

February 5, 2021

3rd Quarter Results & Financial Position for the Fiscal Year Ended March 2021

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(1) Overview of 3rd Quarter Results

(2) 3rd Quarter Results by Business Segment

(3) FY 2020 Earnings Forecast

(4) Supplementary Materials

Summary of 3rd Quarter Results



**Increased sales and income.
Record-breaking third-quarter net sales,
operating income, ordinary income,
and profit**

**Responding to the COVID-19 pandemic
with infectious disease
countermeasure projects**

**Recovery continued in China, mainly for
the Analytical & Measuring Instruments
segment, and sales also increased in
Japan, Europe,
and other Asian countries.**

**Analytical & Measuring Instruments
sales growth continued for key models.
Strong sales also continued for
Industrial Machinery TMPs.**

- Although some impacts of the COVID-19 pandemic remained, Analytical & Measuring Instruments and Industrial Machinery segments were recovering.
- Net sales increased from decreasing 4 % during the first half to increasing 5 % during the third quarter (year-on-year). Profit also increased respectively to achieve both increased sales and income.
- The strong Analytical & Measuring Instruments segment achieved record-breaking results in the third quarter, with the eighth consecutive year of increased net sales and the fourth consecutive year of increased operating income.

- The Analytical & Measuring Instruments segment accelerated sales of the novel coronavirus detection kits.
- In November, the segment released a fully automatic PCR testing system.
- For the Medical Systems segment, demand continued for mobile X-ray systems used for pneumonia examinations.

- In China, strong sales continued for the Analytical & Measuring Instruments segment, with a 13 % increase in the first half followed by an 11 % increase in the third quarter.
- Also in China, Medical Systems segment sales increased due to mobile X-ray systems and Industrial Machinery segment sales increased due to a recovery in capital investment levels.
- In Europe, sales started increasing for pharmaceuticals, clinical, and other applications in Western Europe. In other Asian countries, sales started increasing mainly for pharmaceuticals in India.

- Sales of Analytical & Measuring Instruments segment key models (LC, MS, and GC) started increasing in the second quarter, reaching +5 % for the second quarter and +6 % for the third quarter, with growth mostly for pharmaceutical, food safety, and healthcare applications.
- Industrial Machinery TMP sales continued to be strong, due to expanding semiconductor demand for 5G and other applications.

Statement of Income

- Net sales: 97.3 billion yen (+4.7 billion yen or +5 % year-on-year)
- Operating income: 13.1 billion yen (+3.0 billion yen or +30 % year-on-year)
- Operating margin: 13.4 % (+2.6 points year-on-year)

| Units: Billions of yen | | Q3 | | YoY | |
|------------------------|---|---------|---------|---------|---------------------------|
| | | FY 2020 | FY 2019 | Changes | Percent Increase/Decrease |
| Business Results | Net Sales | 97.3 | 92.6 | +4.7 | +5% |
| | Operating Income | 13.1 | 10.1 | +3.0 | +30% |
| | Operating Margin | 13.4% | 10.9% | +2.6pt | — |
| | Ordinary Income | 13.0 | 10.7 | +2.3 | +22% |
| | Profit Attributable to Owners of Parent | 9.7 | 8.1 | +1.6 | +19% |
| Exchange Rates | Average Rate: USD (Yen) | 104.57 | 108.80 | - 4.23 | -3.9% |
| | Euro (Yen) | 124.57 | 120.36 | +4.21 | +3.5% |
| Major Investments | R&D Expenses | 3.7 | 3.6 | +0.1 | |
| | CAPEX | 4.6 | 2.2 | +2.4 | |
| | Depreciation and Amortization | 3.9 | 3.3 | +0.6 | |

Exchange Rate Effect

Net sales: -1.2 billion yen
Operating income: -0.4 billion yen

Foreign Exchange Sensitivity

(Billions of yen)

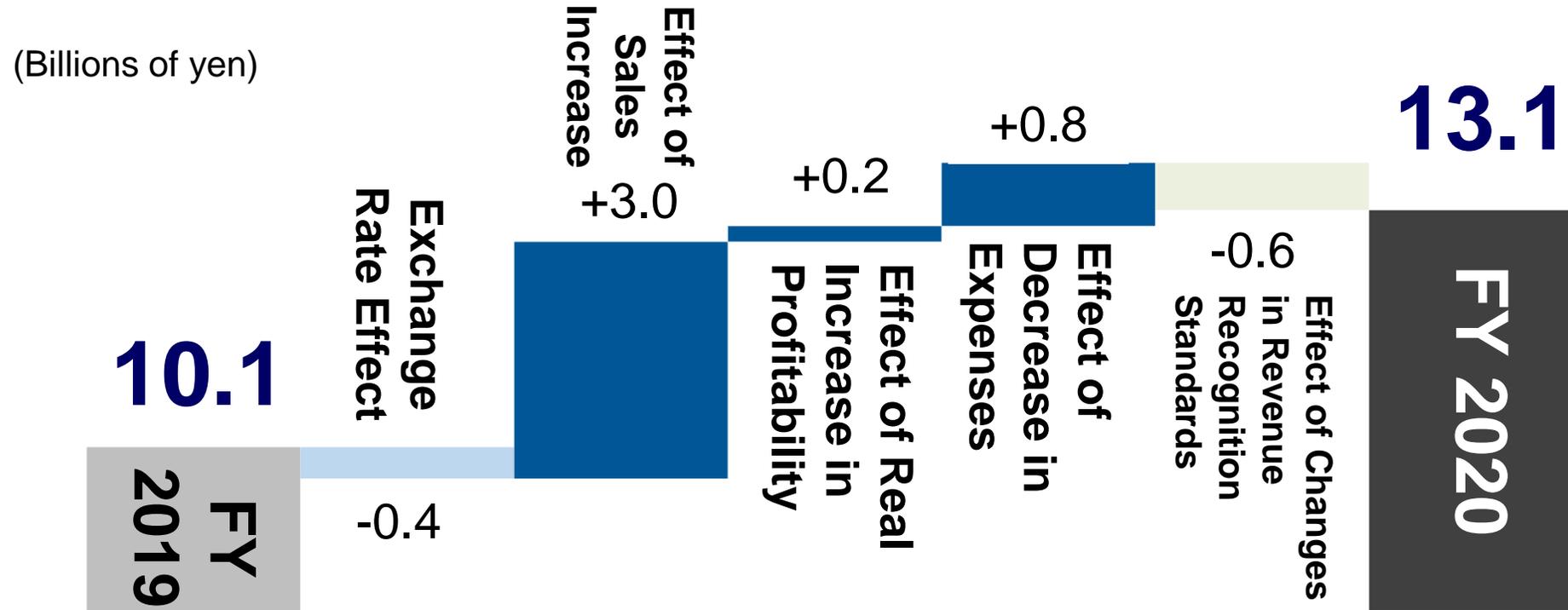
| | Net Sales | Operating Income |
|-----|-----------|------------------|
| USD | 1.2 | 0.4 |
| EUR | 0.2 | 0.07 |

Effects of Changes in Accounting Standards

- Standards for recognizing sales changed from shipment basis to installation basis.
Value of impact: -1.9 billion yen in net sales and -0.6 billion yen in operating income
- Lease standard changed (from loan amount to depreciation and amortization expense).
Value of impact: +0.4 billion yen in depreciation and amortization expenses

Analysis of Year-on-Year Increase/Decrease in Operating Income

- Exchange rate effect: -0.4 billion yen (Due to +4 % yen value vs US dollar and -4 % yen value vs euro, year-on-year)
- Effect of sales increase: +3.0 billion yen
- Increase in profitability: +0.2 billion yen (Due to increased profitability from improved segment mix)
- Decrease in expenses: +0.8 billion yen (Expenses decreased due to expense-reduction measures and restrictions on sales activities.)
- Effect of changes in revenue recognition standards: -0.6 billion yen



Sales and Income by Business Segment

• AMI: Analytical & Measuring Instruments, MED: Medical Systems, IM: Industrial Machinery, AE: Aircraft Equipment

- AMI: Sales and income increased** ■ Sales increased for both key models and other products, breaking third-quarter records for net sales, operating income, and operating margin.
- MED: Sales and income increased** ■ Despite severe circumstances due to the pandemic, sales of X-ray systems for pneumonia examinations continued to increase and stronger cost-reduction measures increased income.
- IM: Sales and income increased** ■ TMP sales continued to increase for semiconductor manufacturing equipment. Hydraulic equipment and other sales were also recovering due to capital equipment investment recovery in China.
- AE: Sales and income decreased** ■ Results were significantly impacted by lower production of commercial aircraft.

| Units: Billions of yen | Net Sales | | | | Operating Income | | | | Operating Margin | | |
|---------------------------|-------------|---------|-------------|---------------------------|------------------|---------|-------------|---------------------------|------------------|---------|-------------------|
| | FY 2020 | FY 2019 | YoY | | FY 2020 | FY 2019 | YoY | | FY 2020 | FY 2019 | YoY |
| | | | Changes | Percent Increase/Decrease | | | Changes | Percent Increase/Decrease | | | Increase/Decrease |
| AMI | 62.8 | 59.1 | +3.8 | +6% | 11.3 | 9.5 | +1.8 | +19% | 17.9% | 16.1% | +1.8pt |
| MED | 15.7 | 15.4 | +0.3 | +2% | 0.9 | -0.1 | +1.0 | — | 5.7% | -0.8% | +6.5pt |
| IM | 11.7 | 10.7 | +1.0 | +9% | 1.1 | 1.0 | +0.1 | +13% | 9.7% | 9.4% | +0.3pt |
| AE | 6.0 | 6.1 | -0.1 | -2% | -0 | 0.1 | -0.2 | — | -0.7% | 2.0% | -2.7pt |
| Other | 1.0 | 1.3 | -0.3 | -22% | 0.4 | 0.2 | +0.1 | +63% | 26.6% | 12.7% | +13.9pt |
| Adjustments | | | | | -0.6 | -0.7 | +0.1 | — | | | |
| Total | 97.3 | 92.6 | +4.7 | +5% | 13.1 | 10.1 | +3.0 | +30% | 13.4% | 10.9% | +2.6pt |

• Net sales are external sales and operating margins are calculated by dividing external plus internal sales by operating income.

(1) Overview of 3rd Quarter Results

(2) 3rd Quarter Results by Business Segment

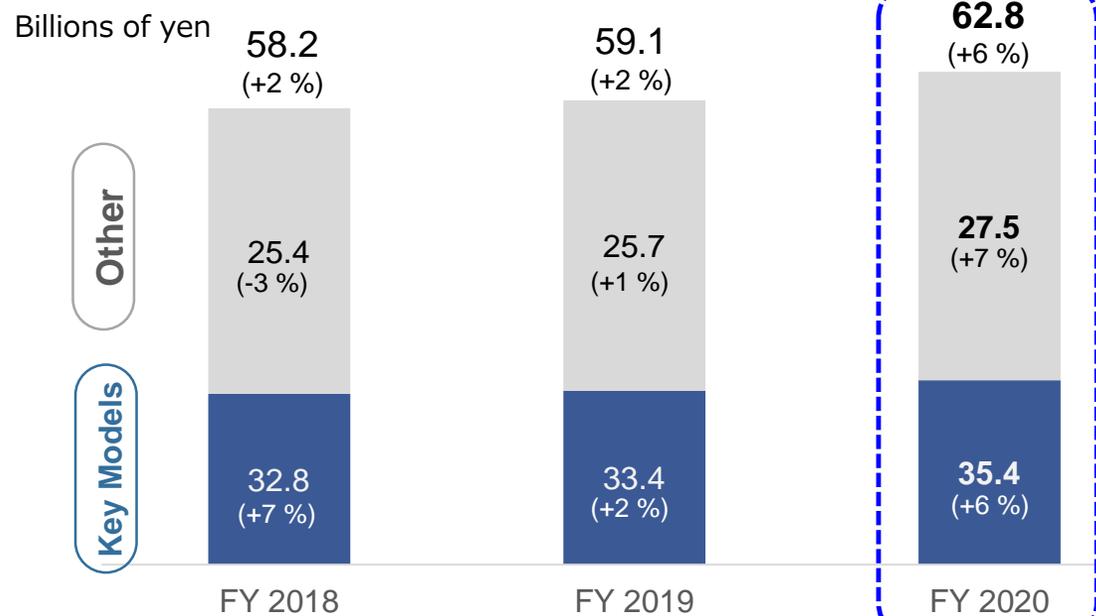
(3) FY 2020 Earnings Forecast

(4) Supplementary Materials

Analytical & Measuring Instruments Net Sales by Model

- **Key models:** 35.4 billion yen (+2.0 billion yen or +6 % year-on-year); Recovery became more apparent than the first half (+0.5 billion yen or +1 % year-on-year)
Sales increased respectively for integrated LC products for pharmaceuticals, MS products for healthcare institutions, and GC products for public health management.
- **Other:** 27.5 billion yen (+1.8 billion yen or +7 % year-on-year); Sales increased after decreased income in the first half (-4.2 billion yen or -8 % year-on-year)
Sales of novel coronavirus detection kits increased.
- **Aftermarket business sales ratio:** 35 % (+2 points year-on-year)
Sales of novel coronavirus detection kits and chromatograph consumables increased.

Analytical & Measuring Instruments 3rd-Quarter Results



• ± or % values in parentheses indicate year-on-year changes.

Analytical & Measuring Instruments

| | | | | |
|-------------------|--|--|--|--|
| Other |  Novel Coronavirus Detection Kit |  AutoAmp Fully Automatic PCR System |  TOC-1000e TOC Analyzer |  Testing Machine |
| Key Models |  i-Series Liquid Chromatograph System |  LCMS-8060NX Liquid Chromatograph Mass Spectrometer |  iMScope QT Imaging Mass Microscope |  GCMS-TQ8050 NX Gas Chromatograph Mass Spectrometer |

Analytical & Measuring Instruments

Net Sales by Region

Japan: +11 % Although novel coronavirus detection kit sales were strong, sales continued to struggle for testing machines, nondestructive inspection machines, and other products in the transport equipment field.

Outside Japan: +4 % Sales continued to recover in China. Sales started increasing in Europe and other Asian countries, due to a recovery trend for pharmaceuticals, clinical, and academia applications in Western Europe and for pharmaceuticals in India. Sales in North America decreased due to slowing investments by small/medium laboratories and other factors.

Overseas sales ratio: 63 % (-1 point year-on-year)

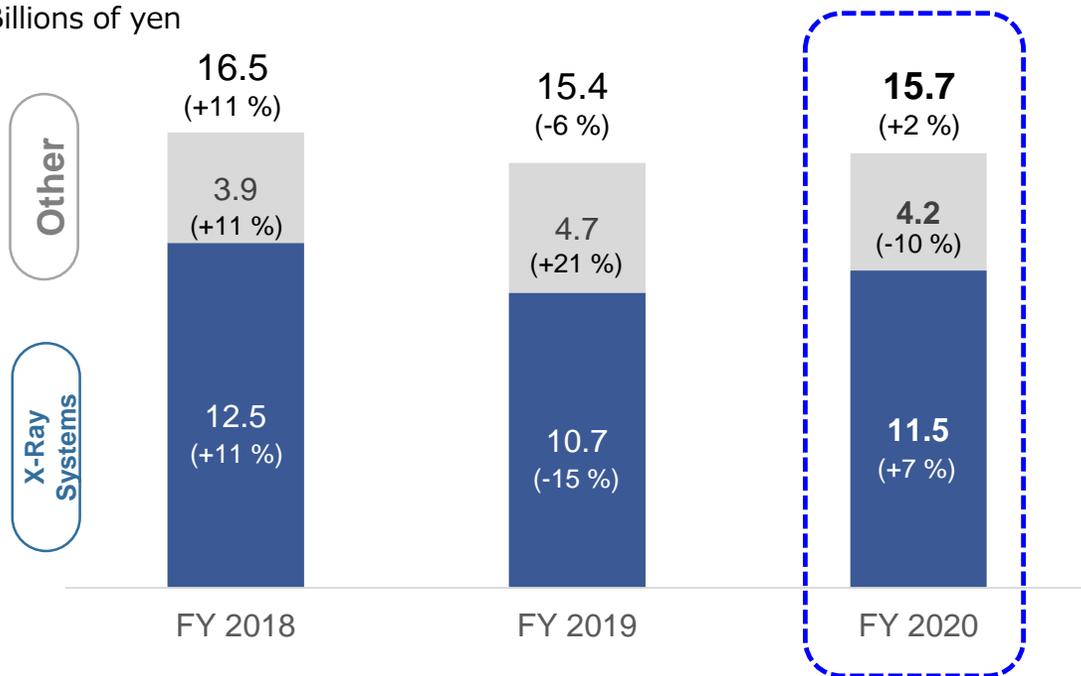
| Billions of yen | FY 2020 | FY 2019 | Increase/ Decrease | Percent Increase/ Decrease | Overview |
|-----------------------|---------|---------|-----------------------|----------------------------------|--|
| Japan | 23.5 | 21.2 | +2.4 | +11 % | <ul style="list-style-type: none"> Novel coronavirus detection kit sales remained strong. Mass spectrometer sales increased mainly for academia, due to supplementary budget appropriations and other factors. |
| Outside Japan | 39.3 | 37.9 | +1.4 | +4 % | <ul style="list-style-type: none"> Sales continued to recover in China, also increased in Europe, and also increased mainly in India and other Asian countries. Demand from clinical testing laboratories and others stalled in North America due to the COVID-19 pandemic. |
| China | 16.1 | 14.5 | +1.5 | +11 % | <ul style="list-style-type: none"> Sales of mass spectrometers and other products increased due to demand generated from revisions to the Chinese Pharmacopoeia. Sales expanded due to active government investments, expanded demand for food safety, and market recovery in industrial fields. |
| North America | 6.6 | 7.3 | -0.7 | -10 % | <ul style="list-style-type: none"> Sales were impacted by the pandemic and stalled demand in academia, clinical, and government fields. Investment by small-medium laboratories was also stalling. |
| Europe | 7.1 | 6.6 | +0.5 | +8 % | <ul style="list-style-type: none"> In Western Europe, investment was recovering for pharmaceuticals, academia, and other fields. Sales of liquid chromatographs and gas chromatographs were strong. |
| Other Asian Countries | 7.5 | 7.1 | +0.4 | +6 % | <ul style="list-style-type: none"> In India, capital investment levels were recovering for pharmaceuticals, due to measures to strengthen domestic production of pharmaceutical ingredients. |

Medical Systems Net Sales by Model

- **X-ray systems:** 11.5 billion yen (+0.8 billion yen or +7 % year-on-year); Sales were increased despite severe market circumstances due to pandemic impacts.
Sales of mobile X-ray systems used for COVID-19-related pneumonia examinations increased significantly.
Sales of angiography and R/F systems decreased due to market stagnation from worsening profitability of healthcare institutions and other factors.
- **Other:** 4.2 billion yen (-0.5 billion yen or -10 % year-on-year)
- **Aftermarket business sales ratio:** 34 % (+3 points year-on-year)

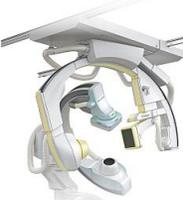
Medical Systems 3rd-Quarter Results

Billions of yen



• ± or % values in parentheses indicate year-on-year changes.

Medical Systems

| | | | | |
|----------------------|--|--|--|---|
| Other |  Elmammo Avant Class Dedicated Breast PET System |  LIGHTVISION Near-Infrared Fluorescence Imaging System |  MERSYS-IV Hospital Patient Reception System (Infectious Disease Package) |  SyncTraX FX4 Tumor-Tracking System for Radiotherapy Systems |
| X-Ray Systems |  MobileDaRt Evolution Mobile X-Ray System |  SONIALVISION G4 R/F System |  Trinias unity edition Angiography System |  RADspeed Pro General Radiography System |

Medical Systems Net Sales by Region

- **Japan:** -7 % Downturn in treatment and surgical procedures due to the pandemic, and postponement or freezing of capital equipment investments at healthcare institutions.
- **Outside Japan:** +13 % Sales of mobile X-ray systems increased in major regions outside Japan.
- **Overseas sales ratio:** 48 % (+5 points year-on-year)

| Billions of yen | FY 2020 | FY 2019 | Increase/ Decrease | Percent Increase/ Decrease | Overview |
|------------------------------|------------|---------|-----------------------|----------------------------------|---|
| Japan | 8.2 | 8.8 | -0.6 | -7 % | <ul style="list-style-type: none"> • Impacted by postponement or freezing of capital equipment investments at healthcare institutions due to the pandemic. • Sales decreased, especially for angiography and other large systems. |
| Outside Japan | 7.6 | 6.7 | +0.9 | +13 % | <ul style="list-style-type: none"> • Mobile X-ray system sales continued to increase for diagnosing pneumonia. Sales expanded in North America, Europe, and China. |
| North America | 1.9 | 1.5 | +0.3 | +22 % | <ul style="list-style-type: none"> • Sales of mobile X-ray systems increased for diagnosing pneumonia. • Earnings benefited from merger of sales subsidiary CMI, which was acquired in January 2019. |
| Europe | 1.8 | 1.1 | +0.6 | +54 % | <ul style="list-style-type: none"> • Sales of mobile X-ray systems increased for diagnosing pneumonia. • Sales expanded significantly in Western Europe. |
| China | 1.3 | 1.1 | +0.2 | +20 % | <ul style="list-style-type: none"> • Sales of mobile X-ray systems increased for diagnosing pneumonia. |
| Other Asian Countries | 1.3 | 1.6 | -0.3 | -18 % | <ul style="list-style-type: none"> • Installations were delayed in some regions of Southeast Asia due to the pandemic and other factors. |

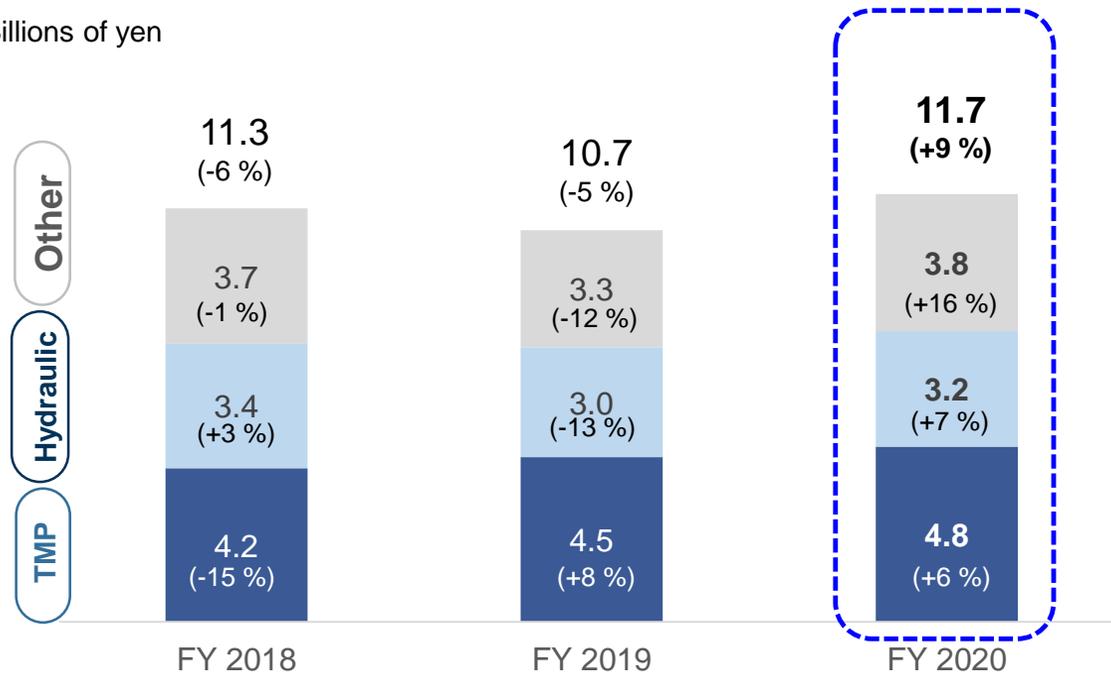
Industrial Machinery Net Sales by Model

- **TMP:** 4.8 billion yen (+0.3 billion yen or +6 % year-on-year)
- **Hydraulic:** 3.2 billion yen (+0.2 billion yen or +7 % year-on-year)
- **Other:** 3.8 billion yen (+0.5 billion yen or +16 % year-on-year)
- **TMP aftermarket sales ratio:** 18 % (+1 point year-on-year)

Strong sales continued, mainly for semiconductor manufacturing equipment. Demand was recovering for forklifts and small construction machinery in China. In China, capital equipment investment was recovering in industrial fields and glass winder sales increased.

Industrial Machinery 3rd-Quarter Results

Billions of yen



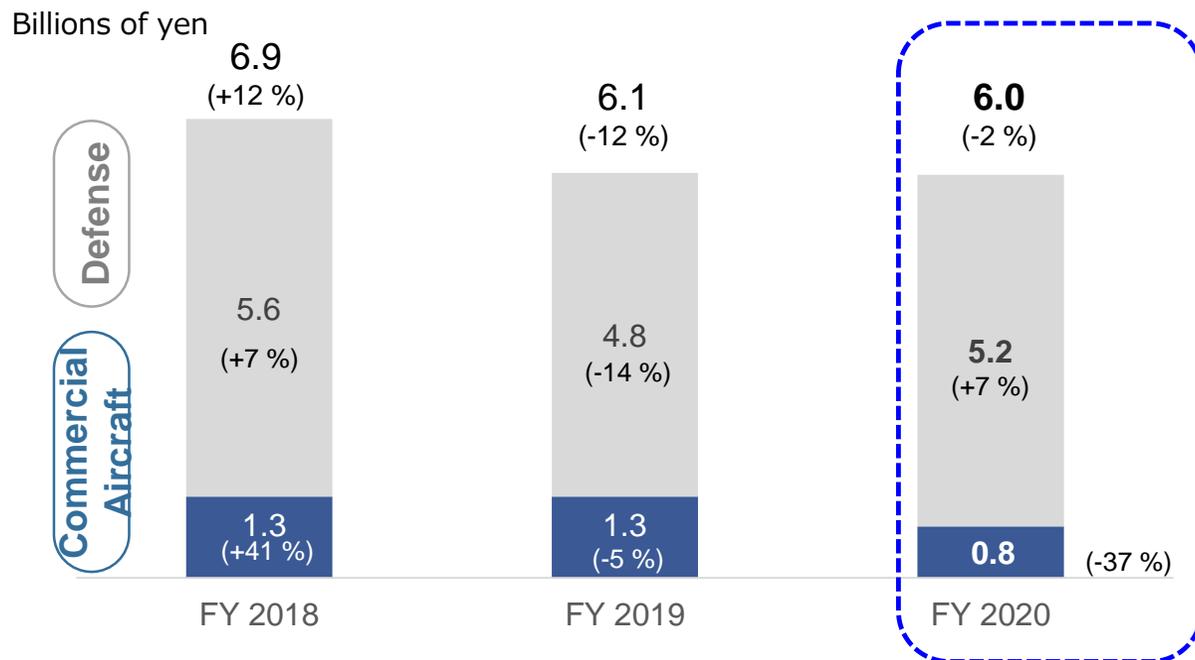
Industrial Machinery

| | | | |
|--------------|---|---|---|
| Other |    | | |
| | Industrial Furnace | Glass Winder | Balancer |
| TMP |   | | Hydraulic Equipment |
| | Model with Integrated Power Supply | Model with Standalone Power Supply |   |
| | | | Gear Pump Control Valve |

Aircraft Equipment Net Sales by Field

- **Commercial aircraft: 0.8 billion yen (-0.5 billion yen or -37 % year-on-year)**
Sales decreased significantly, mainly for equipment installed on Boeing aircraft, due to lower production of commercial aircraft.
- **Defense: 5.2 billion yen (+0.4 billion yen or +7 % year-on-year)**
Sales increased due to progress delivering aircraft equipment for the Japanese Ministry of Defense.

Aircraft Equipment 3rd-Quarter Results



• ± or % values in parentheses indicate year-on-year changes.



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- (2) 3rd Quarter Results by Business Segment
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- (4) Supplementary Materials

Business Environment Outlook

Although impacts from the COVID-19 pandemic will continue, demand is expected to expand for the Analytical & Measuring Instruments segment mainly in the healthcare field, for the Medical Systems segment due to capital equipment investments at public hospitals funded by supplementary budget appropriations, and for the Industrial Machinery segment mainly in the semiconductor field.

• AMI: Analytical & Measuring Instruments, MED: Medical Systems, IM: Industrial Machinery, AE: Aircraft Equipment

| Segment | Field | Outlook for Market Conditions | |
|---------|-------------------------------|-------------------------------|---|
| AMI | Healthcare | Excellent | <ul style="list-style-type: none"> ■ Demand will expand for novel coronavirus detection kits and PCR testing systems. ■ Sales of mass spectrometers and other products will expand for virus research and testing. ■ Demand based on the revised Chinese Pharmacopoeia will continue in China. |
| | Academia/government | Strong | <ul style="list-style-type: none"> ■ Demand will expand for mass spectrometers and other products used for virus research and testing. ■ In Japan, demand will expand based on supplementary budget appropriations. |
| | Industry | Weak | <ul style="list-style-type: none"> ■ Capital equipment investment levels will continue recovering for materials, electrical goods, etc. |
| MED | Public hospitals | Strong | <ul style="list-style-type: none"> ■ In Japan, demand is expected based on supplementary budget appropriations. ■ Demand will slow down for mobile X-ray systems used to diagnose pneumonia. |
| | Private sector hospitals | Poor | <ul style="list-style-type: none"> ■ Investment levels will continue to stagnate due to severe hospital operating conditions. |
| IM | TMP | Strong | <ul style="list-style-type: none"> ■ Demand will increase for turbomolecular pumps due to high production levels of semiconductor manufacturing equipment. |
| | Hydraulic equipment | Strong | <ul style="list-style-type: none"> ■ Hydraulic equipment demand will expand based on economic recovery mainly in China. |
| | Other | Strong | <ul style="list-style-type: none"> ■ Industrial furnace and glass winder demand will increase due to recovery in capital equipment investment levels in China. |
| AE | Commercial aircraft equipment | Poor | <ul style="list-style-type: none"> ■ Demand for aircraft equipment will decrease due to a continuing significant decrease in commercial aircraft production. |

FY 2020 Earnings Forecast

- Net sales was revised upward from the previous forecast by 20.0 billion yen to 385.0 billion yen and operating income by 8.0 billion yen to 46.0 billion yen.
- Operating income and operating margin values will exceed previous record levels.
- The previously reported year-end dividend was increased by 2 yen to 15 yen per share, for a planned annual dividend of 30 yen per share.

| | Full-Year | | | Changes from the Previous Forecast | | YoY | | |
|--|------------------------|---------|-------------------------------|------------------------------------|---------|---------------------------|---------|---------------------------|
| | Units: Billions of yen | FY 2020 | Previous Forecast for FY 2020 | FY 2019 | Changes | Percent Increase/Decrease | Changes | Percent Increase/Decrease |
| Business Results | | | | | | | | |
| Net Sales | | 385.0 | 365.0 | 385.4 | +20.0 | +5% | - 0.4 | -0% |
| Operating Income | | 46.0 | 38.0 | 41.8 | +8.0 | +21% | +4.2 | +10% |
| Operating Margin | | 11.9% | 10.4% | 10.9% | +1.5pt | — | +1.1pt | — |
| Ordinary Income | | 45.0 | 37.5 | 42.7 | +7.5 | +20% | +2.3 | +5% |
| Profit Attributable to Owners of Parent | | 33.0 | 27.0 | 31.8 | +6.0 | +22% | +1.2 | +4% |

| Exchange Rates | Average Rate: USD (Yen) | 105 | 106 | 109 | - 1 | -0.9% | - 4 | -3.5% |
|-----------------------|-------------------------|-----|-----|-----|-----|-------|-----|-------|
| | Euro (Yen) | 123 | 118 | 121 | +5 | +4.1% | +2 | +1.8% |

| Major Investments | R&D Expenses | 16.0 | 16.0 | 16.9 | +0 | — | - 0.9 | -5.3% |
|--------------------------|--------------------------------------|------|------|------|----|---|-------|--------|
| | CAPEX | 12.0 | 12.0 | 17.7 | +0 | — | - 5.7 | -32.1% |
| | Depreciation and Amortization | 15.0 | 15.0 | 13.3 | +0 | — | +1.7 | +13.2% |

Full-Year Exchange Rate Effect

Net sales: -4.1 billion yen
Operating income: -1.4 billion yen

Dividends

Interim: 15 yen (15 yen the previous year)
Year-end: 15 yen (15 yen the previous year)
Annual: 30 yen (30 yen the previous year)

Effects of Changes in Accounting Standards
Change in Lease Standard (from loan amount to depreciation and amortization expense)
Full-year value of impact: +1.7 billion yen in depreciation and amortization expenses

FY 2020 Earnings Forecast by Business Segment

• AMI: Analytical & Measuring Instruments, MED: Medical Systems, IM: Industrial Machinery, AE: Aircraft Equipment

- AMI: **Sales and income increased**
 - MED: Sales decreased and **income increased**
 - IM: **Sales and income increased**
 - AE: Sales and income decreased
- Recovery is expected to continue in Japan, China, Europe, and other regions, mainly in healthcare fields.
 - Due to impacts from the COVID-19 pandemic, market stagnation with severe operating conditions is expected to continue for healthcare institutions, but increased income will be secured.
 - Sales of TMPs for semiconductor manufacturing equipment will continue to be strong.
 - Severe market conditions will continue, mainly in the commercial aircraft field.

| Units: Billions of yen | Net Sales | | | | | | Operating Income | | | | | | Operating Margin | | |
|---------------------------|--------------|-------------------|--------------|------------------------------------|-------------|---------------------------|------------------|-------------------|-------------|------------------------------------|-------------|---------------------------|------------------|--------------|-------------------|
| | FY 2020 | Previous Forecast | FY 2019 | Changes from the Previous Forecast | YoY | | FY 2020 | Previous Forecast | FY 2019 | Changes from the Previous Forecast | YoY | | FY 2020 | FY 2019 | YoY |
| | | | | Changes | Changes | Percent Increase/Decrease | | | | Changes | Changes | Percent Increase/Decrease | | | Increase/Decrease |
| AMI | 244.0 | 228.0 | 236.2 | +16.0 | +7.8 | +3% | 41.0 | 33.5 | 35.8 | +7.5 | +5.2 | +15% | 16.8% | 15.1% | +1.7pt |
| MED | 65.5 | 62.0 | 70.2 | +3.5 | -4.7 | -7% | 3.3 | 2.4 | 3.2 | +0.9 | +0.1 | +3% | 5.0% | 4.5% | +0.5pt |
| IM | 44.0 | 42.5 | 43.0 | +1.5 | +1.0 | +2% | 4.0 | 3.7 | 3.7 | +0.3 | +0.3 | +9% | 9.1% | 8.5% | +0.6pt |
| AE | 27.5 | 28.5 | 30.0 | -1.0 | -2.5 | -8% | 0.1 | 0.6 | 0.8 | -0.5 | -0.7 | -87% | 0.4% | 2.6% | -2.3pt |
| Other | 4.0 | 4.0 | 6.0 | +0 | -2.0 | -33% | 0.5 | 0.5 | 1.2 | +0 | -0.7 | -58% | 8.6% | 15.4% | -6.8pt |
| Adjustments | | | | | | | -2.9 | -2.7 | -2.7 | -0.2 | -0.2 | — | | | |
| Total | 385.0 | 365.0 | 385.4 | +20.0 | -0.4 | -0% | 46.0 | 38.0 | 41.8 | +8.0 | +4.2 | +10% | 11.9% | 10.9% | +1.1pt |

• Net sales are external sales and operating margins are calculated by dividing external plus internal sales by operating income.

- (1) Overview of 3rd Quarter Results
- (2) 3rd Quarter Results by Business Segment
- (3) FY 2020 Earnings Forecast
- (4) Supplementary Materials**

Statement of Income (9-Month Total)

| Units: Billions of yen | | Apr.-Dec. (9-Month Total) | | YoY | |
|------------------------|---|------------------------------|---------|---------|---------------------------|
| | | FY 2020 | FY 2019 | Changes | Percent Increase/Decrease |
| Business Results | Net Sales | 276.1 | 279.1 | -3.1 | -1% |
| | Operating Income | 32.7 | 28.0 | +4.8 | +17% |
| | Operating Margin | 11.9% | 10.0% | +1.8pt | — |
| | Ordinary Income | 32.5 | 28.8 | +3.7 | +13% |
| | Profit Attributable to Owners of Parent | 23.6 | 21.4 | +2.2 | +10% |

| | | | | | |
|----------------|-------------------------|-------|-------|------|-------|
| Exchange Rates | Average Rate: USD (Yen) | 106.2 | 108.7 | -2.6 | -2.3% |
| | Euro (Yen) | 122.4 | 121.1 | +1.3 | +1.1% |

| | | | | |
|-------------------|-------------------------------|------|------|-------|
| Major Investments | R&D Expenses | 10.8 | 12.1 | - 1.3 |
| | CAPEX | 10.5 | 11.9 | - 1.4 |
| | Depreciation and Amortization | 11.5 | 9.8 | +1.7 |

Exchange Rate Effect

Net sales: -2.5 billion yen
Operating income: -0.9 billion yen

Foreign Exchange Sensitivity

(Billions of yen)

| | Net Sales | Operating Income |
|-----|-----------|------------------|
| USD | 1.2 | 0.4 |
| EUR | 0.2 | 0.07 |

Effects of Changes in Accounting Standards

- Standards for recognizing sales changed from shipment basis to installation basis.
Value of impact: +2.2 billion yen in net sales and +1.3 billion yen in operating income
- Lease standard changed (from loan amount to depreciation and amortization expense).
Value of impact: +1.3 billion yen in depreciation and amortization expenses

Sales and Income by Business Segment (9 Months)

• AMI: Analytical & Measuring Instruments, MED: Medical Systems, IM: Industrial Machinery, AE: Aircraft Equipment

| Units: Billions of yen | Net Sales | | | | Operating Income | | | | Operating Margin | | |
|---------------------------|--------------|---------|-------------|---------------------------|------------------|---------|-------------|---------------------------|------------------|---------|-------------------|
| | FY 2020 | FY 2019 | YoY | | FY 2020 | FY 2019 | YoY | | FY 2020 | FY 2019 | YoY |
| | | | Changes | Percent Increase/Decrease | | | Changes | Percent Increase/Decrease | | | Increase/Decrease |
| AMI | 172.6 | 172.5 | +0.1 | +0% | 28.4 | 25.1 | +3.3 | +13% | 16.5% | 14.6% | +1.9pt |
| MED | 46.4 | 50.3 | -4.0 | -8% | 2.0 | 1.3 | +0.7 | +56% | 4.3% | 2.6% | +1.8pt |
| IM | 32.3 | 30.2 | +2.0 | +7% | 2.9 | 2.1 | +0.7 | +33% | 8.8% | 7.1% | +1.8pt |
| AE | 22.0 | 21.3 | +0.7 | +3% | 0.4 | 0.4 | -0.1 | -13% | 1.7% | 2.0% | -0.3pt |
| Other | 2.9 | 4.8 | -1.9 | -40% | 0.6 | 0.8 | -0.3 | -34% | 13.3% | 13.4% | -0.1pt |
| Adjustments | | | | | -1.5 | -1.8 | +0.3 | — | | | |
| Total | 276.1 | 279.1 | -3.1 | -1% | 32.7 | 28.0 | +4.8 | +17% | 11.9% | 10.0% | +1.8pt |

Analytical & Measuring Instruments Year-on-Year Change for Key Models

| | FY 2018 | | | | | FY 2019 | | | | | FY 2020 | | |
|-------------------|---------|-----|-----|-----|-----|---------|------|-----|------|-----|---------|-----|------|
| | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 |
| Key Models | +4% | +0% | +8% | +2% | +3% | +5% | +7% | +5% | -10% | -1% | -5% | +2% | +11% |
| All | +12% | +3% | +3% | +2% | +6% | -4% | +10% | +4% | -11% | +1% | -7% | -4% | +10% |

- **Key models: Liquid chromatographs (LC), mass spectrometers (MS), gas chromatographs (GC)**

- FY 2020 comparisons exclude impacts from changes in exchange rates and revenue recognition standards.

Analytical & Measuring Instruments

Year-on-Year Change in Net Sales by Region

| Country | FY 2018 | | | | | FY 2019 | | | | | FY 2020 | | |
|-----------------------|---------|------|------|-----|------|---------|------|------|------|------|---------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 |
| Japan | +15% | -1% | -4% | -1% | +1% | -12% | +21% | +0% | -5% | +1% | -11% | -15% | +15% |
| North America | +17% | +14% | +9% | +3% | +10% | +4% | -5% | +16% | +4% | +5% | -4% | +13% | -8% |
| Europe | +11% | +7% | +19% | +8% | +12% | +1% | +19% | +2% | -2% | +5% | -5% | -5% | +5% |
| China | +10% | +6% | +3% | +9% | +7% | -8% | -4% | +4% | -40% | -12% | +12% | +14% | +18% |
| Other Asian Countries | -2% | -1% | +13% | -2% | +4% | +19% | +11% | +8% | -10% | +6% | -25% | -9% | +5% |
| India | +6% | -7% | +4% | -9% | -3% | +11% | -3% | +27% | -5% | +7% | -35% | -4% | +4% |

- Values for India are included in other Asian countries.

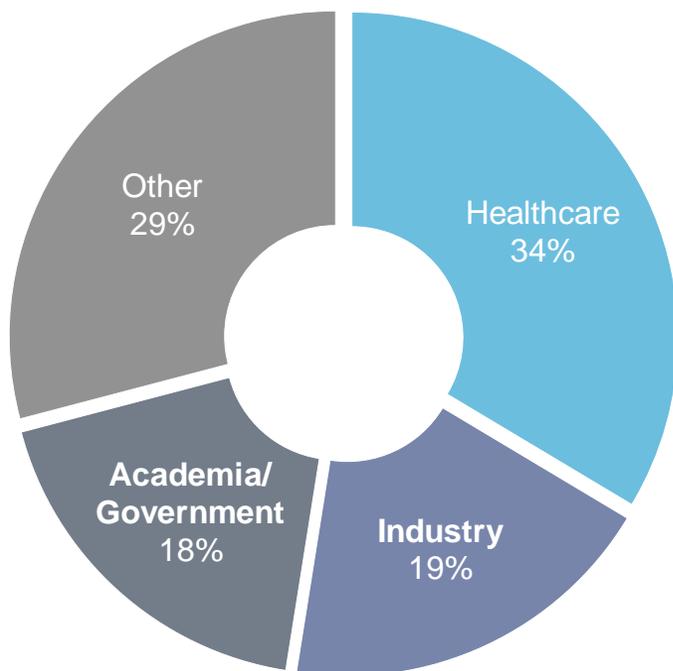
- FY 2020 comparisons exclude impacts from changes in exchange rates and revenue recognition standards.

Analytical & Measuring Instruments

Ratio of Net Sales by Market (Oct. to Dec.)

- **Healthcare:** Investment expanded in pharmaceuticals and novel coronavirus detection kit sales increased.
- **Industrial:** Markets continued to recover in China. Severe conditions continued for automotive.
- **Academia/government:** Sales started to increase due to government stimulus measures.

Ratio of Net Sales by Market



| Markets and Main Industries | YoY | Overview |
|--|-------|--|
| Healthcare <ul style="list-style-type: none"> • Pharmaceuticals and foods • Healthcare institutions • Contract analysis laboratories | +12 % | <ul style="list-style-type: none"> • Sales of novel coronavirus detection kits were strong. • Sales increased for pharmaceuticals and food safety. |
| Industry <ul style="list-style-type: none"> • Chemicals and materials • Electrical • Automotive | -1 % | <ul style="list-style-type: none"> • Recovery continued in China. • Automotive sales decreased significantly. |
| Academia/Government | +7 % | <ul style="list-style-type: none"> • Academia sales increased in Japan and China. • Government sales increased in Japan and Europe. |

Medical Systems

Year-on-Year Change in Net Sales by Region

| Country | FY 2018 | | | | | FY 2019 | | | | | FY 2020 | | |
|-----------------------|---------|------|------|------|------|---------|------|------|------|-----|---------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 |
| Japan | -1% | +16% | +19% | +6% | +10% | +6% | +30% | -2% | -5% | +7% | -15% | -33% | -1% |
| North America | +17% | -3% | -33% | -24% | -12% | -24% | -17% | +5% | +7% | -9% | +14% | +29% | +26% |
| Europe | +190% | +31% | +22% | -1% | +34% | -26% | -6% | +2% | -8% | -9% | +19% | +30% | +51% |
| China | +1% | -14% | -5% | -15% | -9% | -33% | +5% | -26% | +13% | -8% | +34% | -33% | +29% |
| Other Asian Countries | +11% | -2% | +45% | -28% | +6% | -8% | +3% | -16% | +34% | -0% | -9% | +17% | -4% |

- FY 2020 comparisons exclude impacts from changes in exchange rates and revenue recognition standards.

Industrial Machinery

Year-on-Year Change in Net Sales by Model

| | FY 2018 | | | | | FY 2019 | | | | | FY 2020 | | |
|----------------------------|---------|-----|------|------|------|---------|------|------|------|-----|---------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 |
| TMP | +14% | +0% | -15% | -29% | -9% | -25% | -26% | +10% | +48% | -1% | +46% | +36% | +7% |
| Hydraulic Equipment | +6% | +1% | +4% | +1% | +3% | +2% | +1% | -12% | -5% | -4% | -19% | -17% | +7% |
| Other | +92% | -9% | -1% | +36% | +21% | -37% | +19% | -11% | -1% | -8% | -7% | -20% | +14% |

- FY 2020 comparisons exclude impacts from changes in exchange rates and revenue recognition standards.

Aftermarket Business (AM) Sales Ratio

Analytical & Measuring Instruments

| | FY 2018 | | | | | FY 2019 | | | | | FY 2020 | | |
|-----------------------------------|---------|------|------|------|------|---------|-----|------|-----|-----|---------|-----|------|
| | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 |
| YoY Change in AM Net Sales | +18% | +14% | +15% | +11% | +14% | +3% | +6% | +10% | -2% | +4% | +1% | +4% | +12% |
| AM Ratio | 31% | 31% | 31% | 29% | 30% | 34% | 30% | 33% | 32% | 32% | 37% | 33% | 34% |

Medical Systems

| | FY 2018 | | | | | FY 2019 | | | | | FY 2020 | | |
|-----------------------------------|---------|-----|-----|-----|-----|---------|------|-----|-----|-----|---------|-----|------|
| | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 |
| YoY Change in AM Net Sales | +4% | -2% | +5% | +2% | +2% | +5% | +13% | -3% | +2% | +4% | +1% | -8% | +14% |
| AM Ratio | 32% | 29% | 30% | 29% | 30% | 35% | 28% | 31% | 30% | 30% | 37% | 32% | 32% |

TMP

| | FY 2018 | | | | | FY 2019 | | | | | FY 2020 | | |
|-----------------------------------|---------|------|------|------|------|---------|-----|-----|------|-----|---------|-----|------|
| | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 |
| YoY Change in AM Net Sales | +49% | +31% | +26% | +19% | +29% | +13% | +9% | -1% | +12% | +8% | +12% | +3% | +11% |
| AM Ratio | 14% | 18% | 20% | 24% | 19% | 22% | 27% | 18% | 18% | 21% | 17% | 21% | 19% |

• FY 2020 comparisons exclude impacts from changes in exchange rates and revenue recognition standards.



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