



Business Results

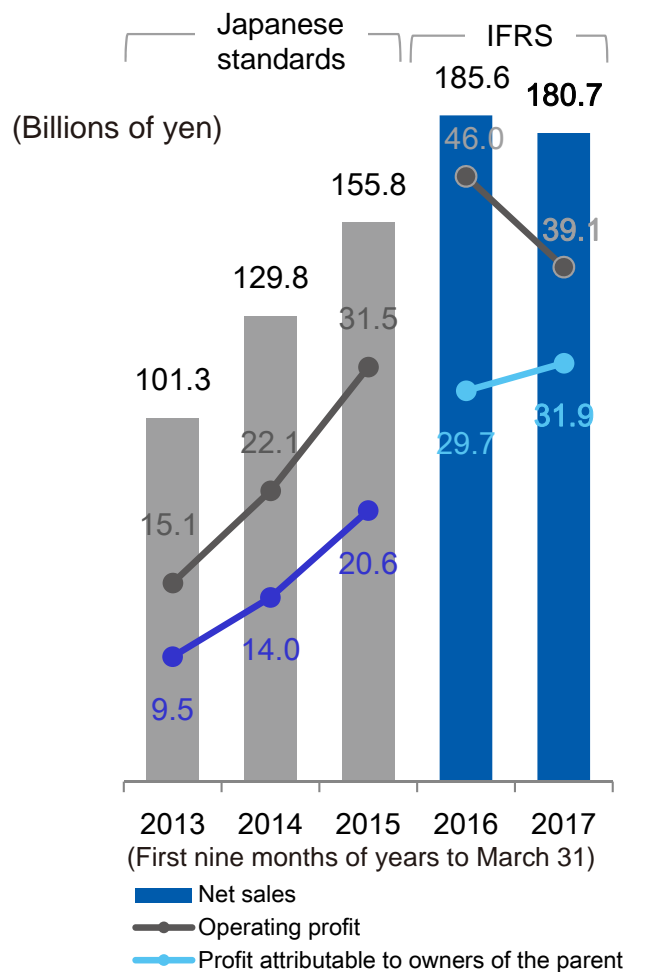
First Nine Months of Fiscal Year Ending March 31, 2017

The Sysmex Group has adopted International Financial Reporting Standards (IFRS), and disclosure complies with IFRS. Figures for the previous fiscal year are also disclosed in compliance with IFRS.

Sysmex Corporation

February 3, 2017

Financial Highlights for the First Nine Months of the Fiscal Year Ending March 31, 2017



	First nine months of fiscal year ending March 31, 2017	First nine months of fiscal year ended March 31, 2016
1USD	¥106.6	¥121.7
1EUR	¥118.0	¥134.4
1CNY	¥16.0	¥19.3

	First nine months of fiscal year ending March 31, 2017		First nine months of fiscal year ended March 31, 2016		YOY (Previous period = 100%)
	Results	Ratio	Results	Ratio	
Net sales	180.7	100%	185.6	100%	97.4%
Cost of sales	76.2	42.2%	74.0	39.9%	102.9%
SG&A expenses	54.8	30.3%	55.2	29.8%	99.3%
R&D expenses	11.3	6.3%	10.6	5.7%	107.4%
Other income (expenses)	0.8	0.5%	0.3	0.2%	278.0%
Operating profit	39.1	21.7%	46.0	24.8%	85.1%
Profit attributable to owners of the parent	31.9	17.7%	29.7	16.0%	107.6%

- Net sales:** The Company recorded growth in all geographic regions on a local currency basis, but sales were down on a yen basis due to the impact of yen appreciation.
- Operating profit:** Profit was down, due to the impact of yen appreciation and worsening cost of sales ratio.
- Exchange loss (gains):** ¥1.90 billion (¥1.40 billion in the first nine months of the previous fiscal year)
 Exchange rate fluctuations lowered net sales ¥24.28 billion and operating profit ¥8.84 billion. At the exchange rates prevailing one year earlier, net sales would have been up 10.4% and operating profit* up 4.3%.
 *Excluding the impact of exchange rate fluctuations and one-off factors (such as donations), operating profit would have been up 7.1%.
- Profit attributable to owners of the parent:** Profit was affected by a revised tax treaty with Germany (+¥5.12 billion).

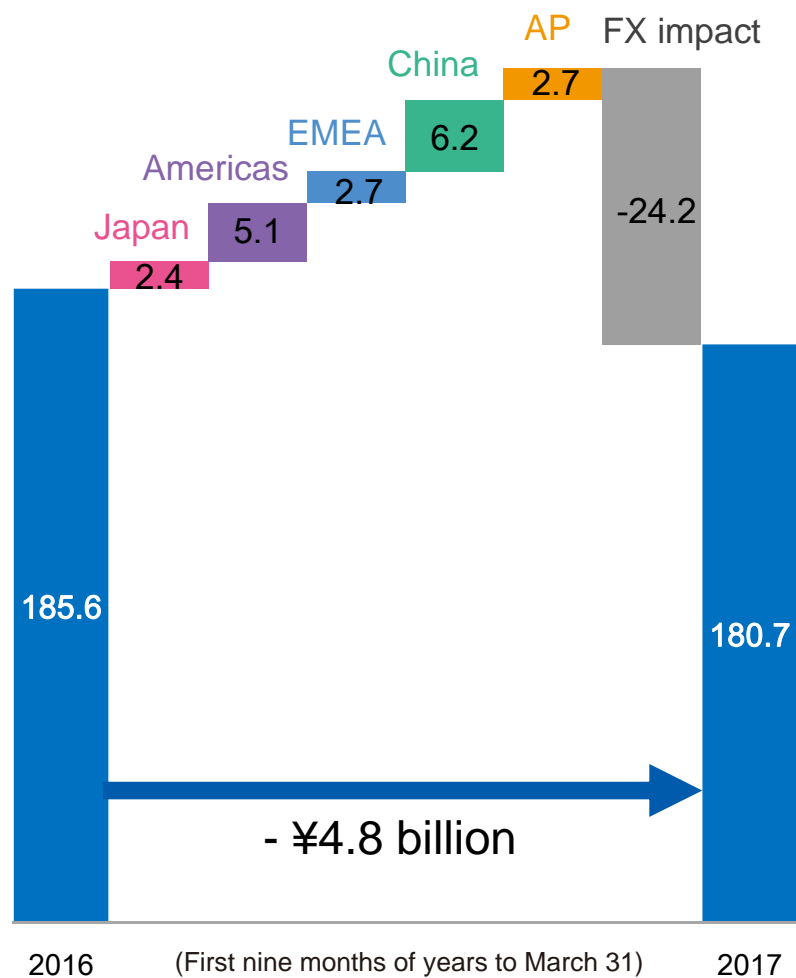
Breakdown of Net Sales and Operating Profit



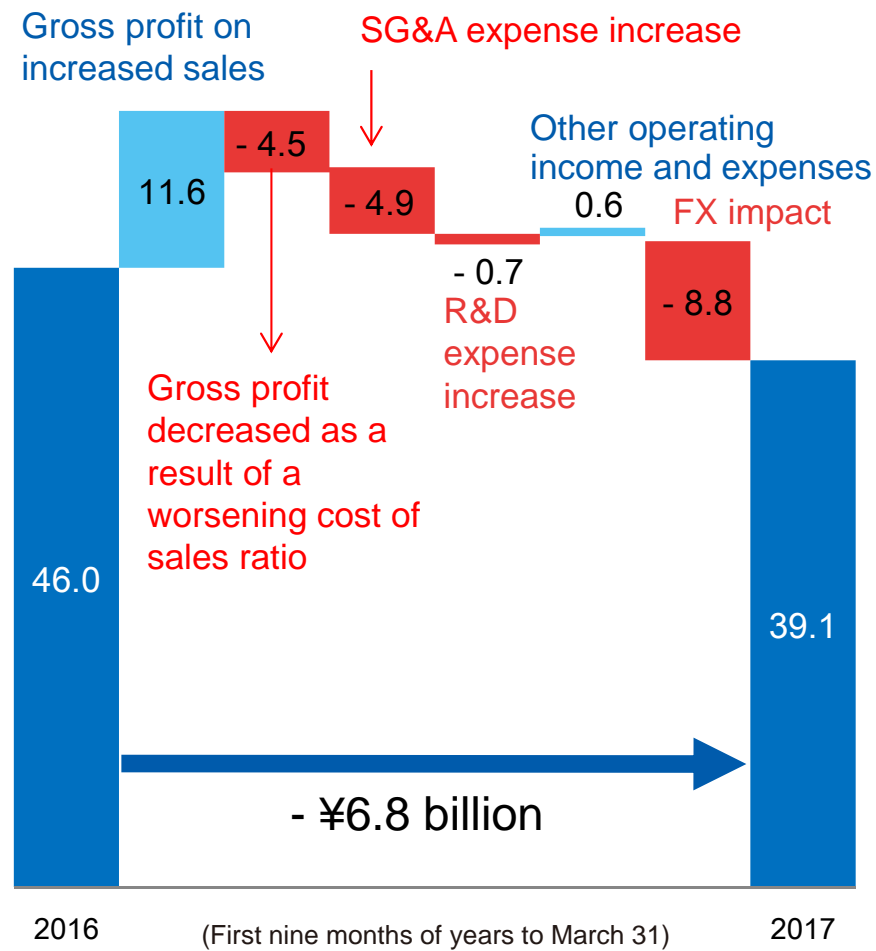
(Billions of yen)

Net Sales

Note: FX impact excluded from sales by geographic region



Operating Profit



Net Sales by Geographic Region



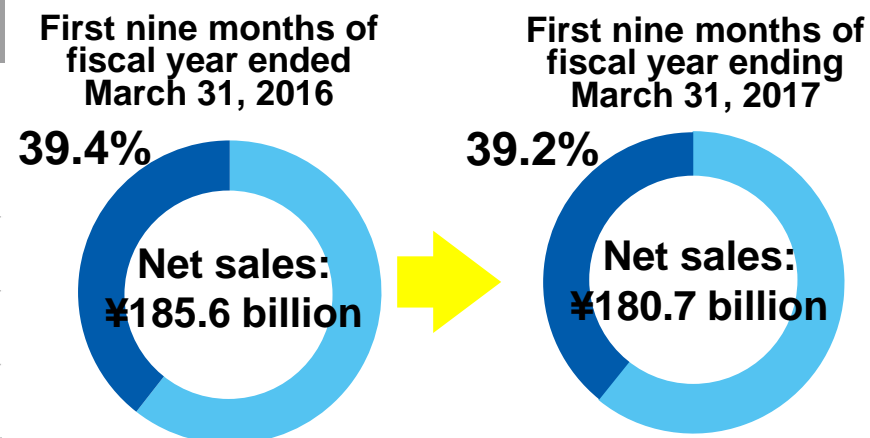
(Billions of yen)

Net Sales by Geographic Region (Sales to External Customers)						
	First nine months of fiscal year ending March 31, 2017 Results		First nine months of fiscal year ended March 31, 2016 Results		YOY (Previous period = 100%) (Yen) (Local currency)	
	Ratio		Ratio			
Net sales	180.7	100%	185.6	100%	97.4%	-
Americas	40.6	22.5%	40.9	22.0%	99.3%	113.4%
EMEA	47.2	26.1%	51.7	27.9%	91.3%	103.9%
Region China	45.4	25.1%	48.4	26.1%	93.7%	113.2%
AP	14.7	8.2%	13.5	7.3%	108.9%	-
Japan*	32.7	18.1%	30.9	16.7%	105.6%	-

*Includes sales to IDEXX and other external customers

Exchange Rates		
	First nine months of fiscal year ending March 31, 2017	First nine months of fiscal year ended March 31, 2016
1USD	¥106.6	¥121.7
1EUR	¥118.0	¥134.4
1CNY	¥16.0	¥19.3

● Percentage of Sales in Emerging Markets



Sales by Business



(Billions of yen)

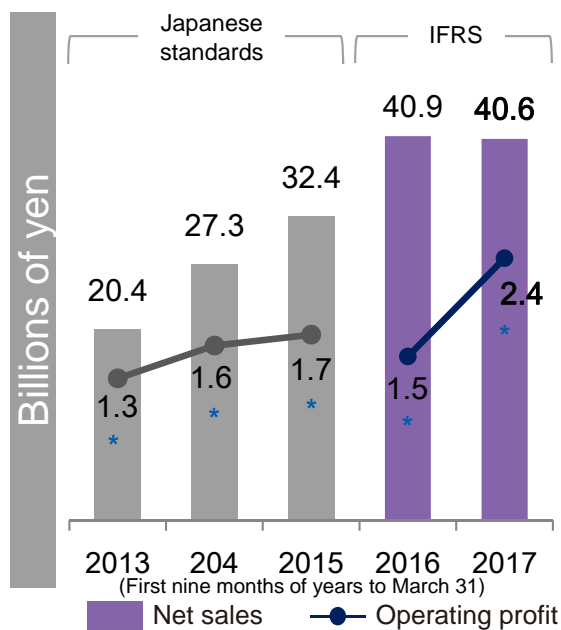
	First nine months of fiscal year ending March 31, 2017		First nine months of fiscal year ended March 31, 2016 ¹		YOY (Previous period = 100%)	Reference: YOY at Previous Year's Rate
	Results	Ratio	Results	Ratio		
Hematology	114.3	63.2%	119.5	64.4%	95.6%	108.6%
Urinalysis	11.7	6.5%	13.6	7.3%	86.2%	99.1%
HU-BU	126.0	69.7%	133.1	71.7%	94.7%	107.6%
Immunochemistry	5.8	3.2%	4.0	2.2%	143.3%	156.9%
Clinical Chemistry	2.5	1.4%	2.6	1.5%	94.3%	104.0%
Hemostasis	31.2	17.3%	31.3	16.9%	99.6%	115.1%
ICH-BU	39.6	21.9%	38.1	20.5%	103.9%	118.8%
LS-BU	3.1	1.7%	2.5	1.4%	123.6%	137.7%
Others ²	11.9	6.6%	11.8	6.4%	101.0%	109.4%
Total net sales	180.7	100.0%	185.6	100.0%	97.4%	110.4%

1. First nine months of fiscal year ended March 31, 2016: Figures have been adjusted to align with changes in certain categories from the first three months of the fiscal year ending March 2017. Amounts formerly included in "Others" in "HU-BU" have been reclassified to "Others."

2. Others: Clinical laboratory information systems (formerly included in "Others" in HU-BU), sales of third-party products (formerly included in "Other IVD"), FCM products for research and industry, etc.

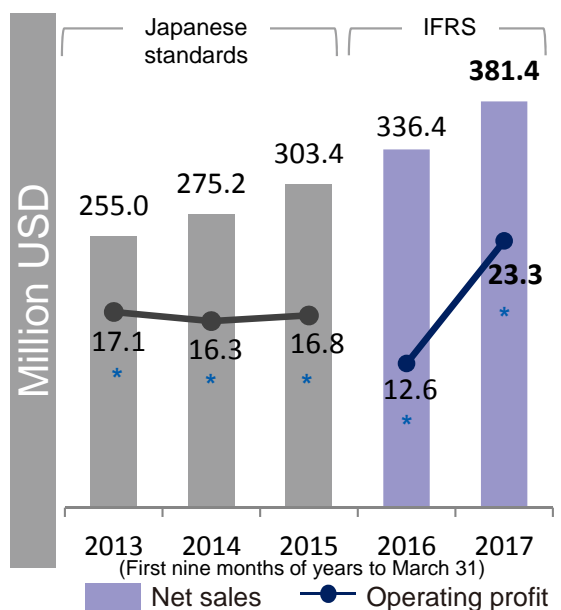
HU-BU: HU Business Unit (hematology and urinalysis fields)
 ICH-BU: ICH Business Unit (immunochemistry, clinical chemistry and hemostasis fields)
 LS-BU: LS Business Unit (life science field)

Geographic Segment Information: Americas



(Billions of yen)	First nine months of fiscal year ending March 31, 2017	First nine months of fiscal year ended March 31, 2016	YOY (Previous period = 100%)	
			(Yen basis)	(Local currency basis)
Net sales	40.6	40.9	99.3%	113.4%
Operating profit*	2.4	1.5	161.7%	184.6%

- Sales rose by double digits on a local currency basis, centered on the hematology field in the United States. Due to the impact of yen appreciation, however, sales were down slightly on a yen basis.
- Operating profit grew, due to the impact of higher sales, a temporary halt in excise taxes (+¥0.40 billion) and a revision in intragroup transaction prices.

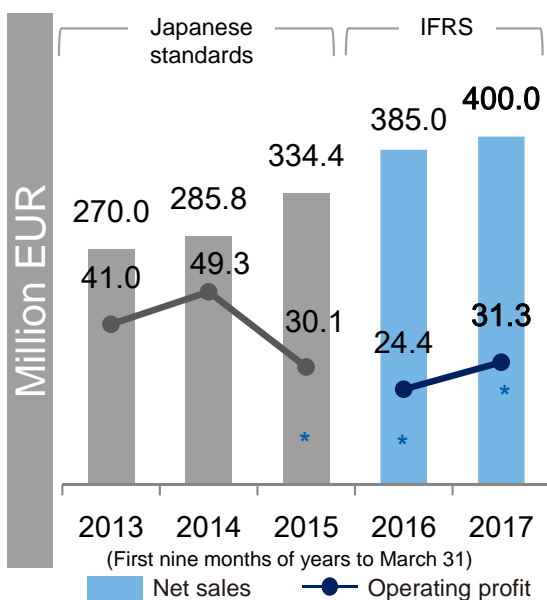
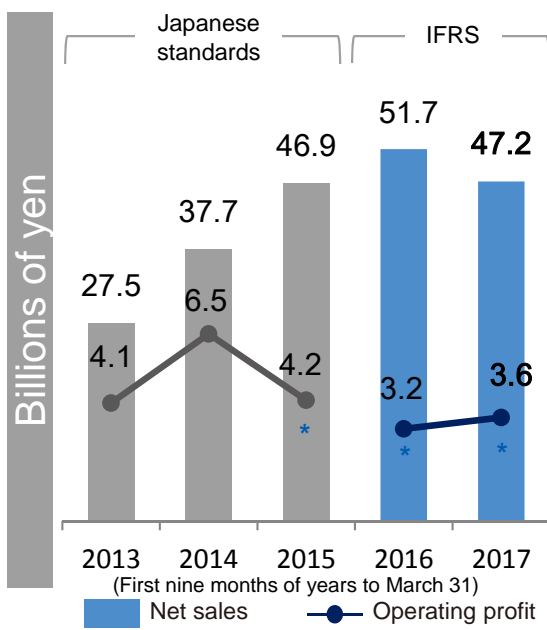


- Local Currency Basis
- **United States:** Sales increased, due to favorable results in the hematology field stemming from a strategic focus on the West Coast area.
 - **Central and South America:** Although benefiting from the acquisition of a large-scale government tender in the hematology field in Mexico, sales were down slightly due to ongoing economic stagnation in Brazil.

Note: Sysmex commenced direct sales (urinalysis field) in Brazil, Colombia and Chile.

*Revision in intragroup transaction prices

Geographic Segment Information: EMEA



*Revision in intragroup transaction prices

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EMEA: Europe, the Middle East and Africa

(Billions of yen)	First nine months of fiscal year ending March 31, 2017	First nine months of fiscal year ended March 31, 2016	YOY (Previous period = 100%)	
			(Yen basis)	(Local currency basis)
Net sales	47.2	51.7	91.3%	103.9%
Operating profit*	3.6	3.2	112.9%	128.5%

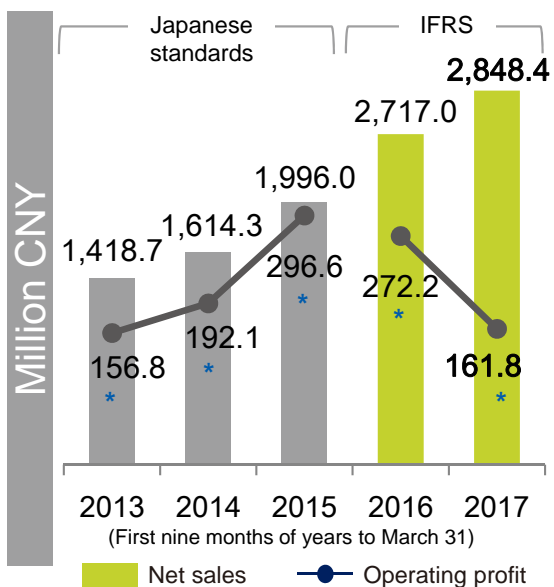
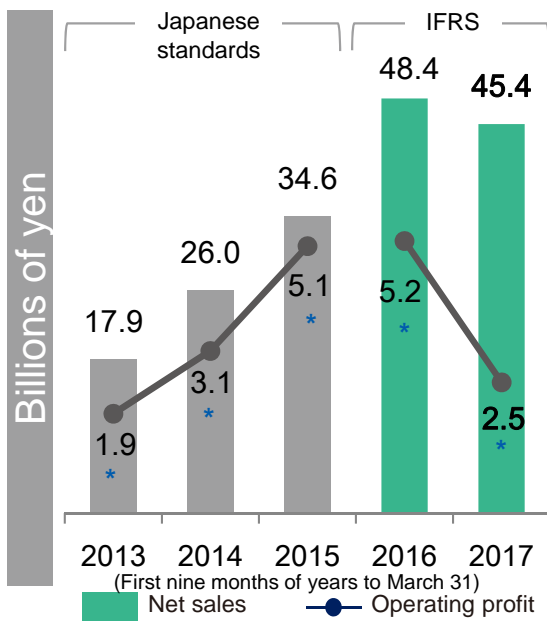
- On a local currency basis, sales rose slightly due to expanded sales in the hematology field, despite the impact of the delayed business of Partec and Inostics and market launch of new products in the urinalysis field, as well as the effect of exchange rates on currencies in the EMEA region. However, sales were down on a yen basis, owing to the impact of yen appreciation.
- Operating profit rose because of a revision in intragroup transaction prices and efforts to constrain SG&A expenses.

Note: Absent the impact of Partec and Inostics, net sales would have been down 6.8%, and operating profit up 25.3% on a yen basis. On a local currency basis, net sales would have been up 6.1% and operating profit up 42.7%.

Local Currency Basis

- **Five major countries:** Sales grew on increased sales in the hematology field in France and Germany, although sales were lower in Italy and Spain due to big tender in the preceding fiscal year.
- **Eastern Europe, Russia:** Sales rose, as a growing installed instrument based pushed up reagent sales, despite the impact of ruble depreciation in Russia.
- **Middle East, Africa:** Sales increased due to higher sales of reagents, owing to a higher installed instrument base.

Geographic Segment Information: China



*Revision in intragroup transaction prices

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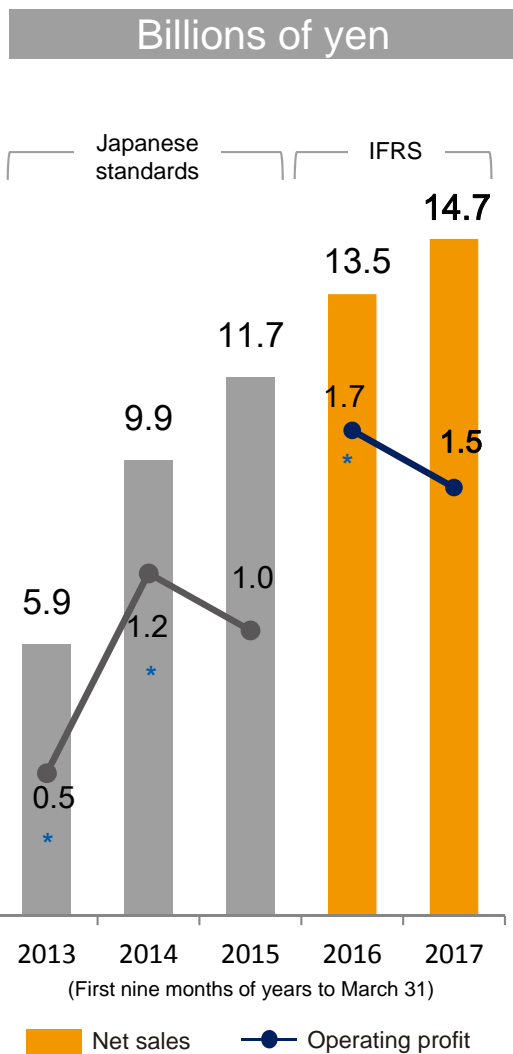
(Billions of yen)	First nine months of fiscal year ending March 31, 2017	First nine months of fiscal year ended March 31, 2016	YOY (Previous period = 100%)	
			(Yen basis)	(Local currency basis)
Net sales	45.4	48.4	93.7%	113.2%
Operating profit*	2.5	5.2	49.2%	59.4%

- Sales were up on a local currency basis due to higher reagent sales in the hemostasis and immunochemistry fields, despite distributor inventory adjustments and sluggish sales of instruments. However, sales were down on a yen basis, due to the impact of yen appreciation.
- The impact of yuan depreciation against the US dollar caused the price of (dollar-denominated) purchases from Japan to rise, prompting a worsening cost of sales ratio and a sharp fall in operating profit.

Local Currency Basis

- **Hematology:** Sales were up slightly thanks to higher reagent sales, despite lackluster sales of instruments.
- **Hemostasis:** Sales grew due to favorable reagents sales driven by growing demand for thrombosis testing.
- **Urinalysis:** Sales were up slightly due to higher reagent sales despite slower sales of instruments in the lead-up to new product launches.
- **Immunochemistry:** Sales grew as a result of higher sales of reagents, centered on markers for infectious diseases.

Geographic Segment Information: AP



*Revision in intragroup transaction prices

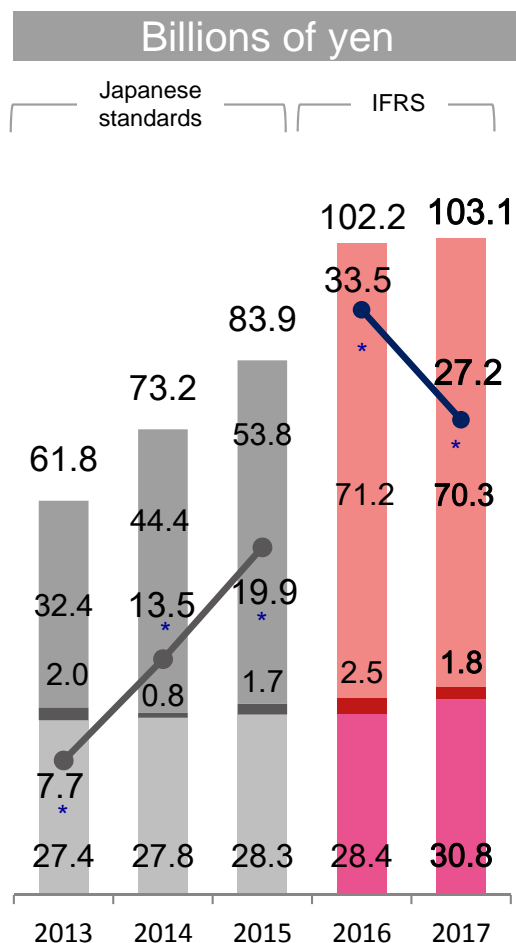
(Billions of yen)	First nine months of fiscal year ending March 31, 2017	First nine months of fiscal year ended March 31, 2016	YOY (Previous period = 100%) (Yen basis)
Net sales	14.7	13.5	108.9%
Operating profit*	1.5	1.7	90.2%

- Sales were up due to increases in the hematology field and favorable performance in the hemostasis and immunochemistry fields, despite the impact of yen appreciation on currencies in the AP region.
- Operating profit fell as a result of a worsening cost of sales ratio, as instruments made up a greater proportion of the sales mix and due to the impact of yen appreciation on currencies in the AP region.

- **Oceania:** Sales increased substantially, thanks in part to the acquisition of a large-scale project in Australia in the hematology field.
- **Southeast Asia:** Sales rose, thanks to favorable performance in the hematology field in Thailand. In Indonesia, in addition to the hematology field, sales were up in the immunochemistry field due to the winning of a tender bid from the Ministry of Health.
- **South Korea, Taiwan:** Sales decreased in South Korea, owing to the impact of yen appreciation (but rose on a local currency basis).

Note: The Company plans to commence direct sales in Taiwan in the fiscal year ending March 31, 2018, due to the transfer of business from a distributor.

Geographic Segment Information: Japan



- Intra-area transfers: Exports to Group affiliates, others
- Sales to external customers: IDEXX and others
- Sales to external customers: Japan
- Operating profit

*Revision in intragroup transaction prices

(Billions of yen)	First nine months of fiscal year ending March 31, 2017	First nine months of fiscal year ended March 31, 2016	YOY (Previous period = 100%)
Net sales	103.1	102.2	100.9%
Sales to external customers	32.7	30.9	105.6%
Japan	30.8	28.4	108.5%
IDEXX and others	1.8	2.5	73.8%
Intra-area transfers	70.3	71.2	98.8%
Operating profit*	27.2	33.5	81.0%

- **Internal sales to Group affiliates overseas (intra-area transfers) were down slightly due to the impact of yen appreciation, but overall sales were up slightly due to higher sales in the Japanese market and the contribution from converting RIKEN GENESIS to a subsidiary.**
- **Although we worked to reduce costs, operating profit fell due to a revision in intragroup transaction prices, one-off factors (such as donations) and the effect of yen appreciation on exports to Group affiliates (overseas).**

- **Japan:** Sales increased due to favorable performance in the hematology field and increased reagent sales in the immunochemistry and hemostasis fields.
- **IDEXX and others:** Sales were down, owing to the impact of yen appreciation on sales to IDEXX of instruments for animals.

Consolidated Earnings Forecast

(No changes subsequent to November 2016 revision)



Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2017 IFRS

Net sales: ¥255.0 billion

Operating profit: ¥55.0 billion

Operating margin: 21.6%

Profit attributable to owners of the parent: ¥43.5 billion

Profit attributable to owners of the parent to net sales 17.1%

Planned Investment (IFRS)

Capital expenditure: ¥9.5 billion

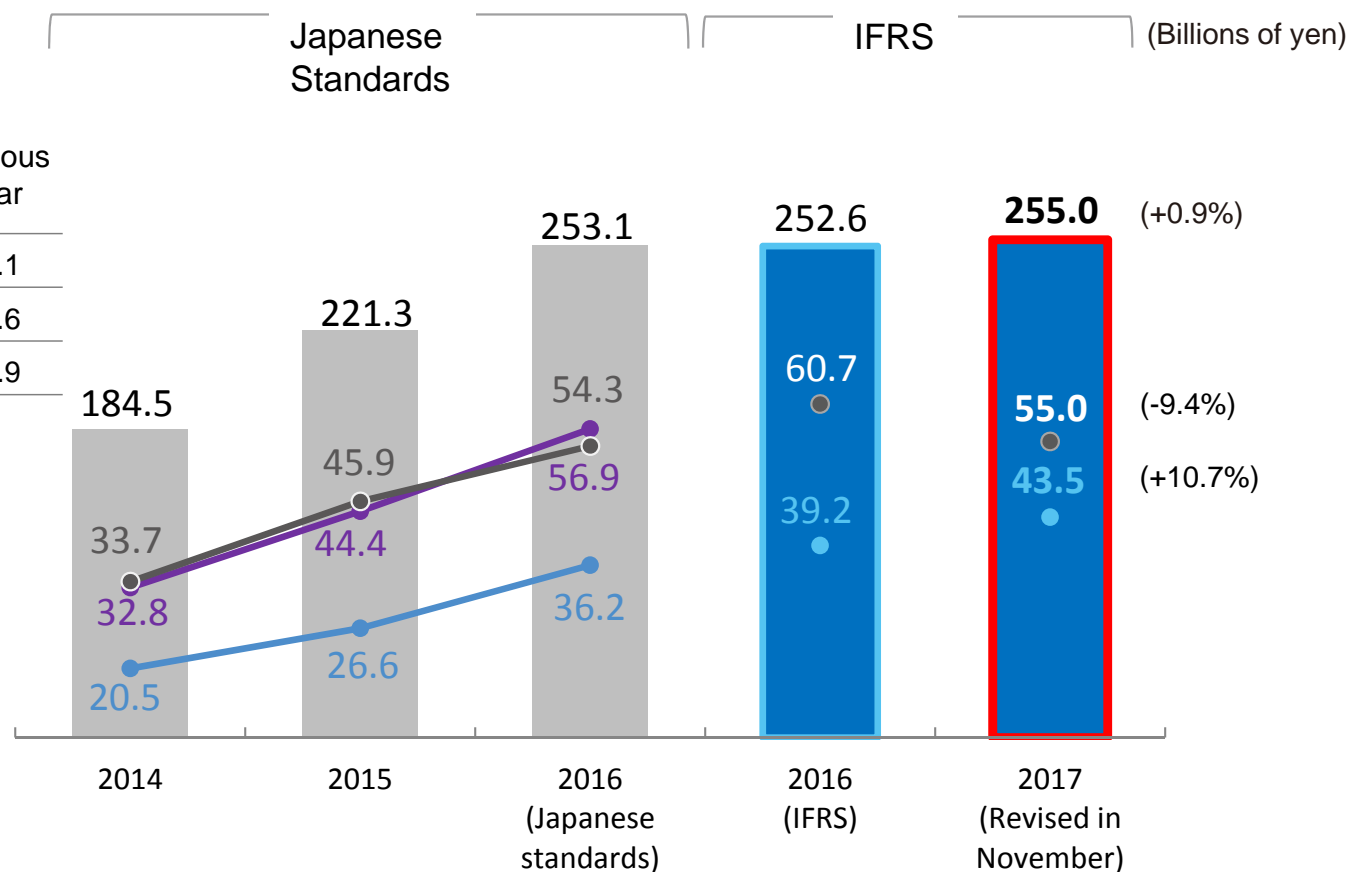
Depreciation and amortization: ¥12.5 billion

R&D expenditure: ¥15.5 billion

Assumed Exchange Rates

	Full Year (Announced in May 2016)	Full Year (Revised in Nov. 2016)	Second Half (Revised in Nov. 2016)	Previous Year
1USD	¥110.0	¥104.1	¥103.0	¥120.1
1EUR	¥125.0	¥115.6	¥113.0	¥132.6
1CNY	¥17.0	¥15.6	¥15.3	¥18.9

- Net sales
- Operating profit
- Ordinary income
- Profit attributable to owners of the parent



We Believe the Possibilities.

Forward-Looking Statements

This material contains forward-looking statements about Sysmex Corporation and its Group companies (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.

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