

## Corporate Profile

Together for a better  
healthcare journey



# Together for a better healthcare journey

Sysmex is deeply committed to its supporting role as provider of each individual lifetime “healthcare journey”, utilizing its proprietary technology and solutions in better and better ways.

Sysmex will also continue to innovate in testing and diagnosis as important functions within the healthcare journey, collaboratively creating unique values in the areas of personalized medicine and novel treatments.

We will continue to grow as a sustainable company creating social and economic value, providing a greater sense of security among people and the society in which they live.

# Sysmex Way

## Mission

Shaping the advancement of healthcare.

## Value

We will continue to create unique and innovative values, and ensure *anshin* for individuals in society.

## Mind

With passion and flexibility, we demonstrate our individual competence and unsurpassed teamwork.

## Shared Values

### To our Customers

Ensure *anshin* with unmatched quality, advanced technology, mindful support, and actions that reflect the needs of our customers.  
We constantly seek to better understand what our customers require so that we may generate new and more satisfactory solutions.

### To our Employees

Ensure *anshin* by honoring a diversity of employees, respecting their personality, and providing a workplace where they can fulfill their potential.  
We value independence and a challenging spirit, provide employees with opportunities for self-fulfillment, growth, and reward for their accomplishments.

### To our Business Partners

Ensure *anshin* based on fairness and impartiality in a broad range of partnerships.  
We strive to grow as a company in step with our business partners through respect and mutual trust.

### To our Shareholders

Ensure *anshin* by promoting the proper disclosure of information and keeping closer communication with shareholders with sound and transparent management.  
We are committed to an innovative yet consistent style of management for sustainable growth and increased shareholder value.

### To Society

Ensure *anshin* as a responsible member of society by conducting our business adhering to the highest ethical standards in addition to laws and regulations.  
We play an active role in addressing environmental and other issues facing our society.

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*Anshin* is a word at the core of the Sysmex corporate philosophy that embodies the essence of what we have been pursuing since our foundation, and has the following meanings:

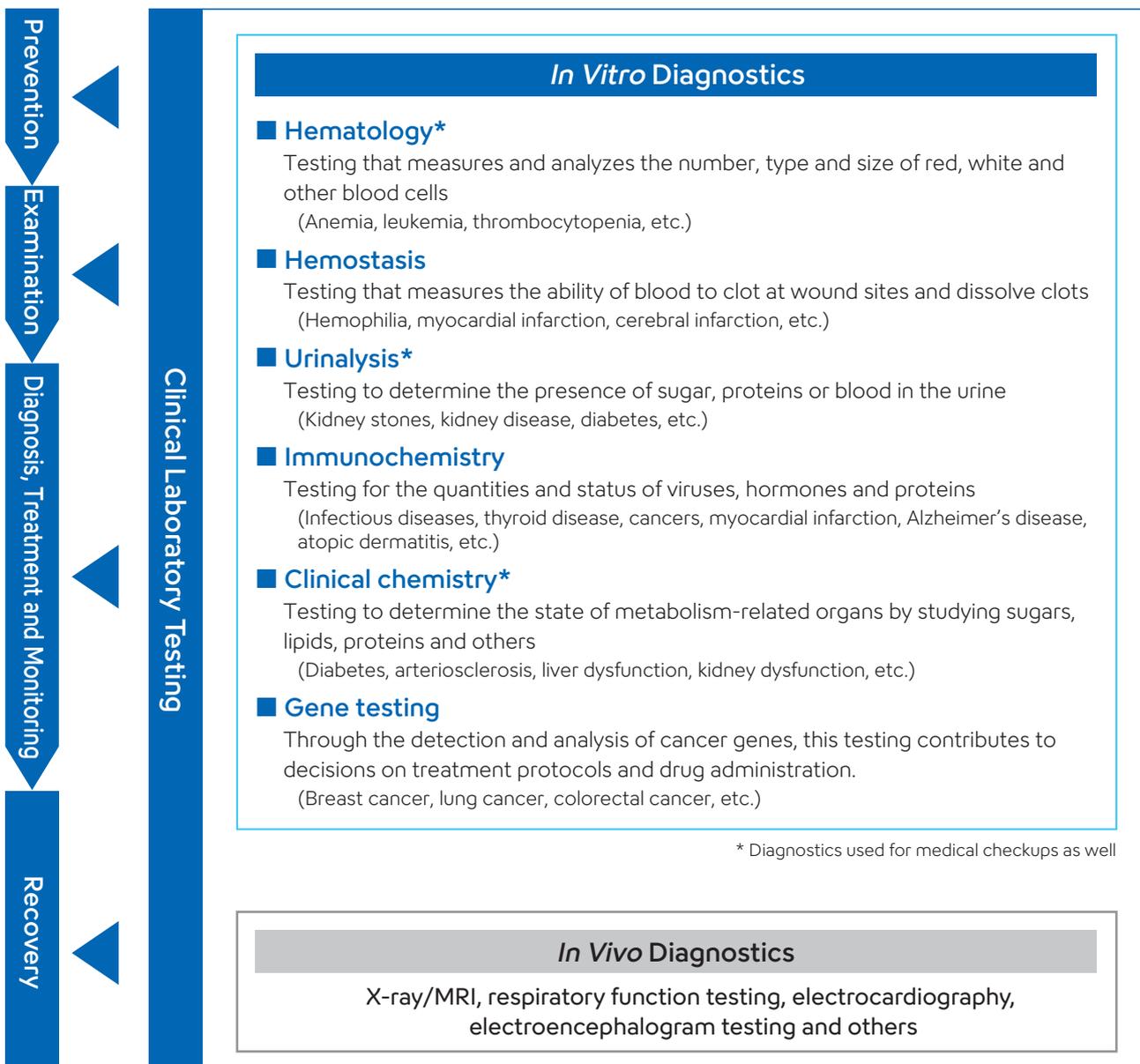
- A state in which customers have **no concerns about the safety and quality** of our products and services.
- A state in which stakeholders can **trust, be confident and reassured** in our relationship, transactions, interaction, and all other matters.
- A state in which individuals in society can be **in a calm state of mind with little or no anxiety** about their own health, lives, or other matters.

# Business Domains

Clinical testing, which is essential for healthcare, can be divided into two categories: *in vitro* diagnostics (IVD), which examine samples of blood, urine and other substances taken from the body, and *in vivo* tests, which examine the body directly using such methods as magnetic resonance imaging and electrocardiograms. Sysmex's business development centers on the IVD domain.

In this domain, Sysmex provides instruments, reagents and software globally. We have obtained the top share of the global market (including alliances) in the three fields of hematology, hemostasis and sediment urinalysis. In addition to these three fields, we are developing businesses in immunochemistry and other fields in Asia, and as the leading company in the IVD domain we respond to a diversity of needs. At the same time, we are expanding our business domains to include the life science field, focusing on testing for cancer and other diseases.

## Sysmex's Main Business Domains (*In Vitro* Diagnostics)



## Hematology

We offer a broad-ranging lineup of instruments, from compact models that can be used at small-scale facilities to high-end models for large-scale institutions that are capable of processing large numbers of specimens at high speed. We are also pursuing R&D on products to provide information of high clinical value in response to malaria and other regional diseases.



Multiparameter Automated Hematology Analyzers



Reagents

## Urinalysis

In the field of sediment urinalysis, we have developed and provide the world's first analyzer of formed elements in urine to use the flow cytometry method\*. Furthermore, we have entered a business alliance with another company to expand our portfolio of analyzers of urine chemistry, thereby responding to diverse urinalysis testing needs.

\* Flow cytometry method: A method involving the flow dispersion of rows of minute particles and the use of laser light to optically analyze these minute flows.



Automated imaging unit for formed elements in urine

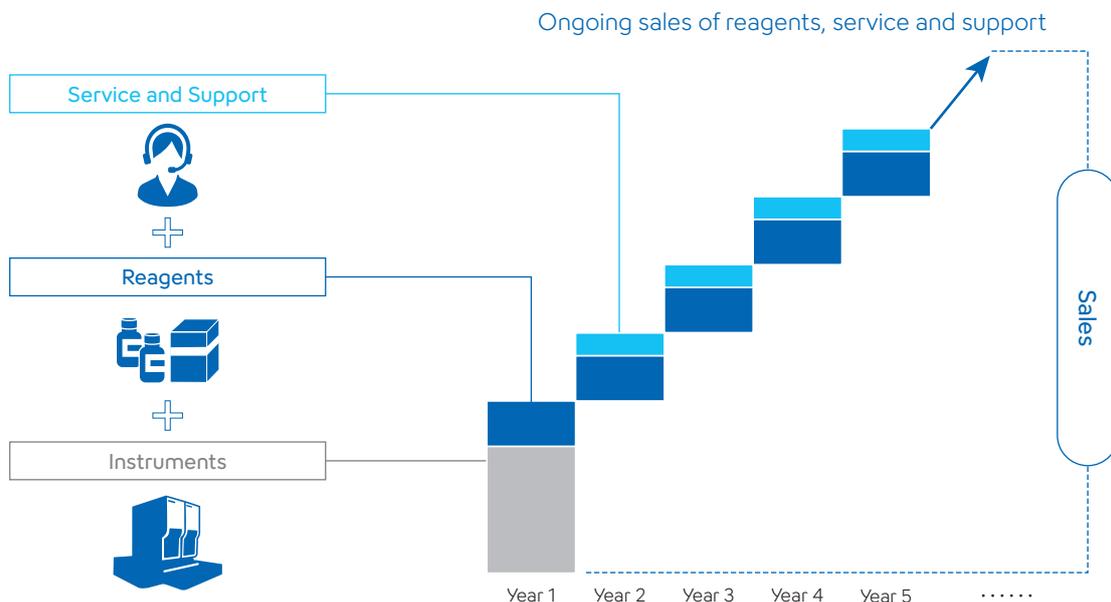
Automated system for the analysis of formed elements in urine

Automated urine chemistry analyzer



Reagents

## A Stable Profit Model



# Business Domains

## Hemostasis

We provide a lineup of products, providing the most suitable product according to a facility's scale of operations. In addition to an alliance with Siemens Healthcare Diagnostics Inc. in the area of reagents, we work with Group company HYPHEN BioMed to develop products offering high clinical value.



## Immunochemistry

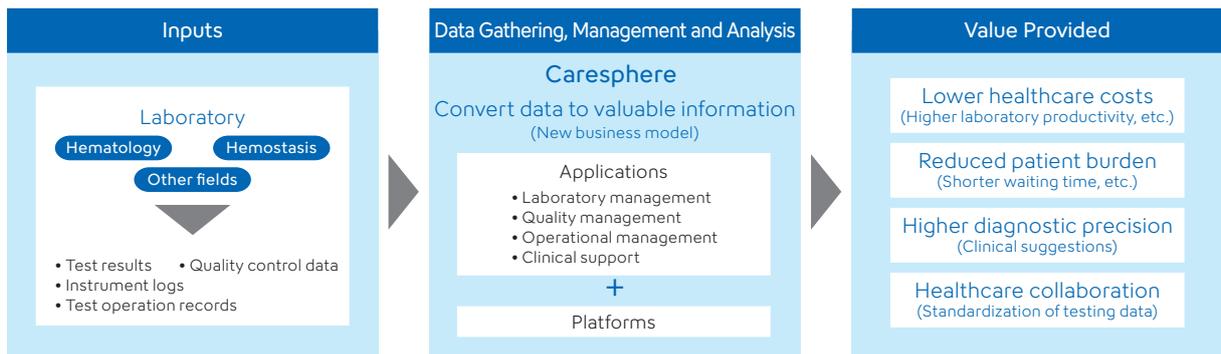
In addition to reagents to test for infectious disease and tumor markers, we are augmenting our lineup of proprietary parameters to test for amyloid beta accumulation in the brain, which is a cause of Alzheimer's disease, as well as liver fibrosis progression and atopic dermatitis. We also provide a fully automated immunochemistry system, which performs highly sensitive, highspeed assays on minute sample quantities.



## Network Solution

Caresphere™ manages centrally the various information obtained from diagnostic instruments and healthcare information systems, using IoT and the cloud to link and analyze data in real time on a platform that is safe and globally standard. The various applications and services of this platform provide information that augments operational efficiency and

quality control at hospital laboratories and commercial labs, all with the aim of resolving customer issues and enhancing patient satisfaction. Currently, we provide applications that support more sophisticated operations at clinical laboratories, reduce the burden of operations related to ISO 15189, and support human resource development.



## Cancer Gene Testing

We apply the OSNA™ method, which Sysmex developed, in products we provide to quickly and easily detect information to help in diagnosing cancer lymph node metastasis. Working with the National Cancer Center, we developed a genetic mutation analysis set (for cancer genome profiling). This was the first such system to be covered under Japanese health insurance, in June 2019. Group companies such as Sysmex Inostics and RIKEN GENESIS offer services for research use to determine expression levels of cancer-related gene types, as well as assay services to detect to a high degree of sensitivity genes that are present in minute samples of blood.



Gene amplification detector



Reagents

## Surgery Support Robots

Medicaroid Corporation was jointly established in 2013 by Kawasaki Heavy Industries, Ltd., a leader in industrial robots, and Sysmex, which has expertise in testing and diagnosis and an extensive network in the healthcare field. As the general distributor for Medicaroid products, Sysmex aims to help achieve advances in healthcare by providing medical robots around the world. These efforts center on the robotic assisted surgery system Medicaroid developed—the first to be produced in Japan.



Robotic assisted surgery system

## Realizing Personalized Medicine through Liquid Biopsy

Liquid biopsy is a testing method that involves highly sensitive analysis to detect disease-affected areas present in minute quantities in blood and bodily fluids. Compared with conventional physical biopsy, which is carried out on samples taken from tumors or other tissue, liquid biopsy is in the spotlight for its potential

for imposing less of a physical, emotional and economic burden on patients, increasing opportunities for testing and helping to determine treatment methods at an early stage. Sysmex is pushing forward with R&D aimed at realizing personalized medicine through liquid biopsy.

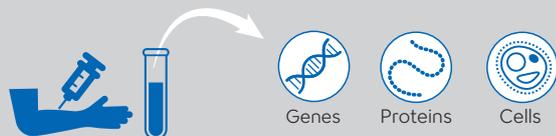
### Conventionally: Tissue Analysis (Biopsy)

Direct analysis of the affected specimen



### Blood Analysis (Liquid Biopsy)

Analysis of disease-derived components in blood and bodily fluids



Contributing toward the realization of personalized medicine, which relies on individual patient characteristics

## Business Activities

Sysmex has built structures to comprehensively handle activities ranging from R&D to manufacturing and sales and support services, meeting the diverse needs of customers facing a host of issues. Through these structures, as well as the high-quality instruments, reagents and software needed for testing, we provide system products, online support and advanced scientific information and other high-value-added products and services. As a result, we have earned a strong reputation with customers around the world. In addition, we actively pursue open innovation and alliances and make use of external technologies and networks. Consequently, we can respond swiftly to market changes and deliver new value through testing.

### Research and Development

Sysmex has developed technology platforms for analyzing genes, cells and proteins. We use these platforms in myriad ways to create new testing and diagnostic technologies that are useful to patients. At Technopark, our R&D hub, a variety of researchers and engineers in a host of fields— electrical, mechanical, biological, chemical, and IT, among others—encourages interaction and drives the creation and fusion of advanced technologies. We have built up a global R&D structure comprising facilities in the United States, Germany and other countries. Our R&D themes include work to expand technologies in existing business domains; personalized medicine (the provision of healthcare optimized to individual patient characteristics); and primary care

(the provision of testing to nearby patients). Our work in personalized medicine includes the development of reagents that can be used to predict drug efficacy and side effects. We are also pursuing R&D aimed at the realization of liquid biopsy—obtaining a host of information from the blood without requiring tissue biopsies.

Within Technopark, Sysmex has also set up a laboratory to promote open innovation, fusing proprietary technologies with those from research institutions in Japan and overseas. This lab encourages interaction among its researchers and the generation of new concepts that lead to the creation of advanced and highly valuable testing and diagnostic technologies.

### Procurement

Sysmex considers procurement fundamental to supporting its business activities. We have formulated a procurement policy, and we select suppliers and build our supply chain on that basis. We have also created green procurement standards that indicate our fundamental perspective regarding environmental consideration in relation to procurement activities. To improve the quality of supplied parts and raw materials, we strive to strengthen our relationships with trading partners so we can conduct business together based on their understanding of our business

and procurement policies. We perform quality audits of new suppliers and ensure that appropriate quality control is in place. We also conduct periodic quality assessment of existing trading partners in an effort to maintain and improve quality.

As a company that does business globally, in addition to strengthening our structures for the stable provision of products, we promote procurement activities that take the environment and other factors into consideration. In this way, we aim for sustainable development alongside our business partners.



## Production and Distribution

Uncompromising quality is essential in medical settings that require accurate testing results. Sysmex has built a high-quality, highly efficient production system that supports manual work with state-of-the-art technologies. One of the system's components is Smart Pro, a manufacturing activity support system we developed. In addition to providing workers with accurate work instructions, this system identifies the status of all processes in real time, thereby controlling all manufacturing activities. We have also introduced the 3D Move Manual, which provides three-dimensional videos to demonstrate the work procedures involved in instrument assembly. Using IT to support human workers in this way enables us to increase levels of both quality and productivity.

Demand for reagents is increasing in line with the growth of our installed instrument base. Sysmex shares with factories overseas the production technologies and quality control expertise it has cultivated over the years in Japan. In this manner, we have constructed a global reagent production system that assures thorough quality control and stable, ongoing supplies.

Sysmex has earned certification as an authorized economic operator (AEO). This authorization enables us to streamline logistics through integrated operations, from container loading to customs clearance. As a result, we can deliver high-quality Japanese-made products to customers around the world.

## Sales, Service and support

Sysmex delivers products to customers in more than 190 countries and regions around the world. Providing products and services that meet customers' needs requires us to respond to regional characteristics, such as growth in demand for testing in emerging markets and the need for highly specialized testing in advanced countries. The global sales and support service network we have created enables us to respond quickly and closely to customers' requests.

In Japan, Sysmex maintains a Customer Support Center, where experienced staff with expert scientific and technological knowledge assist customers 24 hours a day, 365 days a year, responding to inquiries and offering support in the event of trouble.

We have call centers in place in the United States, China and Germany to provide on-the-ground regional support and keep customers' instruments operating smoothly.

We help ensure that instruments operate stably at customer locations via a network support service that we are rolling out globally. This system, which conducts quality control of customers' instruments in real time and automatically monitors their operating status, helps reduce instrument downtime by predicting failure. Also, an external quality control service guarantees the quality of testing. Our leading-edge technologies and well-prepared system inspire trust and confidence among customers around the world.



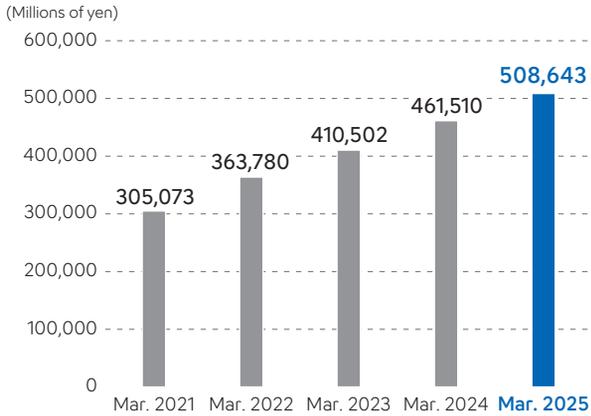
# Corporate Outline

## Company Overview

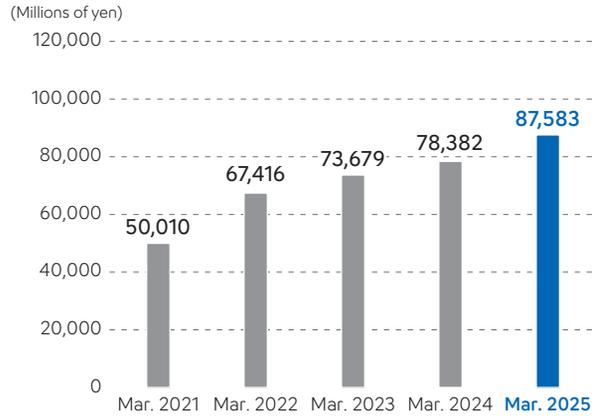
Name	SYSMEX CORPORATION
Established	February 20, 1968
Paid-in Capital	¥14,887.8 million (As of March 31, 2025)
Stock Listings	Tokyo Stock Exchange, Prime Market
Representative	Chairperson and Group CEO Hisashi Ietsugu President Iwane Matsui
Head Office	1-5-1, Wakinohama-Kaigandori, Chuo-ku, Kobe, Japan
Lines of Businesses	Development, manufacture, sales and export/import of diagnostic instruments, reagents and related software
Number of Employees	11,457* (consolidated basis) (As of March 31, 2025) * Including part-time employees and others
Main Customers	National and other public hospitals, private hospitals, universities, research institutes, other medical institutions, etc.
Fiscal Year	April 1–March 31

# Group Data

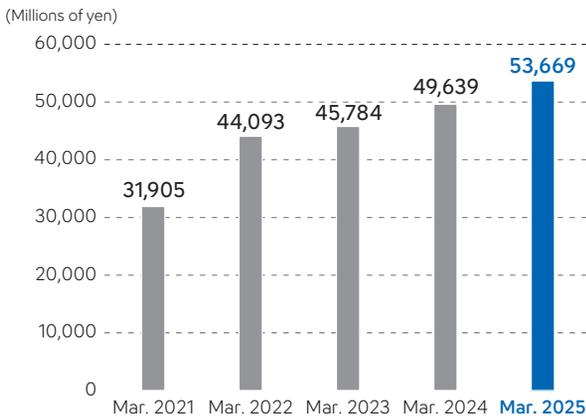
## Net Sales



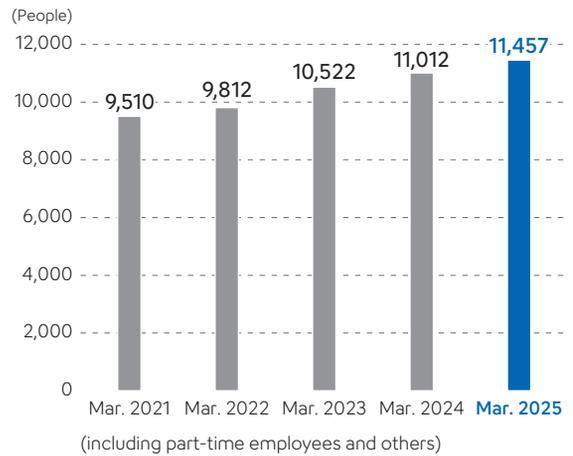
## Operating Profit



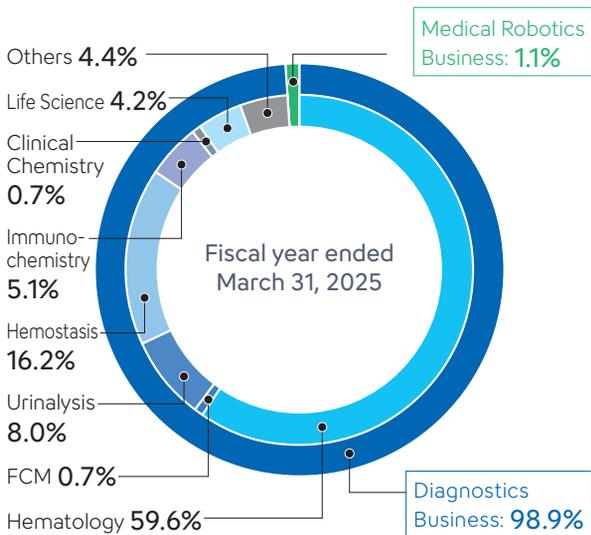
## Profit Attributable to Owners of the Parent



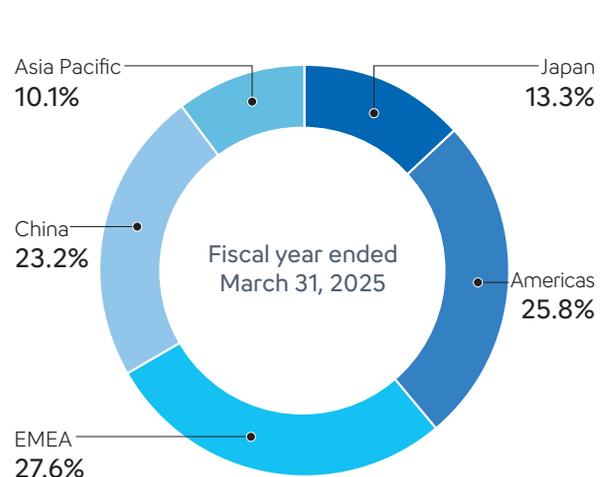
## Number of Employees



## Net Sales by Business



## Net Sales by Destination



Together for a better  
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