

**HORIBA**  
Medical



CORPORATE  
BROCHURE 2021

Explore the future

Automotive | Process & Environmental | Medical | Semiconductor | Scientific

**HORIBA**

Together,  
let's build the Future.





# HORIBA Group

## A test and measurement expert

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### 5 main sectors of activity - Product applications

Sales breakdown by sector of activity

#### **Automotive**

Providing motor exhaust gas analyzers, technology for vehicle engineering and fuel-cell/battery testing, and solutions for improving energy efficiency and developing connected autonomous vehicles.

#### **Process & Environmental**

Delivering air and water quality analyzers for public safety and health, as well as preserving the global environment. Its technology also helps to enhance safety and productivity at industrial processes.

#### **Medical**

Delivering *in-vitro* testing systems for medical institutions. Via its global networks, it supports medical professionals around the world with its measurement and analysis technologies, delivering safe and accurate results.

#### **Semiconductor**

Delivering fluid control technology and diverse monitoring systems to semiconductor fabrication processes, contributing to the stable production of higher-performing semiconductors.

#### **Scientific**

Through cultivating HORIBA's core technologies, it provides variety of measurement equipment for R&D and quality control to various fields: state-of-the-art materials and life sciences.



**Automotive**

34%

**Process &  
Environmental**

10%

**Medical**

11%

**Semiconductor**

31%

**Scientific**

14%

% = Segment Sales Ratio  
(sales of FY2020)

# Always exploring our many-faceted expertise

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## **HORIBA**

- Company Name: HORIBA, Ltd.
- Head Office: 2 Miyano Higashi, Kisshoin, Minami-ku, Kyoto, 601-8510, Japan
- Contact: Tel: +81 (0)75-313-8121 - e-mail: info@horiba.com
- Founded: October 17, 1945
- Incorporated: January 26, 1953
- Capital: 12.0 BJPY (as of December 31, 2020)
- Consolidated Net Sales: 1,807 MUSD
- Stock Listings: Tokyo Stock Exchange (First Section)
- Fiscal Closing Date: December 31
- Chairman & Group CEO: Atsushi Horiba
- Number of Employees: 8,269 (as of December 31, 2020)

## **Company profile**

HORIBA was founded in Kyoto in 1945. It is an international group specialized in manufacturing, sales, services of analysis and measurement systems for liquids, gases and solids.

The Group ranks first worldwide in many fields, thanks to the quality of its instruments, which meet the needs of a number of public and private sectors, from fundamental research to industrial development and production via the management of environmental impact.

HORIBA is now a major player in the world market for instruments applied to industry and research.



# Everything begins with measurement

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## **Total Group Sales: 1,807 million USD**

Sustainable growth in society is established through technological innovation.

Engineers' dreams, passions, and persistent efforts are intertwined with the conditions that enable them, including investment opportunities and social demand.

« Measurement Technologies » that resolve unknown materials and phenomena help accelerate innovation by engineers.

Everything begins with measurement.

HORIBA's « Measurement Technologies » and analysis solutions are always at the frontlines of innovation.

(as of December 31, 2020)



**Automotive**

617

in million USD

**Process &  
Environmental**

177

in million USD

**Medical**

203

in million USD

**Semiconductor**

550

in million USD

**Scientific**

259

in million USD

# One stage ahead

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1

## Corporate Culture

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### Corporate motto « Joy and Fun »

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The motto originates from the belief that if we take interest and pride in the work that occupies most of the active time in our lives, in the place where we spend the large part of each day, then as a result, our satisfaction with life will increase, and we will be able to enjoy our lives even more. Taking interest and pride in our work leads us to « Joy and Fun ».

2

## HORIBA style global management

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### Spreading the culture of Kyoto to global scale

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HORIBA got its start in Kyoto. We have achieved business growth based on our corporate culture of success and we have grown to become one of Kyoto's most successful companies.

### Growth driven by global M&A activities

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Since the late 1990's, HORIBA has expanded its business scale and geographic scope through acquisitions, both in Japan and abroad. At present, over 60% of sales and employees are based outside of Japan.

3

## High shares in niche markets

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### Launched products in various niche markets of analysis and measurement

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HORIBA does business in many different markets, providing over 1,000 products in five business segments.

### Indispensable products in each field

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HORIBA's emission analyzers are indispensable in the development of fuel efficient vehicles and provide the base for emission regulations. HORIBA's mass flow controllers are also indispensable in the production of flash memory semiconductor production.

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- Agency of HORIBA Medical
- Subsidiary of HORIBA Group
- R&D Center
- Production Center Analyzers
- Production Center Reagents

# **HORIBA Medical**

## **A major player in Hematology**

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### **A global presence**

Present in near 150 countries on all 5 continents, with internationally recognized instruments and a leader's ranking in most markets, HORIBA Medical is a world leader on the Hematology market.

The strength of its distribution network coupled with its experience allows HORIBA Medical to operate efficiently in international markets.

### **Expertise at the customer's service**

HORIBA Medical has 1,480 employees across its sites and subsidiaries. In 2020, it produced nearly 6,000 instruments and over 7,000 tons of reagents.

HORIBA Medical also benefits from technologies patented by the HORIBA Group and the synergies between all its research centers throughout the world.

Since it was incorporated into the HORIBA Group in 1996, segment sales have continued to grow exponentially to reach 203 MUSD in 2020.



for laborator

## Medical Segment Key figures:

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**5** production centers

**2** R&D centers

More than **100** distributors

**15** direct / local operations

More than **30,000** laboratories  
supplied worldwide





A modern, two-story building with a blue upper section and a grey lower section. The blue section features the 'HORIBA Medical' logo in white. The building has several windows, some of which are partially obscured by a large bush of pink roses in the foreground. The sky is blue with scattered white clouds.

**HORIBA**  
Medical





# Our goal today: to meet the challenges of tomorrow

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## A world renowned industrial expert

HORIBA Medical has reached an international reputation thanks to its high standards in terms of innovation. Thanks to its flexible production units and pioneering R&D centers, it maintains a real step ahead in the development of evolving products, always responding to market needs.

HORIBA Medical develops solutions which are adapted to its customers' demand and anticipates their needs thanks to a renowned technological creativity.

Drawing on its extensive experience and its strong reputation in hematology, HORIBA Medical has become a major player among the main specialists in *in vitro* diagnostics (IVD).

## Our ambition: anticipate quality standards

Faced with increasingly high quality standards, HORIBA Medical sets out a creative and strong policy to address those by anticipating trends. Bold in technological skills, environmentally friendly, the company intends to maintain customer confidence and consolidate its worldwide position.

# Yumizen

Advanced Diagnostics



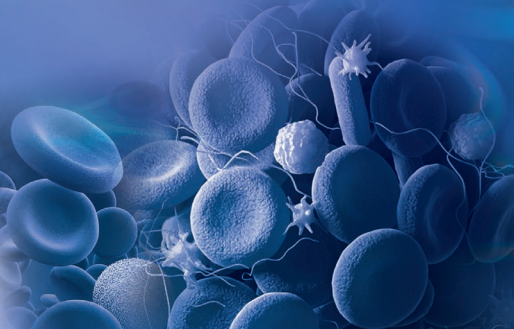
Hematology



Hemostasis



Clinical Chemistry



# **Yumizen brand: Advanced Diagnostics**

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## **Exceeding your expectations in Hematology, Hemostasis & Clinical Chemistry**

“Yumizen” brands the devices from HORIBA Medical, including analyzers and products for hematology, hemostasis, clinical chemistry and out-of-lab testing.

“Yumi” means “bow” in Japanese, not only a nod at the rounded lines that characterize the design of this new range of devices but also a reference to an ancient, noble object that is accurate and flexible and has evolved with time.

And “zen” evokes calm and serenity, what every user dreams of and what they will now be able to find thanks to Yumizen.

The Yumizen range is the embodiment of the strong values that HORIBA Medical wishes to transmit to future generations.

# HELO\* Solution: Giving dimension to your projects!

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The HELO Solution is opening new avenues in hematology. This flexible system will meet every laboratory's special needs in terms of both quality and organization.

It is designed to evolve and respond to changing needs over time. A global system that makes it possible to optimise flows, whatever configuration is required.

**No more compromise, there is just one solution... yours!**

\* HORIBA Evolutive Laboratory Organisation





# Because the finest successes are the ones that are shared

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## Technological creativity

For *in vitro* diagnosis specialists, the design of new systems has to meet a number of different challenges, in particular those of offering tests that are ever-more informative and easier to interpret. HORIBA Medical is meeting this challenge by stepping up its research and development capacities; the company is planning to reinvest more than 10% of its medium-term turnover in R&D. And these efforts are bearing fruit with a series of innovative products for *in vitro* diagnosis already on the market.

**Over 40 “key” patent families have been lodged worldwide,  
covering all the technologies included in our testing systems.**

## Hematology



## Clinical Chemistry



## Hemostasis





Certified

ISO 9001:2015  
ISO 14001:2015  
ISO 13485:2016  
MDSAP - Medical Device Single Audit Program  
ISO 45001:2018

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HORIBA Medical online : <https://www.horiba.com/medical>



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