Financial Information

HORIBA, Ltd.

August, 2021
Contents

- 2021 First Half Results
- 2021 Forecasts
- Outlines by Business Segment
- Topics – HORIBA’s Contribution to Social Issues
- Shareholder Return
  - Financial Data
  - Corporate Profile
Contents

- 2021 First Half Results
- 2021 Forecasts
- Outlines by Business Segment
- Topics – HORIBA’s Contribution to Social Issues
- Shareholder Return
  - Financial Data
  - Corporate Profile
# Review of First Half of 2021

<table>
<thead>
<tr>
<th>External Events</th>
<th>Internal Events</th>
</tr>
</thead>
<tbody>
<tr>
<td>◆ Increased momentum to de-carbonization and carbon neutral</td>
<td>◆ Continued investment for growth mainly in China and Europe</td>
</tr>
<tr>
<td>◆ Accelerated investment in electrification by the automotive industry</td>
<td>◆ Focused development of new technologies and aggressive launch of new products</td>
</tr>
<tr>
<td>◆ Increased investment in semiconductor production equipment due to increased demand for data transmission</td>
<td>◆ Business expansion in new markets related to energy and life-science</td>
</tr>
</tbody>
</table>
# 2021 First Half Results

(Billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>vs 2020</th>
<th>vs Previous Forecasts</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1st half Results</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Jan-Jun)</td>
<td>84.9</td>
<td>97.0</td>
<td>101.3</td>
<td>+16.3</td>
</tr>
<tr>
<td><strong>Forecast</strong></td>
<td>6.6</td>
<td>10.5</td>
<td>13.0</td>
<td>+6.3</td>
</tr>
<tr>
<td><strong>O.P.%</strong></td>
<td>7.9%</td>
<td>10.8%</td>
<td>12.9%</td>
<td>+5.0p</td>
</tr>
<tr>
<td><strong>Ordinary Profit</strong></td>
<td>6.7</td>
<td>10.3</td>
<td>13.0</td>
<td>+6.2</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>4.8</td>
<td>6.7</td>
<td>8.7</td>
<td>+3.8</td>
</tr>
<tr>
<td><strong>USD/JPY</strong></td>
<td>108.23</td>
<td>108.00</td>
<td>107.82</td>
<td>-0.41</td>
</tr>
<tr>
<td><strong>EUR/JPY</strong></td>
<td>119.31</td>
<td>128.00</td>
<td>129.89</td>
<td>+10.58</td>
</tr>
</tbody>
</table>

*: Record-high

---

Sales, Operating Profit, O.P., Ordinary Profit, Net Income attributable to Owners of Parent, USD/JPY, EUR/JPY.
## 2021 First Half Results by Segment

### (Billions of yen)

<table>
<thead>
<tr>
<th>Sales</th>
<th>Operating profit</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
</tr>
<tr>
<td>1st half Results (Jan-Jun)</td>
<td>1st half Results (Jan-Jun)</td>
</tr>
<tr>
<td>Auto</td>
<td>27.1</td>
</tr>
<tr>
<td>P&amp;E</td>
<td>8.6</td>
</tr>
<tr>
<td>Medical</td>
<td>10.4</td>
</tr>
<tr>
<td>Semi</td>
<td>27.4</td>
</tr>
<tr>
<td>Scientific</td>
<td>11.3</td>
</tr>
<tr>
<td>Total</td>
<td>84.9</td>
</tr>
</tbody>
</table>

* : Record-high

© 2021 HORIBA, Ltd. All rights reserved.
2021 First Half Results (B/S, CF)

B/S

- Total assets were ¥348.9bn, up ¥20.8bn, by establishing some bases and increasing in cash
- Equity ratio: 54.7%
  (compared to the end of Dec. 2020)

CF

- Operating CF: Cash in ¥15.8bn due to operating profit
- Investing CF: Cash out ¥6.9bn due to capital investments
- Financial CF: Cash out ¥3.1bn due to dividend payout

Free CF: +¥8.8bn
Contents

■ 2021 First Half Results
■ 2021 Forecasts
■ Outlines by Business Segment
■ Topics – HORIBA’s Contribution to Social Issues
■ Shareholder Return
  ➢ Financial Data
  ➢ Corporate Profile
### HORIBA’s Assumptions Regarding Market Environment

<table>
<thead>
<tr>
<th>Category</th>
<th>Assumptions</th>
</tr>
</thead>
<tbody>
<tr>
<td>General</td>
<td>Due to the re-spread of COVID-19, the future remains uncertain. Growing concern about the procurement of components.</td>
</tr>
<tr>
<td>Automotive</td>
<td>Expect stagnant R&amp;D investment demand to recover. Electrification and autonomous driving technology development are expected to accelerate.</td>
</tr>
<tr>
<td>Process &amp; Environmental</td>
<td>Environmental regulation-related demand remains strong, and the Asian market expands centered on air and water quality measurement. The crude oil processing market is likely to remain uncertain.</td>
</tr>
<tr>
<td>Medical</td>
<td>The market environment is difficult to forecast due to uncertainty about when the spread of COVID-19 will be contained.</td>
</tr>
<tr>
<td>Semiconductor</td>
<td>Capital investment by semiconductor manufacturers stays at a high level. Monitoring demand will increase in the medium term due to technological evolution of semiconductor manufacturing process.</td>
</tr>
<tr>
<td>Scientific</td>
<td>Expect a recovery in R&amp;D and capital investment by the corporate sector. Anticipate an increase in demand in the semiconductor and life science market.</td>
</tr>
</tbody>
</table>
## 2021 Forecasts

(Billions of yen)

<table>
<thead>
<tr>
<th>Results</th>
<th>2020</th>
<th>Previous Forecasts (as of May 13)</th>
<th>Forecasts (as of Aug. 10)</th>
<th>Changes</th>
<th>Changes vs Previous Forecasts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>187.0</td>
<td>210.0</td>
<td>220.0</td>
<td>+32.9</td>
<td>+10.0</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>19.6</td>
<td>24.5</td>
<td>28.5</td>
<td>+8.8</td>
<td>+4.0</td>
</tr>
<tr>
<td>O.P.%</td>
<td>10.5%</td>
<td>11.7%</td>
<td>13.0%</td>
<td>+2.5p</td>
<td>+1.3p</td>
</tr>
<tr>
<td>Ordinary Profit</td>
<td>19.3</td>
<td>24.0</td>
<td>28.0</td>
<td>+8.6</td>
<td>+4.0</td>
</tr>
<tr>
<td>Net income attributable to Owners or Parent</td>
<td>13.1</td>
<td>16.0</td>
<td>18.5</td>
<td>+5.3</td>
<td>+2.5</td>
</tr>
<tr>
<td>USD/JPY</td>
<td>106.76</td>
<td>108.00</td>
<td>109.00</td>
<td>+2.24</td>
<td>+1.00</td>
</tr>
<tr>
<td>EUR/JPY</td>
<td>121.88</td>
<td>128.00</td>
<td>130.00</td>
<td>+8.12</td>
<td>+2.00</td>
</tr>
</tbody>
</table>

* : Record-high
# 2021 Forecasts by Segment

(Billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>Sales</th>
<th>Operating</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
<td>2021</td>
</tr>
<tr>
<td>Results</td>
<td>Previous</td>
<td>Forecasts</td>
</tr>
<tr>
<td>Auto</td>
<td>63.9</td>
<td>64.0</td>
</tr>
<tr>
<td>P&amp;E</td>
<td>18.3</td>
<td>21.0</td>
</tr>
<tr>
<td>Medical</td>
<td>21.0</td>
<td>25.0</td>
</tr>
<tr>
<td>Semi</td>
<td>56.9</td>
<td>71.0</td>
</tr>
<tr>
<td>Scientific</td>
<td>26.8</td>
<td>29.0</td>
</tr>
<tr>
<td>Total</td>
<td>187.0</td>
<td>210.0</td>
</tr>
</tbody>
</table>

* : Record-high
Contents

- 2021 First Half Results
- 2021 Forecasts
- Outlines by Business Segment
- Topics – HORIBA’s Contribution to Social Issues
- Shareholder Return
  - Financial Data
  - Corporate Profile
2021 First Half Results

- Decline in sales due to the relatively long product lead time and the decreased order backlog from the end of the previous fiscal year
  - [EMS*1]
- Limited sales activities because of the influence of the transformational period for power units
  - [MCT*2 and ECT*3]
- Delayed product shipments and acceptance, which resulted in sales and profit falling below projections

2021 Full Year Forecasts

- Focus on support for vehicle development in the transformational period of power units
  - [EMS]
- Launch new products ahead of introduction of new emission gas regulations
  - [MCT • ECT]
- Aim for further expansion of business related to EV development

Sales and O.P. (First Half and Second Half)

Sales By Region

Sales: 34.3, 46.6, 27.1, 36.8, 24.9, 39.0
OP: 1.5, 4.8, 2.7, 2.7, 1.1, 2.1

Japan: 22.1, 23.7, 25.0, 21.4, 24.5
Asia: 10.4, 11.1, 9.9, 7.2, 8.0
Americas: 16.2, 21.6, 24.5, 17.5, 16.5
Europe: 24.5, 23.0, 21.5, 17.6, 15.0

*1 Emission
*2 Mechatronics
*3 Engineering Consultancy & Testing

2021 Annual Fore.
First Half Results and 2021 Forecasts

### 2021 First Half Results
- Solid demand for public investment due to environmental regulations, and for measurement related to the electronics industry
  - **[Gas Monitoring, Water Quality]**
    - Solid regulation-related demand, especially for environmental regulations in Asia
  - **[Water quality]**
    - Strong demand for water quality measurement equipment for manufacturing processes in the electronics industry

### 2021 Full Year Forecasts
- Expand business, boosted by growing interests in environmental conservation
  - **[Stack Gas Analyzer, Air Quality Monitoring]**
  - Plan to gain more orders in Asia
  - Introduce new technology of gas measurement to the market
  - **[Water quality]**
    - Expect solid sales of devices to the electronics industry in Japan and Asia

### Sales and O.P. (First Half and Second Half)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>9.1</td>
<td>10.3</td>
<td>8.6</td>
<td>9.6</td>
<td>10.0</td>
<td>10.9</td>
</tr>
<tr>
<td>O.P.</td>
<td>0.6</td>
<td>1.0</td>
<td>0.4</td>
<td>1.2</td>
<td>1.1</td>
<td>0.3</td>
</tr>
</tbody>
</table>

### Sales By Region

<table>
<thead>
<tr>
<th>Year</th>
<th>Japan</th>
<th>Asia</th>
<th>Americas</th>
<th>Europe</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>2.1</td>
<td>3.7</td>
<td>9.3</td>
<td>2.5</td>
</tr>
<tr>
<td>2018</td>
<td>2.0</td>
<td>4.6</td>
<td>9.5</td>
<td>2.0</td>
</tr>
<tr>
<td>2019</td>
<td>2.6</td>
<td>4.2</td>
<td>10.1</td>
<td>6.0</td>
</tr>
<tr>
<td>2020</td>
<td>2.4</td>
<td>4.0</td>
<td>9.9</td>
<td>2.1</td>
</tr>
<tr>
<td>2021</td>
<td>2.2</td>
<td>2.1</td>
<td>9.9</td>
<td>2.5</td>
</tr>
</tbody>
</table>

**Billions of yen**

© 2021 HORIBA, Ltd. All rights reserved.
2021 First Half Results

- Increase in sales of hematology analyzers in the Americas and other areas.

【Asia】
- Improvement in equipment and reagent sales, since blood tests were encouraged as a part of medical measures against the COVID-19

2021 Full Year Forecasts

- Expect containment of spread of COVID-19 and thereby a full-scale recovery in the number of patients visiting hospitals
- Will start supply of hematology analyzers to Siemens in Europe. Expect profit contribution over the medium to long term
- Through the acquisition of MedTest, seek to strengthen the reagent production function of the clinical chemistry business in the US, and to expand the business over the medium to long term

Sales and O.P. (First Half and Second Half)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>10.4</td>
<td>10.6</td>
<td>12.8</td>
<td>12.1</td>
</tr>
<tr>
<td>OP</td>
<td>-0.0</td>
<td>-0.3</td>
<td>0.3</td>
<td>0.1</td>
</tr>
</tbody>
</table>

Sales By Region

<table>
<thead>
<tr>
<th>Year</th>
<th>Japan</th>
<th>Asia</th>
<th>Americas</th>
<th>Europe</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>9.0</td>
<td>9.1</td>
<td>8.2</td>
<td>7.3</td>
</tr>
<tr>
<td>2020</td>
<td>5.5</td>
<td>5.3</td>
<td>5.0</td>
<td>3.9</td>
</tr>
<tr>
<td>2019</td>
<td>4.8</td>
<td>5.6</td>
<td>5.6</td>
<td>4.2</td>
</tr>
<tr>
<td>2018</td>
<td>5.7</td>
<td>5.8</td>
<td>6.3</td>
<td>5.4</td>
</tr>
<tr>
<td>2017</td>
<td>5.5</td>
<td>5.0</td>
<td>5.5</td>
<td>5.5</td>
</tr>
</tbody>
</table>
First Half Results and 2021 Forecasts

2021 First Half Results

- Increase in demand for semiconductors, associated with the expansion of digital business
- Increase in sales to semiconductor production equipment manufacturers, in response to a recovery of semiconductor manufacturers’ capital investment

2021 Full Year Forecasts

- Continue to expect sales to semiconductor production equipment manufacturers to increase, in response to a growth of semiconductor manufacturers’ capital investment driven by an increase in demand for semiconductors
- Expand business fields by utilizing various sensing technologies

Sales and O.P. (First Half and Second Half)

Sales By Region

Sales (Billions of yen)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>2.6</td>
<td>3.6</td>
<td>3.1</td>
<td>2.9</td>
<td>11.5</td>
</tr>
<tr>
<td>Asia</td>
<td>24.7</td>
<td>26.7</td>
<td>21.2</td>
<td>28.2</td>
<td>38.5</td>
</tr>
<tr>
<td>Americas</td>
<td>18.9</td>
<td>20.2</td>
<td>16.7</td>
<td>18.5</td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td></td>
<td></td>
<td>7.2</td>
<td>26.0</td>
<td></td>
</tr>
</tbody>
</table>

Sales and O.P. (First Half and Second Half)

<table>
<thead>
<tr>
<th>Period</th>
<th>Sales</th>
<th>O.P.</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2H Fore.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

© 2021 HORIBA, Ltd. All rights reserved.
First Half Results and 2021 Forecasts

### 2021 First Half Results

- Strong demand and increase in sales of optical components for semiconductor production equipment manufactures
- Recovery in sales of Raman Spectrometers and other products due to a gradual recovery in corporate R&D investments

### 2021 Full Year Forecasts

- Expect a recovery in R&D and capital investments, which were stagnant in 2020
- Expect further increase in demand in the life science field such as pharmaceuticals
- Aim to expand the inline solution business for industrial manufacturing processes over the medium to long term

### Sales and O.P. (First Half and Second Half)

- **2021 2H Fore.**
  - Sales: 15.5
  - O.P.: 1.0

### Sales By Region

- **2021 Annual Fore.**
  - Japan: 6.0
  - Asia: 8.0
  - Americas: 8.0
  - Europe: 8.0

- **2017-2020 Sales By Region**
  - Japan: 5.0, 7.2, 7.3, 6.4
  - Asia: 5.7, 7.1, 7.6, 7.2
  - Americas: 5.5, 7.5, 6.7, 7.3
  - Europe: 5.6, 7.6, 7.4, 6.1

- **2019-2020 Sales By Region**
  - Japan: 7.3, 7.2
  - Asia: 7.6, 7.1
  - Americas: 6.7, 7.5
  - Europe: 7.4, 7.0
Contents

- 2021 First Half Results
- 2021 Forecasts
- Outlines by Business Segment
- Topics – HORIBA’s Contribution to Social Issues
- Shareholder Return
  - Financial Data
  - Corporate Profile
HORIBA’s Contribution to Social Issues

Cross-segmentation in Response to Various Social Issues

1. Market Oriented Business

- Energy & Environment
- Bio & Healthcare
- Materials & Semiconductor

To develop analysis and measurement solutions, utilizing HORIBA’s core technologies, in the leading three business fields of the mega trend.

2. Solution Provider Beyond Life Cycle Management

To support customers’ core businesses from all aspects – from product introduction to replacement.

3. HORIBA Core Values “The Next Stage of Super Dream Team”

Mid-Long Term Management Plan "MLMAP2023"
Business Expansion in the Energy Field

Acquisition of BeXema, a manufacturer of power supplies in Germany

- BeXema supplies power and electronic load devices used in test equipment for fuel cells and battery testing equipment.

- HORIBA established the system to provide evaluation and measurement solution technologies for fuel cells, batteries, and water electrolysis.

BeXema has supplied power supplies to HORIBA FuelCon for some time.

BeXema's charging-discharging device, converter, and emulator installed in the battery test room of CELL0*

*CELL0: a test room that evaluates and analyzes batteries and fuel cells for electric vehicles. It is established in HORIBA BIWAKO E-HARBOR, Biwako Factory.

**Company Information**

<table>
<thead>
<tr>
<th>Company Name:</th>
<th>BeXema GmbH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Established:</td>
<td>2014</td>
</tr>
<tr>
<td>Sales:</td>
<td>Approx. 250 mln yen (FY2020)</td>
</tr>
<tr>
<td>Workforce:</td>
<td>18</td>
</tr>
<tr>
<td>Contract date:</td>
<td>July 2, 2021</td>
</tr>
</tbody>
</table>
Leading the Way to a Sustainable Energy Society

Aiming to develop new technologies and create business in the energy field

Launch of HORIBA Institute for Mobility and Connectivity

- A research institute supported by HORIBA opened in July
- Undertook a standardization project from a public institution

HORIBA Institute for Mobility and Connectivity (HIMaC)

- Conduct research on electrochemistry, renewable energy, energy storage, energy grid, etc.
- Achieve connectivity of electric power and mobility

Promote innovation for next-generation mobility and urban energy networks

Contribution to a hydrogen energy society

Demand growth for hydrogen generators using water electrolysis

- HORIBA FuelCon provides equipment that enables to evaluate performance efficiency of water electrolysis cells for hydrogen production; demand is increasing

Evaluator EC/ES
Control the temperature and flow volume of water and evaluate the performance and efficiency of water electrolysis cells up to 5000kW.

Contributing to the early construction of a hydrogen-based society with "measurement" technology

- Joined the Japan Hydrogen Association in March 2021

[Japan Hydrogen Association]
Established: December 7, 2020
Purpose: As a cross-industry and open organization with a bird’s eye view of the entire supply chain, it will support the early creation of a hydrogen society by carrying out social implementation projects.
### Contributing to Higher Efficiency of Vehicle Testing

#### Providing total measurement solutions for vehicle development

<table>
<thead>
<tr>
<th>Launch of VULCAN EVO</th>
<th>Full-scale development of STARS SOAK +</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Sales launch of &quot;VULCAN EVO&quot; chassis dynamometer in Japan</td>
<td>✓ Measures vehicle conditions and the soak room temperature before emission gas/fuel economy test.</td>
</tr>
<tr>
<td>✓ Easy maintenance to sharply reduce downtime</td>
<td>✓ Improves test efficiency by preventing human error and ensuring traceability</td>
</tr>
<tr>
<td>✓ Evaluation testing for vehicle performance and emissions in compliance with international standards for ICEs, EVs, FCVs, PHEVs, etc.</td>
<td></td>
</tr>
</tbody>
</table>

**Launch of VULCAN EVO**

- Easy maintenance to sharply reduce downtime
- Evaluation testing for vehicle performance and emissions in compliance with international standards for ICEs, EVs, FCVs, PHEVs, etc.

**Full-scale development of STARS SOAK +**

- Measures vehicle conditions and the soak room temperature before emission gas/fuel economy test.
- Improves test efficiency by preventing human error and ensuring traceability

- The status of the vehicle in the soak room can be centrally managed with a tablet terminal.

---

**Contributing to reducing the test burden on auto-related manufacturers**

- [International standards: WLTP]
  - Worldwide harmonized Light vehicles Test Procedure
  - WLTP-based measurement of fuel efficiency and electricity efficiency became mandatory in Japan in April 2020

- [Soak Room]
  - A room kept at a certain temperature.
  - In order to measure the test data accurately, the test vehicle is put in the room in advance
Development of New Technology “IRLAM”

Providing new value with the cutting-edge core technology

IRLAM: Infrared Laser Absorption Modulation

- The world’s first*1 gas concentration calculation algorithm inspired by the concept of data science
- By downsizing and lengthening the Heliot cell (a container that contains the gas to be measured), high-sensitivity, high-speed measurement is possible
- In-house manufactured quantum cascade laser (QCL) meets needs for a wide range of gas measurement

*1: HORIBA estimate

New products with IRLAM technology

Laser gas analyzer for process monitoring “PLGA-1000”

- High-sensitivity, high-speed continuous measurement of raw material gas and impurity gas in the petrochemical manufacturing process
- Optimize productivity

Adopted for automotive emission measurement systems “OBS-ONE-XL” “XLA-13H” “XLA-11”

- Gases that were difficult to measure can now be measured with high accuracy

Adopted for OBS-ONE-XL onboard emission measurement system

Adopted for MEXA-ONE <Measurable gas type>
XLA-13H: Formaldehyde
XLA-11: Nitrous oxide

Semiconductor process monitor (under development)

- Real-time monitoring in the semiconductor manufacturing process will become possible

Application in semiconductor gas concentration monitors (rendering)

Contributing to next-generation energy development such as hydrogen, industrial process monitoring, and tightening of environmental regulations
**High value-added solutions for semiconductor manufacturing processes**

Various applications that contribute to semiconductor manufacturing

<table>
<thead>
<tr>
<th>Particle detection systems</th>
<th>New dissolved oxygen meter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Optical Smart Sensing - Metrology</strong></td>
<td><strong>HD-960LR</strong></td>
</tr>
<tr>
<td>Semicon. manufacturing processes</td>
<td>Highly accurate continuous monitoring of dissolved oxygen in chemicals used in semiconductor manufacturing processes</td>
</tr>
<tr>
<td>Reticle/mask manufacturing process</td>
<td>Expands types of chemicals and contributes to improvement in yields</td>
</tr>
<tr>
<td>Photolithography/wafer process</td>
<td><strong>Centrifugal nanoparticle analyzer</strong></td>
</tr>
<tr>
<td><strong>Representative product</strong></td>
<td><strong>Partica Centrifuge</strong></td>
</tr>
<tr>
<td><strong>PR-PD3EP</strong></td>
<td>Measure the size of particles from the sedimentation velocity of particles</td>
</tr>
<tr>
<td>High-accuracy detection of foreign substances on EUV-process pellicles</td>
<td>Contributes to improving abrasive uniformity in flattening processes (CMP) of semiconductor manufacturing</td>
</tr>
<tr>
<td>Strengthen the production line in anticipation of an increase in demand</td>
<td></td>
</tr>
</tbody>
</table>
Business Expansion in the Life Science Field

Expanding applications - from R&D to manufacturing processes

Cooperation with SHIMADZU: LC-Raman System

"Separate" technology to extract measurement targets from mixed samples

"Visible" technology to distinguish differences in molecular structure

Control / analysis / data management

Separation & collection

Dedicated software LiChRa™

High Performance Liquid Chromatograph (LC)

Raman Spectrometers

Qualitative analysis

A complex system that combines SHIMADZU's LC and HORIBA's Raman with the dedicated software program "LiChRa"

Rapid Microorganism Detection System Rapica

Coming soon!

- Rapid detection of the presence or absence of microorganisms by the high-sensitivity ATP method*
- Automated protocols such as automatic reagent introduction
- Possible to manage the trend of data
- Shorter inspection time for raw material arrival and product shipment
- Management of environmental protection and water use
- Investigation at the time of pollution and resumption of production

* Measure the amount of light emitted by combining ATP which exists in the cells of living organisms with enzymes to emit light.
HORIBA's core technology for the future

- Implemented non-destructive, non-contact analysis of elements contained in samples of asteroid Ryugu
- Advanced analytical and measurement equipment and high skills of technicians are required
- HORIBA Techno Service, which specializes in high-precision microanalysis, participates

Analyzing the sample with our X-ray fluorescence

Analytical Solution Plaza has been established to broaden service business

- A new “place” for exchange analysis
- Providing analytical technology through contracted analysis and joint research by analytical engineers

Development of a container (cell) dedicated to samples of Ryugu to perform advanced sample handling

Results of the analysis to be announced by JAXA in December 2021. Check it up!
Contents

- 2021 First Half Results
- 2021 Forecasts
- Outlines by Business Segment
- Topics – HORIBA’s Contribution to Social Issues
- Shareholder Return
  - Financial Data
  - Corporate Profile
Dividend payment + Share buyback = 30% of Consolidated net profit to be targeted
Remaining earnings are retained internally for strategic investment (i.e. facilities, M&A)

Dividends per share and Share buybacks

- **2019 Results** 130yen [Interim 50yen/Year-end 80yen]
- **2020 Results** 90yen [Interim 30yen/Year-end 60yen]
- **2021 Forecast** 130yen [Interim 50yen/Year-end 80yen]

Amended the previous forecasts to increase the year-end per-share dividend forecast by 20yen.
(Interim dividend increased by 10yen)
Contents

- 2021 First Half Results
- 2021 Forecasts
- Outlines by Business Segment
- Topics – HORIBA’s Contribution to Social Issues
- Shareholder Return
  - Financial Data
  - Corporate Profile
Operating Profit Analysis (vs 2020 Jan. – Jun.)

(Billions of yen)

2020

2021

6.67  Increase Sales +14.14  Increase COGS -7.30  Exchange impact for Gross Profit +0.89  Exchange impact for Expense -0.72  Decrease R&D Expense +0.07  Increase Other Expense -0.69  13.06

Increase Gross Profit +6.83  Exchange Impact +0.16  Increase Expenses -0.61

Increase Operating Profit +6.39

© 2021 HORIBA, Ltd. All rights reserved.
Cash Balance

### Exchange rate

(Yen)

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>Previous Forecasts (as of 13th May)</th>
<th>Actual</th>
<th>Forecasts</th>
<th>vs 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1H</td>
<td>Annual</td>
<td></td>
<td>1Q</td>
<td>2Q</td>
<td>1H</td>
</tr>
<tr>
<td>USD</td>
<td>108.23</td>
<td>106.76</td>
<td>108</td>
<td>106.09</td>
<td>109.55</td>
<td>107.82</td>
</tr>
<tr>
<td>EUR</td>
<td>119.31</td>
<td>121.88</td>
<td>128</td>
<td>127.81</td>
<td>131.97</td>
<td>129.89</td>
</tr>
</tbody>
</table>

Revise forecast for annual exchange rate.

1USD : 108 Yen -> 109 Yen
1EUR : 128 Yen -> 130 Yen
**Impact of Fluctuation in Foreign exchange**

(Billions of yen)

### Exchange rate impact for 2021 Forecast
1 yen impact of Sales and O.P. (Yen appreciation)

<table>
<thead>
<tr>
<th></th>
<th>Sales</th>
<th>Operating Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD</td>
<td>-0.56</td>
<td>-0.26</td>
</tr>
<tr>
<td>EUR</td>
<td>-0.31</td>
<td>-0.00</td>
</tr>
</tbody>
</table>

### Exchange rate impact (2021 First Half results)

<table>
<thead>
<tr>
<th>Increase Sales</th>
<th>+2.19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase Cost of Goods Sales</td>
<td>-1.30</td>
</tr>
<tr>
<td>Increase Expenses</td>
<td>-0.72</td>
</tr>
<tr>
<td>Impact to Operating Profit</td>
<td>+0.16</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(Yen)</th>
<th>2020 Jan - Jun</th>
<th>2021 Jan - Jun</th>
<th>Diff.</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD</td>
<td>108.23</td>
<td>107.82</td>
<td>-0.41</td>
</tr>
<tr>
<td>EUR</td>
<td>119.31</td>
<td>129.89</td>
<td>+10.58</td>
</tr>
</tbody>
</table>
### Capital Investment, Depreciation, R&D

<table>
<thead>
<tr>
<th></th>
<th>2020 Results</th>
<th>Previous Forecasts (as of May 13)</th>
<th>2021 Forecasts (as of Aug. 10)</th>
<th>Diff.</th>
<th>2021 Actual Jan - Jun</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capex</td>
<td>15.1</td>
<td>16.5</td>
<td>16.5</td>
<td>-</td>
<td>6.2</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>9.6</td>
<td>10.5</td>
<td>10.5</td>
<td>-</td>
<td>5.0</td>
</tr>
<tr>
<td>R&amp;D expenses to net sales(%)</td>
<td>15.5</td>
<td>17.0</td>
<td>17.0</td>
<td>-</td>
<td>7.9</td>
</tr>
<tr>
<td></td>
<td>8.3%</td>
<td>8.1%</td>
<td>7.7%</td>
<td>-0.4p</td>
<td>7.9%</td>
</tr>
</tbody>
</table>

**2021 Topics**
- **PP&E**
  - Continuation: Investment to HORIBA FuelCon’s new facility, a new facility in China, etc.
  - New: Enhance the base of global production

(Billions of yen)
Contents

■ 2021 First Half Results
■ 2021 Forecasts
■ Outlines by Business Segment
■ Topics – HORIBA’s Contribution to Social Issues
■ Shareholder Return
  ➢ Financial Data
  ➢ Corporate Profile
Five Business Segments & Major Products

Automotive (34%)

- Emission Measurement Systems

Process & Environmental (10%)

- Stack Gas Analyzers

Medical Diagnostics (11%)

- Automatic Blood Cell Counters plus CRP

Semiconductor (31%)

- Mass Flow Controllers

Scientific (14%)

- Raman Imaging Device

Figures are the sales composition ratio for FY 2020
Global Network

Sales by region (as of Dec 2020)

- Americas: 15%
- Europe: 21%
- Asia: 33%
- Europe: 21%
- Americas: 15%
- Asia: 33%
- Europe: 21%
- Americas: 15%
- Europe: 21%
- Asia: 33%
- Europe: 21%
- Americas: 15%
- Europe: 21%
- Asia: 33%
- Europe: 21%
- Americas: 15%
- Europe: 21%
- Asia: 33%

Employee headcount by region (as of Dec 2020)

- Americas: 11%
- Europe: 33%
- Asia: 18%
- Europe: 33%
- Americas: 11%
- Europe: 33%
- Asia: 18%
- Europe: 33%
- Americas: 11%
- Europe: 33%
- Asia: 18%
- Europe: 33%
- Americas: 11%
- Europe: 33%
- Asia: 18%
- Europe: 33%
- Americas: 11%
- Europe: 33%
- Asia: 18%

- Japan: 31%
- Japan: 38%
- Japan: 31%
- Japan: 38%
- Japan: 31%
- Japan: 38%
- Japan: 31%
- Japan: 38%
- Japan: 31%
- Japan: 38%
- Japan: 31%
- Japan: 38%
- Japan: 31%
- Japan: 38%
- Japan: 31%
- Japan: 38%

Number of companies (as of Dec 31, 2020) 49
Overseas sales ratio (as of Dec 2020) 69%
Foreign employee ratio (as of Dec 31, 2020) 62%
Achieving Sustainable Growth Through M&A

Major M&As

- **1996**
  - ABX (France) 【Medical】

- **1997**
  - Jobin Yvon (France) 【Scientific】

- **2005**
  - SCHENCK DTS (Germany) 【Automotive】

- **2015**
  - MIRA (UK) 【Automotive】

- **2018**
  - FuelCon (Germany) 【Automotive】

Trends in consolidated sales

Six-fold growth in corporate scale in 30 years

- 187.0 billion yen

Six-fold growth in corporate scale in 30 years
Published “HORIBA Report 2020-2021” (Eng. ver.)

An Integrated Report that conveys HORIBA's "diversity" and "uniqueness"!

Thank you