

## Supplementary Information for the Second Quarter ended September 30, 2012

### 1. Summary (Consolidated basis)

|   | Fiscal 2011                     |                               | Fiscal 2012                     |         |                               |         | Total (Forecast) |            |
|---|---------------------------------|-------------------------------|---------------------------------|---------|-------------------------------|---------|------------------|------------|
|   | Three months ended September 30 | Six months ended September 30 | Three months ended September 30 |         | Six months ended September 30 |         | (E)              | (E)/FY2011 |
|   | (A)                             | (B)                           | (C)                             | (C)/(A) | (D)                           | (D)/(B) |                  |            |
| Revenues <sup>*1</sup>  | 2,422.0                         | 4,572.7                       | 2,234.8                         | 92%     | 4,355.5                       | 95%     | 9,000.0          | 93%        |
| Operating income <sup>*1</sup>                                      | 118.2                           | 170.6                         | 100.0                           | 85%     | 163.6                         | 96%     | 480.0            | 116%       |
| Percentage of revenues  | 4.9                             | 3.7                           | 4.5                             | -       | 3.8                           | -       | 5.3              | -          |
| Income before income taxes <sup>*1</sup>                            | 91.8                            | 133.0                         | 67.3                            | 73%     | 116.2                         | 87%     | 400.0            | 72%        |
| Net income <sup>*1</sup>  | 61.4                            | 77.7                          | 45.1                            | 73%     | 65.5                          | 84%     | 290.0            | 70%        |
| Net income attributable to Hitachi, Ltd. stockholders <sup>*1</sup> | 48.0                            | 50.9                          | 23.1                            | 48%     | 30.1                          | 59%     | 200.0            | 58%        |
| Dividend payout ratio (%)   | -                               | 26.6                          | -                               | -       | 77.0                          | -       | -                | -          |
| Average exchange rate (yen / U.S.\$)                                | 78                              | 80                            | 79                              | -       | 79                            | -       | 78               | -          |
| Net interest and dividends <sup>*1</sup>                            | (2.6)                           | (2.7)                         | (3.9)                           | -       | (4.6)                         | -       | -                | -          |

\*1 Billions of yen

|   | As of March 31, 2012 | As of September 30, 2012 |
|---|----------------------|--------------------------|
| Cash and cash equivalents, Short-term investments (billions of yen)                         | 631.1                | 602.6                    |
| Interest-bearing debt (billions of yen)   | 2,396.4              | 2,354.7                  |
| D/E Ratio<br>(Including Noncontrolling interests) (times)                                   | 0.86                 | 0.84                     |
| Number of employees   | 323,540              | 327,325                  |
| Japan   | 212,302              | 211,948                  |
| Overseas  | 111,238              | 115,377                  |
| Number of consolidated subsidiaries <sup>*2</sup><br>(Including Variable interest entities) | 939                  | 920                      |
| Japan   | 340                  | 313                      |
| Overseas  | 599                  | 607                      |

\*2 There were no Variable interest entities included into the figures of consolidated subsidiaries in this period.

**2. Consolidated Revenues by Business Segment**<sup>\*3</sup>

(Billions of yen)

|  | Fiscal 2011                     |                               | Fiscal 2012                     |         |                               |         | Total             |                     |            |
|--|---------------------------------|-------------------------------|---------------------------------|---------|-------------------------------|---------|-------------------|---------------------|------------|
|  | Three months ended September 30 | Six months ended September 30 | Three months ended September 30 |         | Six months ended September 30 |         | Previous Forecast | Revised Forecast(E) | (E)/FY2011 |
|  | (A)                             | (B)                           | (C)                             | (C)/(A) | (D)                           | (D)/(B) |                   |                     |            |
| Information & Telecommunication Systems    | 446.2                           | 797.0                         | 461.3                           | 103%    | 832.9                         | 105%    | 1,760.0           | 1,780.0             | 101%       |
| Power Systems                              | 206.1                           | 372.4                         | 222.9                           | 108%    | 413.4                         | 111%    | 840.0             | 870.0               | 105%       |
| Social Infrastructure & Industrial Systems | 283.7                           | 513.5                         | 307.2                           | 108%    | 545.3                         | 106%    | 1,230.0           | 1,260.0             | 105%       |
| Electronic Systems & Equipment             | 287.4                           | 533.5                         | 265.3                           | 92%     | 510.5                         | 96%     | 1,120.0           | 1,100.0             | 100%       |
| Construction Machinery                     | 183.3                           | 355.8                         | 171.5                           | 94%     | 370.6                         | 104%    | 800.0             | 720.0               | 90%        |
| High Functional Materials & Components     | 353.5                           | 700.6                         | 331.1                           | 94%     | 674.3                         | 96%     | 1,440.0           | 1,400.0             | 97%        |
| Automotive Systems                         | 198.5                           | 365.6                         | 196.8                           | 99%     | 401.8                         | 110%    | 800.0             | 780.0               | 96%        |
| Digital Media & Consumer Products          | 238.2                           | 471.3                         | 210.2                           | 88%     | 428.7                         | 91%     | 830.0             | 830.0               | 97%        |
| Financial Services                         | 88.9                            | 181.4                         | 84.9                            | 96%     | 179.6                         | 99%     | 320.0             | 320.0               | 91%        |
| Others                                     | 442.8                           | 857.7                         | 278.1                           | 63%     | 556.6                         | 65%     | 1,150.0           | 1,150.0             | 67%        |
| Subtotal                                   | 2,729.0                         | 5,149.2                       | 2,529.8                         | 93%     | 4,914.3                       | 95%     | 10,290.0          | 10,210.0            | 94%        |
| Eliminations & Corporate items             | (307.0)                         | (576.5)                       | (294.9)                         | -       | (558.7)                       | -       | (1,190.0)         | (1,210.0)           | -          |
| Total                                      | 2,422.0                         | 4,572.7                       | 2,234.8                         | 92%     | 4,355.5                       | 95%     | 9,100.0           | 9,000.0             | 93%        |

\*3 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.

**3. Consolidated Operating Income (Loss) by Business Segment**<sup>\*3</sup>

(Billions of yen)

|  | Fiscal 2011                     |                               | Fiscal 2012                     |         |                               |         | Total             |                     |            |
|--|---------------------------------|-------------------------------|---------------------------------|---------|-------------------------------|---------|-------------------|---------------------|------------|
|  | Three months ended September 30 | Six months ended September 30 | Three months ended September 30 |         | Six months ended September 30 |         | Previous Forecast | Revised Forecast(E) | (E)/FY2011 |
|  | (A)                             | (B)                           | (C)                             | (C)/(A) | (D)                           | (D)/(B) |                   |                     |            |
| Information & Telecommunication Systems    | 28.9                            | 31.0                          | 28.6                            | 99%     | 27.2                          | 88%     | 120.0             | 120.0               | 118%       |
| Power Systems                              | 3.8                             | 0.6                           | 4.9                             | 130%    | 7.4                           | -       | 22.0              | 26.0                | -          |
| Social Infrastructure & Industrial Systems | 5.3                             | 6.3                           | 5.2                             | 98%     | 3.1                           | 50%     | 55.0              | 56.0                | 114%       |
| Electronic Systems & Equipment             | 14.1                            | 21.3                          | 10.2                            | 72%     | 19.7                          | 93%     | 52.0              | 52.0                | 104%       |
| Construction Machinery                     | 14.8                            | 25.8                          | 8.6                             | 59%     | 22.8                          | 88%     | 75.0              | 58.0                | 92%        |
| High Functional Materials & Components     | 14.4                            | 33.8                          | 18.1                            | 126%    | 38.1                          | 113%    | 95.0              | 80.0                | 104%       |
| Automotive Systems                         | 12.9                            | 15.8                          | 9.9                             | 77%     | 19.2                          | 122%    | 37.0              | 33.0                | 89%        |
| Digital Media & Consumer Products          | 1.9                             | 5.2                           | (2.4)                           | -       | (2.4)                         | -       | 0.0               | 0.0                 | -          |
| Financial Services                         | 7.2                             | 14.1                          | 6.5                             | 90%     | 13.7                          | 97%     | 26.0              | 28.0                | 93%        |
| Others                                     | 17.9                            | 27.8                          | 11.9                            | 66%     | 20.8                          | 75%     | 40.0              | 43.0                | 59%        |
| Subtotal                                   | 121.5                           | 182.0                         | 101.8                           | 84%     | 170.1                         | 93%     | 522.0             | 496.0               | 114%       |
| Eliminations & Corporate items             | (3.3)                           | (11.4)                        | (1.8)                           | -       | (6.5)                         | -       | (42.0)            | (16.0)              | -          |
| Total                                      | 118.2                           | 170.6                         | 100.0                           | 85%     | 163.6                         | 96%     | 480.0             | 480.0               | 116%       |

#### 4. Consolidated Overseas Revenues by Business Segment<sup>\*3</sup>

(Billions of yen)

|  | Fiscal 2011                               |   | Fiscal 2012                        |            |                                  |            | Total (Forecast) |            |
|--|---|---|------------------------------------|------------|----------------------------------|------------|------------------|------------|
|  | Three months ended<br>September 30<br>(A) | Six months ended<br>September 30<br>(B) | Three months ended<br>September 30 |            | Six months ended<br>September 30 |            | (E)              | (E)/FY2011 |
|  |   |   | (C)                                | (C)/(A)    | (D)                              | (D)/(B)    |                  |            |
| Information & Telecommunication Systems    | 102.0                                     | 199.0                                   | 106.1                              | 104%       | 203.3                            | 102%       |                  |            |
| Power Systems                              | 74.4                                      | 136.1                                   | 79.6                               | 107%       | 153.1                            | 113%       |                  |            |
| Social Infrastructure & Industrial Systems | 74.0                                      | 134.4                                   | 99.7                               | 135%       | 168.5                            | 125%       |                  |            |
| Electronic Systems & Equipment             | 163.6                                     | 309.2                                   | 143.5                              | 88%        | 287.7                            | 93%        |                  |            |
| Construction Machinery                     | 132.7                                     | 269.6                                   | 122.4                              | 92%        | 277.8                            | 103%       |                  |            |
| High Functional Materials & Components     | 131.5                                     | 268.9                                   | 126.8                              | 96%        | 260.8                            | 97%        |                  |            |
| Automotive Systems                         | 80.1                                      | 159.3                                   | 84.2                               | 105%       | 178.2                            | 112%       |                  |            |
| Digital Media & Consumer Products          | 105.7                                     | 204.6                                   | 87.3                               | 83%        | 184.6                            | 90%        |                  |            |
| Financial Services                         | 12.2                                      | 24.6                                    | 14.3                               | 117%       | 28.5                             | 116%       |                  |            |
| Others                                     | 188.4                                     | 368.1                                   | 47.2                               | 25%        | 110.8                            | 30%        |                  |            |
| Subtotal                                   | 1,065.3                                   | 2,074.1                                 | 911.4                              | 86%        | 1,853.7                          | 89%        |                  |            |
| Eliminations & Corporate items             | (38.5)                                    | (73.8)                                  | (23.6)                             | -          | (49.9)                           | -          |                  |            |
| <b>Total</b>                               | <b>1,026.7</b>                            | <b>2,000.3</b>                          | <b>887.7</b>                       | <b>86%</b> | <b>1,803.8</b>                   | <b>90%</b> | <b>3,700.0</b>   | <b>90%</b> |

#### 5. Consolidated Capital Expenditure by Business Segment (Completion basis, including leasing assets)<sup>\*3</sup>

(Billions of yen)

|  | Fiscal 2011                               |   | Fiscal 2012                        |             |                                  |             | Total (Forecast) |             |
|--|---|---|------------------------------------|-------------|----------------------------------|-------------|------------------|-------------|
|  | Three months ended<br>September 30<br>(A) | Six months ended<br>September 30<br>(B) | Three months ended<br>September 30 |             | Six months ended<br>September 30 |             | (E)              | (E)/FY2011  |
|  |   |   | (C)                                | (C)/(A)     | (D)                              | (D)/(B)     |                  |             |
| Information & Telecommunication Systems    | 11.0                                      | 18.0                                    | 15.4                               | 139%        | 28.7                             | 159%        |                  |             |
| Power Systems                              | 7.0                                       | 9.7                                     | 7.9                                | 112%        | 12.0                             | 124%        |                  |             |
| Social Infrastructure & Industrial Systems | 7.0                                       | 11.5                                    | 5.5                                | 79%         | 15.4                             | 134%        |                  |             |
| Electronic Systems & Equipment             | 5.6                                       | 8.3                                     | 3.9                                | 71%         | 7.8                              | 94%         |                  |             |
| Construction Machinery                     | 18.9                                      | 26.9                                    | 25.4                               | 135%        | 40.8                             | 152%        |                  |             |
| High Functional Materials & Components     | 15.8                                      | 27.5                                    | 18.0                               | 114%        | 37.8                             | 137%        |                  |             |
| Automotive Systems                         | 8.6                                       | 14.4                                    | 11.7                               | 136%        | 22.3                             | 154%        |                  |             |
| Digital Media & Consumer Products          | 4.1                                       | 7.6                                     | 5.0                                | 121%        | 9.1                              | 119%        |                  |             |
| Financial Services                         | 67.7                                      | 130.2                                   | 87.3                               | 129%        | 169.8                            | 130%        |                  |             |
| Others                                     | 22.9                                      | 39.3                                    | 11.9                               | 52%         | 20.2                             | 51%         |                  |             |
| Subtotal                                   | 169.1                                     | 294.0                                   | 192.5                              | 114%        | 364.4                            | 124%        |                  |             |
| Eliminations & Corporate items             | (2.9)                                     | (5.7)                                   | 1.5                                | -           | 0.1                              | -           |                  |             |
| <b>Total</b>                               | <b>166.2</b>                              | <b>288.3</b>                            | <b>194.1</b>                       | <b>117%</b> | <b>364.6</b>                     | <b>126%</b> | <b>790.0</b>     | <b>122%</b> |
| Internal use Assets                        | 94.8                                      | 154.6                                   | 97.4                               | 103%        | 180.3                            | 117%        | 414.0            | 110%        |
| Leasing Assets                             | 71.3                                      | 133.7                                   | 96.6                               | 136%        | 184.2                            | 138%        | 376.0            | 138%        |

### 6. Consolidated Depreciation by Business Segment<sup>\*3</sup>

(Billions of yen)

|  | Fiscal 2011                     |                               | Fiscal 2012                     |         |                               |         | Total (Forecast) |            |
|--|---------------------------------|-------------------------------|---------------------------------|---------|-------------------------------|---------|------------------|------------|
|  | Three months ended September 30 | Six months ended September 30 | Three months ended September 30 |         | Six months ended September 30 |         | (E)              | (E)/FY2011 |
|  | (A)                             | (B)                           | (C)                             | (C)/(A) | (D)                           | (D)/(B) |                  |            |
| Information & Telecommunication Systems    | 6.4                             | 13.6                          | 8.0                             | 123%    | 15.4                          | 113%    |                  |            |
| Power Systems                              | 3.8                             | 7.9                           | 4.0                             | 104%    | 7.8                           | 100%    |                  |            |
| Social Infrastructure & Industrial Systems | 4.8                             | 9.6                           | 4.6                             | 96%     | 9.2                           | 97%     |                  |            |
| Electronic Systems & Equipment             | 2.7                             | 5.5                           | 2.4                             | 89%     | 4.7                           | 87%     |                  |            |
| Construction Machinery                     | 8.0                             | 16.9                          | 7.4                             | 93%     | 15.0                          | 89%     |                  |            |
| High Functional Materials & Components     | 15.0                            | 30.6                          | 13.7                            | 91%     | 27.2                          | 89%     |                  |            |
| Automotive Systems                         | 5.7                             | 11.5                          | 5.0                             | 88%     | 9.7                           | 85%     |                  |            |
| Digital Media & Consumer Products          | 4.2                             | 9.5                           | 4.4                             | 106%    | 8.7                           | 92%     |                  |            |
| Financial Services                         | 14.6                            | 29.4                          | 14.6                            | 100%    | 28.5                          | 97%     |                  |            |
| Others                                     | 18.4                            | 36.3                          | 7.7                             | 42%     | 15.3                          | 42%     |                  |            |
| Subtotal                                   | 84.2                            | 171.1                         | 72.2                            | 86%     | 142.0                         | 83%     |                  |            |
| Eliminations & Corporate items             | 0.7                             | 1.0                           | 0.8                             | 112%    | 1.5                           | 148%    |                  |            |
| Total                                      | 84.9                            | 172.2                         | 73.0                            | 86%     | 143.6                         | 83%     |                  |            |
| Internal use Assets                        | 65.0                            | 132.2                         | 53.4                            | 82%     | 105.4                         | 80%     | 226.0            | 81%        |
| Leasing Assets                             | 19.9                            | 39.9                          | 19.6                            | 98%     | 38.1                          | 95%     | 78.0             | 97%        |

### 7. Consolidated R&D Expenditure by Business Segment<sup>\*3</sup>

(Billions of yen)

|  | Fiscal 2011                     |                               | Fiscal 2012                     |         |                               |         | Total (Forecast) |            |       |     |
|--|---------------------------------|-------------------------------|---------------------------------|---------|-------------------------------|---------|------------------|------------|-------|-----|
|  | Three months ended September 30 | Six months ended September 30 | Three months ended September 30 |         | Six months ended September 30 |         | (E)              | (E)/FY2011 |       |     |
|  | (A)                             | (B)                           | (C)                             | (C)/(A) | (D)                           | (D)/(B) |                  |            |       |     |
| Information & Telecommunication Systems    | 23.0                            | 41.8                          | 21.0                            | 91%     | 40.1                          | 96%     |                  |            |       |     |
| Power Systems                              | 4.0                             | 7.6                           | 4.8                             | 120%    | 9.2                           | 121%    |                  |            |       |     |
| Social Infrastructure & Industrial Systems | 6.3                             | 11.1                          | 6.2                             | 99%     | 11.5                          | 104%    |                  |            |       |     |
| Electronic Systems & Equipment             | 12.3                            | 23.0                          | 11.9                            | 97%     | 21.5                          | 94%     |                  |            |       |     |
| Construction Machinery                     | 3.8                             | 7.7                           | 4.2                             | 109%    | 8.1                           | 105%    |                  |            |       |     |
| High Functional Materials & Components     | 11.5                            | 22.7                          | 10.7                            | 93%     | 21.4                          | 94%     |                  |            |       |     |
| Automotive Systems                         | 12.3                            | 24.2                          | 13.4                            | 109%    | 27.0                          | 112%    |                  |            |       |     |
| Digital Media & Consumer Products          | 6.1                             | 11.7                          | 5.7                             | 94%     | 10.6                          | 91%     |                  |            |       |     |
| Financial Services                         | 0.0                             | 0.1                           | 0.0                             | 68%     | 0.0                           | 44%     |                  |            |       |     |
| Others                                     | 18.9                            | 37.0                          | 2.1                             | 11%     | 3.6                           | 10%     |                  |            |       |     |
| Corporate items                            | 6.2                             | 11.6                          | 6.2                             | 99%     | 12.1                          | 104%    |                  |            |       |     |
| Total                                      | 105.0                           | 199.1                         | 86.7                            | 83%     | 165.7                         | 83%     |                  |            | 350.0 | 85% |
| Percentage of revenues (%)                 | 4.3                             | 4.4                           | 3.9                             | -       | 3.8                           | -       |                  |            | 3.9   | -   |

**8. Consolidated Balance Sheets by Financial and Non-Financial Services<sup>\*4</sup>**

(Billions of yen)

|   | As of March 31, 2012               |                    |                     | As of September 30, 2012           |                    |                     |
|---|------------------------------------|--------------------|---------------------|------------------------------------|--------------------|---------------------|
|   | Manufacturing, Services and Others | Financial Services | Total <sup>*5</sup> | Manufacturing, Services and Others | Financial Services | Total <sup>*5</sup> |
| Current assets  | 4,593.2                            | 1,023.1            | 5,162.1             | 4,344.9                            | 1,027.9            | 4,964.9             |
| Cash and cash equivalents   | 589.0                              | 142.0              | 619.5               | 562.6                              | 141.6              | 592.0               |
| Trade receivables   | 1,999.5                            | 593.5              | 2,343.4             | 1,748.1                            | 618.8              | 2,128.3             |
| Investments in leases   | 86.6                               | 169.6              | 235.7               | 73.5                               | 162.7              | 220.7               |
| Current portion of financial assets transferred to consolidated securitization entities | 5.6                                | 80.3               | 86.0                | 5.0                                | 61.7               | 66.8                |
| Inventories   | 1,413.2                            | 0.0                | 1,413.2             | 1,491.1                            | 0.0                | 1,491.0             |
| Others  | 499.0                              | 37.3               | 464.0               | 464.3                              | 42.7               | 465.9               |
| Investments and advances  | 685.4                              | 92.0               | 744.4               | 629.5                              | 97.2               | 689.7               |
| Property, plant and equipment   | 1,828.4                            | 198.4              | 2,025.5             | 1,874.1                            | 194.8              | 2,067.6             |
| Financial assets transferred to consolidated securitization entities                    | -                                  | 205.4              | 205.4               | -                                  | 170.9              | 170.9               |
| Other assets  | 887.6                              | 431.6              | 1,280.8             | 868.3                              | 425.5              | 1,266.4             |
| <b>Total Assets</b>   | <b>7,994.7</b>                     | <b>1,950.6</b>     | <b>9,418.5</b>      | <b>7,717.0</b>                     | <b>1,916.5</b>     | <b>9,159.8</b>      |
| Current liabilities   | 3,576.1                            | 991.1              | 4,110.8             | 3,445.8                            | 892.7              | 3,927.1             |
| Short-term debt and current portion of long-term debt                                   | 615.2                              | 491.6              | 915.5               | 699.0                              | 452.2              | 987.6               |
| Current portion of non-recourse borrowings of consolidated securitization entities      | 5.6                                | 91.3               | 97.0                | 5.0                                | 49.8               | 54.9                |
| Trade payables  | 1,284.0                            | 269.9              | 1,325.7             | 1,141.6                            | 255.8              | 1,185.6             |
| Others  | 1,671.1                            | 138.1              | 1,772.5             | 1,600.0                            | 134.7              | 1,698.9             |
| Long-term debt  | 801.9                              | 501.9              | 1,248.8             | 659.1                              | 583.0              | 1,194.9             |
| Non-recourse borrowings of consolidated securitization entities                         | -                                  | 135.0              | 135.0               | -                                  | 117.2              | 117.2               |
| Other noncurrent liabilities  | 1,089.4                            | 65.6               | 1,149.7             | 1,067.6                            | 58.7               | 1,121.5             |
| <b>Total Liabilities</b>  | <b>5,467.6</b>                     | <b>1,693.8</b>     | <b>6,644.5</b>      | <b>5,172.6</b>                     | <b>1,651.7</b>     | <b>6,360.8</b>      |
| Total Hitachi, Ltd. stockholders' equity  | 1,635.8                            | 146.6              | 1,771.7             | 1,647.1                            | 151.6              | 1,788.0             |
| Noncontrolling interests  | 891.3                              | 110.2              | 1,002.2             | 897.1                              | 113.2              | 1,010.8             |
| <b>Total Equity</b>   | <b>2,527.1</b>                     | <b>256.8</b>       | <b>2,773.9</b>      | <b>2,544.3</b>                     | <b>264.8</b>       | <b>2,798.9</b>      |
| <b>Total Liabilities and Equity</b>   | <b>7,994.7</b>                     | <b>1,950.6</b>     | <b>9,418.5</b>      | <b>7,717.0</b>                     | <b>1,916.5</b>     | <b>9,159.8</b>      |

|  |         |         |         |         |         |         |
|--|---------|---------|---------|---------|---------|---------|
| Interest-bearing debt                                  | 1,422.8 | 1,220.0 | 2,396.4 | 1,363.3 | 1,202.3 | 2,354.7 |
| D/E ratio (including noncontrolling interests) (times) | 0.56    | 4.75    | 0.86    | 0.54    | 4.54    | 0.84    |
| Total Hitachi, Ltd. stockholders' equity ratio         | 20.5%   | 7.5%    | 18.8%   | 21.3%   | 7.9%    | 19.5%   |

\*4 Figures in tables 8, 9 and 10 represent unaudited financial information prepared by the Company for the purpose of this supplementary information.

\*5 Total Figures exclude inter-segment transactions.

**9. Consolidated Statements of Operations by Financial and Non-Financial Services**<sup>\*4</sup> (Billions of yen)

|   | Fiscal 2011                        |                    |                     | Fiscal 2012                        |                    |                     |
|---|------------------------------------|--------------------|---------------------|------------------------------------|--------------------|---------------------|
|   | Six months ended September 30      |                    |                     | Six months ended September 30      |                    |                     |
|   | Manufacturing, Services and Others | Financial Services | Total <sup>*5</sup> | Manufacturing, Services and Others | Financial Services | Total <sup>*5</sup> |
| Revenues  | 4,456.1                            | 181.4              | 4,572.7             | 4,246.4                            | 179.6              | 4,355.5             |
| Operating income                                      | 157.4                              | 14.1               | 170.6               | 150.5                              | 13.7               | 163.6               |
| Income before income taxes                            | 120.2                              | 13.5               | 133.0               | 102.1                              | 15.2               | 116.2               |
| Net income attributable to Hitachi, Ltd. stockholders | 46.9                               | 4.8                | 50.9                | 23.8                               | 7.4                | 30.1                |

**10. Consolidated Statements of Cash Flows by Financial and Non-Financial Services**<sup>\*4</sup> (Billions of yen)

|  | Fiscal 2011                        |                    |                     | Fiscal 2012                        |                    |                     |
|--|------------------------------------|--------------------|---------------------|------------------------------------|--------------------|---------------------|
|  | Six months ended September 30      |                    |                     | Six months ended September 30      |                    |                     |
|  | Manufacturing, Services and Others | Financial Services | Total <sup>*5</sup> | Manufacturing, Services and Others | Financial Services | Total <sup>*5</sup> |
| Cash flows from operating activities                         | 69.2                               | 28.7               | 93.1                | 228.4                              | 41.2               | 263.1               |
| Cash flows from investing activities                         | (236.3)                            | 26.4               | (221.7)             | (158.7)                            | (39.3)             | (220.8)             |
| Cash flows from financing activities                         | 140.9                              | (23.0)             | 104.0               | (82.5)                             | (1.9)              | (55.9)              |
| Effect of exchange rate changes on cash and cash equivalents | (19.3)                             | (0.2)              | (19.5)              | (13.5)                             | (0.2)              | (13.8)              |
| Net increase (decrease) in cash and cash equivalents         | (45.4)                             | 31.8               | (44.1)              | (26.3)                             | (0.3)              | (27.5)              |
| Cash and cash equivalents at beginning of the period         | 533.6                              | 108.8              | 554.8               | 589.0                              | 142.0              | 619.5               |
| Cash and cash equivalents at end of the period               | 488.2                              | 140.7              | 510.6               | 562.6                              | 141.6              | 592.0               |

## 11. Information & Telecommunication Systems

### (1) Revenues and Operating Income<sup>\*6</sup>

(Billions of yen)

|                       | Fiscal 2011                     |                               | Fiscal 2012                     |         |                               |         | Total (Forecast) |            |
|-----------------------|---------------------------------|-------------------------------|---------------------------------|---------|-------------------------------|---------|------------------|------------|
|                       | Three months ended September 30 | Six months ended September 30 | Three months ended September 30 |         | Six months ended September 30 |         | (E)              | (E)/FY2011 |
|                       | (A)                             | (B)                           | (C)                             | (C)/(A) | (D)                           | (D)/(B) |                  |            |
| Revenues              | 446.2                           | 797.0                         | 461.3                           | 103%    | 832.9                         | 105%    | 1,780.0          | 101%       |
| Software & Services   | 308.8                           | 553.1                         | 318.1                           | 103%    | 570.7                         | 103%    | 1,250.0          | 102%       |
| Software              | 45.3                            | 83.5                          | 40.7                            | 90%     | 75.2                          | 90%     |                  |            |
| Services              | 263.4                           | 469.5                         | 277.3                           | 105%    | 495.4                         | 106%    |                  |            |
| Hardware              | 137.4                           | 243.9                         | 143.1                           | 104%    | 262.2                         | 108%    | 530.0            | 98%        |
| Storage <sup>*7</sup> | 47.0                            | 92.0                          | 47.6                            | 101%    | 94.2                          | 102%    |                  |            |
| Servers <sup>*8</sup> | 13.7                            | 24.0                          | 12.9                            | 94%     | 26.1                          | 109%    |                  |            |
| PCs <sup>*9</sup>     | 8.5                             | 14.5                          | 6.9                             | 81%     | 11.9                          | 82%     |                  |            |
| Telecommunication     | 36.2                            | 61.2                          | 31.8                            | 88%     | 59.4                          | 97%     |                  |            |
| Others                | 31.7                            | 51.9                          | 43.7                            | 138%    | 70.5                          | 136%    |                  |            |
| Operating income      | 28.9                            | 31.0                          | 28.6                            | 99%     | 27.2                          | 88%     | 120.0            | 118%       |
| Software & Services   |                                 | 30.8                          |                                 |         | 18.7                          | 61%     | 101.0            | 117%       |
| Hardware              |                                 | 0.1                           |                                 |         | 8.4                           | -       | 19.0             | 123%       |

\*6 Figures for each product exclude intra-segment transactions.

\*7 Figures for Storage include disk array systems, etc.

\*8 Figures for Servers include general-purpose computers, UNIX servers, etc.

\*9 Figures for PCs include PC servers, client PCs (only commercial use), etc.

### (2) Storage Solutions

(Billions of yen)

|          | Fiscal 2011                     |                               | Fiscal 2012                     |         |                               |         | Total (Forecast) |            |
|----------|---------------------------------|-------------------------------|---------------------------------|---------|-------------------------------|---------|------------------|------------|
|          | Three months ended September 30 | Six months ended September 30 | Three months ended September 30 |         | Six months ended September 30 |         | (E)              | (E)/FY2011 |
|          | (A)                             | (B)                           | (C)                             | (C)/(A) | (D)                           | (D)/(B) |                  |            |
| Revenues | 84.0                            | 167.0                         | 91.0                            | 108%    | 175.0                         | 105%    | 360.0            | 103%       |

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