

HORIBA
Medical



CORPORATE
BROCHURE 2022

Explore the future

Automotive | Process & Environmental | Medical | Semiconductor | Scientific

HORIBA

Together,
let's build the Future.



HORIBA Group

A test and measurement expert

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

27%

Process &
Environmental

9%

Medical

12%

Semiconductor

39%

Scientific

13%

% = Segment Sales Ratio
(sales of FY2021)

Always exploring our many-faceted expertise

HORIBA

- Company Name: HORIBA, Ltd.
- Head Office: 2 Miyanohigashi, 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, 2021)
- Consolidated Net Sales: 2,041 MUSD
- Stock Listings: Tokyo Stock Exchange (First Section)
- Fiscal Closing Date: December 31
- Chairman & Group CEO: Atsushi Horiba
- Number of Employees: 8,205 (as of December 31, 2021)

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

«You can't manage what you don't measure»

William Edwards Deming

Total Group Sales: 2,041 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, 2021)

Automotive

557
in million USD

Process & Environmental

183
in million USD

Medical

235
in million USD

Semiconductor

791
in million USD

Scientific

272
in million USD

One stage ahead

1

Corporate Culture

Corporate motto « Joy and Fun »

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

Spreading the culture of Kyoto to global scale

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

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

Launched products in various niche markets of analysis and measurement

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

Indispensable products in each field

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.





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

HORIBA Medical

A major player in Hematology

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 1,206 employees across its sites and subsidiaries. In 2021, it produced nearly 6,000 instruments and over 10,000 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 235 MUSD in 2021.

Medical Segment Key figures:

5 production centers

2 R&D centers

More than **100** distributors

15 direct / local operations

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



Fully mobilized to meet tomorrow's major challenges

A major player in *in vitro* diagnostics

Providing reliable, high-quality devices that are trusted by our customers and meet their expectations: such is the ambition that drives the daily work of our teams, who are fully committed towards developing healthcare solutions for tomorrow.

HORIBA Medical has earned an international reputation for its high standards of innovation. The flexibility of its production units and the recognized technological creativity of its R&D centers give it a real edge in the development of evolving products in line with market needs.

Our ambition: anticipate quality standards

Faced with ever more demanding quality standards, HORIBA Medical deploys a rigorous and inventive policy to meet and respond to these by anticipating trends. It is audacious in its technological creativity while always remaining faithful to its commitment to the environment. The company aims to maintain the confidence of its customers and strengthen its position on a global scale.

Our commitment: promote eco-design

HORIBA Medical is extremely aware of current sustainable development issues and is committed to reducing the environmental footprint of its activities, notably by promoting the eco-design of its products. For example, this implies designing equipment that is more economical in terms of electricity and reagents; devices that are increasingly compact and light; total dematerialization of patient results; optimization of logistics; development of more eco-responsible reagents...





Yumizen

Advanced Diagnostics



Hematology



Hemostasis



Clinical Chemistry

Yumizen brand: Advanced Diagnostics

Yumizen
Advanced Diagnostics

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!



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



The most beautiful success stories are those that we share

Creativity driving technology

Research and innovation have always been a pillar of HORIBA Medical's business. Each year, over 10% of sales are reinvested in R&D. The results speak for themselves, with numerous innovations now marketed in the field of in vitro diagnostics.

Over 40 «key» patents have been filed worldwide for technologies that are now integrated into our devices.

French excellence

Established in the land of Pasteur and in the city of a 200-year-old Academy of Medicine, HORIBA Medical is an active partner in a French and European ecosystem that is rich in cutting-edge players in the health sector. More than half of our supplies are procured in France, from long-standing partners. Instruments and reagents are manufactured at our Montpellier plant.

Innovation shared

HORIBA Medical has always, and even more so in recent years, nurtured research partnerships with hospitals and universities. Such exchanges open doors to the outside world and represent a win-win approach, where pooled experience benefits everyone. This enables us all to address increasingly complex issues with a shared objective: improving the quality of care provided to patients.

Hematology



Yumic@re
Remote Connected Support



Hemostasis



Clinical Chemistry





HORIBA Medical

FRANCE +33 (0)4 67 14 15 15 - GERMANY AXON LAB AG +49 / 7153 92260 - ITALY +39 / 06 51 59 22 1 - SPAIN +34 / 91- 353 30 10
PORTUGAL +351 / 2 14 72 17 70 - UK +44 (0) 1604 542650 - POLAND +48 / 22 6732022 - USA +1 / 949 453 0500 - BRAZIL +55 / 11 2923-5439
JAPAN +81 / 75 313 5736 - THAILAND +66 / 2 861 59 95 - INDONESIA +62 / 21 3044 8525 - TAIWAN +886 / 3 560 0606 - KOREA +82 / 31 296 7911
CHINA +86 / 21 3222 1818 - INDIA +91 / 11 4646 5000 - DISTRIBUTORS NETWORK +33 (0)4 67 14 15 16

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

