



HORIBA
Medical

CORPORATE BROCHURE 2018



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 Test system

Development of new gasoline, diesel and hybrid powertrains, vehicle certification and quality control, in-use vehicle inspections.

Process & Environmental

Measurement of gaseous emissions, wastewater and water supplies, environmental pollution monitoring, environmental radiation measurement equipment.

Medical

Health and diagnostic testing, disease diagnosis.

Semiconductor

Flow control of gases and liquids, monitoring of cleaning fluid concentrations in semiconductor manufacturing processes, semiconductor and LCD quality control inspections.

Scientific

R&D, product quality testing, criminal forensics.

% = Segment Sales Ratio

(Sales of FY2017)





**Automotive
Test Systems**

38%

Semiconductors

27%

Medical

13%

Scientific

13%

**Process &
Environmental**

9%





Always exploring our many-faceted expertise

HORIBA

- Company Name: HORIBA, Ltd.
- Head Office: 2 Miyahigashi, 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: 89 million euros (As of December 31, 2017)
- Consolidated Net Sales: 1,729 MUSD
- Stock Listings: Tokyo Stock Exchange (First Section),
- Fiscal Closing Date: December 31
- Chairman & Group CEO: Atsushi Horiba
- Number of Employees: 7,399 (As of December 31, 2017)

Company profile

HORIBA was founded in Kyoto in 1945. It is an international group specialized in the design and production of systems for testing and measuring 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

Total Group Sales: 1,729 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, 2017)

**Automotive
Test Systems**

649

Million\$

Semiconductors

471

Million\$

Medical

222

Million\$

Scientific

231

Million\$

**Process &
Environmental**

154

Million\$



One step 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.

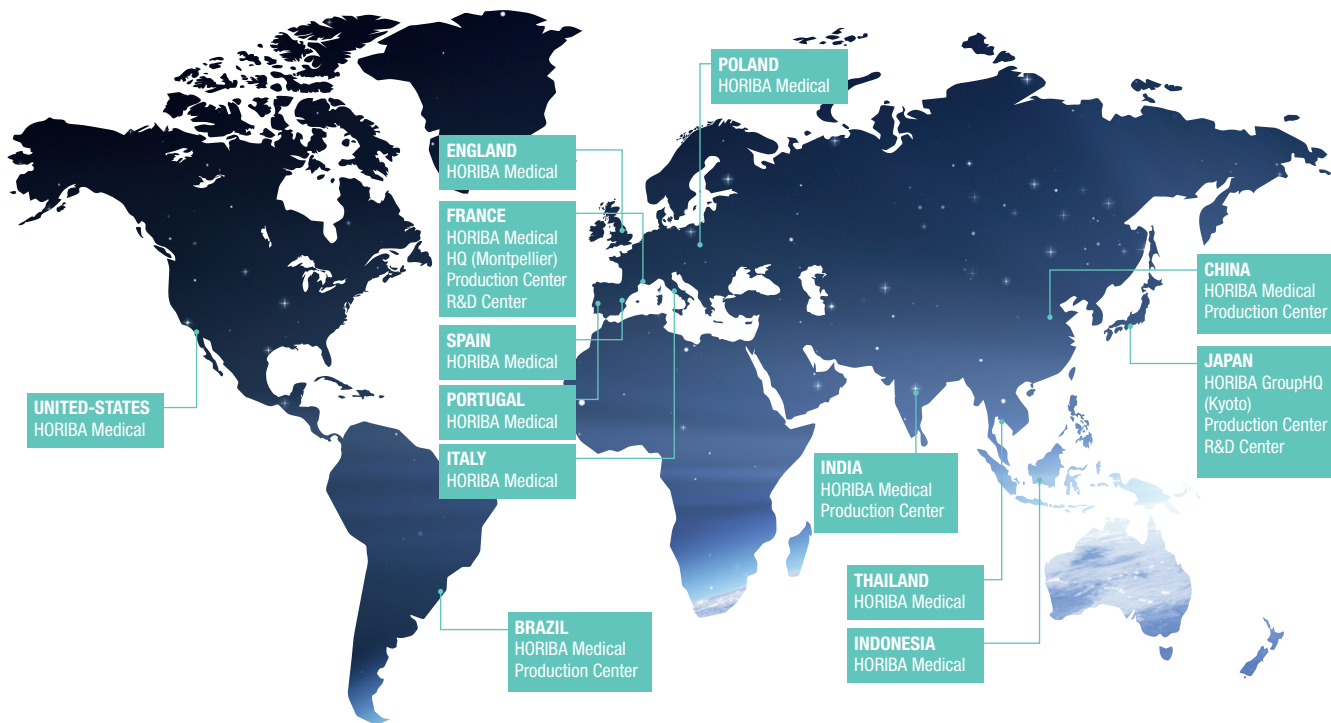
Indispensable products in each field

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.









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 1,398 employees across its sites and subsidiaries. It produces 7,200 instruments a year and it is now close to 10,000 tons of reagents produced annually.

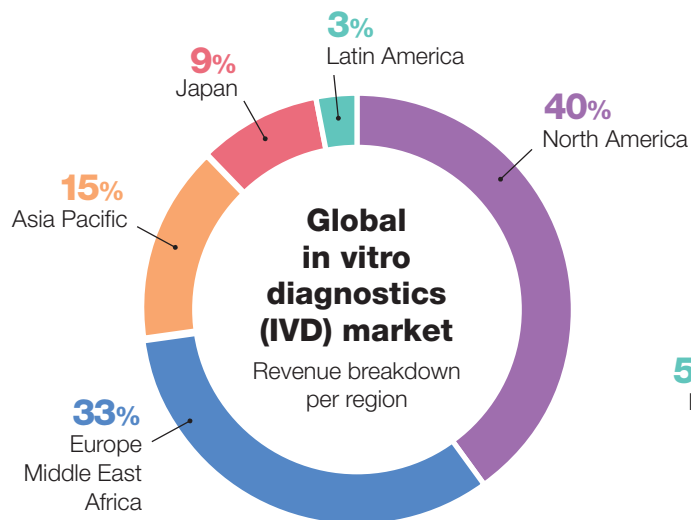
HORIBA Medical also benefits from technologies patented by the HORIBA Group and the synergies between all its research centers throughout the world.

Since it was incorporated into the Horiba Group in 1996, segment sales have continued to grow exponentially to reach 222 MUSD in 2017.

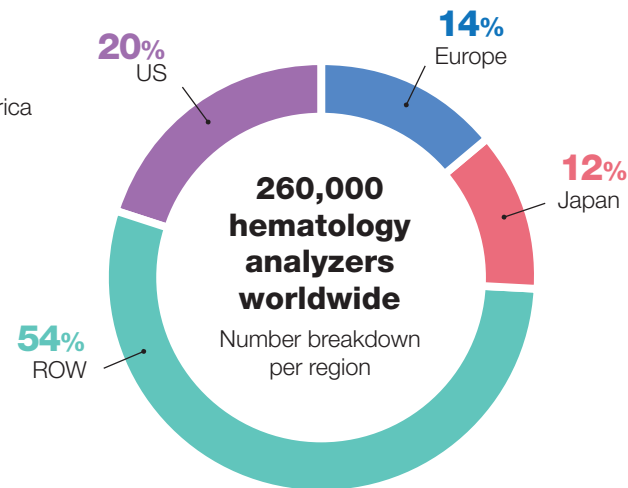


HORIBA Medical

Some market key figures



GlobalData



Source Boston Biomedical & Caps Today

Medical Segment Key Figures:

5 production centers

2 R&D centers

More than **100** distributors

14 direct / local operations

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





HORIBA
Medical





Our goal today: to meet the challenges of tomorrow

A world renowned industrial expert

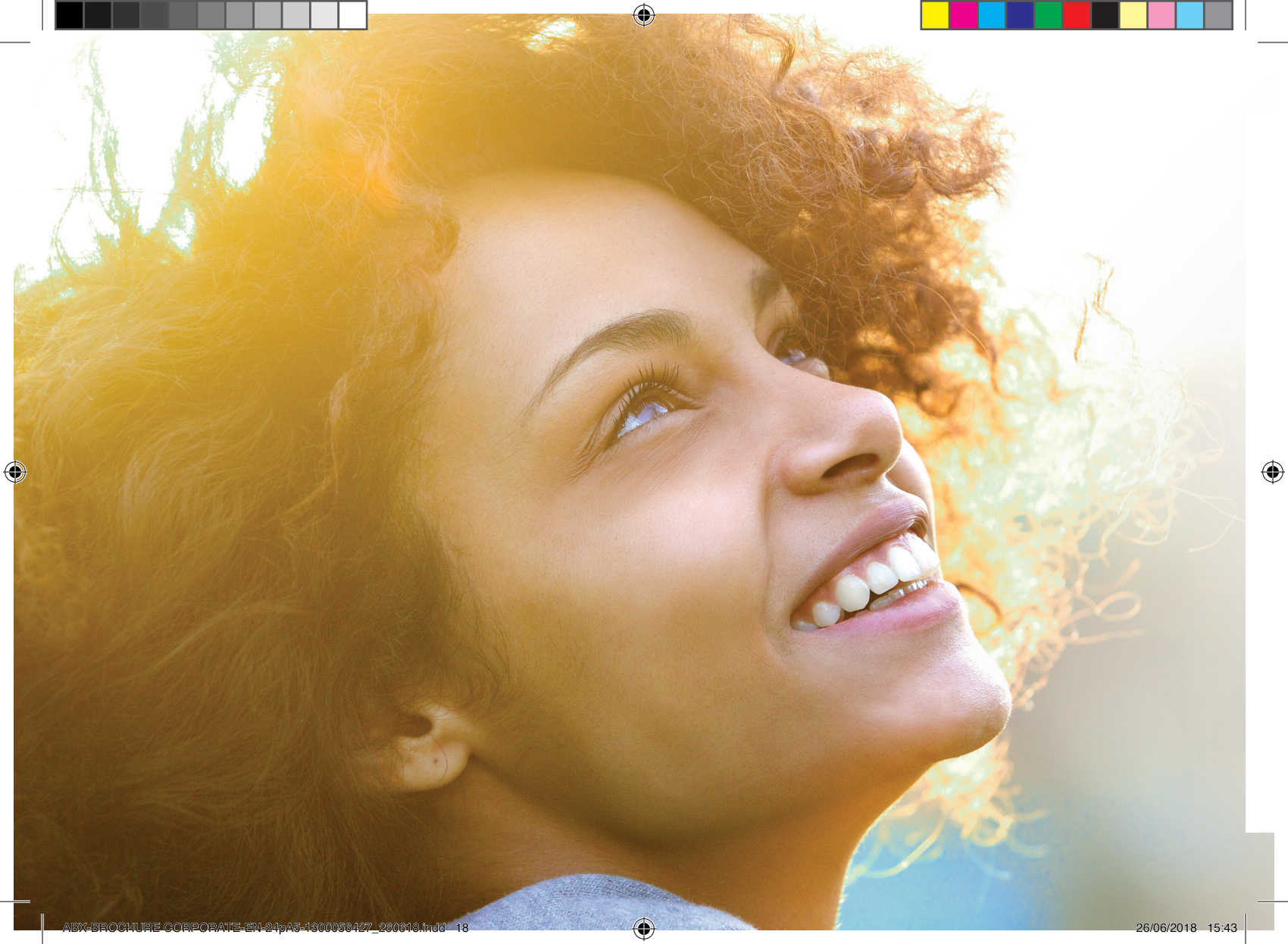
HORIBA Medical has reached an international reputation thanks to its high standards in terms of innovation. Thanks to its flexible production units and pioneering R&D centers, it maintains a real step ahead in the development of evolving products, always responding to market needs.

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 Brand: Solutions for Laboratories



« Choose Yumizen, you will stay zen »

“Yumizen” brands the new generation of machines from HORIBA Medical, including analyzers and products for hematology, clinical chemistry, clotting function 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 machines 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.





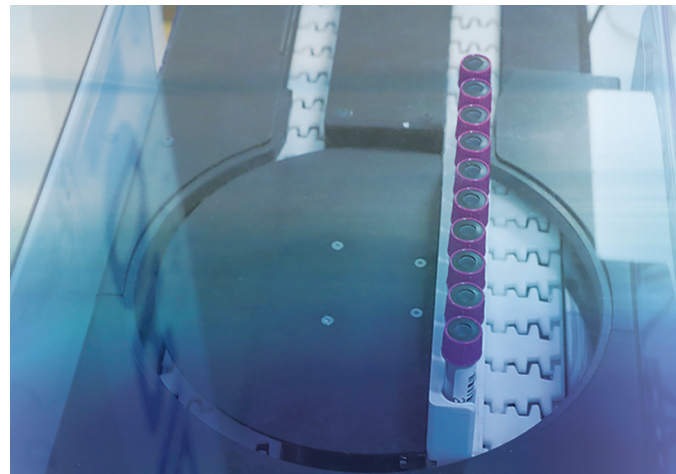
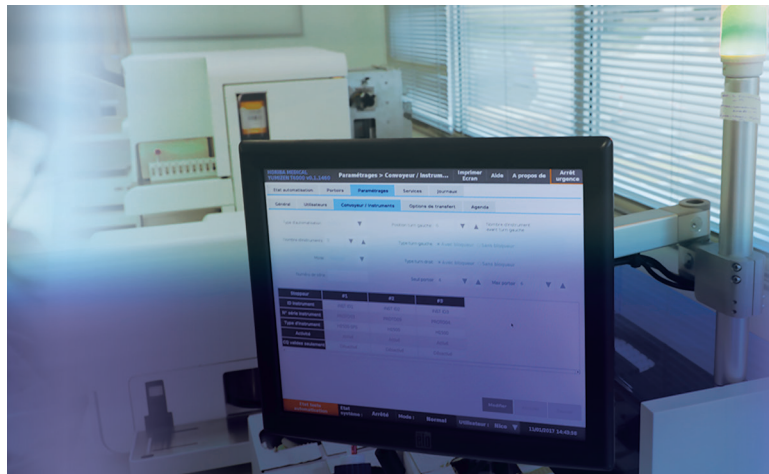
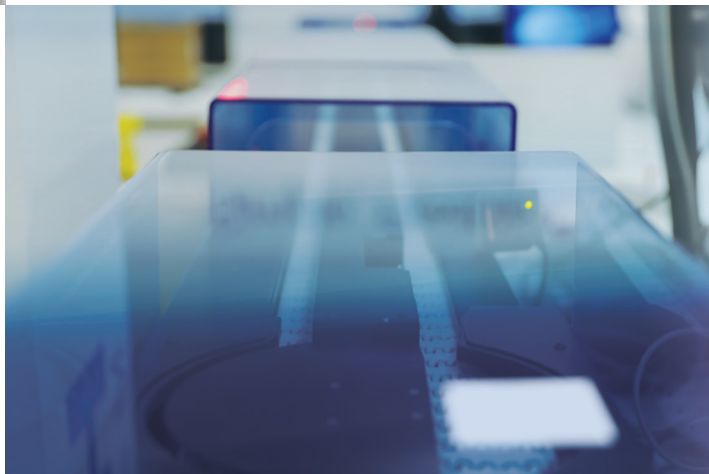
HELO* Solution: Giving dimension to your projects!



HORIBA Evolutive Laboratory Organisation

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!





Because the finest successes are the ones that are shared

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**

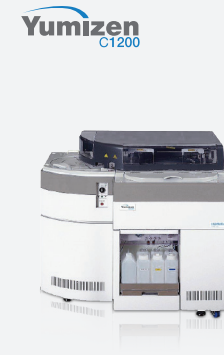




Hematology



Clinical Chemistry



Coagulation





HORIBA
Medical



Operating IMS

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



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Explore the future

Automotive Test Systems | Process & Environmental | Medical | Semiconductor | Scientific

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