



Business Results

First Three Months of the

Fiscal Year Ending March 31, 2024

August 8, 2023
Sysmex Corporation

Together for a better
healthcare journey

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- The Sysmex Group adopted International Financial Reporting Standards (IFRS) in the fiscal year ended March 31, 2017. Figures are disclosed in compliance with IFRS.
- In the fiscal year ended March 31, 2022, the Sysmex Group changed its method of recognizing the costs of configuration or customization services in cloud computing contracts as an expense when these services are received.
- This material contains forward-looking statements about the Sysmex Group. These forward-looking statements are based on the current judgments and assumptions of the Sysmex Group in light of the information currently available to it. Uncertainties inherent in such judgments and assumptions, the future course of our business operations and changes in operating environments both in Japan and overseas may cause our actual results, performance, achievements, or financial position to be materially different from any future results, performance, achievements or financial position either expressed or implied within these forward-looking statements.

Executive Summary



Q1 Business Results (Year on Year)

- **Net sales and operating profit both increased. (Net sales +10.8%, operating income +20.1%)**

Sales: As the COVID-19 pandemic subsided, demand for related testing fell in Japan and EMEA. However, in China demand for hematology testing increased. Sales rose by double digits in the Americas and AP. China also saw a double-digit sales increase.

Cost of sales: Improved despite high ongoing service costs, as sharply higher raw materials and shipping costs eased

SG&A expenses: Continued to invest in future growth (R&D, internal DX, etc.) and labor cost increases remained within expectations

Operating profit: Although up, operating profit was lower than anticipated, due to the impacts of COVID-19, Russia, and high SG&A.

1H and Full-Year Financial Forecast

- **Net sales: We expect to reach our targets, owing to expansion from Q2 stemming from the XR™-Series launch.**
- **Operating profit: Owing to higher gross profit on increased sales, and by controlling SG&A expenses, we expect to achieve our objectives.**

1. Business Results, First Three Months of the Fiscal Year Ending March 31, 2024

Financial Highlights



(Billions of yen)

(Billions of yen)	First three months of fiscal year ending March 31, 2024		First three months of fiscal year ended March 31, 2023		YoY (Previous period = 100%)
	Results	Ratio	Results	Ratio	
Net sales	95.3	100%	86.0	100%	110.8%
Cost of sales	44.9	47.1%	43.0	50.1%	104.4%
SG&A expenses	30.1	31.6%	25.1	29.2%	119.8%
R&D expenses	7.1	7.5%	6.9	8.0%	103.1%
Other income (expenses)	0.1	0.2%	0.1	0.2%	89.7%
Operating profit	13.2	13.9%	11.0	12.8%	120.1%
Profit attributable to owners of the parent	8.6	9.0%	8.0	9.3%	107.4%

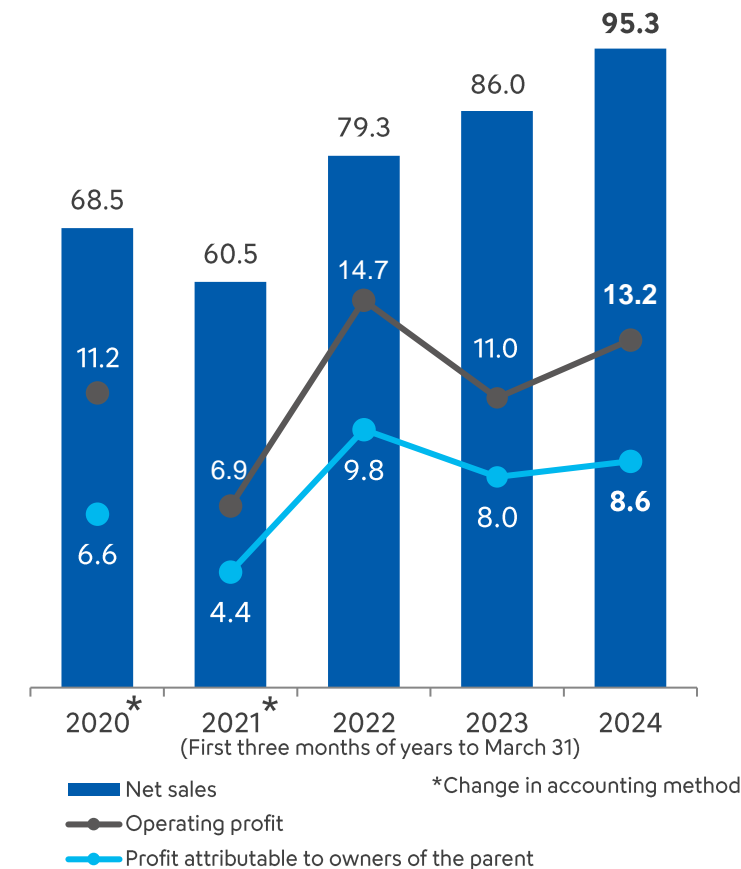
✓ **Net sales:** Sales rose, growing by double digits in the Americas, China and AP.

✓ **Operating profit:** Although SG&A increased, operating profit rose due to an improved cost of sales (which pushed up gross profit) and the effects of yen depreciation.

Exchange rate fluctuations raised net sales ¥3.08 billion and increased operating profit ¥2.99 billion. At the exchange rates prevailing one year earlier, net sales would have been up 7.2% year on year, and operating profit down 7.0%

✓ **Profit attributable to owners of the parent:** Profit rose, due in part to the impact of exchange gains (losses).*

*Exchange gains (losses): Gain of ¥0.85 billion (loss of ¥2.07 billion in the same period of the previous fiscal year)



	First three months of fiscal year ending March 31, 2024	First three months of fiscal year ended March 31, 2023
1USD	¥137.4	¥129.6
1EUR	¥149.5	¥138.1
1CNY	¥19.6	¥19.6

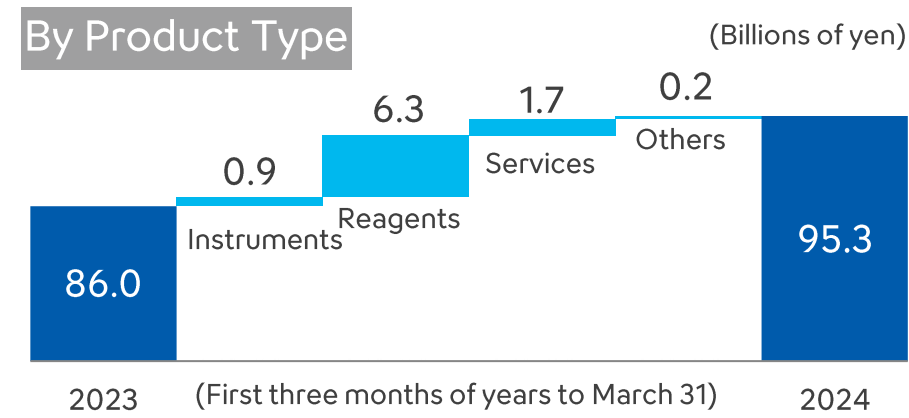
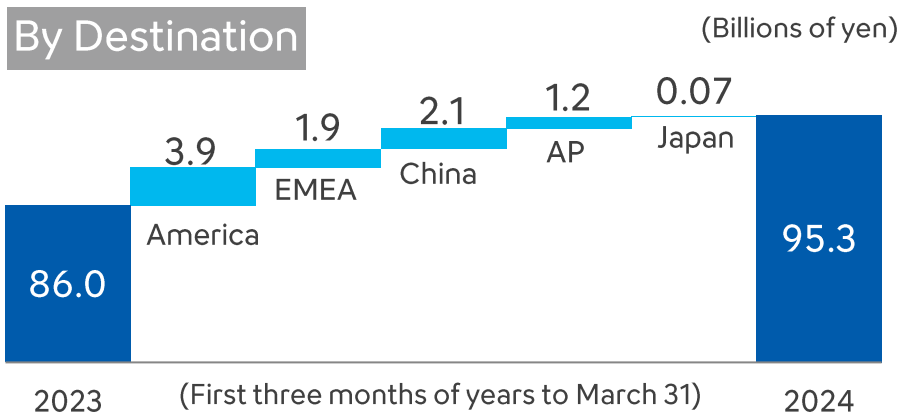
Breakdown of Net Sales (by Destination and Product Type)

(Billions of yen)	First three months of fiscal year ending March 31, 2024		YoY (Previous period = 100%) Local currency basis	
	Results	Ratio	Yen basis	Local currency basis
Net sales	95.3	100.0%	110.8%	107.2%*
Americas	27.0	28.3%	117.0%	110.4%
EMEA	29.1	30.6%	107.1%	99.0%
China	16.7	17.6%	115.0%	115.1%
AP	9.3	9.8%	114.7%	112.9%*
Japan	13.0	13.7%	100.6%	-
Instruments	20.0	21.1%	104.8%	100.5%*
Reagents	58.5	61.4%	112.2%	107.9%*
Services	13.5	14.3%	114.6%	115.4%*
Others	3.1	3.3%	109.9%	106.7%*

*Year-on-year increase on a yen basis, excluding the impact of exchange rate fluctuations

Major Reasons for Changes by Destination

Americas	<ul style="list-style-type: none"> Sales rose in the hematology field, centered on Canada and Central and South America. Sales were also favorable in the urinalysis field, leading to double-digit sales for the region.
EMEA	<ul style="list-style-type: none"> Sales were down substantially in Russia. However, sales were firm in Saudi Arabia, Spain and other countries where we transitioned to direct sales. As a result, sales for the region were flat.
China	<ul style="list-style-type: none"> The number of tests recovered to pre-pandemic levels. Sales rose in the hematology field, prompting double-digit growth for the region.
AP	<ul style="list-style-type: none"> Sales for the region were up by double digits, buoyed by robust performance in India and Indonesia, as well as South Korea and Taiwan.
Japan	<ul style="list-style-type: none"> Sales were flat, due in part to a decline in testing demand related to COVID-19 and so forth. Sales rose by 2.3% in the diagnostics business, where the XR-Series boosted sales by double digits in the hematology field and performance was solid in the life science field.



Information by Destination (China)



(Million CNY)	First three months of fiscal year ending March 31, 2024	First three months of fiscal year ended March 31, 2023	YoY (Previous period = 100%)	
			Local currency Basis	Yen basis
Sales	854.9	742.8	115.1%	115.0%
Instruments	126.9	121.8	104.2%	104.1%
Reagents	646.3	554.0	116.7%	116.5%
Services, others	81.7	67.0	122.0%	121.8%

- Testing demand that had been suppressed by the impact of COVID-19 (due to lockdowns, etc.) recovered to pre-pandemic levels.
- Despite the impact of government procurement policies, instrument and reagent sales increased.
- We anticipate a further recovery in sales from Q2.

● Instruments

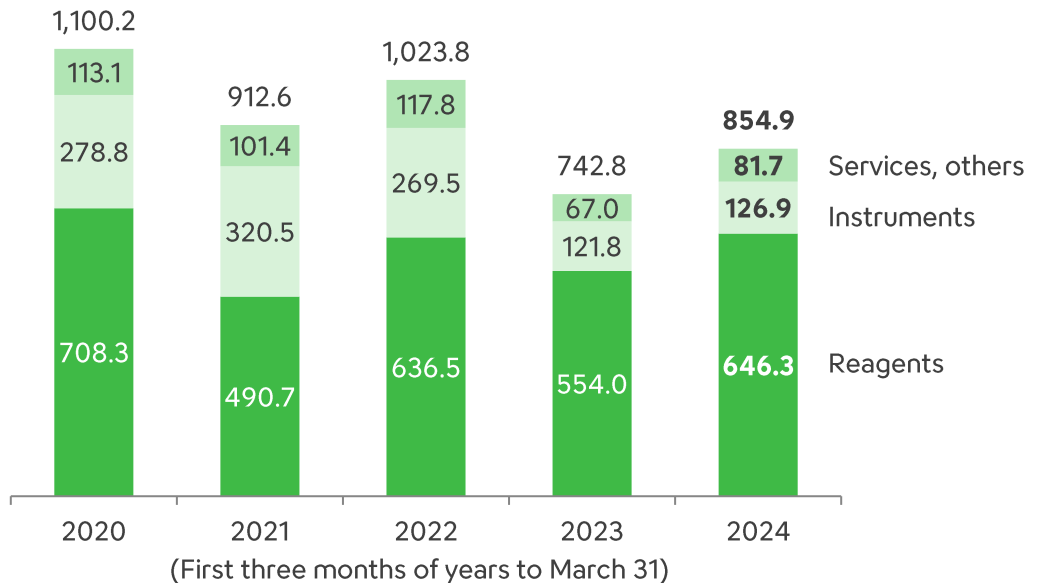
- ✓ Sales rose, owing to higher sales in the hematology and hemostasis fields.

Note: Items manufactured locally also increased as a percentage of sales.

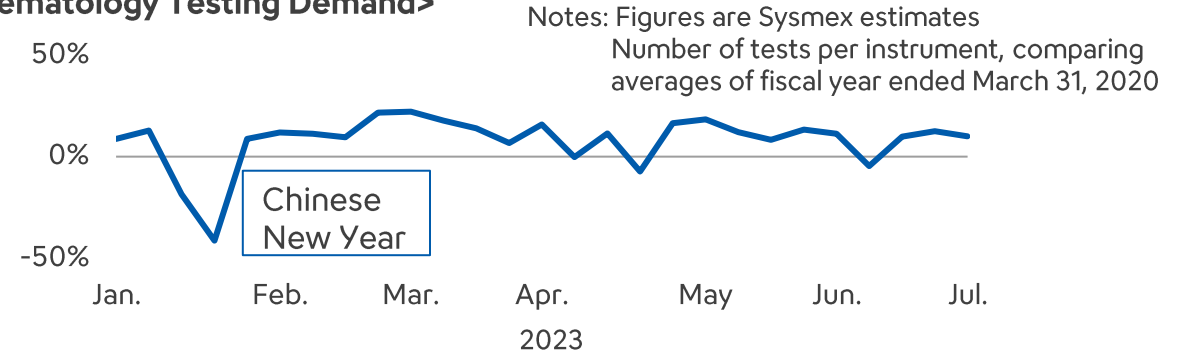
● Reagents

- ✓ Sales rose, as the recovery in demand for testing pushed up sales, particularly in the hematology, urinalysis and hemostasis fields.

Sales (Million CNY)



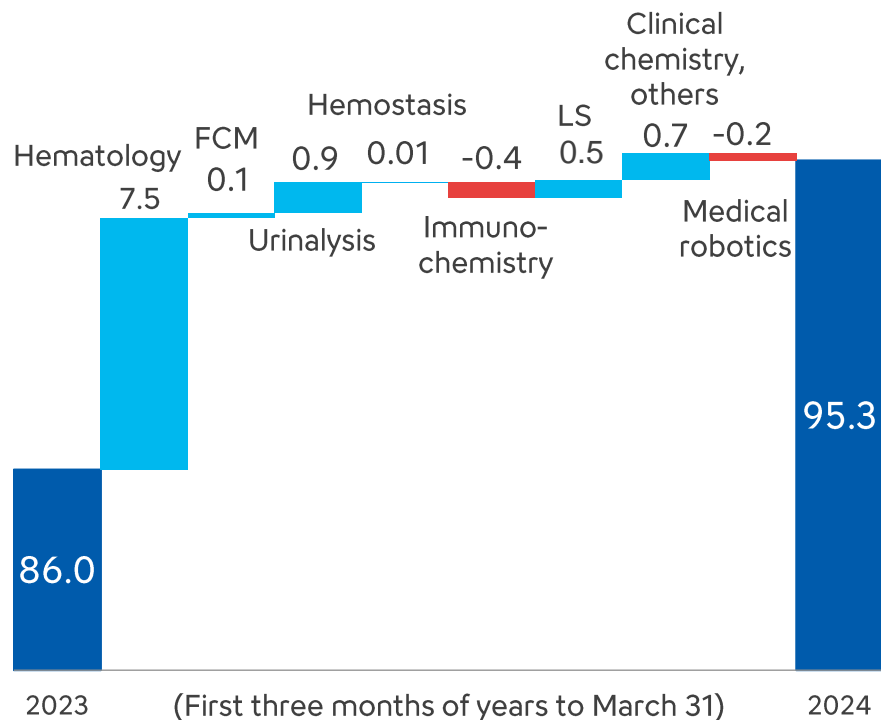
<Hematology Testing Demand>



Breakdown of Net Sales (by Business and Field)

Sales by Business and Field

(Billions of yen)



The hemostasis and immunochemistry fields were affected by the cessation of supply to Russia and a decline in demand related to testing for COVID-19. Nevertheless, sales grew, centering on the hematology field.

(Billions of yen)	First three months of fiscal year ending March 31, 2024		YoY (Previous period = 100%)	
	Results	Ratio	Yen basis	Excluding FX impact
Net sales	95.3	100.0%	110.8%	107.2%
Hematology	59.2	62.2%	114.6%	110.4%
FCM	0.6	0.7%	128.8%	122.3%
Urinalysis	7.7	8.1%	113.6%	109.2%
Hemostasis	13.6	14.3%	100.1%	99.0%
Immunochemistry	3.8	4.0%	89.3%	89.1%
Clinical chemistry	0.7	0.8%	99.3%	98.0%
Life science	4.6	4.8%	113.5%	108.3%
Others	4.4	4.7%	121.8%	116.8%
Diagnostics business	95.0	99.7%	111.1%	107.5%
Medical robotics business	0.2	0.3%	57.8%	57.8%

COVID-related testing

(Included in the life science, immunochemistry and others categories)

In the first three months of the fiscal year ending March 31, 2024:

¥0.47 billion (¥0.47 billion in Japan)

(Reference):

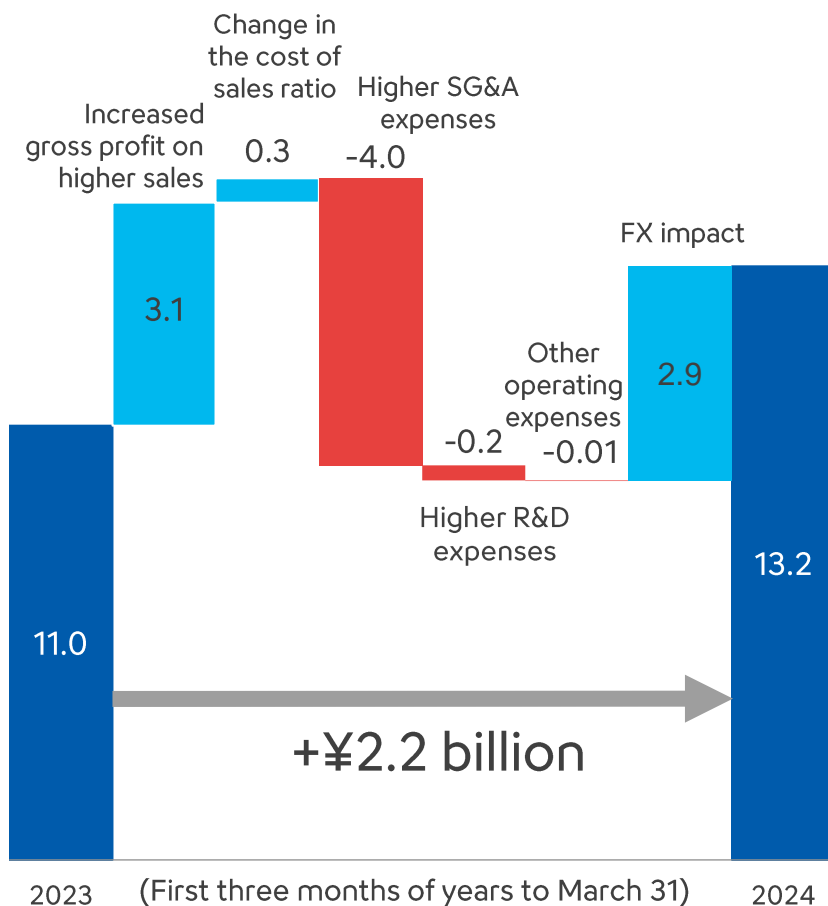
¥1.04 billion in the first three months of the fiscal year ended March 31, 2023

(¥0.86 billion in Japan, ¥0.18 billion overseas)

Breakdown of Operating Profit

Operating Profit

(Billions of yen)



Note: Figures and comments below exclude the impact of exchange rates.

- Increased gross profit on higher sales: ¥3.11 billion (positive impact)
 - Impact of change in the cost of sales ratio: ¥0.34 billion (0.4pt improvement) (positive impact)
 - ✓ Impact of the product mix: 0.6pt improvement, easing of sharply higher shipping costs: 0.5pt improvement
 - ✓ Easing of sharply higher materials prices: 0.5pt improvement
 - ✓ Service costs: 0.8pt deterioration
 - Higher SG&A expenses: ¥4.0 billion (negative impact)
 - ✓ Labor costs rose due to personnel increases in each region and sharply higher HR costs.
 - ✓ Costs related to digitalization increased.
 - Higher R&D expenses: ¥0.21 billion (negative impact)
 - ✓ Ongoing investments in product development and costs related to regulatory affairs were higher.
 - Change in other operating income: ¥0.01 billion (negative impact)
-
- FX impact: ¥2.99 billion positive impact

Initiatives in the Diagnostics business

- XR-Series
 - EMEA Launch of XR-Series and sample transportation system module (BT-50 etc.) (July 2023)
 - Japan Owing to solid results in Q1, sales of hematology instruments were up by double digits (launch in Q2 of the fiscal year ended March 31, 2023).
 - AP Expect to launch in Q2 of the fiscal year ending March 31, 2024.
 - China BT-50 launched as an additional module for the XN™-Series.
Expect to launch the XR-Series in Q3 of the fiscal year ending March 31, 2024.
 - Americas BT-50 launched as an additional module for the XN-Series.
Expect to launch the XR-Series in the fiscal year ending March 31, 2025.



View of modules connected to XR-Series

Initiatives in the Diagnostics business

- Hemostasis Based on OEM agreement with Siemens, preparing for an April 2024 launch
- China Completion of new registration of interstitial pneumonia marker (KL-6), total immunochemistry reagent parameters increased to 58 (July 2023)
Promoting an increase in the number of items manufactured locally (hemostasis, urinalysis, and hematology fields)
- Alzheimer disease tests
 - Japan Launch of Alzheimer disease tests (assay kit to identify amyloid beta in the brain using a small amount of blood) (June 2023)
 - Americas Expect to launch a lab assay service (LDT) of Alzheimer disease tests in Q2 of the fiscal year ending March 31, 2024.
- Japan Launch of clinical flow cytometry system (XF-1600™, PS-10) (May 2023)
- EMEA Launch of a point-of-care testing system to detect rapid detection of antimicrobial susceptibility for urinary tract infections (PA-100) (June 2023)



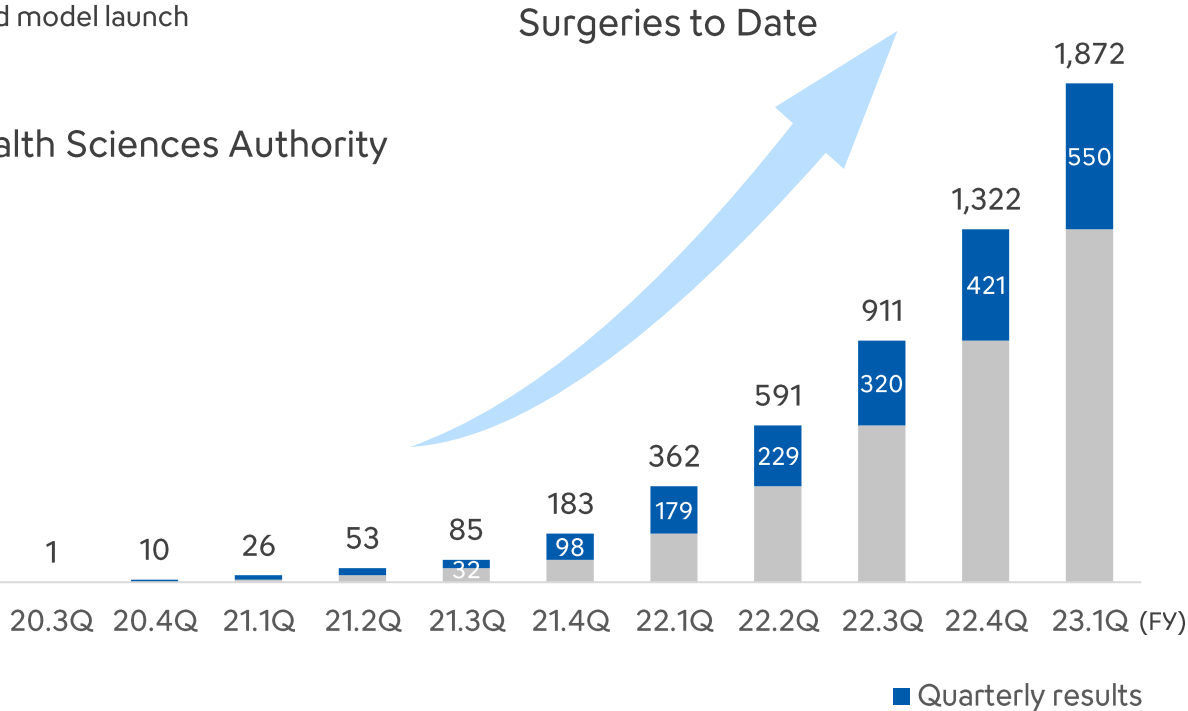
Clinical Flow Cytometry System



Analyzer (PA-100) and single use sample cartridge

Initiatives in the Medical Robotics Business

- Launched an upgraded model on July 18, 2023
 - ✓ Hand clutch function makes surgeries smoother
 - ✓ Allows use of endoscopes with fluorescent imaging compatibility
 - ✓ Responds to other requests
- Number of surgeries is growing steadily, surpassing 1,800 in Q1 of the fiscal year ending March 31, 2024
- Total number of units installed: 36 (one newly installed in Q1)
 - * We curtailed sales ahead of the upgraded model launch
- Number of certified physicians: 333 (up by 46)
- In April 2023, applied for regulatory approval with Singapore’s Health Sciences Authority



2. Financial Forecast for the Fiscal Year Ending March 31, 2024

Consolidated Financial Forecast (Fiscal Year Ending March 31, 2024) (No Change Following May 2023 Announcement)



	Fiscal year ending March 31, 2024		Fiscal year ended March 31, 2023		YoY increase
	Forecast	Ratio	Results	Ratio	
Net sales	460.0	100.0%	410.5	100.0%	+12.1%
SG&A expenses	124.5	27.1%	112.3	27.4%	+10.8%
R&D expenses	37.5	8.2%	31.0	7.6%	+20.9%
Operating profit	83.0	18.0%	73.6	17.9%	+12.6%
Profit attributable to owners of the parent	52.0	11.3%	45.7	11.2%	+13.8%

Planned investment

Capital expenditure:
¥47.8 billion

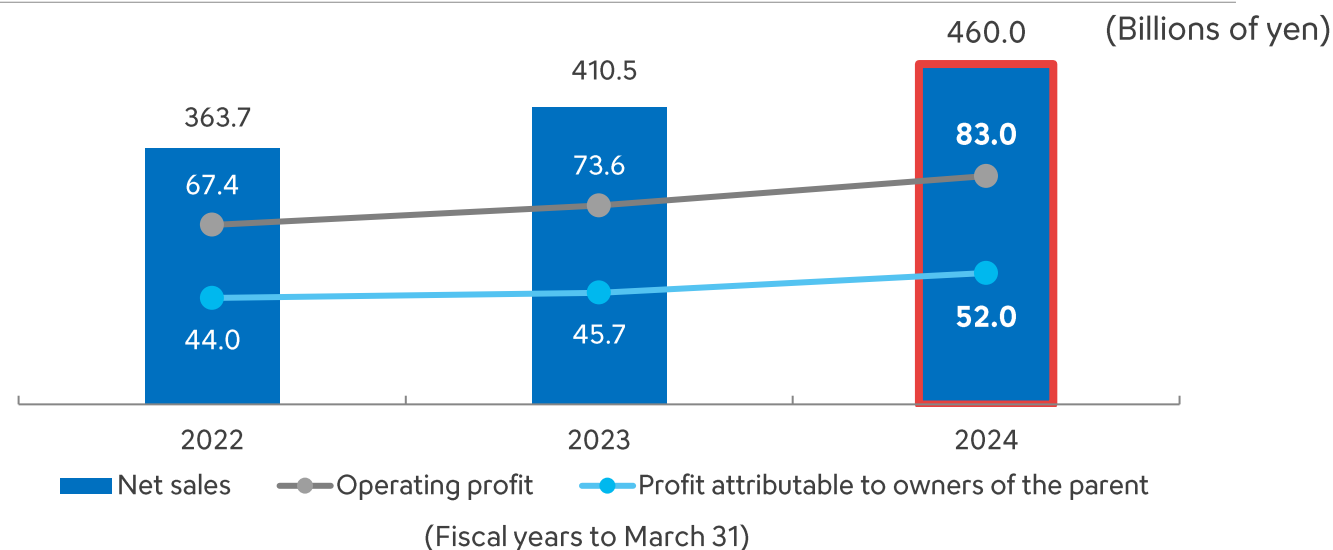
Depreciation and amortization:
¥35.0 billion

● Assumed Exchange Rates

	Fiscal year ending March 31, 2024	Fiscal year ended March 31, 2023
1 USD	¥133.0	¥135.5
1 EUR	¥143.0	¥141.0
1 CNY	¥19.2	¥19.8

● Exchange Rate Sensitivity

	Net sales (year)	Operating profit (year)
USD	¥0.79 billion	¥0.18 billion
EUR	¥0.58 billion	¥0.14 billion
CNY	¥5.46 billion	¥4.18 billion



(Appendix)

Information by Destination (Americas)



(Million USD)	First three months of fiscal year ending March 31, 2024	First three months of fiscal year ended March 31, 2023	YoY (Previous period = 100%)	
			Local currency Basis	Yen basis
Sales	196.7	178.2	110.4%	117.0%
Instruments	52.4	45.3	115.6%	122.6%
Reagents	91.9	83.9	109.6%	116.2%
Services, others	52.4	49.0	106.9%	113.2%

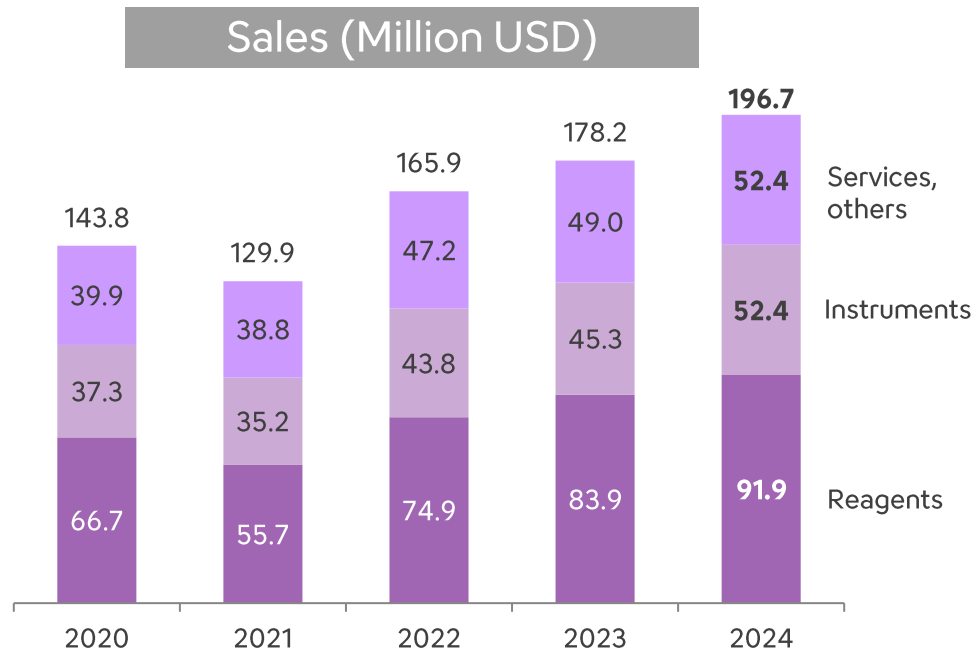
In the hematology field, instrument sales were up, centered on Canada and Central and South America. Sales of urinalysis reagents were also robust, driving double-digit growth in the region.

● Instruments

- ✓ Sales were favorable in the hematology field in Canada and Central and South America.
- ✓ Sales in the urinalysis field increased in Brazil and the United States.

● Reagents

- ✓ In the hematology and urinalysis fields, sales rose due to expansion of the installed instrument base in North, Central and South America.



(First three months of years to March 31)

Information by Destination (EMEA)

(Million EUR)	First three months of fiscal year ending March 31, 2024	First three months of fiscal year ended March 31, 2023	YoY (Previous period = 100%)	
			Local currency Basis	Yen basis
Sales	195.3	197.3	99.0%	107.1%
Instruments	44.2	51.2	86.2%	93.3%
Reagents	119.8	115.4	103.8%	112.3%
Services, others	31.4	30.7	102.1%	110.5%

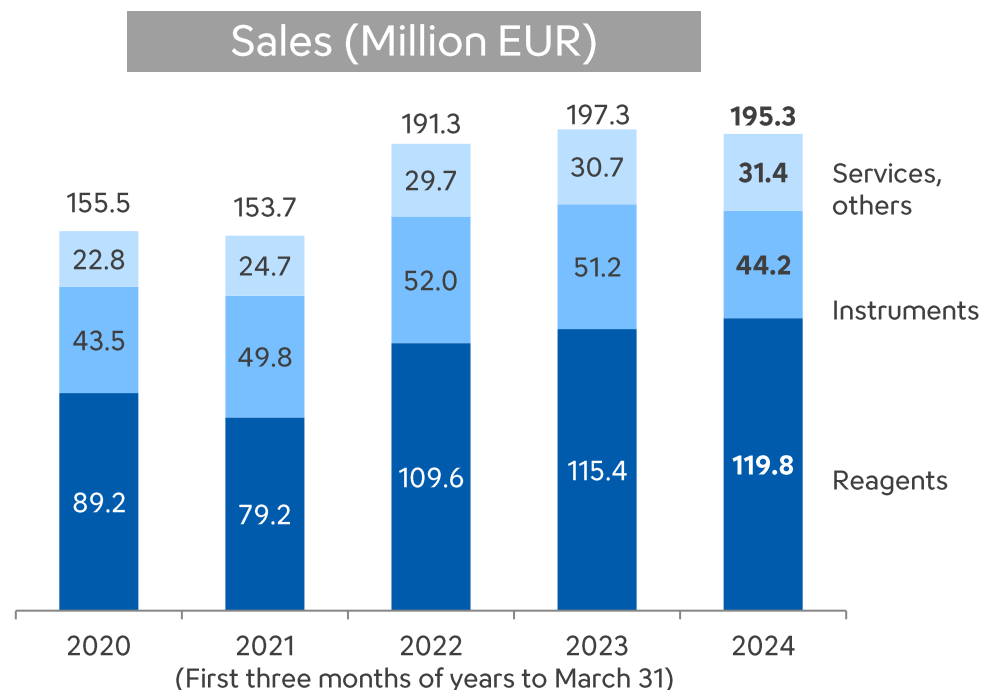
Sales were down in Russia. However, sales were firm in Saudi Arabia, Spain and other countries where we transitioned to direct sales. As a result, sales for the region were flat.

● Instruments

✓ Sales rose in Saudi Arabia, where we transitioned to direct sales. However, overall instrument sales were down, owing partly to the winning of a large tender in the previous year in Italy.

● Reagents

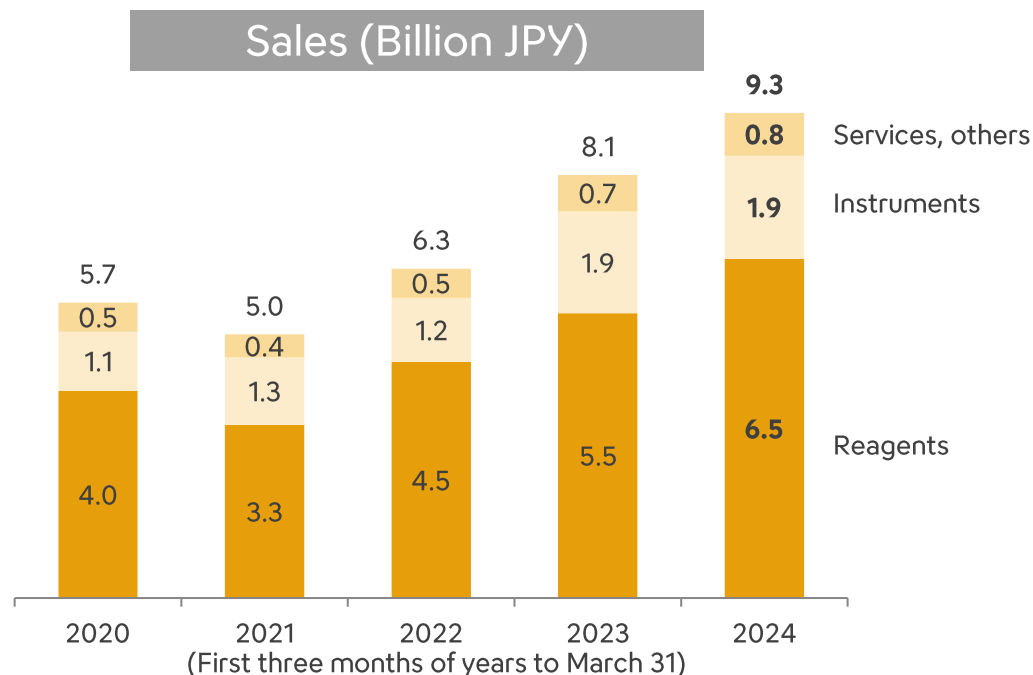
✓ Sales fell sharply in Russia, where we stopped supplying reagents. However, sales rose in Italy due to growth in the installed instrument base, and sales in Saudi Arabia and Spain grow due the transition to direct sales. As a result, reagent sales rose.



Information by Destination (AP)

(Billions of yen)	First three months of fiscal year ending March 31, 2024	First three months of fiscal year ended March 31, 2023	YoY (Previous period = 100%) Yen basis
Sales	9.3	8.1	114.7% (112.9%)
Instruments	1.9	1.9	101.3%
Reagents	6.5	5.5	119.1%
Services, others	0.8	0.7	117.6%

Note: Figures in parentheses exclude the impact of exchange rate fluctuations.



Reagent sales rose in all regions, particularly in the hematology field, due to an increase in the installed instrument base. As a result, sales rose by double digits in the region.

● Instruments

✓ In the previous year, sales benefited from healthcare infrastructure and large projects. However, sales were up in the period under review in the high-end market in East Asia. Also, sales rose in the mid-range and low-end markets in the hematology field in Southeast Asia.

● Reagents

✓ Higher sales across all fields pushed up overall sales of reagents. Sales were favorable in the hematology field, as an increase in the installed instrument base pushed up sales, particularly in India and Australia. Sales were also solid in the immunochemistry field, focused on Southeast and East Asia.

Information by Destination (Japan)

(Billions of yen)	First three months of fiscal year ending March 31, 2024	First three months of fiscal year ended March 31, 2023	YoY (Previous period = 100%) Yen basis
Sales	13.0	12.9	100.6%
Diagnostics business	12.7	12.4	102.3%
Instruments	1.7	1.4	122.9%
Reagents	8.8	9.0	97.9%
Services, others	2.1	1.9	107.5%
Medical robotics business	0.2	0.5	57.8%

Reagent sales decreased, due to a decline in demand for testing related to COVID-19. However, sales of hematology and urinalysis instruments rose, pushing up sales for the region.

Diagnostics business

● Instruments

- ✓ Sales rose by double digits in the hematology field, owing to the XR-Series. In the urinalysis field, sales rose substantially due to the introduction of new products targeting small and medium-sized facilities.

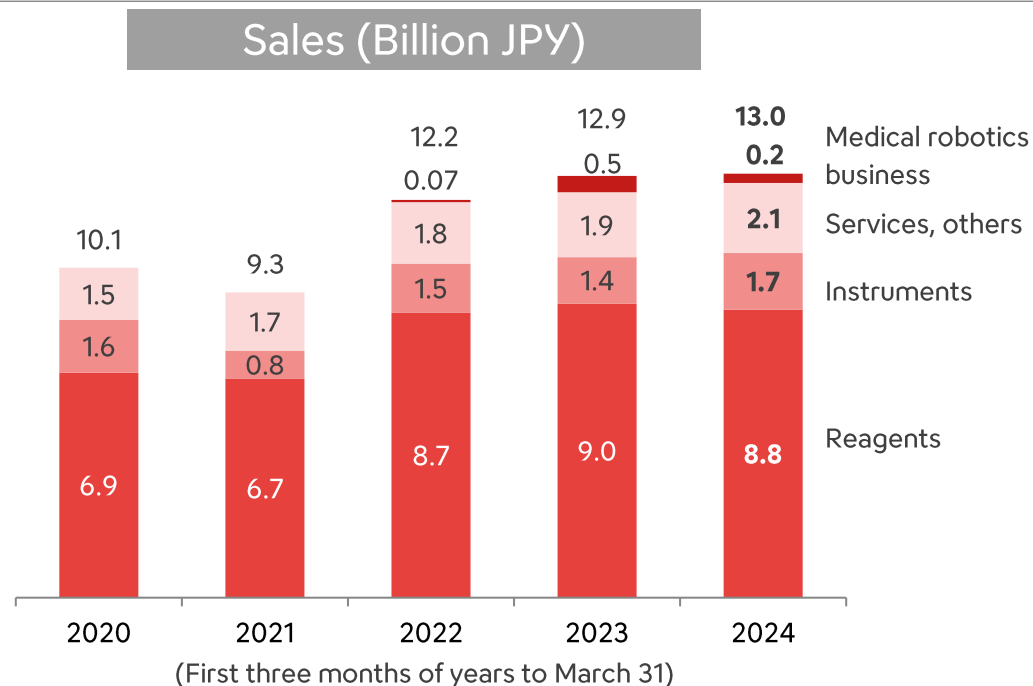
● Reagents

- ✓ Sales of hematology and life science reagents increased, owing to expansion of the installed instrument base. However, demand for testing related to COVID-19 declined, leading to an overall decrease in reagent sales.

Medical robotics business

- ✓ 36 units have been installed since the start of sales, including one during the three months under review*.
- ✓ 1,872 cases (as of June 30, 2023)

*Contract details differ, depending on the sales scheme and the amount and timing to book as sales are different, so the number of units installed does not align with sales results.



Disclosure of Results on Sustainability Targets



- The shaded KPIs were added in April 2023.
- Results for the fiscal year ended March 31, 2023 are preliminary.
- The items whose targets are displayed as "-" are the monitoring items for which no targets are set.

Creating new value for a healthy society

Materiality	KPI	Results		Targets
		Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	Fiscal year ending March 31, 2026
Resolution of medical issues through innovation	Number of hematology tests	2,971 million	2,977 million	-
	Hematology market share ^{*1}	54.6%	54.0%	-
	Surgeries performed using the robotic-assisted surgery system	—	1,323	-
	Number of patents	3,680	3,832	-
	Number of new patents	298	257	-
	Number of cancer genomes analyzed ^{*2}	1.6 thousand	1.7 thousand	-
	Number of breast cancer tests using the OSNA™ method	54 thousand	52 thousand	-
Improvement in accessibility to healthcare	Sales in emerging and developing markets	¥143.0 billion	¥156.7 billion	-

Responsible provision of products, services and solutions

Materiality	KPI	Results		Targets
		Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	Fiscal year ending March 31, 2026
Pursuit of quality and trust	Number of recalls	2	2	-
	Number of FDA warning letters	0	0	-
Strengthening of supply chain management	CSR survey response rate (in Japan and among primary suppliers overseas)	90%	94%	90%
	Number of training sessions for suppliers (Japan) ^{*3}	5	5	5%
	Third-party certification rate of suppliers (primary, Japan) ^{*3}	88%	86%	-

*1 Source: Clearstate and Sysmex's assumption *2 Target: Sysmex Group in Japan *3 Target: Sysmex Corporation on a non-consolidated basis

Disclosure of Results on Sustainability Targets



- The shaded KPIs were added in April 2023.
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Reduction in environmental burden

Materiality	KPI	Results		Targets
		Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	Fiscal year ending March 31, 2026
Resource circulation throughout the product life cycle	Zero product losses	-	-	0.18%
	Complete switch to recycled or environmentally conscious materials	-	-	60.0%
	Reduction of GHG emissions (Scope 3) *1	-	-	Cut 10%
	Reduction of CO ₂ emissions (instruments) *2	Cut 22%	Cut 37%	
	Reduction of water consumption (instruments) *2	Cut 13%	Cut 7%	
	Reduction of CO ₂ emissions (shipping) *2	Cut 1%	Cut 24%	
	Reduction of packaging and labeling materials*3	Cut 9%	Cut 7%	—
Reduction in environmental burden through activities at business offices	Reduction of GHG emissions (Scope 1, 2) *1	-	-	Cut 40%
	Reduction of CO ₂ emissions (business activities) *2	Cut 44%	Cut 52%	
	Ratio of renewable energy	-	-	75%
	Reduction of energy use per employee*1	-	-	Cut 3%
	Reduction of water consumption (main reagent factories) *1	-	-	Cut 23pt
	Reduction of water consumption (business activities) *2	Cut 19%	Cut 44%	
	Recycling rate	79%	77%	
	Reduction of total waste	Cut 15%*3	Cut 27%*3	Cut 5%*1
Ratio of product waste to sales	0.6%	0.5%	—	

Scope 1: GHG emitted directly by company facilities, factories, and fleet
 Scope 2: GHG emitted indirectly by the company due to energy use
 Scope 3: GHG emitted throughout the value chain in relation to products and services

*1 Base year: Fiscal year ended March 31, 2023
 *2 Base year: Fiscal year ended March 31, 2017
 *3 Base year: Fiscal year ended March 31, 2020

Disclosure of Results on Sustainability Targets



- The shaded KPIs were added in April 2023.
- Results for the fiscal year ended March 31, 2023 are preliminary.
- The items whose targets are displayed as "-" are the monitoring items for which no targets are set.

Realization of an attractive workplace

Materiality	KPI	Results		Targets
		Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	Fiscal year ending March 31, 2026
Increased engagement	Engagement score	65% (excluding EMEA)	71%	75%
	Turnover ratio	—	8.4%	10% or less
	Voluntary turnover	—	6.8%	—
	Percentage of employees returning after childcare leave ^{*2}	—	100%	—
	Percentage of men taking childcare leave ^{*2}	57.1%	62%	65% or more
Promotion of diversity, equity and inclusion	Female managers ratio	17.3%	19.5% (excluding Russia)	20% or more
	Female next-generation managers rate	—	32.1%	—
	Female employees rate	—	41.8%	—
	Percentage of employees with disabilities ^{*1}	2.31%	2.31%	2.65% or more
	Percentage of mid-career recruits in managerial posts ^{*2}	—	41.7%	—
	Male/female percentage among recruits (new graduates, mid-career) ^{*2}	—	New recruits: 35.9% Mid-career: 27.0%	—
	Percentage of women and non-Japanese nationals in management ^{*2}	—	Women: 8.3% Non-Japanese: 16.7%	—
	Percentage of women in management	—	9.4%	—
	Wage differential at the professional administrative level (total compensation)(Male/female) ^{*2}	—	93:100	—
	Wage differential for general employees (total compensation)(Male/female) ^{*2}	—	80:100	—

*1 Target: Sysmex Group in Japan *2 Target: Sysmex Corporation on a non-consolidated basis

Disclosure of Results on Sustainability Targets



- The shaded KPIs were added in April 2023.
- Results for the fiscal year ended March 31, 2023 are preliminary.
- The items whose targets are displayed as "-" are the monitoring items for which no targets are set.

Realization of an attractive workplace

Materiality	KPI	Results		Targets
		Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	Fiscal year ending March 31, 2026
Development of human resources	Training time per employee	31.4 hours	30.0 hours	40.0 hours
	Value-added productivity (non-consolidated) ^{*2}	—	¥13,230	—
	Value-added productivity (Group)	—	¥18.74 million	¥22.5 million
	Investment in human resource training (non-consolidated) ^{*2}	—	¥266 million	¥252 million
	Investment in human resource training (Group)	—	¥356 million	—
	Rate of participation in training (non-consolidated) ^{*2}	—	100%	90% or more
	Rate of participation in training (Group)	—	100%	—
	Succession plan effectiveness ^{*2}	—	100%	—
Promotion of health and occupational safety	Succession coverage rate ^{*2}	—	218.9%	—
	Annual working hours ^{*1}	2,045 hours	2,022 hours	1,980 hours
	Percentage of days of paid leave taken ^{*1}	62.4%	66.5%	75% or more
	Lost-time injury frequency rate ^{*1}	0.91	0.81	Less than 0.5
	Lost work day rate ^{*1}	0.04	0.047	Less than 0.05

Strengthening of governance

Materiality	KPI	Results		Targets
		Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	Fiscal year ending March 31, 2026
Corporate governance	Number of investor and analyst meetings ^{*2}	485	597	-
Compliance	Number of internal reports	28	21	-
	Number of unethical incidents	14	9	-
Risk management	Number of information security trainees ^{*1}	3,601	4,900	-
	Participation rate in disaster drills ^{*1}	98.7%	99.4%	-

*1 Target: Sysmex Group in Japan *2 Target: Sysmex Corporation on a non-consolidated basis

Together for a better
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