The 8th Technology Presentation

June 3rd 2011

Sysmex Corporation

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> Member of Managing Board and Executive Officer
> Head of R&D

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（2）Progress status in launching stage

- Innovative technology in Next generation of hematology system -
① Blood testing technology   New approach for improvement of usability
② New platelet counting technology（Enhanced accuracy by platelet specific staining）
③ High accurate measurement technology of leukocyte
④ Measurement technology for Hematopoietic Cell（HPC）

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① OSNA（Rapid diagnosis of lymph node metastasis detection technology）
② C2P（Breast cancer recurrence prediction）
③ Cervical cancer screening
④ Disease status simulation technology for diabetes
⑤ Measurement of glucose AUC by minimum invasive fluid extraction technology

（4）Strengthening of bio-material (protein) production technology

3. Progress status in research stage   Kaoru ASANO Executive Officer, Executive Vice President
（1）New technology

① Circulating tumor cell
② Detection technology for methylated DNA
③ DNA chip

（2）Approach for e-Health

2. Strategy & Progress of R&D

Mitsuru WATANABE

Member of Managing Board and Executive Officer

Head of R&D

# 2. Strategy & Progress of R&D

（1） Direction & Strategy R&D

（2） Progress status in launching stage
- Innovative technology in Next generation of hematology system –

① Blood testing technology (New approach for improvement of usability)

② New platelet counting technology (Enhanced accuracy by platelet specific staining)

③ High accurate measurement technology of leukocyte

④ Measurement technology for Hematopoietic Cell （HPC）

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2．（1）Outline of Technology Strategy

Vision of R&D activity

Sysmex Way

⬇
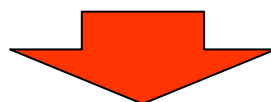
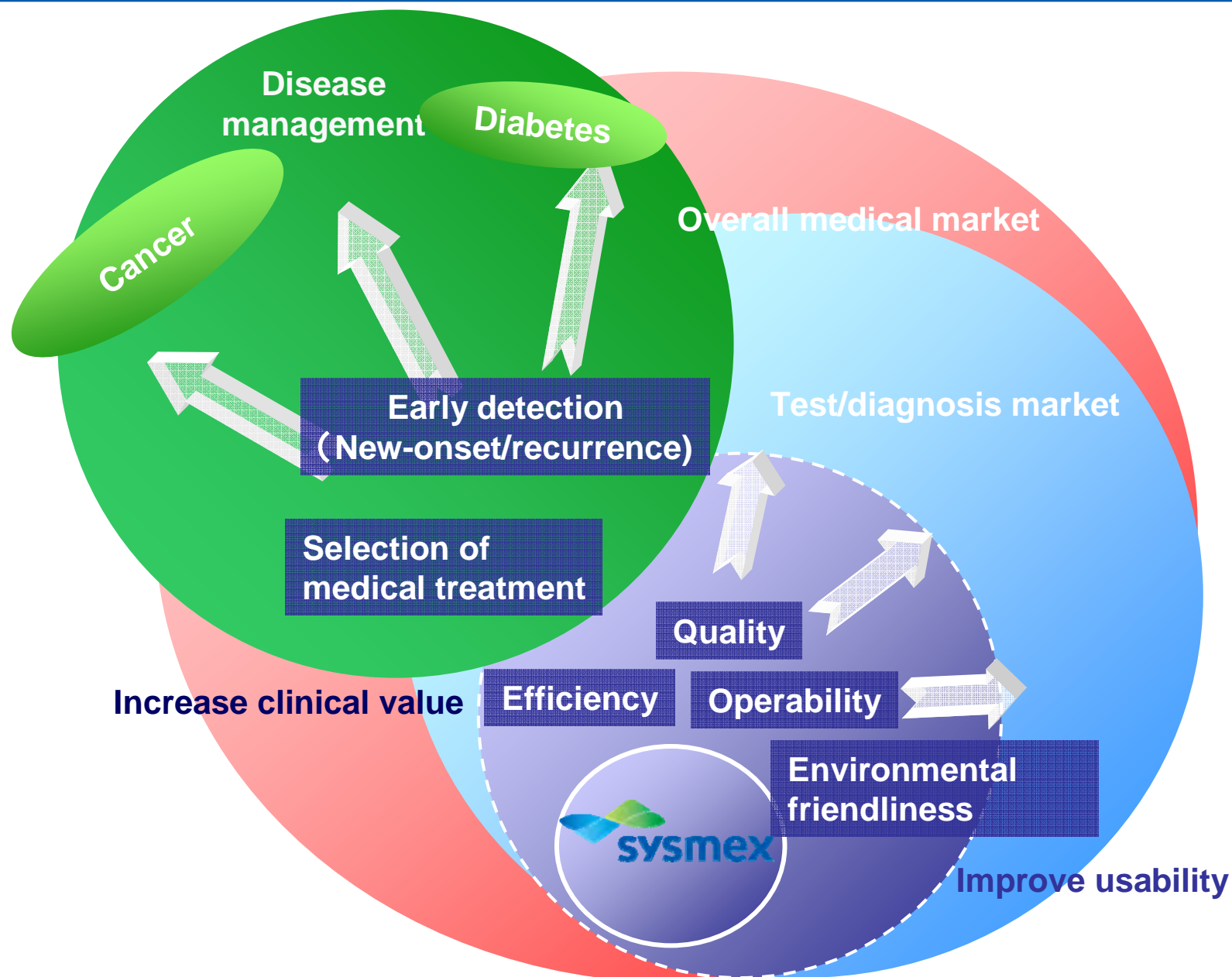**A Unique & Global Healthcare Testing Company**

Providing highly valuable diagnostics testing
to optimize and standardize medical care

- Improvement of QOL / extension of healthy life expectancy

- Increasing of Medical economy value

⬇

Shaping the advancement of health care

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Direction of R&D activity

Disease management

Diabetes

Cancer

Overall medical market

Early detection
（New-onset/recurrence)

Test/diagnosis market

Selection of
medical treatment

Quality

Increase clinical value

Efficiency   Operability

Environmental
friendliness

Improve usability

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Subject of future investigation as front-runner

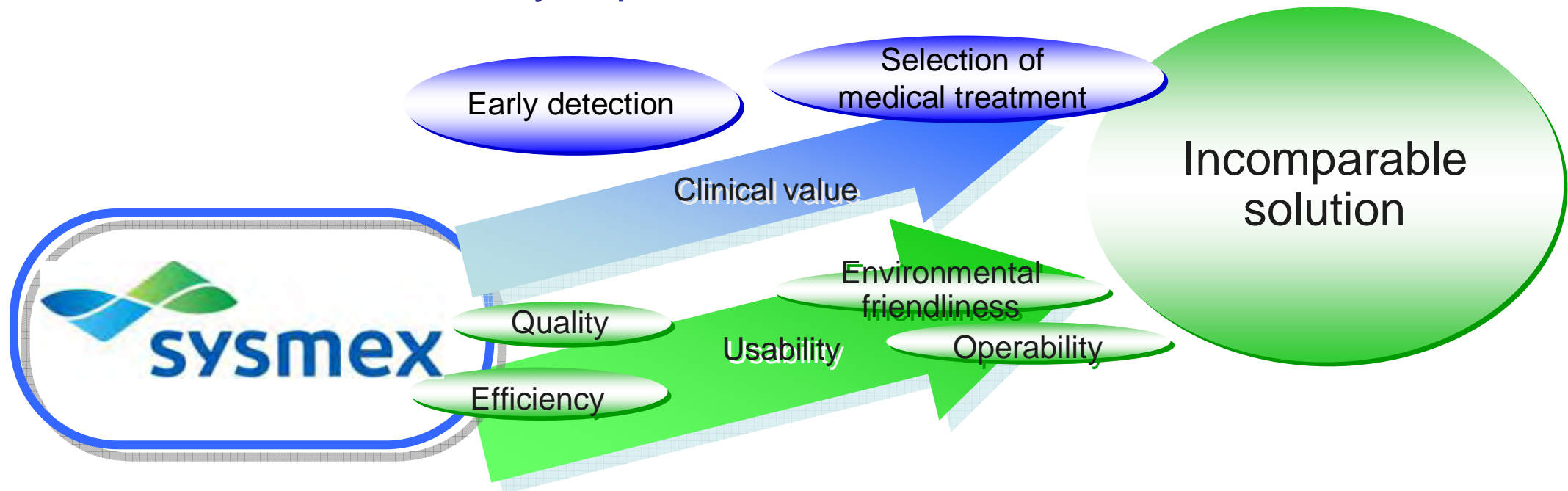Major electronics company entering into healthcare business

| GE | Philips | SIEMENS | SAMSUNG | SONY |

Advanced IT and usability technology with huge capital

Aim for innovative usability improvement besides increase of clinical value

Early detection

Selection of medical treatment

Incomparable solution

Clinical value

Quality

Environmental friendliness

Usability

Operability

Efficiency

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Outline of Technology Strategy （1）
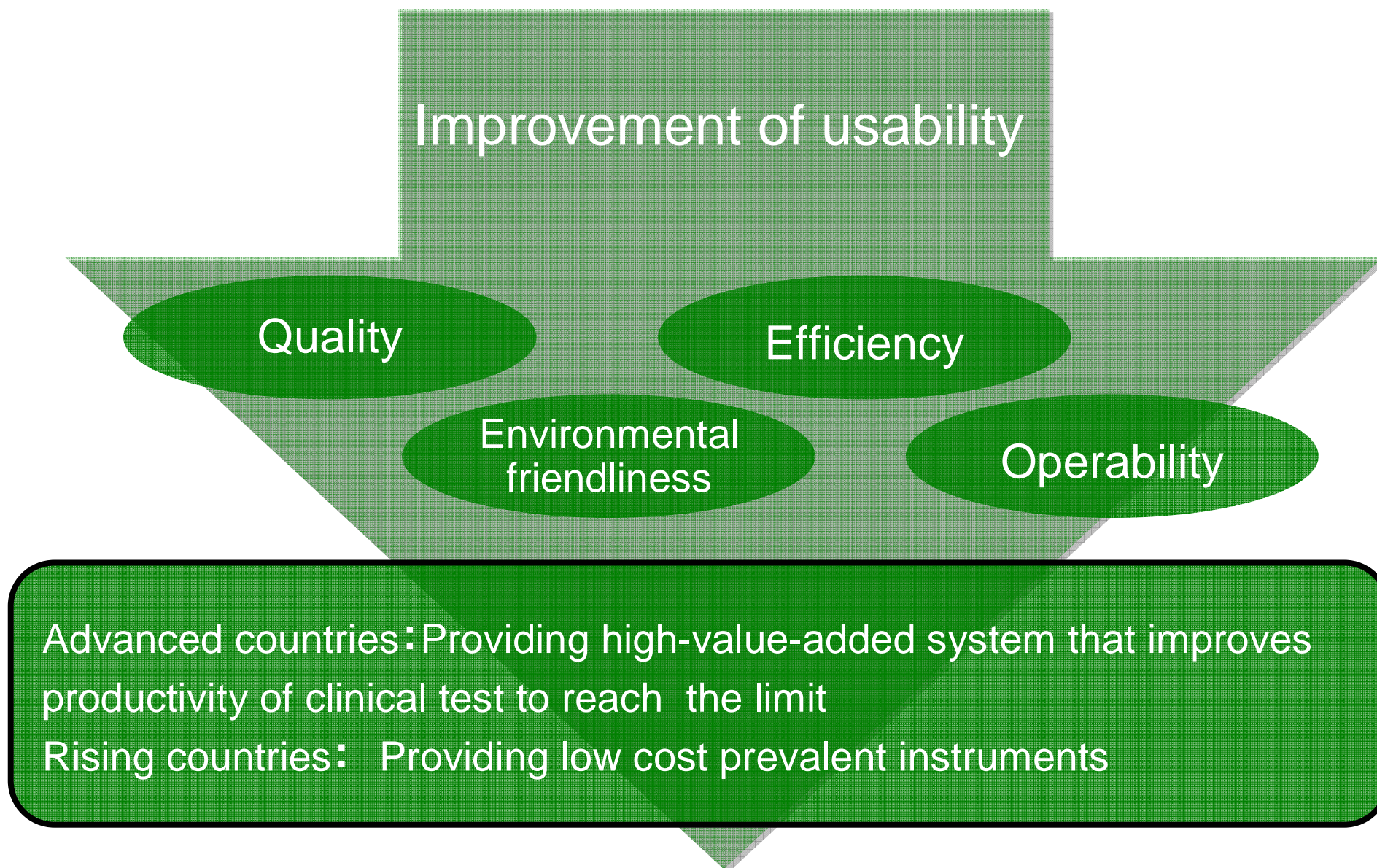
Increase clinical value

Early detection

Selection of medical treatment

Medical treatment and diagnosis in Combination
(cope with personalized medicine)
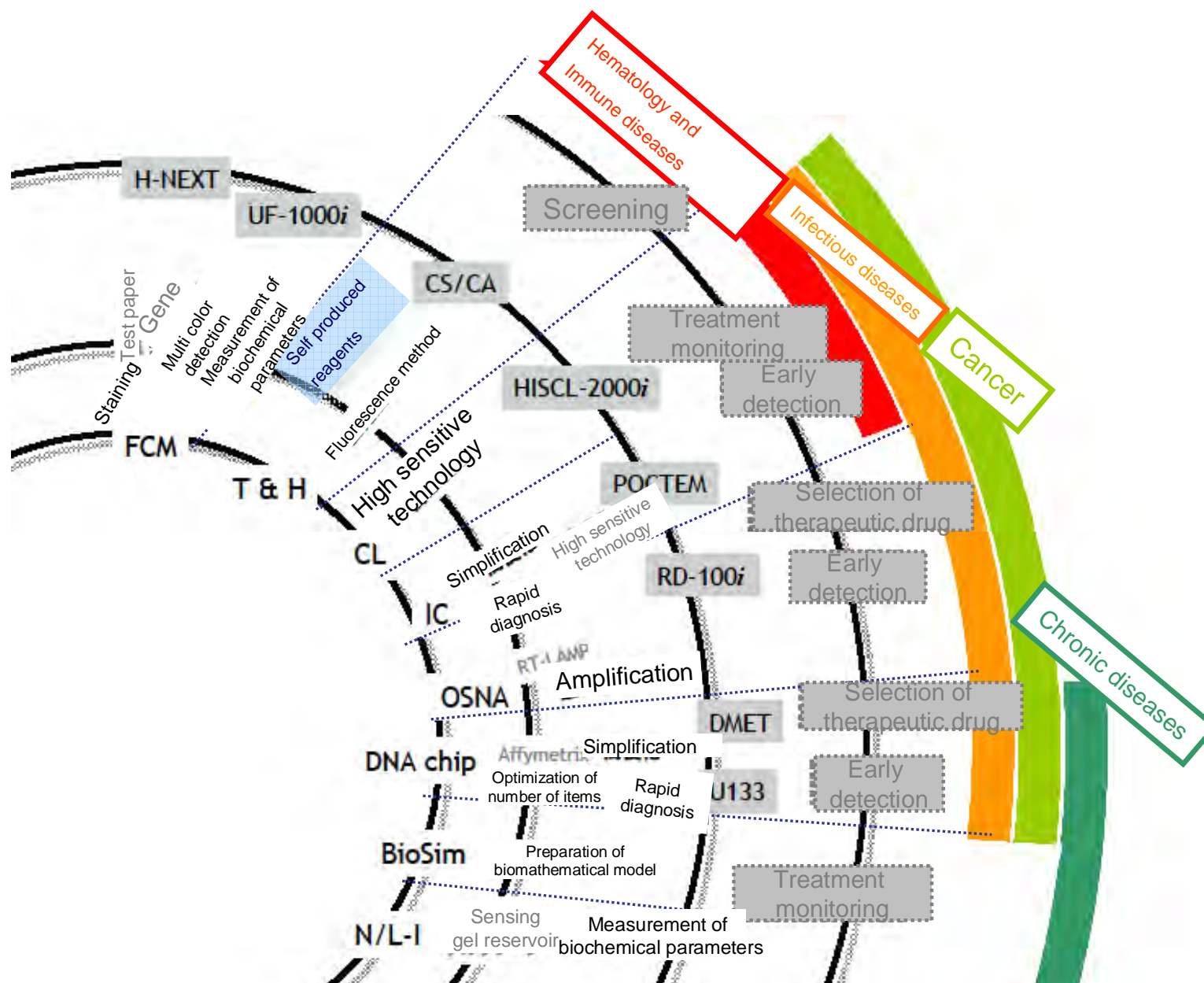To select an effective or a free side-effect drug for individuals

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Improvement of usability

Quality

Efficiency

Environmental friendliness

Operability

Advanced countries：Providing high-value-added system that improves productivity of clinical test to reach the limit
Rising countries： Providing low cost prevalent instruments

Technology platform

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2.（2） Progress status in launching stage
- Innovative technology in Next generation of hematology system -

① Blood testing technology
   (New approach for improvement of usability)

② New platelet counting technology
   (Enhanced accuracy by platelet specific staining)

③ High accurate measurement technology of leukocyte

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2.（2）Progress status in launching stage
- Innovative technology in Next generation of hematology system -

① Blood testing technology
(New approach for improvement of usability)

① Blood testing technology
- New approach for improvement of usability -

Module system control technology :

To establish device configuration meeting various customer's needs by combining device module

Measurement channel and measurement mode

		XN-20		XN-10			
		[A1]	[A2]	[B1]	[B2]	[B3]	[B4]
Measurement channel	WNR	✔	✔	✔	✔	✔	✔
	RBC/PLT	✔	✔	✔	✔	✔	✔
	HGB	✔	✔	✔	✔	✔	✔
	WDF	✔	✔	✔	✔	✔	✔
	WPC	✔	✔				
	RET	✔	✔	(✔)		(✔)	
	PLT-F	(✔)	−	(✔)	(✔)	−	−
Measurement mode	WB、LW、PD	✔	✔	✔	✔	✔	✔
	BF	▲	▲	▲	▲	▲	▲

【Ex.】

Measurement module   Sampler module

University hospital

XN-2000

XN-20 X 2 + SA-20 =

Max: 200 test/hr

Medium scale hospital

XN-1000

XN-10 X 1 + SA-10 =

Max: 100 test/hr

Testing center
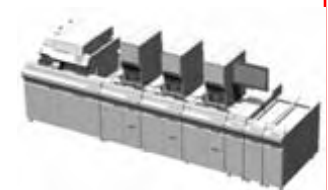
XN-9000

XN-10 X 4
XN-20 X 2 + CV-50 =

Max: 900 test/hr

Flexible to a variety of needs !

① Blood testing technology
- New approach for improvement of usability -

Automated accuracy control system

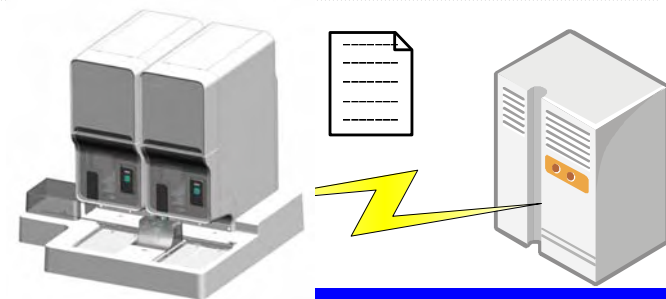|	XE series	New generation system
1. Delivery of a new lot control to the customers	Delivery with standard value in media	
2. Record a standard count to a device by customers		**Not required**
3. Quality control material measurement	Require a manual accuracy control	Network delivery of standard count Automated record at measurement time （no require operations）
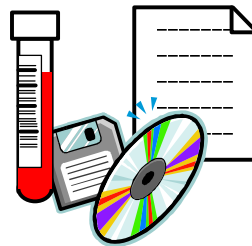
① Blood testing technology
- New approach for improvement of usability -

▪ Automated accuracy control system by automatic sample delivery
　　system

＜test sample＞
Automated delivery to either measurement module with measurement parameter

＜control＞
Automated delivery to both measurement module

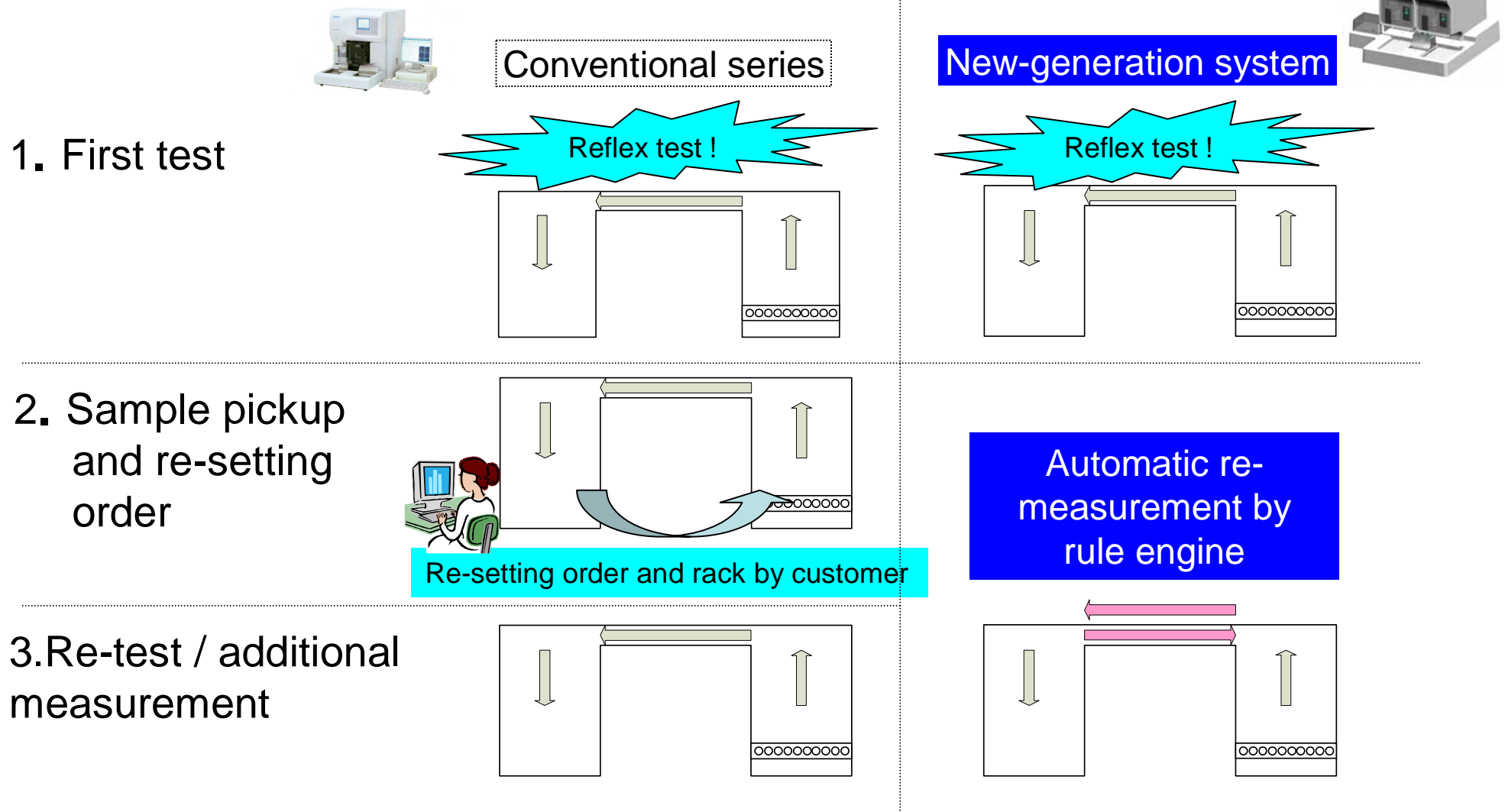▪ Improvement of operability/user-friendliness of an accuracy control panel

	測定部名称 XN-2000-1-L	ファイル番号 QC01		測定部名称 XN-2000-1-R	ファイル番号 QC01
シフト 全シフト	マテリアル Control Low	ロット番号 QC-XN20L001		マテリアル Control Low	ロット番号 QC-XN20L001
		使用期限 2010/11/12			使用期限 2010/11/24

Item	UL Target LL	UL Target LL
HGB	999.9 890.0 0.0	999.9 623.6 0.0
RBC	9999 123 0	9999 121 0

Ex. Quality control chart display

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Automatization for re-measurement

	Conventional series	New-generation system
1. First test	Reflex test !	Reflex test !
2. Sample pickup and re-setting order	Re-setting order and rack by customer	**Automatic re-measurement by rule engine**
3. Re-test / additional measurement		

① Blood testing technology
- New approach for improvement of usability -

Reagent cartridge loading and automated recognition by RF-ID technology

・Improvement of connect-ability (one-touch replace)

⇒reduce replacing time in 25%

※staining liquid set unit of new product

・Reagent control function by RF-ID technology (wireless tag)

(Reagents name, lot number, number of tests etc.)

Read lot number/expire date etc. with setting reagent by RF-ID technology

RF-ID: Radio Frequency Identification (Individual identification by radio waves)

① Blood testing technology
New approach for improvement of usability

Standardization of concentrated reagents/ preparation unit

Conventional device

Device + Reagent (cubitainer etc.)

Reagent providing
by cubitainer (20L)

Increasing workload as growing
the number of tests (man-hour/space)
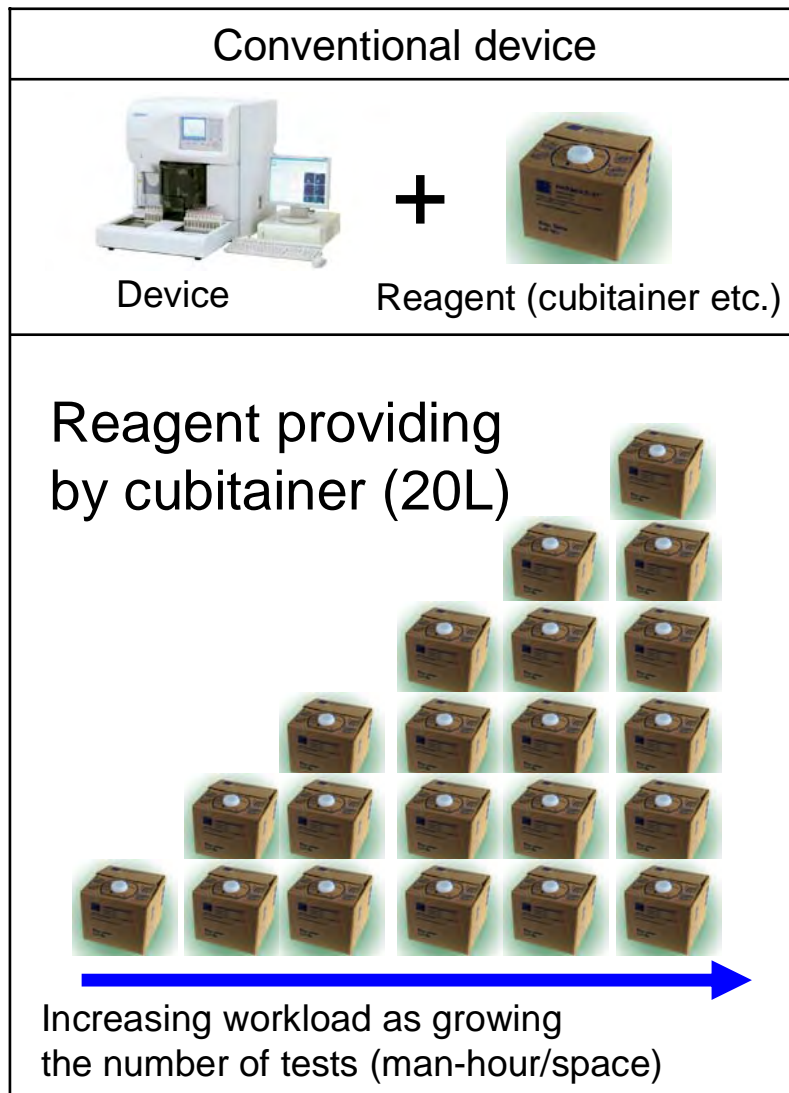
**Realization of reagent
supply system**
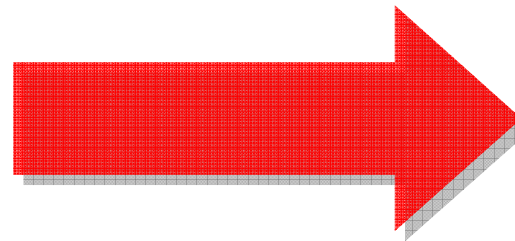
Automation / simplification of
testing work
Reduction of waste
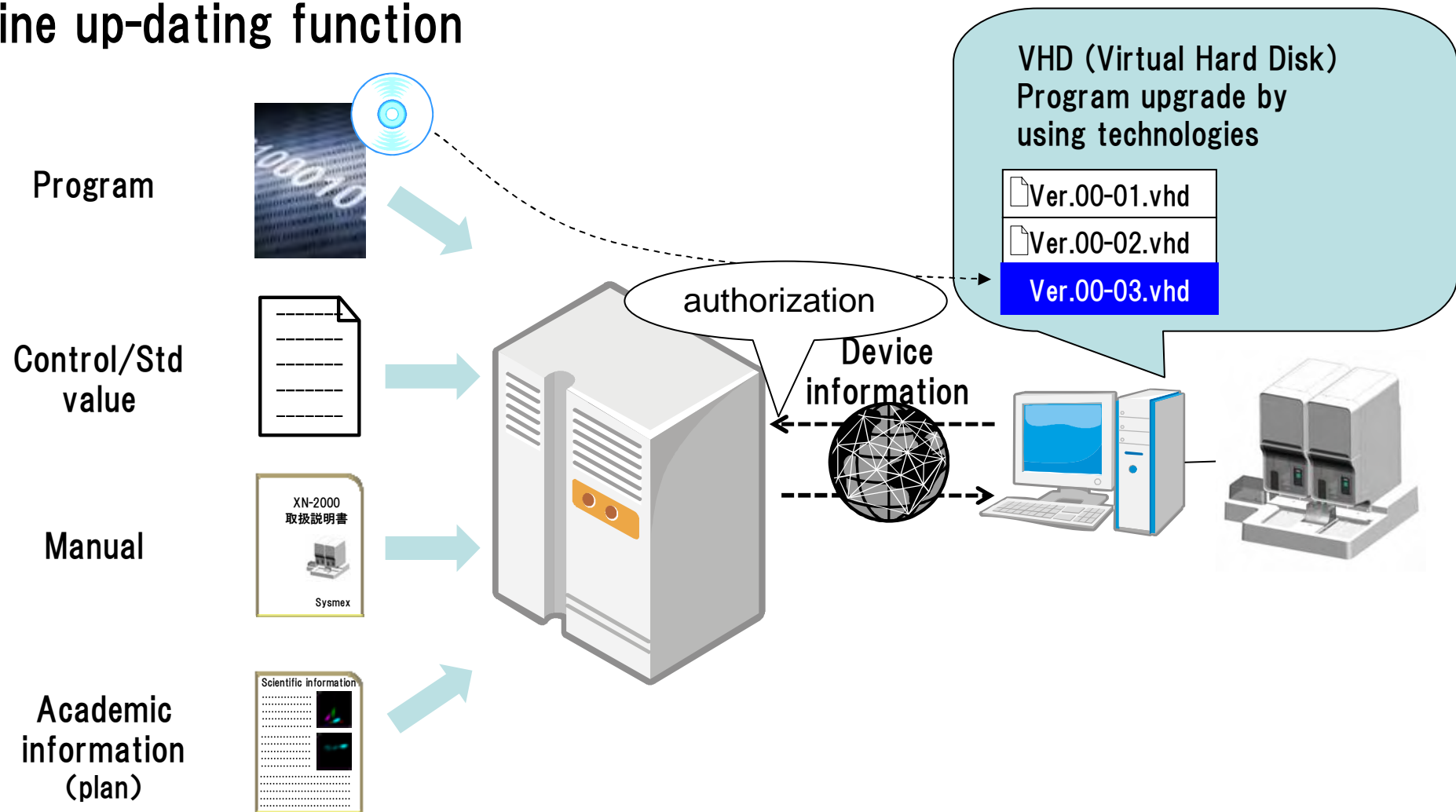
Reagent providing
to XN system

Preparation unit

Concentrated reagent

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① Blood testing technology
New approach for improvement of usability

Online up-dating function

VHD (Virtual Hard Disk)
Program upgrade by
using technologies

Ver.00-01.vhd
Ver.00-02.vhd
Ver.00-03.vhd

Program

Control/Std value

Manual

Academic information
（plan）

authorization

Device information

XN-2000
取扱説明書

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Scientific information

Currently developing
delivery system

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① Blood testing technology
New approach for improvement of usability

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Remote monitoring function by SNCS

Time monitoring
for temperature
and presser stable
state

Condition of
each sensor

Error records

Back up of
setting

After service → **Pre-maintenance service**
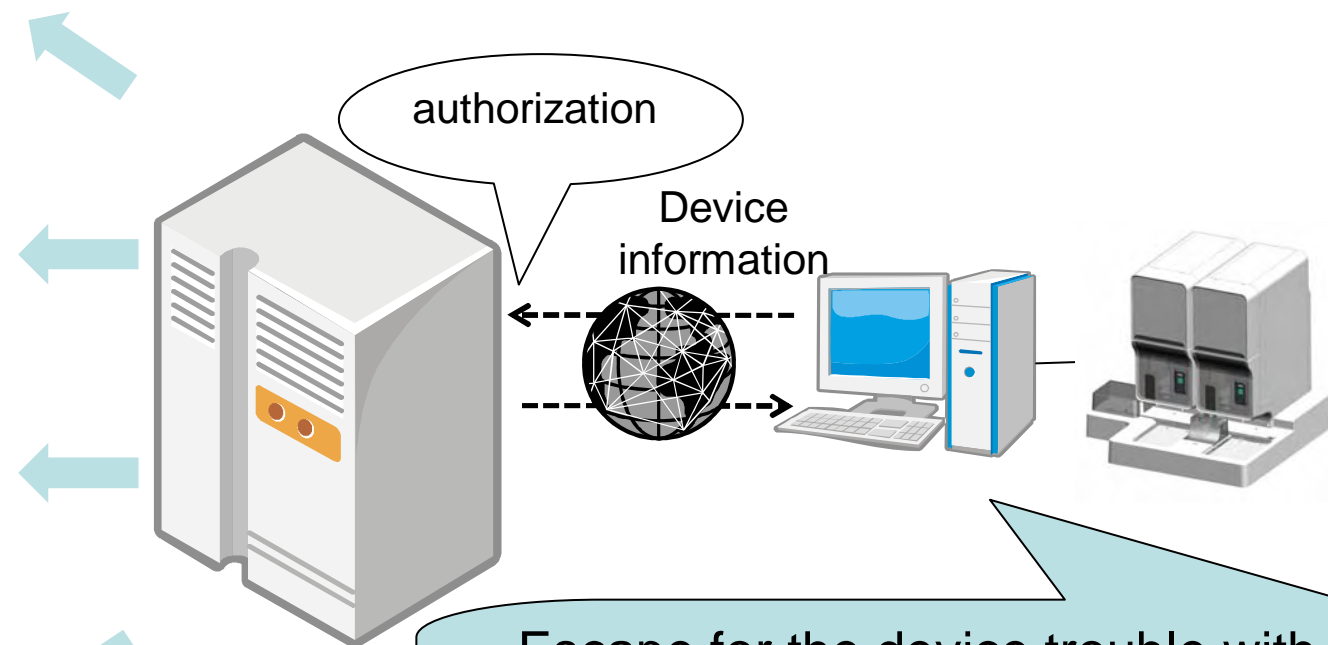
authorization

Device
information

Escape for the device trouble with pre-maintenance for protect by regular state remote monitoring system

Currently developing
delivery system

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① Blood testing technology
− New approach for improvement of usability −

- Improvement of usability by integrating information from each device into one system

Utilization of SNMP
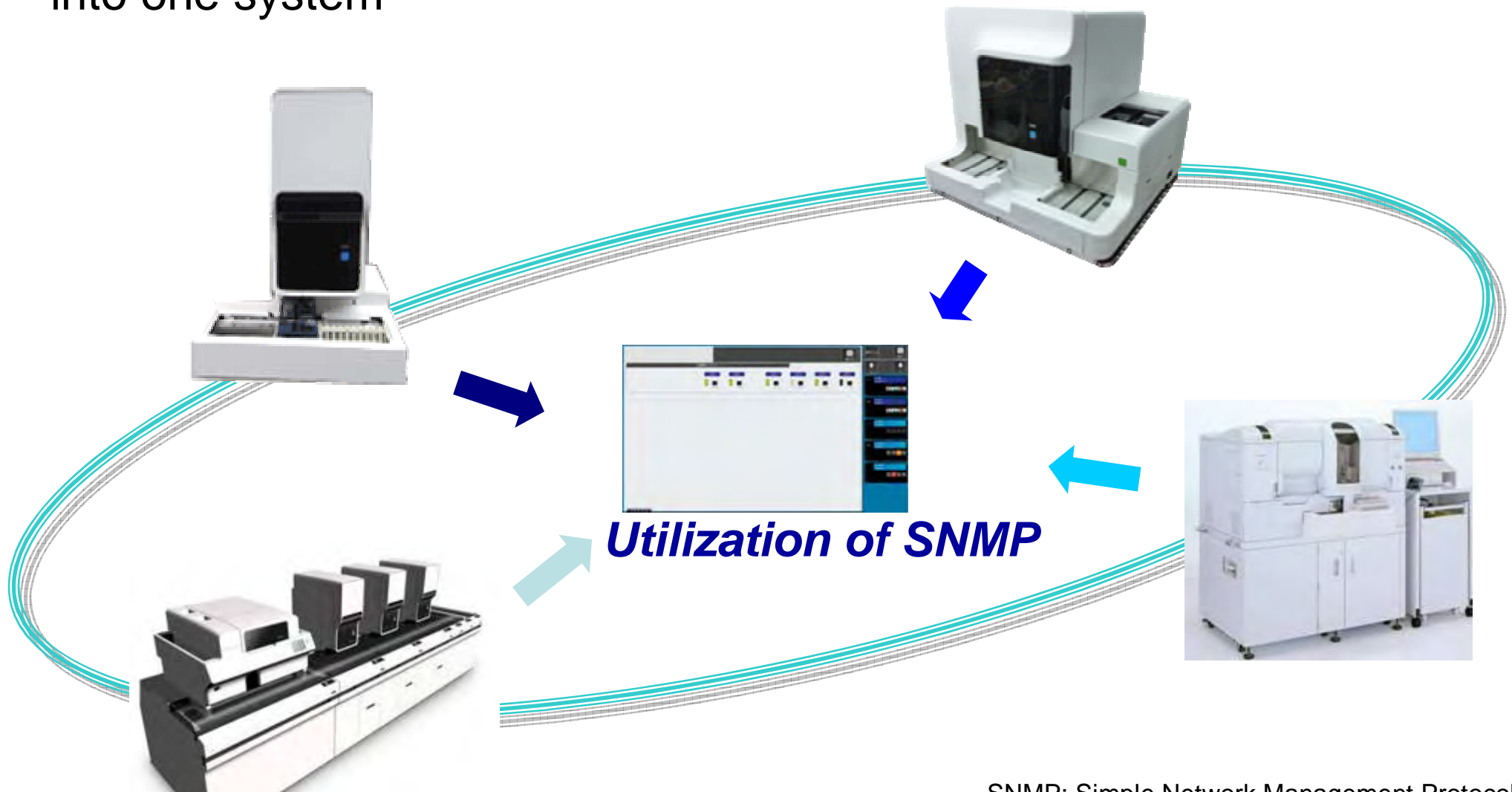
SNMP: Simple Network Management Protocol
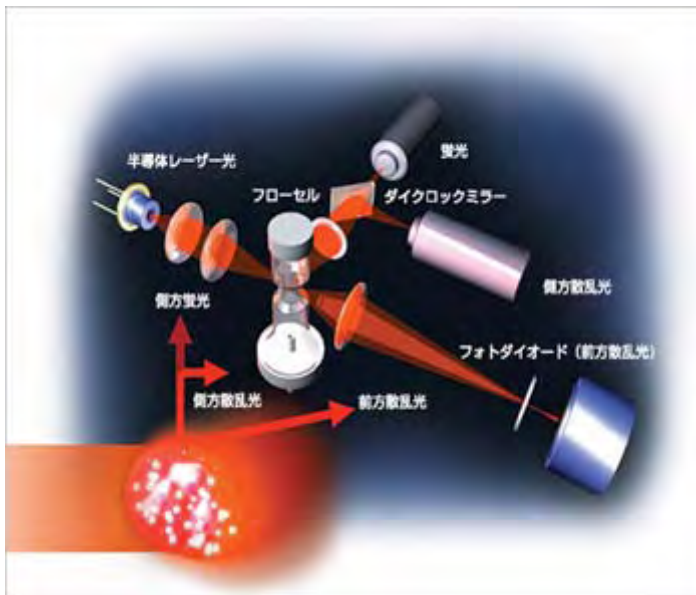
2.（2）Progress status in launching stage
- Innovative technology in Next generation of hematology system -

② New platelet counting technology
(Enhanced accuracy by platelet specific staining)

method：Flow-cytometry

platelet specific staining
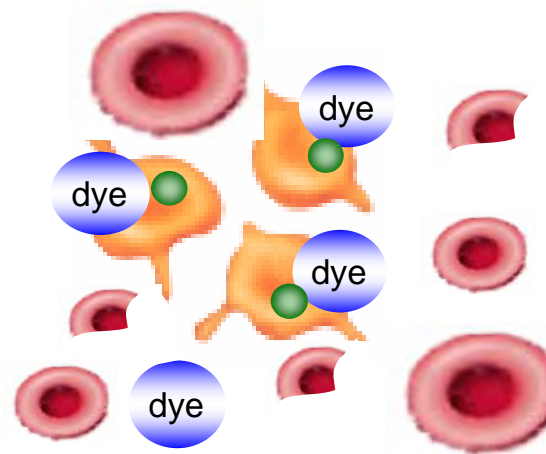
Example data

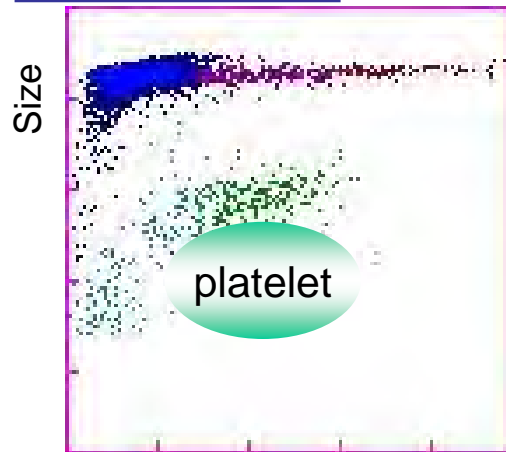Realization of platelet specific staining by low cost Fluorescent dye
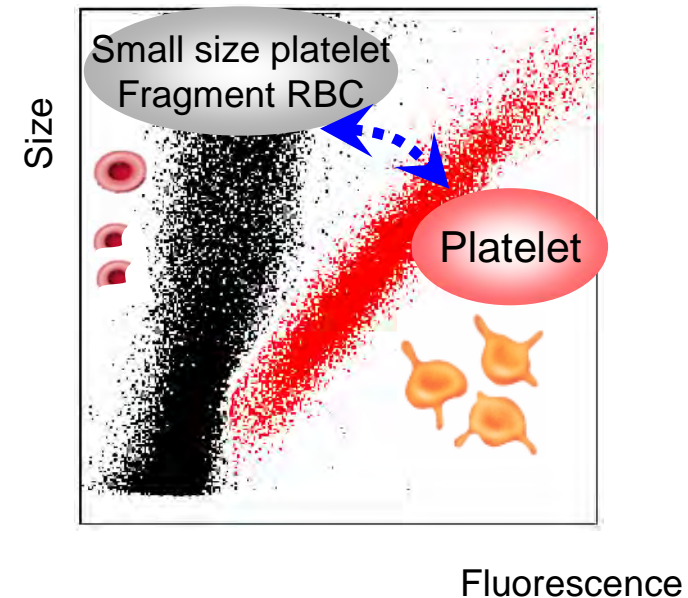
Small size platelet Fragment RBC

Platelet

Size

Fluorescence

Adequate platelet blood transfusion is enabled by realizing specificity and sensitivity around the value that were the index of the platelet blood transfusion.
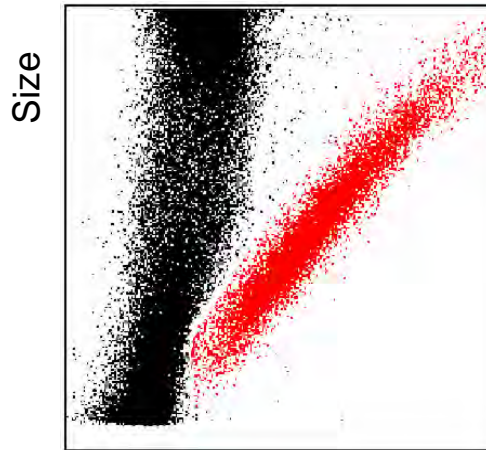
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② New platelet counting technology (Enhanced accuracy by platelet specific staining)

Conventional

Size / Fluorescence

platelet

Correlation with comparison method

Conventional [×10³/μL] vs Reference [×10³/μL]

Low-precision at low number area of platelets.

New

Size / Fluorescence

Correlation with comparison method

New technology [×10³/μL] vs Reference [×10³/μL]

Precision is improved at low number area of platelets.

Adequate platelet blood transfusion is enabled by realizing specificity and sensitivity around the value that were the index of the platelet blood transfusion.
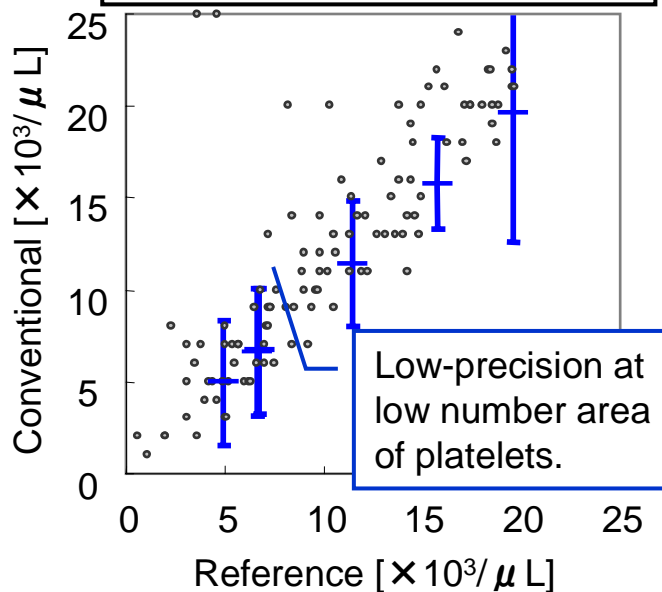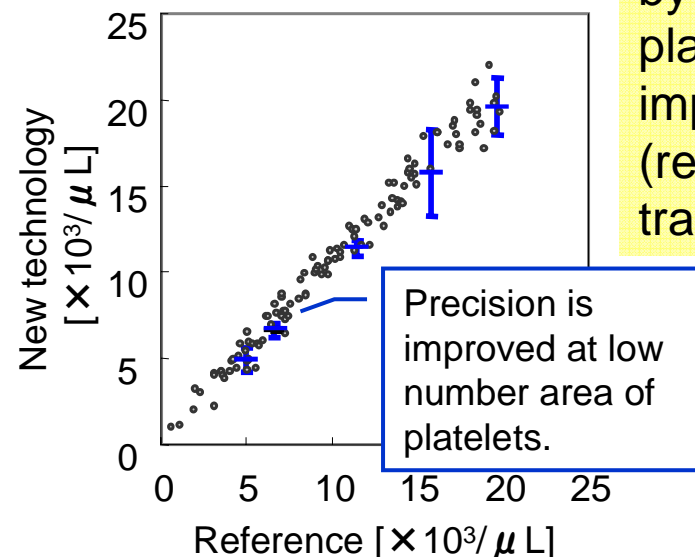
It will contribute to the reduction of medical expenses by the reduction of the preventive platelet blood transfusion and improvement of the patient QOL (reduce the side effect of blood transfusion).

2.（2） Progress status in launching stage
　　- Innovative technology in Next generation of hematology system -

　　　③ High accurate measurement technology of leukocyte

　　　④ Measurement technology for Hematopoietic Cell （HPC）

2.（2） Progress status in launching stage
　　- Innovative technology in Next generation of hematology system -

　　　③ High accurate measurement technology of leukocyte

　　　④ Measurement technology for Hematopoietic Cell （HPC）

Conventional

New

Change the blood aspiration method
Increase quantity of blood analysis
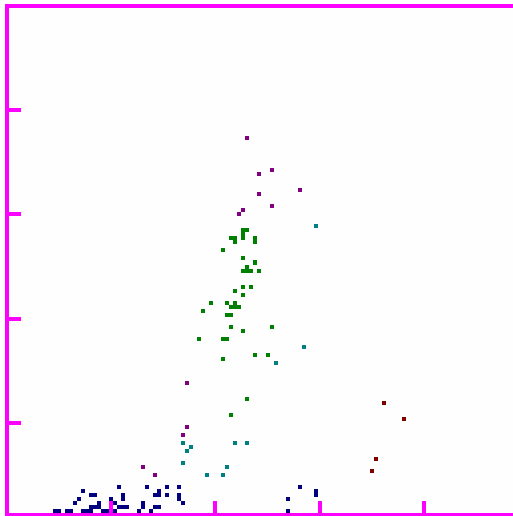
The WBCs with a few numbers can not be classified.
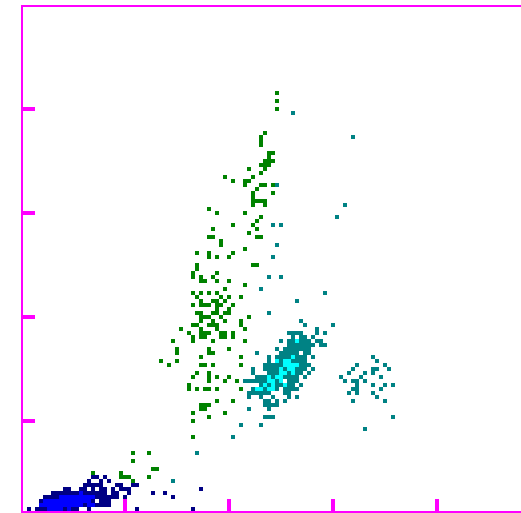
WBCs can be classified.

Specific analysis mode to automatically recognize and reanalyze the sample with a little number of WBC.
To classify the sample with low number of WBC after having reduced the volume of blood necessary by changing the aspiration method (from SRV method to pipetting method), by increasing quantity of blood analysis.
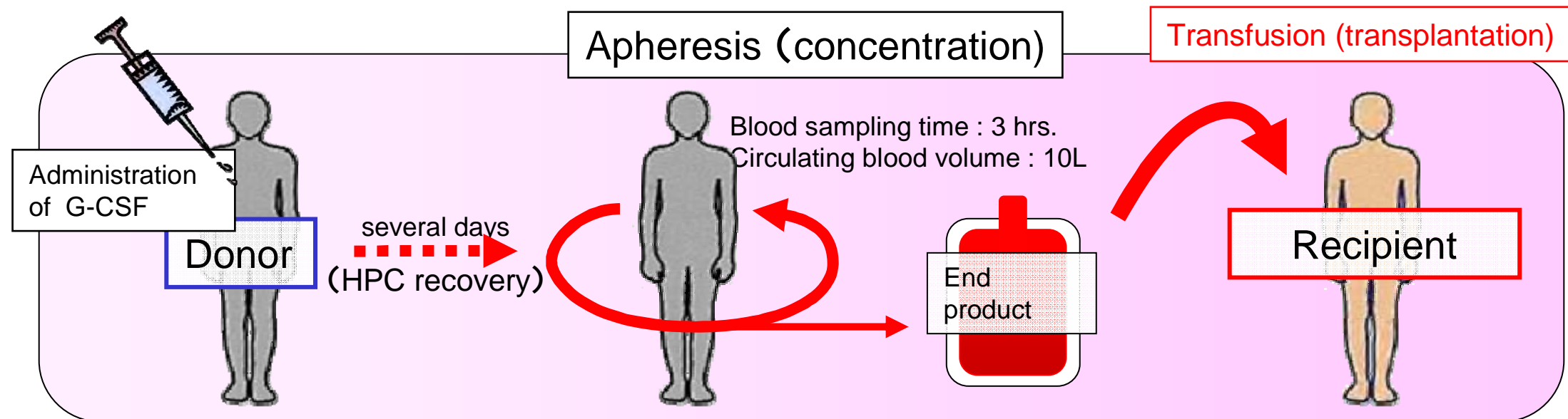
② Measurement technology for Hematopoietic stem cell（HPC） － Application for HPC transplantation －
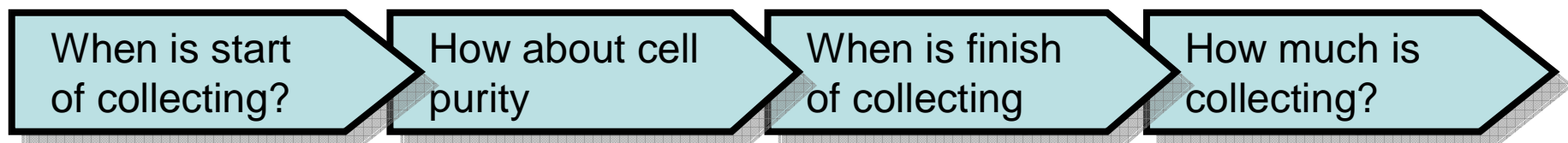
HPC transplantation：transplant HPC which is donated by donors
Treatment results strongly depends on number of HPC

Apheresis（concentration）

Transfusion (transplantation)

Blood sampling time : 3 hrs.
Circulating blood volume : 10L

Administration of G-CSF

Donor

several days
（HPC recovery）

End product

Recipient

Requirements for counting HPC

When is start of collecting?

How about cell purity

When is finish of collecting

How much is collecting?

② HPC measurement technology
−HPC measurement by next generated hematology system−

XE-2100/5000

XE-5000

IMIch

RF

Left Shift

Ghost   Immature Gran
              Blast

DC
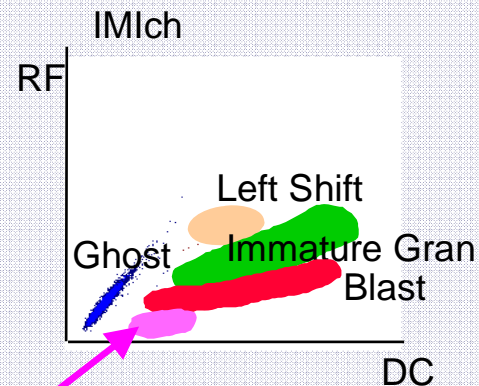
HPC detection area

XN system
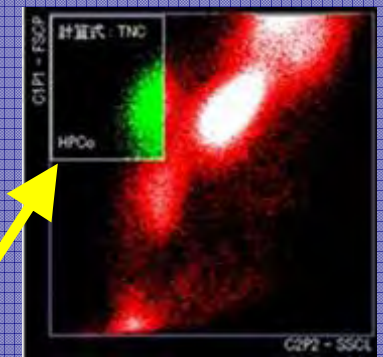
Detection area by new HPC

計算式：TNC

HPCo

	XE-HPC（Conventional system）	New HPC (XN series)	
Product name	XE-HPC（Conventional system）	New HPC (XN series)	Characteristics of next-generation system
Measurement theory	Electric type (DC/RF)	Optical type（FCM）	**Provision of a performance as the same as FCM method by enhancement of measurement theory and reagent technology**
Reagent	Hemolysis reagent	Hemolysis reagent + Staining solution	**•Possible to test at any center**
Dilution rate	250 times	50 times	**•Low cost and user-friendly**
Others	－	Possible repeat test	

Allo-doner / Self transplantation 15 patients
（N=59）

All data

R² = 0.9893
R² = 0.6660

■ XF-HPC
▲ New

XE-HPC / New （/μL）
FCM-CD34# (/μL)

Self transplantation cases
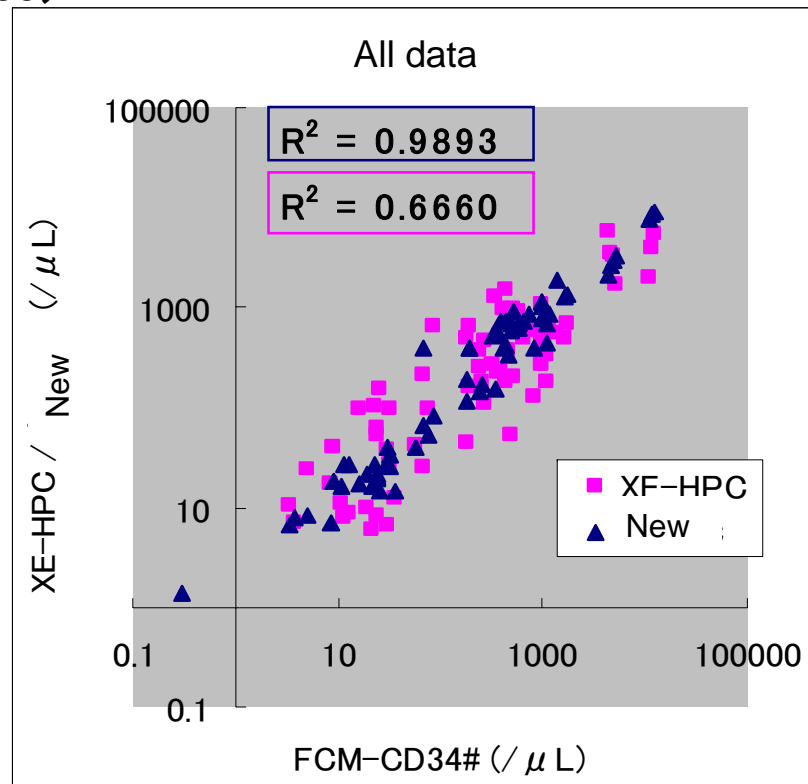
FCM-CD34#
XE-HPC#
New #

Concentration （/μL）
Date
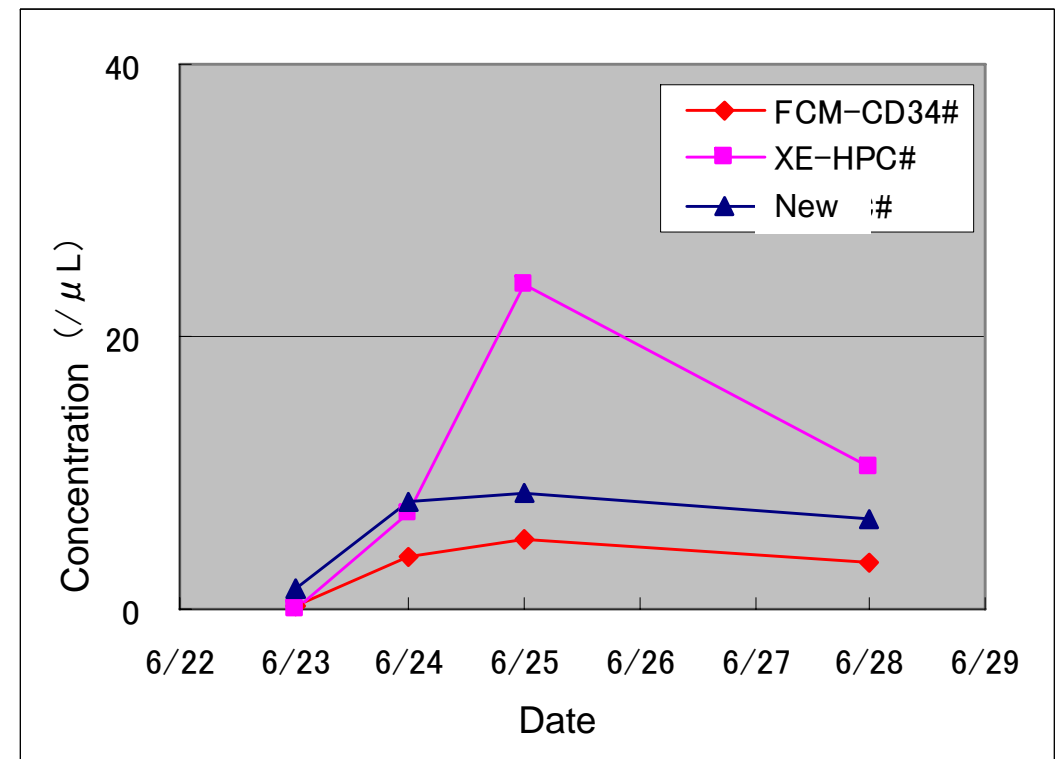
New technology is positively correlated with FCM-CD34.

Sequential changes of HPC concentration new and conventional FCM-CD34.

2. 3）Progress status in practical stage

① OSNA（Rapid diagnosis of lymph node metastasis detection technology）

① OSNA technology （rapid diagnosis for lymph node metastasis）

Gene amplification detection technology RD-100i

Activities aimed at expanding application

Oral cancer：Clinical study

Esophagus cancer：Clinical study

Breast cancer： Launched (Japan)

Lung cancer: Clinical study

Stomach cancer：Completed clinical evaluation
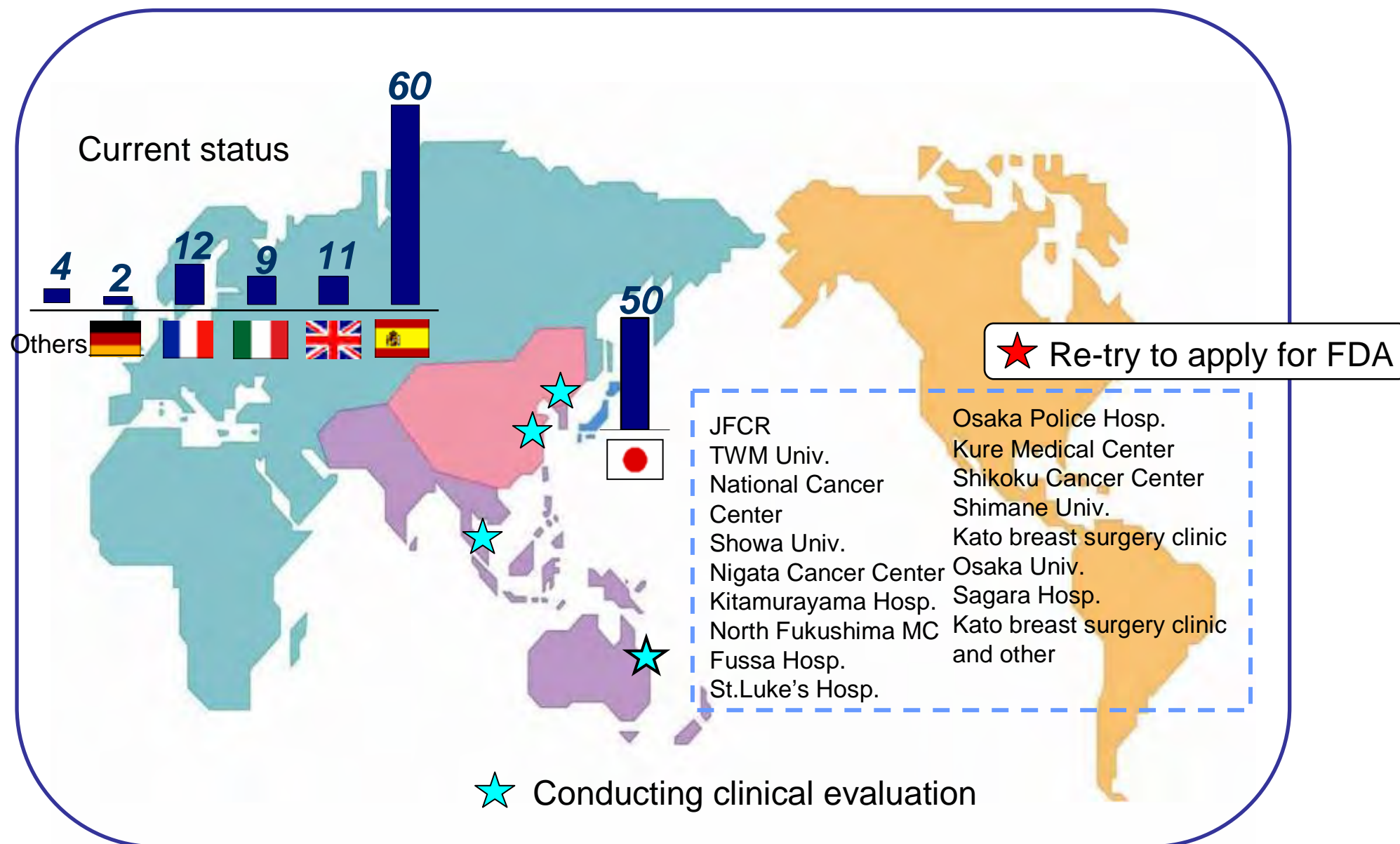
Peripheral metastasis： Clinical study

2010/Dec. Colon cancer：MHLW approval （Japan）

Melanoma： Under study

Cervical cancer： Under study

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① OSNA technology (rapid diagnosis for lymph node metastasis)
– Current status of introduction of OSNA and future possibilities –

Current status

60

12   9   11

4   2

50

Others

★ Re-try to apply for FDA

JFCR
TWM Univ.
National Cancer
Center
Showa Univ.
Nigata Cancer Center
Kitamurayama Hosp.
North Fukushima MC
Fussa Hosp.
St.Luke's Hosp.

Osaka Police Hosp.
Kure Medical Center
Shikoku Cancer Center
Shimane Univ.
Kato breast surgery clinic
Osaka Univ.
Sagara Hosp.
Kato breast surgery clinic
and other

★ Conducting clinical evaluation

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2.（3）Progress status in practical stage

② C2P（Breast cancer recurrence prediction）

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CDK2 / Cyclin A

CDK1 / Cyclin A

p53

p21 CIP1

p27 KIP1

CDK2 / Cyclin E

CDK1 / Cyclin B

p21 CIP1

S

G2

M

G1

CDK4-6 / Cyclin D

p16 INK4A

Clinical value

■ **Decision of treatment method**

Hormonal treatment or chemotherapy treatment?

■ **Decision of anticancer drug**
Which chemotherapy is effective?

Prediction of a cancer recurrence after surgery

Prediction of anticancer treatment sensitivity

Measurement for expression level

Measurement for kinase activity

Cell proliferation dynamics
（CDK2 specific activity/CDK1 specific activity）

Aiming for the establishment of
optimized medical treatment for each patients
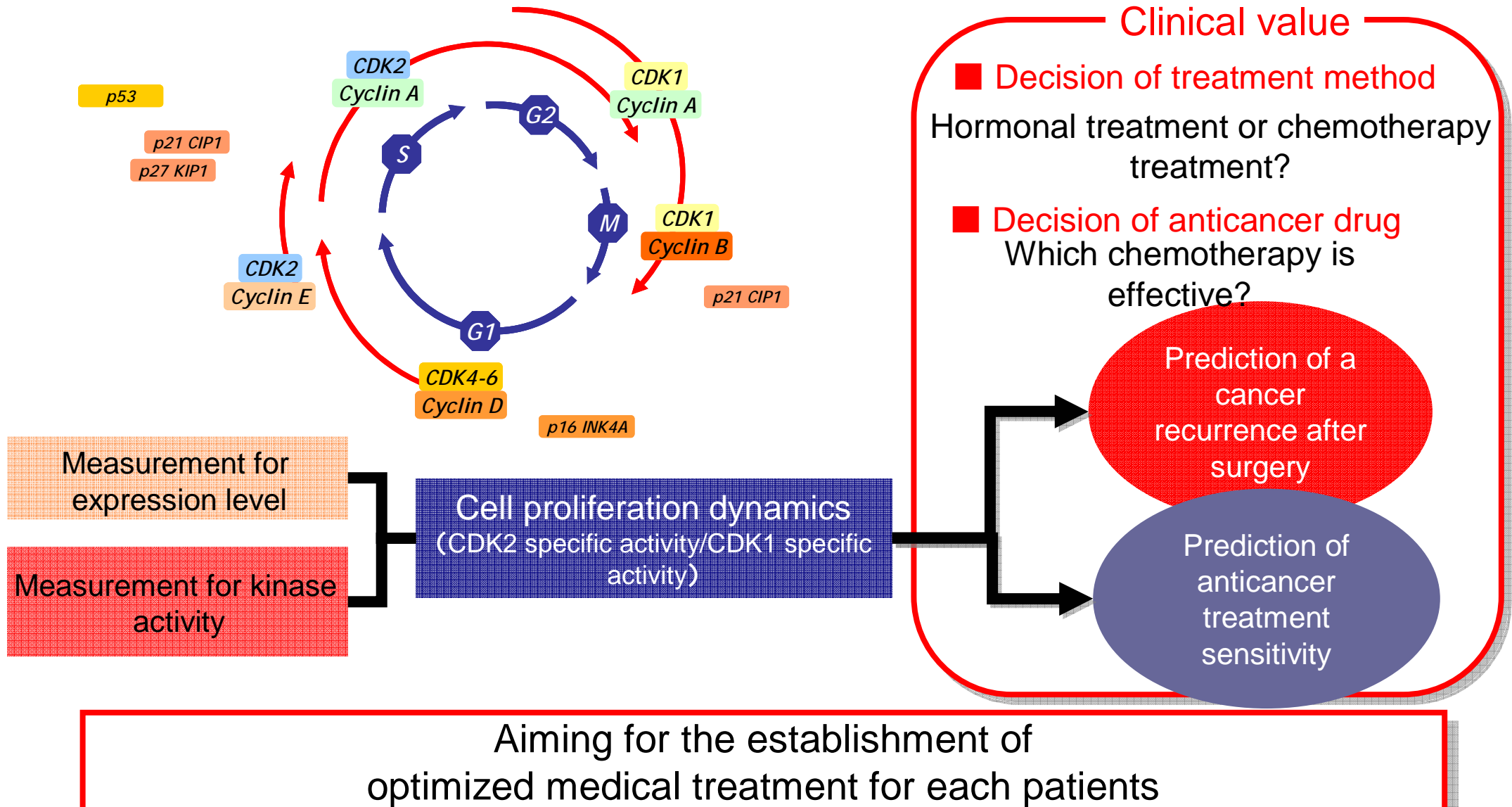
Clinical performance test

Objective:
Verify the fact that risk evaluation for C2P breast cancer recurrence with high-sensitivity method is clinical use as a factor for predicting recurrence.

Result:
C2P technology showed that statistically-significant differences, as clinical benefit, among each risk group in point of cumulative recurrence free survival ratio.
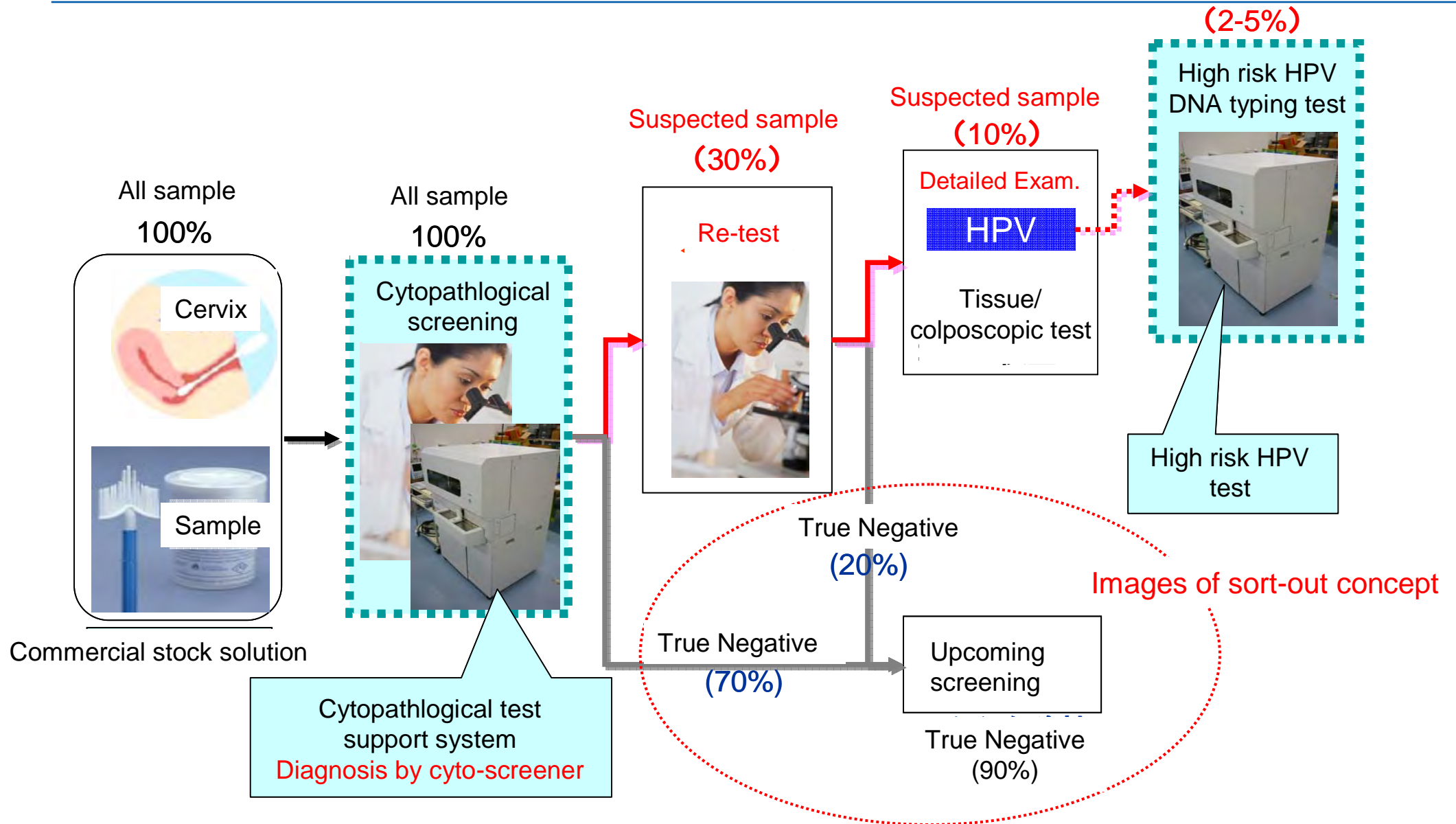
Kaplan Meier analysis

Logrank test
Low risk VS

Low risk
Intermediate risk
High risk

P=0.0000

DFS

Time (yr)
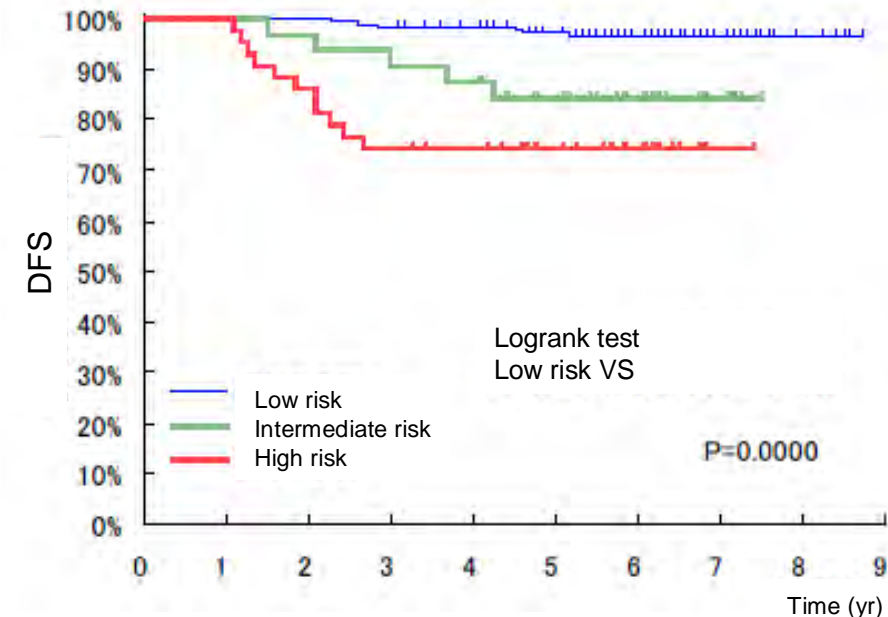
Future plan

・Achieve the target results and publish the papers on clinical evaluation results and academics presentation from the members of study team.

・Development of Lab-assay business (JPN) with manual methods by the end of this year.

・Verify the clinical impact of C2P profiling for assess a create plan to full scale business.

2. （3） Progress status in practical stage
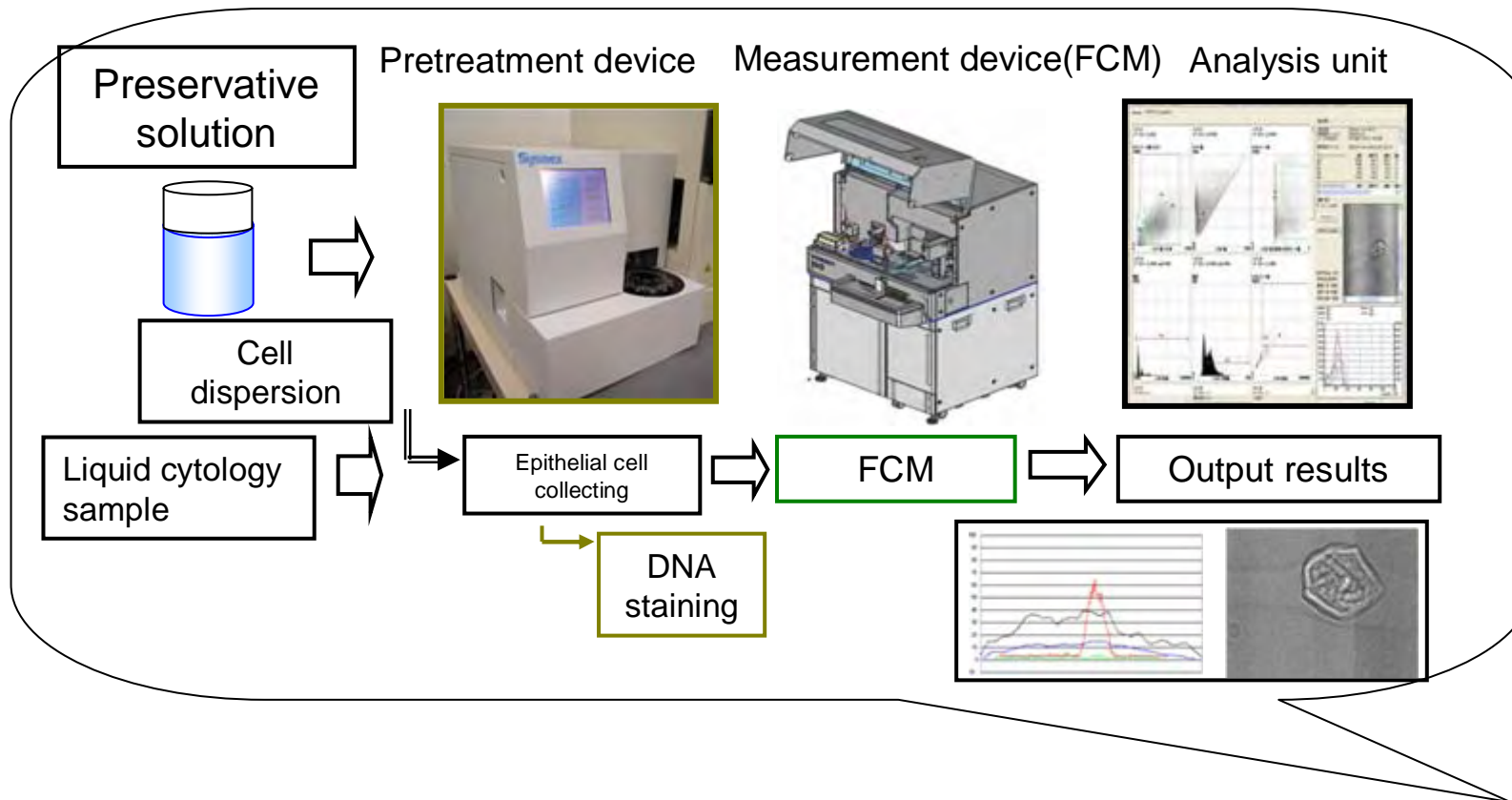
③ Cervical cancer screening

- Cervical cancer test flow -

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（2-5%）

All sample
100%

Cervix

Sample

Commercial stock solution

All sample
100%

Cytopathlogical
screening

**Suspected sample
（30%）**

Re-test

**Suspected sample
（10%）**

Detailed Exam.

HPV

Tissue/
colposcopic test

High risk HPV
DNA typing test

High risk HPV
test

True Negative
(20%)

Cytopathlogical test
support system
Diagnosis by cyto-screener

True Negative
(70%)

Upcoming
screening

True Negative
(90%)

Images of sort-out concept

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③ Cervical cancer screening
– Development of full-automated system –

Preservative solution

Cell dispersion

Liquid cytology sample

Pretreatment device

Measurement device(FCM)

Analysis unit

Epithelial cell collecting → FCM → Output results

DNA staining

Completion of prototype development of full-automated and high-speed system

⇒ Throughput capacity 20 test/h

③ Cervical cancer screening

Pretreatment:
  Improvement of reagent, dispersion protocol (chemical, mechanical, physical treatment)

Approach to analytical performance（Improvement for sensitivity）:
  Optimizations of algorithm

n=296
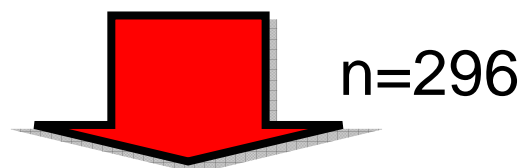
Practical system	sensitivity	specificity
	92 %	63 %

Future plan
・ Produce the prototype device for market evaluation, verify the clinical performance and feasibility of sort-out concept in JP, US, EU, China within FY2011. ・ Initiate the development of unique technology for high-risk HPV typing based on common technological platform.

2.（3）Progress status in practical stage

④ Disease status simulation technology for diabetes

④ Disease state simulation technology for diabetes

Input	Analysis	Output	Treatment
Model parameters	**Index1, Index2, Index3, Index4, Index5, Index6, Index7**		
Input of test values of type 2 diabetes	Analysis of clinical conditions from the view point of insulin secretion and action	Output of disease profiles as analysis results	Decision support information for personalized therapeutic strategies

Model parameters: Liver, Periphery, Pancreas, Kinetics

Quantification of individual's disease state by simulation of "pancreas function", "insulin function" and "sugar metabolism"

Comparison of concordance rate between treatment efficacy (changes of HbA1c) and simulation results by using the parameters from pre-treatment status.

Diabetic patients (n=43)
Shanghai Jiao Tong University School of Medicine Renji Hospital

OGTT*

Drug selection by a specialist

0   3 months   6 months

Simulation analysis/scoring

"Peripheral sensitivity"   +1   +2   Lowering

"Secretion sensitivity"   -1   Lowering

Average of borderline diabetes   Average of diabetes

BMI   +1   Corpulence

22   25
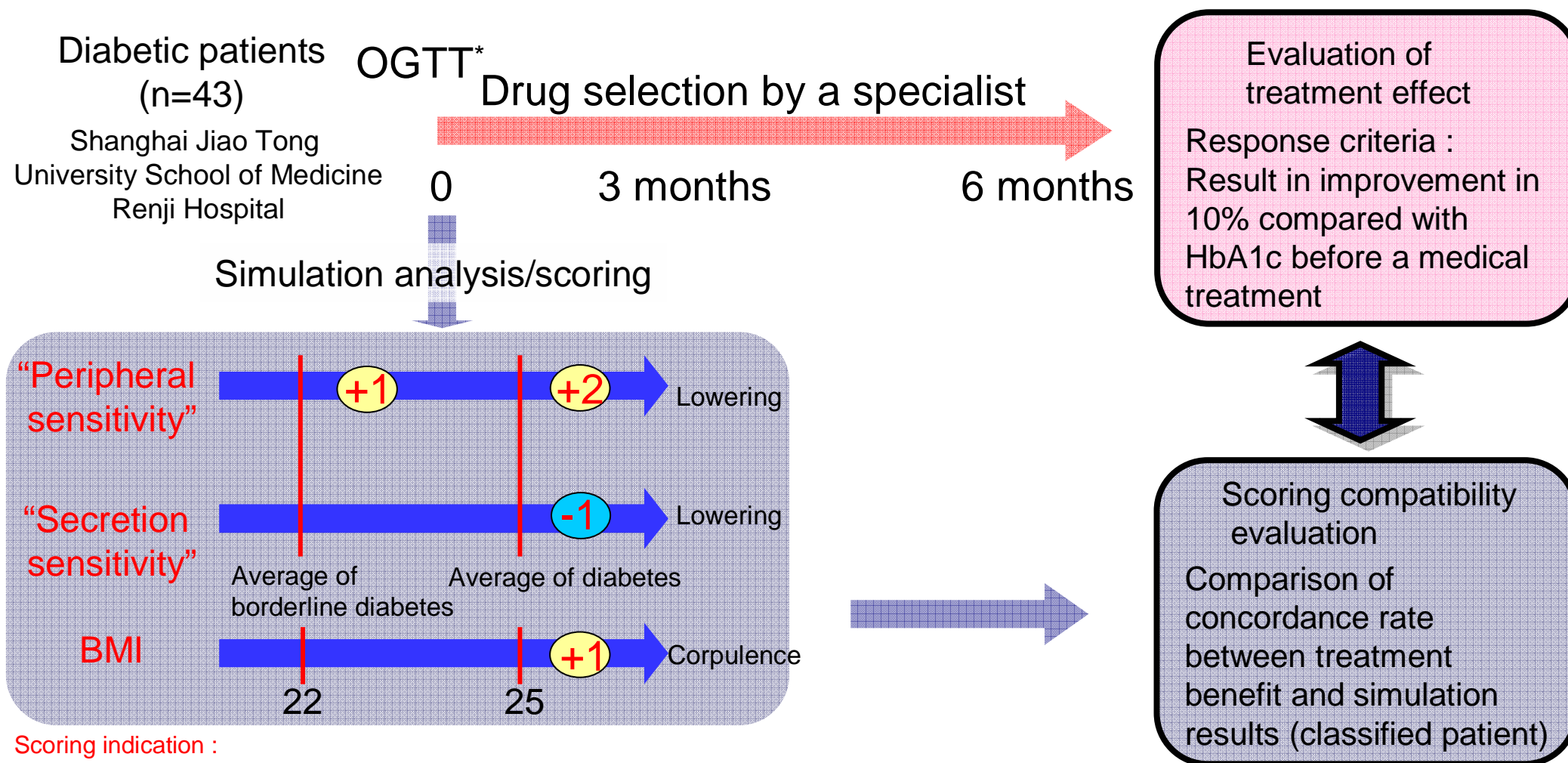
Scoring indication :
Decrease the function of glucose metabolism by insulin,   Remain the function of insulin secretion
(BMI : corrective factor of obesity)

Evaluation of treatment effect

Response criteria : Result in improvement in 10% compared with HbA1c before a medical treatment

Scoring compatibility evaluation

Comparison of concordance rate between treatment benefit and simulation results (classified patient)

＊OGTT： Oral glucose tolerance test

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Clinical prediction and treatment effect of patients with prescribed biguanides*

	Score 0	Score 1 or more
Number of case	5	15
HbA1c (%) Pre-treatment⇒ Post-treatment ※average	6.8 ⇒ 6.5	7.0 ⇒ 6.2

*In hyperinsulinemia, biguanides can lower fasting levels of insulin in plasma. Their therapeutic uses derive from their tendency to reduce gluconeogenesis in the liver, and, as a result, reduce the level of glucose in the blood. Biguanides also tend to make the cells of the body more willing to absorb glucose already present in the blood stream, and there again reducing the level of glucose in the plasma.

Improvement effect of HbA1c
score 0 ： Low drug efficacy (0.3 % improvement)
score 1 or more： High drug efficacy (0.8% improvement)

Future plan
・ Implementation of market evaluation in main area at FY2011, follow by China market evaluation ・ Business plan for 2013 including a new business model development (ex. Screening system) under discussion

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2. （3） Progress status in practical stage

⑤ Measurement of glucose AUC by minimum invasive fluid
extraction technology - Practical of AUC -

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Found by medical checkup

Unfound by medical checkup

Pre-diabetes (Post-meal hyperglycemia)

(mg/dL)

Advanced diabetes

Maximum post-meal glucose level

200

Pre-diabetes (Post-meal hyperglycemia)

Maximum fasting glucose level

126

Normal

Blood glucose level

Meal

Fasting glucose

Post meal glucose after 2 hours

Normal medical checkup
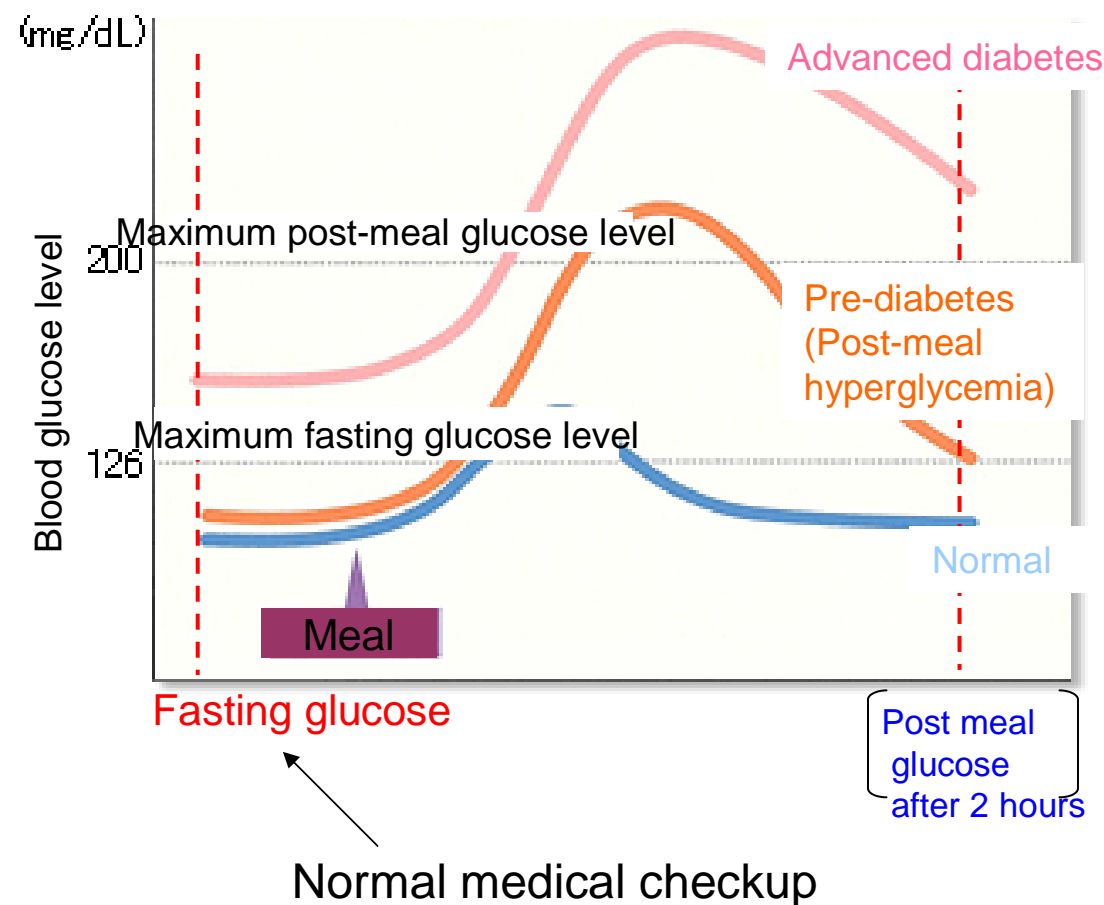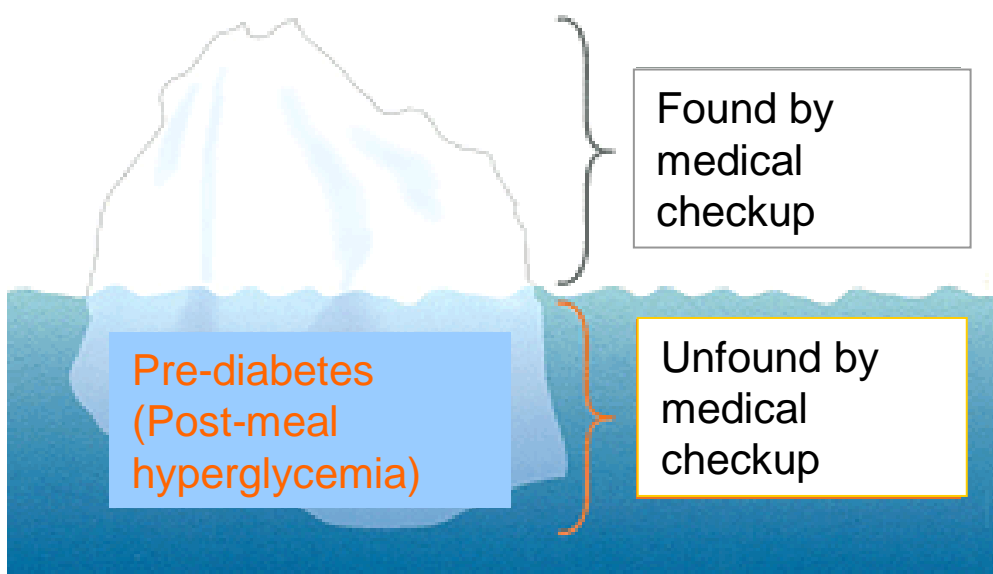
Post-meal hyperglycemia : risk factor of large vessel disease (cerebral accident, myocardial infarction)

Expected development of device which enables us to simple and exactly monitor monitor post-meal hyperglycemia

＊AUC: Area Under the Curve
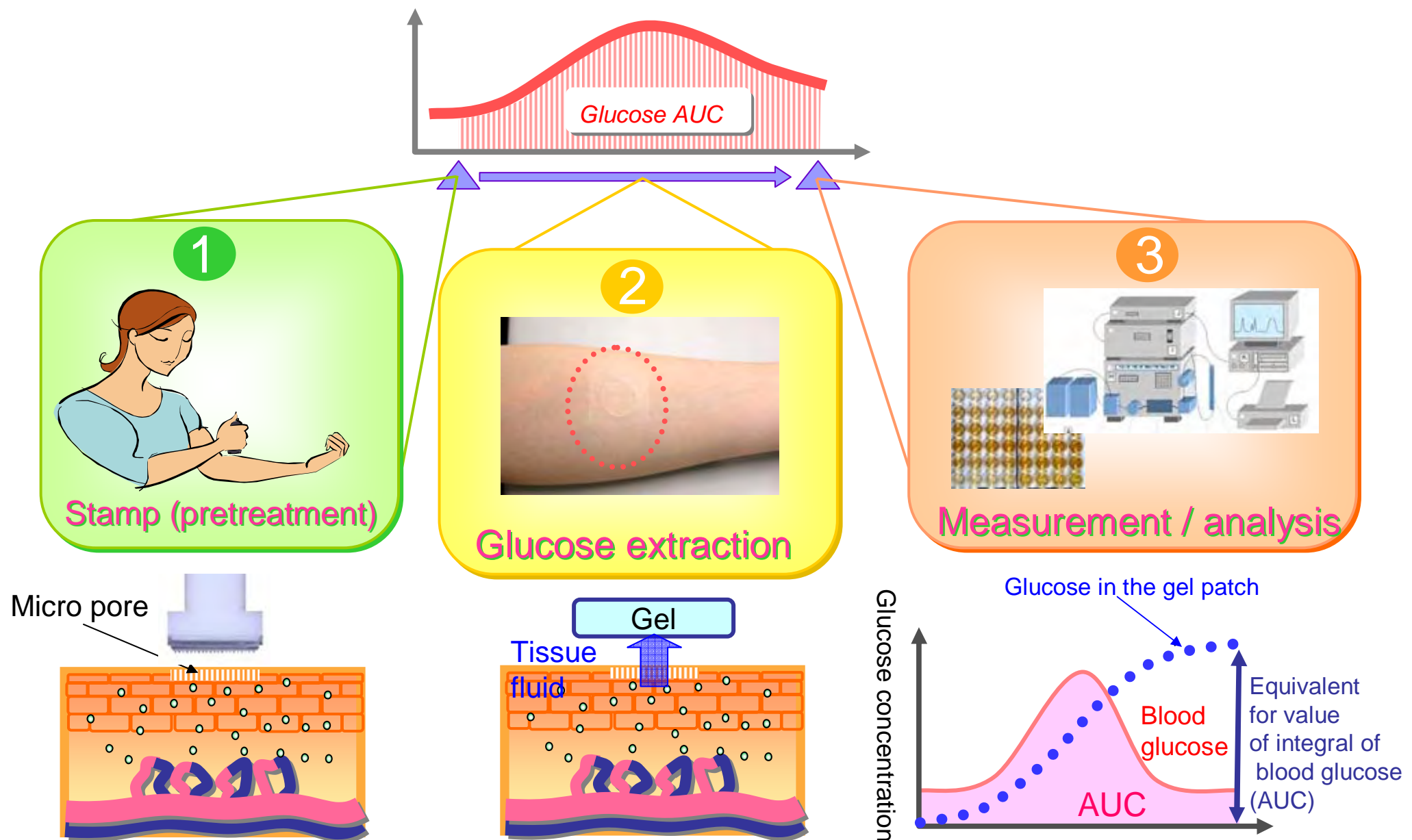
Glucose AUC

1 Stamp (pretreatment)

2 Glucose extraction

3 Measurement / analysis

Micro pore

Gel

Tissue fluid

Glucose concentration

Glucose in the gel patch

Blood glucose

Equivalent for value of integral of blood glucose (AUC)

AUC

Predicted blood Glu. AUC（average*）

HbA1c

Criteria for diabetes

Impaired glucose tolerance patients

Fasting plasma Glu.

Criteria for diabetes

Criteria for borderline type

*Glucose tolerance test（n=49）

Normal glucose tolerance patients

Abnormal glucose tolerance patients

NGT IFG IGT-A IGT-B DM
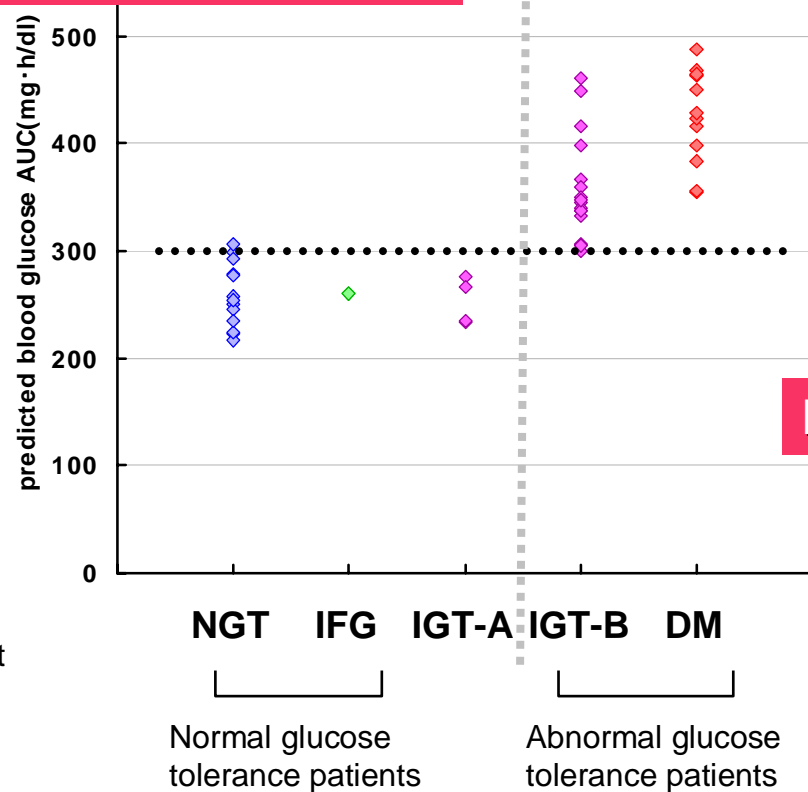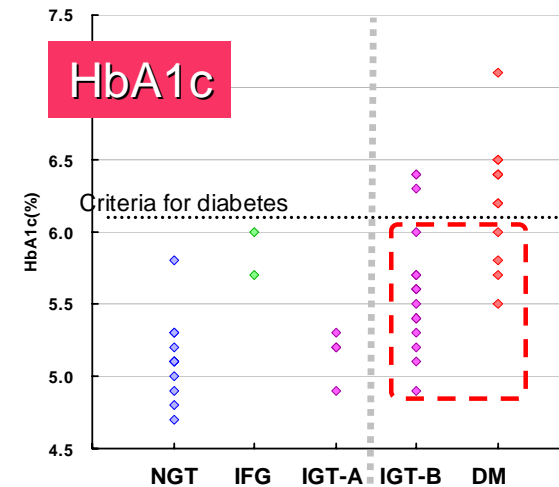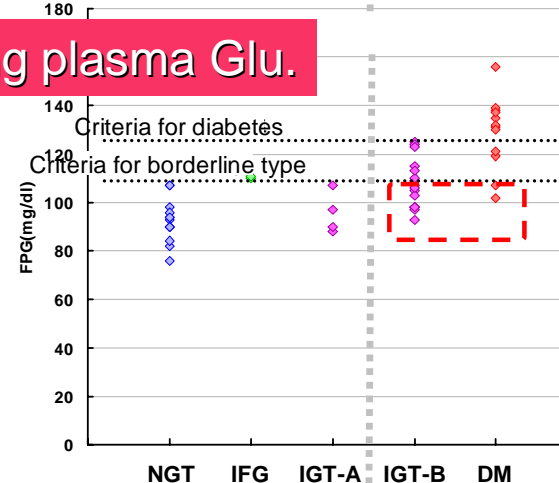
Future plan

・Start the recognizing action of AUC at many academic conferences as novel diagnosis parameter of early stage of diabetes.

・Initiate the development of system for medical device approval and entry to market within 2 years.

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2.（4）Strengthening of bio-material (protein) production technology

Transferred protein production business from Katakura Industries Co., Ltd

- Signing date   2011 March 3rd
- Effective date 2011 April 1st
- Contract details   Katakura Industries Co., Ltd. Bioscience laboratory
  （excl. Matsumoto bunshitsu）
  Contract manufacturing service by silk worm

Medical product business

Fiber business

Bio business

Katakura Industries' business segments

Service business

Machine business
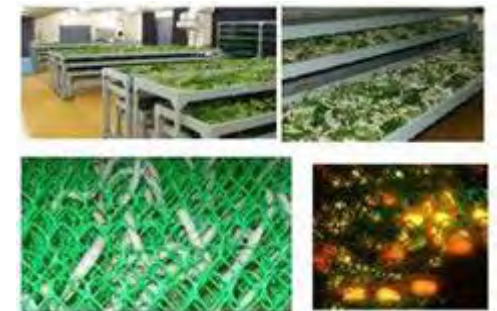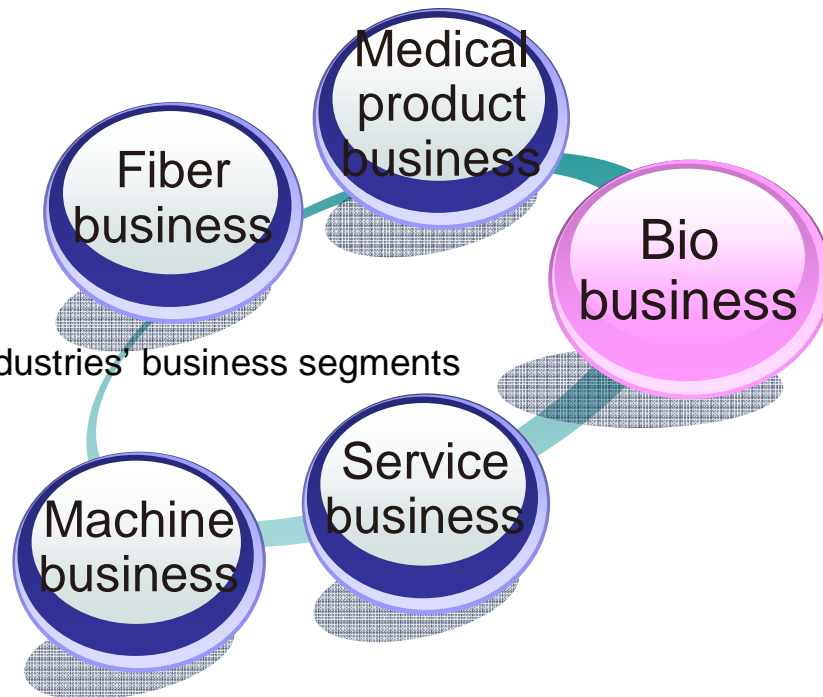
Application to Bio-business for Silkworm protein synthesis "efficient" technology

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Features of protein produce technology by silk worm

High productivity/stability/rapid production/flexibility of scale-up

1. High production capability by using a powerful expression promoter

2. Keeping to native proteomic characters (glycosylation, conformation, phosphorylation, antigenecity)

3. Simple purification process （possible collection as soluble protein）

4. Easy scale-up as no need of investment in facilities

Ex.) High throughput production system by silkworm

Insect system — 3 month — product process

Silk worm system — 1 month — product process (×5)

Automated system

Short term process

Easy scale up/ trial numbers

Culture bottle

More than 10 times High throughput

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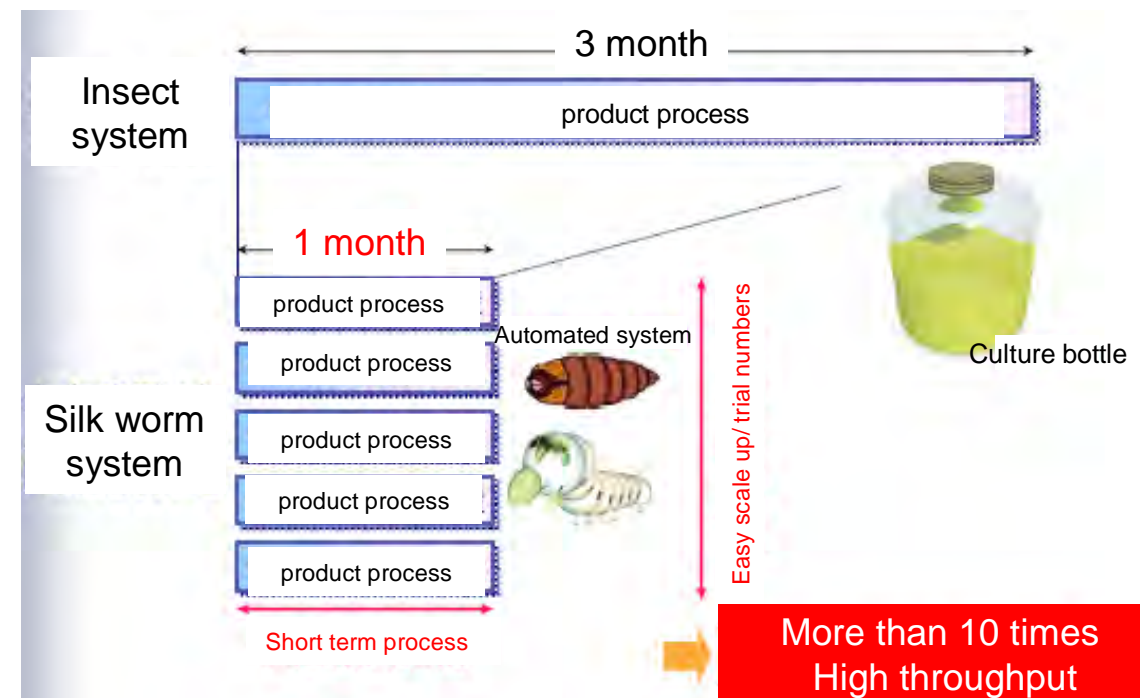
Technology acquisition Impact

Enhancement of application

Use antigen anti-body reaction

Immunodiagnostic agent

Influenza rapid simple kit

Use antigen anti-body reaction

Cancer recurrence Prediction agent

Use antigen anti-body reaction

Bio chemical agent

Use enzyme reaction

Coagulation agent

Use enzyme reaction

Use coagulation reaction
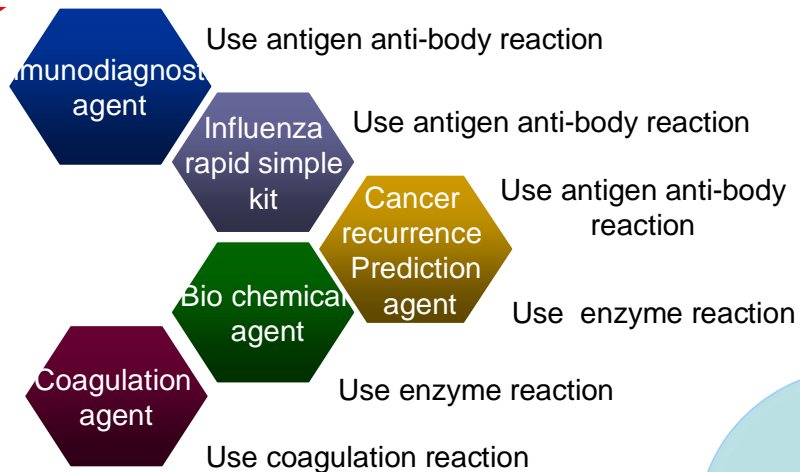
Potentiality of new business field

・Implementation of expanding material preparation business and protein expression service including overseas development by using Sysmex's channel

・Execution of feasibility study for companion diagnostic business by using a connection between pharmaceutical company, university and research institute based on KaikoExpress and using the advantages

Diagnostic agent application development

Device

Strengthening of law material preparation technology

Material development

Material manufacturing company

Diagnostic agent

Device

High performance synthetic raw material

Synthetic raw material

■Flexible designing of protein
◇ Development of appropriate material for assay
◇ Shortened development term
◇ Improvement of specific
◇ Improvement of sensitivity

Natural material

◇ Quality issue
◇ Stable production issue
◇ Cost issue
◇ Bio hazard issue
◇ Animal protection issue

3. Progress status in Research stage

Kaoru ASANO

Executive Officer, Executive Vice President

3. Progress status in research stage

(1) New technology
① Circulating tumor cell
② Detection technology for methylated DNA
③ DNA chip

(2) Approach for e-Health

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Platform for personalized medicine of cancer

Platform

Gene

- Genetic mutation/ polymorphism — **DNA chip** — *SNPs, DMET*
- Acquired modification — **Methylation detection** — *Early detection*

mRNA

- Quantitative alteration — **OSNA** — *Lymph node metastasis*
- **DNA chip** — *Treatment selection*

Protein

- Quantitative alteration
- Qualitative alteration — **HISCL** — *Tumor marker*
- **C2P** — *Prognosis*

Cell
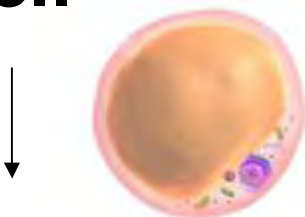
- Quantitative alteration — **FCM** — *Cytological diagnosis*
- Qualitative alteration (functional) — **CTC** — *Early detection* *Treatment selection*

SNP **s** : Single Nucleotide Polymorphism
DMET: Drug metabolism / transporter

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3. (1) Platform for personalized medicine of cancer

① Circulating Tumor Cell

① Circulating tumor cells (CTC) detection technology
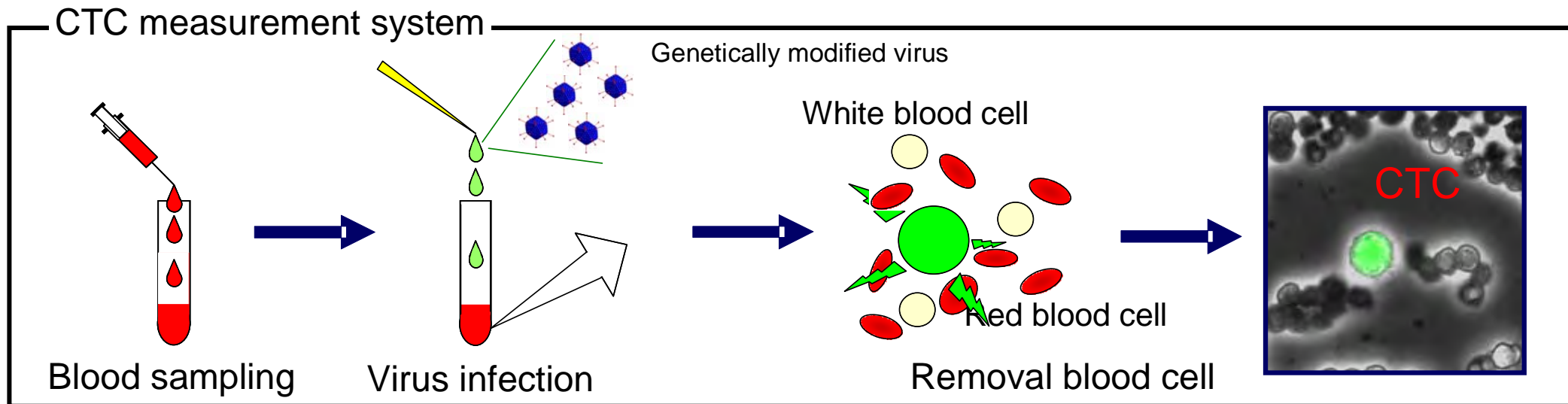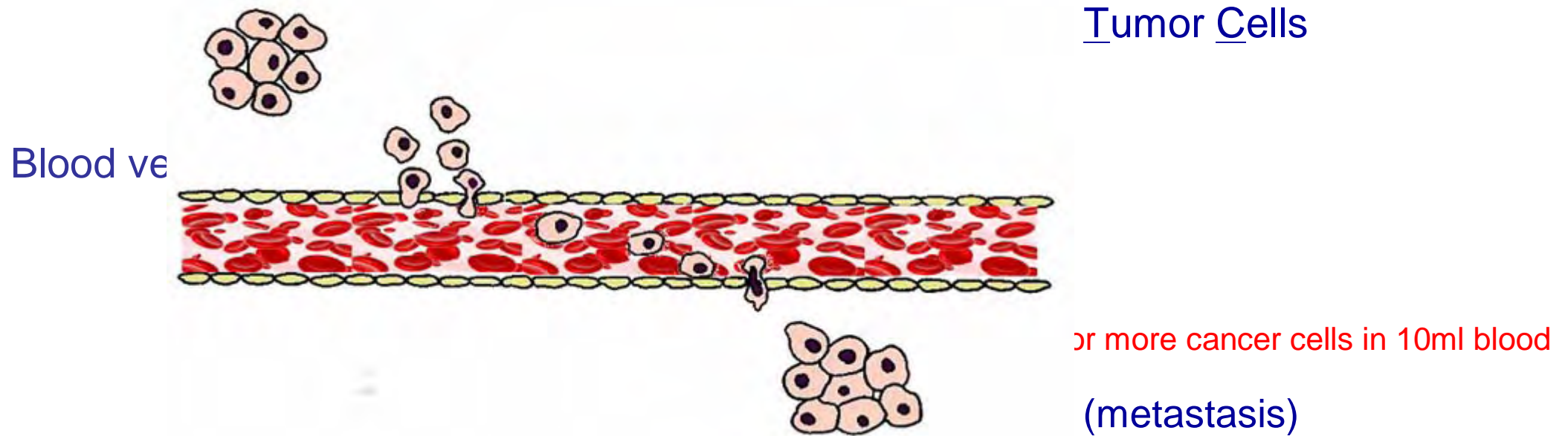
Tumor Cells

Blood ve

or more cancer cells in 10ml blood

(metastasis)

CTC measurement system

Genetically modified virus

White blood cell

CTC

Red blood cell

Blood sampling   Virus infection   Removal blood cell

GFP positive rate in type of cancer

Type of cancer	Cases	GFP positive rate(%) (GFP positive cell≧1)
Breast cancer	70	53% (37/70)
Stomach cancer	82	76% (63/82)
Lung cancer	79	87% (69/79)
Colon cancer	18	50% (9/18)
Esophageal cancer	10	70% (7/10)
Pancreas cancer	12	42% (5/12)
Hepatocellular carcinoma	21	33% (7/21)

Suggest potential for applying stomach cancer and lung cancer

Primary tumor
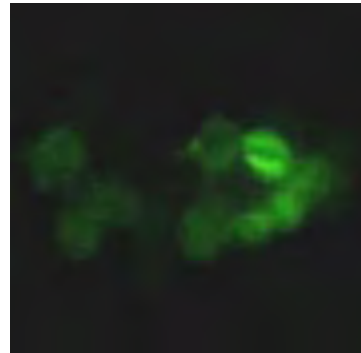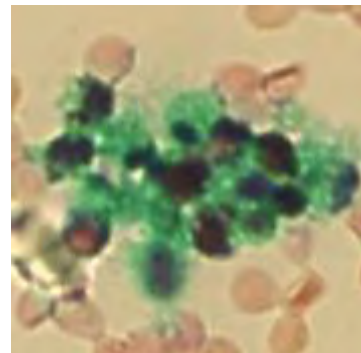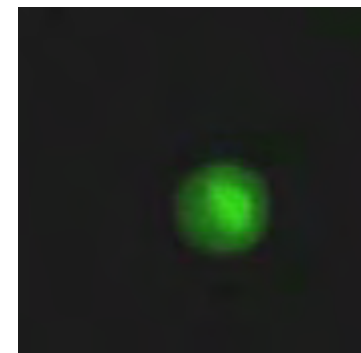
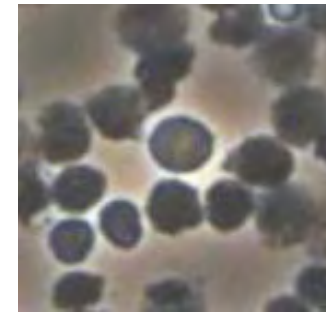GFP Pap stain GFP Pap stain
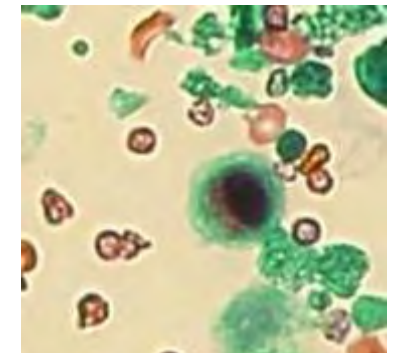
Hematogenous metastasis
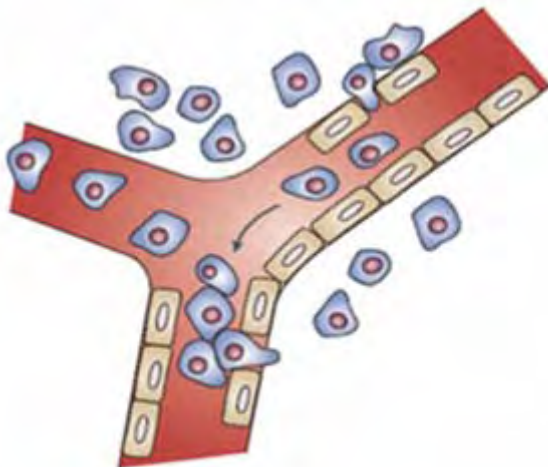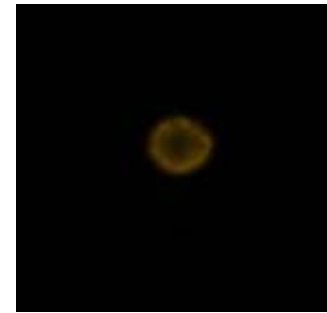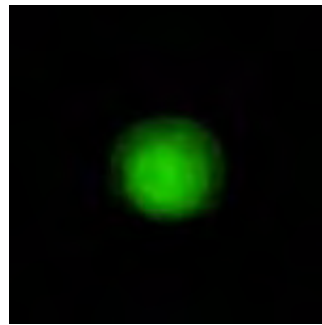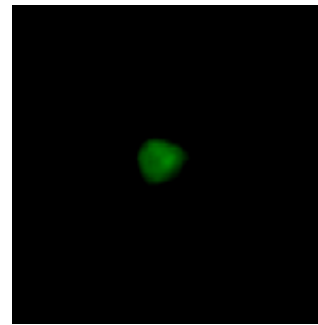
GFP Pan-CK Phase
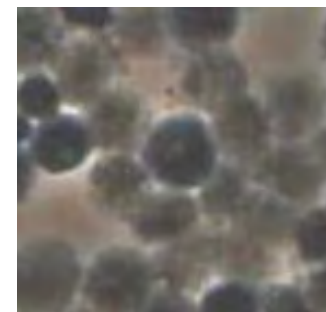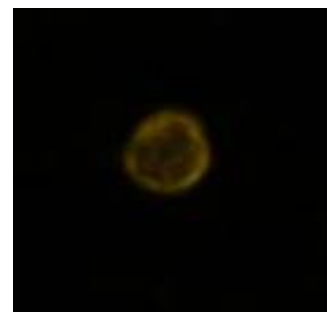
① Circulating tumor cells (CTC) detection technology
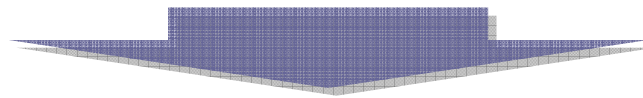 - Efforts for practical use -

Cancer cell   White blood cell

GFP positive cell
　＝　Cancer cell＋Contaminated false positive cells

Efforts in regard to practical use issue

▪ Technologies for quality control of virus infectivity

　　Quality assurance of virus, internal standard substance

▪ Marker addition for identifying species

　　Cell size, double stain with CD45 etc,

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3. (1) Platform for personalized medicine of cancer

② Methylation detection technology

② Methylation detection technology

DNA methylation

Cytosine(C) → Methylation → Methylation cytosine

ON / **OFF** — CG
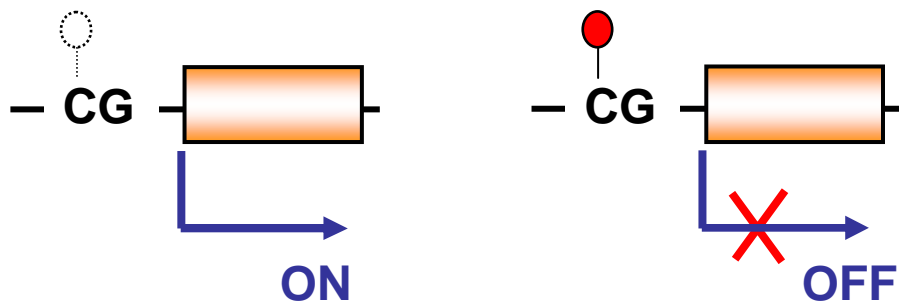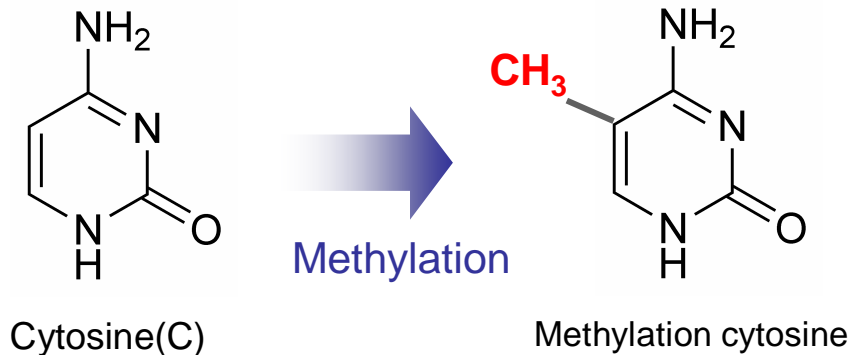
Application for cancer diagnosis
- ⅰ) confirmative diagnosis
- ⅱ) Risk diagnosis
- ⅲ) Disease state diagnosis

ⅰ)Colon cancer screening from the blood

- Construction of measurement system for methylation (OS-MSP)
Construction of rapid and simple measurement system for methylation

- Colon cancer marker(SEPT9)
Collaborative research with Epigenomics

ⅱ)Evaluation of cervical cancer stage
- Study relations between precancerous lesion of cervical cancer and methylation

ⅲ)Search diagnosis methylation marker
- Participation in "basic technology development for new drugs utilizing mechanism of acquired genome modification"

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② Methylation detection technology

ⅰ) Localizing diagnosis of cancer clinical study for colon cancer screening

◆ **Large scale clinical study in USA** (Epigenomics)

Marker： SEPT9

Completed major clinical study in USA in 2010 (7,940 case)
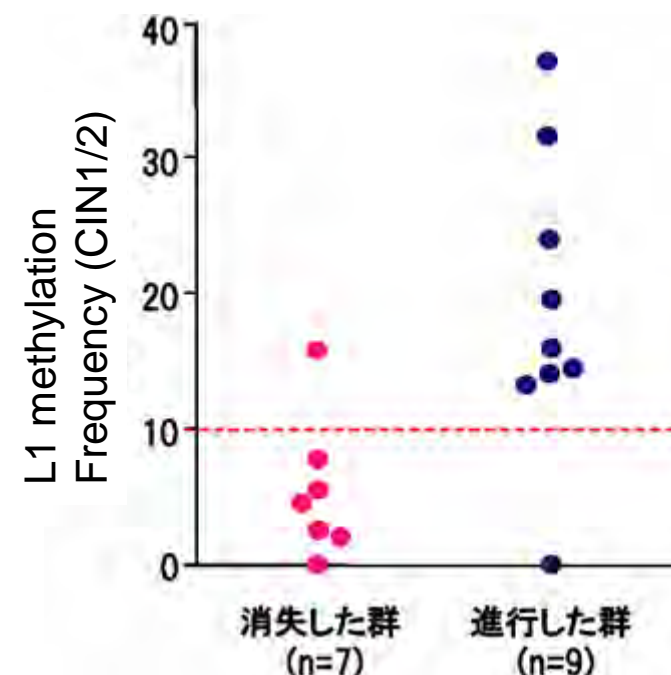Sensitivity 67%, Specificity 88%

◆ **Clinical study in JPN** (progress)

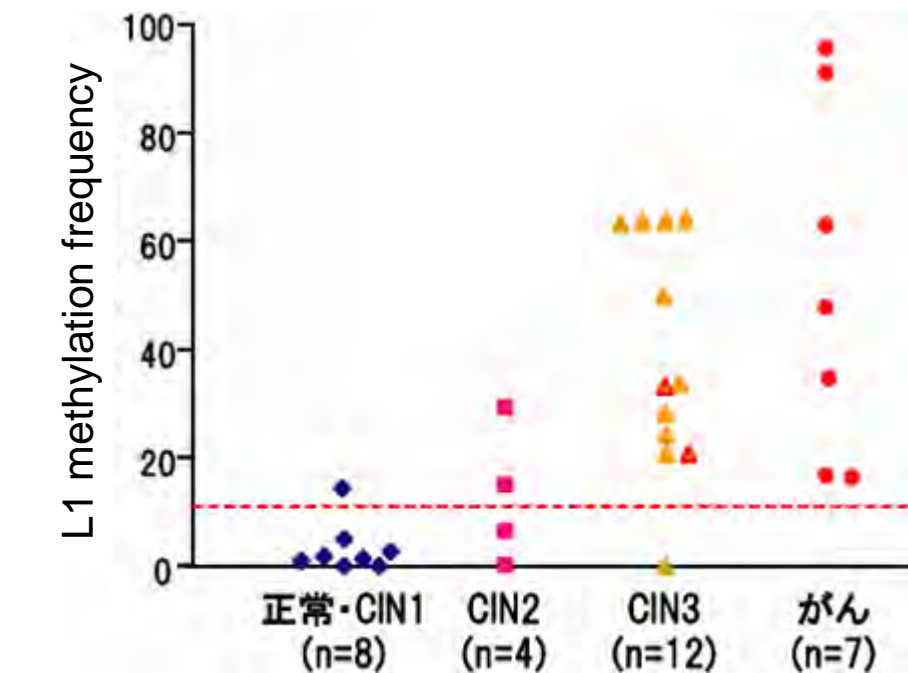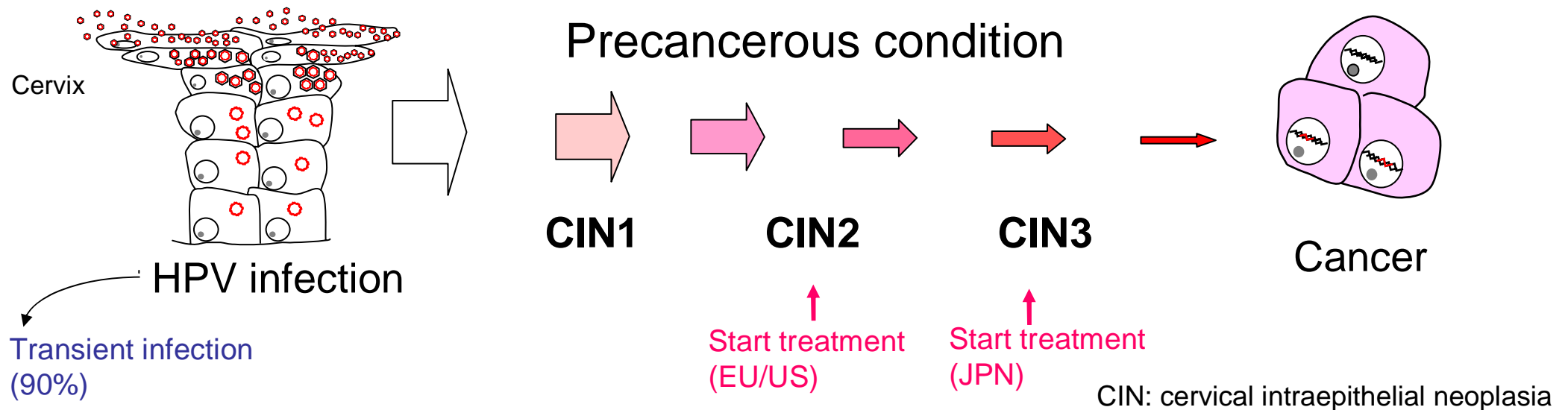|	Positive	Negative
Patients with colon cancer	28	13
Healthy people	5	40

Sensitivity　：68%
Specificity　：88%

100 analyses have completed until now and clinical study has been on-going for achieving 200 cases．

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② Methylation detection technology
　ⅱ) Risk diagnosis of cervical cancer progression

Precancerous condition

Cervix

HPV infection

Transient infection (90%)

CIN1　　CIN2　　CIN3　　Cancer

Start treatment (EU/US)
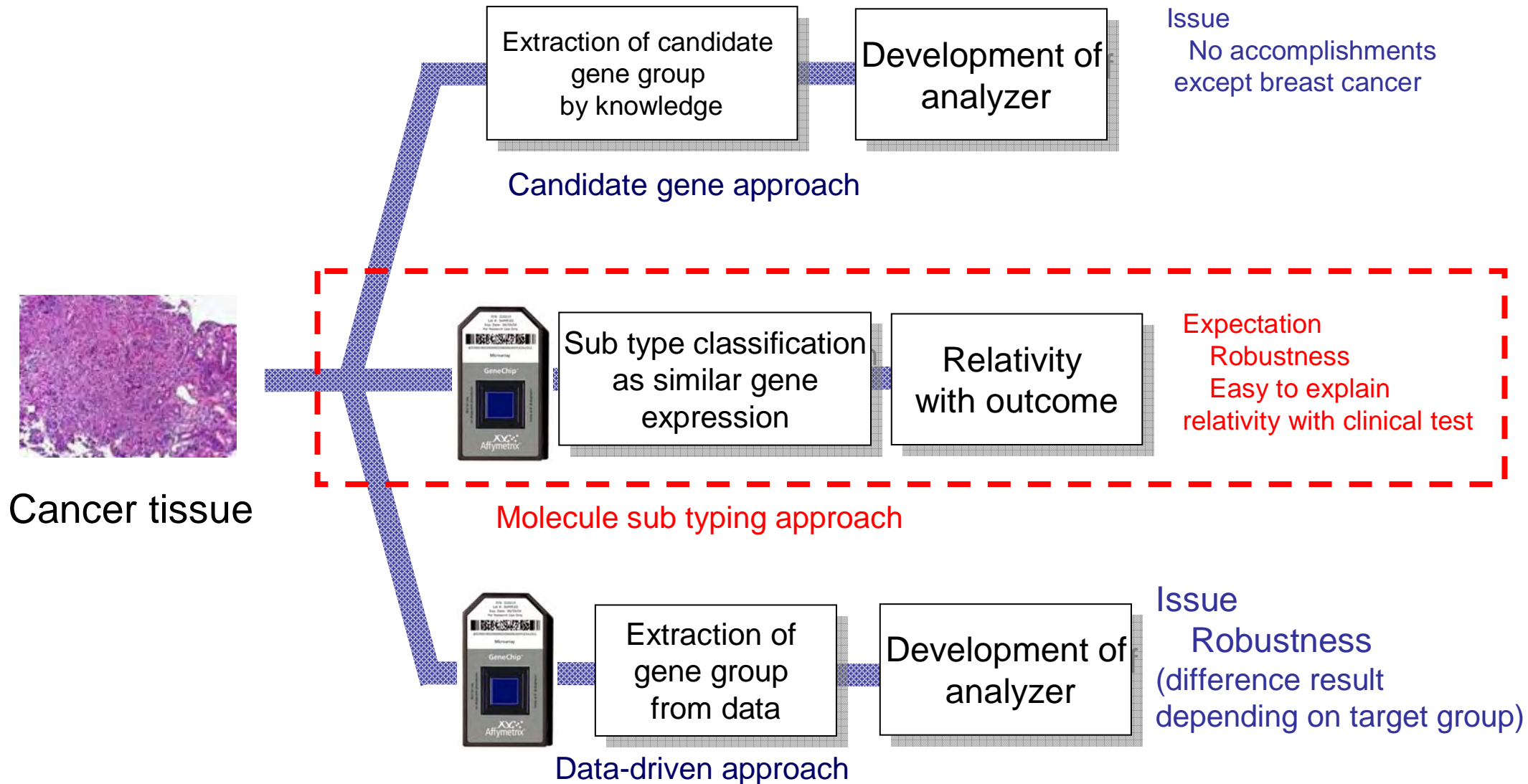
Start treatment (JPN)

CIN: cervical intraepithelial neoplasia

Collaborative research with Hyogo cancer center

3. (1) Platform for personalized medicine of cancer

③ DNA Chip

Approaches to "cancer diagnosis" by tissue

| Extraction of candidate gene group by knowledge | → | Development of analyzer |

Candidate gene approach

Issue
No accomplishments except breast cancer

| Sub type classification as similar gene expression | → | Relativity with outcome |

Molecule sub typing approach

Expectation
Robustness
Easy to explain
relativity with clinical test

Cancer tissue

| Extraction of gene group from data | → | Development of analyzer |

Data-driven approach

Issue
Robustness
(difference result depending on target group)

65

③ DNA chip technology
- Treatment selection by molecule sub typing -

Pathological diagnosis

Molecule sub typing

true Cancer ?

Morphological classification

Subjective diagnosis by a pathologist
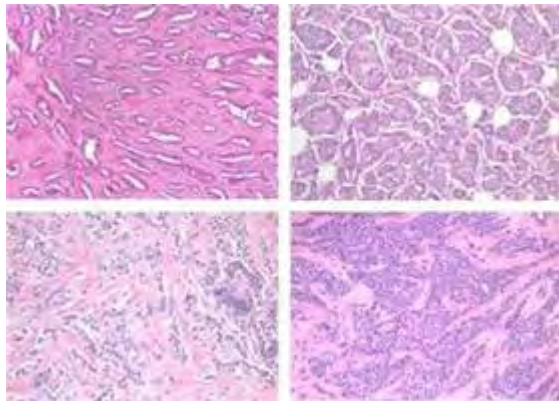
Classification by gene expression

Objective diagnosis

Clinical outcome
(Treatment effect)

Clinical outcome
(Treatment effect)

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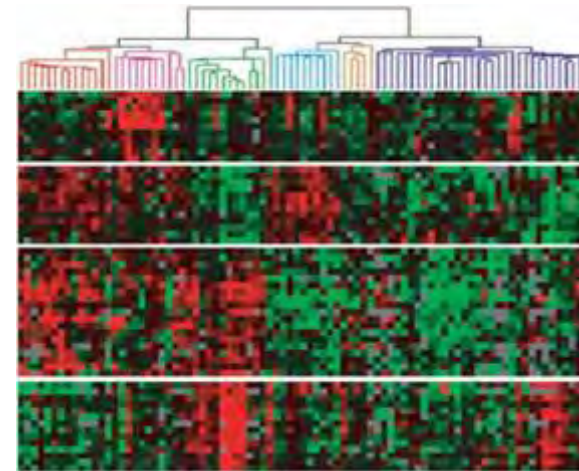
③ DNA chip technology
- Sub type classification of colon cancer -

| MSI-like | CIN-like | Stromal-like |

Patient →

gene

	Survival rate	Recurrence rate	Left hand : Right hand
MSI	30.6% (22)	4.5% (1)	8 : 14
CIN	33.3% (24)	12.5% (3)	17 : 7
Stromal	36.1% (26)	23.1% (6)	13 : 13
total	100% (72)	13.9% (10)	38 : 34

Disease-free survival curve
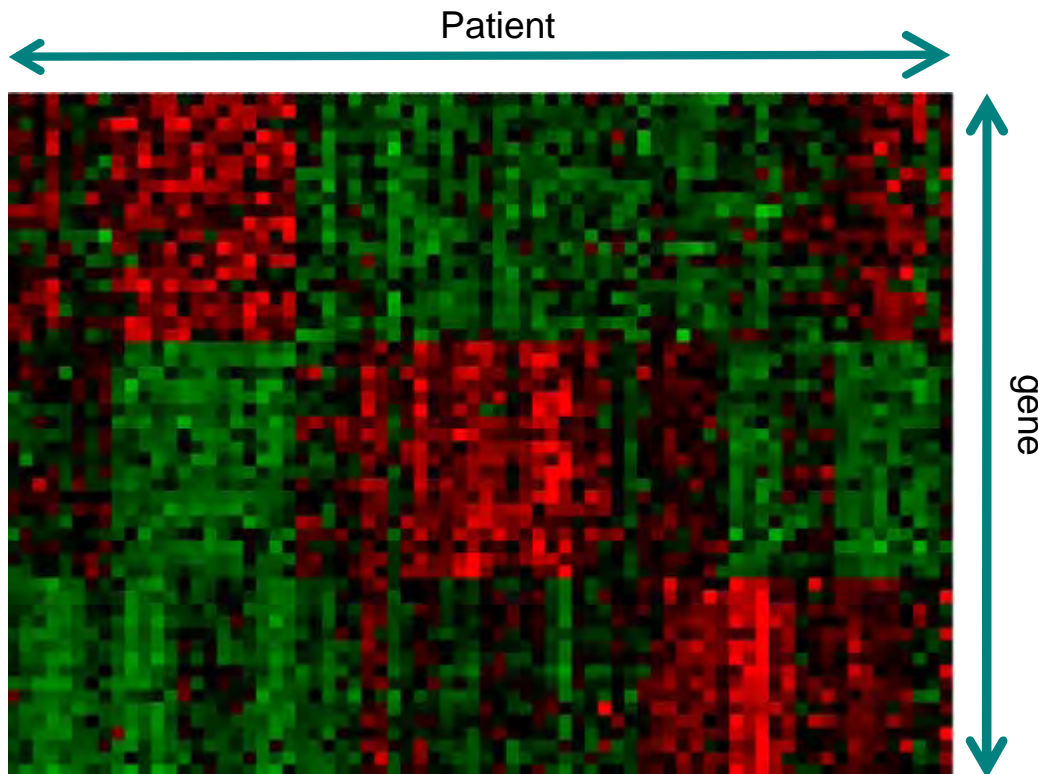
MSI： Microsatellite Instability
CIN： Chromosomal instability
Stromal： Stromal tumor
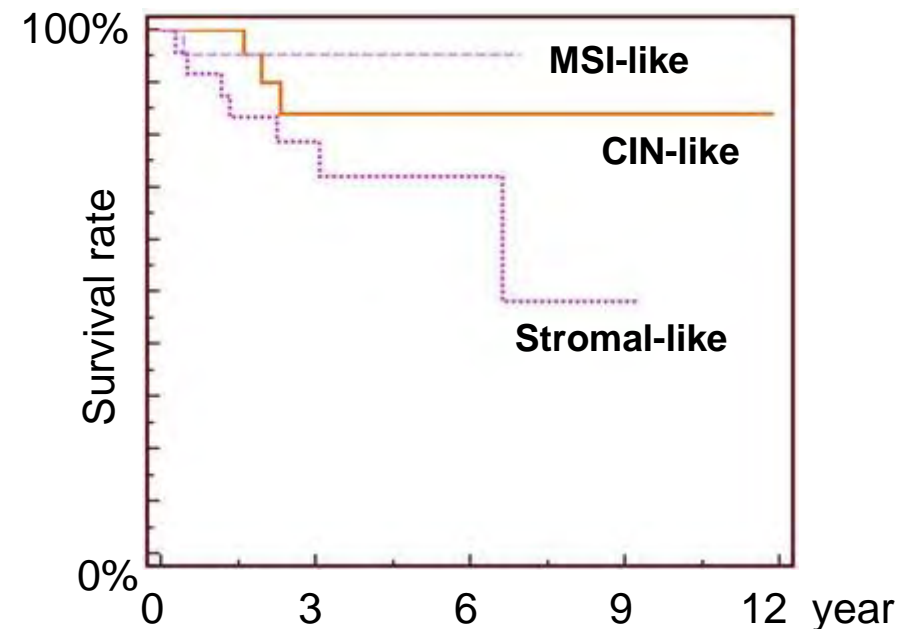
③ DNA chip technology
-Prediction of chemoradiation therapy effect for esophageal cancer -

sysmex

Esophageal cancer

- Morbidity rate (vs. 100,000 people)
  Man ：　23.8　（rank:6）
  Woman ：　4.1
- Mortality rate (vs. 100,000 people)
  Man ：　16.2　（rank:7）
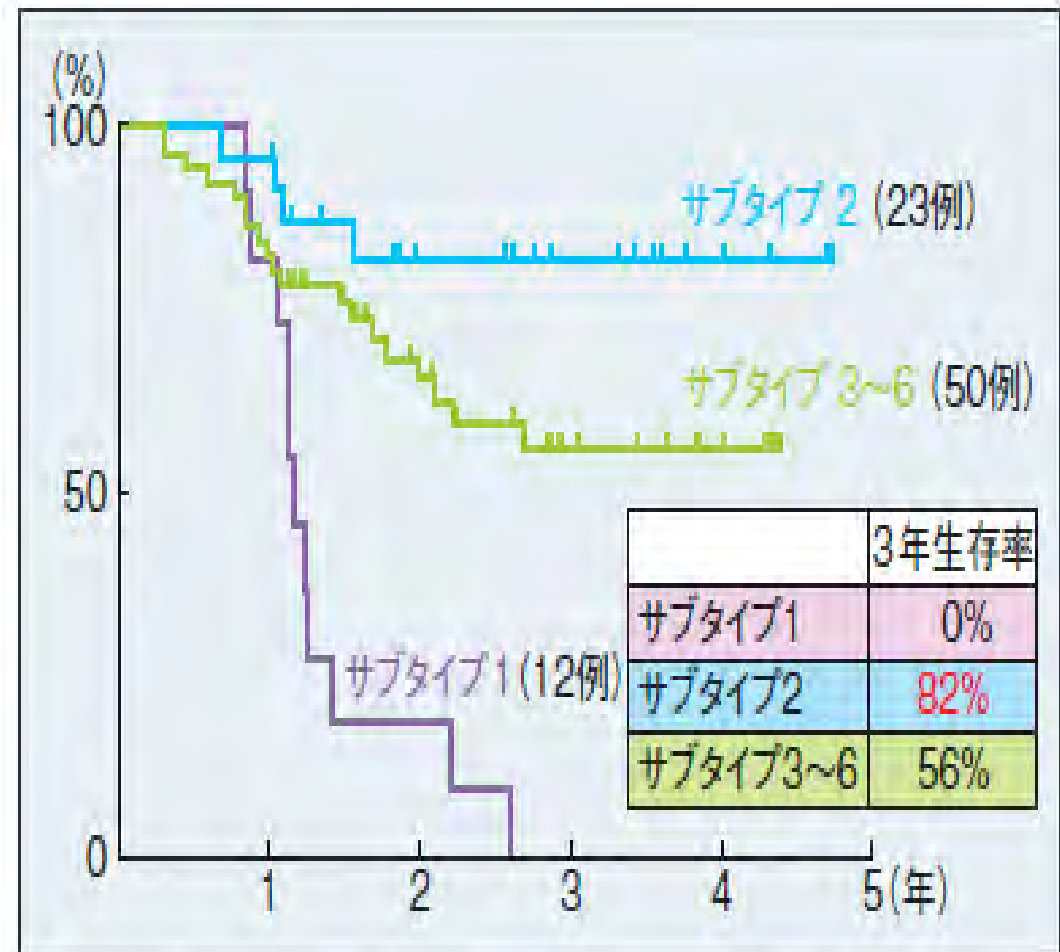 Woman ：　2.8
- Treatment method
  Endoscopic therapy
  Operation
  Chemo/radiation
- Clinical needs
  Radiation sensitivity prediction

Chemo/radiation results of 6 sub classes

(%)
100

サブタイプ2 (23例)

サブタイプ3～6 (50例)

50

	3年生存率
サブタイプ1	0%
サブタイプ2	82%
サブタイプ3～6	56%

サブタイプ1 (12例)

0
1　2　3　4　5(年)

National Cancer Center
Center for Cancer Control and Information Services

Collaborative research with National Cancer Center
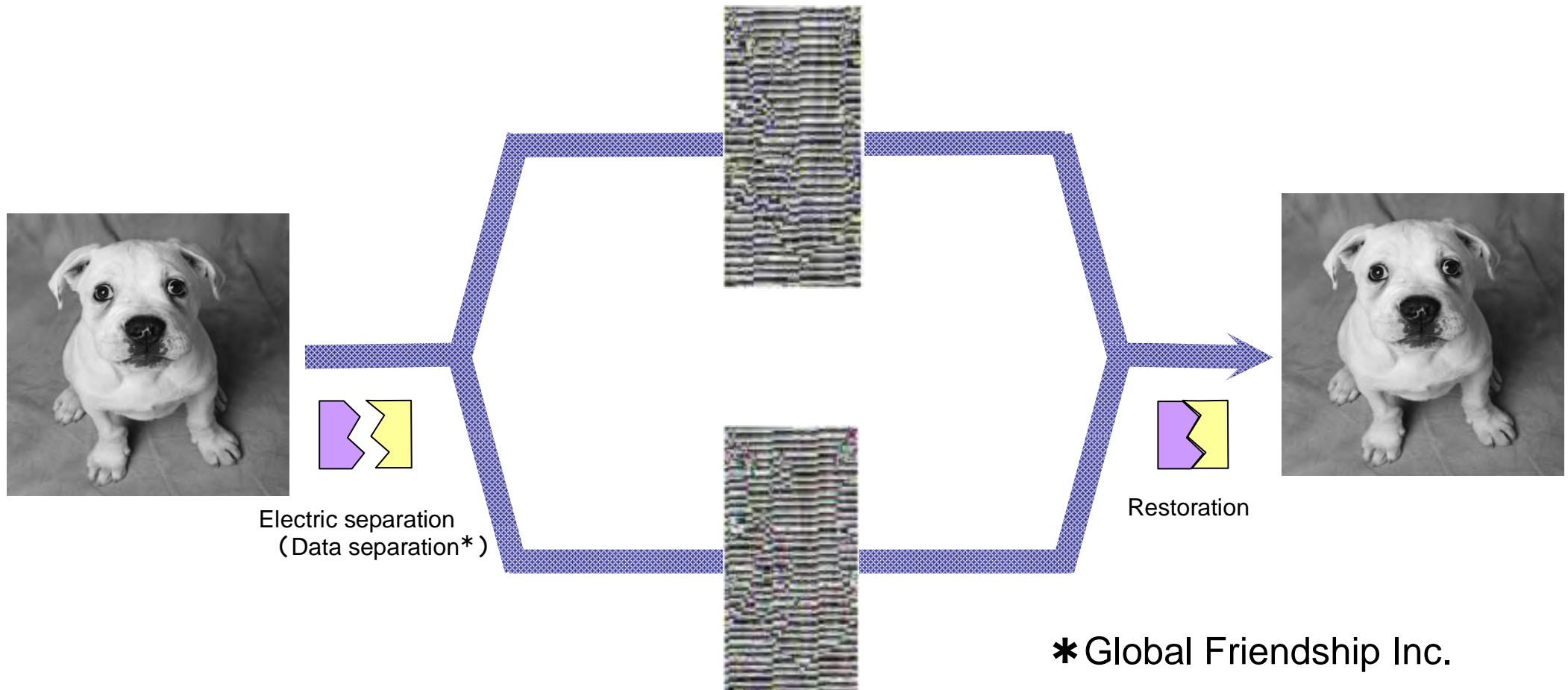
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3. (2) Approach for e-Health
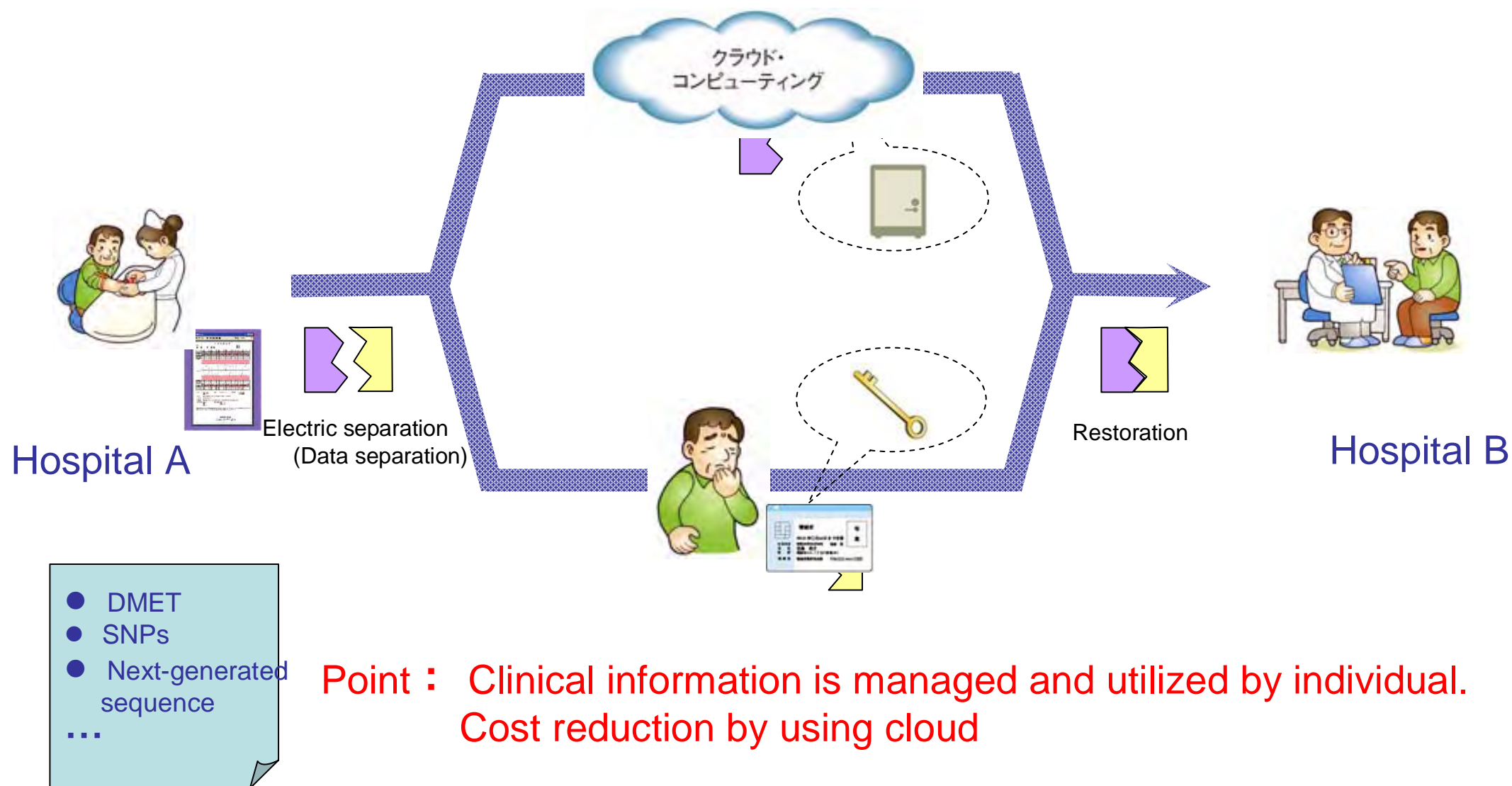
Sysmex's idea for e-Health

- ● Be secured individual test data
- ● In any place, easy confirmation of past test data
- ● Providing for medical treatment support information based on scientific evidence

Test data

Utilization of ICT
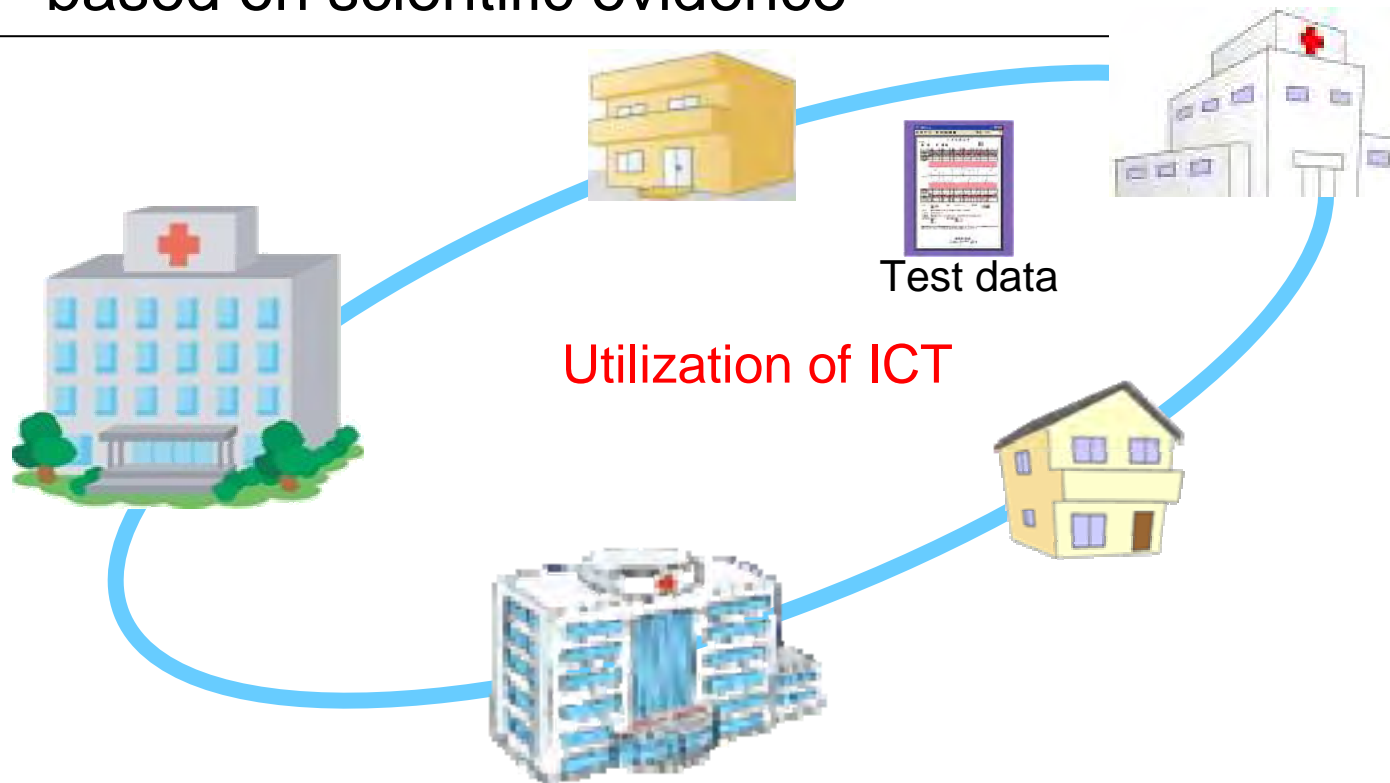
Secret Sharing Scheme (Data separation[*])

Electric separation
（Data separation＊）

Restoration

＊Global Friendship Inc.

Point： Separated data in bit level is not personal information
even if original data includes personal data.

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e-Health system construction with using Data Separation

Hospital A

Electric separation
(Data separation)

クラウド・
コンピューティング

Restoration

Hospital B

- DMET
- SNPs
- Next-generated sequence
…

Point： Clinical information is managed and utilized by individual.
Cost reduction by using cloud

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Drug effect prediction system

DMET^{TM} Plus

Cover 225 genes and 1936 markers of drug-metabolizing enzyme /transporter

クラウド・コンピューティング

Knowledge based on scientific evidence

Drugs	Treatment field
Aromatase Inhibitors	Breast cancer
Tamoxifen	Breast cancer
Codeine	Pain
Phenytoin	Anti epilepsy
Statins	Cholesterol
Thiopurines	Chemotherapy
Warfarin	Circulatory disease

We Believe the Possibilities.

Sysmex Corporation

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