

# Segment Information

■ Revenues — Adjusted operating income ratio — EBIT ratio

## Information & Telecommunication Systems



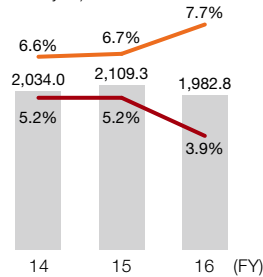
A storage system

### Main Products and Services

Systems integration  
Consulting  
Cloud services  
Servers  
Storage  
Software  
Telecommunications & network  
ATMs

### Revenues and Profit

(Billions of yen)



### Share of Revenues

FY 2016

20%

### Overseas Revenue Ratio

FY 2016

30%

## Social Infrastructure & Industrial Systems



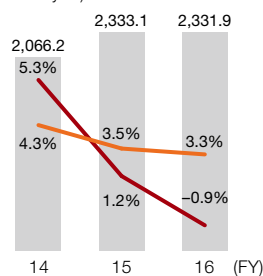
A Class 800 train for the UK Intercity Express Programme (IEP)

### Main Products and Services

Industrial machinery and plants  
Elevators  
Escalators  
Railway systems  
Thermal, nuclear and renewable energy power generation systems  
Transmission & distribution systems

### Revenues and Profit

(Billions of yen)



### Share of Revenues

FY 2016

23%

### Overseas Revenue Ratio

FY 2016

39%

## Electronic Systems & Equipment



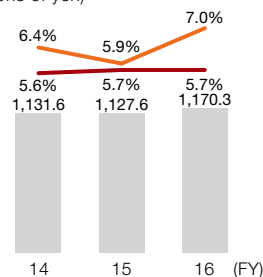
Hokkaido University Hospital's particle beam cancer therapy system

### Main Products and Services

Semiconductor manufacturing equipment  
Measurement and analysis equipment  
Advanced industrial products  
Medical equipment

### Revenues and Profit

(Billions of yen)



### Share of Revenues

FY 2016

12%

### Overseas Revenue Ratio

FY 2016

60%

## Construction Machinery



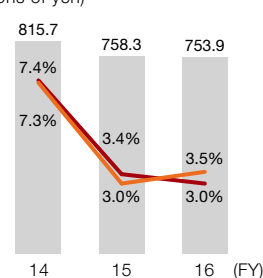
Hitachi Construction Machinery's ultralarge hydraulic excavator and mining dump truck

### Main Products and Services

Hydraulic excavators  
Wheel loaders  
Mining machinery

### Revenues and Profit

(Billions of yen)



### Share of Revenues

FY 2016

7%

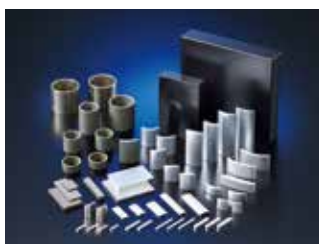
### Overseas Revenue Ratio

FY 2016

70%

■ Revenues — Adjusted operating income ratio — EBIT ratio

### High Functional Materials & Components

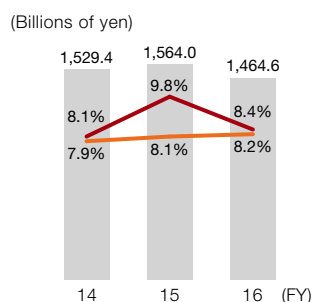


Hitachi Metals' Nd-Fe-B "NEOMAX" magnets

### Main Products and Services

Semiconductor- and display-related materials  
Printed wiring boards and related materials  
Automotive parts (molded plastic products, etc.)  
Energy storage devices  
Specialty steels  
Magnetic materials and components  
High-grade casting components  
Wires and cables

### Revenues and Profit



### Share of Revenues

FY 2016

14%

### Overseas Revenue Ratio

FY 2016

57%

### Automotive Systems

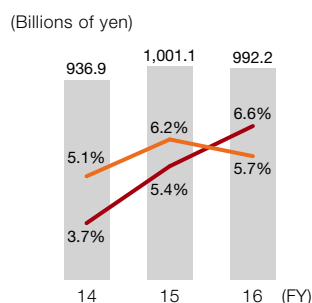


Hitachi Automotive Systems' motor for a hybrid vehicle

### Main Products and Services

Engine management systems  
Electric powertrain systems  
Drive control systems  
Car information systems

### Revenues and Profit



### Share of Revenues

FY 2016

10%

### Overseas Revenue Ratio

FY 2016

57%

### Smart Life & Ecofriendly Systems

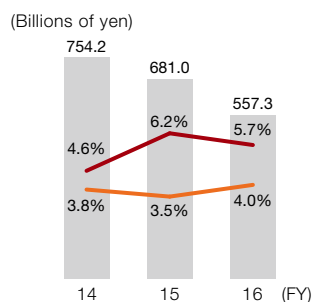


Hitachi Appliances' robot cleaner "minimaru"

### Main Products and Services

Refrigerators  
Washing machines  
Vacuum cleaners  
Room air conditioners  
Air-conditioning equipment

### Revenues and Profit



### Share of Revenues

FY 2016

6%

### Overseas Revenue Ratio

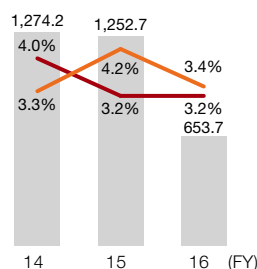
FY 2016

20%

### Others\*1

#### Revenues and Profit

(Billions of yen)



#### Share of Revenues

FY 2016

6%

#### Overseas Revenue Ratio

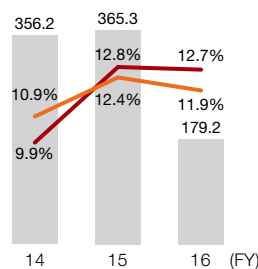
FY 2016

26%

### Financial Services\*2

#### Revenues and Profit

(Billions of yen)



#### Share of Revenues

FY 2016

2%

#### Overseas Revenue Ratio

FY 2016

36%

\*1 From fiscal 2016, the "Others (Logistics and Other Services)" has been renamed to the "Others" due to conversion of Hitachi Transport System, Ltd. into an equity-method associate on May 19, 2016.

\*2 As Hitachi Capital Corporation was converted into an equity-method associate as of October 3, 2016, there is no company which belongs to the Financial Services Segment. Accordingly, only the result for the first half of fiscal 2016 was recorded in this segment for fiscal 2016.