0.9	0.9	1.0	1.0	1.1
PCFR											
	(Times)	6.3	10.0	9.3	9.2	6.6	4.6	5.7	6.2	5.3	5.4

Note: Stockholders' equity per share is based on common stock of Hitachi, Ltd. Retained cash flow per share is based on common stock and common stock equivalents of Hitachi, Ltd.