February 4, 2014
Hitachi, Ltd.

## Supplementary Information for Consolidated Financial Results <br> for the Third Quarter ended December 31, 2013

## 1. Summary (Consolidated basis)

|  | Fiscal 2012 |  | Fiscal 2013 |  |  |  | Total (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { Three months } \\ & \text { ended } \\ & \text { December } 31 \end{aligned}$ | $\begin{aligned} & \hline \text { Nine months } \\ & \text { ended } \\ & \text { December } 31 \end{aligned}$ | Three months ended December 31 |  | Nine months ended December 31 |  |  |  |
|  | (A) | (B) | (C) | (C)/(A) | (D) | (D)/(B) | (E) | (E)/FY2012 |
| Revenues ${ }^{* 1}$ | 2,113.1 | 6,468.7 | 2,303.7 | 109\% | 6,774.4 | 105\% | 9,400.0 | 104\% |
| Operating income* ${ }^{*}$ | 68.3 | 231.9 | 122.0 | 179\% | 295.4 | 127\% | 510.0 | 121\% |
| Percentage of revenues | 3.2 | 3.6 | 5.3 | - | 4.4 | - | 5.4 | - |
| EBIT (Earnings before interest and taxes) ${ }^{*+1+2}$ | 62.9 | 187.0 | 169.7 | 270\% | 311.7 | 167\% | 460.0 | 128\% |
| Percentage of revenues | 3.0 | 2.9 | 7.4 | - | 4.6 | - | 4.9 | - |
| Income before income taxes ${ }^{* 1}$ | 59.4 | 175.6 | 165.7 | 279\% | 301.2 | 172\% | 445.0 | 129\% |
| Net income ${ }^{* 1}$ | 28.8 | 94.3 | 125.7 | 436\% | 195.1 | 207\% | 315.0 | 133\% |
| Net income attributable to Hitachi, Ltd. stockholders ${ }^{11}$ | 20.2 | 50.3 | 94.5 | 467\% | 127.2 | 253\% | 215.0 | 123\% |
| Average exchange rate (yen / U.S.\$) | 81 | 80 | 100 | - | 99 | - | 99 | - |
| Net interest and dividends ${ }^{* 1}$ | (2.0) | (6.6) | (2.1) | - | (3.7) | - | - | - |

1 Billions of yen
*2 Defined income before income taxes less interest income plus interest charges.

|  | As of March 31, 2013 | As of December 31, 2013 |
| :---: | :---: | :---: |
| Cash and cash equivalents, Short-term investments (billions of yen) | 538.0 | 685.5 |
| Interest-bearing debt (billions of yen) | 2,370.0 | 3,011.6 |
| Total Hitachi, Ltd. stockholders' equity ratio (Manufacturing, Services and Others)(\%) | 23.2 | 24.8 |
| D/E Ratio (Including Noncontrolling interests) (Manufacturing, Services and Others)(times) | 0.47 | 0.49 |
| Number of employees | 326,240 | 330,384 |
| Japan | 207,727 | 204,495 |
| Overseas | 118,513 | 125,889 |
| Number of consolidated subsidiaries ${ }^{* 3}$ (Including Variable interest entities) | 963 | 982 |
| Japan | 314 | 287 |
| Overseas | 649 | 695 |

3 - There were no Variable interest entities included into the figures of consolidated subsidiaries in the prior year and this period. Also, consolidated trust accounts are not included into the figures of consolidated subsidiaries.
2. Consolidated Overseas Revenues by Business Segment ${ }^{\text {4 }}$ (Billions of yen)

3. Consolidated Revenues, Operating Income and EBIT* ${ }^{2}$

| (1) Business Segment ${ }^{* 4}$ |  |  |  |  |  |  |  | (Billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Fiscal 2012 |  | Fiscal 2013 |  |  |  | Total (Forecast) |  |
|  |  | Three months ended <br> December 31 | Nine months ended <br> December 31 | Three months ended December 31 |  | Nine months ended December 31 |  |  |  |
|  |  | (A) | (B) | (C) | (C)/(A) | (D) | (D)/(B) | (E) | (E)/fiscal 2012 |
|  |  <br> Telecommunication Systems | 409.4 | 1,242.3 | 452.4 | 111\% | 1,337.2 | 108\% | 1,890.0 | 106\% |
|  | Power Systems | 205.7 | 619.2 | 199.3 | 97\% | 575.6 | 93\% | 780.0 | 86\% |
|  | Social Infrastructure \& Industrial Systems | 296.9 | 842.2 | 313.6 | 106\% | 910.9 | 108\% | 1,450.0 | 110\% |
|  | Electronic Systems \& Equipment | 218.4 | 728.9 | 252.4 | 116\% | 752.3 | 103\% | 1,110.0 | 109\% |
|  | Construction Machinery | 175.9 | 546.5 | 175.2 | 100\% | 533.3 | 98\% | 800.0 | 106\% |
|  | High Functional Materials \& Components | 331.9 | 1,006.2 | 346.8 | 104\% | 1,016.4 | 101\% | 1,340.0 | 100\% |
| $\mid \underset{\underset{\sim}{c}}{\stackrel{\rightharpoonup}{\alpha}}$ | Automotive Systems | 190.9 | 592.8 | 221.9 | 116\% | 648.7 | 109\% | 860.0 | 107\% |
|  | Digital Media \& Consumer Products | 198.1 | 626.9 | 216.0 | 109\% | 675.1 | 108\% | 860.0 | 105\% |
|  | Others (Logistics and Other services) | 266.4 | 823.1 | 325.1 | 122\% | 900.1 | 109\% | 1,200.0 | 108\% |
|  | Financial Services | 80.6 | 260.2 | 83.3 | 103\% | 247.0 | 95\% | 320.0 | 94\% |
|  | Subtotal | 2,374.6 | 7,289.0 | 2,586.5 | 109\% | 7,597.0 | 104\% | 10,610.0 | 104\% |
|  | Corporate items \& Eliminations | (261.5) | (820.3) | (282.8) | - | (822.6) | - | (1,210.0) | - |
|  |  | 2,113.1 | 6,468.7 | 2,303.7 | 109\% | 6,774.4 | 105\% | 9,400.0 | 104\% |
|  | Information \& Telecommunication Systems | 15.9 | 43.1 | 17.7 | 112\% | 49.1 | 114\% | 120.0 | 115\% |
|  | Power Systems | 6.5 | 14.0 | 4.1 | 64\% | 6.3 | 45\% | 15.0 | 50\% |
|  | Social Infrastructure \& Industrial Systems | 11.3 | 14.5 | 9.6 | 85\% | 12.2 | 85\% | 61.0 | 101\% |
|  | Electronic Systems \& Equipment | 0.5 | 20.3 | 13.4 | - | 24.0 | 118\% | 52.0 | 177\% |
|  | Construction Machinery | 9.3 | 32.1 | 17.4 | 187\% | 46.8 | 146\% | 82.0 | 150\% |
|  | High Functional Materials \& Components | 8.0 | 46.2 | 23.9 | 300\% | 73.2 | 159\% | 96.0 | 164\% |
|  | Automotive Systems | 6.7 | 25.9 | 11.5 | 171\% | 32.3 | 124\% | 43.0 | 121\% |
|  | Digital Media \& Consumer Products | 0.0 | (2.3) | 3.4 | - | 2.5 | - | 0.0 | - |
|  | Others (Logistics and Other services) | 8.8 | 29.6 | 14.1 | 161\% | 32.7 | 111\% | 45.0 | 112\% |
|  | Financial Services | 6.1 | 19.8 | 9.0 | 149\% | 25.1 | 126\% | 31.0 | 106\% |
|  | Subtotal | 73.4 | 243.5 | 124.6 | 170\% | 304.8 | 125\% | 545.0 | 125\% |
|  | Corporate items \& Eliminations | (5.0) | (11.5) | (2.6) | - | (9.3) | - | (35.0) | - |
|  |  | 68.3 | 231.9 | 122.0 | 179\% | 295.4 | 127\% | 510.0 | 121\% |
| ¢ | Information \& Telecommunication Systems | 16.1 | 38.5 | 18.7 | 116\% | 47.7 | 124\% | 110.0 | 106\% |
|  | Power Systems | 9.5 | 15.4 | 7.4 | 79\% | 10.9 | 71\% | 14.0 | 47\% |
|  | Social Infrastructure \& Industrial Systems | 13.2 | 16.5 | 12.2 | 92\% | 18.6 | 113\% | 62.0 | 98\% |
|  | Electronic Systems \& Equipment | 1.7 | 18.8 | 15.1 | 843\% | 24.4 | 129\% | 50.0 | 154\% |
|  | Construction Machinery | 10.0 | 39.9 | 18.1 | 180\% | 44.8 | 112\% | 78.0 | 134\% |
|  | High Functional Materials \& Components | 8.8 | 46.4 | 26.8 | 304\% | 76.0 | 164\% | 92.0 | 181\% |
|  | Automotive Systems | 8.9 | 27.2 | 13.1 | 146\% | 15.1 | 56\% | 24.0 | 66\% |
|  | Digital Media \& Consumer Products | 1.8 | (0.2) | 5.3 | 292\% | 4.2 | - | (3.0) | - |
|  | Others (Logistics and Other services) | 9.9 | 31.3 | 16.4 | 166\% | 38.9 | 124\% | 45.0 | 134\% |
|  | Financial Services | 6.8 | 22.4 | 9.0 | 132\% | 26.4 | 118\% | 33.0 | 112\% |
|  | Subtotal | 87.2 | 256.5 | 142.5 | 163\% | 307.4 | 120\% | 505.0 | 115\% |
|  | Corporate items \& Eliminations | (24.2) | (69.5) | 27.2 | - | 4.3 | - | (45.0) | - |
| Tota |  | 62.9 | 187.0 | 169.7 | 270\% | 311.7 | 167\% | 460.0 | 128\% |

(2) Business Group ${ }^{\text {5 }}$
(Billions of yen)


|  | Infrastructure Systems | 11.9 | 32.4 | 26.4 | 222\% | 38.8 | 120\% | 113.0 | 134\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  <br> Telecommunication Systems | 20.7 | 59.5 | 24.2 | 117\% | 63.9 | 107\% | 143.0 | 113\% |
|  | Power Systems | 6.5 | 14.0 | 4.1 | 64\% | 6.3 | 45\% | 15.0 | 50\% |
|  | Construction Machinery | 9.3 | 32.1 | 17.4 | 187\% | 46.8 | 146\% | 82.0 | 150\% |
|  | High Functional Materials \& Components | 9.1 | 49.1 | 27.3 | 300\% | 79.0 | 161\% | 103.0 | 168\% |
|  | Automotive Systems | 6.7 | 25.9 | 11.5 | 171\% | 32.3 | 124\% | 43.0 | 121\% |
|  | Financial Services | 6.1 | 19.8 | 9.0 | 149\% | 25.1 | 126\% | 31.0 | 106\% |
| $\frac{\stackrel{\vdash}{\square}}{\stackrel{1}{u}}$ | Infrastructure Systems | 16.9 | 35.3 | 32.8 | 194\% | 47.5 | 135\% | 109.0 | 115\% |
|  | Information \& Telecommunication Systems | 21.1 | 55.3 | 25.4 | 120\% | 62.6 | 113\% | 132.0 | 105\% |
|  | Power Systems | 9.5 | 15.4 | 7.4 | 79\% | 10.9 | 71\% | 14.0 | 47\% |
|  | Construction Machinery | 10.0 | 39.9 | 18.1 | 180\% | 44.8 | 112\% | 78.0 | 134\% |
|  | High Functional Materials \& Components | 10.2 | 48.9 | 31.8 | 311\% | 84.1 | 172\% | 100.0 | 190\% |
|  | Automotive Systems | 8.9 | 27.2 | 13.1 | 146\% | 15.1 | 56\% | 24.0 | 66\% |
|  | Financial Services | 6.8 | 22.4 | 9.0 | 132\% | 26.4 | 118\% | 33.0 | 112\% |

*5 Figures in tables 3 -(2), 7,8 and 9 represent unaudited financial information prepared by the Company for the purpose of this supplementary information.
4. Consolidated Capital Expenditure by Business Segment in Manufacturing, Services and Others and Financial Services (Completion basis, including Leasing Assets) ${ }^{* 4}$


5. Consolidated Depreciation by Business Segment in Manufacturing, Services and Others and Financial Services ${ }^{*}$

 (Billions of yen)

## 6. Consolidated R\&D Expenditure by Business Segment ${ }^{* 4}$


7. Consolidated Balance Sheets by Manufacturing, Services and Others and Financial Services ${ }^{* 5}$
(Billions of yen)

|  | As of March 31, 2013 |  |  | As of December 31, 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Manufacturing, Services and Others | Financial Services | Total ${ }^{*}{ }^{\text {a }}$ | Manufacturing, Services and Others | Financial Services | Total ${ }^{*} 6$ |
| Current assets | 4,534.7 | 1,056.0 | 5,190.1 | 5,008.0 | 1,390.5 | 5,946.1 |
| Cash and cash equivalents | 500.7 | 141.7 | 527.6 | 636.4 | 156.8 | 676.1 |
| Trade receivables | 2,007.2 | 642.3 | 2,421.7 | 1,937.1 | 874.3 | 2,566.1 |
| Investments in leases | 84.4 | 203.0 | 270.8 | 74.3 | 240.7 | 273.8 |
| Current portion of financial assets transferred to consolidated securitization entities | 5.1 | 18.1 | 23.3 | 4.1 | 49.3 | 53.4 |
| Inventories | 1,437.4 | 0.0 | 1,437.3 | 1,740.5 | 0.0 | 1,741.4 |
| Others | 499.7 | 50.7 | 509.0 | 615.4 | 69.3 | 635.0 |
| Investments and advances | 720.6 | 112.3 | 781.9 | 838.9 | 107.1 | 887.4 |
| Property, plant and equipment | 2,074.7 | 206.3 | 2,279.9 | 2,217.6 | 232.9 | 2,449.3 |
| Financial assets transferred to consolidated securitization entities | - | 131.3 | 131.3 | - | 178.4 | 178.4 |
| Other assets | 994.2 | 454.8 | 1,425.7 | 1,033.1 | 508.3 | 1,545.0 |
| Total Assets | 8,324.4 | 1,960.9 | 9,809.2 | 9,097.8 | 2,417.5 | 11,006.5 |
| Current liabilities | 3,537.6 | 827.5 | 3,964.1 | 3,824.3 | 1,053.6 | 4,456.7 |
| Short-term debt and current portion of long-term debt | 690.9 | 407.9 | 934.0 | 886.8 | 581.9 | 1,298.8 |
| Current portion of non-recourse borrowings of consolidated securitization entities | 5.1 | 21.2 | 26.3 | 4.1 | 47.1 | 51.3 |
| Trade payables | 1,181.6 | 256.2 | 1,234.8 | 1,229.9 | 267.2 | 1,282.4 |
| Others | 1,659.8 | 142.1 | 1,768.8 | 1,703.3 | 157.2 | 1,824.1 |
| Long-term debt | 672.7 | 692.8 | 1,306.7 | 736.6 | 851.9 | 1,519.0 |
| Non-recourse borrowings of consolidated securitization entities | - | 102.8 | 102.8 | - | 142.2 | 142.2 |
| Other noncurrent liabilities | 1,204.3 | 56.9 | 1,256.1 | 1,226.3 | 64.0 | 1,285.0 |
| Total Liabilities | 5,414.7 | 1,680.2 | 6,629.9 | 5,787.3 | 2,111.9 | 7,403.2 |
| Total Hitachi, Ltd. stockholders' equity | 1,932.3 | 161.1 | 2,082.5 | 2,254.2 | 177.1 | 2,419.9 |
| Noncontrolling interests | 977.3 | 119.6 | 1,096.7 | 1,056.2 | 128.4 | 1,183.3 |
| Total Equity | 2,909.7 | 280.7 | 3,179.2 | 3,310.5 | 305.5 | 3,603.3 |
| Total Liabilities and Equity | 8,324.4 | 1,960.9 | 9,809.2 | 9,097.8 | 2,417.5 | 11,006.5 |


| Interest-bearing debt | $1,368.8$ | $1,224.9$ | $2,370.0$ | $1,627.6$ | $1,623.3$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total Hitachi, Ltd. stockholders' equity ratio | $23.2 \%$ | $8.2 \%$ | $21.2 \%$ | $24.8 \%$ | $7.3 \%$ |
| D/E ratio (including noncontrolling interests) (times) | 0.47 | 4.36 | 0.75 | 0.49 | 5.31 |
| ${ }^{*} \quad$ Total Figures exclude inter-segment transactions. | $0.0 \%$ |  |  |  |  |

8. Consolidated Statements of Operations by Manufacturing, Services and Others
and Financial Services ${ }^{* 2 * 5}$
(Billions of yen)

|  | Fiscal 2012 <br> Nine months ended December 31 |  |  | Fiscal 2013Nine months ended December 31 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Manufacturing, Services and Others | Financial Services | Total ${ }^{*}{ }^{\text {b }}$ | Manufacturing, Services and Others | Financial Services | Total ${ }^{*}{ }^{\text {a }}$ |
| Revenues | 6,309.8 | 260.2 | 6,468.7 | 6,616.0 | 247.0 | 6,774.4 |
| Operating income | 213.0 | 19.8 | 231.9 | 271.1 | 25.1 | 295.4 |
| EBIT (Earnings before interest and taxes) | 168.1 | 22.4 | 187.0 | 289.1 | 26.4 | 311.7 |
| Income before income taxes | 156.1 | 21.9 | 175.6 | 278.8 | 25.4 | 301.2 |
| Net income attributable to Hitachi, Ltd. stockholders | 42.9 | 9.8 | 50.3 | 118.6 | 11.5 | 127.2 |

9. Consolidated Statements of Cash Flows by Manufacturing, Services and Others and Financial Services ${ }^{* 5}$
(Billions of yen)

|  | Fiscal 2012 <br> Nine months ended December 31 |  |  | Fiscal 2013 <br> Nine months ended December 31 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Manufacturing, Services and Others | Financial Services | Total ${ }^{*}{ }^{\text {b }}$ | Manufacturing, Services and Others | Financial Services | Total ${ }^{*}{ }^{\text {b }}$ |
| Cash flows from operating activities | 210.0 | 50.8 | 245.3 | 212.9 | (54.1) | 138.1 |
| Cash flows from investing activities | (379.0) | (61.9) | (453.6) | (226.4) | (64.7) | (276.3) |
| Free cash flows | (169.0) | (11.0) | (208.3) | (13.5) | (118.9) | (138.2) |
| Cash flows from financing activities | 132.9 | 14.1 | 173.7 | 101.8 | 131.8 | 237.2 |
| Effect of exchange rate changes on cash and cash equivalents | 20.7 | 1.0 | 21.5 | 47.3 | 2.1 | 49.5 |
| Net increase (decrease) in cash and cash equivalents | (15.2) | 4.1 | (12.9) | 135.6 | 15.0 | 148.5 |
| Cash and cash equivalents at beginning of the period | 589.0 | 142.0 | 619.5 | 500.7 | 141.7 | 527.6 |
| Cash and cash equivalents at end of the period | 573.7 | 146.2 | 606.5 | 636.4 | 156.8 | 676.1 |
| Core free cash flows* ${ }^{7}$ | (134.9) | 2.8 | (149.9) | (126.8) | (160.6) | (296.6) |

*7 Operating cash flows plus collection of investments in leases less cash outflows for the purchase of property, plant and equipment, intangible assets, software, and the assets to be leased.
10. Information \& Telecommunication Systems
(1) Revenues and Operating Income ${ }^{* 8}$
(Billions of yen)

|  | Fiscal 2012 |  | Fiscal 2013 |  |  |  | Total (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended December 31 | Nine months ended December 31 | Three months ended December 31 |  | Nine months ended December 31 |  |  |  |
|  | (A) | (B) | (C) | (C)/(A) | (D) | (D)/(B) | (E) | (E)/FY2012 |
| Revenues | 409.4 | 1,242.3 | 452.4 | 111\% | 1,337.2 | 108\% | 1,890.0 | 106\% |
| Software \& Services | 276.4 | 847.1 | 305.7 | 111\% | 930.4 | 110\% | 1,348.0 | 109\% |
| Software | 40.5 | 115.8 | 42.7 | 105\% | 118.1 | 102\% | 542.0 |  |
| Services | 235.8 | 731.3 | 262.9 | 111\% | 812.2 | 111\% |  |  |
| Hardware | 132.9 | 395.1 | 146.7 | 110\% | 406.8 | 103\% |  |  |
| Storage ${ }^{* 9}$ | 52.6 | 146.8 | 62.9 | 119\% | 163.6 | 111\% |  |  |
| Servers ${ }^{*} 10$ | 17.1 | 55.2 | 17.1 | 100\% | 56.2 | 102\% |  |  |
| Telecommunication | 26.3 | 85.7 | 26.3 | 100\% | 75.4 | 88\% |  |  |
| Others | 36.7 | 107.3 | 40.3 | 110\% | 111.4 | 104\% |  |  |
| Operating income | 15.9 | 43.1 | 17.7 | 112\% | 49.1 | 114\% | 120.0 | 115\% |
| Software \& Services |  |  |  |  |  |  | 102.0 | 135\% |
| Hardware |  |  | 18.0 | 62\% |  |  |  |  |

8 Figures for each product exclude intra-segment transactions.
*9 Figures for Storage include disk array systems, etc.
*10 Figures for Servers include general-purpose computers, UNIX servers, PC servers, client PCs (only commercial use), etc. Effective on April 1, 2013, the businesses, which were previously included in "PCs" have been included in "Servers". Figures for "Servers", including figures for the previous fiscal year, reflect the changed segmentation.
(2) Storage Solutions
(Billions of yen)

| Revenues | Fiscal 2012 |  | Fiscal 2013 |  |  |  | Total (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended December 31 | Nine months ended December 31 | Three months ended December 31 |  | Nine months ended December 31 |  |  |  |
|  | (A) | (B) | (C) | (C)/(A) | (D) | (D)/(B) | (E) | (E)/FY2012 |
| Revenues | 98.0 | 273.0 | 123.0 | 126\% | 323.0 | 118\% | 420.0 | 111\% |

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