

Scientific Solutions Business



Scientific Solutions Business



We supply innovative products and services for supporting life science research, clinical research, and inspections of manufacturing and social infrastructure.”

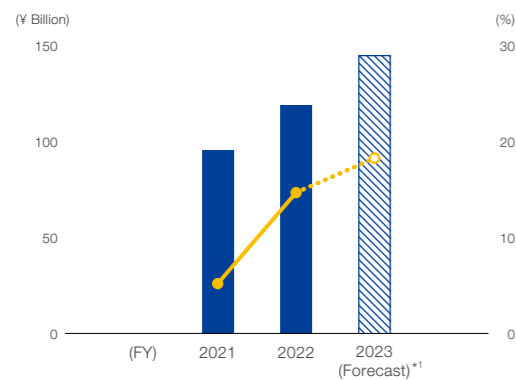
Yoshitake Saito

President and Representative Director, Evident Corporation



We implemented the company split of the Scientific Solutions Business into an independent entity, Evident Corporation, on April 1, 2022, and have since been operating under this new name. We promote agile product development and open innovation, accelerate sustainable growth, and improve profitability by establishing an autonomous management system befitting the unique character of Evident.

Results



	2021	2022	2023 (Forecast)*1	
Revenue	95.9	119.1	145.0	(¥ billion)
Operating Margin	5.2	14.7	18.3	(%)

* Forecast as of August 9, 2022

FY2022 Sales Composition



Operating Environment

Life Science

- Robust budget implementation at universities, research institutions, hospitals, etc.
- Continuous growth of target markets over the medium to long term is the expected result of enhanced investments in life science research, digital pathology and the activation of market supporting regenerative medicine.

Industrial

- Increasing demand in the semiconductor and electronic component markets, and the infrastructure maintenance market are also recovering. In the medium to long term, significant growth is expected in these markets, especially in China.
- Expansion can be expected to continue investment in semiconductors and electronic components on the back of continued growth in markets related to IoT and EVs. Continued investment in the infrastructure maintenance market is also expected.

Note: Olympus decided to transfer all shares of Evident Corporation, a specified subsidiary of Olympus to a special purpose company indirectly owned by funds advised by Bain Capital Private Equity, LP. The transfer is scheduled in January 2023.

Market Shares and Portfolios

	Biological Microscopes	Industrial Microscopes	Industrial Videoscopes	Non-Destructive Testing Instruments	X-Ray Fluorescence (XRF) Analyzers
Field	Life Science	Industrial			
Share	30–50%	30–40%	35–45%	30–40%	25–35%
Competitors	Nikon, Zeiss, Leica	Keyence, Nikon, Zeiss	Waygate Technologies	Waygate Technologies, Zetec, Eddyfi	Thermo Fisher
Products					
Uses	Contribution to the development of life science research and healthy living	Contribution to improvements in efficiency and quality in industry as well as in safety and security in everyday lives			
	Biological, medical, and pathology research	Semiconductor, electronic component, and automotive part inspections, etc.	Aircraft engine inspections, etc.	Plant and pipeline inspections, etc.	Resource and environmental surveys, RoHS directive compliance, etc.
Customer Segment	Life science research/ Clinical research/Support for regenerative medicine and drug discovery	Manufacturing/Infrastructure maintenance/Environment and natural resources			

Strategies, Progress, and Future Measures by Area

In Scientific Solutions Business, our goal is to meet the true needs of customers and to create value that exceeds customers' expectations through solutions aimed at improving customers' total workflow, in addition to high-quality hardware products. The life science field contributes to making peoples' lives healthier through fundamental clinical research—in fields including regenerative medicine, cancer, drug discovery, and neuroscience—as well as

through pathology and fertility treatment.

In the industrial field, we are providing value to improve efficiency for customers in a wide range of markets, focusing on infrastructure maintenance, manufacturing, as well as environment and natural resources. We will also strengthen our business operation platform for sustainable growth, and pursue functional enhancement for further profitability improvement.

Life Science

Strategies

- Establishment of solutions for life science research, clinical research, and cell culture monitoring of customer segments
- In addition to hardware, providing digital and workflow solutions for digital pathological diagnosis as new value provision for fundamental research workflows

Progress and Future Measures

- Commenced with providing cloud-based services in some regions for centrally managing research workflows, such as in data acquisition, management, sharing, and analysis
- Launched a new flagship model that realizes digital solution

Industrial

Strategies

- Strengthen platform for providing individualized solutions to customers and automation systems by continuing to promote digitalization of hardware and connectivity while focusing on customer segments in manufacturing, infrastructure and maintenance, and environment and natural resources
- Establishment of workflow solutions using IoT and cloud technologies

Progress and Future Measures

- Launched a workflow solutions business which uses the cloud in addition to the conventional hardware sales business
- Promote the development of further workflow solutions by enhancing cooperation with customers in segment including manufacturing, infrastructure maintenance, environment and natural resources