



## Summary of Consolidated Financial Statements for the Three Months Ended March 31, 2024 (Japanese GAAP)

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May 14, 2024

Company name **HORIBA, Ltd.**

Listing code 6856

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(Figures have been rounded down to the nearest million yen)

### 1. Consolidated Results for the Three Months Ended March 31, 2024 (January 1, 2024 - March 31, 2024)

(1) Consolidated Operating Results (Percentages represent changes from the corresponding in the previous year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to HORIBA Ltd.'s Shareholders	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three Months Ended 3/31/24	70,252	6.7	10,009	-4.2	10,165	-1.5	7,029	-48.1
Three Months Ended 3/31/23	65,854	18.6	10,450	21.4	10,320	18.0	13,556	136.9

(Note) Comprehensive income: FY2024Q1 18,357 million yen (15.7%) FY2023Q1 15,865 million yen (43.2%)

	Net Income Attributable to HORIBA Ltd.'s Shareholders per Share	Net Income Attributable to HORIBA Ltd.'s Shareholders per Share (Diluted)
	Yen	Yen
Three Months Ended 3/31/24	166.55	165.69
Three Months Ended 3/31/23	320.99	319.36

(2) Consolidated Financial Position

	Total Assets	Net Assets	Shareholders' Equity Ratio
	Millions of yen	Millions of yen	%
As of 3/31/24	454,084	290,159	63.7
As of 12/31/23	449,030	283,732	63.0

(Reference) Net assets excluding subscription rights to shares and non-controlling interests:

As of 3/31/24 289,433 million yen As of 12/31/23 283,008 million yen

### 2. Dividends

	Dividend per Share				
	First Quarter	Second Quarter	Third Quarter	Year End	Total
	Yen	Yen	Yen	Yen	Yen
FY 12/2023	-	80.00	-	210.00	290.00
FY 12/2024	-	-	-	-	-
FY 12/2024 (Forecast)	-	80.00	-	185.00	265.00

(Note) Changes in the latest dividend forecasts released: None

### 3. Consolidated Forecasts for the Year Ending December 31, 2024 (January 1, 2024 - December 31, 2024)

(Percentages represent changes from the same period in the previous year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to HORIBA Ltd.'s Shareholders		Net Income Attributable to HORIBA Ltd.'s Shareholders per Share	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen	
First Half	150,000	14.4	21,000	17.7	21,400	18.1	15,000	-21.1	356.60	
Full Year	321,000	10.5	52,000	9.9	52,700	9.2	37,000	-8.2	879.62	

(Note) Changes in the latest business forecasts released: None

## Notes

(1) Changes in significant subsidiaries during the period

(Changes in specified subsidiaries that caused a change in the scope of consolidation): None

(2) Application of the accounting method specific to quarterly consolidated financial statements: Yes

(3) Changes in accounting policies, accounting estimates and retrospective restatement

( i ) Changes in accounting policies associated with revision of accounting standards: None

( ii ) Changes in accounting policies arising from other than the above: None

(iii) Changes in accounting estimates: None

(iv) Retrospective restatement: None

(4) Number of shares outstanding (common stock)

( i ) Shares issued (including treasury stock)	March 31, 2024	42,532,752	December 31, 2023	42,532,752
( ii ) Treasury stock	March 31, 2024	469,129	December 31, 2023	263,029
(iii) Average number of outstanding shares	Jan. - Mar., 2024	42,204,994	Jan. - Mar., 2023	42,231,966

Note 1. This consolidated financial report is not subject to quarterly review by certified public accountants or accounting firms.

Note 2. Appropriate use of business forecasts and other important information

The forecasts of dividend amount and business performance contained in this report have been made based on certain future assumptions, outlooks, and plans which are available at the HORIBA Group as of May 14, 2024.

However, due to risks and various uncertain factors such as future business operation policies, changes in the economic environment in Japan and overseas, fluctuation of currency rates, it is possible that actual performance would vary considerably from the forecasts.

## **1. Qualitative Information Concerning Consolidated Results**

### **(1) Information Concerning Consolidated Operating Results**

(For details, see pages 10-12, “3. Supplemental Information - HORIBA, Ltd. Financial Highlights for the Three Months Ended March 31, 2024” )

During the three months ended March 31, 2024, HORIBA, Ltd. (hereinafter the Company) and its consolidated subsidiaries (hereinafter the HORIBA Group or HORIBA) increased sales by 6.7% year-on-year to 70,252 million yen. Sales growth was mainly due to the depreciation of the yen against the euro and dollar, which boosted sales when translated into yen, and an increase in sales in the Automotive segment. On the other hand, mainly due to a decrease in profit in the Medical Diagnostics segment and despite an increase in profit in the Semiconductor segment, operating income decreased by 4.2% to 10,009 million yen and ordinary income decreased by 1.5% to 10,165 million yen.

Due to extraordinary gain on the sale of shares of subsidiaries of 6,083 million yen in the first quarter of FY2023, net income attributable to HORIBA Ltd.'s shareholders decreased by 48.1% to 7,029 million yen.

The operating results of each business segment are summarized as follows.

#### **(Automotive Segment)**

Mainly due to an increase in sales in Japan and Asia, segment sales increased by 22.5% year-on-year to 19,528 million yen. However, operating income decreased by 46.0% to 178 million yen mainly due to a change in the product sales mix and continuous active investments in hydrogen related field.

#### **(Process & Environmental Segment)**

An increase in sales in Japan contributed to boosting segment sales by 9.9% year-on-year to 5,941 million yen. Operating income decreased by 34.1% to 348 million yen due to the investment in the industrial process monitoring business, acquired in the fourth quarter of FY2023, and to other factors.

#### **(Medical-Diagnostics Segment)**

Mainly due to an increase in sales of hematology analyzers in Europe, segment sales increased by 3.9% year-on-year to 7,641 million yen. However, a temporary decrease in sales in Japan contributed to an operating loss of 316 million yen, which was greater than the operating loss of 43 million yen in the first quarter of the previous year.

#### **(Semiconductor Segment)**

Mainly due to a decrease in sales to semiconductor production equipment manufacturers in Japan, segment sales decreased by 3.8% year-on-year to 27,899 million yen. However, operating income increased by 0.9% to 9,796 million yen due to the depreciation of the yen and an increase in sales in Asia.

#### **(Scientific Segment)**

Mainly due to an increase in sales of Raman spectrometers for analysis of advanced materials in Asia and Europe, segment sales increased by 13.2% year-on-year to 9,242 million yen, and operating income increased to 2 million yen from an operating loss of 73 million yen in the first quarter of the previous year.

## **(2) Information Concerning Consolidated Earnings Forecasts for FY2024**

Our assumption for the exchange rate has been changed from 140 yen to 145 yen against the US dollars and 155 yen to 160 yen against the euro.

Consolidated earnings forecasts for FY2024 remain unchanged from those in “Summary of Consolidated Financial Statements for the Year Ended December 31, 2023” disclosed on February 14, 2024, while the depreciation of the yen is expected to improve earnings, the recovery of the semiconductor market in Japan has been slower than expected.

The dividend forecast for the current fiscal year remains unchanged.

### Cautionary statement with respect to earnings forecasts

The forecasts of dividend amount and business performance contained in this report have been made based on certain future assumptions, outlooks, and plans which are available at the HORIBA Group as of May 14, 2024. However, due to risks and various uncertain factors such as future business operation policies, changes in the economic environment in Japan and overseas, fluctuation of currency rates, it is possible that actual performance would vary considerably from the forecasts.

## 2. Consolidated Financial Statements and Notes

### (1) Consolidated Balance Sheets

Amount: Millions of yen

	FY2023 (As of December 31, 2023)	FY2024 First Quarter (As of March 31, 2024)
<b>Assets</b>		
<b>Current Assets:</b>		
Cash and bank deposits	132,775	125,793
Notes and accounts receivable - trade, and contract assets	71,541	69,508
Marketable securities	2,000	2,001
Merchandise and finished goods	35,145	36,311
Work in process	24,696	27,823
Raw materials and supplies	39,632	41,128
Other current assets	14,102	16,544
Allowance for doubtful accounts	(1,317)	(2,615)
<b>Total Current Assets</b>	<b>318,577</b>	<b>316,496</b>
<b>Fixed Assets:</b>		
<b>Property, Plant and Equipment:</b>		
Buildings and structures, net	55,454	56,460
Machinery, equipment and vehicles, net	17,652	18,337
Land	20,311	20,872
Construction in progress	2,530	4,034
Other property, plant and equipment, net	4,853	4,879
<b>Total Property, Plant and Equipment</b>	<b>100,801</b>	<b>104,584</b>
<b>Intangibles:</b>		
Goodwill	1,343	1,301
Software	1,258	1,160
Leasehold interests in land	629	658
Other intangibles	1,733	1,795
<b>Total Intangibles</b>	<b>4,965</b>	<b>4,916</b>
<b>Investments and Other Non-Current Assets:</b>		
Investment securities	15,666	19,367
Retirement benefit asset	1,212	1,221
Deferred tax assets	6,244	5,989
Other investments and other assets	2,778	1,564
Allowance for doubtful accounts	(1,214)	(56)
<b>Total Investments and Other Non-Current Assets</b>	<b>24,686</b>	<b>28,087</b>
<b>Total Fixed Assets</b>	<b>130,453</b>	<b>137,588</b>
<b>Total Assets</b>	<b>449,030</b>	<b>454,084</b>

Amount: Millions of yen

	FY2023 (As of December 31, 2023)	FY2024 First Quarter (As of March 31, 2024)
<b>Liabilities</b>		
<b>Current Liabilities:</b>		
Trade notes and accounts payable	30,518	24,754
Short-term loans payable	5,695	8,590
Accounts payable - other	22,184	21,393
Accrued income taxes	5,783	3,858
Contract liabilities	24,713	26,073
Accrued bonuses to employees	2,312	3,498
Accrued bonuses to directors and corporate auditors	-	264
Reserve for product warranty	3,570	3,321
Other current liabilities	6,272	7,107
<b>Total Current Liabilities</b>	<b>101,051</b>	<b>98,862</b>
<b>Non-Current Liabilities:</b>		
Corporate bonds	30,000	30,000
Long-term loans payable	24,699	24,860
Deferred tax liabilities	645	858
Retirement benefit liability	1,873	1,998
Other non-current liabilities	7,027	7,344
<b>Total Non-Current Liabilities</b>	<b>64,246</b>	<b>65,062</b>
<b>Total Liabilities</b>	<b>165,298</b>	<b>163,925</b>
<b>Net Assets</b>		
<b>Shareholders' Equity</b>		
Common stock	12,011	12,011
Capital surplus	18,766	18,766
Retained earnings	223,320	221,473
Treasury stock	(1,037)	(4,091)
<b>Total Shareholders' Equity</b>	<b>253,060</b>	<b>248,159</b>
<b>Accumulated Other Comprehensive Income</b>		
Net unrealized holding gains or losses on securities	6,850	9,309
Foreign currency translation adjustments	22,785	31,668
Remeasurements of defined benefit plans	312	296
<b>Total Accumulated Other Comprehensive Income</b>	<b>29,947</b>	<b>41,273</b>
<b>Subscription Rights to Shares</b>	<b>706</b>	<b>706</b>
<b>Non-Controlling Interests</b>	<b>17</b>	<b>19</b>
<b>Total Net Assets</b>	<b>283,732</b>	<b>290,159</b>
<b>Total Liabilities and Net Assets</b>	<b>449,030</b>	<b>454,084</b>

(2) Consolidated Statements of Income and Consolidated Comprehensive Income Statements  
(Consolidated Statements of Income)

Amount: Millions of yen

	FY2023 First Quarter (Three Months Ended March 31, 2023)	FY2024 First Quarter (Three Months Ended March 31, 2024)
<b>Net Sales</b>	65,854	70,252
<b>Cost of Sales</b>	36,560	39,038
<b>Gross Income</b>	29,293	31,213
<b>Selling, General and Administrative Expenses</b>	18,842	21,203
<b>Operating Income</b>	10,450	10,009
<b>Non-Operating Income</b>		
Interest income	322	639
Dividend income	2	1
Subsidy income	3	11
Other	78	60
<b>Total Non-Operating Income</b>	406	712
<b>Non-Operating Expenses</b>		
Interest expenses	224	212
Foreign exchange losses	281	181
Other	31	162
<b>Total Non-Operating Expenses</b>	537	556
<b>Ordinary Income</b>	10,320	10,165
<b>Extraordinary Gain</b>		
Gain on sales of fixed assets	5	1
Gain on sale of shares of subsidiaries	6,083	-
<b>Total Extraordinary Gain</b>	6,089	1
<b>Extraordinary Losses</b>		
Loss on disposal of fixed assets	11	6
Loss on sale of investment securities	0	-
Loss on valuation of investment securities	21	-
<b>Total Extraordinary Losses</b>	32	6
<b>Income before Income Taxes</b>	16,377	10,160
Income taxes (current)	4,068	3,542
Income taxes (deferred)	(1,252)	(412)
<b>Total Income Taxes</b>	2,816	3,130
<b>Net Income</b>	13,561	7,030
Profit (loss) attributable to non-controlling interests	5	1
<b>Net Income Attributable to HORIBA Ltd.'s Shareholders</b>	13,556	7,029

## (Consolidated Statements of Comprehensive Income)

Amount: Millions of yen

	FY2023 First Quarter (Three Months Ended March 31, 2023)	FY2024 First Quarter (Three Months Ended March 31, 2024)
<b>Net Income</b>	13,561	7,030
<b>Other Comprehensive Income</b>		
Net unrealized holding gains or losses on securities	103	2,458
Foreign currency translation adjustments	2,159	8,799
Remeasurements of defined benefit plans	(2)	(15)
Share of other comprehensive income of entities accounted for using equity method	44	83
<b>Total Other Comprehensive Income</b>	2,304	11,326
<b>Comprehensive Income</b>	15,865	18,357
(Breakdown of comprehensive income)		
Comprehensive income attributable to HORIBA Ltd.'s Shareholders	15,860	18,355
Comprehensive income attributable to non-controlling interests	5	1



### **(3) Notes to Consolidated Financial Statements**

#### **Application of special accounting for preparing quarterly consolidated financial statement**

##### **(Calculation method for tax expenses)**

The Company and its domestic consolidated subsidiaries calculated income tax expenses by multiplying quarterly income before income taxes by reasonably estimated annual effective tax rate. This tax rate was reasonably estimated after applying the deferred tax accounting to the annual income before income taxes.

### 3. Supplemental Information

#### HORIBA, Ltd. Financial Highlights for the Three Months Ended March 31, 2024

#### 1. Consolidated Financial Results

Amount : Millions of yen

	12/2023 Results		12/2024 Results		Changes		12/2023 Results		12/2024 Forecasts	
	1Q (3 Months)	1Q (3 Months)	Amount	Ratio	1st Half	Full Year	1st Half	Full Year		
	Net Sales	65,854	<b>70,252</b>	+4,398	+6.7%	131,105	290,558	<b>150,000</b>	<b>321,000</b>	
Operating Income	10,450	<b>10,009</b>	-441	-4.2%	17,838	47,296	<b>21,000</b>	<b>52,000</b>		
<i>Operating Income Ratio</i>	15.9%	<b>14.2%</b>	-1.7P		13.6%	16.3%	<b>14.0%</b>	<b>16.2%</b>		
Ordinary Income	10,320	<b>10,165</b>	-154	-1.5%	18,124	48,251	<b>21,400</b>	<b>52,700</b>		
<i>Ordinary Income Ratio</i>	15.7%	<b>14.5%</b>	-1.2P		13.8%	16.6%	<b>14.3%</b>	<b>16.4%</b>		
Net Income Attributable to HORIBA Ltd.'s Shareholders	13,556	<b>7,029</b>	-6,526	-48.1%	19,006	40,302	<b>15,000</b>	<b>37,000</b>		
<i>Net Income Ratio</i>	20.6%	<b>10.0%</b>	-10.6P		14.5%	13.9%	<b>10.0%</b>	<b>11.5%</b>		
US\$	132.42	<b>148.63</b>	+16.21		135.00	140.67	<b>145.00</b>	<b>145.00</b>		
Euro	142.16	<b>161.33</b>	+19.17		145.93	152.11	<b>160.00</b>	<b>160.00</b>		

#### 2. Consolidated Segment Results

Amount : Millions of yen

Net Sales	12/2023 Results		12/2024 Results		Changes		12/2023 Results		12/2024 Forecasts	
	1Q (3 Months)	1Q (3 Months)	Amount	Ratio	1st Half	Full Year	1st Half	Full Year		
	Automotive	15,943	<b>19,528</b>	+3,585	+22.5%	30,545	80,406	<b>46,000</b>	<b>94,000</b>	
Process&Environmental	5,404	<b>5,941</b>	+536	+9.9%	11,336	24,959	<b>15,000</b>	<b>31,500</b>		
Medical-Diagnostics	7,351	<b>7,641</b>	+290	+3.9%	15,592	32,678	<b>17,000</b>	<b>34,500</b>		
Semiconductor	28,988	<b>27,899</b>	-1,089	-3.8%	56,225	112,872	<b>53,000</b>	<b>119,000</b>		
Scientific	8,166	<b>9,242</b>	+1,075	+13.2%	17,404	39,641	<b>19,000</b>	<b>42,000</b>		
Total	65,854	<b>70,252</b>	+4,398	+6.7%	131,105	290,558	<b>150,000</b>	<b>321,000</b>		

  

Operating Income	12/2023 Results		12/2024 Results		Changes		12/2023 Results		12/2024 Forecasts	
	1Q (3 Months)	1Q (3 Months)	Amount	Ratio	1st Half	Full Year	1st Half	Full Year		
	Automotive	330	<b>178</b>	-152	-46.0%	(2,159)	1,209	<b>500</b>	<b>3,000</b>	
Process&Environmental	529	<b>348</b>	-180	-34.1%	916	2,412	<b>1,000</b>	<b>3,000</b>		
Medical-Diagnostics	(43)	<b>(316)</b>	-273	-	178	638	<b>-</b>	<b>1,000</b>		
Semiconductor	9,707	<b>9,796</b>	+88	+0.9%	18,689	40,580	<b>19,000</b>	<b>42,000</b>		
Scientific	(73)	<b>2</b>	+76	-	213	2,456	<b>500</b>	<b>3,000</b>		
Total	10,450	<b>10,009</b>	-441	-4.2%	17,838	47,296	<b>21,000</b>	<b>52,000</b>		

### 3. Consolidated Segment Sales by Destination

Amount : Millions of yen

	12/2023 Results		12/2024 Results		Changes		12/2023 Results		12/2024 Forecasts	
	1Q (3 Months)		1Q (3 Months)		Amount	Ratio	Full Year		Full Year	
<b>Automotive</b>	<b>15,943</b>	<b>19,528</b>	<b>+3,585</b>	<b>+22.5%</b>			<b>80,406</b>	<b>94,000</b>		
Japan	4,989	7,779	+2,789	+55.9%			16,868	20,800		
Asia	2,955	3,761	+806	+27.3%			19,761	20,500		
Americas	1,819	1,600	-219	-12.1%			10,637	12,400		
Europe	6,178	6,386	+208	+3.4%			33,138	40,300		
<b>Process&amp;Environmental</b>	<b>5,404</b>	<b>5,941</b>	<b>+536</b>	<b>+9.9%</b>			<b>24,959</b>	<b>31,500</b>		
Japan	3,022	3,360	+337	+11.2%			11,446	13,100		
Asia	942	1,049	+106	+11.3%			5,863	9,300		
Americas	737	798	+60	+8.2%			3,689	4,000		
Europe	701	732	+31	+4.4%			3,960	5,100		
<b>Medical-Diagnostics</b>	<b>7,351</b>	<b>7,641</b>	<b>+290</b>	<b>+3.9%</b>			<b>32,678</b>	<b>34,500</b>		
Japan	1,750	1,185	-564	-32.3%			6,906	7,100		
Asia	1,733	1,986	+252	+14.6%			7,812	8,700		
Americas	1,682	1,753	+71	+4.2%			7,069	7,700		
Europe	2,185	2,716	+530	+24.3%			10,889	11,000		
<b>Semiconductor</b>	<b>28,988</b>	<b>27,899</b>	<b>-1,089</b>	<b>-3.8%</b>			<b>112,872</b>	<b>119,000</b>		
Japan	8,452	5,914	-2,537	-30.0%			27,343	31,000		
Asia	15,729	17,552	+1,822	+11.6%			69,052	67,200		
Americas	2,496	2,611	+115	+4.6%			9,266	15,000		
Europe	2,310	1,820	-489	-21.2%			7,209	5,800		
<b>Scientific</b>	<b>8,166</b>	<b>9,242</b>	<b>+1,075</b>	<b>+13.2%</b>			<b>39,641</b>	<b>42,000</b>		
Japan	2,572	2,476	-96	-3.7%			7,579	9,300		
Asia	2,277	2,875	+598	+26.3%			14,777	15,300		
Americas	2,050	2,204	+153	+7.5%			10,024	9,400		
Europe	1,265	1,685	+419	+33.2%			7,261	8,000		
<b>Total</b>	<b>65,854</b>	<b>70,252</b>	<b>+4,398</b>	<b>+6.7%</b>			<b>290,558</b>	<b>321,000</b>		
Japan	20,787	20,716	-71	-0.3%			70,144	81,300		
Asia	23,639	27,225	+3,586	+15.2%			117,266	121,000		
Americas	8,787	8,968	+181	+2.1%			40,687	48,500		
Europe	12,640	13,341	+700	+5.5%			62,458	70,200		

### 4. Capital Expenditures, Depreciation and R&D Expenses

Amount : Millions of yen

	12/2023		12/2024	
	1Q (3 Months)	Full-year Results	1Q (3 Months)	Full-year Forecasts
Capital Expenditures (*1)	2,073	9,122	3,027	23,000
Depreciation (*2)	2,935	12,602	3,188	14,000
R&D Expenses	4,705	20,436	5,401	22,600

(\*1) Capital Expenditures are investments in tangible and intangible fixed assets.

(\*2) Amortization of goodwill is included in depreciation.

## 5. Consolidated Financial Results (Quarterly Comparison)

Amount : Millions of yen

	12/2023 Results				12/2024		
	1Q	2Q	3Q	4Q	1Q Results	2Q Forecasts	2H Forecasts
Net Sales	65,854	65,251	69,574	89,878	70,252	79,747	171,000
Operating Income	10,450	7,387	10,660	18,797	10,009	10,990	31,000
<i>Operating Income Ratio</i>	15.9%	11.3%	15.3%	20.9%	14.2%	13.8%	18.1%
Ordinary Income	10,320	7,803	10,964	19,162	10,165	11,234	31,300
<i>Ordinary Income Ratio</i>	15.7%	12.0%	15.8%	21.3%	14.5%	14.1%	18.3%
Net Income Attributable to HORIBA Ltd.'s Shareholders	13,556	5,449	7,966	13,330	7,029	7,970	22,000
<i>Net Income Ratio</i>	20.6%	8.4%	11.4%	14.8%	10.0%	10.0%	12.9%

## 6. Consolidated Segment Results (Quarterly Comparison)

Amount : Millions of yen

Net Sales	12/2023 Results				12/2024		
	1Q	2Q	3Q	4Q	1Q Results	2Q Forecasts	2H Forecasts
Automotive	15,943	14,602	17,621	32,238	19,528	26,471	48,000
Process&Environmental	5,404	5,931	5,921	7,701	5,941	9,058	16,500
Medical-Diagnostics	7,351	8,241	7,815	9,270	7,641	9,358	17,500
Semiconductor	28,988	27,237	28,330	28,315	27,899	25,100	66,000
Scientific	8,166	9,238	9,884	12,352	9,242	9,757	23,000
<b>Total</b>	<b>65,854</b>	<b>65,251</b>	<b>69,574</b>	<b>89,878</b>	<b>70,252</b>	<b>79,747</b>	<b>171,000</b>

  

Operating Income	12/2023 Results				12/2024		
	1Q	2Q	3Q	4Q	1Q Results	2Q Forecasts	2H Forecasts
Automotive	330	(2,490)	(577)	3,946	178	321	2,500
Process&Environmental	529	387	505	990	348	651	2,000
Medical-Diagnostics	(43)	221	51	408	(316)	316	1,000
Semiconductor	9,707	8,981	10,132	11,757	9,796	9,203	23,000
Scientific	(73)	286	549	1,693	2	497	2,500
<b>Total</b>	<b>10,450</b>	<b>7,387</b>	<b>10,660</b>	<b>18,797</b>	<b>10,009</b>	<b>10,990</b>	<b>31,000</b>

### Contact

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