



# **Business Results**

## **First Six Months of the**

## **Fiscal Year Ending March 31, 2026**

Sysmex Corporation  
November 5, 2025

Together for a better  
healthcare journey

# Disclaimer

- 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.
- The information on products and other matters contained herein is not intended as advertising or medical advice, whether or not regulatory approval has been obtained.
- The Sysmex Group adopted International Financial Reporting Standards (IFRS) in the fiscal year ended March 31, 2017. Figures are disclosed in compliance with IFRS.

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- 3. Growth Strategy Progress**
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**(Appendix)**

# **1. Executive Summary**

# Executive Summary



## Results for the First Six Months of the Fiscal Year Ending March 31, 2026

- **Despite a recovery in Q2, sales and profits were down due to extraordinary factors in Q1, as well as to yen appreciation.**

Year on year, net sales were down 4.1%, operating profit was down 25.9%, and profit attributable to owners of the parent as of first six months was down 26.9%

- Although sales increased in the Americas, EMEA, and AP, we restricted orders in Q1 in line with the transition to a new system in Japan. This factor, plus yen appreciation and changes in market conditions in China, led to a decline in net sales.
- Profit declined due to an inventory revaluation in Q1, a decrease in gross profit on lower sales, and a rise in SG&A expenses.

- **Impact of change in the Chinese market environment expanded.**

- Owing to government-driven healthcare cost control policies, sales declined due to principle of minimal necessity (restrictions on set tests) and efforts by distributors to limit inventory. Sales were down 17.9% year on year on a local currency basis.

# Executive Summary



## Financial Forecast for the Fiscal Year Ending March 31, 2026

Note : Figures in parentheses indicate the difference from the previous forecast.

- **We have revised downward our forecasts for net sales to ¥510.0 billion (down ¥25.0 billion) and operating profit to ¥76.0 billion (down ¥15.5 billion).**
  - Despite lower revenue compared to plan due to special factors in Q1, changes in market conditions in China, and delayed launch of the new growth driver, the biochemical business, overseas regions excluding China performed well, resulting in year-on-year revenue growth (+0.3%)
  - Operating profit decreased, due to the impact of special factors in Q1, although there was improvement from Q2 onward

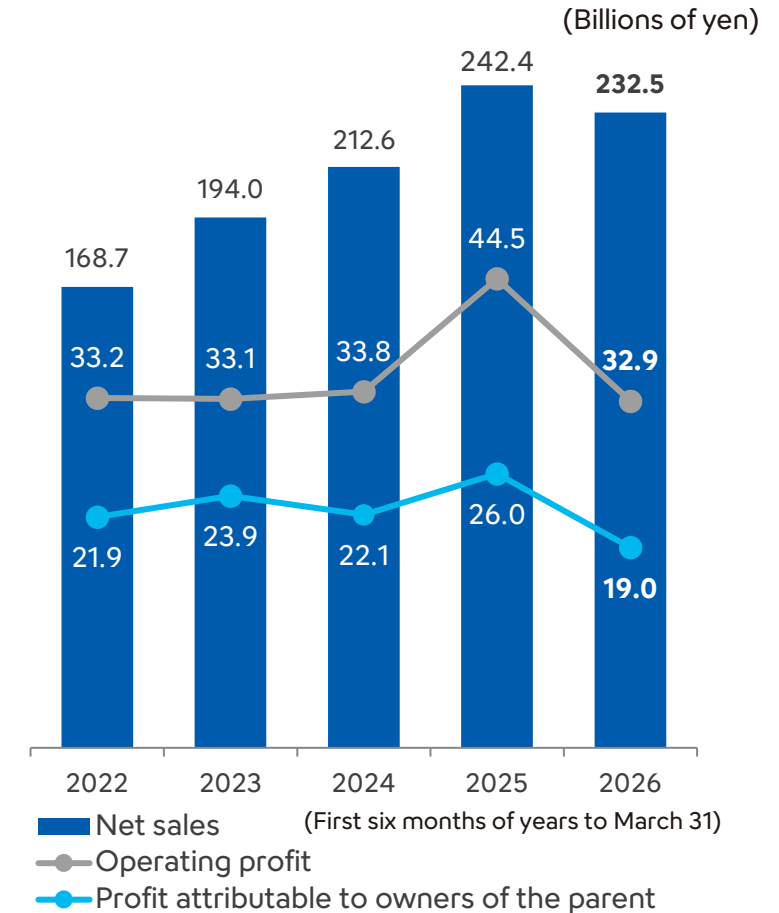
## **2. Business results, First Six Months of the Fiscal Year Ending March 31, 2026**

# Financial Highlights (Year on Year)



| (Billions of yen)                           | First six months of fiscal year ending March 31, 2026 |       | First six months of fiscal year ended March 31, 2025 |       | YoY (Previous period = 100%) |
|---|---|-------|--|-------|------------------------------|
|   | Results   | Ratio | Results  | Ratio |                              |
| Net sales                                   | 232.5   | 100%  | 242.4  | 100%  | 95.9%                        |
| Cost of sales                               | 109.9   | 47.3% | 111.1  | 45.9% | 98.9%                        |
| SG&A expenses                               | 77.8  | 33.5% | 72.3   | 29.8% | 107.6%                       |
| R&D expenses                                | 13.2  | 5.7%  | 15.2   | 6.3%  | 86.6%                        |
| Other income (expenses)                     | 1.4   | 0.6%  | 0.8  | 0.3%  | 180.8%                       |
| Operating profit                            | 32.9  | 14.2% | 44.5   | 18.4% | 74.1%                        |
| Profit attributable to owners of the parent | 19.0  | 8.2%  | 26.0   | 10.7% | 73.1%                        |

- **Net sales:** Sales declined due to several factors, including the impact of Japan's transition to a new core system in Q1, changes in market environment in China, and yen appreciation.
- **Operating profit:** Profit declined as a result of reduced gross profit stemming from the revaluation of inventories and lower sales in Q1, yen appreciation, as well as an increase in SG&A expenses.
  - ✓ **Forex impact:** Sales: - ¥4.84 billion, SG&A expenses: - ¥0.88 billion, operating profit: - ¥1.59 billion
  - ✓ **At the rates prevailing one year earlier:** Sales down 2.1%; SG&A expenses up 8.8%; operating profit down 22.4%
- **Profit attributable to owners of the parent as of first six months:** Profit fell 26.9%. Foreign exchange gain (loss): Loss of ¥0.68 billion (YoY up ¥3.34 billion)



|      | First six months of fiscal year ending March 31, 2026 | First six months of fiscal year ended March 31, 2025 |
|------|---|--|
| 1USD | ¥146.0  | ¥152.6   |
| 1EUR | ¥168.1  | ¥166.0   |
| 1CNY | ¥20.3   | ¥21.2  |



# Q2 Performance (Vs. Q1)



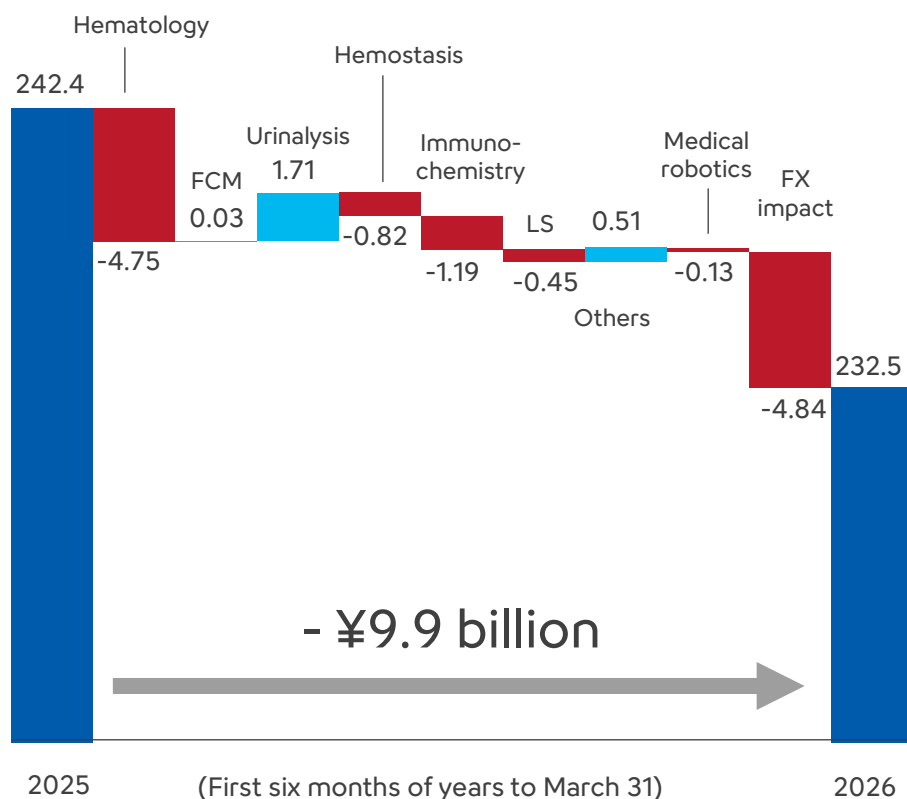
Profitability improved significantly from Q1, driven by a recovery in reagent sales in Japan and revenue growth across other regions.

| (Billions of yen)                              | Q1 of fiscal year ending<br>March 31, 2026 (April–June) |       | Q2 of fiscal year ending<br>March 31, 2026 (July–September) |              |
|--|---|-------|---|--------------|
|  | Results   | Ratio | Results   | Ratio        |
| Net sales                                      | 105.7   | 100%  | <b>126.7</b>  | 100.0%       |
| Cost of sales                                  | 51.2  | 48.5% | <b>58.7</b>   | 46.3%        |
| SG&A expenses                                  | 38.2  | 36.2% | <b>39.5</b>   | 31.2%        |
| R&D expenses                                   | 6.4   | 6.1%  | <b>6.7</b>  | 5.4%         |
| Other income<br>(expenses)                     | 0.8   | 0.8%  | <b>0.6</b>  | 0.5%         |
| Operating profit                               | 10.6  | 10.1% | <b>22.3</b>   | <b>17.6%</b> |
| Profit attributable to<br>owners of the parent | 4.5   | 4.3%  | <b>14.4</b>   | 11.4%        |

# Breakdown of Net Sales (by Business and Field)

## Sales by Business and Field

(Billions of yen)



Performance was positive in the urinalysis field, but main fields decreased due to the impact from Japan and China.

(Billions of yen)

|                           | First six months of fiscal year ending March 31, 2026 |        | YoY (Previous period = 100%) |                     |
|---------------------------|---|--------|------------------------------|---------------------|
|                           | Results   | Ratio  | Yen basis                    | Excluding FX impact |
| Net sales                 | 232.5   | 100.0% | 95.9%                        | 97.9%               |
| Hematology                | 140.5   | 60.5%  | 94.6%                        | 96.8%               |
| FCM                       | 1.6   | 0.7%   | 101.3%                       | 102.4%              |
| Urinalysis                | 20.6  | 8.9%   | 105.8%                       | 108.8%              |
| Hemostasis                | 35.1  | 15.1%  | 95.5%                        | 97.7%               |
| Immunochemistry           | 10.2  | 4.4%   | 87.7%                        | 89.8%               |
| Clinical chemistry        | 1.2   | 0.6%   | 72.6%                        | 74.1%               |
| Life science              | 10.1  | 4.4%   | 96.2%                        | 95.7%               |
| Others                    | 11.2  | 4.8%   | 109.4%                       | 109.4%              |
| Diagnostics business      | 230.9   | 99.3%  | 95.9%                        | 97.9%               |
| Medical robotics business | 1.5   | 0.7%   | 91.9%                        | 91.9%               |

# Breakdown of Net Sales (by Destination and Product Type)

Sales rose in the Americas, EMEA, and AP, but net sales were down overall, owing to decreases in Japan and China

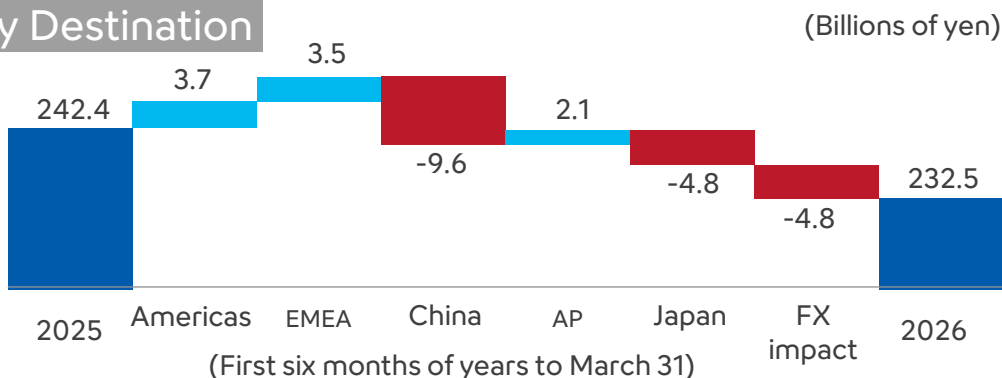
| (Billions of yen) | First six months of fiscal year ending March 21, 2026 |        | YoY (Previous period = 100%) |                      |
|-------------------|---|--------|------------------------------|----------------------|
|                   | Results   | Ratio  | Yen basis                    | Local currency basis |
| Net sales         | 232.5   | 100.0% | 95.9%                        | 97.9%*               |
| Americas          | 64.6  | 27.8%  | 101.5%                       | 105.9%               |
| EMEA              | 72.9  | 31.4%  | 105.6%                       | 104.2%               |
| China             | 43.2  | 18.7%  | 79.4%                        | 82.1%                |
| AP                | 26.1  | 11.2%  | 105.7%                       | 108.7%*              |
| Japan             | 25.4  | 10.9%  | 83.9%                        | -                    |
| Instruments       | 43.8  | 18.9%  | 92.2%                        | 93.8%*               |
| Reagents          | 147.5   | 63.5%  | 97.9%                        | 100.1%*              |
| Services          | 32.2  | 13.9%  | 96.7%                        | 99.1%*               |
| Others            | 8.8   | 3.8%   | 81.2%                        | 81.9%*               |

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

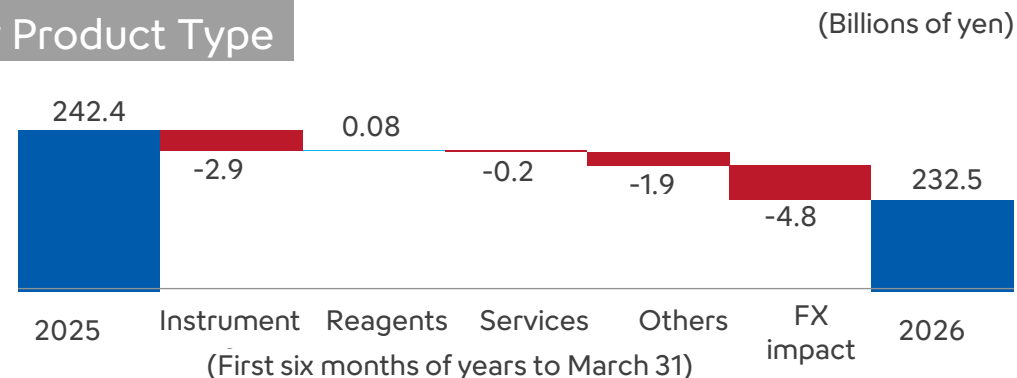
## Major Reasons for Changes by Destination Note: On a local currency basis

|          |  |
|----------|--|
| Americas | <ul style="list-style-type: none"> <li>Favorable performance in North America continued on from Q1, and performance rose substantially in Central and South America in Q2. In Q2 alone, <b>sales rose 8.8% year on year</b>.</li> </ul>  |
| EMEA     | <ul style="list-style-type: none"> <li>Despite revenue declined in Turkey and Saudi Arabia due to geopolitical impacts in the Middle East, both instrument and reagent sales remained strong in major countries, resulting in an overall <b>sales increase</b>.</li> </ul>                               |
| China    | <ul style="list-style-type: none"> <li>In addition to the impact of healthcare cost control policies (principle of minimal necessity), inventory adjustment due to deteriorating distributor finances, <b>resulting in a decline in sales</b>.</li> </ul>  |
| AP       | <ul style="list-style-type: none"> <li>Sales of hematology reagents recovered, centered on India. In Southeast Asia, sales of hematology and urinalysis reagents grew, resulting in overall <b>sales growth</b>.</li> </ul>  |
| Japan    | <ul style="list-style-type: none"> <li>Although <b>sales declined</b> in comparison with strong instrument sales in the previous fiscal year and temporary order constraints in Q1 associated with the transition to a new core system, <b>in Q2 reagent sales returned to normal levels</b>.</li> </ul> |

### By Destination

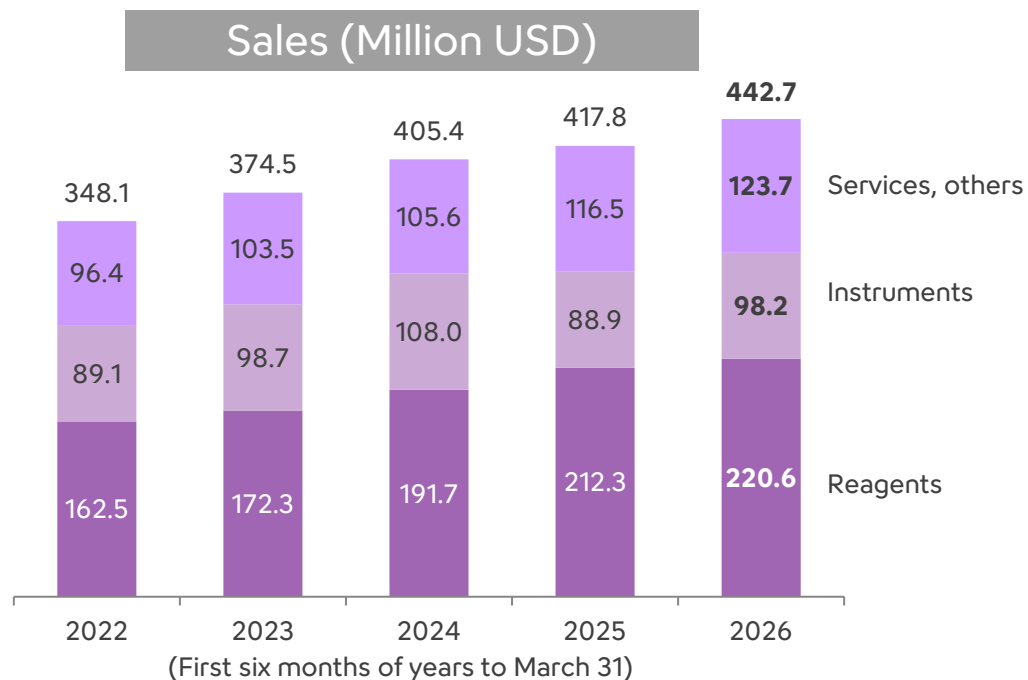


### By Product Type



# Information by Destination (Americas)

| (Million USD)    | First six months<br>of fiscal year<br>ending<br>March 31, 2026 | First six months<br>of fiscal year<br>ended<br>March 31, 2025 | YoY<br>(Previous period = 100%) |           |
|------------------|--|---|---------------------------------|-----------|
|                  |  |   | Local currency<br>basis         | Yen basis |
| Net sales        | <b>442.7</b>   | 417.8   | <b>105.9%</b>                   | 101.5%    |
| Instruments      | <b>98.2</b>  | 88.9  | <b>110.5%</b>                   | 105.9%    |
| Reagents         | <b>220.6</b>   | 212.3   | <b>103.9%</b>                   | 99.5%     |
| Services, others | <b>123.7</b>   | 116.5   | <b>106.2%</b>                   | 101.7%    |



Favorable performance in North America continued on from Q1, and performance rose substantially in Central and South America in Q2. In Q2 alone, sales rose 8.8% year on year.

## ● Instruments

- ✓ Instrument sales increased, owing to favorable performance in the hematology, urinalysis, and hemostasis fields.
- ✓ In 2H, we expect the launch of new products to boost revenue further.

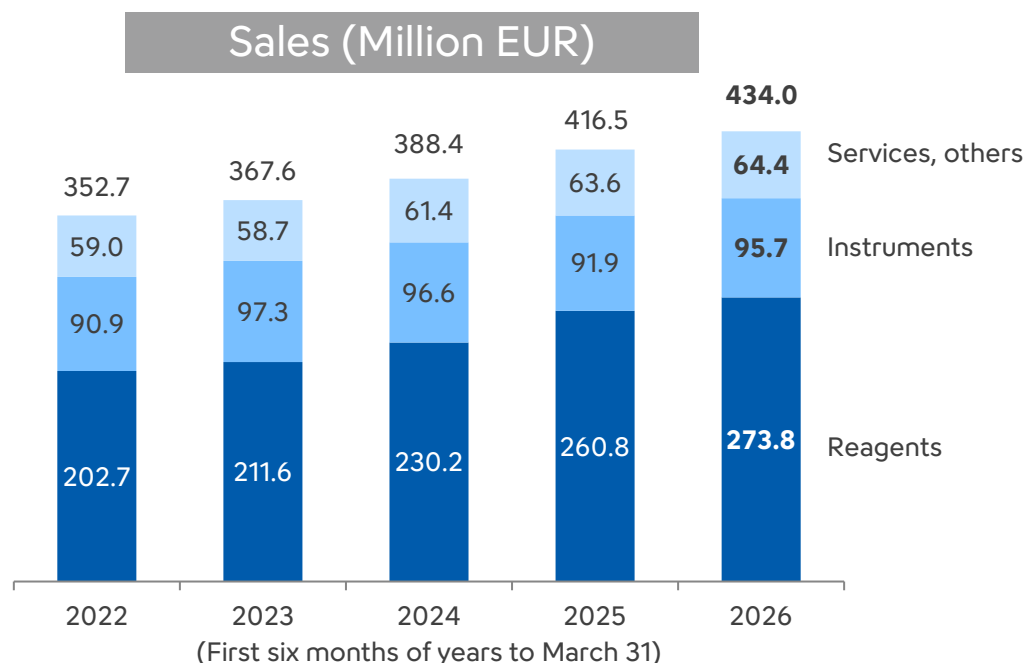
## ● Reagents

- ✓ Reagent sales grew, owing to steady performance in the hematology, urinalysis fields.
- ✓ Amyloid  $\beta$  test reagents continued to show solid growth. (sales of USD3.4 million, up 60% YoY)
- ✓ In the hemostasis field, we anticipate revenue growth from the increased equipment sales going forward.

# Information by Destination (EMEA)

| (Million EUR)    | First six months<br>of fiscal year<br>ending<br>March 31, 2026 | First six months<br>of fiscal year<br>ended<br>March 31, 2025 | YoY<br>(Previous period = 100%) |           |
|------------------|--|---|---------------------------------|-----------|
|                  |  |   | Local currency<br>basis         | Yen basis |
| Net sales        | <b>434.0</b>   | 416.5   | <b>104.2%</b>                   | 105.6%    |
| Instruments      | <b>95.7</b>  | 91.9  | <b>104.2%</b>                   | 105.7%    |
| Reagents         | <b>273.8</b>   | 260.8   | <b>104.9%</b>                   | 106.3%    |
| Services, others | <b>64.4</b>  | 63.6  | <b>101.3%</b>                   | 102.3%    |

Despite sales declines in Turkey and Saudi Arabia due to geopolitical impacts in the Middle East, both instrument and reagent sales remained strong in major countries, resulting in an overall sales increase.



Note: Sales in Russia have been excluded, including for past years.

## ● Instruments

- ✓ Instrument sales were up. The XR™-Series performed strongly in France and Northern Europe, while urinalysis sales grew in Italy and Spain.
- ✓ We anticipate growth in the hemostasis field, supported by the acquisition of major tenders, including the CN™ -Series, in Germany..

## ● Reagents

- ✓ Despite declines in Turkey and Saudi Arabia, performance in key countries remained solid, resulting in sales growth across all fields.

# Information by Destination (China)

| (Million CNY)    | First six months<br>of fiscal year<br>ending<br>March 31, 2026 | First six months<br>of fiscal year<br>ended<br>March 31, 2025 | YoY<br>(Previous period = 100%) |           |
|------------------|--|---|---------------------------------|-----------|
|                  |  |   | Local currency<br>basis         | Yen basis |
| Net sales        | <b>2,126.6</b>   | 2,590.8   | <b>82.1%</b>                    | 79.4%     |
| Instruments      | <b>248.5</b>   | 344.6   | <b>72.1%</b>                    | 70.0%     |
| Reagents         | <b>1,659.0</b>   | 1,894.0   | <b>87.6%</b>                    | 84.6%     |
| Services, others | <b>219.0</b>   | 352.0   | <b>62.2%</b>                    | 60.5%     |

In addition to the impact of healthcare cost control policies (principle of minimal necessity), inventory adjustment due to deteriorating distributor finances, resulting in a decline in sales.

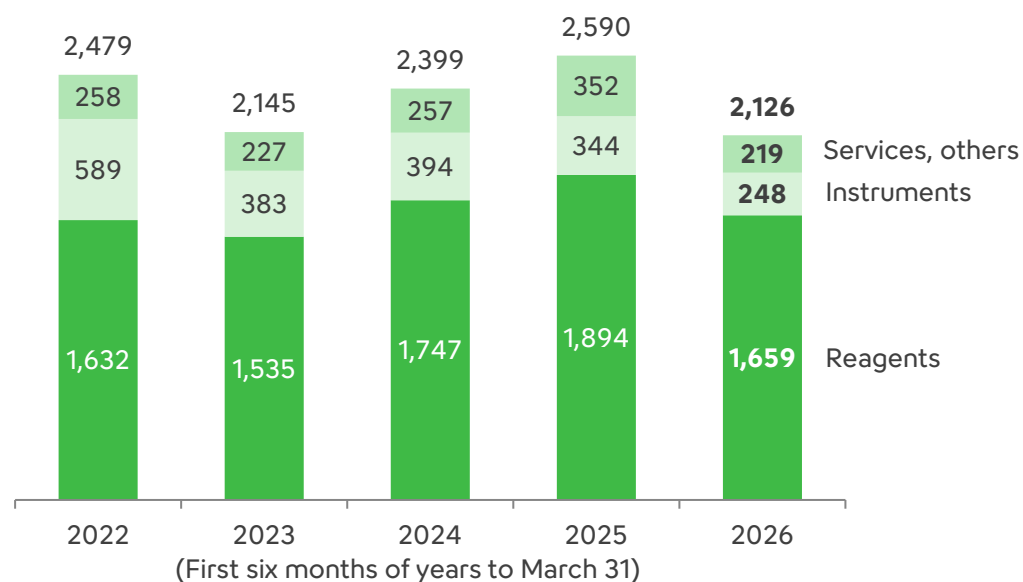
## ● Instruments

- ✓ In hematology, the installed instrument base in high-end markets remained flat year on year. In mid- and low-end markets, compact models performed well; however, instrument sales declined due to distributor inventory adjustment.
- ✓ Sales continued to rise in the hemostasis and immunochemistry fields, with favorable performance sustained from 2H of the previous year, supported by the impact of knockdown production.

## ● Reagents

- ✓ Due to the principle of minimal necessity, the market has seen a reduction in CRP tests and the number of tests in hemostasis tests.
- ✓ Worsening financial conditions led distributors to reduce inventories, lowering our reagent sales.

Sales (Million CNY)



# The Business Environment in China

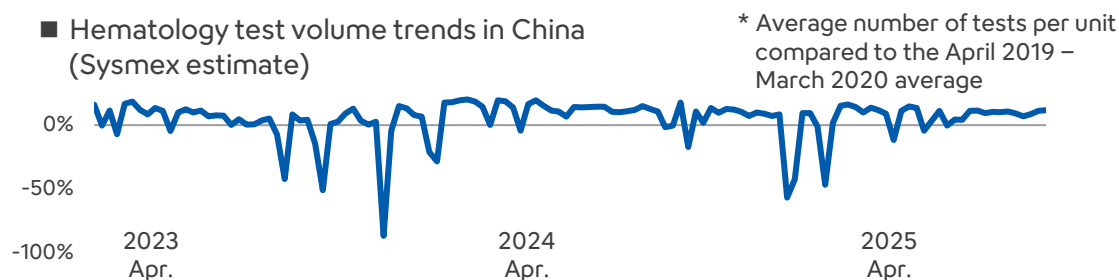
## Our hematology business situation

- Maintaining market share\* in a highly competitive environment

37.4% → **37.5%**  
(CY2023) (CY2024)

\* Calculations reflect our own estimates based on disclosed information.

- Number of tests/units down slightly



- Number of units installed in the market  
(First six months of fiscal year ending March 31, 2026 )

High-end : Equivalent to the previous fiscal year

Middle-end : Locally produced XN™-L Series performed well

## Impact of healthcare cost control policies becoming apparent

- Principle of minimal necessity  
(restriction on bundled testing)

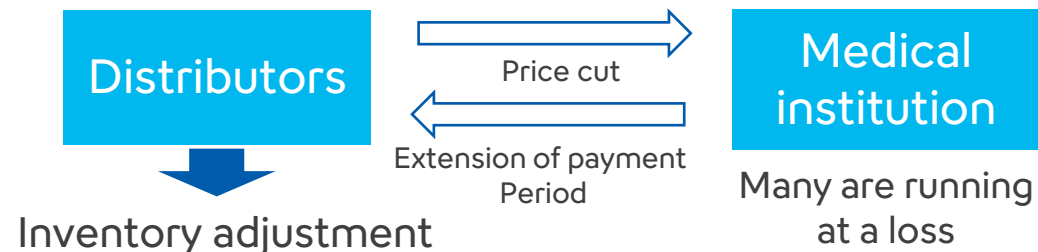
The Chinese government has required medical institutions at Tier two and above to review their set testing items in accordance with the principle of minimal necessity.

Impact to Sysmex became apparent.

- The number of CRP test decreased.
- The number of Hemostasis test (D-Dimer, disposables) decreased.

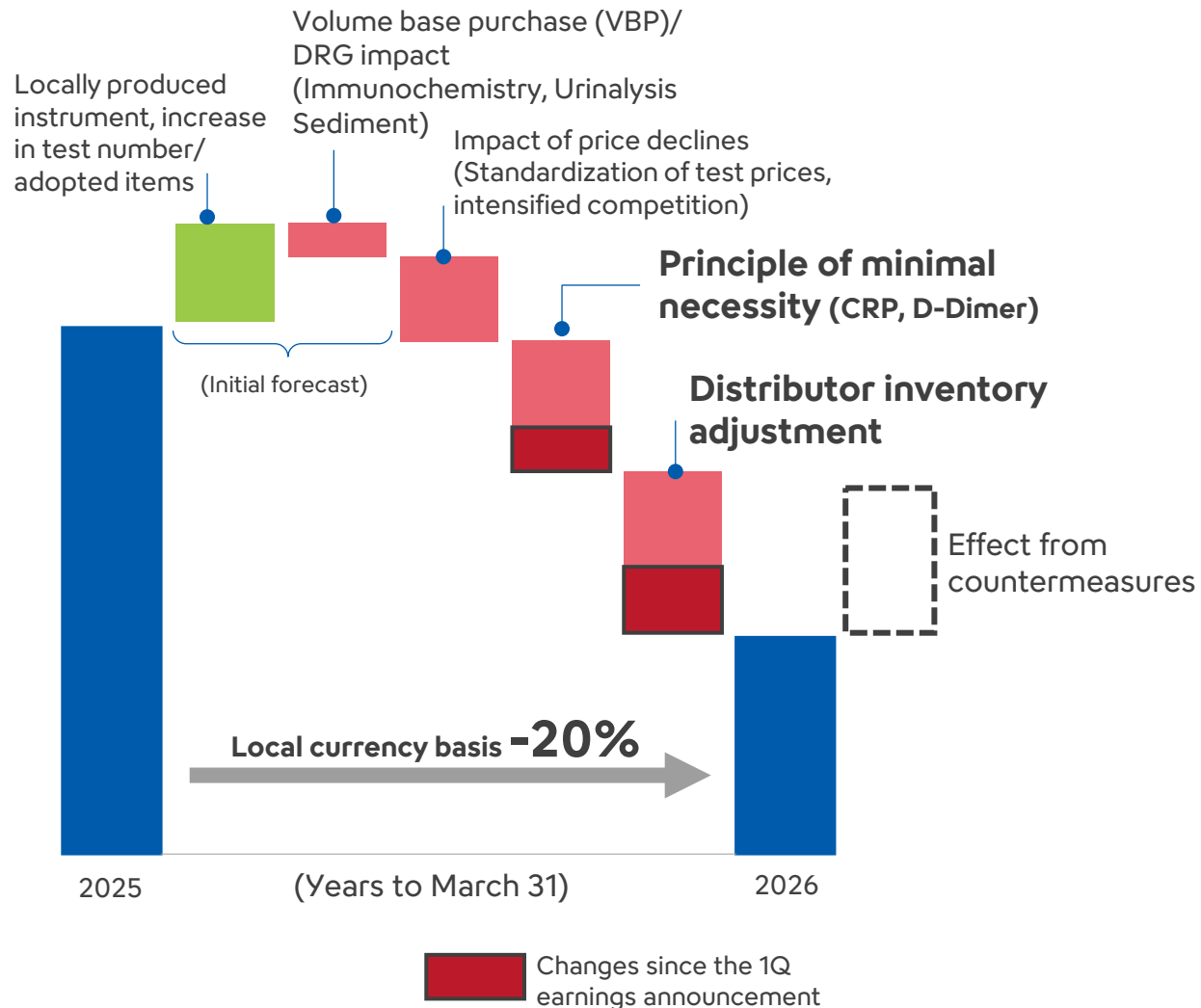
## Deterioration in the financial condition of medical institutions and distributors

### Healthcare cost control policies



# Outlooks for this Fiscal year in China

We have carefully examined changes in the market environment and the impact of various policies, and have revised our outlook for this fiscal year



## Outlook for this fiscal year

- The impact of the **principle of minimal necessity** persists, but the downturn driven by various policies is expected to run its course by the end of this fiscal period.
- **Inventory adjustments by distributors** are expected to bottom out between the 3Q and 4Q

## Countermeasures

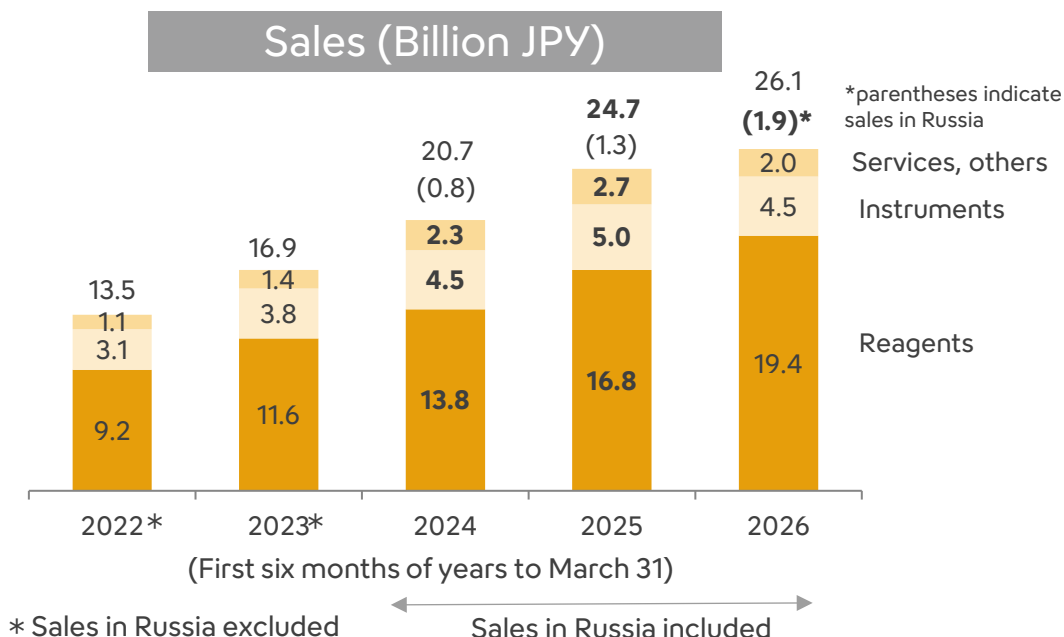
- **Strengthening direct outreach to target customers to replace competitors**
- **Promoting proposals for fully automated system products**
- **Expanding our product portfolio**



# Information by Destination (AP)

| (Billions of yen)         | First six months<br>of fiscal year ending<br>March 31, 2026 | First six months of<br>fiscal year ended<br>March 31, 2025 | YoY<br>(Previous period =<br>100%)<br><br>Yen basis |
|---------------------------|---|--|---|
| Net sales                 | <b>26.1</b>   | 24.7   | <b>105.7%</b><br>(108.7%)                           |
| Diagnostics business      | <b>26.0</b>   | 24.7   | <b>105.3%</b>                                       |
| Instruments               | <b>4.5</b>  | 5.0  | <b>90.4%</b>  |
| Reagents                  | <b>19.4</b>   | 16.8   | <b>114.9%</b>                                       |
| Services, others          | <b>2.0</b>  | 2.7  | <b>74.7%</b>  |
| Medical robotics business | <b>0.08</b>   | -  | -   |

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



Although Sales of instrument decreased, Sales of hematology and urinalysis reagents grew, boosting 1H sales. In Q2 single, growth in sales of hematology reagents in Indonesia drove double-digital sales growth.

## Diagnostics business

### ● Instruments

- ✓ Sales declined due to factors such as budget constraints on medical instruments in Indonesia.

### ● Reagents

- ✓ Sales rose, supported by a recovery in hematology reagents in India, as well as growth in sales of hematology and urinalysis reagents across Southeast Asian countries including the Philippines.

## Medical robotics business

- ✓ One unit was installed in 1H, raising the total number of units installed to four.
- ✓ The number of surgeries is increasing steadily, with more than 100 performed in both Singapore and Malaysia.

# Information by Destination (Japan)

(Billions of yen)

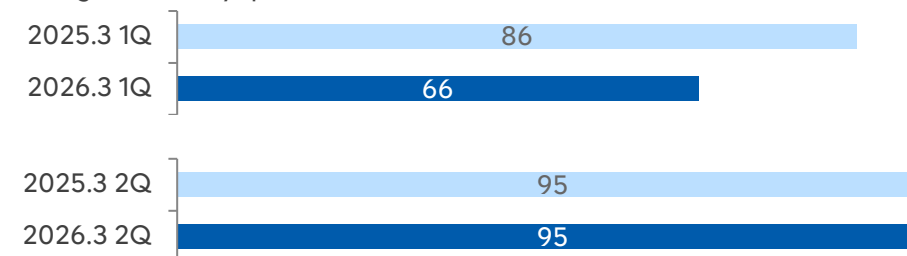
|                           | First six months<br>of fiscal year<br>ending<br>March 31, 2026 | First six months of<br>fiscal year<br>ended<br>March 31, 2025 | YoY<br>(Previous period =<br>100%)<br><br>Yen basis |
|---------------------------|--|---|---|
| Net sales                 | <b>25.4</b>  | 30.3  | <b>83.9%</b>  |
| Diagnostics business      | <b>23.9</b>  | 28.6  | <b>83.7%</b>  |
| Instruments               | <b>3.3</b>   | 5.7   | <b>57.7%</b>  |
| Reagents                  | <b>16.1</b>  | 18.2  | <b>88.8%</b>  |
| Services, others          | <b>4.4</b>   | 4.6   | <b>95.5%</b>  |
| Medical robotics business | <b>1.4</b>   | 1.7   | <b>87.1%</b>  |

Sales of reagents declined due to the impact of strong instrument sales in the previous fiscal year and temporary order constraints in Q1 associated with the transition to a new core system. However, reagent sales have returned to normal levels.

## Diagnostics business

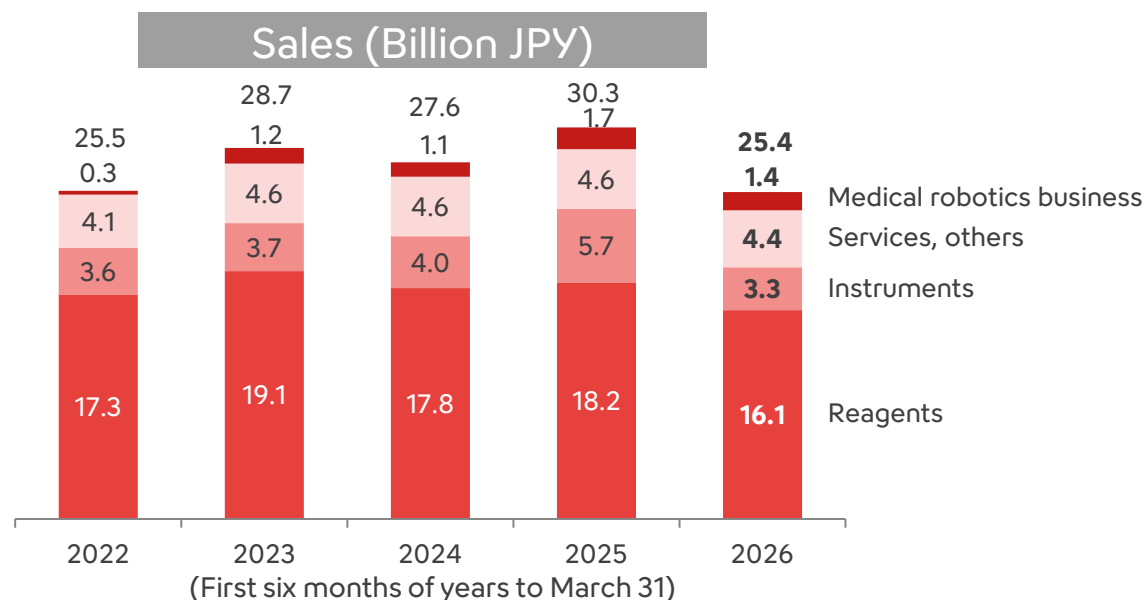
- ✓ Instrument sales were down, mainly due to comparison with strong sales in the previous fiscal year, particularly in hematology.
- ✓ In reagents, the impact of order restrictions has largely been resolved. Sysmex took market share from competitors in the hematology and hemostasis fields.

### ■ Reagent sales by quarter



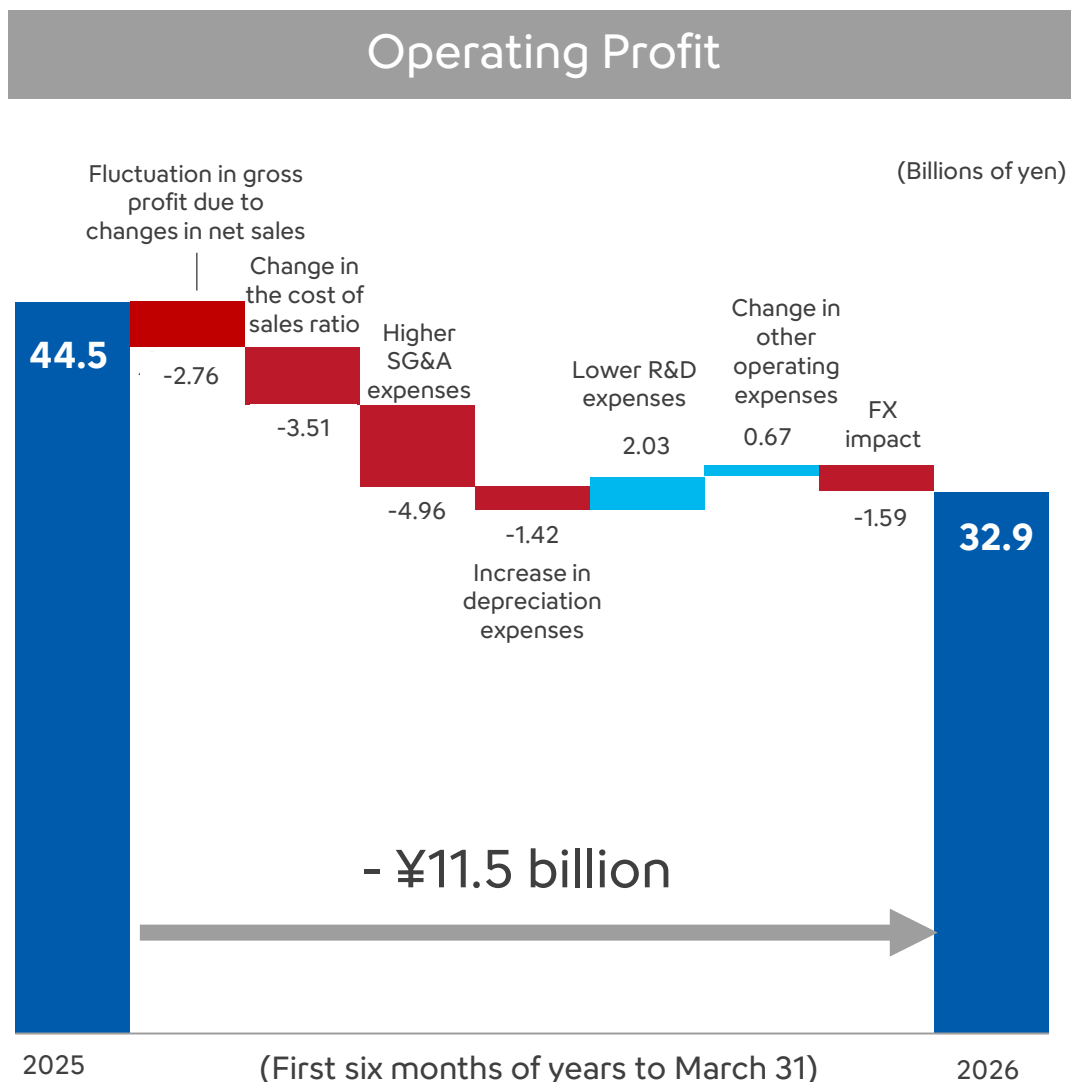
## Medical robotics business

- ✓ Due to weak capital investment by hospitals, the number of installation declined.
- ✓ 6 units were installed in 1H, bringing the total to 92 (96 globally)



# Breakdown of Operating Profit (Year on Year)

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



- Fluctuation in gross profit due to changes in net sales: - ¥2.76 billion
- Impact of change in the cost of sales ratio: - ¥3.51 billion (1.4pt deterioration)
  - ✓ Positive factor: Improved logistics costs, 0.1 pt
  - ✓ Negative factors: Impact of inventory revaluation, 0.7 pt; Worsening service costs, 0.7pt; tariff impact, 0.2 pt
- Higher SG&A expenses: - ¥4.96 billion
  - ✓ Labor costs rose approx. ¥2.4 billion, due to personnel increases owing to expansion of the direct sales area, as well as higher unit costs.
  - ✓ Other costs rose approx. ¥1.4 billion in line with an increase in scale and sales promotion activities.
- Increase in depreciation expenses: - ¥1.42 billion
- Lower R&D expenses: + ¥2.03 billion
  - ✓ While investment in product development continues, total R&D expenses declined due to prioritization and narrowing of research themes following a strategic pivot in the life sciences field.
- Change in other operating expenses: ¥0.67 billion
- FX impact: -¥1.59 billion

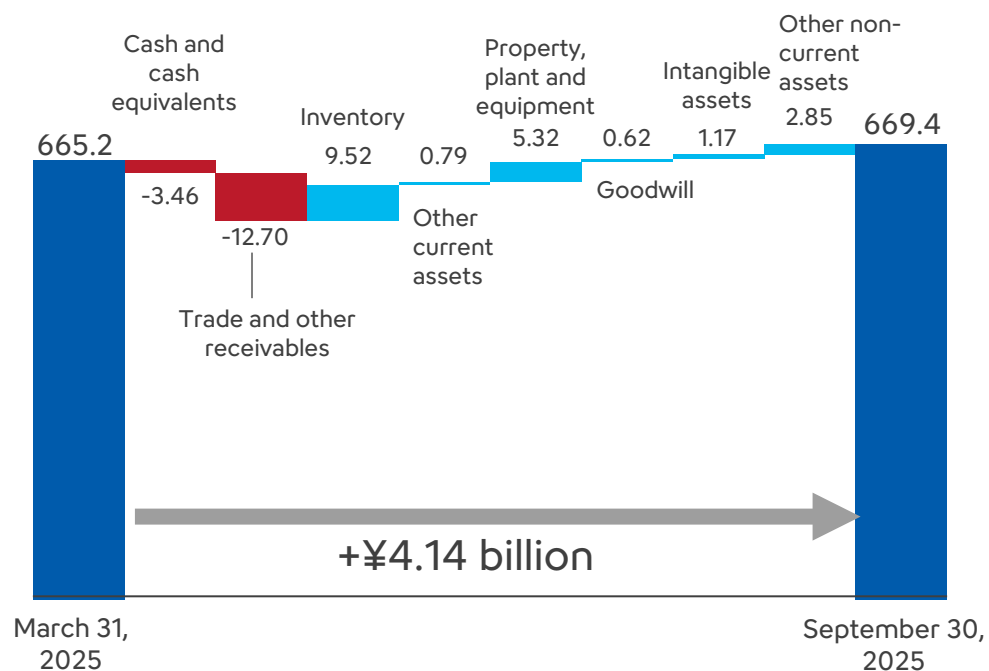
# Breakdown of Changes in the Consolidated Statement of Financial Position

On the asset side, trade and other receivables declined, while inventories increased. In liabilities and equity, while current liabilities declined due to corporate tax payments, other equity increased primarily due to the impact of foreign exchange fluctuations.

## Assets

Current assets: **- ¥5.85 billion** (Billions of yen)

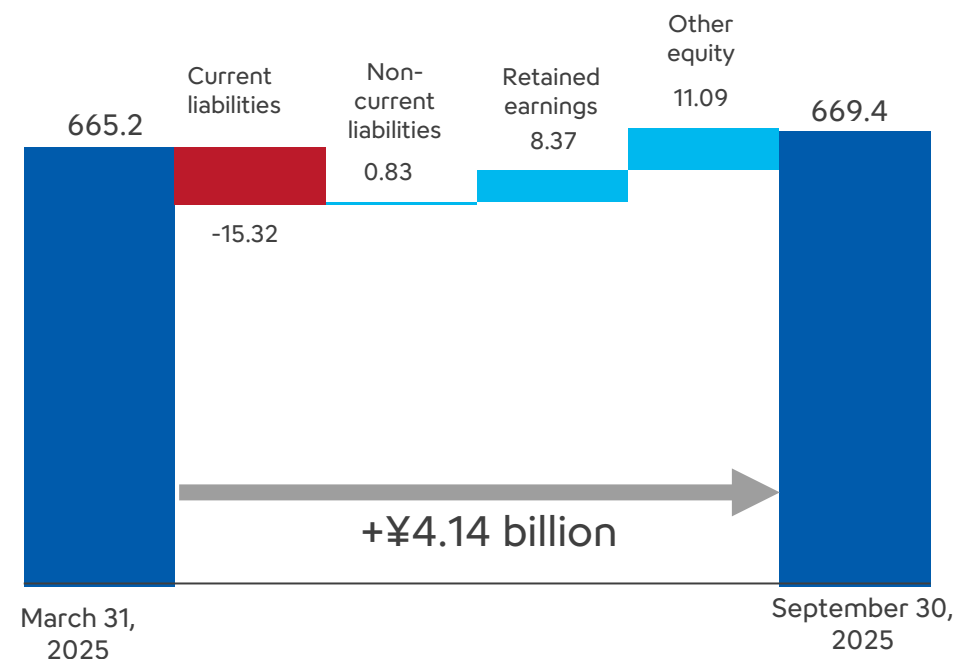
Non-current assets: **+¥9.99 billion**



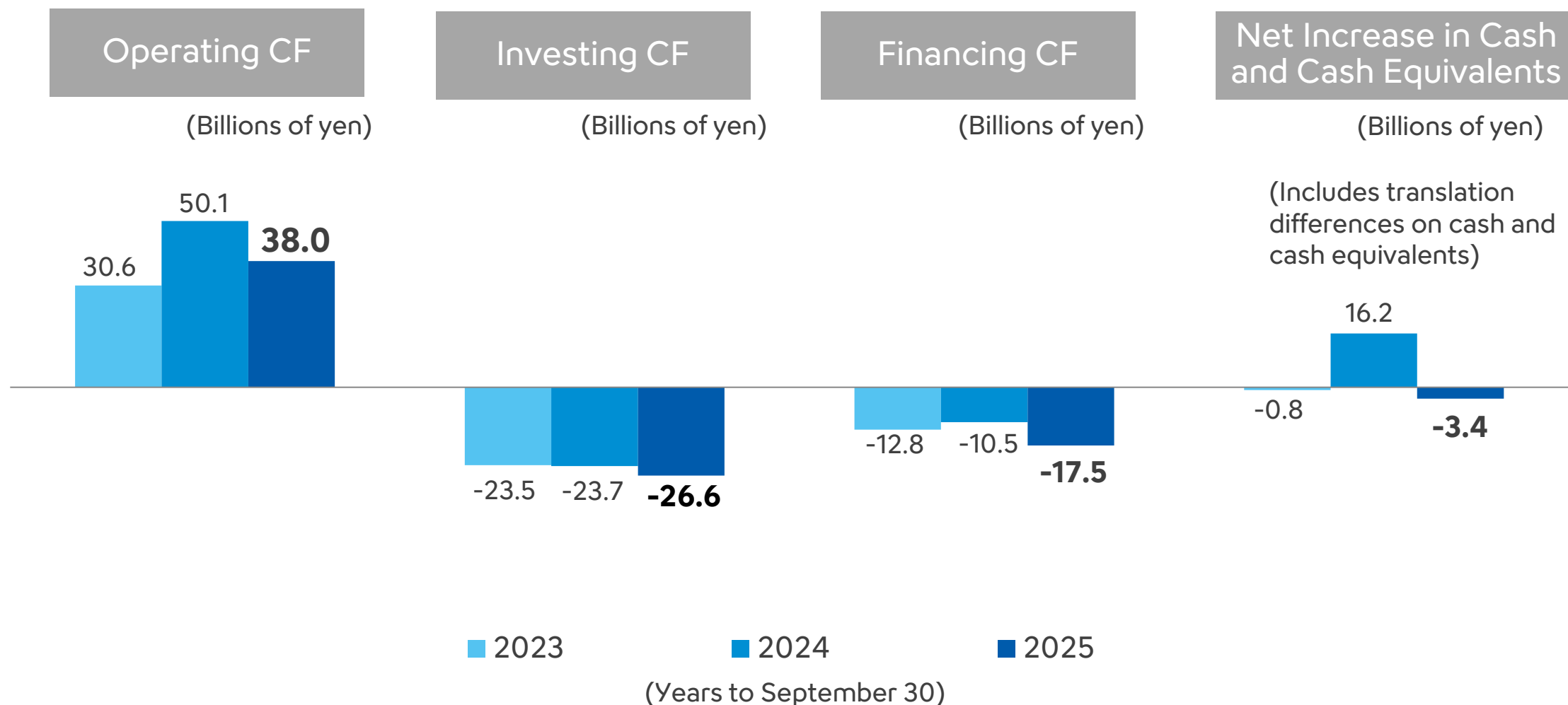
## Liabilities/Equity

Liabilities: **-¥14.48 billion** (Billions of yen)

Equity: **+ ¥18.62 billion**



# Consolidated Cash Flows



# 3. **Growth Strategy Progress**

Reinforcement of Existing Businesses,  
Emerging Market Strategies,  
Expansion of New Businesses

# Market Expansion in the Clinical Chemistry Field

Biochemistry is a fundamental test and essential for the establishment of laboratories. In both advanced and emerging markets, growing demand for screening tests is driving the formation of a sustainable growth market.

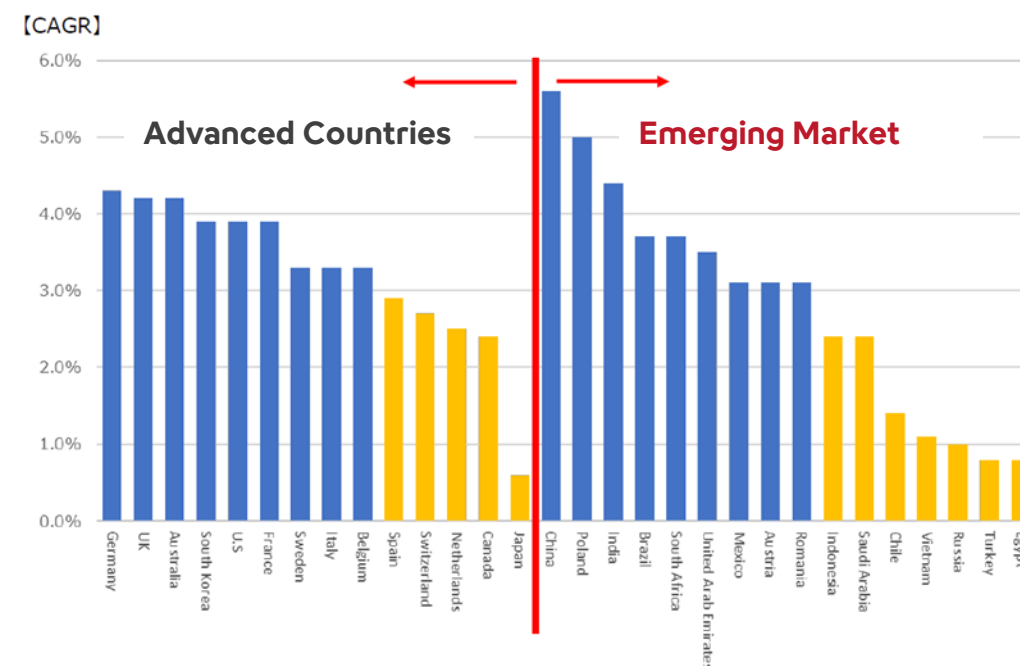
■ Scale of the IVD Market (By Field)

| Field                     | 2024 market size<br>(million USD) | Market growth rate<br>(2025–2028) |
|---------------------------|-----------------------------------|-----------------------------------|
| IVD overall               | 96,000                            | 3%                                |
| Immunochemistry           | 27,000                            | 3%                                |
| <b>Clinical chemistry</b> | <b>9,000</b>                      | <b>4%</b>                         |
| Hematology                | 4,300                             | 3%                                |
| Hemostasis                | 3,200                             | 3%                                |
| Urinalysis                | 1,200                             | 3%                                |

Note: The market size and growth rate of the IVD market and each testing field (as of 2024) are estimates calculated by Sysmex based on publicly available information.

**Increasing customer expectations for Sysmex in clinical chemistry**

■ Market Growth Forecast by Country in the Clinical Chemistry Field



Source: Kalorama 30-Country In Vitro Diagnostics(IVD) Market Atlas[2024]

**Emerging market are projected to achieve higher growth rates.**

# Objectives of Acquiring the Clinical Chemistry Testing Business from JEOL

- Combine JEOL's instrument technology with Sysmex's strengths to deliver solutions—including reagents and quality control—mainly to emerging markets.
- Adding clinical chemistry enables full coverage of key laboratory tests and leverages data and AI to deliver diverse value.

## 1. JEOL's instrument features

- **Minimal sample and reagent requirements** through proprietary sample dilution technology
- Achieves **high throughput**
- Top market share in Japan

## 2. Immediate prioritized regions

Japan, Emerging markets, China (Collaboration with WEGO Medical)

## 3. The scheduled closing date

April 1, 2026 (Progress is proceeding, including obtaining clearance from the Japan Fair Trade Commission)



already sold by us in some countries :  
**BioMajesty™ JCA-BM6010**



# Business Expansion Image in Clinical Chemistry

Through delivering our proprietary products and services tailored to customer needs, we aim to capture testing demand in emerging markets and realize growth and enhanced profitability in clinical chemistry.

## Instrument

### Synergies from the acquisition of JEOL's clinical chemistry business

#### Manufacturing

- Economies of scale through increased production volume
- Cost reduction by leveraging our manufacturing capabilities and supply chain

**Significant reduction in COS**

#### Development

- Compact instruments for emerging markets
- Test integration utilizing transportation connectivity



\*Image

**Develop initiatives to meet customer needs**

## Reagent

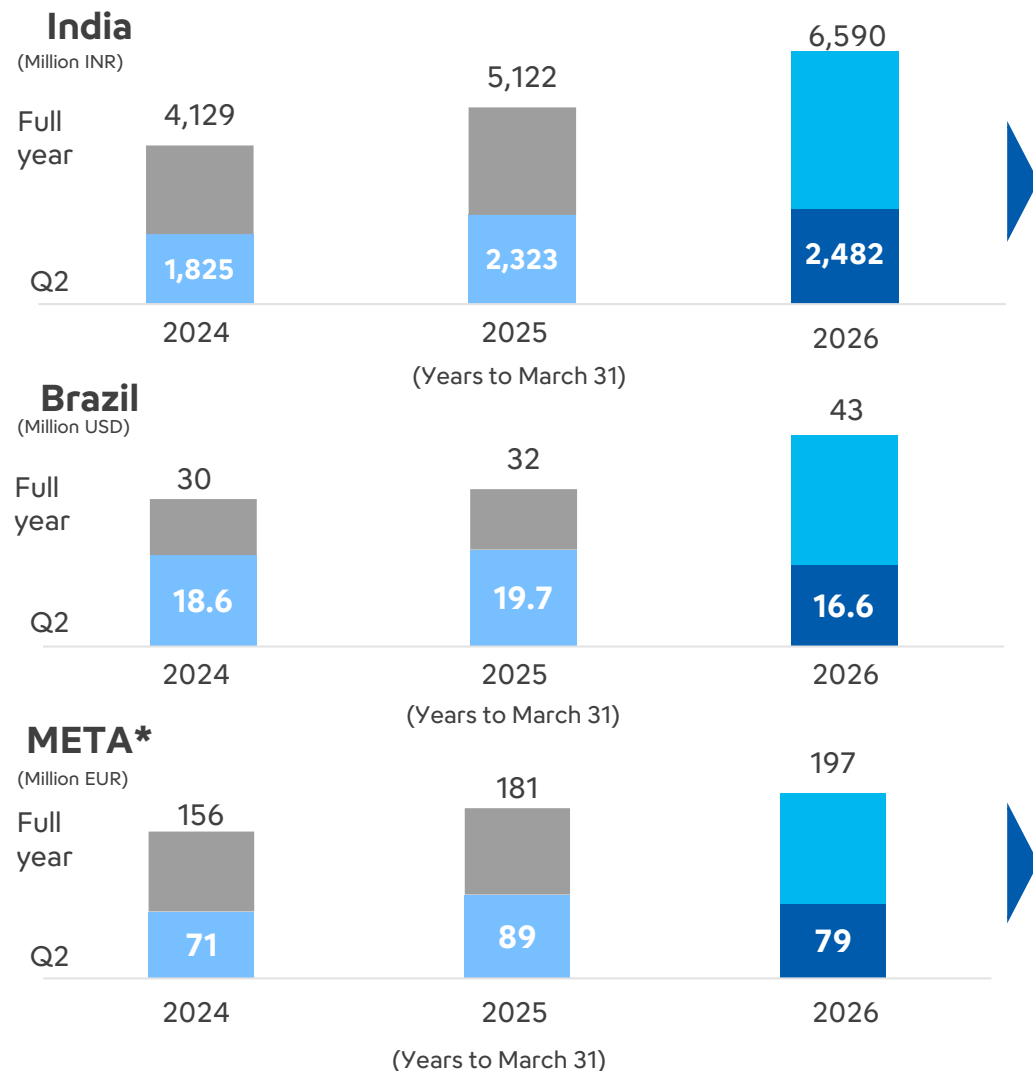
### Develop partnerships with reagent manufacturers to accelerate global reagent sales (including OEM arrangements)

- Ensuring profitability through the synergistic effect of global expansion of unique items and the benefits of minimal sample measurement

## Quality Control Service

- Global Expansion of Quality Control System (Caresphere™)

# Three Growth Strategies: Emerging Market Strategies



\*META: Middle East, Turkey, and Africa

## Key Initiatives

- We are expanding our direct sales and service territories from major metropolitan areas into suburban areas, **aiming to further increase market share in the upper-mid segment by leveraging our strengths in laboratory efficiency solutions.**
- In emerging markets such as Egypt and Turkey, growing demand for laboratory efficiency is driving the adoption of Blood Science, an integrated system combining hematology and hemostasis.



Stories



How Testing Empowers Healthcare: Sysmex's New Challenges in Hemostasis Testing Across EMEA

<https://www.sysmex.co.jp/en/stories/hemostasis-testing-business-revolution.html>

# Strategic Initiatives in India

Our local production system, established in response to "Make in India," is operating smoothly, and product shipments have begun.

- At our new production site, **the manufacture of instruments and reagents is progressing smoothly, and shipments of reagent products have begun.**
- **For instruments, we aim to achieve 50% local content (Class I\*) by the end of the fiscal year to March 31, 2026.**



\* Class I : Minimum of 50% local content (eligible for preferential treatment in bidding)  
Class II: Minimum of 20% local content (eligible for participation in Make in India tenders)  
(Based on Sysmex's research)

Improving local healthcare challenges and adapting to market environments with strategic product launches and new value propositions

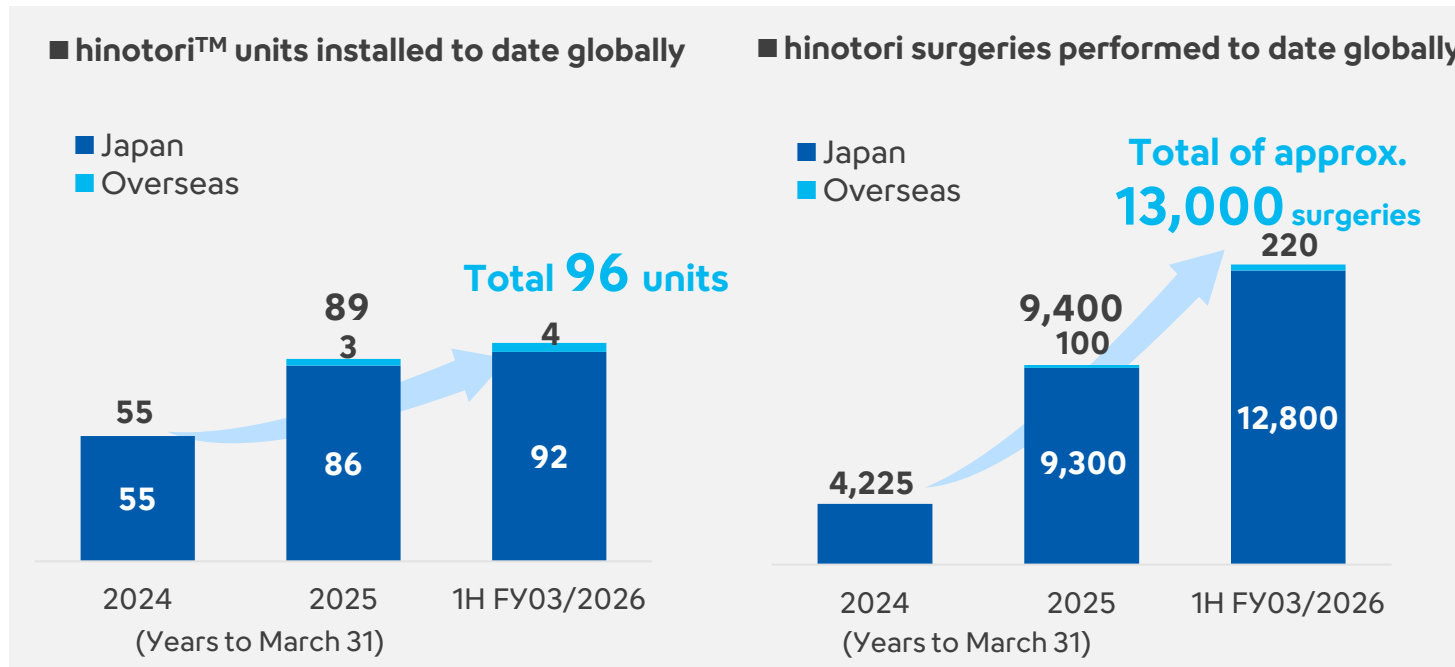
- Launch the first strategic product that leverages IT/digital technologies to support the operation of testing systems and provide appropriate services
- Collaborate with public and private sectors to create new solutions using our unique testing data to address public health and local healthcare challenges (aiming for release by the next fiscal year)



# Three Growth Strategies: Expansion of New Businesses (Medical Robotics Business)

Establishing a stable revenue base through an increase in the number of surgeries,  
driven by expansion of installed unit base

- ✓ Japan: Thanks to coverage across a broad range of clinical departments and an increase in the number of installed units, the number of surgeries grew approximately 150% year on year.  
AP: The number of surgeries increased year on year. With a growing track record and enhanced reliability, efforts are underway to accelerate further adoption in neighboring countries.
- ✓ Europe: We aim to obtain regulatory approval within the current fiscal year and advance the establishment of a market launch framework.



Medicaroid Opens Training Center at IRCAD France

# **4. Financial Forecast for the Fiscal Year Ending March 31, 2026**

# Revised Financial Forecast for the Fiscal Year Ending March 31, 2026



Green text indicates changes from initial forecast (May 2025)

Due to the deteriorating business environment in China,  
both net sales and operating profit forecasts have been revised downward.

| (Billions of yen)          | 1H of fiscal year ending<br>March 31, 2026<br>(April–September) |       |              | 2H of fiscal year ending<br>March 31, 2026<br>(October–March) |        | Fiscal year ending<br>March 31, 2026<br>(April–March) |        |         |                         |
|----------------------------|---|-------|--------------|---|--------|---|--------|---------|-------------------------|
|                            | Results   | Ratio | Vs. forecast | Revised<br>forecast   | Ratio  | Revised<br>forecast                                   | Ratio  | YoY     | Vs. initial<br>forecast |
| Net sales                  | 232.5   | 100%  | 96.9%        | 277.5   | 100.0% | 510.0   | 100.0% | 100.3%  | -25.0                   |
| Cost of sales              | 109.9   | 47.3% | -            | 131.5   | 47.4%  | 241.5   | 47.4%  | 102.0%  | -9.5                    |
| SG&A<br>expenses           | 77.8  | 33.5% | -            | 85.6  | 30.9%  | 163.5   | 32.1%  | 108.4%  | +2.5                    |
| R&D expenses               | 13.2  | 5.7%  | -            | 16.8  | 6.1%   | 30.0  | 5.9%   | 95.4%   | -3.0                    |
| Other income<br>(expenses) | 1.4   | 0.6%  | -            | (0.5)   | -      | 1.0   | 0.2%   | (46.7)% | -0.5                    |
| Operating profit           | 32.9  | 14.2% | 91.5%        | 43.0  | 15.5%  | 76.0  | 14.9%  | 86.8%   | -15.5                   |
| Planned<br>investment      | Capital expenditure:<br>¥50.0 billion                           |       |              | Depreciation and<br>amortization:<br>¥45.0 billion            |        | ROE   | 9.5%   |         |                         |

## ● Assumed Exchange Rates

|       | Full year<br>(Announced May 2025) | Full year<br>(Revised November 2025) | Second half<br>(Revised November 2025) |
|-------|-----------------------------------|--------------------------------------|--|
| 1 USD | ¥142.0                            | ¥148.5                               | ¥151.0                                 |
| 1 EUR | ¥160.0                            | ¥171.5                               | ¥175.0                                 |
| 1 CNY | ¥19.5                             | ¥20.8                                | ¥21.3                                  |

## ● Exchange Rate Sensitivity (2H)

|      | Net sales     | Operating profit |
|------|---------------|------------------|
| USD  | ¥0.41 billion | ¥0.05 billion    |
| EUR  | ¥0.31 billion | ¥0.01 billion    |
| CNY* | ¥0.23 billion | ¥0.15 billion    |

\*Per ¥0.1 change

# Financial Forecast for the Fiscal Year Ending March 31, 2026

## (Sales by Business, Field, and Destination)

### Sales by business and field

(Billions of yen)

|                           | FY03/2026 | YoY<br>(Previous period = 100%) |
|---------------------------|-----------|---------------------------------|
| Hematology                | 303.5     | 100.1%                          |
| FCM                       | 5.5       | 151.2%                          |
| Urinalysis                | 44.5      | 109.0%                          |
| Hemostasis                | 78.5      | 95.3%                           |
| Immunochemistry           | 22.0      | 85.0%                           |
| Clinical chemistry        | 3.5       | 96.3%                           |
| Life science              | 24.0      | 112.5%                          |
| Others                    | 23.5      | 104.8%                          |
| Diagnostics business      | 505.0     | 100.3%                          |
| Medical robotics business | 5.0       | 93.1%                           |
| Total                     | 510.0     | 100.3%                          |

### Sales by destination

(Billions of yen)

|              | FY03/2026 | YoY<br>(Previous period = 100%) |
|--------------|-----------|---------------------------------|
| Americas     | 139.0     | 106.0%                          |
| EMEA         | 160.0     | 114.0%                          |
| China        | 93.5      | 79.3%                           |
| Asia Pacific | 56.5      | 110.1%                          |
| Japan        | 61.0      | 90.0%                           |

Text in green indicates revisions.

# Dividend Forecast

- The dividend amount represents a ¥6 year-on-year increase  
(No change from the initial forecast)

|  | Interim dividend   | Year-end dividend  | Total | Payout ratio |
|--|--|--|-------|--------------|
| Fiscal year ended<br>March 31, 2025                | ¥15  | ¥17  | ¥32   | 37.4%        |
| Fiscal year ending<br>March 31, 2026<br>(forecast) | ¥19<br><small>Note: Includes a<br/>¥1 commemorative<br/>dividend</small> | ¥19<br><small>Note: Includes a<br/>¥1 commemorative<br/>dividend</small> | ¥38   | 53.0%        |



# Toward the Fiscal Year Ending March 31, 2027

Targeting Strong Revenue and Profit Growth from the Fiscal Year Ending March 31, 2026  
by Leveraging Growth Factors

## Growth Drivers

- Solid growth in overseas regions
  - Expansion of the hemostasis business in Europe and the U.S.
  - Continued growth in emerging markets such as India
  - Introduction of robotic-assisted surgery system in Europe
- Launch of the clinical chemistry business
- Recovery in Japan and China

- Providing New Value through Digital Solutions
  - Sysmex AI Scheduled for Release during the Fiscal Year Ending March 31, 2026

### 1. Features of Sysmex AI



- **Possesses specialized knowledge in testing and diagnosis**
  - ✓ Knowledge of laboratory medicine
  - ✓ Large-scale receipt data and academic/testing data owned by Sysmex
- **Recommends tests to improve risk estimation accuracy**
  - ✓ Research parameters from Sysmex products
  - ✓ Utilization of Sysmex's proprietary biomarkers
- **On-premises LLM support tailored to clinical settings**
  - ✓ Secure AI that can operate without the need for an external internet connection



(The 22nd R&D Meeting)

**(Appendix)**

# Topics (July–October 2025)



## Diagnostics business

- Sysmex Expands Portfolio and Accelerates Global Expansion through Acquisition of JEOL's Clinical Chemistry Testing Business
- Exclusive Distribution Agreement Signed in Japan for Illumina's TruSight™ Oncology Comprehensive Panel System (Japan)
- Received Partial Modification Approval for the AmoyDx® Lung Cancer Multi-Gene PCR Panel as the Sole Companion Diagnostic for the New Lung Cancer Drug Talrectinib
- Standardized Measurement Procedures for Red and White Blood Cells Registered in the JCTLM International Database
- Sysmex Partners with QIAGEN for Exclusive Distribution and Supply of Clinical Diagnostic Products in Infectious Diseases and Oncology in Japan

## Sustainability

- Sysmex Becomes First in the Industry to Obtain Certification for Closed-loop Recycling of Reagent Containers under the Plastic Resource Circulation Act
- Sysmex Corporation Selected as a Constituent of All ESG Indices Adopted by the GPIF
- Balancing Business Growth and Reducing Environmental Impact as the Industry's First TNFD Adopter

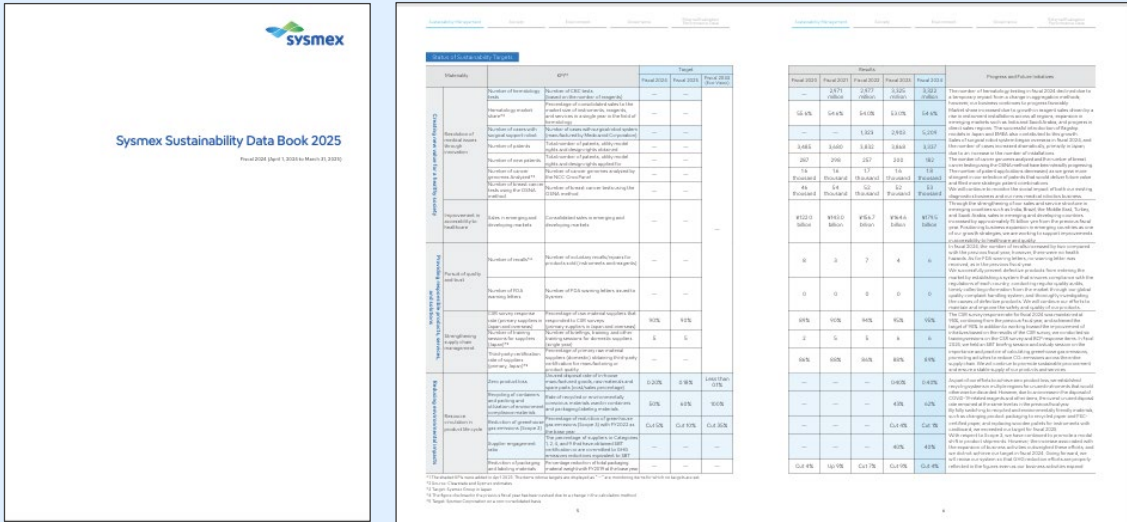
# Published the *Sysmex Report 2025* and the *Sysmex Sustainability Data Book 2025*



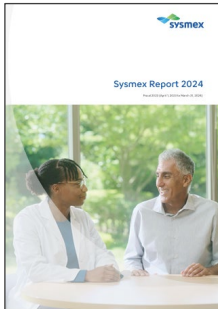
***Sysmex Report 2025* (integrated report)**  
<https://www.sysmex.co.jp/en/ir/library/annual-reports/>



***Sysmex Sustainability Data Book 2025* (yearly report)**  
<https://www.sysmex.co.jp/en/csr/report/>



**Topics**  
The *Sysmex Report 2024* received an award in a US annual report competition  
2024 Vision Awards  
Annual Report Competition  
• Top 100 Worldwide Rank : 86  
• PLATINUM WINNER WORLDWIDE, etc.





Together for a better  
healthcare journey