

B-c-2 Maintaining Good Relations with Production Partner Companies

Our business activities would be possible to carry out with the cooperation and support of all our suppliers, especially our partners who provide materials and parts required for product manufacturing. We work to maintain relationships of trust with domestic and overseas materials and services suppliers, and exchange information with these partner companies.

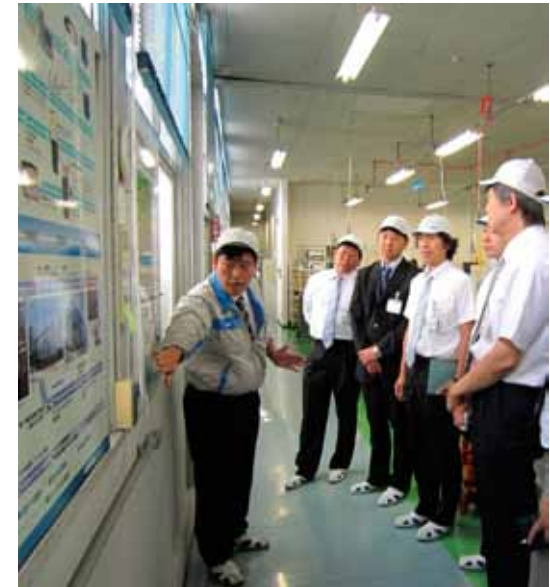
Maintaining Good Relations with Production & Assembly Partner Companies

We consider suppliers of production partner companies with which we can work and grow together. We maintain strong relationships with our material suppliers as well as with our outsource assembly companies. We have created an organization with our suppliers named “HORIBA Group Cooperators Organization of Manufacturing” for the HORIBA Group companies in Japan. We try to improve each other by adopting “Co-evolution, Harmony and Coexistence” as our motto.

In 2011, we worked with production partner companies to jointly hold the following events:
 Quality lectures at HORIBA COLLEGE (April)
 HORIBA product workshops (June)
 Technical Olympics (July)
 QC competitions (October)
 HORIBA STEC factory tour (December)

In particular, at the HORIBA product workshops held in June, we showed our production partner companies the level of quality that is expected of HORIBA products by having them learn about HORIBA products and observe the products at our factories with their own eyes in order to allow them to see how the parts, which they supply us with, are used for the HORIBA products and what roles such parts play.

Thus we endeavor to raise both our own and their quality awareness, improve production sites and increase technological capabilities by establishing close cooperation and coordination between our suppliers and HORIBA through encouraging learning from one another.



Scene from a HORIBA product workshop (June 2011)

