

# Foreword

## Talking about My Role as President of JAIMA



Atsushi Horiba

A handwritten signature in black ink, appearing to read 'Atsushi Horiba', written in a cursive style.

Chairman, President & CEO  
HORIBA, Ltd.

At the Annual General Meeting of the Japan Analytical Instruments Manufacturers' Association (JAIMA), held on May 17, 2007, I was appointed as President of JAIMA.

JAIMA, which was founded in 1960, is a body that brings together approximately 200 Japanese analytical instrument manufacturers and sales companies. HORIBA has been a member of JAIMA since its inception, and HORIBA Supreme Counsel, Masao Horiba, became Vice President in 1973, a post in which he served actively for 25 years. I also served as Vice President, assuming the post after Masao Horiba stepped down.

Although HORIBA may not be a megacorporation with a multi-billion dollar turnover, since our foundation we have always striven to develop and expand our businesses in a challenging way for becoming a global leader in the field of automotive emission measurement. Through positive business strategies, including international M&As, HORIBA has expanded in various fields such as semiconductor manufacturing process, laboratory analytical instrument, environmental measurement, and medical instruments. With over half of our products being manufactured and sold overseas, and almost 60% of our workforce being non-Japanese, we are making every effort to ensure that we are able to keep and even improve our position as a global company with its roots in Japan.

The analytical instrument industry is facing a situation of rapid globalization.

Meanwhile, the global presence of HORIBA in this industry has heightened and our responsibilities have accordingly become greater. In these circumstances, it is a great honor to have been appointed as President of JAIMA. I pledge to lead the industry into greater fields of business.

In my role as President, I am going to devote all my energies towards actively raising the profile of the analytical instrument industry. For technological development in all areas of industries, the cutting-edge technologies that are required first are those of measurement and analysis. These technologies have become indispensable for all industries in terms of process and quality control.

I shall take the all steps to strengthen ties with relevant government agencies and academic communities to raise the position of the analytical instrument industry and to make it more competitive.

The basic policies are following four items:

1. Restructure JAIMA's various operations as a whole and coordinate all committee activities effectively, so that JAIMA's activities can make a genuine contribution to its member companies. Additionally, create structures whereby the positive results of activities will be returned to the member companies.
2. Further strengthen ties with relevant organizations at home and abroad, including ALSSA<sup>\*1</sup>, GAMBICA<sup>\*2</sup> and the Japan Society for Analytical Chemistry, as well as with academic communities and relevant government ministries. In addition, to raise JAIMA's global presence and strengthen its impact.
3. Improve JAIMA's information infrastructure, and to take a more active approach to JAIMA's transmission of information, so that operations will be more efficient.
4. To develop the JAIMA SHOW (Japan's Exposition of Analytical Instruments and Solutions), the principal operation of JAIMA, strengthen ties with domestic and overseas exhibitions and international conferences, and explore a future vision for permanent growth that will give the show greater significance.

In implementing these policies, and with the aim of making a contribution to each and every JAIMA member company, I fully intend to discharge my responsibilities in a spirit of "Open and Fair" and "Power and Speed."

Enhancing the activities of the analytical instrument industry leads to the growth of HORIBA. It will also generate many benefits for society in terms of energy, environment, health, safety and so forth. I hope you will give your support in our endeavors as we move forward.

\*1 : Analytical & Life Science Systems Association (USA)

\*2 : Trade Association for Instrumentation Control, Automation and Laboratory Technology (UK)