

Segment Highlights

Revenues, Adjusted Operating Income and EBIT by Business Segment

Business Segment	¥ billion					
	Revenues		Adjusted operating income		EBIT	
	FY2017	FY2018	FY2017	FY2018	FY2017	FY2018
Information & Telecommunication Systems	2,008.9	2,065.9	189.2	225.2	139.2	210.9
Social Infrastructure & Industrial Systems	2,375.0	2,539.8	115.5	151.3	101.2	(151.9)
Electronic Systems & Equipment	1,086.5	951.2	86.9	75.6	88.8	70.8
Construction Machinery	959.1	1,033.7	92.5	115.7	97.0	104.5
High Functional Materials & Components	1,657.5	1,704.4	121.8	99.9	98.6	86.4
Automotive Systems	1,001.0	971.0	49.5	38.0	42.4	85.3
Smart Life & Ecofriendly Systems	540.1	485.0	25.1	22.4	33.3	29.5
Others	557.7	534.4	21.4	26.8	21.8	25.6
Subtotal	10,186.1	10,285.6	702.3	755.3	622.8	461.3
Corporate items & Eliminations	(817.5)	(805.0)	12.3	(0.3)	21.4	52.5
Total	9,368.6	9,480.6	714.6	754.9	644.2	513.9

Reclassification of Segment

BU: Business Unit

■ Previous Business Segment

Information & Telecommunication Systems	Financial Institutions BU
	Social Infrastructure Systems BU
	Services & Platforms BU
Social Infrastructure & Industrial Systems	Nuclear Energy BU
	Power BU
	Industry & Distribution BU
	Water BU
	Industrial Products BU
	Building Systems BU
	Railway Systems BU
	Defense Systems BU
Electronic Systems & Equipment	Healthcare BU
	Hitachi High-Technologies
Construction Machinery	Hitachi Construction Machinery
High Functional Materials & Components	Hitachi Metals
	Hitachi Chemical
Automotive Systems	Hitachi Automotive Systems
	Clarion
Smart Life & Ecofriendly Systems	Hitachi Appliances
	Hitachi Consumer Marketing

■ New Business Segment from FY2019

IT	Financial Institutions BU
	Social Infrastructure Systems BU
	Services & Platforms BU
	Defense Systems BU
Energy	Nuclear Energy BU
	Energy BU ¹
Industry	Industry & Distribution BU
	Water & Environment BU ²
	Industrial Products Business ³
Mobility	Building Systems BU
	Railway Systems BU
Smart Life	Healthcare BU
	Smart Life & Ecofriendly Systems Business ⁴
	Automotive Systems Business ⁵
Hitachi High-Technologies	
Hitachi Construction Machinery	
Hitachi Metals	
Hitachi Chemical	

¹ As of April 1, 2019, Power BU changed its name to Energy BU.

² As of April 1, 2019, Water BU changed its name to Water & Environment BU.

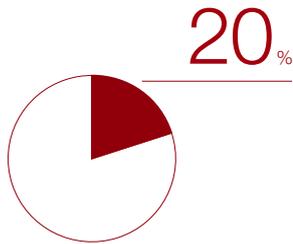
³ Industrial Products Business includes Hitachi Industrial Products, Ltd., which took over Industrial Products BU as of April 1 2019, and Hitachi Industrial Equipment Systems Co., Ltd.

⁴ Smart Life & Ecofriendly Systems Business includes Hitachi Global Life Solutions, Inc., which was formed through a merger of Hitachi Appliances, Inc., and Hitachi Consumer Marketing, Inc.

⁵ Automotive Systems Business includes Hitachi Automotive Systems, Ltd.

Information & Telecommunication Systems

Share of Revenues



Overseas Revenue Ratio

29%

CAPEX by Business Segment (Completion basis)

¥34.2 billion

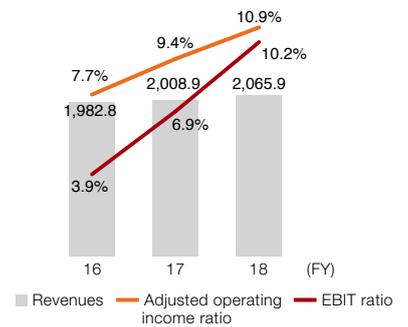
Depreciation by Business Segment

¥45.6 billion

R&D Expenditure by Business Segment

¥46.9 billion

Revenues and Profit (¥ billion)



Main products and services

Systems Integration, Consulting, Cloud Services, Servers, Storage, Software, Telecommunications & Network, ATMs

Segment Performance

Revenues increased 3% to ¥2,065.9 billion, as compared with the year ended March 31, 2018, due mainly to higher revenues from system integration business, despite the effect of transfer of a subsidiary operating communication network equipment business.

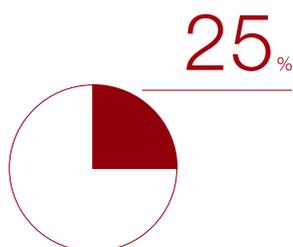
Adjusted operating income increased ¥36.0 billion to ¥225.2 billion, as compared with the year ended March 31, 2018, due mainly to

improved profitability in system integration business and IT platform & products business.

EBIT increased ¥71.6 billion to ¥210.9 billion, as compared with the year ended March 31, 2018, due mainly to the increased adjusted operating income and posting of gains on sales of land formerly used as production site for telecommunication network products.

Social Infrastructure & Industrial Systems

Share of Revenues



Overseas Revenue Ratio

46%

CAPEX by Business Segment (Completion basis)

¥73.4 billion

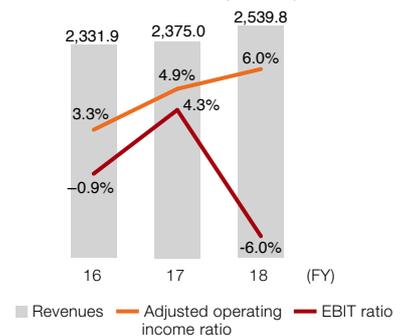
Depreciation by Business Segment

¥30.0 billion

R&D Expenditure by Business Segment

¥55.7 billion

Revenues and Profit (¥ billion)



Main products and services

Industrial Machinery and Plants, Elevators, Escalators, Railway Systems, Thermal, Nuclear and Renewable Energy Power Generation Systems, Transmission & Distribution Systems

Segment Performance

Revenues increased 7% to ¥2,539.8 billion, as compared with the year ended March 31, 2018, due mainly to revenue increase in railway systems business for Europe and revenues recognized for overseas EPC project for industry and distribution field.

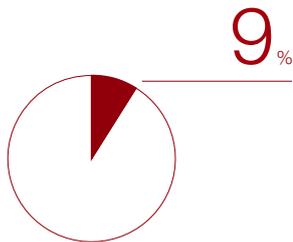
Adjusted operating income increased ¥35.7 billion to ¥151.3 billion, as compared with the year ended March 31, 2018, due mainly to revenue increase in the railway systems business, and a higher revenue

and an improvement in profitability of the industrial products business.

EBIT was worsened by ¥253.2 billion to the loss of ¥151.9 billion, as compared with the profit of ¥101.2 billion for the year ended March 31, 2018, despite posting of gains on partial sales of shares of Agility Trains West (Holdings) Limited stock. The decrease was due mainly to impairment losses recognized as the result of the suspension of the UK nuclear power stations construction project.

Electronic Systems & Equipment

Share of Revenues



Overseas Revenue Ratio

59%

CAPEX by Business Segment (Completion basis)

¥21.5 billion

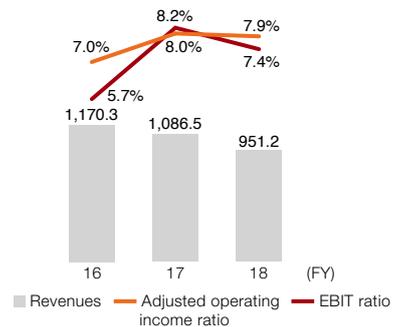
Depreciation by Business Segment

¥12.4 billion

R&D Expenditure by Business Segment

¥46.1 billion

Revenues and Profit (¥ billion)



Main products and services

Semiconductor Processing Equipment, Test and Measurement Equipment, Advanced Industrial Products, Medical Electronics Equipment

Segment Performance

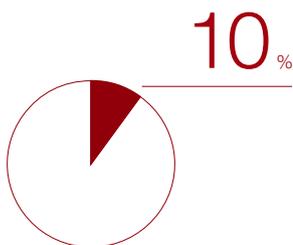
Revenues decreased 12% to ¥951.2 billion, as compared with the year ended March 31, 2018, due mainly to the effect of reorganization of Hitachi Kokusai Electric Inc., despite increased revenues at Hitachi High-Technologies Corporation owing to higher sales of clinical analyzers and semi-conductor processing equipment and increased revenues in healthcare business owing to higher sales of radiation therapy systems.

Adjusted operating income decreased ¥11.3 billion to ¥75.6 billion, as compared with the year ended March 31, 2018, due mainly to the effect of reorganization of Hitachi Kokusai Electric Inc.

EBIT decreased ¥18.0 billion to ¥70.8 billion, as compared with the year ended March 31, 2018, due mainly to decreased adjusted operating income.

Construction Machinery

Share of Revenues



Overseas Revenue Ratio

80%

CAPEX by Business Segment (Completion basis)

¥30.3 billion

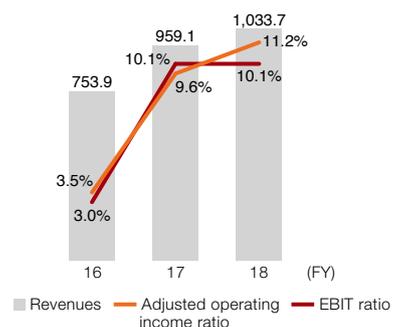
Depreciation by Business Segment

¥32.3 billion

R&D Expenditure by Business Segment

¥24.7 billion

Revenues and Profit (¥ billion)



Main products and services

Hydraulic Excavators, Wheel Loaders, Mining Machinery

Segment Performance

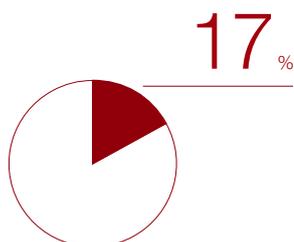
Revenues increased 8% to ¥1,033.7 billion, as compared with the year ended March 31, 2018, due mainly to increased sales in overseas countries mainly in North America and Asia-Pacific.

Adjusted operating income increased ¥23.2 billion to ¥115.7 billion, as compared with the year ended March 31, 2018, due mainly to the increased revenues.

EBIT increased ¥7.4 billion to ¥104.5 billion, as compared with the year ended March 31, 2018, due mainly to the increased adjusted operating income, despite of making a provision for concerns of collectability of VAT receivables which were overpaid by the subsidiary of Hitachi Construction Machinery Co., Ltd. in China in the year ended March 31, 2018 and the increased structural reform expenses.

High Functional Materials & Components

Share of Revenues



Overseas Revenue Ratio

59%

CAPEX by Business Segment (Completion basis)

¥143.3 billion

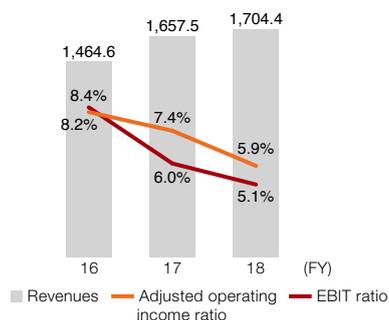
Depreciation by Business Segment

¥79.0 billion

R&D Expenditure by Business Segment

¥51.1 billion

Revenues and Profit (¥ billion)



Main products and services

Semiconductor and Display Related Materials, Circuit Boards and Materials, Automotive Parts, Energy Storage Devices, Specialty Steel Products, Magnetic Materials and Applications, Functional Components and Equipment, Wires, Cables and Related Products

Segment Performance

Revenues increased 3% to ¥1,704.4 billion, as compared with the year ended March 31, 2018, due mainly to the effect of corporate acquisition by Hitachi Chemical Company, Ltd. and Hitachi Metals, Ltd., and sales price rise linked to higher raw material costs at Hitachi Metals, Ltd.

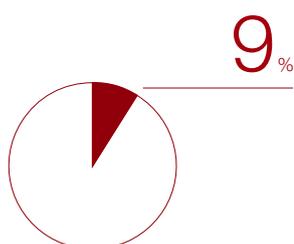
Adjusted operating income decreased ¥21.8 billion to ¥99.9 billion, as compared with the year ended March 31, 2018, due mainly to decrease in demand for factory automation-related materials and

materials for semiconductors and electronics products at Hitachi Metals, Ltd. and effects of changes in product mix at Hitachi Chemical Company, Ltd.

EBIT decreased ¥12.2 billion to ¥86.4 billion, as compared with the year ended March 31, 2018, due mainly to posting gain on business reorganization and others at Hitachi Metals, Ltd. and a decrease in expenses related to competition law and others at Hitachi Chemical Company, Ltd.

Automotive Systems

Share of Revenues



Overseas Revenue Ratio

56%

CAPEX by Business Segment (Completion basis)

¥73.5 billion

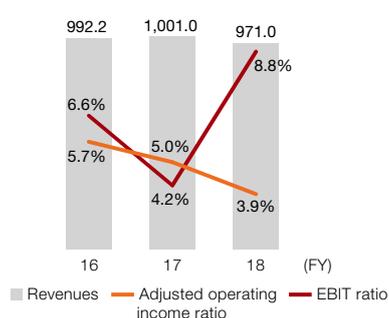
Depreciation by Business Segment

¥44.8 billion

R&D Expenditure by Business Segment

¥64.1 billion

Revenues and Profit (¥ billion)



Main products and services

Engine Powertrain Systems, Electric Powertrain Systems, Integrated Vehicle Control Systems

Segment Performance

Revenues decreased 3% to ¥971.0 billion, as compared with the year ended March 31, 2018, due mainly to sales decrease in China and North America and lower revenues from car information systems business.

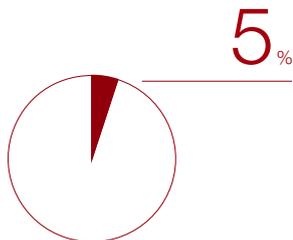
Adjusted operating income decreased ¥11.5 billion to ¥38.0 billion, due mainly to the decrease in revenues, changes in product mix and

deteriorated operational productivity of the production bases in North America.

EBIT increased ¥42.9 billion to ¥85.3 billion, as compared with the year ended March 31, 2018, due mainly to posting gain on sales of the shares of Clarion Co., Ltd. and others.

Smart Life & Ecofriendly Systems

Share of Revenues



5%

Overseas Revenue Ratio

20%

CAPEX by Business Segment (Completion basis)

¥12.1 billion

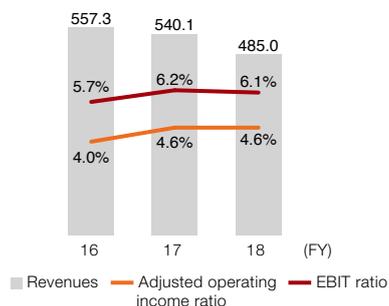
Depreciation by Business Segment

¥9.2 billion

R&D Expenditure by Business Segment

¥7.9 billion

Revenues and Profit (¥ billion)



Main products and services

Air-Conditioning Equipment, Room Air Conditioners, Refrigerators, Washing Machines

Segment Performance

Revenues decreased 10% to ¥485.0 billion, as compared with the year ended March 31, 2018, due mainly to decreased revenues both in Japan and overseas market.

Adjusted operating income decreased ¥2.6 billion to ¥22.4 billion,

due mainly to the decline in revenues.

EBIT decreased ¥3.7 billion to ¥29.5 billion, as compared with the year ended March 31, 2018, due mainly to the decrease in adjusted operating income.