Business Results
First Six Months of the Fiscal Year Ending March 31, 2024

Sysmex Corporation
Kaoru Asano, President

November 8, 2023

Together for a better healthcare journey

Index

・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. Accordingly, we have retroactively adjusted the figures for the fiscal year ended March 31, 2022. (Please refer to appendix for comparison before and after retroactive adjustment.)

・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

First-Half Results

Net sales and operating profit both rose, reaching historic highs.

Net sales: +9.6% YoY; operating profit: +2.0%* YoY; profit: -7.5% YoY

*Excluding the impact of the fire indemnification payment (¥1.9 billion) received in the first half of the previous fiscal year, operating profit would have risen 8.2% year on year.

- In China, distributer’s demand was down in Q1. However, in Q2 demand for instruments and reagents rebounded substantially, pushing up sales.
- Sales rose in all overseas regions, owing to strong sales centered on the hematology and urinalysis fields and the impact of yen depreciation.
  (On a local currency basis, sales rose significantly in the Americas, China, and AP.)
- SG&A expenses rose 18.0% year on year. Labor costs increased as we hired more people in line with the expansion of direct sales regions, as well as to reinforce our human capital. Other factors included inflation and the start of depreciation on expenses related to digitalization and amortization. Although we sought to curtail costs, we were affected by yen depreciation.
- Net sales were ¥7.3 below target, and even though we worked to hold down SG&A expenses, operating profit fell ¥6.1 billion short of our target.

Full-Year Forecast

We plan to reach our initially planned targets for net sales and operating profit.

- We have revised our assumed exchange rates, taking first-half results and exchange rate trends into account.
- In addition to yen depreciation, we expect sales to rise due to the launch of the XR™-Series and other new products. We expect to improve the cost of sales ratio in the second half and see some effects from the review of unprofitable businesses that began in the first half. As a result, we expect to reach our initially targeted figures.

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

Financial Highlights (Year on Year)

(Billions of yen)	First six months of fiscal year ending March 31, 2024 Results	First six months of fiscal year ending March 31, 2024 Ratio	First six months of fiscal year ended March 31, 2023 Results	First six months of fiscal year ended March 31, 2023 Ratio	YoY (Previous period = 100%)	FX impact: Impact	FX impact: YoY (excluding FX impact)
Net sales	**212.6**	**100%**	194.0	100%	**109.6%**	**+6.5**	**106.3%**
Cost of sales	**101.6**	**47.8%**	95.4	49.2%	**106.5%**	-	-
SG&A expenses	**62.5**	**29.4%**	52.9	27.3%	**118.1%**	**+2.3**	**113.8%**
R&D expenses	**15.0**	**7.1%**	14.5	7.5%	**103.3%**	-	-
Other income (expenses)	**0.4**	**0.2%**	2.1	1.1%	**19.5%**	-	-
Operating profit	**33.8**	**15.9%**	33.1	17.1%	**102.0%***	**+4.3**	**88.8%**
Profit attributable to owners of the parent	**22.1**	**10.4%**	23.9	12.4%	**92.5%**	-	-

● Net sales and operating profit reached historic highs.

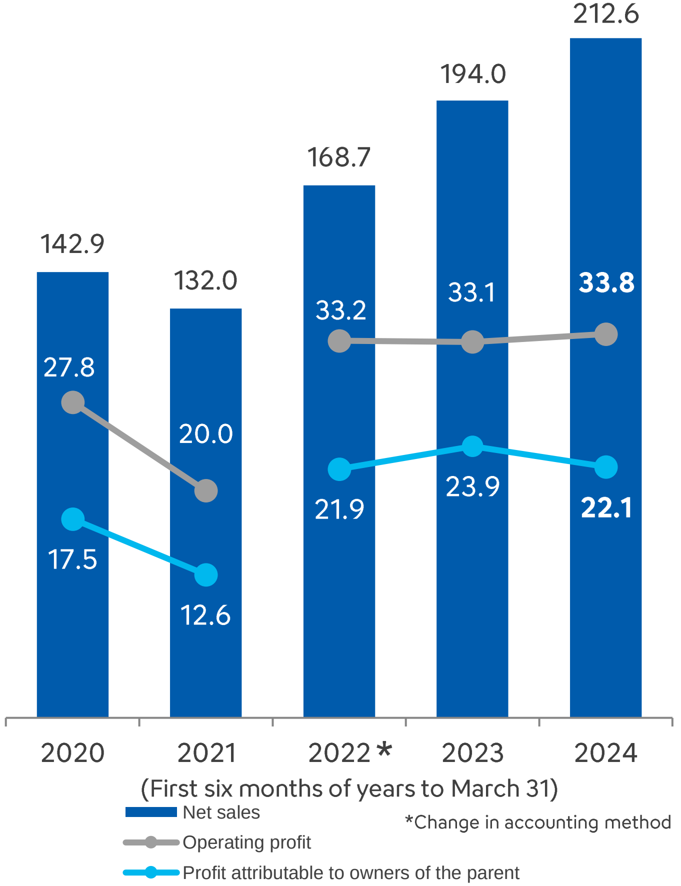
Net sales: Sales were up in all overseas regions, with performance in China recovering in Q2. The impact of yen depreciation resulted in near-double-digit growth.

✓ **Operating profit:** Although SG&A expenses increased, gross profit rose thanks to improved cost of sales and yen depreciation, causing profit to increase.

*Excluding fire compensation in previous year: Operating profit would have been up 8.2% year on year.

✓ **Profit attributable to owners of the parent:** Profit was down 8.2% due to the impact of a foreign exchange gain (loss).

Note: Foreign exchange gain (loss): Gain of ¥1.35 billion (decreased ¥1.83 billion year on year)



	First six months of fiscal year ending March 31, 2024	First six months of fiscal year ended March 31, 2023
1 USD	**¥141.0**	¥134.0
1 EUR	**¥153.4**	¥138.7
1 CNY	**¥19.8**	¥19.9

Quarterly Operating Performance (Q1→Q2)

Net sales increased substantially. By appropriately controlling SG&A expenses, the operating margin improved substantially in Q2, though the cost of sales ratio deteriorated.

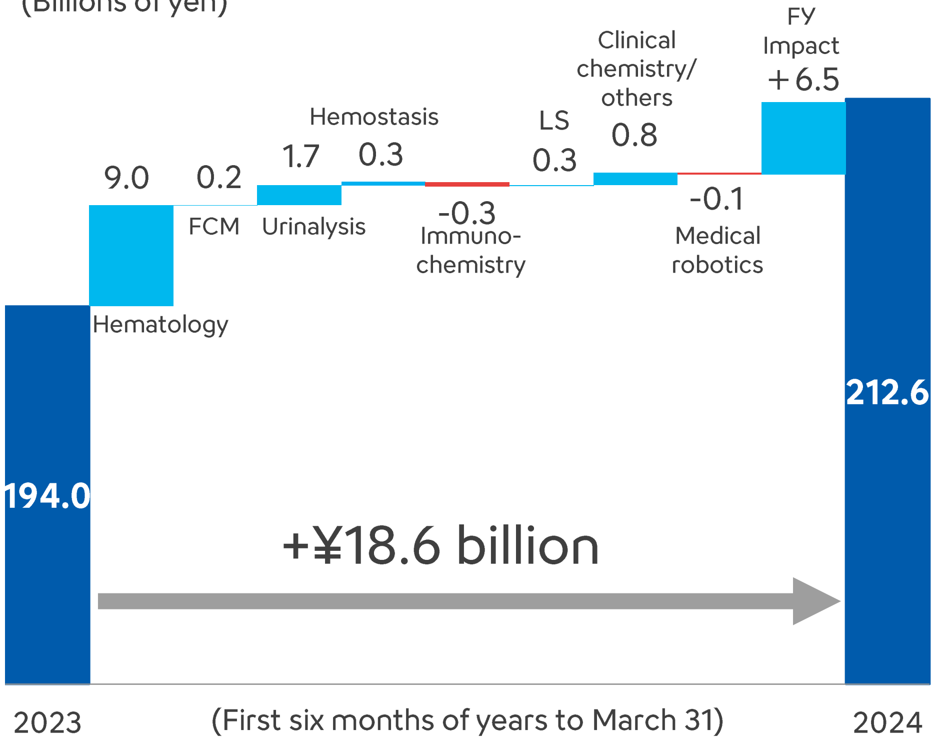
(Billions of yen)

	Q1 (Apr.–Jun.)		Q2 (Jul. – Sep.)		
	Fiscal year ending March 31, 2024	Ratio	Fiscal year ending March 31, 2024	Ratio	Vs. Q1 (Previous period = 100%)
Net sales	95.3	100.0%	117.3	100.0%	+23.1% (Growth rate)
Cost of sales	44.9	47.1%	56.7	48.4%	+1.3pt
SG&A expenses	30.1	31.6%	32.4	27.6%	(4.0)pt
R&D expenses	7.1	7.5%	7.8	6.7%	(0.8)pt
Other income (expenses)	0.1	0.2%	0.2	0.2%	—
Operating profit	13.2	13.9%	20.5	17.5%	+3.6pt
Profit attributable to owners of the parent	8.6	9.0%	13.5	11.6%	+2.6pt

Breakdown of Net Sales (By Business and Field)

Net Sales by Business and Field

(Billions of yen)



COVID-19 related testing
(Included in life science and clinical chemistry/others)

1H FY03/2024: ¥1.29 billion (sales in Japan only)

(Reference) 1H FY03/2023: ¥3.47 billion
(¥3.11 billion in Japan, ¥0.36 billion overseas)

In the hematology field, we benefited from sales of the XR-Series, demand for instrument upgrades, and increased sales in emerging markets. Sales rose in the urinalysis field, centering on the Americas and China. In the immunochemistry field, sales were down slightly, owing to a decline in demand for COVID-19 related tests. Sales were up slightly in the hemostasis field, and we made steady progress on preparations for global OEM supply.

(Billions of yen)	First six months of fiscal year ending March 31, 2024		YoY (Previous year = 100%)	
	Results	Ratio	Yen basis	Excluding FX impact
Net sales	212.6	100.0%	109.6%	106.3%
Hematology	128.1	60.3%	112.0%	107.9%
FCM	1.4	0.7%	133.2%	126.1%
Urinalysis	18.0	8.5%	115.2%	111.3%
Hemostasis	32.4	15.2%	101.8%	101.0%
Immunochemistry	10.4	4.9%	96.5%	96.7%
Clinical chemistry	1.5	0.7%	95.5%	94.2%
Life science	10.2	4.8%	110.4%	104.1%
Others	9.2	4.3%	116.6%	111.5%
Diagnostics business	211.5	99.5%	109.8%	106.4%
Medical robotics business	1.1	0.5%	88.8%	88.8%

Breakdown of Net Sales (By Destination and Product Type)

sysmex

Substantial increases in the Americas, China, and AP regions drove Group growth.

(Billions of yen)	First six months of fiscal year ending March 31, 2024 Results	Ratio	YoY (Previous year = 100%) Yen basis	Local currency basis
Net sales	212.6	100.0%	109.6%	106.3%*
Americas	57.2	26.9%	113.8%	108.2%
EMEA	60.4	28.4%	109.6%	99.1%
China	47.5	22.4%	110.8%	111.8%
AP	19.8	9.3%	117.2%	114.4%*
Japan	27.6	13.0%	96.1%	-
Instruments	47.1	22.2%	108.4%	104.0%*
Reagents	128.6	60.5%	109.7%	106.8%*
Services	29.2	13.8%	113.4%	108.7%*
Other	7.6	3.6%	103.0%	101.9%*

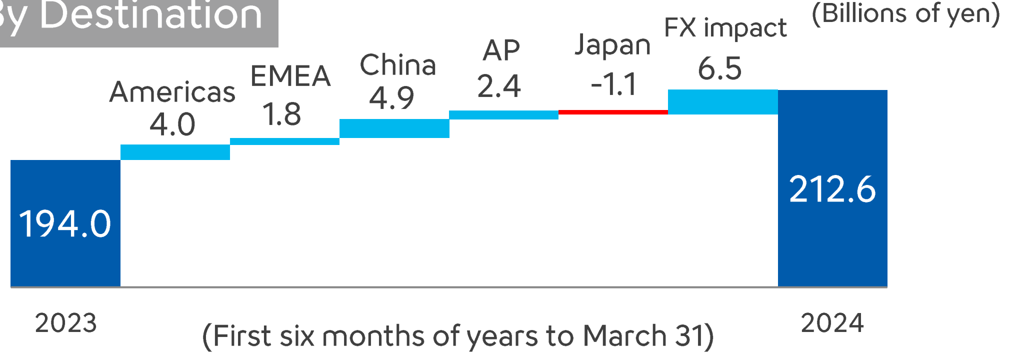
*Year-on-year increase on a yen basis, excluding the impact of exchange rate fluctuations

Major Reasons for Changes, by Destination

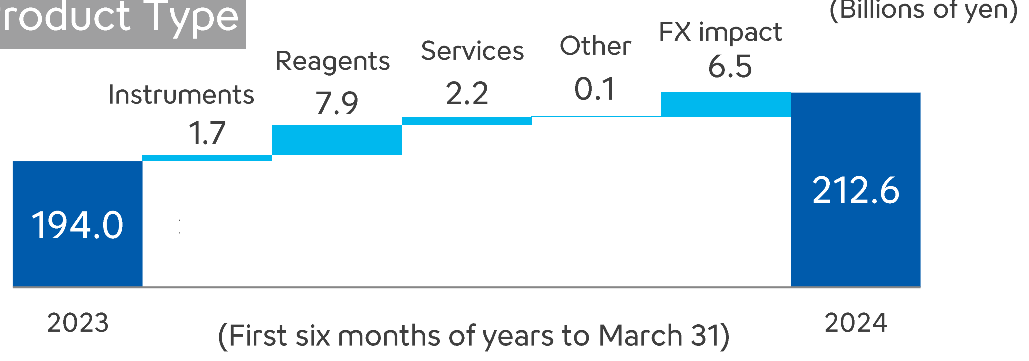
Note: Comments below refer to sales on a local currency basis.

Americas	• **Sales rose by nearly double digits.** In the hematology field, sales grew in the United States, Central and South America and Canada. Also, sales were favorable in the urinalysis field.
EMEA	• Sales rose in Saudi Arabia and Spain, due to a shift to direct sales. • Sales for the region were flat due to extraordinary factors (Russia, COVID-19).
China	• **Sales rose by double digits.** The number of tests rebounded, and a shift to local production resulted in double-digit sales in the hematology field.
AP	• **Sales rose by double digits.** An increase in the installed instrument base led to favorable performance in each country, leading to double-digit sales growth for instruments and reagents.
Japan	• Sales decreased. Sales were up in the hematology, urinalysis and hemostasis fields. However, sales of COVID-19 related tests decreased, and sales fell in the medical robotics business.

By Destination



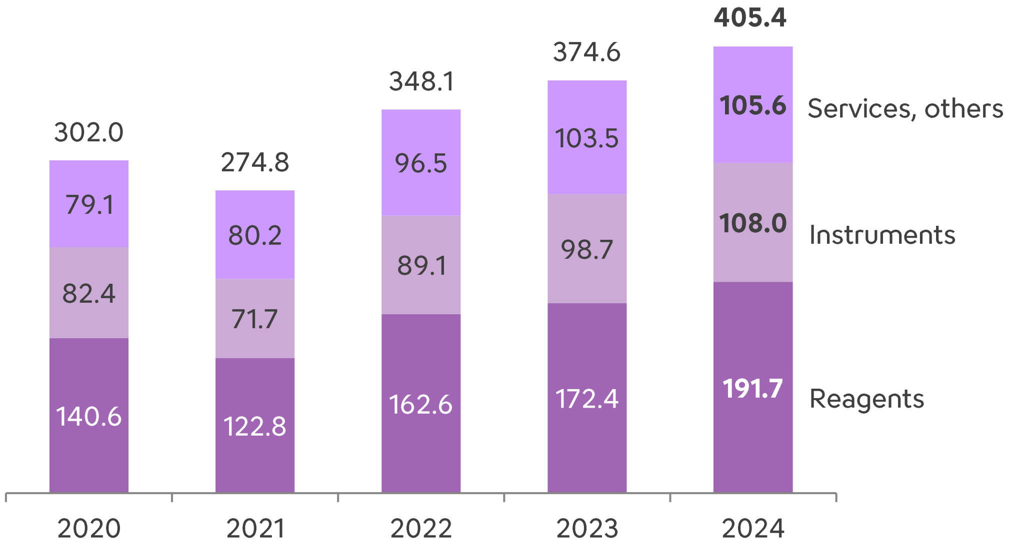
By Product Type



Information by Destination (Americas)

(Million USD)	First six months of fiscal year ending March 31, 2024	First six months of fiscal year ended March 31, 2023	YoY (Previous period = 100%) Local currency basis	Yen basis
Net sales	405.4	374.6	108.2%	113.8%
Instruments	108.0	98.7	109.5%	115.0%
Reagents	191.7	172.4	111.2%	117.1%
Services, others	105.6	103.5	102.1%	107.3%

Sales (Million USD)



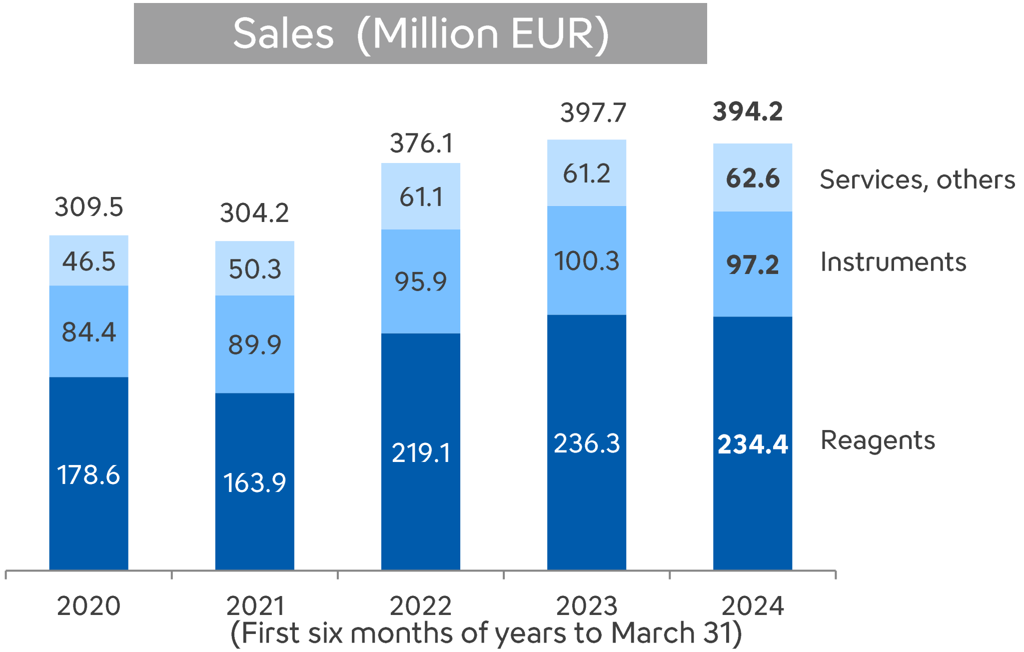
(First six months of years to March 31)

Sales of instruments and reagents increased. We reinforced our sales structure in Brazil, which drove up sales in the hematology and urinalysis fields in Central and South America.
Sales also grew firmly in the hematology and urinalysis fields in North America, as we met demand for instrument replacements.

- **Instruments**
  - ✓ In the hematology field, sales expanded in Canada and Central and South America. Also, sales of the XW-100, a CLIA-waived product, were robust in the United Staters.
  - ✓ Urinalysis sales increased in Brazil and the United States.
- **Reagents**
  - ✓ Sales rose, owing to expansion of the installed instrument base in the hematology and urinalysis fields in North, Central and South America.

Information by Destination (EMEA)

(Million EUR)	First six months of fiscal year ending March 31, 2024	First six months of fiscal year ended March 31, 2023	YoY (Previous period = 100%) Local currency basis	Yen basis
Net sales	**394.2**	397.7	**99.1%**	109.6%
Instruments	**97.2**	100.3	**96.9%**	107.4%
Reagents	**234.4**	236.3	**99.2%**	109.6%
Services, others	**62.6**	61.2	**102.4%**	113.2%



Notably, sales increased in countries where we have transitioned to direct sales, such as Saudi Arabia and Spain. However, overall sales were flat as a result of extraordinary factors (Russia, COVID-19).

Note: Excluding these extraordinary factors, sales would have risen 5.9% year on year on a local currency basis.

- **Instruments**
  - ✓ Sales rose in Saudi Arabia, owing to the transition to direct sales.
  - ✓ Sales were affected by a large-scale tender in Italy in the same period of the previous year, as well as lower sales in Russia.

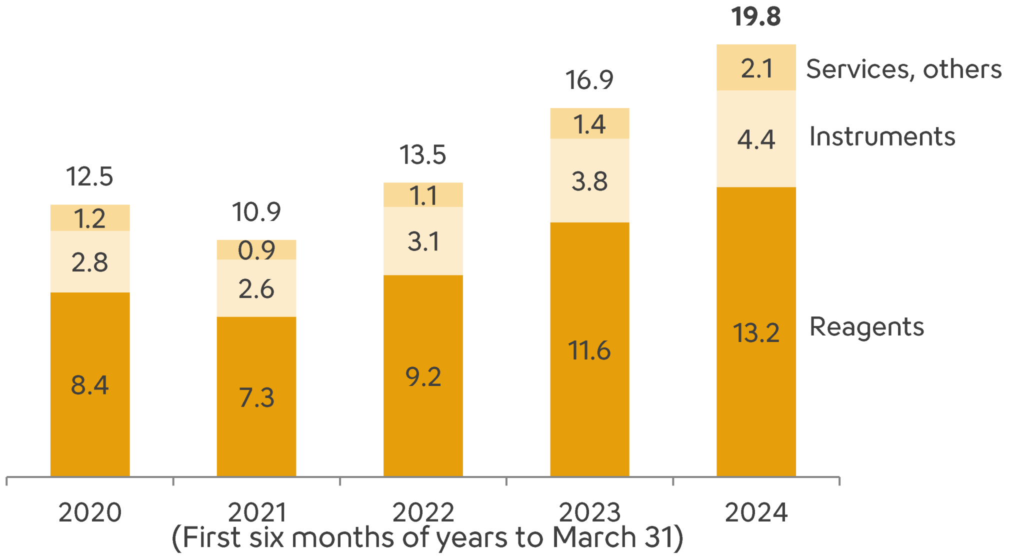
- **Reagents**
  - ✓ Sales increased, helped by the transition to direct sales in Saudi Arabia and Spain, as well as expansion of the installed instrument base in Italy.

Information by Destination (AP)

(Billions of yen)	**First six months of fiscal year ending March 31, 2024**	First six months of fiscal year ended March 31, 2023	**YoY (Previous period = 100%)** Yen basis
Net sales	**19.8**	16.9	**117.2%** (114.4%)
Instruments	**4.4**	3.8	**116.6%**
Reagents	**13.2**	11.6	**114.0%**
Services, others	**2.1**	1.4	**144.2%**

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

Sales (Billion JPY)



Sales of instruments and reagents rose by double digits. In the hematology and urinalysis fields, sales grew substantially in India, South Korea, and Australia.
Sales in the immunochemistry field were favorable, centered on Indonesia.

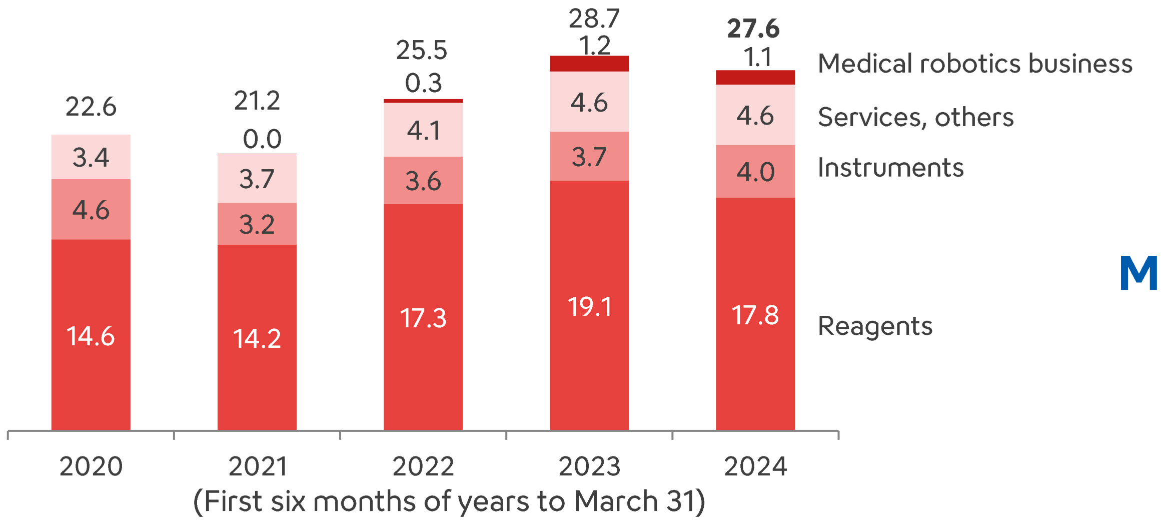
- **Instruments**
  - ✓ Sales rose by double digits, pushed up by higher sales in the urinalysis, hemostasis and immunochemistry fields, particularly hematology, owing to sales promotion efforts in individual countries.
- **Reagents**
  - ✓ Owing to expansion of the installed instrument base, sales rose substantially in the hematology field in India, Australia and South Korea. Also, sales were favorable in the urinalysis, hemostasis and immunochemistry fields, centering on Indonesia and other parts of Southeast Asia. As a result, reagent sales rose by double digits.

Information by Destination (Japan)

(Billions of yen)	**First six months of fiscal year ending March 31, 2024**	First six months of fiscal year ended March 31, 2023	**YoY (Previous period = 100%) Yen basis**
Net sales	**27.6**	28.7	**96.1%** (102.7%)
Diagnostics business	**26.5**	27.5	**96.4%** (103.4%)
Instruments	**4.0**	3.7	**107.6%**
Reagents	**17.8**	19.1	**93.1%** (103.2%)
Services, others	**4.6**	4.6	**101.0%**
Medical robotics business	**1.1**	1.2	**88.8%**

Note: Figures in parentheses exclude the impact of COVID-19.

Sales (Billion JPY)



Instrument sales rose, due to favorable sales of the XR-Series and the BT-50. Reagent sales decreased, owing to lower demand for testing related to COVID-19.

Diagnostics business

- **Instruments**
  - ✓ The XR-Series pushed up sales in the hematology field. In the urinalysis field, sales rose due to the introduction of products targeting small and medium-sized hospitals. Sales also increased in the hemostasis field.
- **Reagents**
  - ✓ Our market share in the hemostasis field increased, and expanded adoption of our thrombus parameters. However, reagent sales declined, due to a fall in demand related to testing for COVID-19 (a ¥1.81 billion decrease).

Medical robotics business

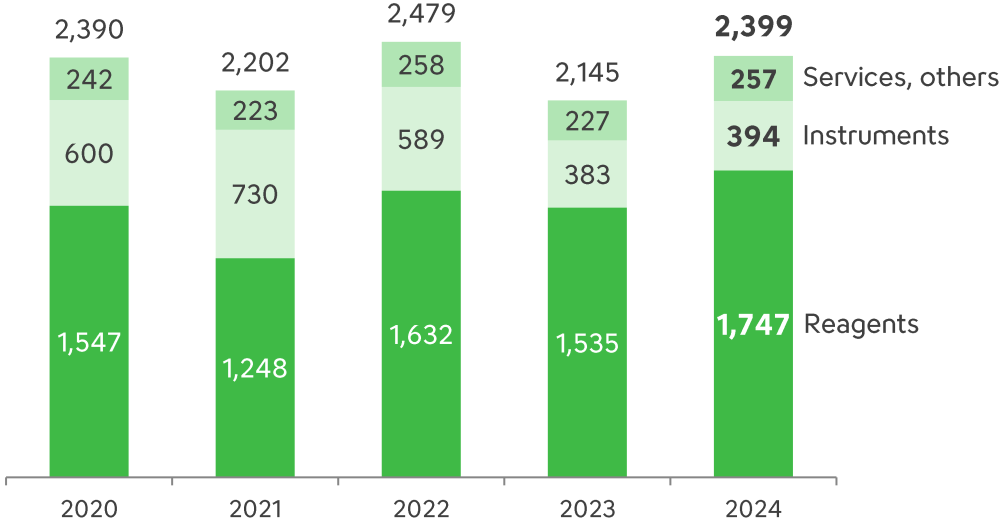
- ✓ Since the start of sales, 39 units have been installed, including four during the six months under review*.
- ✓ 2,523 cases (as of September 30, 2023)

*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.

Information by Destination (China)

(Million CNY)	First six months of fiscal year ending March 31, 2024	First six months of fiscal year ended March 31, 2023	YoY (Previous period = 100%) Local currency basis	Yen basis
Net sales	**2,399.2**	2,145.6	**111.8%**	110.8%
Instruments	**394.4**	383.1	**103.0%**	102.0%
Reagents	**1,747.1**	1,535.4	**113.8%**	112.8%
Services, others	**257.7**	227.1	**113.5%**	112.4%

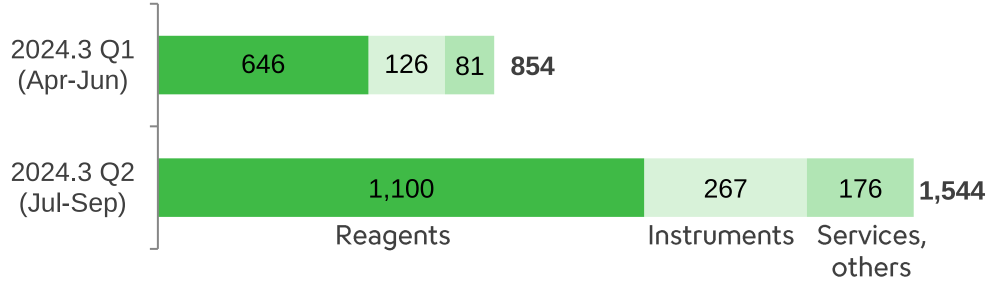
Sales (Million CNY)



Distributer's demand was down in Q1. However, in Q2 demand recovered, resulting in double-digit sales growth in 1H. The impact of local anti-corruption campaigns were slight.

- **Instruments**
  - ✓ Owing to the effects of local production, sales in the hematology field rose by double digits, pushing up overall sales.
- **Reagents**
  - ✓ A recovery in testing demand and an increase in the installed instrument base boosted hematology and urinalysis testing, leading to double-digit growth.
  - ✓ The promotion of new parameters and others also led to double-digit growth in the immunochemistry field.

Quarterly Sales by Product (Million CNY)



Our Understanding of the Chinese Market

We maintain our positioning of the healthcare market as a growth market with strong demand for the foreseeable future. We will respond flexibly and promptly to various environmental changes.

Government procurement policies

- ✓ Promoting the transition to local production of instruments (applied to six instruments already, planning to launch three more this fiscal year)

Chinese Market trends

- Growing healthcare demand due to aging population
- Per capita national health care expenditure to reach the level of developed countries (currently, one-seventh that of Japan)
- Increased demand due to upgraded at approximately 2,000 Tier 2 hospitals (1,000-prefecture process)
- Economic stagnation as business activity slows (Negligible impact on the healthcare market)

Centralized purchasing

- ✓ Shift to direct sales and services
- ✓ Reduce cost of sales ratio by bringing reagent production in-house

Anti-corruption movement

- ✓ Although some tenders have been delayed, we expect the impact on our sales to be negligible.
- ✓ A healthier market environment is advantageous for our company

Rise of competitors

- ✓ Develop products that are competitive and unique

Reference: Schedule for Shifting Production to China

**We expect to conclude the transition of production of our main instruments to China this fiscal year.
In the hematology field, locally manufactured instruments will rise to around 70% of the total.**

Transition to local production concluded (six models)

Transition to local production planned (four models)

December 2018

Hematology

XS-Series

December 2020

Hematology

XN™-Series analyzer only

2022

Hematology

- XN-Series transport system (two models)
- Smear preparation instruments (SP)

December

Urinalysis

UF-Series (sedimentation)

March

Q4 2024.3

Hematology

XN-L-Series (Small and medium-sized types)

Urinalysis

UC-Series (chemistry)

***Regulatory approval received; shipments to being in Q4**

Hemostasis

CN-Series

2025.3

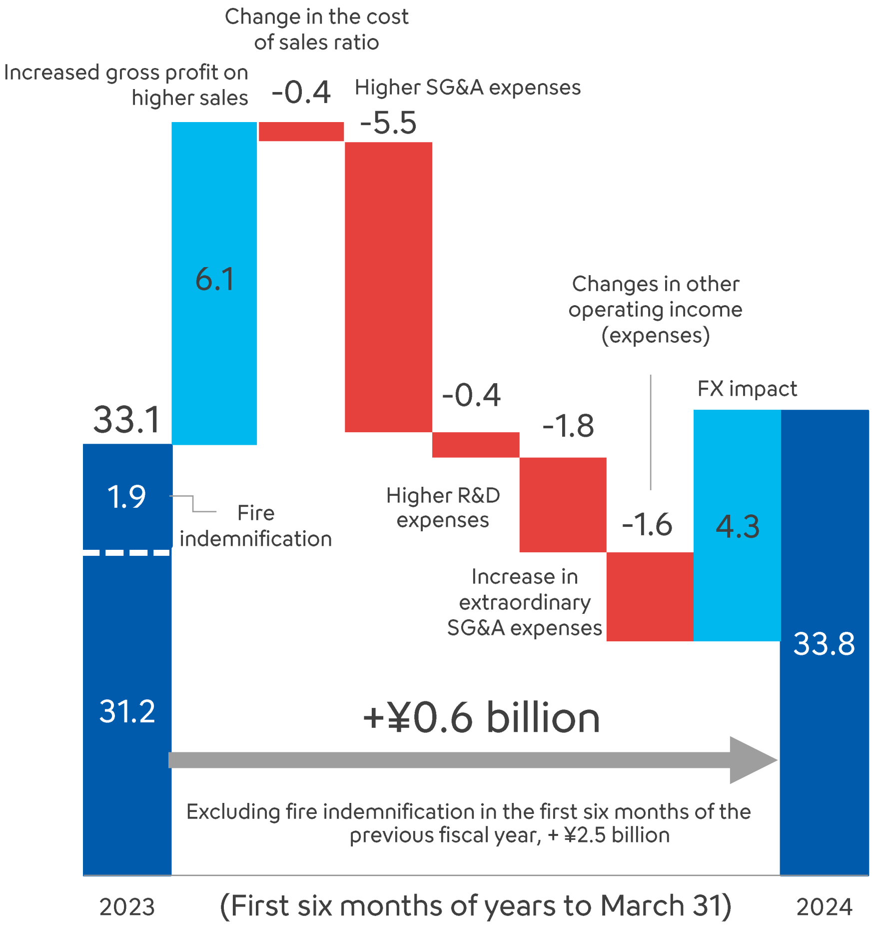
Immunochemistry

HISCL™-5000

Breakdown of Operating Profit

Operating profit

(Billions of yen)



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

- Impact of change in the cost of sales ratio: ¥0.40 billion (0.2pt deterioration)
  - ✓ Positive factors: Easing of sharply higher shipping costs, 0.4pt ; impact of the product mix, 0.3pt
  - ✓ Negative factors: Service costs, 0.6pt; deterioration in the cost of products and others, 0.1pt
- Higher SG&A expenses: ¥5.5 billion
  - ✓ HR costs: Increase in headcount due to the shift to direct sales, and higher labor costs: Approx. ¥4.0 billion
  - ✓ Expenses: Inflation and increased sales promotion activities: Approx. ¥1.5 billion
- Higher R&D expenses: ¥0.48 billion
  - ✓ Ongoing investments in product development and costs related to regulatory affairs were higher.
- Increase in expenses related to digitalization: ¥1.8 billion
  - ✓ Investment in digitalization to bolster Group productivity

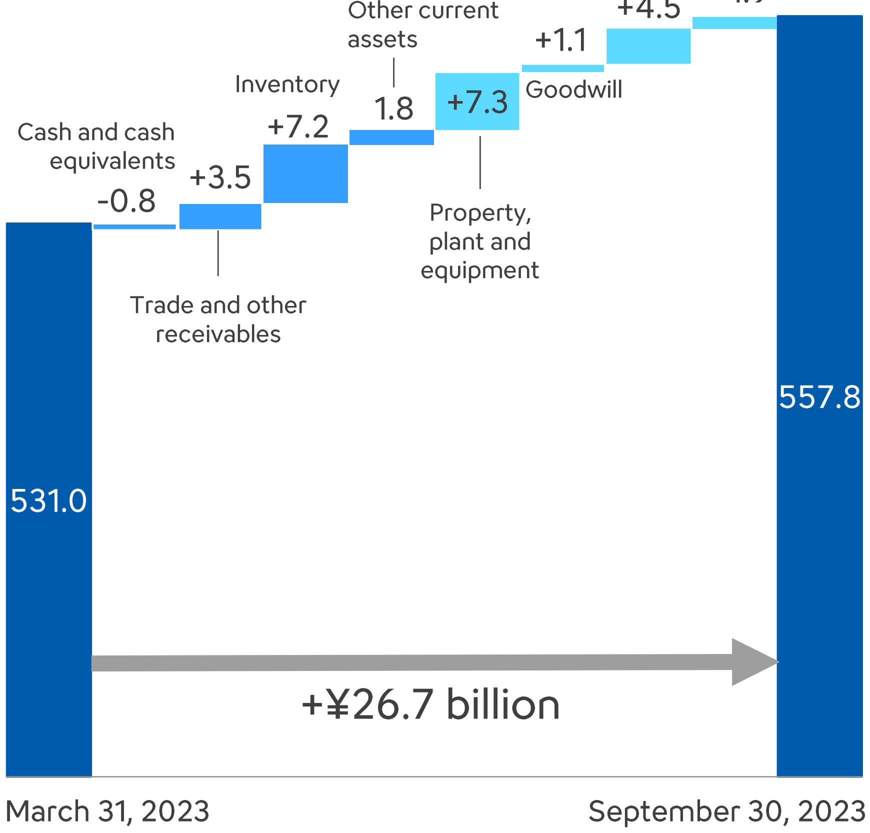
Breakdown of Changes in the Consolidated Statement of Financial Position

The increase in inventory was due to preparations for higher instrument sales in the second half, as well as the forex impact. The rise in property, plant and equipment reflects the opening of a training center in Brazil.

Assets

(Billions of yen)

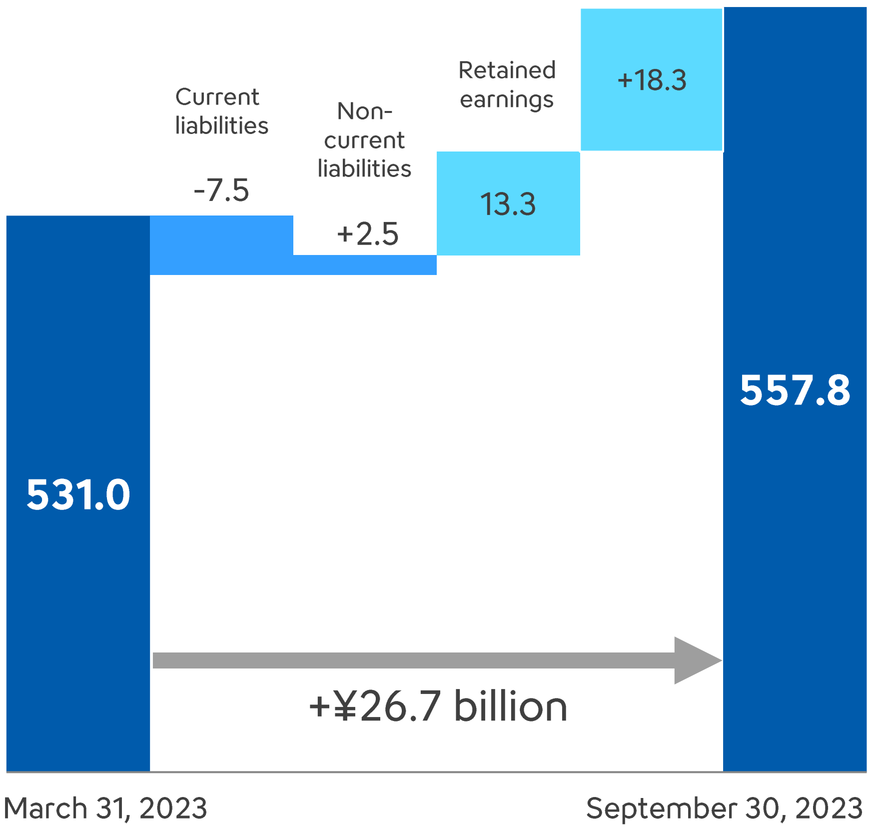
Current assets: +¥11.8 billion
Non-current assets: +¥14.9 billion



Liabilities/Equity

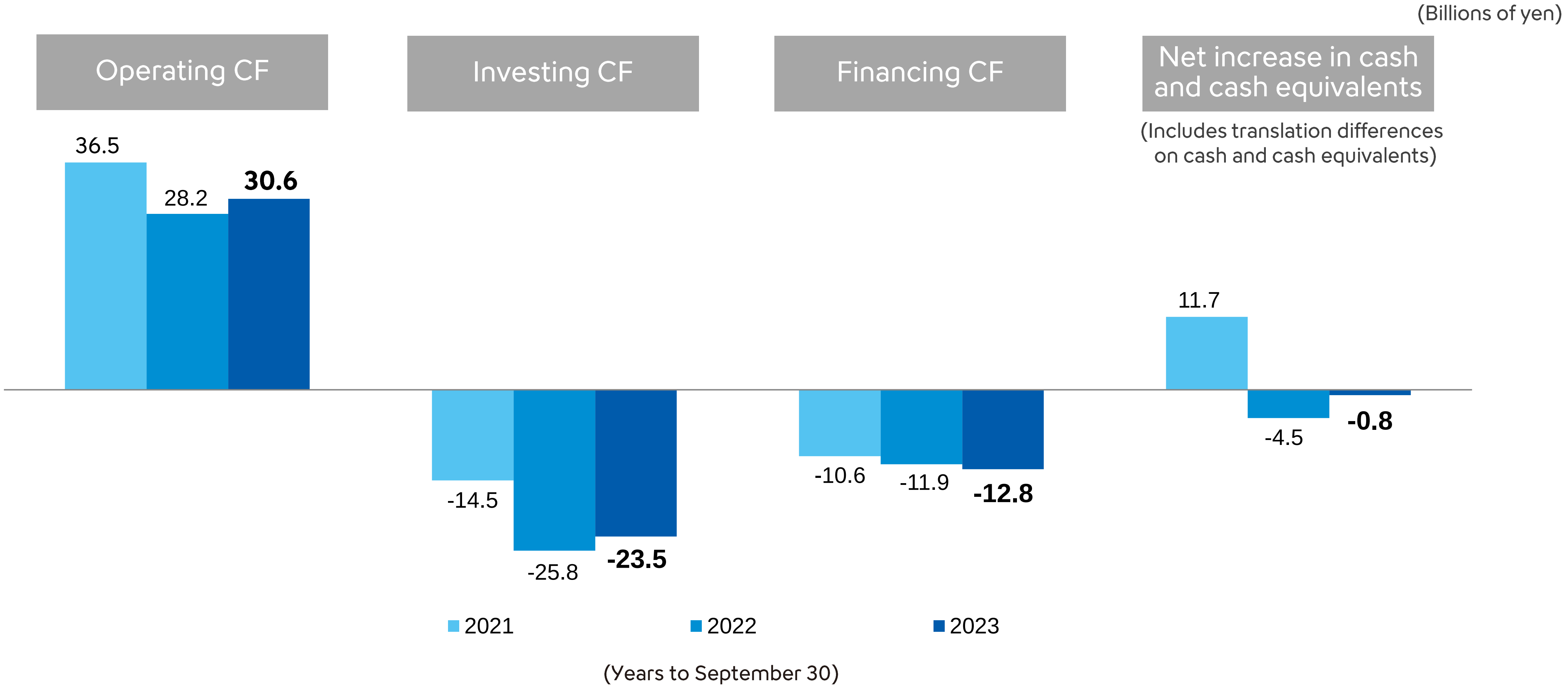
(Billions of yen)

Liabilities: -¥5.0 billion
Equity: +¥31.7 billion



Consolidated Cash Flows

Even though operating cash flows expanded, cash declined because of aggressive investment and increased dividend payments.



2. Growth Strategy and Topics in the First Six Months

Sysmex's Growth Strategy

Emerging market strategies (Hematology)

- **India**
  - ✓ Start building production base
    Note: Planning to start manufacturing in the fiscal year ending March 31, 2025
  - ✓ Start working with state governments
  - ✓ Promote development of instrument models for India
- **Central and South America**
  - ✓ Grow by reinforcing the sales structure in mid/low-end market
    Note: Sysmex is promoting business in these areas
  - ✓ Opening of a training center in Brazil (Center for learning)
- **Middle East**
  - ✓ Transition to direct sales in Saudi Arabia

Reinforcement of existing businesses (Immunochemistry, hemostasis, life science)

- **Immunochemistry field**
  - ✓ Expand testing parameters through collaboration with Fujirebio Holdings, Inc.
  - ✓ Expand testing parameters in China (58 as of Q2 of the fiscal year ended March 31, 2023)
  - ✓ Start of sales in Japan of reagents to test for Alzheimer's disease*; in the United States, beginning of supply of LDT reagents to a large commercial lab

*Test to identify amyloid beta accumulation in the brain, a cause of Alzheimer's disease, using a small amount of blood

- **Hemostasis field**
  - ✓ Preparing to sell on our own in the European and American markets based on a global OEM agreement with Siemens Healthcare Diagnostics Inc. (start from fiscal year ending March 31, 2025)
  - ✓ Promote efforts to bring resource production in-house

Expansion of new businesses

- **Robotic assisted surgery system**
  - ✓ Launch an upgraded model
  - ✓ Received regulatory approval in Singapore
  - ✓ Number of surgeries exceeded 2,500
- **Regenerative and cellular medicine (AlliedCel Corporation*)**
  - ✓ License agreement with JUNTEN BIO Co., Ltd.
  - ✓ Plan to apply for regulatory approval in March 2026

*A joint venter between JCR Pharmaceuticals CO., Ltd and Sysmex

Reference: Emerging Market Strategy

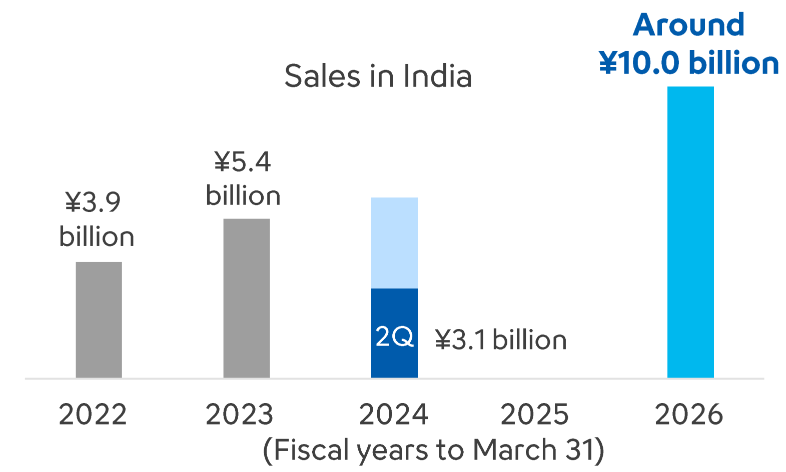
We anticipate a substantial increase in sales, particularly in India and Brazil, owing to the transition to direct sales and a reinforce sales structure. We will invest actively and seize opportunities in regions where significant market growth is expected due to improved economics and healthcare quality.

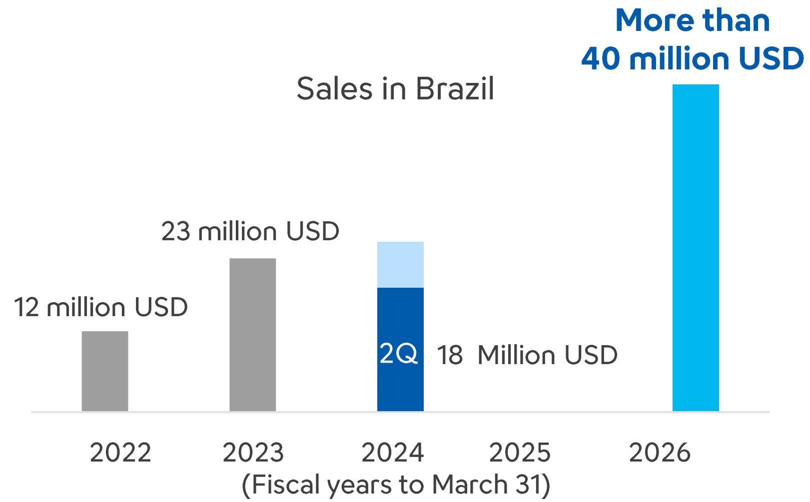
Middle East
- ✓ Transition to direct sales in Saudi Arabia

Brazil
- ✓ Reinforcement of sales structure targeting the mid/low-end market
- ✓ Establishment of a training facility (Center for Learning)

India
- ✓ Construction start on new factory: New facility to commence operation in fiscal year ending March 31, 2025
- ✓ Progress on developing products for the Indian market

■ Global South





Reference: Reinforcement of Existing Businesses (Immunochemistry, Hemostasis, Life Science)

We will accelerate our global rollout in the immunochemistry and hemostasis fields and introduce structural reforms in the life science field to bolster profitability for the Group as a whole.

Immunochemistry Field

Rapidly accelerate global expansion by leveraging existing assets and forming new alliances

- Increase reagent parameters for an installed instrument base of more than 2,000 units, boosting profitability
- Began selling reagents for Alzheimer's disease testing in Japan and started supplying LDT reagents to a large commercial lab in the United States
- Accelerate global rollout based on basic agreement on business collaboration with Fujirebio Holdings, Inc.

Hemostasis Field

Aiming to be the No. 1 manufacturer with an overwhelming global market share

- Begin sales in the United States and Europe based on our global OEM agreement with Siemens Healthcare Diagnostics Inc. (Fiscal year ending March 31, 2025)
- Leverage HYPHEN BioMed and SAS to expand offerings of unique parameters
- Move away from animal-based raw materials and lower cost of sales by bringing production in-house

Life Science

Improve profitability

- Reexamine the business with a focus on profitability
- Expand the testing portfolio, including the Amoy® lung cancer multi-gene PCR panel

Reference: New Business Expansion

We aim to create new businesses in regenerative and cellular medicine, as well as personalized medicine, by utilizing open innovation. We intend to expand our medical robotics business from Asia to the rest of the world, utilizing the network we have cultivated in the hematology field.

Regenerative and Cellular Medicine

- Concluded licensing agreements with AlliedCel Corporation and JUNTEN BIO Co., Ltd.
- Responsible for the domestic manufacturing and marketing of regenerative medical products that induce a state of immune tolerance by inducible suppressive T cells (JB-101).
- In 2020, designated under the Ministry of Health, Labour and Welfare's Sakigake Designation System
- Expect to file for manufacturing and marketing approval in the fiscal year ending March 31, 2026

Expected effects of the drug

- Reduced risk of complications
- Stabilization of organ viability
- Reduction in immunosuppressant drugs

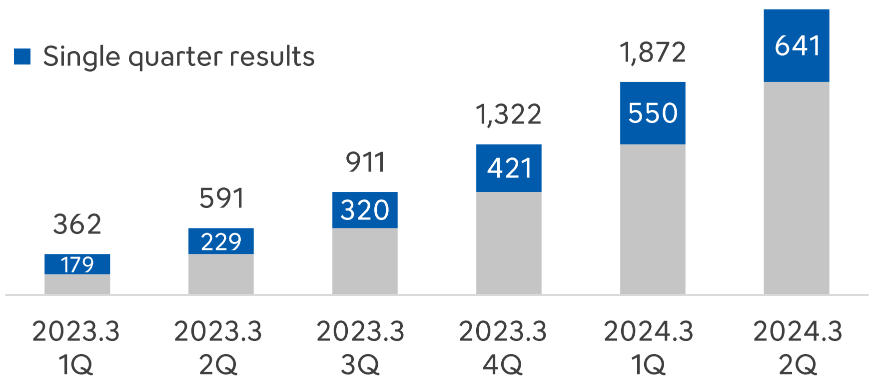
Higher patient quality of life

Optimization of medical expenses

Medical Robotics Business

- Launched an upgraded model on July 18, 2023 (Japan)
- Surgeries performed to date exceeded 2,500 as of September 30, 2023, indicating steady progress
- Units installed do date: 39 (four more this fiscal period)
- Number of certified physicians: 456 (up by 169)
- In September 2023, received approval from Singapore's Health Sciences Authority

Surgeries Performed in Japan



Promoting Sustainability Management

Investing to reinforce human capital and promoting various measures to enhance information disclosure

Introducing Trust-Type Employee Stock Ownership Plan (ESOP)

- ✓ Introducing new mechanisms to improve employee engagement and achieve competitive compensation
- ✓ From the fiscal year ending March 31, 2025, we will begin introducing this system for certain key positions in overseas subsidiaries.
- ✓ From the fiscal year ending March 31, 2026, we plan to expand this program to key Group positions in Japan and overseas.

Details of the acquisition of the Company's shares by the trust

(1) Shares acquired: Sysmex common stock
(2) Total acquisition cost: ¥12.0 billion (expected)
(3) Acquisition timing: From November 13, 2023 to January 31, 2024 (expected)
(4) Share acquisition method: Purchase in the stock market

Obtained ISO 30414 Certification

- ✓ Obtained ISO certification to promote dialogue with stakeholders through transparent information disclosure
- ✓ 11 items and 58 indicators defined and disclosed in line with management strategy
- ✓ First manufacturer in Asia (including Japan) to obtain this certification

ISO 30414

独立審査機関による ISO 30414 適合証明書

シスメックス株式会社の内外ステークホルダー各位：

株式会社 HC プロデュース（以下、HCPro）は、独立審査機関として、人的資本の開示に関する国際規格：ISO 30414 に基づき、2022 年度のシスメックス株式会社/単体（以下、シスメックス）のデータ、システム、ステートメント及び戦略に関する ISO 30414 の適合性審査を実施した。

審査では、以下(1)～(4)のプロセスを通して、ISO 30414 の各指標について、シスメックスのデータ取得度、データ開示度、比較可能性を評価した。

(1) シスメックスの役職員及び各指標別責任者に対するインタビューの実施
(2) シスメックスの人的資本データ及びデータ取得・開示システムの内容・動作の確認
(3) シスメックスの人的資本データ取得・開示及び戦略に関する各種ルールの確認
(4) シスメックスによる社内外向けレポート内容の確認

これらの審査の結果、HCPro は、シスメックスの人的資本に関するデータ、システム、ステートメント及び戦略が ISO 30414 に適合していることを認める。（認証期限：2026 年 10 月 16 日）

HCPro

保坂駿介

株式会社 HC プロデュース
代表取締役 CEO 保坂駿介
2023 年 10 月 16 日

- ✓ Detailed information is disclosed in the *Sysmex Sustainability Data Book.*

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

Second-Half Initiatives for Achieving Full-Year Targets

Benefit from impact of new products

- ✓ Launch the XR-Series and BT-50 in EMEA, AP and China
- ✓ Promote sales of immunochemistry reagent parameters in China
- ✓ Promote sales of UF-1500 to medium-sized hospitals in the urinalysis field

Reduce the cost of sales ratio

- ✓ Easing of sharply higher shipping costs
- ✓ Reducing cost of products of hemostasis reagents by bringing production in-house
- ✓ Decreasing cost of sales owing to increased production
- ✓ Considering passing on higher costs through price increases in some regions and items

Reorganize businesses and R&D

- ✓ Owing to the review of unprofitable businesses, prioritization of resource allocation to result in higher productivity and efficiency

Review exchange rates

Revised Earning Forecast for the Fiscal Year Ending March 31, 2024

Note: Figures in green have been revised subsequent to our announcement at the start of the fiscal year.

No change in full-year forecast for net sales and operating profit from initial forecast (in May)
Forex rates and SG&A expenses revised based on 1H performance

(Billions of yen)	1H of fiscal year ending March 31, 2024 (April–September)			2H of fiscal year ending March 31, 2024 (October–March)				Fiscal year ending March 31, 2024 (April–March)		
	Results	Ratio	Vs. plan	Initial forecast	Revised forecast	Ratio	Change	Revised forecast	Ratio	YoY (Previous period = 100%)
Net sales	212.6	100.0%	96.7%	240.0	**247.3**	100.0%	**+7.3**	**460.0**	100.0%	112.1%
Cost of sales	101.6	47.8%	-	-	**115.8**	46.8%	-	**217.5 (+2.0)**	47.3%	111.9%
SG&A expenses	62.5	29.4%	-	-	**62.9**	25.4%	-	**125.5 (+1.0)**	27.3%	111.7%
R&D expenses	15.0	7.1%	-	-	**19.4**	7.9%	-	**34.5 (-3.0)**	7.5%	111.1%
Other income (expenses)	0.4	0.2%	-	-	**0.1**	-	-	**0.5**	0.1%	48.6%
Operating profit	33.8	15.9%	84.6%	43.0	**49.1**	19.9%	**+6.1**	**83.0**	18.0%	112.7%

Planned investment	Capital expenditure: **¥47.8** billion	Depreciation and amortization: **¥35.0** billion

● **Assumed Exchange Rates**

	Full year (Announced May 2023)	Full year (Revised Nov. 2023)	Second half (Revised Nov. 2023)	Fiscal year ended March 31, 2023
1 USD	¥133.0	¥143.0	¥145.0	¥135.5
1 EUR	¥143.0	¥154.2	¥155.0	¥141.0
1 CNY	¥19.2	¥19.9	¥20.0	¥19.8

● **Exchange Rate Sensitivity (Year)**

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

Dividend Forecast

- The dividend amount remains unchanged from our initial forecast at the start of the year.

	Interim dividend	Year-end dividend	Total	Payout ratio
Fiscal year ended March 31, 2023	¥40	¥42	¥82	37.5%
Fiscal year ending March 31, 2024 (proposal)	¥42	¥42	¥84	33.8%

Sysmex aims to maintain a proper balance between aggressive investment, which is designed to sustain steady high growth, and returns to our shareholders as our earning power increases. In terms of returns to shareholders, we intend to provide a stable dividend on a continuous basis and aim for a consolidated payout ratio of 30% under our basic policy of sharing the successes of our operations in line with business performance.

(Appendix)

Revised Earnings Forecast for the Fiscal Year Ending March 31, 2024 (By Region)

Note: Figures in green have been revised subsequent to our announcement at the start of the fiscal year.

(Billions of yen)

	Initial forecast	Revised forecast (Revised in November 2023)	Change	Percentage change from initial forecast	Fiscal year ended March 31, 2023
Net sales	460.0	**460.0**	±0.0	-	410.5
Americas	117.5	**123.5**	+6.0	+5%	105.9
EMEA	120.0	**124.0**	+4.0	+3%	111.3
China	109.5	**109.5**	±0.0	-	96.9
AP	45.0	**42.5**	-2.5	-6%	36.4
Japan	68.0	**60.5**	-7.5	-11%	59.8

	Full year (Announced May 2023)	Full year (Revised Nov. 2023)	Second half (Revised Nov. 2023)	Fiscal year ended March 31, 2023
1 USD	¥133.0	¥143.0	¥145.0	¥135.5
1 EUR	¥143.0	¥154.2	¥155.0	¥141.0
1 CNY	¥19.2	¥19.9	¥20.0	¥19.8

Revised Earnings Forecast for the Fiscal Year Ending March 31, 2024 (By Business and Product)

(Billions of yen)

	Initial forecast	Revised forecast (Revised Nov. 2023)	Change	Fiscal year ended March 31, 2023
Net sales	460.0	**460.0**	±0.0	410.5
Hematology	265.5	**275.0**	+9.5	241.3
FCM	4.5	**4.0**	-0.5	2.2
Urinalysis	38.0	**39.5**	+1.5	34.0
Hemostasis	71.0	**71.0**	±0.0	66.9
Immunochemistry	29.5	**23.5**	-6.0	23.5
Clinical chemistry	4.0	**3.5**	-0.5	3.4
Life science	22.0	**21.0**	-1.0	19.9
Others	18.5	**18.5**	±0.0	16.6
Diagnostics business	453.0	**456.0**	+3.0	408.1
Medical robotics business	7.0	**4.0**	-3.0	2.3
Instruments	107.0	**106.0**	-1.0	91.7
Reagents	275.0	**276.0**	+1.0	247.5
Services	59.0	**61.0**	+2.0	54.3
Otrhers	19.0	**17.0**	-2.0	16.8

Topics (April to November 2023)

Diagnostics Business

- Sysmex begins construction on new manufacturing base in India (April 2023/AP)
- Sysmex launches an assay kit to identify amyloid beta accumulation in the brain, a cause of Alzheimer's Disease (June 2023/Japan)
- Sysmex launches world's first point-of-care testing system in Europe to detect antimicrobial susceptibility in just 30 minutes (June 2023/EMEA)
- Sysmex begins supplying reagents for U.S. based laboratory developed test (LDT) measuring amyloid beta (Aβ) in blood to LabCorp, a large commercial lab (August 2023/Americas)
- Sysmex's gene panel testing system for inherited retinal dystrophy receives Japan's first insurance coverage (August 2023/Japan)
- Sysmex and Fujirebio enter into a basic agreement on business collaboration in the field of immunoassay (October 2023)

Medical Robotics Business

- Medicaroid receives regulatory approval from Health Science Authority in Singapore for the hinotori™ surgical robot system (September 2023/AP)

Sustainability Management

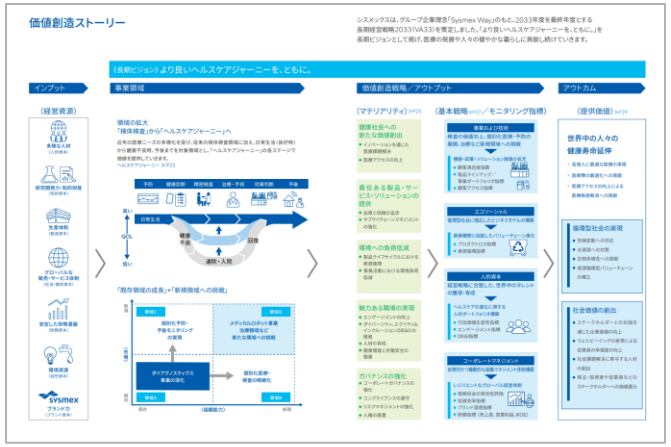
- Sysmex formulates "Sysmex Eco-Vision 2033" (May 2023)
- Sysmex Obtains ISO 30414 certification for human capital reporting (October 2023)
- Sysmex introduces employee stock ownership plan (ESOP) (November 2023)

Published the *Sysmex Report 2023* and the *Sysmex Sustainability Data Book 2023*

sysmex

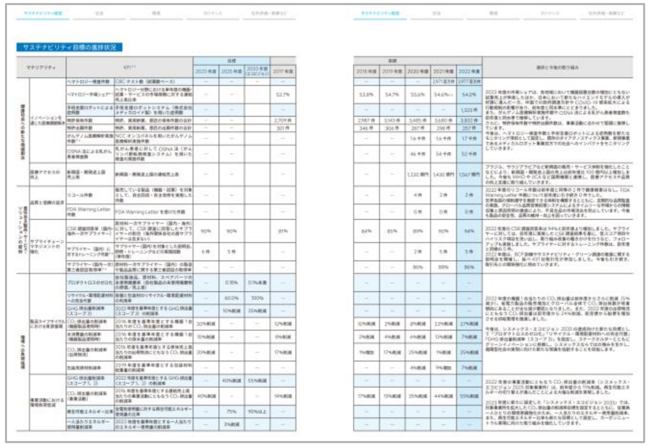
Sysmex Report 2023 (integrated report)

https://www.sysmex.co.jp/en/ir/library/annual-reports/index.html



Sysmex Sustainability Data Book 2023 (yearly report)

https://www.sysmex.co.jp/en/csr/report/index.html



TOPICS

The *Sysmex Report 2022* received an award in a US annual report competition

2022 Vision Awards

Annual Report Competition

- PLATINUM WINNER WORLDWIDE, etc.

Q2 Business Results (Year on Year)

Positive performance in overseas regions led to an 8.7% year-on-year increase in net sales, but other operating income declined year on year, causing profit to fall.

(Billions of yen)	Q2 of fiscal year ending March 31, 2024 (July to September) Results	Ratio	YoY (Previous period = 100%)	Q2 of fiscal year ended March 31, 2023 (July to September) Results	Ratio
Net sales	**117.3**	100.0%	**108.7%**	107.9	100.0%
Cost of sales	**56.7**	48.4%	**108.3%**	52.4	48.5%
SG&A expenses	**32.4**	27.6%	**116.6%**	27.8	25.8%
R&D expenses	**7.8**	6.7%	**103.5%**	7.6	7.0%
Other operating income (expenses)	**0.2**	0.2%	**13.6%**	1.9	1.8%
Operating profit	**20.5**	17.5%	**93.0%**	22.0	20.5% (18.6%)*
Profit attributable to owners of the parent	**13.5**	11.6%	**85.0%**	15.9	14.8%

*Figure in parentheses excludes the impact of other operating income.

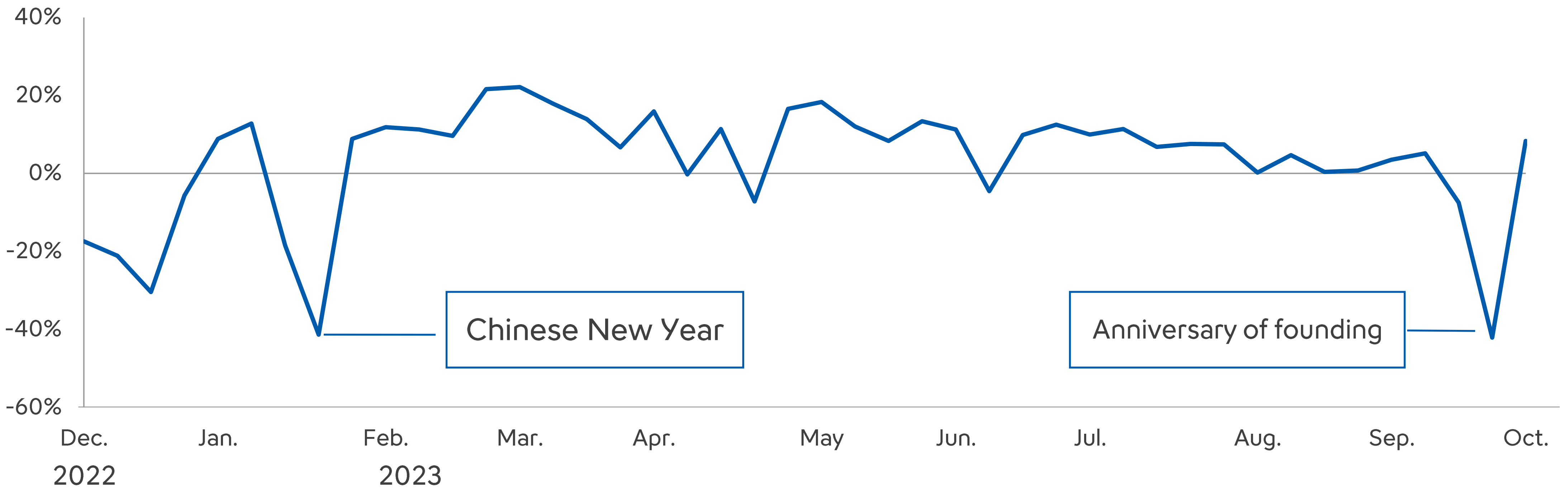
XR-Series Launch Schedule

● XR-Series	EMEA	Launched 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 Q3 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

Number of Hematology Tests in China

Return to Pre-COVID Levels After Restrictions on Behavior Were Lifted



Notes:
Figures are Sysmex estimates
Figures indicate the average number of tests per instrument compared with the average for April 2019 to March 2020.

Together for a better
healthcare journey