Financial Information

HORIBA, Ltd.

August, 2022
Contents

- 2022 First Half Results
- 2022 Forecasts
- Outlines by Business Segment
- Topics – Contribution to Social Issues by Cross-Segment Approach
- Shareholder Return
  - Financial Data
  - Corporate Profile
Contents

- 2022 First Half Results
- 2022 Forecasts
- Outlines by Business Segment
- Topics – Contribution to Social Issues by Cross-Segment Approach
- Shareholder Return
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## Review of First Half of 2022

<table>
<thead>
<tr>
<th>External Events</th>
<th>Internal Events</th>
</tr>
</thead>
<tbody>
<tr>
<td>◆ Procurement difficulties and rising purchasing prices</td>
<td>◆ Continued investment for growth mainly in China and Europe</td>
</tr>
<tr>
<td>◆ Increasingly complex international situations such as the Russia-Ukraine war and energy issues</td>
<td>◆ Business expansion in new fields such as hydrogen energy and life science</td>
</tr>
<tr>
<td>◆ Global structural reform of the semiconductor industry from the economic security perspective</td>
<td>◆ Focus on new technology development and aggressive launch of new products</td>
</tr>
<tr>
<td>◆ Growing interest in hydrogen energy as a way to achieve carbon neutrality</td>
<td>◆ Strengthened procurement capabilities through cooperation among HORIBA Group companies</td>
</tr>
<tr>
<td>◆ Further heightened interest in life science</td>
<td></td>
</tr>
</tbody>
</table>
## 2022 First Half Results

(Billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2022</th>
<th>vs 2021</th>
<th>vs Previous Forecasts</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1st half Results</strong> (Jan-Jun)</td>
<td>101.3</td>
<td>119.0</td>
<td>114.9</td>
<td>+13.6</td>
</tr>
<tr>
<td><strong>1st half Forecasts (as of May 13)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>13.0</td>
<td>17.0</td>
<td>16.2</td>
<td>+3.1</td>
</tr>
<tr>
<td><strong>O.P.%</strong></td>
<td>12.9%</td>
<td>14.3%</td>
<td>14.1%</td>
<td>+1.2p</td>
</tr>
<tr>
<td><strong>Ordinary Profit</strong></td>
<td>13.0</td>
<td>16.8</td>
<td>16.7</td>
<td>+3.7</td>
</tr>
<tr>
<td><strong>Net Income Attributable to Owners of Parent</strong></td>
<td>8.7</td>
<td>11.0</td>
<td>11.2</td>
<td>+2.4</td>
</tr>
<tr>
<td><strong>USD/JPY</strong></td>
<td>107.82</td>
<td>-</td>
<td>123.14</td>
<td>+15.32</td>
</tr>
<tr>
<td><strong>EUR/JPY</strong></td>
<td>129.89</td>
<td>-</td>
<td>134.39</td>
<td>+4.50</td>
</tr>
</tbody>
</table>

**Sales**: 101.3 vs 119.0, +13.6

**Operating Profit**: 13.0 vs 17.0, +3.1

**Ordinary Profit**: 13.0 vs 16.8, +3.7

**Net Income Attributable to Owners of Parent**: 8.7 vs 11.0, +2.4

**USD/JPY**: 107.82 vs 123.14, +15.32

**EUR/JPY**: 129.89 vs 134.39, +4.50

**Record-high**: marked with an asterisk (*)
## 2022 First Half Results by Segment

(Billions of yen)

<table>
<thead>
<tr>
<th>Segment</th>
<th>Sales</th>
<th>Operating Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2021</td>
<td>2022 vs 2021</td>
</tr>
<tr>
<td>Auto</td>
<td>24.9</td>
<td>25.6 +0.7</td>
</tr>
<tr>
<td>P&amp;E</td>
<td>10.0</td>
<td>10.1 +0.1</td>
</tr>
<tr>
<td>Medical</td>
<td>12.8</td>
<td>13.6 +0.7</td>
</tr>
<tr>
<td>Semi</td>
<td>40.0</td>
<td>49.4 +9.3</td>
</tr>
<tr>
<td>Scientific</td>
<td>13.4</td>
<td>15.9 +2.5</td>
</tr>
<tr>
<td>Total</td>
<td>101.3</td>
<td>114.9 +13.6</td>
</tr>
</tbody>
</table>

*Star:* Record-high
2022 First Half Results (B/S, CF)

**B/S**
- Total assets were ¥398.3bn, up ¥26.8bn, by increasing inventory
- Equity ratio: 56.2%

*(compared to the end of Dec. 2021)*

**CF**
- Operating CF: Cash in ¥10.2bn due to operating profit
- Investing CF: Cash out ¥3.0bn due to capital investments
- Financial CF: Cash out ¥6.9bn due to payment of dividends

Free CF: + ¥7.1bn
Contents

- 2022 First Half Results
- 2022 Forecasts
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- Shareholder Return
  - Financial Data
  - Corporate Profile
<table>
<thead>
<tr>
<th>Market Segment</th>
<th>Assumptions</th>
</tr>
</thead>
<tbody>
<tr>
<td>General</td>
<td>Expect a recovery in economic activities living-with/post COVID-19. Remain concerned about procurement issues such as material shortages and rising prices, as well as increasingly complex international affairs.</td>
</tr>
<tr>
<td>Automotive</td>
<td>Expect an increase in R&amp;D investment for electrification, autonomous driving, etc. Concerned about delay in shipment and acceptance inspection due to procurement difficulties.</td>
</tr>
<tr>
<td>Process &amp; Environmental</td>
<td>Environmental regulation-driven demand will remain strong; the Asian market will expand mainly in air and water quality measurement. Expect expansion of applications with the launch of new products.</td>
</tr>
<tr>
<td>Medical</td>
<td>Market outlook is difficult to foresee due to uncertainty in timing of containing COVID-19 by region.</td>
</tr>
<tr>
<td>Semiconductor</td>
<td>Capital investment by semiconductor manufacturers will stay high. Expect a medium-term growth in demand for measurement due to technological advance in semiconductor manufacturing processes.</td>
</tr>
<tr>
<td>Scientific</td>
<td>Expect strong demand for measurement and analysis equipment for development and manufacturing processes in the semiconductor market. Anticipate an increase in demand in the life science market.</td>
</tr>
</tbody>
</table>
## 2022 Forecasts

(Billions of yen)

<table>
<thead>
<tr>
<th>Results</th>
<th>2021</th>
<th>Previous Forecasts (as of May 13)</th>
<th>Forecasts (as of Aug. 12)</th>
<th>Changes vs 2021</th>
<th>Changes vs Previous Forecasts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>224.3</td>
<td>260.0</td>
<td>⭐ 260.0</td>
<td>+35.6</td>
<td>-</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>32.0</td>
<td>38.0</td>
<td>⭐ 40.0</td>
<td>+7.9</td>
<td>+2.0</td>
</tr>
<tr>
<td>O.P.%</td>
<td>14.3%</td>
<td>14.6%</td>
<td>15.4%</td>
<td>+1.1p</td>
<td>+0.8p</td>
</tr>
<tr>
<td>Ordinary Profit</td>
<td>32.0</td>
<td>37.5</td>
<td>⭐ 40.0</td>
<td>+7.9</td>
<td>+2.5</td>
</tr>
<tr>
<td>Net Income Attributable to Owners of Parent</td>
<td>21.3</td>
<td>25.5</td>
<td>⭐ 28.0</td>
<td>+6.6</td>
<td>+2.5</td>
</tr>
<tr>
<td>USD/JPY</td>
<td>109.90</td>
<td>124.00</td>
<td>130.00</td>
<td>+20.10</td>
<td>+6.00</td>
</tr>
<tr>
<td>EUR/JPY</td>
<td>129.91</td>
<td>133.00</td>
<td>135.00</td>
<td>+5.09</td>
<td>+2.00</td>
</tr>
</tbody>
</table>

⭐ : Record-high
## 2022 Forecasts by Segment

(Billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2022</th>
<th>Changes</th>
<th>2021</th>
<th>2022</th>
<th>Changes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Sales</td>
<td>Operating Profit</td>
<td></td>
<td>Results</td>
<td>Previous Forecasts (as of May 13)</td>
<td>Forecasts (as of Aug. 12)</td>
</tr>
<tr>
<td>Auto</td>
<td>61.2</td>
<td>70.0</td>
<td>66.0</td>
<td>+4.7</td>
<td>-4.0</td>
<td>-0.0</td>
</tr>
<tr>
<td>P&amp;E</td>
<td>20.2</td>
<td>23.5</td>
<td>23.5</td>
<td>+3.2</td>
<td>-</td>
<td>1.9</td>
</tr>
<tr>
<td>Medical</td>
<td>25.8</td>
<td>28.5</td>
<td>28.5</td>
<td>+2.6</td>
<td>-</td>
<td>0.1</td>
</tr>
<tr>
<td>Semi</td>
<td>87.0</td>
<td>103.0</td>
<td>107.0</td>
<td>+19.9</td>
<td>+4.0</td>
<td>28.0</td>
</tr>
<tr>
<td>Scientific</td>
<td>29.9</td>
<td>35.0</td>
<td>35.0</td>
<td>+5.0</td>
<td>-</td>
<td>1.9</td>
</tr>
<tr>
<td>Total</td>
<td>224.3</td>
<td>260.0</td>
<td>260.0</td>
<td>+35.6</td>
<td>-</td>
<td>32.0</td>
</tr>
</tbody>
</table>

**Stars**: Record-high
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- 2022 Forecasts
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- Shareholder Return
  - Financial Data
  - Corporate Profile
Orders were on a recovery trend; the timing of shipments and acceptance inspections delayed due to procurement difficulties.

【EMS】
Captured demand for heavy-duty vehicles such as trucks and buses in Europe and the U.S.

【MCT*1 ECT*2】
• Expansion of demand for new technologies and electrified vehicle development solutions
• Increase in demand related to new energy, especially hydrogen technology

Remain concerned about procurement difficulties and rising prices.

Focus on vehicle development support during power unit transition.

Increase in medium-term demand in response to the introduction of new exhaust gas regulations

• Expect sales expansion in the field of next-generation mobility development.
• Expect further expansion of demand for hydrogen related technology.
First Half Results and 2022 Forecasts

2022 First Half Results

- Business was strong but was affected by procurement difficulties.
  - [Gas monitoring]
    - Steady demand for replacement and sales increase in Japan
    - Solid measurement-related at existing power plants
  - [Water quality monitoring]
    - Strong demand for water quality measurement equipment used in the manufacturing processes in the electronics industry and in compliance with environmental regulations

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

Sales By Region

2022 Full Year Forecasts

- Expect steady measurement demand to comply with environmental regulations and for the electronics industry.
  - [Gas monitoring]
    - Expect an increase in demand for gas measurement in the electronics industry.
    - Expect an increase in demand for new energy such as hydrogen and ammonia combustion power generation, and CCUS*1-related demand.
  - [Water quality monitoring]
    - Will capture demand for TOC*2 and regulation-related new products.

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

2022 2H Fore.
Sales of test reagents remained sluggish due to the lingering impact of COVID-19.
Increased sales of hematology analyzers in Asia.
Increased sales of clinical chemistry analyzers and reagents in Europe.

Expect containment of COVID-19, leading to full normalization in the number of hospital in-patients.
Will supply hematology analyzers to Siemens earnestly. Will expand sales areas globally from some European countries, where the product was launched. Anticipate medium- to long-term profit contribution.
Aim for further business expansion in the fields of immunology and clinical chemistry other than hematology.
Semiconductor manufacturers further boosted capital investment. Significant increase in sales to semiconductor production equipment (SPE) manufacturers.

Expanded business to China and India. Increased sales of photovoltaic cell manufacturing products, demand for which has been increasing from the perspective of carbon neutrality.

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

2022 Full Year Forecasts

Medium- to long-term outlook

Expect an increase in sales to SPE manufacturers on the back of continued strong capital investment by semiconductor manufacturers.

Concerned about procurement difficulties and rising materials prices.

In addition to existing main products, aim to expand business fields by utilizing various sensing technologies.

Sales By Region

2022 2H Fore.
Concerned about procurement difficulties and rising prices, despite anticipating steady business.

Expect to reap the harvest from products recently introduced to the market.

Will strengthen analysis and measurement applications in terms of both technologies and sales. Will provide solutions in the life-science field (i.e., food and pharmaceuticals) and the semiconductor market (industrial processes).

Strong demand for and increased sales of optical components for semiconductor production equipment (SPE) manufacturers.

A recovery in corporate R&D investment led to an improvement in sales of Raman Spectrometers and other devices.

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

Sales By Region
Contents

- 2022 First Half Results
- 2022 Forecasts
- Outlines by Business Segment
- Topics – Contribution to Social Issues by Cross-Segment Approach
- Shareholder Return
  - Financial Data
  - Corporate Profile
Contribution to Social Issues by Cross-Segment Approach

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

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

Solution Provider Beyond “Life Cycle Management”
To support customers’ core businesses from all aspects – from product introduction to replacement

Three concepts of Automotive Business
- Service Lifecycle Management
- Mobility Solution Business
- Alternative Energy Conversion
HORIBA FuelCon New Facility Launched Operation

Response to needs to realize carbon neutrality

- Named "HORIBA eHUB" as a global hub for new energy business.
- Production capacity to be tripled by the end of 2023.

- Started mass production of electrolyzers that generate hydrogen using renewable energy in Europe.

Evaluator series is composed of evaluation devices for electrolyzer development and inspection devices for their manufacturing.

HORIBA eHUB, a base to meet growing needs

Location: Barleben, Germany
Building area: 9,900㎡
(Development/production area 7,000㎡ Office area 2,900㎡)
Employees: 139 (Dec. 2021)
Total cost: Approx. 3.5 billion yen
Contributing to Next-Generation Mobility Development

Demand growth for advanced vehicle engineering services

Continuous investment immediately after acquisition
- Advanced Emission Test Facilities
- Advanced Battery Test Facilities
- Environmental Wind Tunnel Laboratory
- Vehicle Resilience* Technology Centre
- Comprehensive Development Engineering Facility—Assured CAV etc.

* Solutions that eliminate threats associated with advanced vehicle technologies

Vehicle Resilience Technology Centre

Acquisition of HORIBA MIRA

Order intake in ECT business

Increase in order intake

Further leap

2015 2016 2017 2018 2019 2020 2021 2022...

Projects with companies focused on next-generation mobility development

REE

TOGG

Viritech

2016

2017

2018

2019

2020

2021

2022

Increase in order intake
"HORIBA will Never Stop Combustion Measurement"

Contribute to energy issues caused by increasingly complex international affairs

Respond to demand for new vehicles in the transition period to vehicle electrification
Thoroughly support customers’ utilization of HORIBA’s existing emission measurement systems and development labs

- Multifaceted approach to ensure availability of automotive development labs
  - <UPDATE>
    - Upgrade to the latest equipment for future use
    - Introduce equipment with latest specification
  - <PROLONG PRODUCT LIFE>
    - Maintain functions with a prolonged life plan
    - Add new functions
  - <RECYCLE>
    - Remove parts
    - Manage stock parts for repair

- Emission Measurement System
  —MEXA—
  - Monitoring combustion control in the engine through analysis of emission

- Shipment of about 8,000 units of MEXA series in 2001-2021, creating the installed base of HORIBA

Contribute to improving the efficiency of conventional power plants to meet the growing demand for electricity

- Stack Gas Analyzer
  —ENDA—
  - Equipment for process control of stack gas treatment installed in power plants, etc.

- ✓ Contribute to solving thermal power plant issues such as safe operation, stable power supply, and improved power generation efficiency.
- ✓ Support the efficiency of the power generation process by monitoring the equipment for stack gas desulfurization and denitrification.

- Multifaceted approach to ensure availability of automotive development labs
- <UPDATE>
- <PROLONG PRODUCT LIFE>
- <RECYCLE>
- Emission Measurement System
- Stack Gas Analyzer
- Service Lifecycle Management

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Medical Business – Aiming to expand business in the IVD* field

Hematology and CRP analyzer “Yumizen H330 CRP”

- Simultaneous measurement of blood cell count and CRP, an index of inflammation.
- Used as one of the diagnostic indicators of the severity of infectious diseases including COVID-19.

HORIBA’s hematology and CRP analyzer

- Introduced to the market for the first time in the world in 1998
- 90% market share in Japan

HORIBA India Nagpur New Reagent Factory

- Quadrupled annual reagent production capacity to approximately 8,000 tons by combining new factory with the Haridwar Factory.
- Demand is expected to grow in the fields of hematology and clinical chemistry testing in India.

[Medical Business]
Global network for product development and reagent production

Location: Nagpur, India
Total floor area: 23,900㎡
(Reagent factory 7,769㎡)
Employees: 35 (as of end of Dec. 2021)
Total cost: Approx. 1.9 billion yen

New product

*IVD: In Vitro Diagnostics
Business Expansion in Life-science Field

Proactive approach to the food and pharmaceutical industries

Residual chlorine concentration monitor “UP-400CL”

✓ An online monitor that manages the chlorine concentration of washing water at food cooking, manufacturing, and processing sites with our unique measurement technology that specializes in vegetable washing
✓ Automatic sampling and measurement data output to collectively manage measured figures and contribute to food safety and security

➢ The world's first* diamond electrode is used for a residual chlorine concentration monitor.
➢ Achieve long-life and measure electrolyzed water with high accuracy.

*HORIBA's estimates as of Apr. 2022

Microbial rapid inspection device “Rapica”

✓ Inspects microorganisms contained in products and enable strict quality control.
✓ Contributes to sophistication of quality control and productivity improvement in a wide range of fields such as pharmaceuticals, beverages, and regenerative medicine.

➢ Microorganisms can be detected in about 2.5 hours without culture, instead of several days with the culture method.
➢ Minimize human operations, reduce the risk of contamination from workers, and reduce work man-hours.

Raman monitor for pharmaceutical processes

✓ Enables non-destructive monitoring in the pharmaceutical manufacturing process and contributes to manufacturing design, analysis, and quality control.
✓ Improves the efficiency and quality in development and manufacturing by monitoring control indicators of the composition and antibody concentration of biopharmaceuticals with a growing need in the future.
Expanding Cross-segment Business Opportunities for the Semiconductor Market

Contribute to productivity improvement in the semiconductor manufacturing process

**AMC* monitoring system**

- AMC affects the performance of products and manufacturing equipment in clean rooms used in the semiconductor and electronic component industries, etc.
- Automatically monitors AMC trends and estimates pollution causes.
- Visualizes pollution status and reduces management costs.

*AMC: Airborne Molecular Contamination

**CEMS for semiconductor factories***

- A measuring device that monitors whether the gases used in the semiconductor manufacturing process have been rendered harmless before being released into the atmosphere.
- Utilizing proprietary technology IRLAM, various components contained in emission gas are measured with high accuracy.

*CEMS: Continuous Emission Monitoring System

**IRLAM**

*Infrared Laser Absorption Modulation*

- Gas concentration calculation algorithm originally developed by HORIBA

In-house developed laser

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### Growth Investment in Europe

**Respond to increasing demand for analysis and measurement in various industries**

<table>
<thead>
<tr>
<th><strong>Drive the market as a leading company with spectroscopic technology</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Relocated the custom grating production base in Saclay near Paris to the &quot;HORIBA Europe Research Center&quot;.</td>
</tr>
<tr>
<td>✓ Respond to increasing demand in fields such as advanced materials research, medical care, and biotechnology by consolidating production functions.</td>
</tr>
</tbody>
</table>

**Gratings**
- A device which disperses light by wavelength
- Critical components for analytical instruments and laser systems

**Professor Gérard Moule,** winner of the 2018 Nobel Prize in Physics (photo). He uses HORIBA’s gratings for research for a long time.

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**Respond to measurement needs to achieve carbon neutrality**

| ✓ The production base for gas analyzers such as air pollution analyzers in Reichlingen, Germany, has been expanded to about twice the size of the existing production base, and began full-scale operations this spring. |
| ✓ Respond to growing needs for gas measurement in order to improve factory production efficiency and reduce CO2 emissions. |
| ✓ Provide total solutions that combine gas measurement technology with evaluation technology for fuel cells and hydrogen production equipment. |
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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

- **2020 Results**: 90yen [Interim 30yen/Year-end 60yen]
- **2021 Results**: 150yen [Interim 50yen/Year-end 100yen]
- **2022 Forecast**: 200yen [Interim 65yen/Year-end 135yen]

Per-share dividend

- **Share Buyback**

<table>
<thead>
<tr>
<th>Year</th>
<th>Ordinary Div. (yen)</th>
<th>Commemorative Div. (yen)</th>
<th>Total Return Ratio (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>60</td>
<td>28.2%</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>67</td>
<td>26.8%</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>70</td>
<td>30.6%</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>85</td>
<td>27.6%</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>116</td>
<td>30.0%</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>145</td>
<td>145%</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>130</td>
<td>35.4%</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>90</td>
<td>28.8%</td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>150</td>
<td>29.7%</td>
<td></td>
</tr>
<tr>
<td>2022F</td>
<td>200</td>
<td>30.1%</td>
<td></td>
</tr>
</tbody>
</table>
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  ➢ Corporate Profile
## Exchange Rate Trend / Forecasts / Impacts

### 2021 vs 2022

<table>
<thead>
<tr>
<th>Currency</th>
<th>1H 2021</th>
<th>Annual 2021</th>
<th>Previous Forecasts (as of 13 May)</th>
<th>Actual 2022</th>
<th>Forecasts 2022</th>
<th>vs 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD</td>
<td>107.82</td>
<td>109.90</td>
<td>124</td>
<td>123.14</td>
<td>136.86</td>
<td>+20.10</td>
</tr>
<tr>
<td>EUR</td>
<td>129.89</td>
<td>129.91</td>
<td>133</td>
<td>134.39</td>
<td>135.61</td>
<td>+5.09</td>
</tr>
</tbody>
</table>

### Exchange rate impact (2022 First Half results)

<table>
<thead>
<tr>
<th>Category</th>
<th>Impact (yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase Sales</td>
<td>+7.05</td>
</tr>
<tr>
<td>Increase Cost of Goods Sales</td>
<td>-2.48</td>
</tr>
<tr>
<td>Impact to Gross Profit</td>
<td>+4.56</td>
</tr>
<tr>
<td>Increase Expenses</td>
<td>-1.35</td>
</tr>
<tr>
<td>Impact to Operating Profit</td>
<td>+3.20</td>
</tr>
</tbody>
</table>

### Exchange rate impact for 2022 Forecasts

1 yen impact of Sales and O.P. (Weak yen)

<table>
<thead>
<tr>
<th>Currency</th>
<th>Sales Impact</th>
<th>Operating Profit Impact</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD</td>
<td>+0.70</td>
<td>+0.36</td>
</tr>
<tr>
<td>EUR</td>
<td>+0.34</td>
<td>+0.00</td>
</tr>
</tbody>
</table>
Operating Profit Analysis (vs 2021)

**Increase**

- Sales: +6.59
- COGS: -5.04
- Gross Profit Impact: +4.56
- Exchange Impact for Gross Profit: +1.54
- R&D Expense: -1.35
- Exchange Impact for Expense: -1.35
- Other Expense: -1.22
- Increase in Expenses: -1.56

**Exchange Impact**

- Exchange Impact: +3.20

**Increase Operating Profit**

+3.19

**2021 Jan. – Jun.**

<table>
<thead>
<tr>
<th>Increase Sales</th>
<th>Increase COGS</th>
<th>Exchange Impact for Gross Profit</th>
<th>Exchange Impact for Expense</th>
<th>Increase R&amp;D Expense</th>
<th>Increase Other Expense</th>
</tr>
</thead>
<tbody>
<tr>
<td>+6.59</td>
<td>-5.04</td>
<td>+4.56</td>
<td>-1.35</td>
<td>-0.34</td>
<td>-1.22</td>
</tr>
</tbody>
</table>

**2022 Jan. – Jun.**

| 13.06 | 16.26 |

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## Capital Investment, Depreciation, R&D

(Billions of Yen)

<table>
<thead>
<tr>
<th></th>
<th>2021 Actual</th>
<th>Previous Forecasts (as of May 13)</th>
<th>2022 Forecasts (as of Aug 12)</th>
<th>vs Previous Forecasts</th>
<th>2022 Actual Jan - Jun</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capex</td>
<td>12.4</td>
<td>15.0</td>
<td>15.0</td>
<td>-</td>
<td>4.0</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>10.4</td>
<td>11.0</td>
<td>11.0</td>
<td>-</td>
<td>5.5</td>
</tr>
<tr>
<td>R&amp;D expenses</td>
<td>16.7</td>
<td>19.0</td>
<td>19.0</td>
<td>-</td>
<td>8.5</td>
</tr>
<tr>
<td>to net sales(%)</td>
<td>7.4%</td>
<td>7.3%</td>
<td>7.3%</td>
<td>-</td>
<td>7.4%</td>
</tr>
</tbody>
</table>

### PP&E:
- **Continuation:** investment in a new facility in China, HORIBA FuelCon’s new facility, etc.
- **New:** enhance the base of global production
**Cash Balance**

(Consolidated basis, each end of period)
(Billions of Yen)

### Total Loan Balance

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash Balance</th>
<th>Bonds</th>
<th>Long</th>
<th>Short</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>95.6%</td>
<td>45.0%</td>
<td>16.8%</td>
<td>8.4%</td>
</tr>
<tr>
<td>2020</td>
<td>70.3%</td>
<td>30.0%</td>
<td>37.5%</td>
<td>9.5%</td>
</tr>
<tr>
<td>2021</td>
<td>77.0%</td>
<td>30.0%</td>
<td>25.1%</td>
<td>25.0%</td>
</tr>
<tr>
<td>2022 end of Jun.</td>
<td>80.1%</td>
<td>30.0%</td>
<td>25.2%</td>
<td>24.3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash Balance</th>
<th>Bonds</th>
<th>Long</th>
<th>Short</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022 end of Jun.</td>
<td>139.9%</td>
<td>30.0%</td>
<td>25.1%</td>
<td>25.2%</td>
</tr>
</tbody>
</table>

### Current ratio

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Current ratio</td>
<td>54%</td>
<td>54%</td>
<td>55%</td>
<td>56%</td>
</tr>
</tbody>
</table>

### Capital ratio

- **Recent issuer rating:** R&I “A” (Aug. 2021), JCR “A+” (Aug. 2021)

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**Bond redemption**

- ¥15.0bn (2026)
- ¥15.0bn (2029)

**Borrowed from Banks**

- ¥15.1bn (redemption 2022.Sep.)
- ¥20.0bn (redemption 2030)
Contents

- 2022 First Half Results
- 2022 Forecasts
- Outlines by Business Segment
- Topics – Contribution to Social Issues by Cross-Segment Approach
- Shareholder Return
  ➢ Financial Data
  ➢ Corporate Profile
Five Business Segments & Major Products

- **Automotive** (27%)
- **Process & Environmental** (9%)
- **Medical** (12%)
- **Semiconductor** (39%)
- **Scientific** (13%)

Figures are the sales composition ratio for FY 2021

- **Emission Measurement Systems**
- **Stack Gas Analyzers**
- **Automatic Blood Cell Counters plus CRP**
- **Mass Flow Controllers**
- **Raman Imaging Device**
Global Network

Sales by region (as of Dec 2021)

- Americas: 15%
- Europe: 20%
- Asia: 35%
- Europe: 20%

Employee headcount by region (as of Dec 2021)

- Americas: 12%
- Europe: 32%
- Asia: 19%
- Japan: 37%

Number of companies (as of Dec 31, 2021) 49
Overseas sales ratio (as of Dec 2021) 70%
Foreign employee ratio (as of Dec 31, 2021) 63%

● : Major business hubs
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

Six-fold growth in corporate scale in 30 years

224.3 billion yen
HORIBA’s Business Domain

- **Agriculture**
  - Plant factory
  - Soil analysis
  - Food safety
  - Safety management

- **New Material Development**
  - Secondary battery
  - Biomaterial
  - Steel and ceramics

- **IT Infrastructure**
  - IoT, Cloud, 5G
  - Automation informatics

- **Health and Security**
  - Diagnostic equipment
  - New drug development
  - Drinking water

- **Manufacturing Process**
  - Semiconductor device
  - Solar panels
  - Petrochemical plant

- **Automotive/Ship Development**
  - Ultra-low emission
  - Vehicle electrification, EV
  - Autonomous driving
  - Regulatory compliance

- **Water Quality Management**
  - Monitoring system
  - Compliance with waste water regulations

- **Global Environment Conservation**
  - Monitoring air pollution
  - Renewable energy/power plant
  - Greenhouse gases

- **Space Development**
  - Planetary probe
  - Auroral analysis
THANK YOU

Danke
Gracias
Terima kasih
Dziękuję

Grazie
Σας ευχαριστώ πάρα πολύ

ありがとうございます

Obrigado
Большое спасибо

Cảm ơn
감사합니다