Segment Information

Information & Telecommunication Systems

Main Products and Services
- Systems integration
- Consulting
- Cloud services
- Servers
- Storage
- Software
- Telecommunications & network
- ATMs

Revenues and Profit
(Billions of yen)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2016</th>
<th>FY 2015</th>
<th>FY 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>2,034.0</td>
<td>1,982.8</td>
<td>1,806.2</td>
</tr>
<tr>
<td>15</td>
<td>2,109.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>1,982.8</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Share of Revenues

Overseas Revenue Ratio
FY 2016
30%

Social Infrastructure & Industrial Systems

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)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2016</th>
<th>FY 2015</th>
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</tr>
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<tr>
<td>14</td>
<td>2,066.2</td>
<td>1,982.8</td>
<td>1,806.2</td>
</tr>
<tr>
<td>15</td>
<td>2,333.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>2,319.9</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Share of Revenues

Overseas Revenue Ratio
FY 2016
39%

Electronic Systems & Equipment

Main Products and Services
- Semiconductor manufacturing equipment
- Measurement and analysis equipment
- Advanced industrial products
- Medical equipment

Revenues and Profit
(Billions of yen)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2016</th>
<th>FY 2015</th>
<th>FY 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>5.6%</td>
<td>5.7%</td>
<td>5.7%</td>
</tr>
<tr>
<td>15</td>
<td>1,131.6</td>
<td>1,127.6</td>
<td>1,100.3</td>
</tr>
<tr>
<td>16</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Share of Revenues

Overseas Revenue Ratio
FY 2016
60%

Construction Machinery

Main Products and Services
- Hydraulic excavators
- Wheel loaders
- Mining machinery

Revenues and Profit
(Billions of yen)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2016</th>
<th>FY 2015</th>
<th>FY 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>815.7</td>
<td>758.3</td>
<td>753.9</td>
</tr>
<tr>
<td>15</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Share of Revenues

Overseas Revenue Ratio
FY 2016
70%
**High Functional Materials & Components**

Hitachi Metals’ Nd-Fe-B *NEOMAX* magnets

- 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

**Main Products and Services**

**Revenues and Profit**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenues (Billions of yen)</th>
<th>Adjusted Operating Income Ratio</th>
<th>EBIT Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>1,529.4</td>
<td>8.1%</td>
<td>6.1%</td>
</tr>
<tr>
<td>2015</td>
<td>1,564.0</td>
<td>8.8%</td>
<td>6.4%</td>
</tr>
<tr>
<td>2014</td>
<td>1,464.6</td>
<td>8.2%</td>
<td>6.4%</td>
</tr>
</tbody>
</table>

**Share of Revenues**

- FY 2016: 14%
- Overseas Revenue Ratio: 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**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenues (Billions of yen)</th>
<th>Adjusted Operating Income Ratio</th>
<th>EBIT Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>936.9</td>
<td>5.1%</td>
<td>4.6%</td>
</tr>
<tr>
<td>2015</td>
<td>1,001.1</td>
<td>5.4%</td>
<td>4.7%</td>
</tr>
<tr>
<td>2014</td>
<td>992.2</td>
<td>5.7%</td>
<td>4.7%</td>
</tr>
</tbody>
</table>

**Share of Revenues**

- FY 2016: 10%
- Overseas Revenue Ratio: 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**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenues (Billions of yen)</th>
<th>Adjusted Operating Income Ratio</th>
<th>EBIT Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>754.2</td>
<td>4.6%</td>
<td>3.9%</td>
</tr>
<tr>
<td>2015</td>
<td>681.0</td>
<td>6.2%</td>
<td>5.5%</td>
</tr>
<tr>
<td>2014</td>
<td>557.3</td>
<td>6.7%</td>
<td>5.7%</td>
</tr>
</tbody>
</table>

**Share of Revenues**

- FY 2016: 6%
- Overseas Revenue Ratio: 20%

**Others**

**Revenues and Profit**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenues (Billions of yen)</th>
<th>Adjusted Operating Income Ratio</th>
<th>EBIT Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>1,274.2</td>
<td>4.5%</td>
<td>3.3%</td>
</tr>
<tr>
<td>2015</td>
<td>1,252.7</td>
<td>4.2%</td>
<td>3.2%</td>
</tr>
<tr>
<td>2014</td>
<td>693.7</td>
<td>3.4%</td>
<td>2.2%</td>
</tr>
</tbody>
</table>

**Share of Revenues**

- FY 2016: 6%
- Overseas Revenue Ratio: 26%

**Financial Services**

**Revenues and Profit**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenues (Billions of yen)</th>
<th>Adjusted Operating Income Ratio</th>
<th>EBIT Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>356.2</td>
<td>10.9%</td>
<td>9.9%</td>
</tr>
<tr>
<td>2015</td>
<td>365.3</td>
<td>12.4%</td>
<td>11.9%</td>
</tr>
<tr>
<td>2014</td>
<td>179.2</td>
<td>12.7%</td>
<td>11.9%</td>
</tr>
</tbody>
</table>

**Share of Revenues**

- FY 2016: 2%
- Overseas Revenue Ratio: 36%

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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.