

Scientific Solutions Division



# Scientific Solutions Division



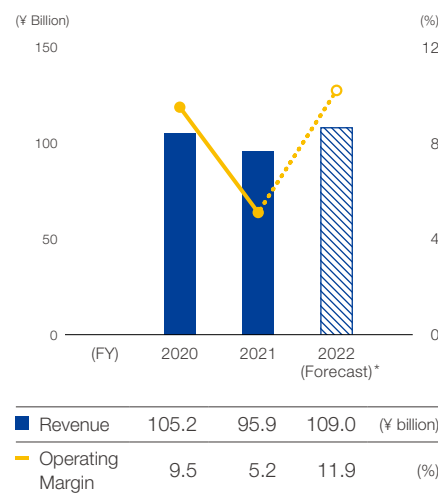
We supply innovative products and services for supporting scientific research, pathology research, and inspections of manufacturing and social infrastructure.”

Yoshitake Saito

Scientific Solutions Division Head



### Results



\*Forecast as of August 5, 2021

### FY2021 Sales Composition



### Main Products



### Operating Environment

- The latest market environment has been on a recovery track from the impact of the COVID-19 pandemic since the second half of fiscal year 2021
- Progress in budget implementation in the life science research field, such as universities, research institutes, and hospitals, and significant increases in demand in the 5G-related semiconductor and electronic component markets
- Continuous growth of target markets over the medium to long term, deepening of value proposition and increase of new demand with digitalization
- Expansion of semiconductor and electronic component markets based on the demand for advanced solutions such as IoT and AI; enhanced investments in life science research, digital pathology and the activation of market supporting regenerative medicine

### Market Shares and Portfolios

	Biological Microscopes	Industrial Microscopes	Industrial Videoscopes	Non-Destructive Testing Instruments	X-Ray Fluorescence (XRF) Analyzers
Field	Life Science	Industrial			
Share	40–50%	30–40%	35–45%	30–40%	25–35%
Competitors	Nikon, Zeiss, Leica	Nikon, Zeiss, Leica	Waygate Technologies	Waygate Technologies, Zetec, Eddyfi	Thermo Fisher
Uses	Biological and medical research and pathology research Basic life science research and clinical pathology research aimed at a better understanding of illnesses and other topics	Contribution to improvements in efficiency and quality in industry as well as in safety and security in everyday lives			
Customer Segment	LS research/Clinical (Pathology research)/ Regenerative/Medicine support & Drug discovery support	Manufacturing/Infrastructure maintenance/Environment & natural resources			

### Strategies, Progress, and Future Measures by Area

In Scientific Solutions Division (SSD), we aim to meet the true needs of customers and to create values that exceed customers' expectations through solutions aimed at improving customers' total workflow, in addition to high-quality hardware products. We will also strengthen our business operation platform for sustainable growth, as well as pursue functional

enhancement for further profitability improvement. The life science field contributes to fundamental medical research, pathological diagnosis, and regenerative medicine. In the industrial field, our value proposition utilizing advanced technologies is expected to roll out process and know-how within Olympus.

#### Life Science

Strategies	Progress and Future Measures
<ul style="list-style-type: none"> <li>Establishment of solutions for life science research, clinical, and cell culture monitoring of customer segments</li> <li>In addition to hardware, providing digital and workflow solutions for digital pathological diagnosis as new value provision for foundational research workflows</li> </ul>	<ul style="list-style-type: none"> <li>Utilizing the OLYMPUS Provi CM20 incubation monitoring system, commenced joint research with the aim of developing a cloud-based service capable of centrally managing research workflows, such as in data acquisition, management, sharing, and analysis</li> </ul>

#### Industrial

Strategies	Progress and Future Measures
<ul style="list-style-type: none"> <li>Establishment of automation and labor-saving solutions using IoT and cloud technologies, focusing on customer segments in manufacturing, infrastructure &amp; maintenance, and environment &amp; natural resource</li> <li>Provision of systems and workflow solutions that fit individual customer needs</li> </ul>	<ul style="list-style-type: none"> <li>Under development are further solutions utilizing Olympus Scientific Cloud™ (OSC), which contributes to improving customer productivity in markets where future growth is expected, such as manufacturing, infrastructure maintenance, and environment and natural resources</li> </ul>

#### Business Growth by Means of an Intragroup Reorganization of SSD

In June 2021, we commenced considerations toward an intragroup reorganization of SSD. We believe that we will be able to accelerate SSD's efforts to achieve sustainable growth and improve profitability by establishing a globally integrated business structure suited to the characteristics of the division with a management structure that enables agile and rapid decision-making.