

## Summarized Consolidated Statements of Profit or Loss by Manufacturing, Services and Others and Financial Services

Hitachi, Ltd. and Subsidiaries  
March 31, 2016 and 2015

Billions of yen

	2015			2016		
	Manufacturing, Services and Others	Financial Services	Total*	Manufacturing, Services and Others	Financial Services	Total*
Revenues	¥9,569.8	¥356.2	¥9,774.9	¥9,833.9	¥365.3	¥10,034.3
Adjusted operating income	598.5	38.9	641.3	586.8	45.2	634.8
EBIT	499.9	35.4	534.0	490.2	46.6	531.0
Income from continuing operations, before income taxes	485.5	35.4	518.9	476.9	46.6	517.0
Net income attributable to Hitachi, Ltd. stockholders	206.0	14.3	217.4	152.1	19.7	172.1

\* Total figures exclude inter-segment transactions.

## Summarized Consolidated Statements of Cash Flows by Manufacturing, Services and Others and Financial Services

Hitachi, Ltd. and Subsidiaries  
March 31, 2016 and 2015

Billions of yen

	2015			2016		
	Manufacturing, Services and Others	Financial Services	Total* <sup>1</sup>	Manufacturing, Services and Others	Financial Services	Total* <sup>1</sup>
Cash flows from operating activities	¥ 586.4	¥ (85.9)	¥ 451.8	¥ 843.1	¥ (7.4)	¥ 812.2
Cash flows from investing activities	(449.1)	(191.3)	(612.5)	(518.7)	(218.8)	(730.7)
Free cash flows	137.2	(277.3)	(160.7)	324.4	(226.2)	81.4
Cash flows from financing activities	(69.1)	236.8	233.2	(262.7)	265.4	(26.4)
Effect of exchange rate changes on cash and cash equivalents	65.1	3.4	68.5	(55.5)	(1.8)	(57.3)
Change in cash and cash equivalents	133.2	(37.0)	141.0	6.1	37.3	(2.3)
Cash and cash equivalents at beginning of year	521.4	156.7	560.6	654.7	119.7	701.7
Cash and cash equivalents at end of year	¥ 654.7	¥ 119.7	¥ 701.7	¥ 660.9	¥ 157.0	¥ 699.3
Core free cash flows* <sup>2</sup>	138.1	(292.1)	(176.4)	363.5	(264.8)	113.3

\*<sup>1</sup> Total figures exclude inter-segment transactions.

\*<sup>2</sup> Operating cash flows plus collection of investments in leases less cash outflows for the purchase of property, plant and equipment, intangible assets, software, and the assets to be leased.

Note: Consolidated financial statements by Manufacturing, Services and Others and Financial Services represent unaudited financial information prepared by the Company for the purpose of this supplementary information.

### Role of the Financial Services Segment

Hitachi's Manufacturing, Services and Others segments and its Financial Services segment are each clearly positioned and managed as distinct businesses with different characteristics. The Manufacturing, Services and Others segments work in coordination with the Financial Services segment to expand the Social Innovation Business.

Increasing the financing receivables owned by Hitachi Capital Corporation, which constitutes the Financial Services segment, is the basis for growth in the financing business and regarded as investment to generate higher returns on equity. Credit rating agencies typically permit a higher level of interest-bearing debt and D/E ratio for financial services companies than for manufacturing and services companies. The credit ratings of Hitachi, Ltd. are assigned by credit rating agencies on the basis of key financial indicators that exclude Hitachi's financial services business.