

European Sales Meeting 2026

Dr Ruediger Bader

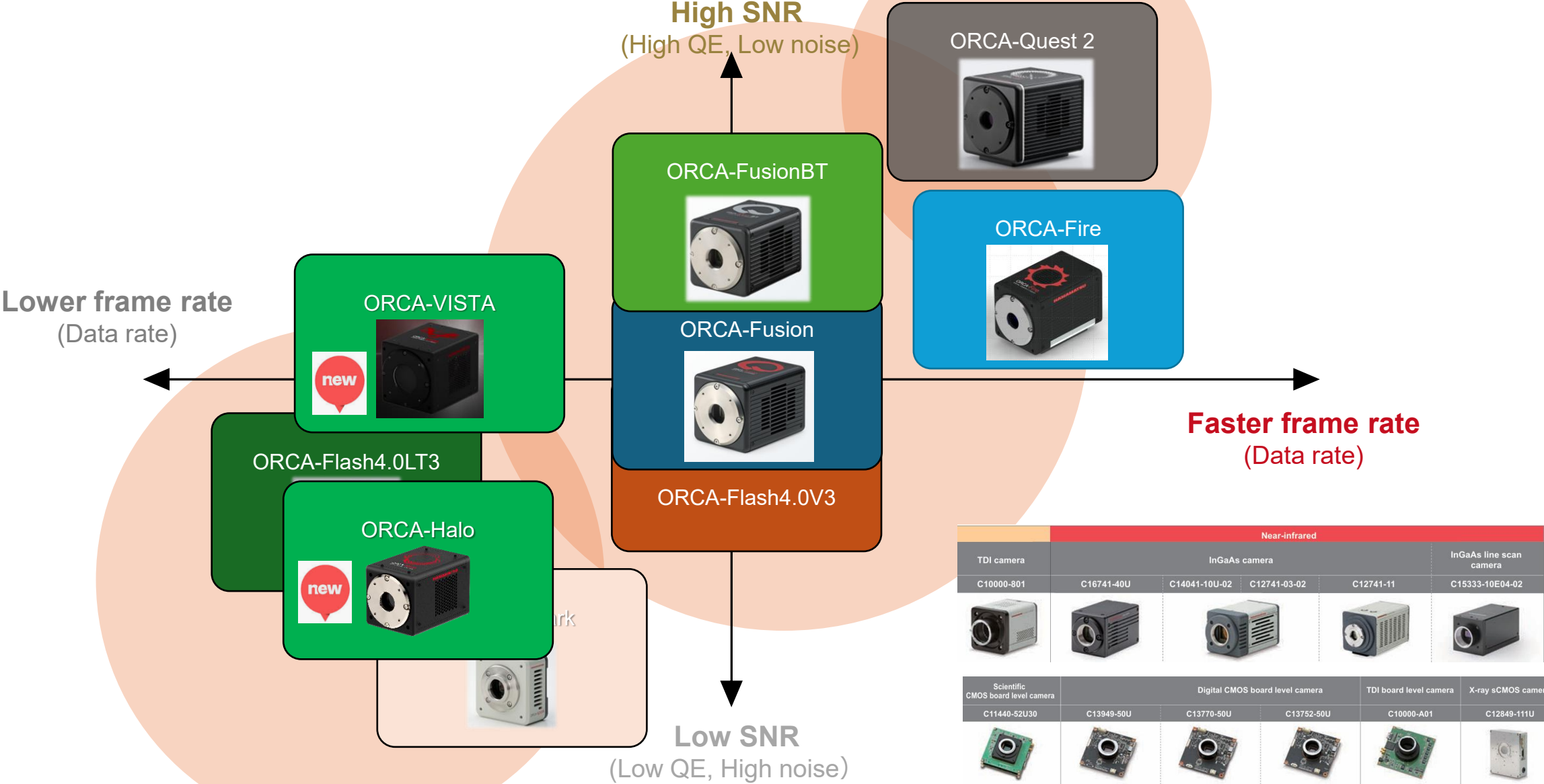
Product Manager Imaging - HPEU

23rd & 24th of September 2026

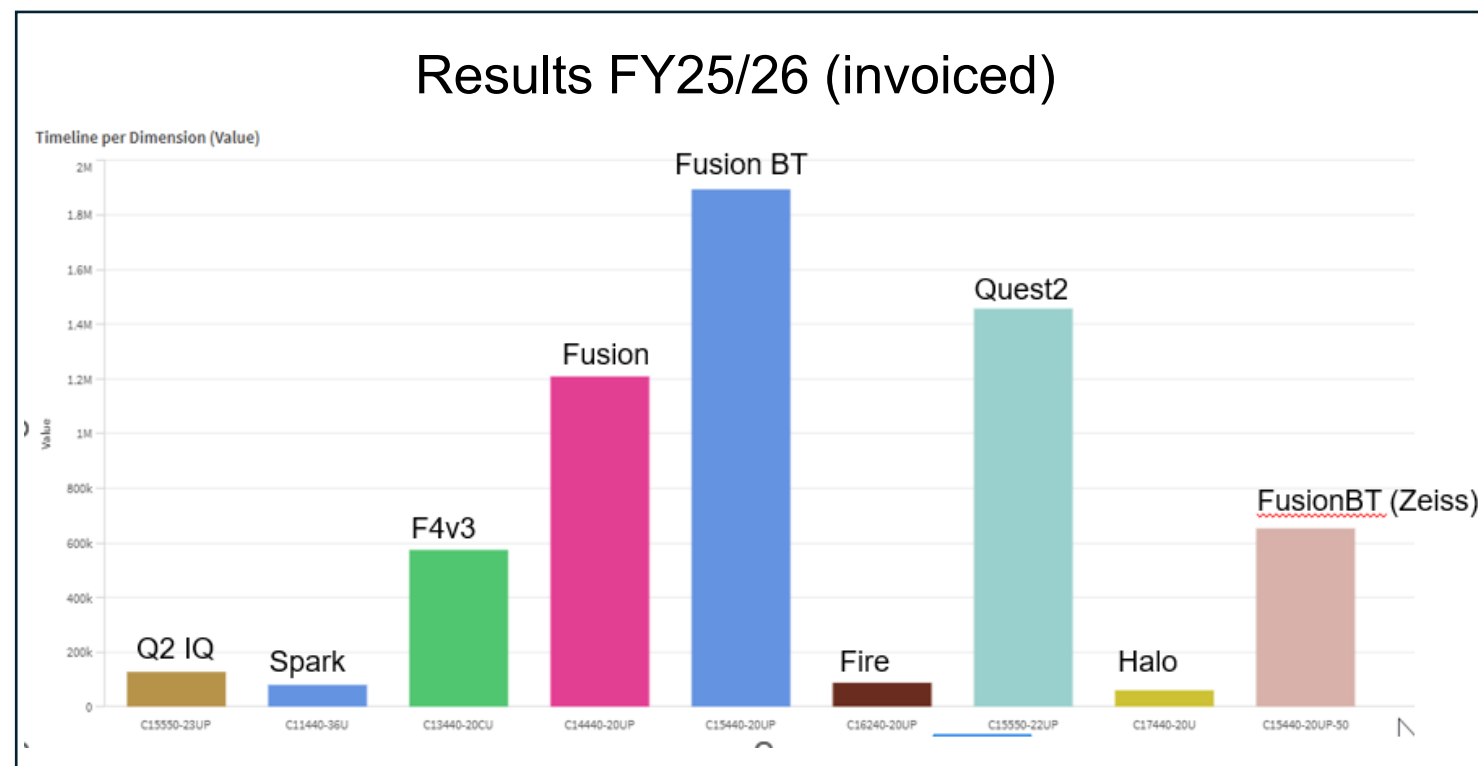
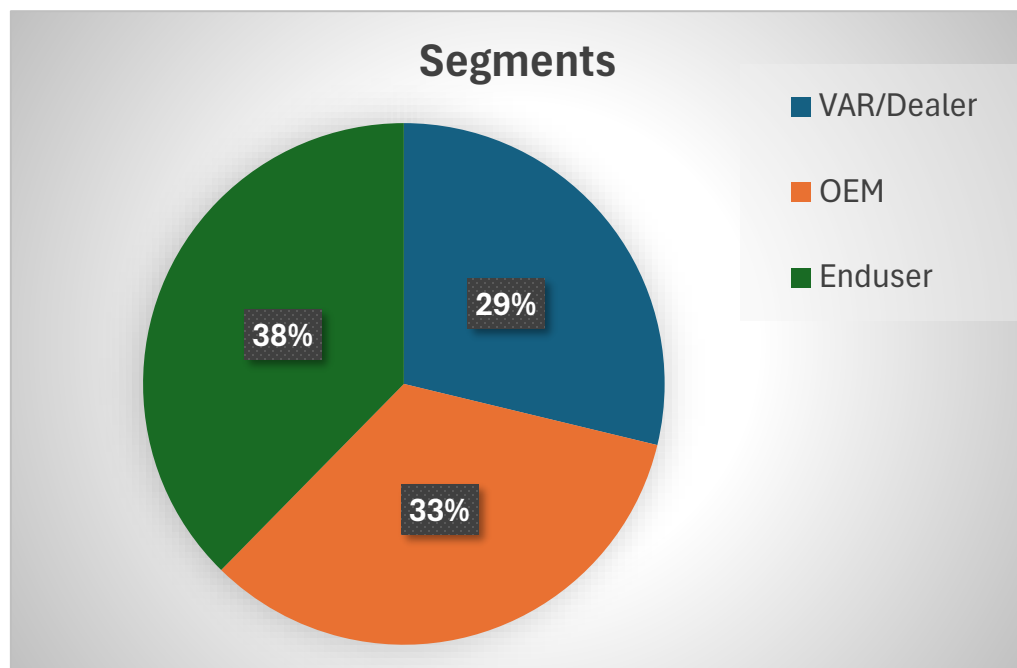
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- Product Range
- Competition
- Road Map
- Growth Plan
- TWG and PM integration

Camera portfolio



Biggest markets and most popular products



OEM: ZEISS, FEI, Malvern, Oxford Nanoimaging, Abbelight

VAR/Dealer: Evident, Leica, Nikon

End-user: Universities & Research Organisations in Life Sciences and Quantum segment

Market situation



- Cameras delivering high speed and big FoV
- Use cheaper sensors from Gpixel and Sony
- Have own sensor design – Anafocus, e2v
- Good quality, fast go to market



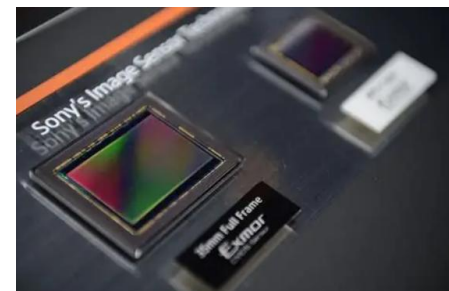
- Use cheaper sensors from Gpixel and Sony
- Fast go to market
- Very low list prices (China production)
- Microscope companies reluctant to integrate



- Strong in physical sciences market
- Bought First Light Imaging for new line up
- Problems with quality (condensation)
- Use cheaper sensors from Gpixel and Sony



- Strong in Germany, good relationship to OEM
- Released competitor of Orca-Quest2 (same sensor)
- Good quality



Trends in Light Microscopy



EVIDENT



- Development of microscope bodies with big FoV
- 25mm – 26.5mm are now market leading FN
- Strong in Spinning Disk microscopy
- Fast 3D volumetric technology gaining market share
- Main camera requirements: sensitivity, big FoV, Speed
- Main competitors: Teledyne Photometrics Kinetix range

Leica
MICROSYSTEMS

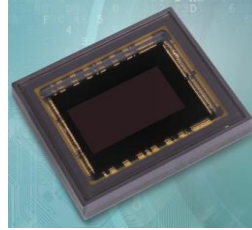


- Prefer Leica branded cameras
- Example K5 and K8
- Main camera requirements: cost, USPs
- Main competitors:
 - pco.panda, K5, uncooled, low cost
 - Photometrics BSI Express: K8, back illuminated, low cost



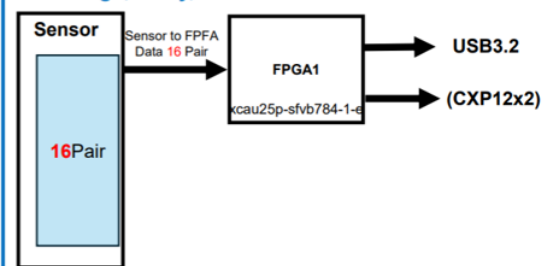
- Using our cameras on high end systems e.g. Elyra 7, Lattice Lightsheet 7
- good relationship through PMT business
- Interest in rebranded cameras (Axiocam)
- Main camera requirements: high quality, good support
- Main competitors: Sony, pco, Photometrics

A new strategy –a camera platform with a single sensor



Sensor	HPK30
Peak QE	94%@600nm
Effective Number of pixels/ pixel size	2976 x 2976 (8.85M)/ 6.5um
Effective area	19.344mm x 19.344mm/ 27mm diagonal
Readout Modes	13 readout modes high speed (12 bit and 8 bit) low read noise (0.2-0.64 e-) High dynamic range (20,000 e- FWC) LightSheet
New Functions	Analog Binning (noiseless) Multi ROI (can skip lines)

Mid-range, Entry, Board



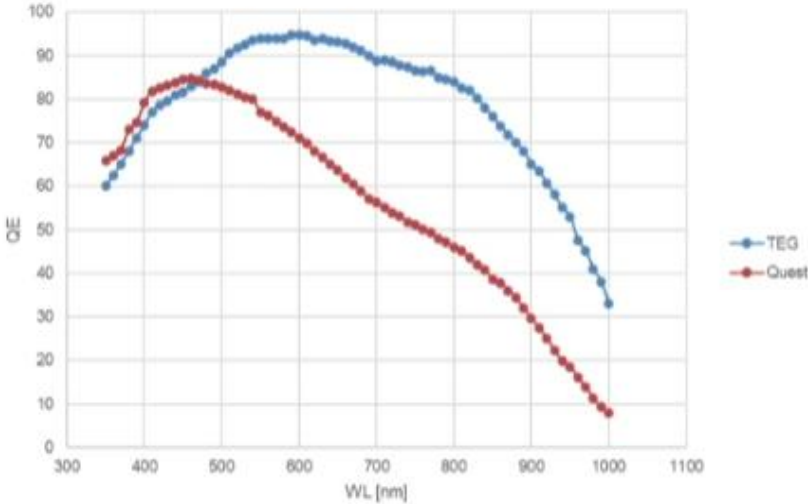
next gen sCMOS/ qCMOS camera range

Model	Sensor size [mm]	Cooling	interface	Speed (bit) *highlights	Read noise [e-]	Price [Euro]
LT	22	no	USB3.2	87 (16) 116 (12)	0.64 0.39	8k-10k
General	22 and 27	0 C	USB3.2 2x CXP-12	115/80 (16) 230/160 (12)	0.39 0.39	16k-21k
Speed	22 and 27	0 C	USB3.2 2x CXP-12	230/160 (12) 920/640 (12, 2x2)	0.39 0.39	16k-21k
Sensitivity	22 and 27	0C	USB3.2 2x CXP-12	18.7/15 (16) 75/60 (16, 2x2)	0.28 0.28	16k-21k
Custom	22 and 27	0 C	USB3.2 2x CXP-12	Modes of choice	0.28-0.64	19k-23k
High End	22 and 27	-20 C	USB3.2 4x CXP-12	All modes, 2 nd FPGA to implement smart functions	0.2-0.64	25k-30k

Camera range advantages

- Lower development costs due to same design
- Supply chain easier to manage (same BoM for all cameras)
- Sensor more cost effective through higher volume
- High flexibility with choosing modes, important for OEM
- Possibility of build to order - lower stocking costs for HPK and HPEU subs

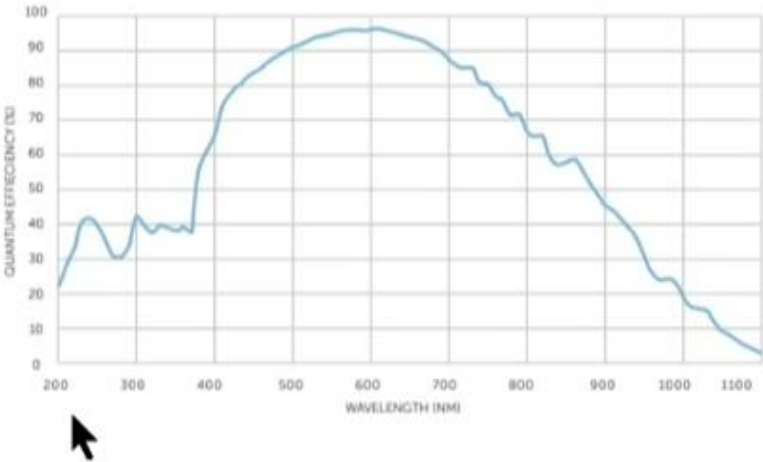
Next-Gen sCMOS (w/o package)



GSENSE 6504BSI



Teledyne Kinetix
(GSENSE 6510BSI)

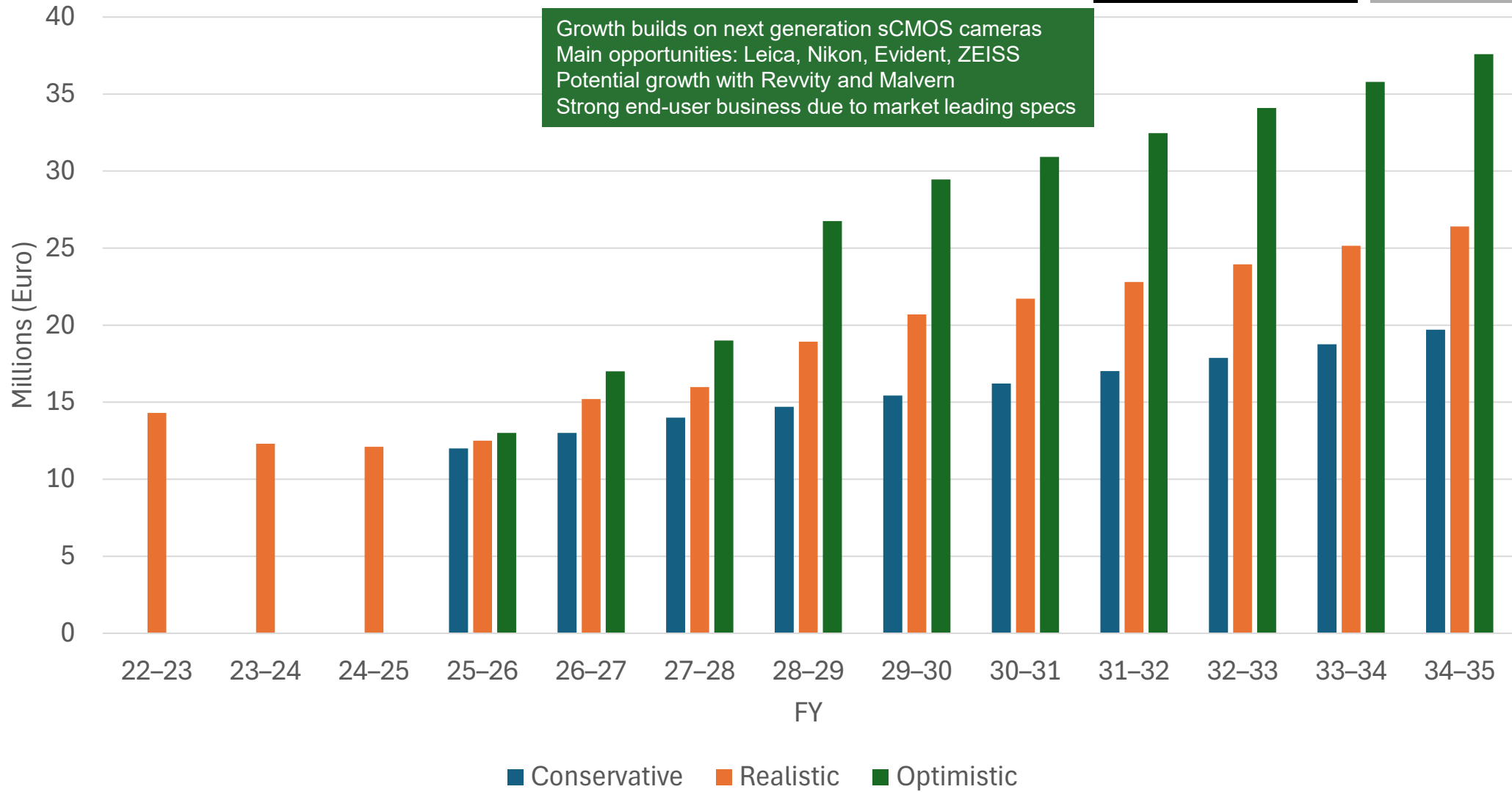


QE (%, Red is the best)	300 nm	400 nm	500 nm	600 nm	700 nm	800 nm	900 nm	1000 nm
Next-Gen sCMOS	-	74	88	94	89	84	65	33
GSENSE6504BSI	50	70	86	85	73	43	27	9
Kinetix	42	65	92	96	87	66	45	18

Cameras SYS - Financials: Revenue, Forecast, Potential

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Markets outside microscopy

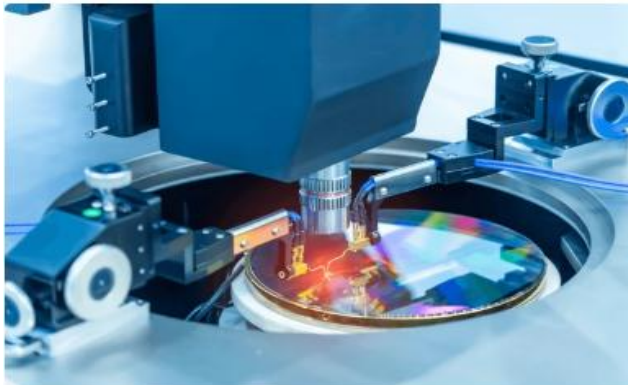
Quantum Computing



Aerospace/ Astronomy



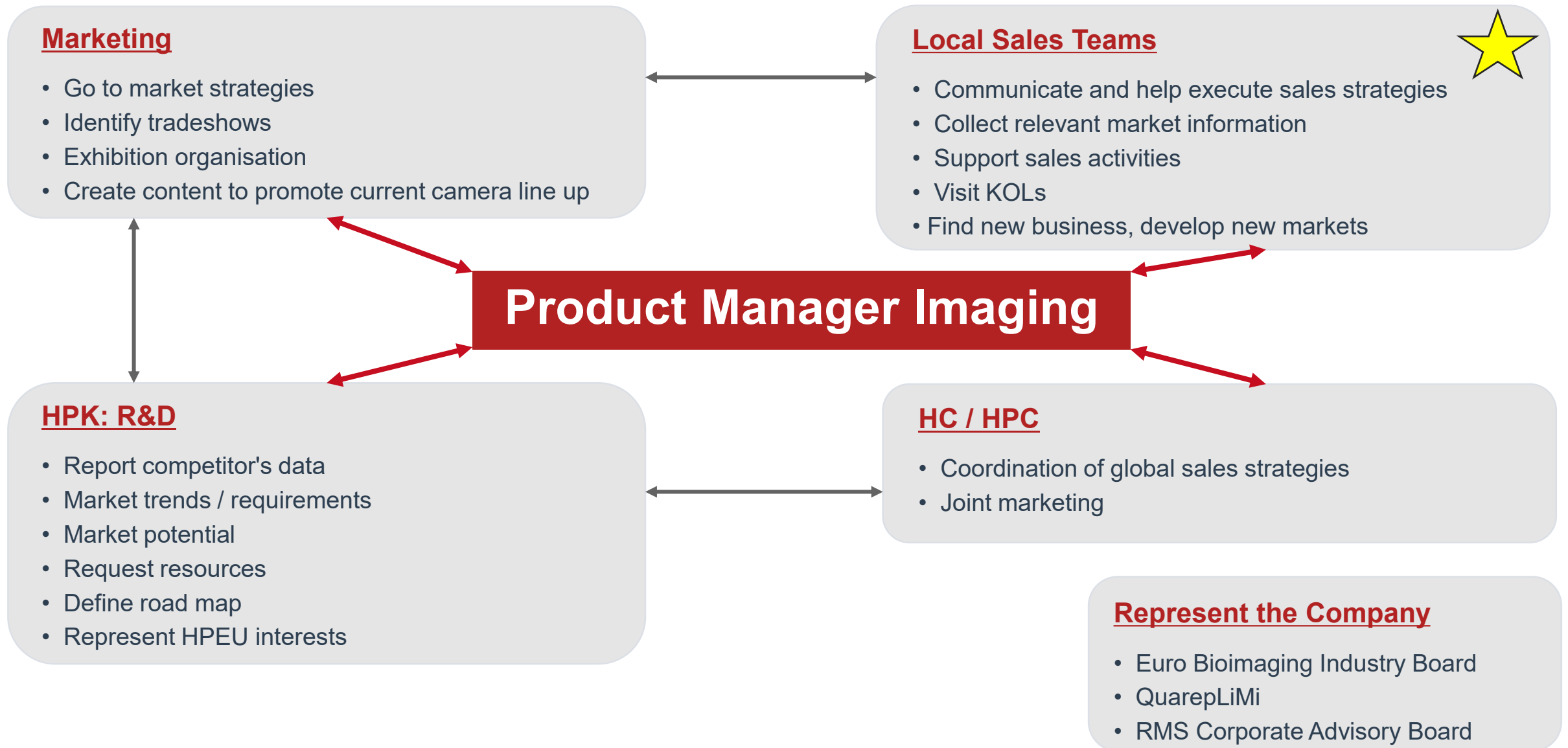
Semiconductor



Defence



Product Manager Imaging (and TWG)



How can we work together

- Find new camera OEM business through long standing customer relationships
- Markets: Semicon, Astronomy, Defence, Quantum, Healthcare, Diagnostix
- Join customer visits to find out about camera requirements
- Support through technical camera talks or road map information (NDA)
- Make contact to relevant SYS/RDG colleagues
- Provide camera training
- Join tradeshow and help with demo set ups

www.hamamatsu.com

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DEVELOPMENT**

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