## Segment Information

(1) Business Segments

|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \end{gathered}$ | U.S. Dollars (millions) |
|  |  | 2012 (A) | 2013 (B) |  | 2013 |
| Revenues | Information \& Telecommunication Systems | $\begin{array}{r} \hline 1,764,247 \\ 16 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,786,587 \\ 18 \% \\ \hline \end{array}$ | 101 | 19,006 |
|  | Power Systems | $\begin{array}{r} \hline 832,408 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 904,696 \\ 9 \% \end{array}$ | 109 | 9,624 |
|  | Social Infrastructure \& Industrial Systems | $\begin{array}{r} \hline 1,204,975 \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,313,847 \\ 13 \% \\ \hline \end{array}$ | 109 | 13,977 |
|  | Electronic Systems \& Equipment | $\begin{array}{r} \hline 1,101,784 \\ 10 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,014,312 \\ 10 \% \\ \hline \end{array}$ | 92 | 10,791 |
|  | Construction Machinery | $\begin{array}{r} \hline 798,785 \\ 7 \% \end{array}$ | $\begin{array}{r} \hline 756,067 \\ 7 \% \end{array}$ | 95 | 8,043 |
|  | High Functional Materials \& Components | $\begin{array}{r} \hline 1,437,186 \\ 13 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,336,441 \\ 13 \% \\ \hline \end{array}$ | 93 | 14,217 |
|  | Automotive Systems | $\begin{array}{r} \hline 811,583 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 806,847 \\ 8 \% \\ \hline \end{array}$ | 99 | 8,583 |
|  | Digital Media \& Consumer Products | $\begin{array}{r} \hline 858,845 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 818,522 \\ 8 \% \end{array}$ | 95 | 8,708 |
|  | Financial Services | $\begin{array}{r} \hline 353,204 \\ 3 \% \end{array}$ | $\begin{array}{r} \hline 340,294 \\ 3 \% \end{array}$ | 96 | 3,620 |
|  | Others | $\begin{array}{r} \hline 1,719,753 \\ 16 \% \end{array}$ | $\begin{array}{r} \hline 1,111,022 \\ 11 \% \end{array}$ | 65 | 11,819 |
|  | Subtotal | $\begin{array}{r} \hline 10,882,770 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 10,188,635 \\ 100 \% \\ \hline \end{array}$ | 94 | 108,390 |
|  | Eliminations \& Corporate items | $(1,216,887)$ | $(1,147,564)$ | - | $(12,208)$ |
|  | Total | 9,665,883 | 9,041,071 | 94 | 96,182 |


|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \\ \hline \end{gathered}$ |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \\ \hline \end{gathered}$ | U.S. Dollars (millions) |
|  |  | 2012 (A) | 2013 (B) |  | 2013 |
| Operating income (loss) | Information \& Telecommunication Systems | $\begin{array}{r} 101,732 \\ 23 \% \\ \hline \end{array}$ | $\begin{array}{r} 104,689 \\ 24 \% \\ \hline \end{array}$ | 103 | 1,114 |
|  | Power Systems | $\begin{array}{r} \hline(33,986) \\ (8 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 29,911 \\ 7 \% \end{array}$ | - | 318 |
|  | Social Infrastructure \& Industrial Systems | $\begin{array}{r} 49,181 \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 60,203 \\ 14 \% \\ \hline \end{array}$ | 122 | 640 |
|  | Electronic Systems \& Equipment | $\begin{array}{r} 49,995 \\ 11 \% \end{array}$ | $\begin{array}{r} \hline 29,382 \\ 7 \% \end{array}$ | 59 | 313 |
|  | Construction Machinery | $\begin{array}{r} \hline 63,129 \\ 14 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 54,627 \\ 12 \% \\ \hline \end{array}$ | 87 | 581 |
|  | High Functional Materials \& Components | $\begin{array}{r} 77,007 \\ 18 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 58,418 \\ 13 \% \\ \hline \end{array}$ | 76 | 621 |
|  | Automotive Systems | $\begin{array}{r} \hline 37,049 \\ 9 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 35,423 \\ 8 \% \end{array}$ | 96 | 377 |
|  | Digital Media \& Consumer Products | $\begin{array}{r} (10,947) \\ (2 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(5,355) \\ (1 \%) \\ \hline \end{array}$ | - | (57) |
|  | Financial Services | $\begin{array}{r} 30,222 \\ 7 \% \end{array}$ | $\begin{array}{r} \hline 29,290 \\ 7 \% \end{array}$ | 97 | 312 |
|  | Others | $\begin{array}{r} \hline 72,721 \\ 17 \% \end{array}$ | $\begin{array}{r} \hline 40,162 \\ 9 \% \end{array}$ | 55 | 427 |
|  | Subtotal | $\begin{array}{r} \hline 436,103 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} 436,750 \\ 100 \% \\ \hline \end{array}$ | 100 | 4,646 |
|  | Eliminations \& Corporate items | $(23,823)$ | $(14,722)$ | - | (157) |
|  | Total | 412,280 | 422,028 | 102 | 4,490 |

Notes: 1. Revenues by business segment include inter-segment transactions.
2. Effective on April 1, 2012, Hitachi discontinued the Components \& Devices Segment. The businesses, which were previously included in the Components \& Devices Segment, have been included in the Others. Figures for each segment, including figures for the previous fiscal year, reflect the changed segmentation.
(2) Revenues by Market

|  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Yen(millions) |  | (B)/(A) <br> (\%) | U.S. Dollars (millions) |
|  | 2012 (A) | 2013 (B) |  | 2013 |
| Japan | $\begin{array}{r} 5,534,462 \\ 57 \% \end{array}$ | $\begin{array}{r} 5,355,119 \\ 59 \% \end{array}$ | 97 | 56,969 |
| Asia | $\begin{array}{r} \hline 2,000,989 \\ 21 \% \end{array}$ | $\begin{array}{r} 1,711,141 \\ 19 \% \end{array}$ | 86 | 18,204 |
| North America | $\begin{array}{r} \hline 869,014 \\ 9 \% \end{array}$ | $\begin{array}{r} \hline 804,057 \\ 9 \% \end{array}$ | 93 | 8,554 |
| Europe | $\begin{array}{r} \hline 761,125 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 636,840 \\ 7 \% \end{array}$ | 84 | 6,775 |
| Other Areas | $\begin{array}{r} \hline 500,293 \\ 5 \% \end{array}$ | $\begin{array}{r} \hline 533,914 \\ 6 \% \end{array}$ | 107 | 5,680 |
| Outside Japan | $\begin{array}{r} 4,131,421 \\ 43 \% \end{array}$ | $\begin{array}{r} \hline 3,685,952 \\ 41 \% \end{array}$ | 89 | 39,212 |
| Total | $\begin{array}{r} \hline 9,665,883 \\ 100 \% \end{array}$ | $\begin{array}{r} \hline 9,041,071 \\ 100 \% \end{array}$ | 94 | 96,182 |

