## **Financial Highlights**

(the first quarterly ended June 30,2004)



July 27, 2004 Hitachi Metals, Ltd.

http://www.hitachi-metals.co.jp E-Mail: hmir@hitachi-metals.co.jp

Notes: " $\Delta$ " signs ahead of figures mean "minus".





High-Grade **Metal Products** and Materials

**Electronics** and IT **Devices** 

**High-Grade** Casting Components for **Automobiles** 

Construction Components, Plant and **Equipment** 

**Service** and **Others** 

**High-Grade Metal Products and Materials** 

Former "High-Grade Metal Products and Materials" (No change)

**Electronics and IT Devices** 

Former "Electronics and IT Devices"

**NEOMAX Group** 

**High-Grade Functional Components and Equipment** 

"High-Grade Casting Components for Automobiles"

**Piping Components Company** from "Construction Components, Plant and Equipment" Hitachi Metals Techno Group

Service and **Others** 

"Service and Others"

**Environmental system** products from "Construction Components, Plant and Equipment"

#### **Change in Business Segments**



High-Grade Metal Products and Materials Specialty Steel Company
Roll Company
Hitachi Tool Engineering Group

Electronics and IT Devices

Information Systems Components Company
OE Device Division
FINEMET Business Development Office
METGLAS Business Development Office
NEOMAX Group

High-Grade Functional Components and Equipment Automotive Components Company Piping Components Company Hitachi Metals Techno Group

Service and Others

Sales and Service Company Environmental Systems Division

### Highlights from FY 2004 1Q Results



#### 1. Net sales up 38% (¥37.4bn) from year earlier

High-grade Metal Products and Materials (up 21%)
Electronics and IT Devices (up 202%)
High-Grade Functional Components and Equipment (up 9%)
Service and Others (up 22%)

- Strong sales in the electronics and automotive fields
- Substantial rise in Electronics and IT Devices (consolidation of NEOMAX Group, strong sale of IT components)
- Greater share of sales overseas (up 4.9% from year earlier)
- Consolidation of NEOMAX Group

#### 2. Operating income triples (3.3x), up ¥6.2bn

High-grade Metal Products and Materials (up ¥2.0bn)
Electronics and IT Devices (up ¥3.0bn)
High-Grade Functional Components and Equipment (up ¥0.8bn)
Service and Others (up ¥1.1bn)

- Reflecting rise in net sales
- Increases in all segments despite rising raw material costs
- Consolidation of NEOMAX Group

#### **FY 2004 Interim Forecasts**



#### 1. Upward revision to interim forecasts

- Net Sales
- From ¥232.0bn → ¥265.0bn (+14%, ¥33.0bn)
   High-grade Metal Products and Materials +8%
   Electronics and IT Devices +6%
   High-Grade Functional Components and Equipment +2%
- Increase of ¥67.2bn from FY03
- Operating Income
- From ¥9.0bn → ¥15.0bn (+67%, ¥6.0bn)
   High-grade Metal Products and Materials +9%
   Electronics and IT Devices +27%
   High-Grade Functional Components and Equipment +14%
- Increase of ¥9.5bn from FY03
- Continued effects from rise in raw material prices

#### 2. Full year forecasts held until business environment is clear

Performance of Chinese and U.S. economies; Movement in retail and material prices; Performance of electronics industry

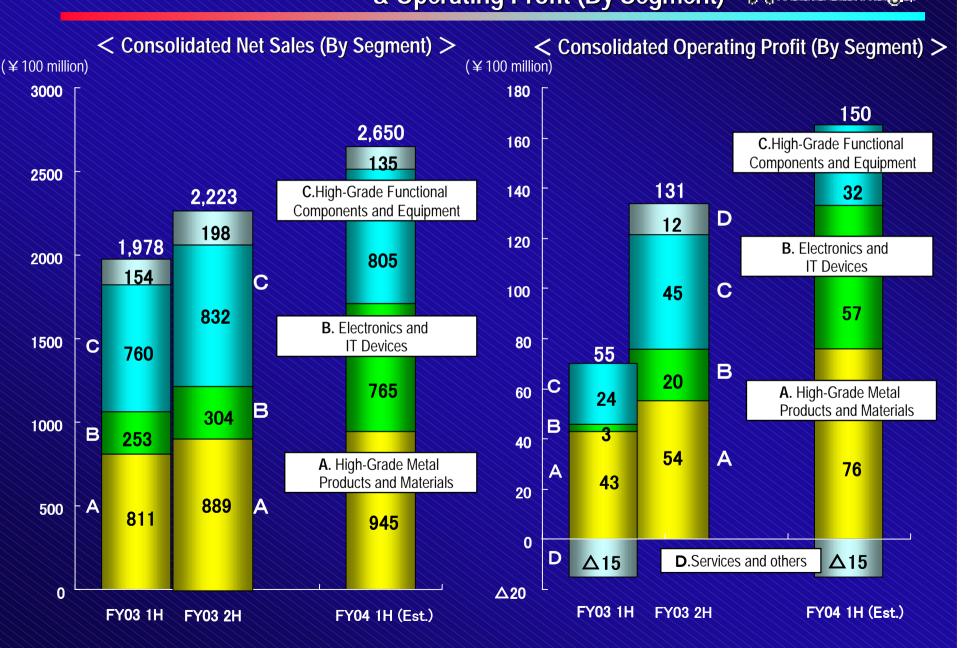


(¥100 million)

		dated		
	6/04(quarter)	(A) Mid-term of fiscal 2004 (Revised Forecast)	(B) Mid-term of fiscal 2004 (Previous Forecast)	Difference (A)-(B)
Net Sales	1, 356	2, 650	2, 320	+330
Operating Income	88	150	90	+60
Ordinary Income	85	140	75	+65
Extraordinary Profit & Loss	5	Δ10	Δ10	±0
Income before income tax	90	130	65	+65
Net Income	47	60	25	+35

# FY 2004 Interim Consolidated Net Sales & Operating Profit (By Segment)





#### & //Wichentlells/Wieglie **Balance Sheet** (¥100 million) <Liabilities, Minority interests <Assets> + ¥99.0 billion year-on-year 6,000 And Shareholder's equity> 5, 283 5, 283 457 5,000 Cash and deposits 4, 293 and Others 4, 293 1,864 1,083 428 **Debts** payable 4.000 Corporate bonds Receivables 1,475 833 917 3,000 **Inventories** Other liabilities 1,451 717 1,201 2,120 2.000 1,544 Fixed assets 413 Minority 105 interests 1,555 1,000 1,512 Shareholders 278 **Investment securities** 161 equity 493 545 **Others** 0 '04/3E '04/3E '04/6E '04/6E

### **Consolidated Cash Flows**



(¥100 million)

Item	6/04(quarter)	6/03(quarter)
Net income before tax adjustments	90	15
Depreciation costs	61	50
Capital investment	△47	△48
Others	Δ166	△44
Free cash flow	△62	Δ27
Reducing borrowings	0	△59
Dividend payments	△14	△13
Others	Δ1	0
Net increase in cash during Current Period	△77	Δ99

