

# Shimadzu's Global Activities

Shimadzu is a player on the world stage in many industries. Based on a 5-block overseas network consisting of North America, Central and South America, Europe, China, and Asia-Oceania, we have established marketing and production bases all over the world. We have created business organizations that can respond to the varying needs of different countries and regions, and are actively working towards greater internationalization of technological development through greater cooperation in the areas of research, development, and marketing. Shimadzu is striving to develop its business in a way that reflects the importance of our partnerships with customers all over the world.

Concerning the global issue of environmental conservation, we produce a wide variety of environmental products, such as exhaust-gas analyzers and water-quality monitoring systems, and also actively promote their production overseas.

*Technical training for service engineers in Singapore*



*Medical equipment service training in Kyoto*



*Analytical equipment application training in Kyoto*

- Overseas subsidiaries
- Overseas offices
- Joint ventures

*Training for Middle East and African customers in Lebanon*



*Customer Support Center in Beijing*



# in North and South/Central America

Shimadzu Scientific Instruments, Inc. (SSI) covers all of North and Central America via a network of direct sales offices and distributors/dealers for analytical and scientific equipment sales and support. SSI performs business activities that emphasize the importance of our partnership with customers, and also offers a global account program to major pharmaceutical and chemical corporations based on Shimadzu's solid technical support reputation.

Shimadzu USA Manufacturing Inc. (SUM) in Oregon produces most of the Shimadzu analytical equipment sold in North America.

Shimadzu Precision Instruments, Inc (SPI) is primarily involved in the supply, procurement and local production of parts for aircraft equipment. SPI's medical system division (SMS) provides sales, marketing and support throughout the US for Shimadzu medical equipment via a network of direct sales offices and dealers. The vacuum technology division markets vacuum equipment, such as turbomolecular pumps, to major semiconductor production equipment suppliers.

In South America, Shimadzu has set up a customer support laboratory in Sao Paulo, Brazil to enhance the strength of our Brazilian regional center (Shimadzu do Brasil Comercio Ltda).



① Shimadzu Scientific Instruments, Inc.-USA  
② Shimadzu Precision Instruments, Inc.-USA  
③ Shimadzu do Brasil Comercio Ltda.-Brazil

# in China

China has been recently labeled "the world's factory" and its rapid economic expansion is continuing. In China, Shimadzu provides sales and technical support through a total of 11 offices in Beijing, Shanghai, Guangzhou and other cities, in addition to our strengthened dealer network.

We have also prepared ourselves for further market expansion via strong investment from the automobile, electronics and semiconductor industries. Additionally, higher Chinese government budget allocations are being made for university research & educational facilities and equipment.

We are also expanding our production facilities in China, specifically, in Beijing for medical equipment, in Tianjin for hydraulic equipment and in Shuzhou for analytical and environmental instruments. This will allow us to accommodate increases in demand, both from within China and throughout the world.



① Shimadzu (Suzhou) Instruments Manufacturing Co., Ltd.  
② Shimadzu International Trading (Shanghai) Co., Ltd.  
③ Tianjin Shimadzu Hydraulic Equipment Co., Ltd.

# in Europe and Russia

Centered around our European operation headquarters in Germany, we are upgrading and enhancing our direct sales and support activities in the UK, France, Benelux, Italy, Switzerland and Austria.

Eastern Europe, Russia and other CIS countries are expected to enjoy rapid economic expansion. In response to this Shimadzu is expanding its sales and support network, which now includes 6 offices throughout Russia.

Kratos, located in Manchester, England is leading brand for surface analysis instruments and TOF mass spectrometers. Shimadzu Research Laboratory (Europe) Ltd., also in Manchester, promotes joint international research and development, to provide state-of-the-art beam technology for surface analysis and mass spectrometry.



① Kratos Group PLC.-UK  
② Shimadzu Deutschland GmbH-Germany  
③ Shimadzu Research Laboratory (Europe) Ltd.

# in South-East Asia and Oceania

Shimadzu (Asia Pacific) Pte Ltd in Singapore covers both South and South-East Asia, serving as the regional headquarters for sales, technical support, and international procurement in conjunction with satellite centers in Vietnam, Philippines, Malaysia and India. Shimadzu Philippines Manufacturing Inc. produces precision scales for the global market, which significantly reduces costs, while maintaining a high level of quality.

To handle India's rapid and continuing market expansion, we are strengthening our support of Indian customers and distributors, as well as expanding our existing medical product production facility.

Our Australian direct-sales subsidiary has earned a high reputation for technical support of X-ray systems and for their wide-range coverage of analytical equipment products.



① Shimadzu Scientific Instruments (Oceania) Pty Ltd. and Shimadzu Medical Systems (Oceania) Pty Ltd.  
② Shimadzu (Asia Pacific) Pte. Ltd. -Singapore  
③ Shimadzu Philippines Manufacturing Inc. -Philippines