



Business Results

Fiscal Year Ended March 31, 2015

Financial Highlights and Mid-Term Management Plan

Sysmex Corporation

Hisashi Ietsugu,
Chairman and CEO
May 13, 2015

Contents

- Chapter 1 Financial Highlights for the Fiscal Year Ended March 31, 2015
 - Chapter 2 Review of Previous Mid-Term Management Plan
(Announced in May 2013)
 - Chapter 3 Mid-Term Management Plan (Fiscal Years Ending March 31, 2016 to 2018)
 - Chapter 4 Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2016
- Appendix Mid-Term Management Targets
- Reference Information

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.



Chapter 1

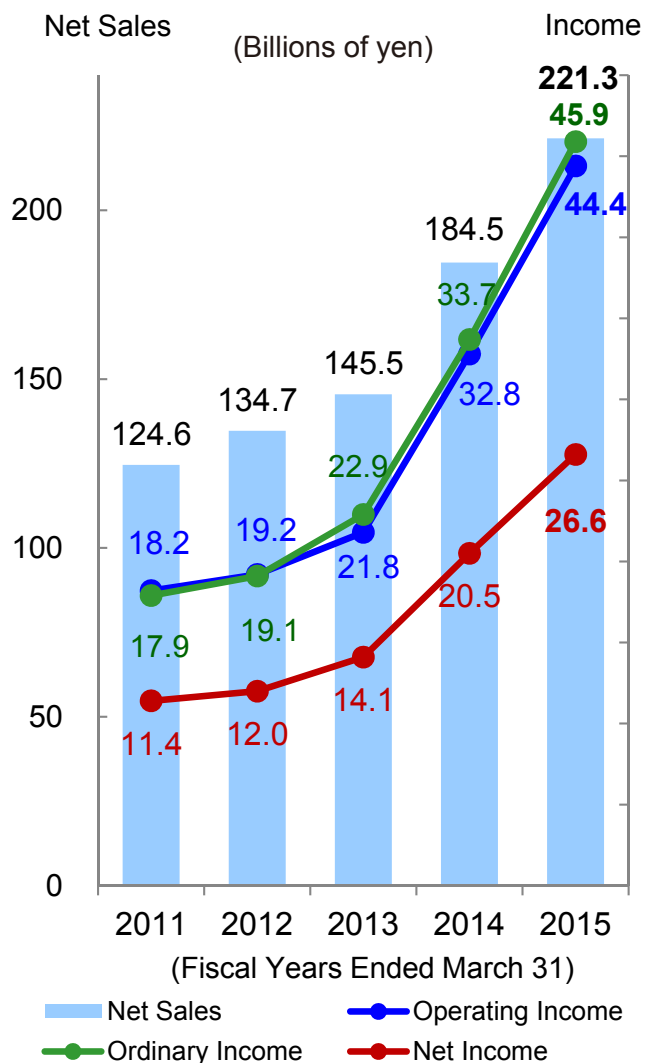
Financial Highlights for the Fiscal Year Ended March 31, 2015

Financial Highlights

Net sales: Up for 15 consecutive fiscal years

Operating income: Up for 14 consecutive fiscal years

Net sales and all income categories reach historic highs



* Figures include changes from the first three months of the fiscal year ended March 31, 2015, in the classification of service costs and other items

* Announced in November 2014

Note: Refer to "Reference Information" on page 40.

	Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2014		YOY (Previous period = 100%)
	Announced*	Ratio	Results	Ratio	Results	Ratio	
Net Sales	210.0	100%	221.3	100%	184.5	100%	120.0%
Cost of sales	-	-	95.3 *	43.1%*	69.9	37.9%	136.3%
SG&A	-	-	81.6 *	36.9%*	81.7	44.3%	99.9%
Operating Income	41.0	19.5%	44.4	20.1%	32.8	17.8%	135.1%
Ordinary Income	40.7	19.4%	45.9	20.8%	33.7	18.3%	136.0%
Net Income	24.9	11.9%	26.6	12.0%	20.5	11.1%	129.5%

- Net sales: The Company recorded double-digit growth in sales, centered on overseas regions, particularly in China and EMEA, due in part to the impact of yen depreciation.
- Operating income: Operating income rose substantially thanks to the effects of higher sales and yen depreciation.
- Non-operating balance: The forex gain was ¥0.93 billion (¥0.41 billion gain in the previous fiscal year).
- Exchange rate fluctuations raised net sales ¥11.1 billion and operating income ¥7.07 billion. Note: At the exchange rates prevailing one year earlier, net sales would have been up 13.9% year on year, and operating income up 13.6%.
- Capital expenditure (tangible): ¥13.90 billion Depreciation and amortization: ¥11.25 billion R&D expenditure: ¥14.69 billion

	Fiscal year ended March 31, 2015	Fiscal year ended March 31, 2014
1USD	¥109.9	¥100.2
1EUR	¥138.8	¥134.4

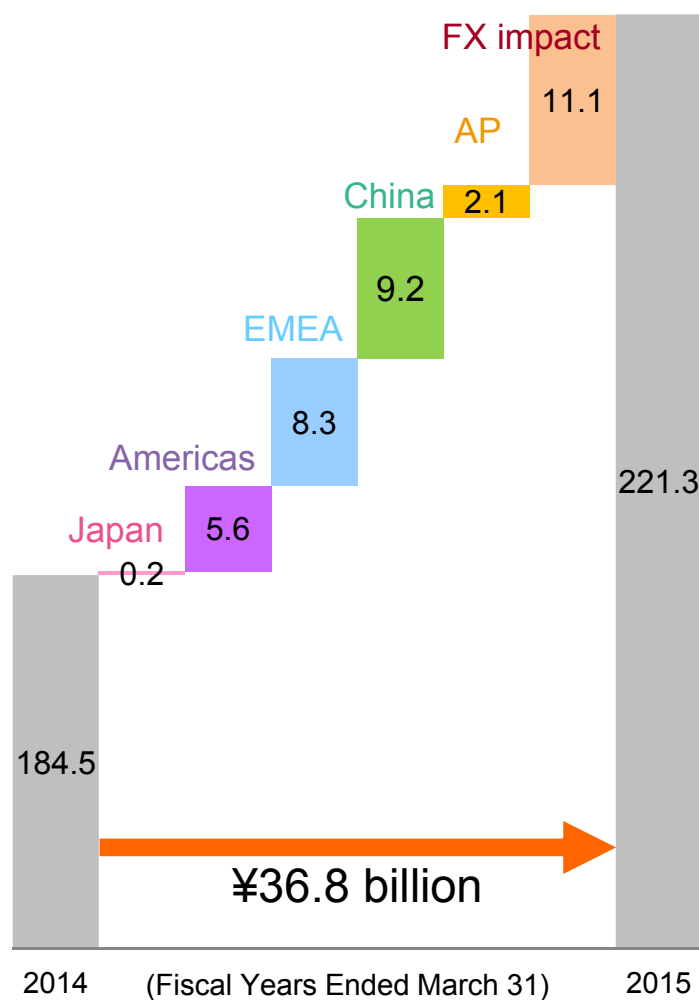
Breakdown of Net Sales and Operating Income



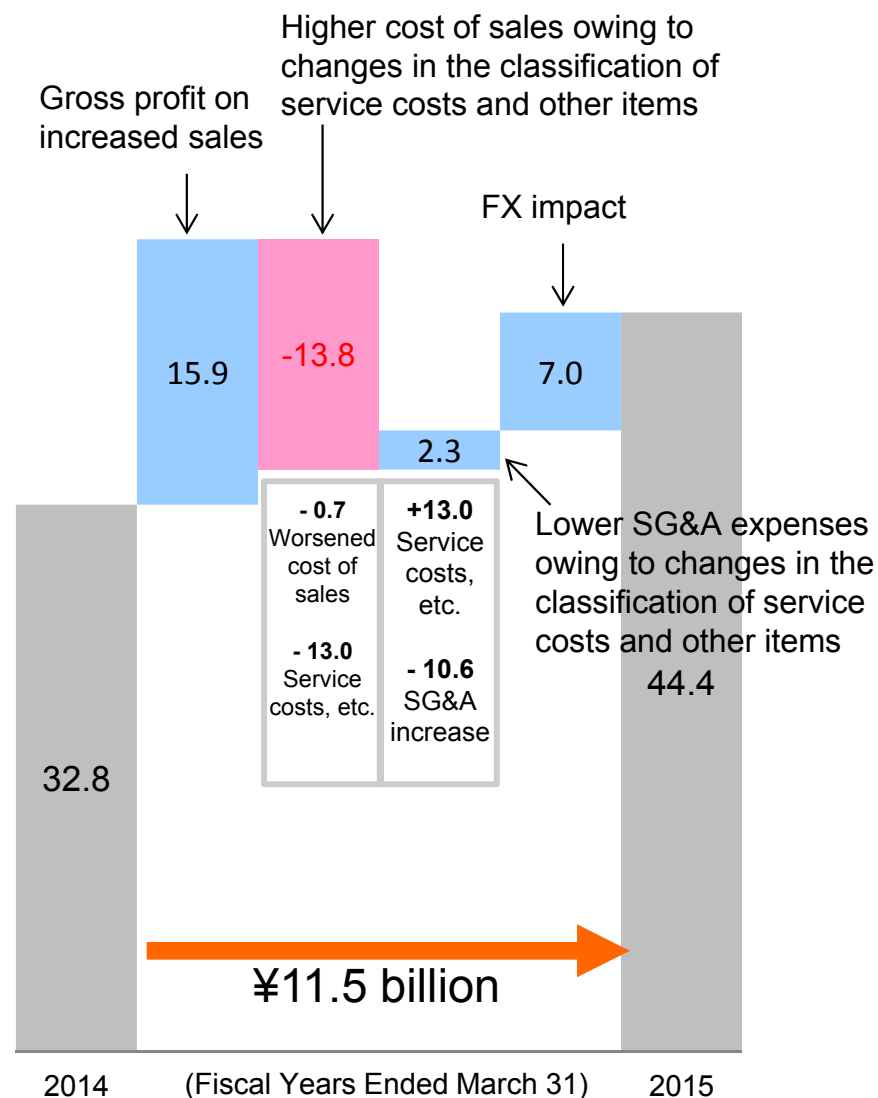
(Billions of yen)

Net Sales

Note: FX impact excluded from regional sales below



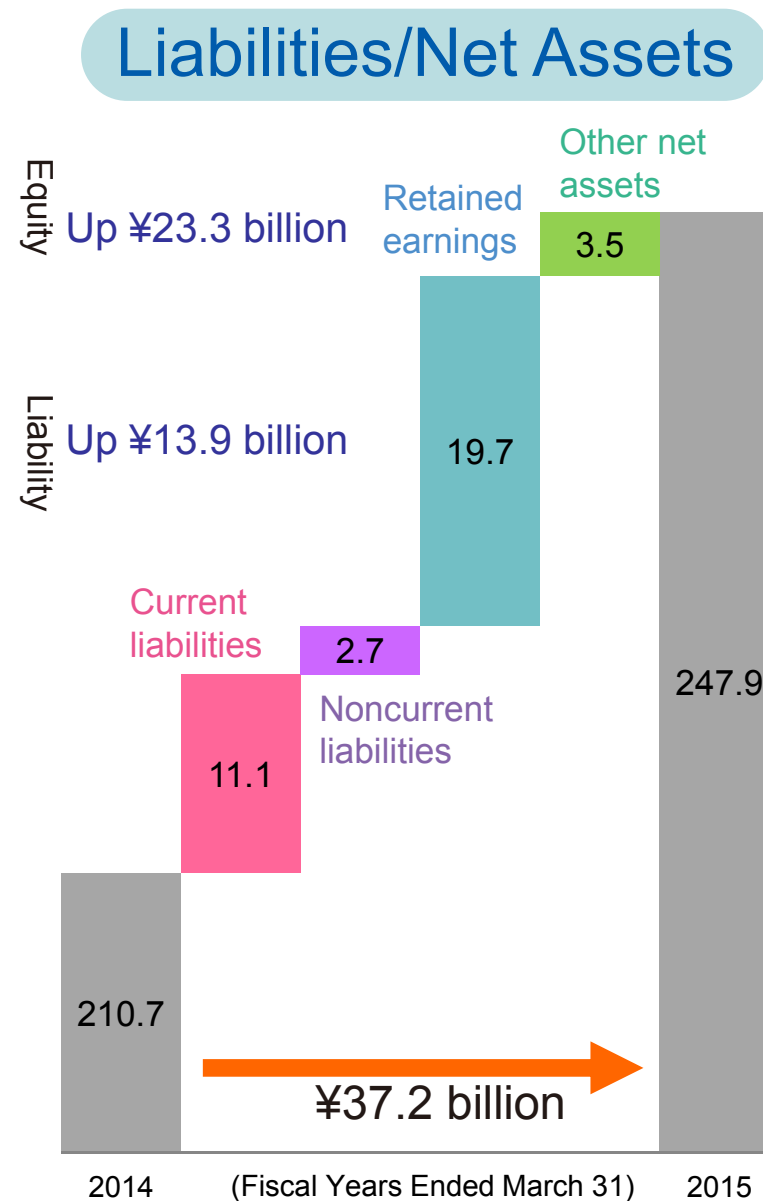
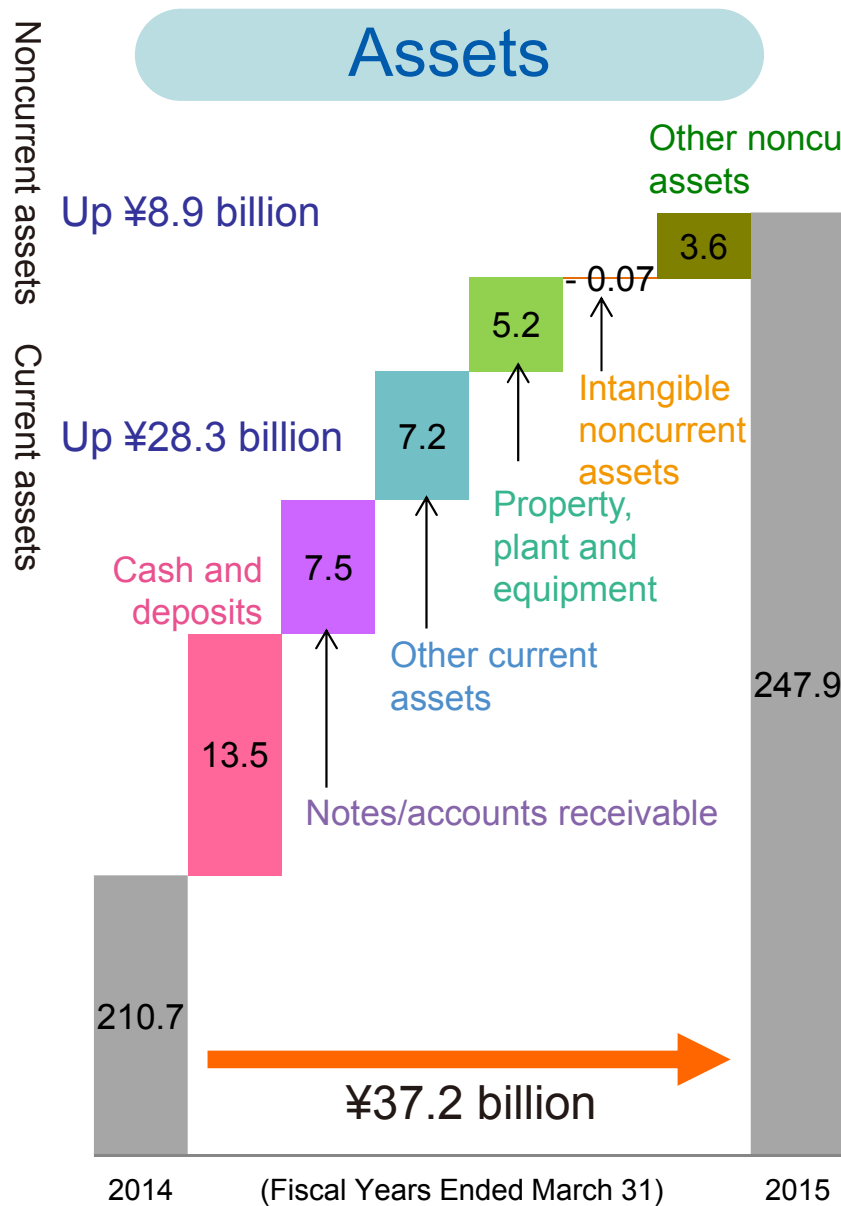
Operating Income



Breakdown of Assets and Liabilities/Net Assets



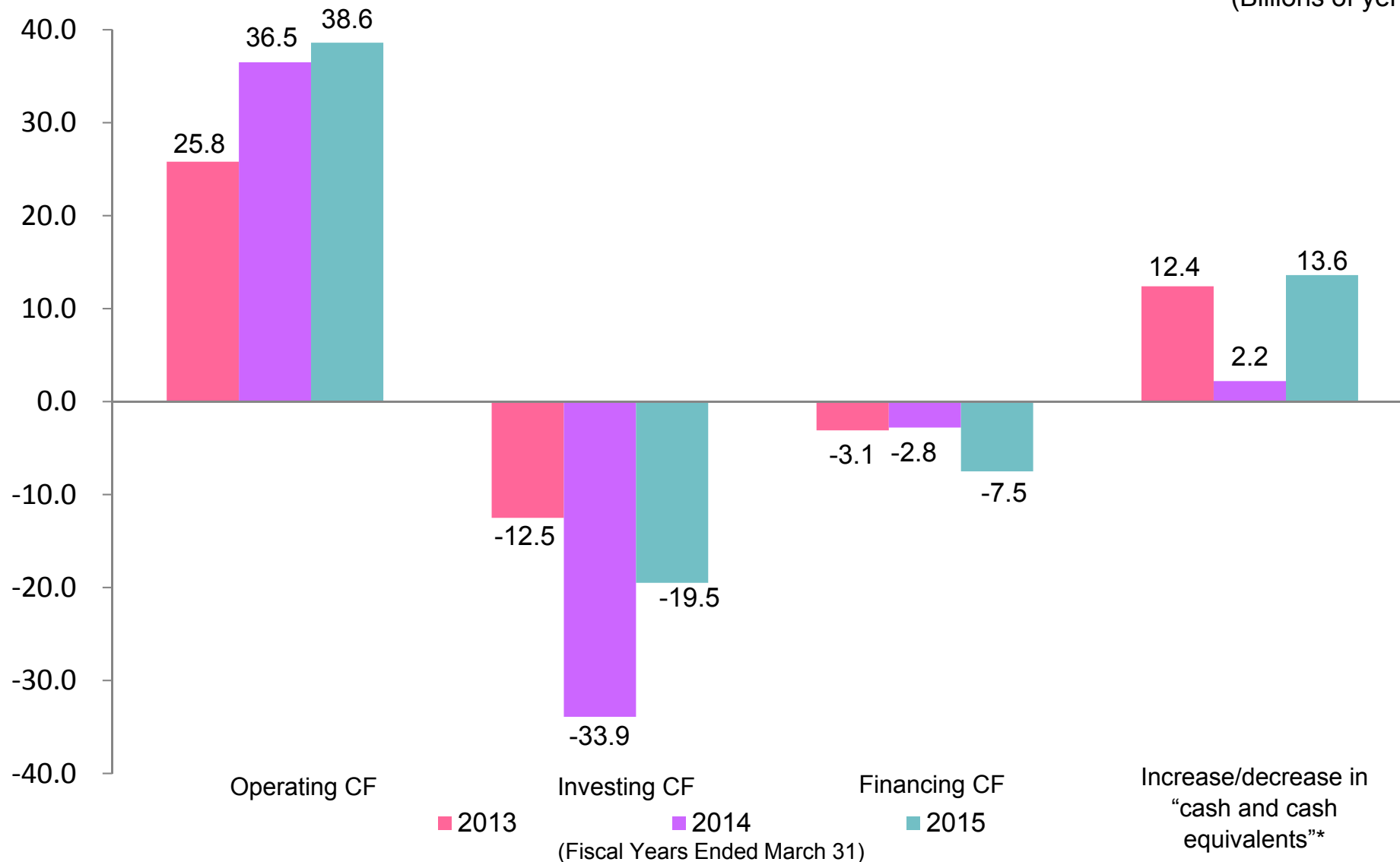
(Billions of yen)



Consolidated Cash Flows



(Billions of yen)



* Including translation differences on cash and cash equivalents

M&A, Alliances

- Inostics collaborating with Merck KGaA to develop and commercialize a blood-based RAS biomarker test for patients with metastatic colorectal cancer (May 2014)
- Investment in RIKEN GENESIS Co., Ltd., promoting R&D and the business of genetic analysis testing (June 2014)

Operational Sites

- Reinforced direct sales and support network in India to expand business in non-hematology fields (April 2014)
- Established new subsidiary in Colombia to expand business in Central and South America (May 2014)
- Sysmex's core instrument factory, i-Square, opened in the city of Kakogawa, Hyogo Prefecture (June 2014)
- Reagent production factory in Singapore relocated and expanded in response to growing demand (September 2014)
- Established new subsidiary in Australia to further increase the Company's presence in the Asia Pacific region (November 2014)
- Opened the Global Communication Center as a new place for human resource development (April 2015)

i-Square



Products, Technologies

- Launched the HISCL[®] TARC assay kit for atopic dermatitis (April 2014)
- Launched the HISCL-800 automated immunoassay system, a compact analyzer for immunochemistry testing (September 2014)
- Launched new automated blood coagulation analyzer models, the CS-2400/2500 (October 2014)
- Launched CS-1600 automated blood coagulation analyzer, a compact model in the hemostasis field (January 2015)
- Launched a new product in the cytoscreening field, the LC-1000 exfoliative cell analyzer, aiming to enhance the efficiency of future cervical cancer screening tests (November 2014)
- Launched the XN-L-Series automated hematology analyzer, a compact model in the XN family (January 2015)



CS-2400/2500



CS-1600

Automated blood coagulation analyzers

Net Sales by Geographic Region



- **Net Sales by Geographic Region (Sales to Customers)**

(Billions of yen)

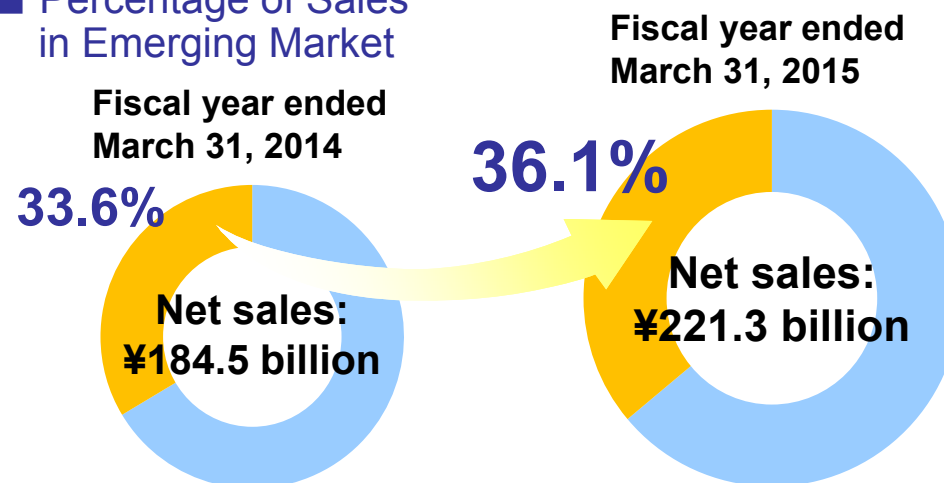
		Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2014		YOY (Previous period = 100%)	
			Ratio		Ratio	(Yen)	(Local currency)
Net Sales		221.3	100%	184.5	100%	120.0%	-
Region	Americas	47.0	21.2%	38.5	20.9%	121.8%	111.1%
	EMEA	63.2	28.6%	53.1	28.8%	118.9%	115.1%
	China	49.8	22.5%	36.2	19.7%	137.5%	126.1%
	AP	17.8	8.1%	14.7	8.0%	121.3%	-
	Japan*	43.3	19.6%	41.7	22.6%	103.9%	-

* Includes sales to IDEXX and other customers

- **Exchange Rates**

	Fiscal year ended March 31, 2015	Fiscal year ended March 31, 2014
1USD	¥109.9	¥100.2
1EUR	¥138.8	¥134.4
1CNY	¥17.8	¥16.3

- **Percentage of Sales
in Emerging Market**



Sales by Business



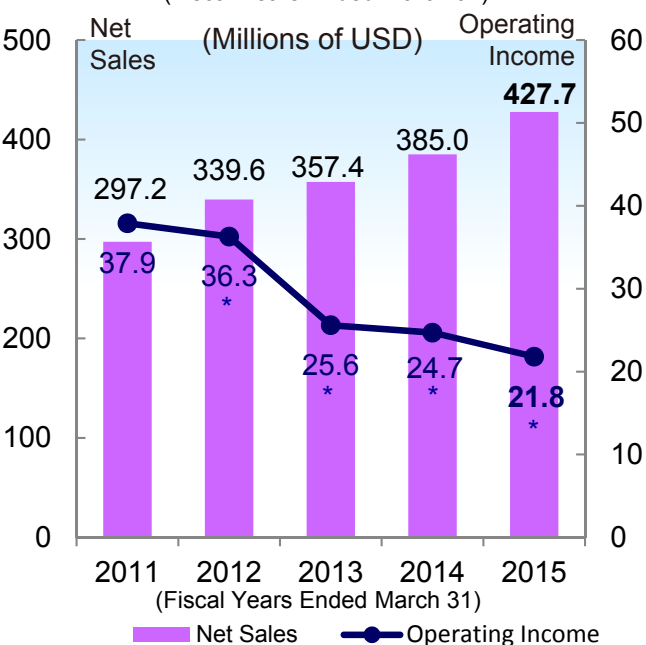
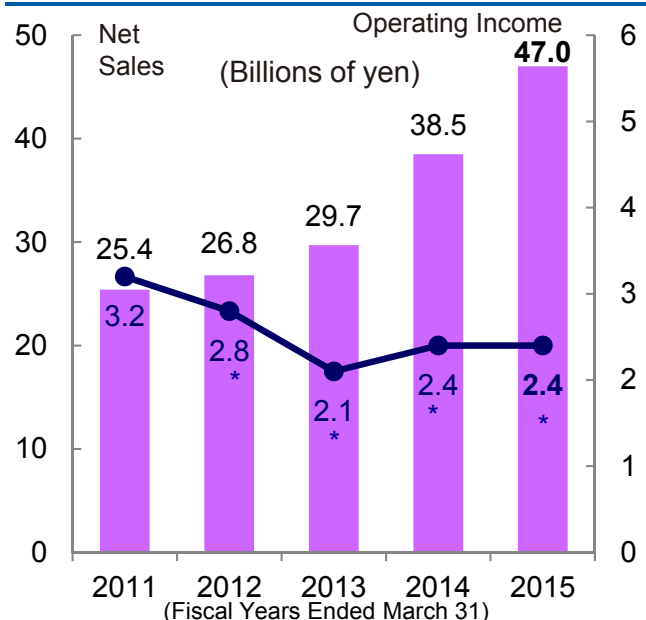
(Billions of yen)

	Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2014		YOY (Previous = 100%)
	Results	Ratio	Results	Ratio	
Hematology	140.9	63.7%	119.5	64.8%	117.9%
Urinalysis	16.4	7.4%	14.4	7.9%	113.4%
Others ^{*1}	1.4	0.7%	0.4	0.2%	348.9%
HU-BU	158.8	71.8%	134.5	72.9%	118.1%
Immunochemistry	4.7	2.1%	2.1	1.1%	223.2%
Clinical Chemistry	3.7	1.7%	3.7	2.0%	100.5%
Hemostasis	33.6	15.2%	27.8	15.1%	120.6%
ICH-BU	42.1	19.0%	33.7	18.3%	124.9%
LS-BU	3.1	1.4%	1.7	0.9%	182.0%
Others ^{*2}	17.2	7.8%	14.5	7.9%	118.4%
Total net sales	221.3	100.0%	184.5	100.0%	120.0%

*1 Clinical-use FCM products, etc.

*2 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.

Geographic Segment Information: Americas



	(Billions of yen)		
	Fiscal year ended March 31, 2015	Fiscal year ended March 31, 2014	YOY (Previous period = 100%)
Net Sales	47.0	38.5	121.8%
Operating Income*	2.4	2.4	97.0%

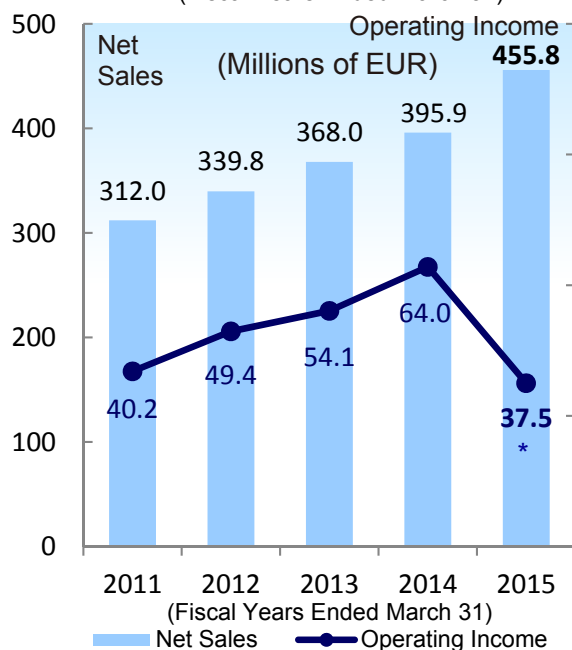
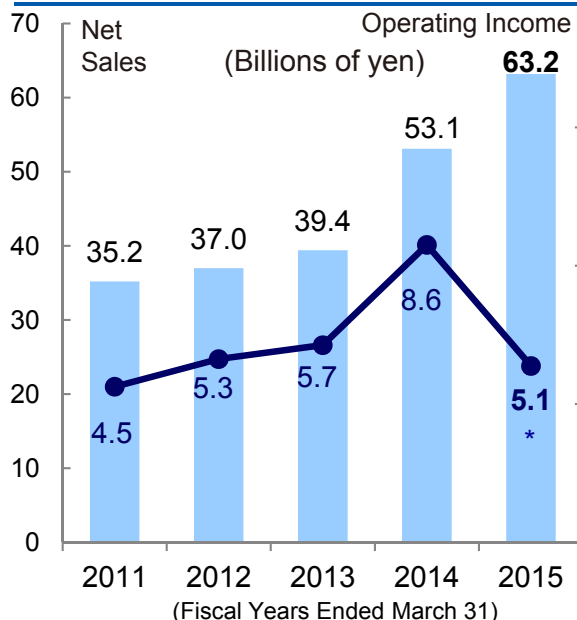
- Sales of instruments and reagents were up significantly, as the market recovered due to full-fledged reforms to the U.S. healthcare system and thanks to strong XN-Series sales.
- Despite the substantial rise in sales, operating income was down slightly due to the revision in intragroup transaction prices.
 - A reversal in deferred service revenue and income caused temporary increases in sales and income (+ ¥0.42 billion for net sales and + ¥0.36 billion for operating income).
 - Excluding the factor mentioned above, the rate of growth would have been 20.7% for net sales and negative 17.4% for operating income.

■ On a local currency basis, net sales 111.1%, operating income 88.4%*

- United States: In addition to instruments, sales of reagents and services were up.
- Canada: Sales were up, despite ongoing declines in healthcare budgets.
- Central and South America: Sales were up due to such factors as increased sales of hematology products in Mexico, Colombia and Costa Rica.

* Revision in intragroup transaction prices
Copyright by Sysmex Corporation

Geographic Segment Information: EMEA*



* Revision in intragroup transaction prices

Copyright by Sysmex Corporation

* Europe, the Middle East and Africa

	Fiscal year ended March 31, 2015	Fiscal year ended March 31, 2014	YOY (Previous period = 100%)
Net Sales	63.2	53.1	118.9%
Operating Income*	5.1	8.6	60.4%

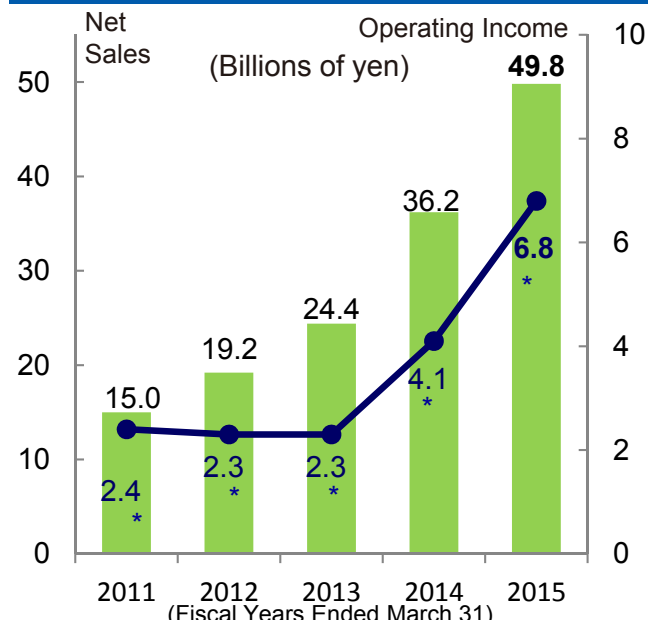
- Sales increased, due to sales growth in the hematology and hemostasis fields and the impact of including Partec and Inostics in the scope of consolidation.
- Despite double-digit sales expansion, income decreased due to the revision in intragroup transaction prices.

* Excluding Partec and Inostics, the rate of growth would have been 13.0% for net sales and negative 25.9% for operating income.

■ On a local currency basis: net sales 115.1%, operating income 58.5%*

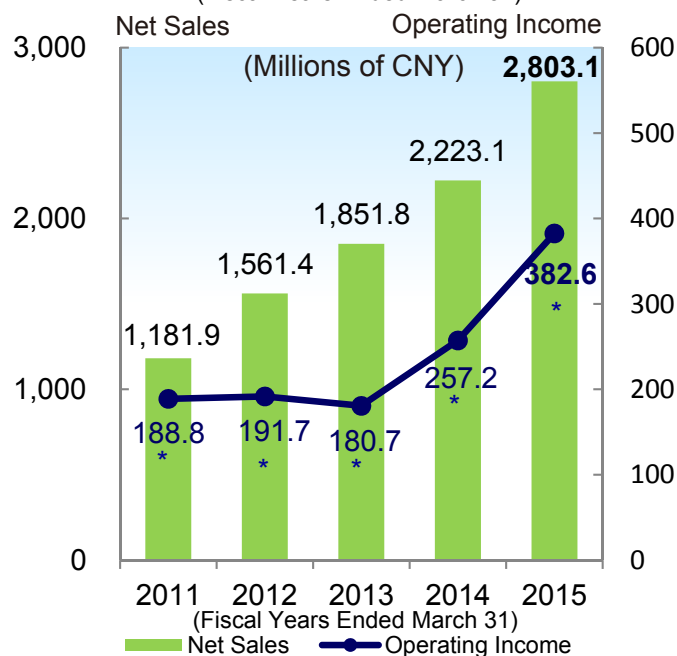
- Five major countries: Sales were up in all five countries.
 - United Kingdom: Sales were favorable in the hematology and hemostasis fields.
 - Germany: Sales increased, owing to the increase in hematology reagents and the contribution of sales from Partec and Inostics.
 - France: Lab consolidations spurred demand for system instruments, and XN sales were robust.
- Other parts of Europe: Sales were up, due to such factors as the transition to direct sales in Turkey and strong sales in Switzerland.
- Eastern Europe, Russia: Sales were up, centering on Poland.
 - Sales in Russia were up by double digits on a rouble basis.
- Middle East, Africa: Sales were up in Saudi Arabia and other countries due to favorable XN sales.

Geographic Segment Information: China



	Fiscal year ended March 31, 2015	Fiscal year ended March 31, 2014	YOY (Previous period = 100%)
Net Sales	49.8	36.2	137.5%
Operating Income*	6.8	4.1	162.1%

- Although the market was sluggish in some areas, sales of instruments and reagents increased, centered on the hematology and hemostasis fields.
- Despite the impact of the revision in intragroup transaction prices, operating income rose thanks to higher sales.

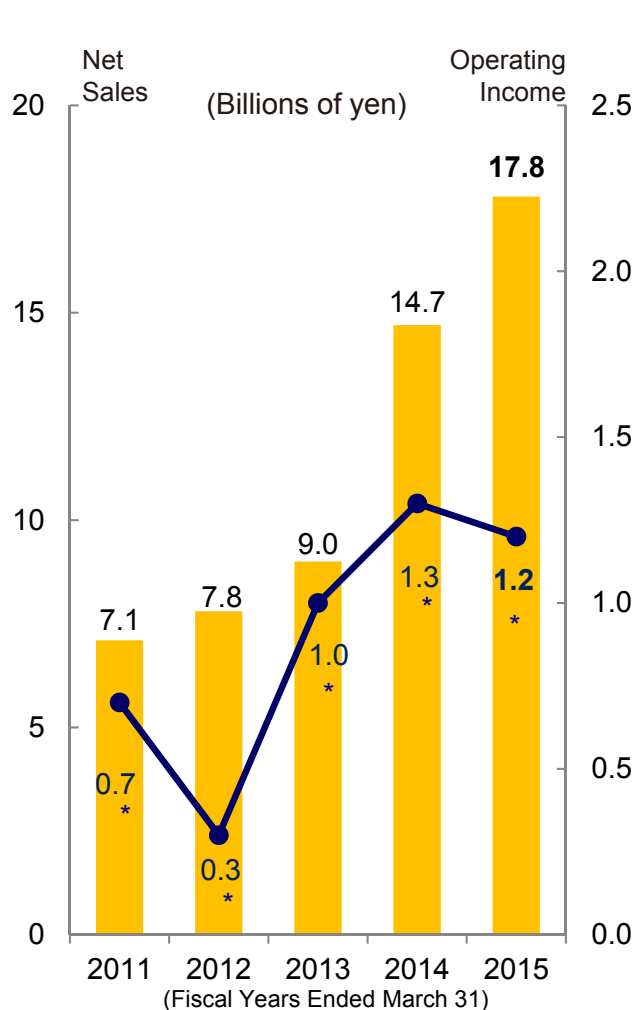


■ On a local currency basis: net sales 126.1%; operating income 148.7%*

- Hematology: Sales grew, spurred by higher XN-Series sales due to system proposals and favorable sales of the XS-Series.
- Hemostasis: Sales expanded, due to higher CS-Series sales and increased demand for fibrin reagent parameters.
- Urinalysis: Sales increased, thanks to robust sales of the UF-Series and a larger installed instrument base, which pushed up sales of reagents.
- Immunochemistry: Sales increased due to expanded HISCL sales (from the third quarter).

* Revision in intragroup transaction prices
Copyright by Sysmex Corporation

Geographic Segment Information: AP



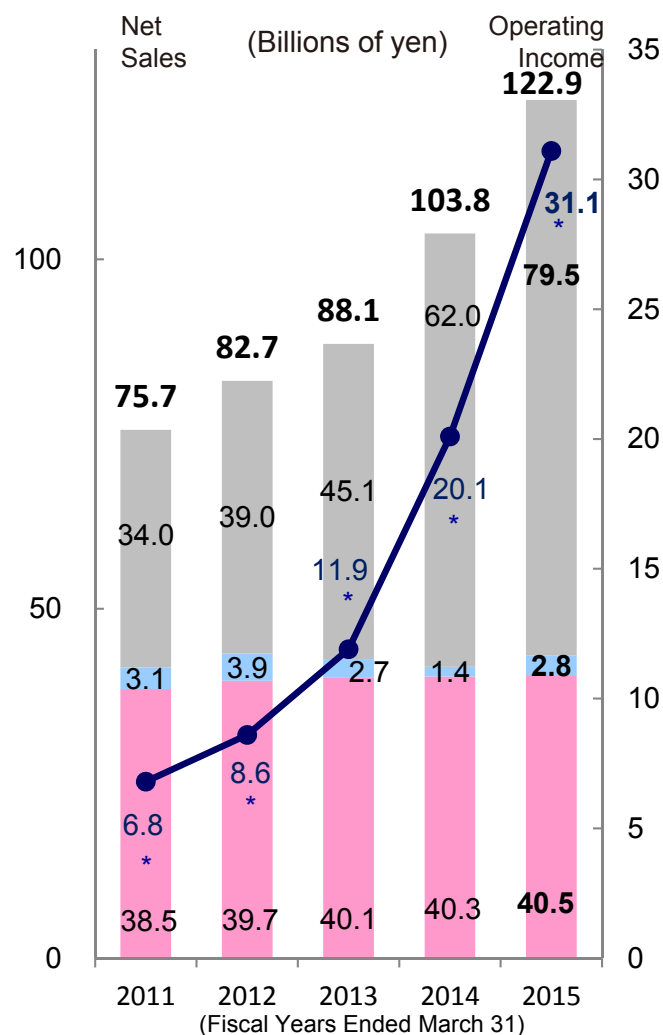
* Revision in intragroup transaction prices

	(Billions of yen)		
	Fiscal year ended March 31, 2015	Fiscal year ended March 31, 2014	YOY (Previous period = 100%)
Net Sales	17.8	14.7	121.3%
Operating Income	1.2	1.3	88.5%

- In addition to a major sales increase in Australia, sales in the hematology field were robust in Thailand, Malaysia and other countries, pushing up sales.
- Despite higher sales, operating income decreased, owing to higher costs stemming from the establishment of a subsidiary in Australia, the expansion of a reagent factory in Singapore and the revision in intragroup transaction prices.

-
- Southeast Asia: Sales rose, owing to factors including higher sales in the hematology field in Thailand and Malaysia.
 - South Asia: Sales rose, owing to higher sales in India in the fields of urinalysis and hemostasis, due to the transition to direct sales in non-hematology fields and higher sales in the fields of hematology.
 - Oceania: Sales rose, centered on hematology system products, thanks to the acquisition of a large project for a prominent commercial lab in Australia.
 - South Korea, Taiwan: Sales rose in South Korea and Taiwan, centered on the hematology field.

Geographic Segment Information: Japan



- Intra-Area Transfers: Exports to Group Affiliates, Others
- Sales to Customers: IDEXX and Others
- Sales to Customers: Japan
- Operating Income

* Revision in intragroup transaction prices

Copyright by Sysmex Corporation

	Fiscal year ended March 31, 2015	Fiscal year ended March 31, 2014	YOY (Previous period = 100%)
Net Sales	122.9	103.8	118.4%
Sales to Customers	43.3	41.7	103.9%
Japan	40.5	40.3	100.6%
IDEXX and Others	2.8	1.4	197.1%
Intra-Area Transfers	79.5	62.0	128.2%
Operating Income*	31.1	20.1	154.8%

- Sales in the Japanese market were up slightly, thanks to strong performance in the hematology and immunochemistry fields. Intra-area transfers to Group affiliates (overseas) and the impact of a revision in intragroup transaction prices also boosted sales and income in this category.

- Japan: Sales increased in the immunochemistry and hematology fields.
- IDEXX and others: Sales were up, thanks to robust sales of instruments.



Chapter 2

Review of Previous Mid-Term Management Plan (Announced in May 2013)

Review of Previous Mid-Term Management Plan (Announced in May 2013)



<Achievement Rates>

Fiscal Year Ended March 31, 2014 (First Year)

105% for net sales, 110% for operating income

Fiscal Year Ended March 31, 2015 (Second Year)

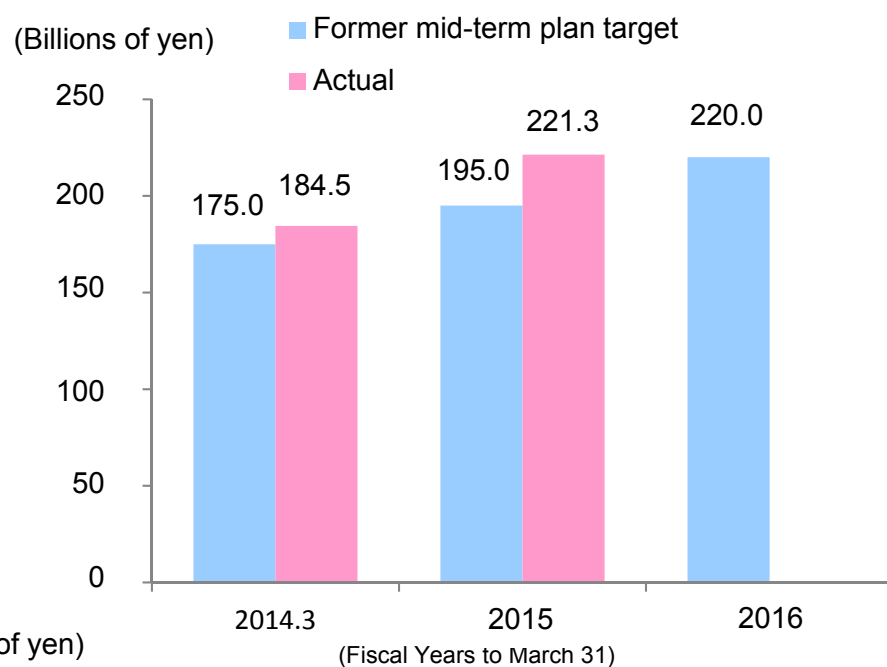
114% for net sales, 131% for operating income

- Net sales: Achieved target through double-digit growth, centered on overseas markets, due in part to the effects of yen depreciation.
- Operating income: Achieved targets thanks to effects of higher sales and yen depreciation

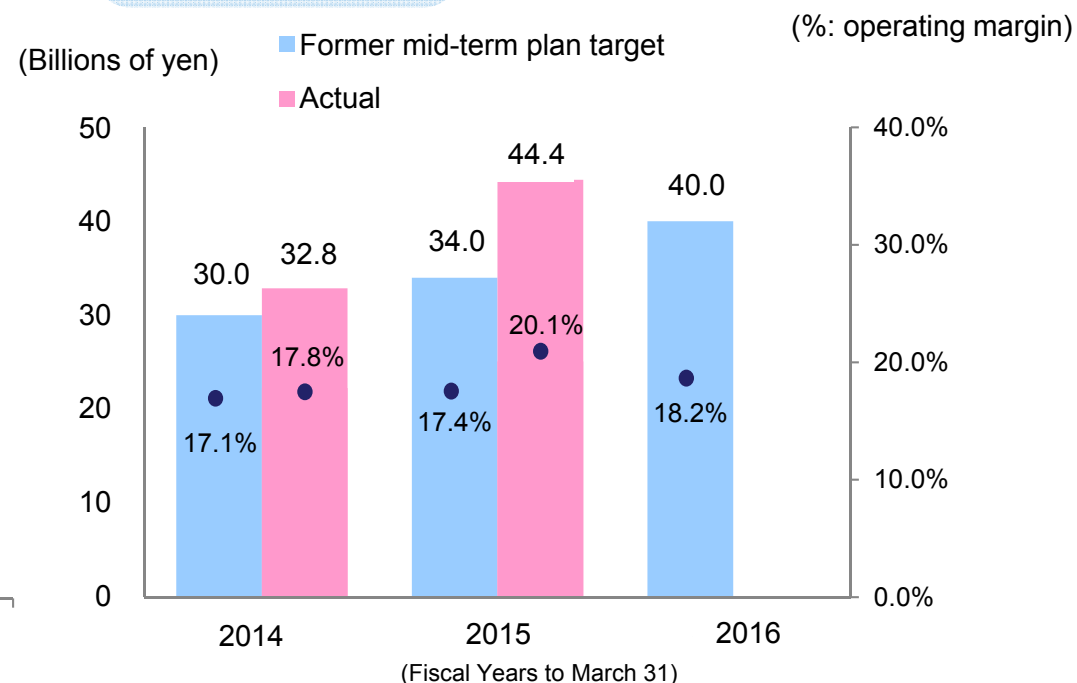
Exchange Rates

	Former Mid-Term Management Plan Rate	Actual for Fiscal Year Ended March 31, 2014	Actual for Fiscal Year Ended March 31, 2015
1USD	¥95.0	¥100.2	¥109.9
1EUR	¥125.0	¥134.4	¥138.8

Net Sales



Operating Income



Review of Previous Mid-Term Management Plan (Announced in May 2013)



1. Enhance undisputed leadership position and increase profitability in hematology (HU-BU)

- Expanded XN-Series sales in all regions, contributing to increased profitability
- Acquired flow cytometry*¹ (FCM) technology from Partec

2. Maintain growth rate in urinalysis field and augment our product portfolio (HU-BU)

- Launched the UX-2000, which performs both chemistry and sediment urinalysis

3. Achieve high level of growth in the field of immunochemistry by rapidly developing business in Asia (ICH-BU)

- Expanded unique reagent parameters, including a hepatic fibrosis marker (M2BPGi) and atopic dermatitis marker (TARC), and introduced a compact model, the HISCL-800, into the market
- Made full-fledged introduction of the HISCL-Series into the Chinese market (third quarter of the fiscal year ended March 31, 2015)

4. Achieve sustained growth by reinforcing our product portfolio in the hemostasis field (ICH-BU)

- Expanded instrument and reagent lineup (CS-2400/2500, CS-1600)
- CS-Series approval delayed in the United States

5. Accelerate commercialization in the OSNA[®] business and lab assay*² business (LS-BU)

- Increased OSNA application to different types of cancer (colon cancer, stomach cancer, lung cancer)
- Enhanced technology platforms with a view toward personalized healthcare (acquisition of Inostics' highly sensitive PCR technology)
- Developed companion diagnostics with pharmaceutical company, opened lab assay bases in Japan and overseas

*1 Method involving the flow dispersion of minute particles and the use of laser light to optically analyze the minute flows

*2 Provision of laboratory testing results as a service



Chapter 3

Mid-Term Management Plan (Fiscal Years Ending March 31, 2016 to 2018)

Macro Environment

■ Global economy

- Advanced countries' economies in a stable growth phase
- Increasing growth potential in emerging markets

■ Exchange rate trends

- Ongoing yen depreciation and falling crude oil prices
- Expanding revenues and profits by Japanese export-oriented companies

■ Technology trends

- Accelerating speed of technological innovation and commercialization
- Wearable devices and other changes in ICT

Healthcare and IVD* Environment

■ Advanced countries

- Growing demand for more efficient testing to hold down healthcare costs
- Increasing importance of testing (diagnostics) to the development of personalized healthcare

■ Emerging markets

- Rising demand for testing due to economic growth

■ Competitive environment

- Increasingly vigorous M&A and companies from other sectors entering the market
- Dominance of companies in emerging markets

■ Technological innovation

- Advances in genetic/molecular diagnostic technologies

Further growth expected in the healthcare and IVD markets

Expansion of Existing Businesses

- **Operating performance**
 - Meet mid-term management plan targets for net sales and income one year early to become a ¥200.0 billion company
- **Sales and support structure**
 - Reinforce sales and support functions by moving to direct sales, establishing subsidiaries and others (South Korea, Turkey, Colombia, Australia)
- **Product portfolio enhancement**
 - Launch the XN-Series and CS-Series

Building the Foundations for Further Growth

- **M&A**
 - Obtain FCM business platform through Partec acquisition
 - Through Inostic acquisition, acquire cancer gene testing technology with a view toward personalized healthcare
- **Manufacturing**
 - Reinforce manufacturing capacity in both instruments and reagents
- **Technology**
 - Enhance technology platforms
 - Expand networks with pharmaceuticals companies and research institutions

Achieve steady growth and create the foundations to move business to a new stage

Long-Term Management Targets: Sysmex's Ideals for 2020



- **Mission of “Sysmex Way,” the corporate philosophy for the Sysmex Group**

“Shaping the advancement of healthcare”

- **Long-term management target “vision”**

“A Unique & Global Healthcare Testing Company”

Long-Term Management Targets: Positioning



Undisputed Global Leader in Hematology, Hemostasis and Urinalysis (Including alliances)

We will build the earnings foundation to support further Group growth in the Company's core businesses.

A leading company in the Asian in-vitro diagnostics (IVD) market

We will leverage our geographic advantage to build a solid position in the Asian market in growth fields, including non-hematology field.

A Unique and Competitive Player in the Immunology Field

We will harness unique strengths that other companies cannot emulate and drive Group growth over the medium term.

A Leading Global Player Making a Contribution to Personalized Healthcare

By augmenting value in testing (diagnostics) based on leading-edge technologies, we will accelerate Group growth and establish our global position.

An Attractive Company Providing Value and Confidence

We aim to become a highly attractive company to diverse stakeholders that offers value and reassurance.

One Sysmex Carrying Out High-Speed Management

Through optimal teamwork throughout the Group, we aim to be a corporate entity that conducts highly efficient and swift management.

Mid-Term Management Plan

(Fiscal Years Ending March 31, 2016 to 2018)



Profitability

Reinforce growth and profitability

- Hematology, hemostasis, urinalysis
- Asian region

Investment

Invest in growth

- Immunochemistry, FCM, life science

Transformation

Promote transformation

- Earn further trust from stakeholders
- Enhance Group management

Financial targets

(Fiscal year ending March 31, 2018)

Net sales	¥300.0 billion (CAGR* = 10.7%)
Operating income	¥63.0 billion (CAGR* = 12.4%) (Operating margin of 21.0%)
ROE	18.0%
Operating cash flow	¥50.0 billion
Free cash flow	¥20.0 billion

Exchange rate assumptions: 1USD=¥115, 1EUR=¥130, 1CNY=¥18.5

*CAGR (compound annual growth rate): For fiscal years ending March 31, 2015 to 2018

Profit-
ability

Reinforce growth and profitability

(1) Undisputed Global Leader in Hematology, Hemostasis and Urinalysis (Including alliances)

- Accelerate introduction of the XN-Series and make full-fledged launch of the XN-L-Series in emerging markets
- Expand global offerings of clinical FCM products employing technology possessed by Partec
- Expand global sales of the CS-Series hemostasis analyzer, including in the United States, and make use of alliances
- Augment our product lineup in the urinalysis field and enhance global sales and support services



XN-3000



XN-L-Series

(2) A leading company in the Asian in-vitro diagnostics (IVD) market

- In addition to the hematology, hemostasis and urinalysis fields, reinforce comprehensive proposals, including in the immunochemistry field
- Develop products and strengthen our sales and support networks tailored to regional needs
- Promote scientific support activities to increase the level of IVD testing

Invest-
ment

Invest in growth

(3) A Unique and Competitive Player in the Immunology Field

- Accelerate introduction of the HISCL-Series, which features high sensitivity, high speed and unique parameters
Hepatic fibrosis marker (M2BPGi), atopic dermatitis marker (TARC), etc.
- Enhance support service structure by leveraging online support capabilities

(4) A Leading Global Player Making a Contribution to Personalized Healthcare

- Increase the types of cancer to which the OSNA method is applied, and expand sales region globally
- Leverage Inostics technology (BEAMing^{*1}) to expand the gene testing business
- Reinforce R&D capabilities to realize liquid biopsy^{*2}



HISCL-800

*1 An acronym for “Bead, Emulsion, Amplification, and Magnetics,” this gene analysis method combines digital PCR (ultrahigh-sensitivity PCR) and flow cytometry technologies.

*2 Detection of cancer or other diseases by testing blood or other bodily fluids.



Promote transformation

(5) An Attractive Company Providing Value and Confidence

- Enhance the corporate communication function to facilitate interaction with diverse stakeholders
- Augment customer satisfaction by reinforcing our scientific and support functions

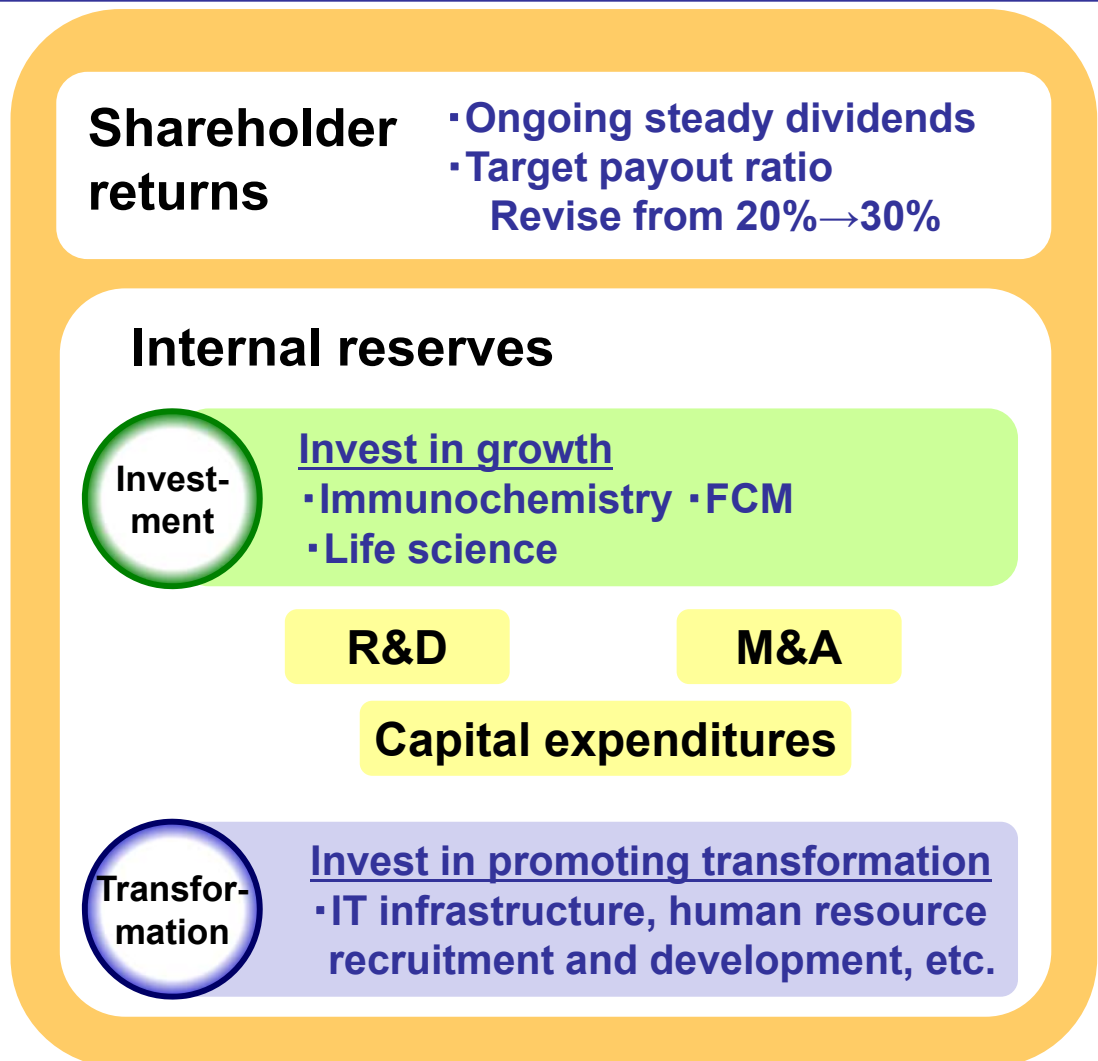
(6) One Sysmex Carrying Out High-Speed Management

- Recruit globally effective human resources and make use of the Global Communication Center to cultivate human resources
- Strengthen risk management and reinforce Group management foundations by making use of ICT



Global Communication Center
Sysmex Corporation

By increasing profitability and making proactive investments to augment sustainable corporate value while ensuring appropriate shareholder returns, aim for **ROE of 18.0%**.



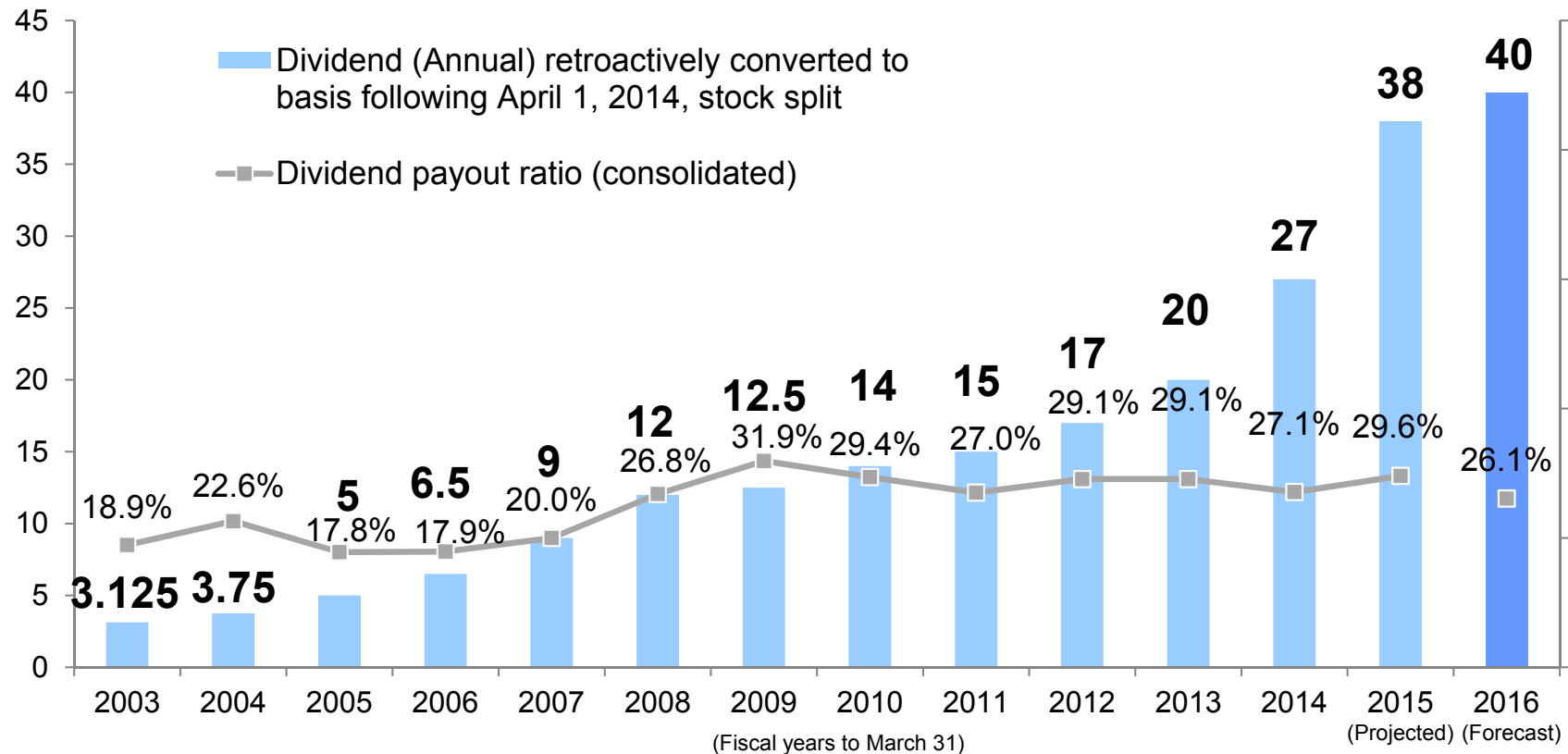
Dividend Increases for 14 Consecutive Years (Forecast for the Year Ending March 31, 2016)



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.

Notes: Two-for-one stock split conducted on November 18, 2005
 Two-for-one stock split conducted on April 1, 2011
 Two-for-one stock split conducted on April 1, 2014

(Yen)





Chapter 4

Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2016

Consolidated Earnings Forecast



Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2016

● Net Sales: **¥245.0 billion** ● Operating Income: **¥50.0 billion** ● Ordinary Income: **¥50.0 billion** ● Net Income: **¥31.8 billion***
 ● Operating Margin: **20.4%** ● Ordinary Margin: **20.4%** ● Net Income Margin: **13.0%***

Planned Investment

● Capital Expenditure: **¥16.0 billion** ● Depreciation and Amortization: **¥12.4 billion** ● R&D Expenditure: **¥16.2 billion**

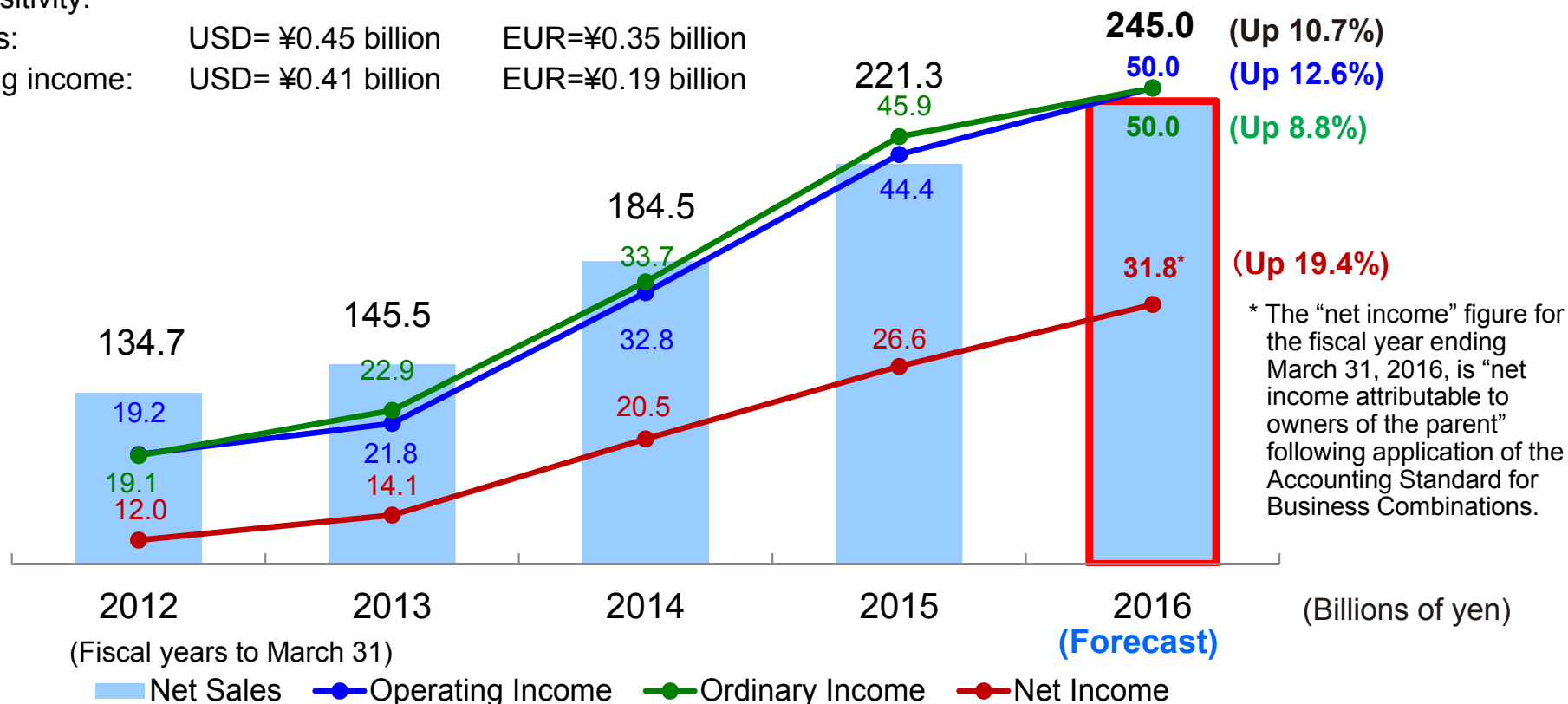
Assumed exchange rates for full year: 1USD = ¥115.0 1EUR = ¥130.0

Note: Actual for fiscal year ended March 31, 2015: 1USD = ¥109.9 1EUR = ¥138.8

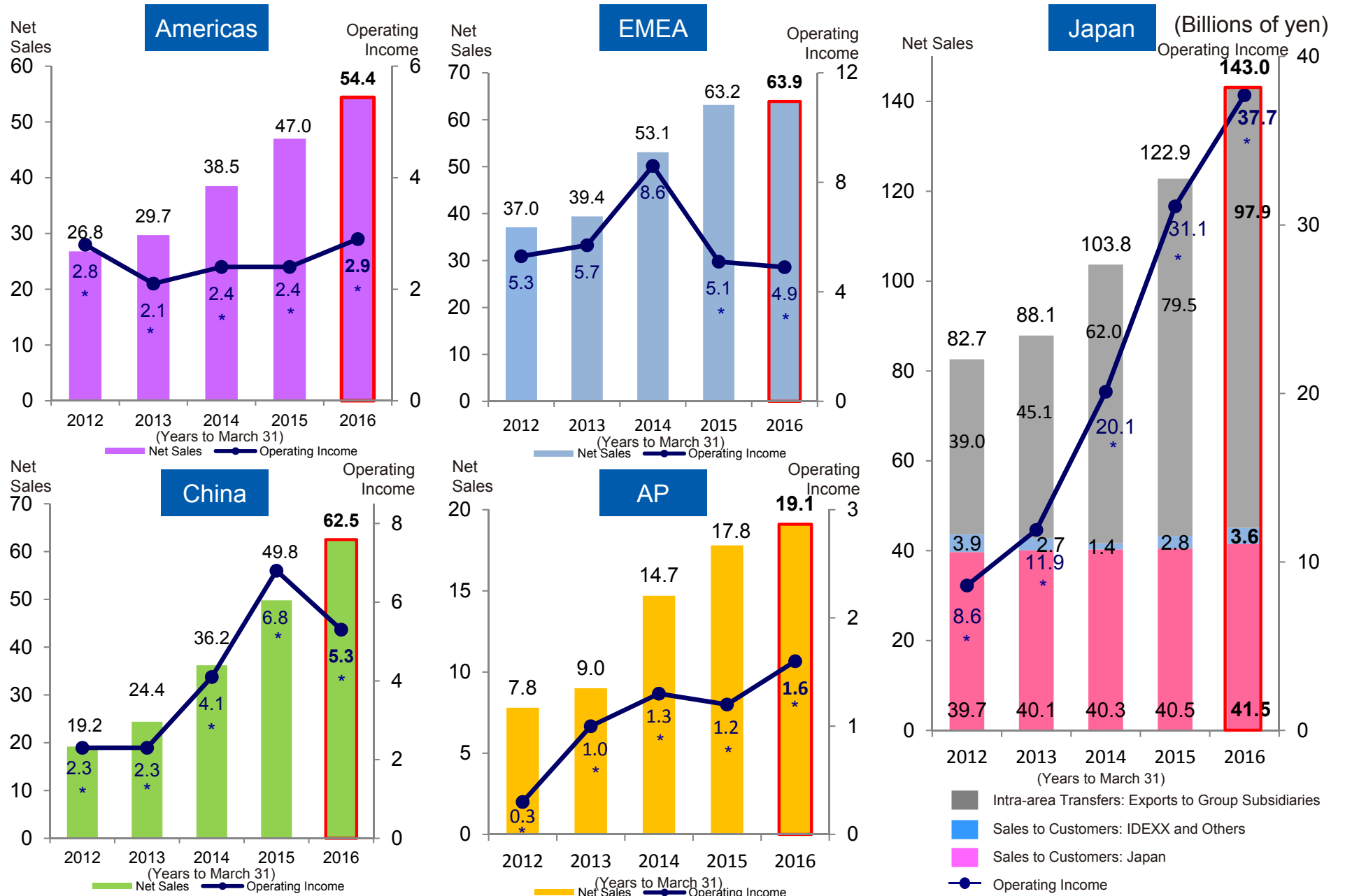
Forex sensitivity:

Net sales: USD= ¥0.45 billion EUR=¥0.35 billion

Operating income: USD= ¥0.41 billion EUR=¥0.19 billion



Financial Targets: Sales and Operating Income by Region





Appendix

Mid-Term Management Targets

Mid-Term Management Targets



- Consolidated Statements of Income

(Fiscal years to March 31) (Billions of yen)

		2016	2018
Net Sales	Japan	41.5	44.0
	Overseas	203.5	256.0
Net Sales		245.0	300.0
Operating Income		50.0	63.0
	Operating Margin	20.4%	21.0%
Ordinary Income		50.0	63.0
Net income attributable to owners of the parent		31.8	40.0

- Net Sales and Operating Income by Geographic Region

			2016	2018
Japan	Sales	Sales to Customers	45.1	47.8
		Intra-Area Transfers	97.9	120.6
	Sales		143.0	168.4
	Operating Income		37.7	45.9
	Operating Margin	26.4%	27.3%	
Americas	Sales to Customers		54.4	63.4
	Operating Income		2.9	4.0
	Operating Margin	5.3%	6.2%	
EMEA	Sales to Customers		63.9	78.4
	Operating Income		4.9	7.0
	Operating Margin	7.5%	8.2%	
China	Sales to Customers		62.5	87.0
	Operating Income		5.3	7.7
	Operating Margin	8.5%	8.9%	
AP	Sales to Customers		19.1	23.4
	Operating Income		1.6	2.4
	Operating Margin	8.5%	10.2%	

Mid-Term Management Targets



● Net Sales by Business

(Fiscal years to March 31) (Billions of yen)

	2016		2018	
	Sales	Ratio	Sales	Ratio
HU-BU	176.0	71.8%	207.5	69.2%
Hematology	156.3	63.8%	180.0	60.0%
Urinalysis	17.2	7.0%	20.5	6.8%
Others ^{*1}	2.5	1.0%	7.0	2.3%
ICH-BU	49.2	20.1%	66.6	22.2%
Immunochemistry	7.5	3.1%	20.0	6.7%
Clinical chemistry	4.0	1.6%	4.0	1.3%
Hemostasis	37.7	15.4%	42.6	14.2%
LS-BU	4.3	1.8%	10.0	3.3%
Others ^{*2}	15.5	6.3%	15.9	5.3%
Total net sales	245.0	100.0%	300.0	100.0%

^{*1} Clinical-use FCM products, etc.

^{*2} 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.

- Planned Investment: Total for Three Fiscal Years Ending March 31, 2016–2018

Capital Expenditure: ¥46.0 billion

Depreciation and Amortization: ¥40.0 billion

R&D Expenditure: ¥60.0 billion

- Exchange Rates: Fiscal Years Ending March 31, 2016–2018

1USD = ¥115.0

1EUR = ¥130.0

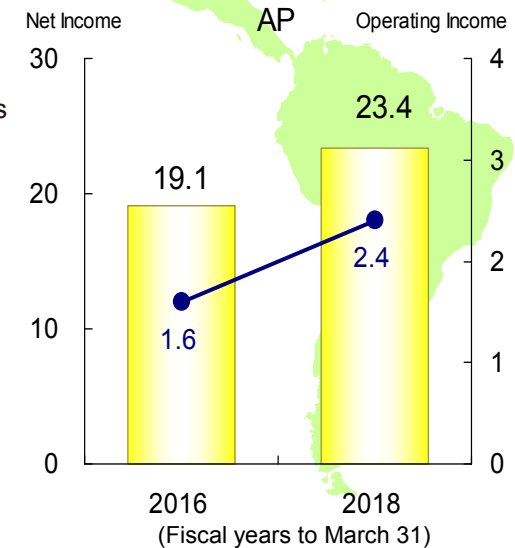
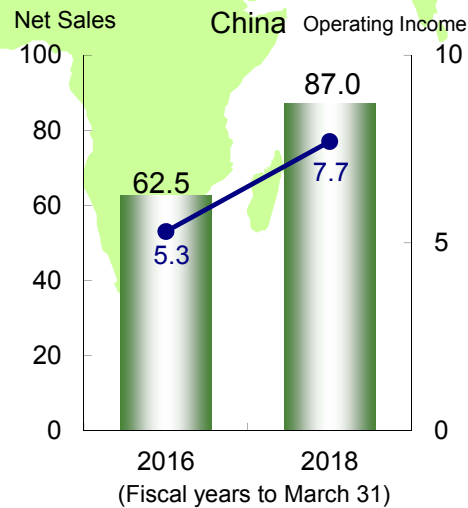
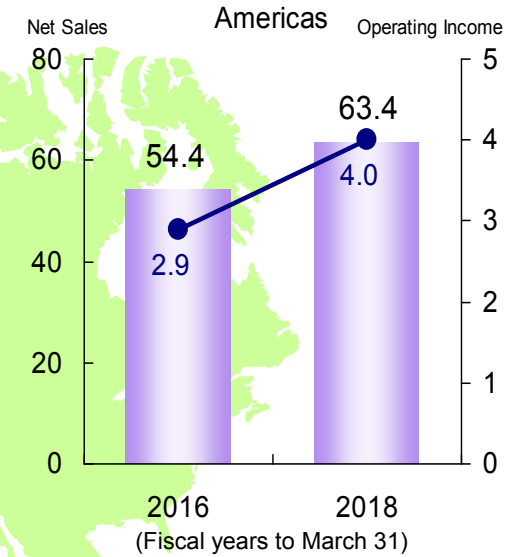
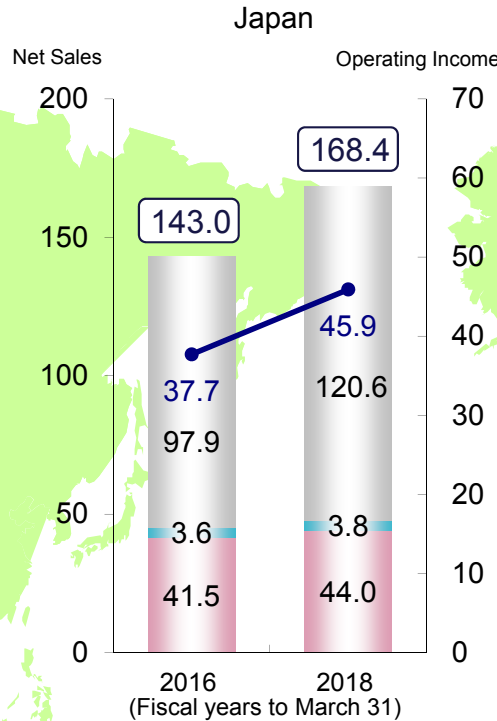
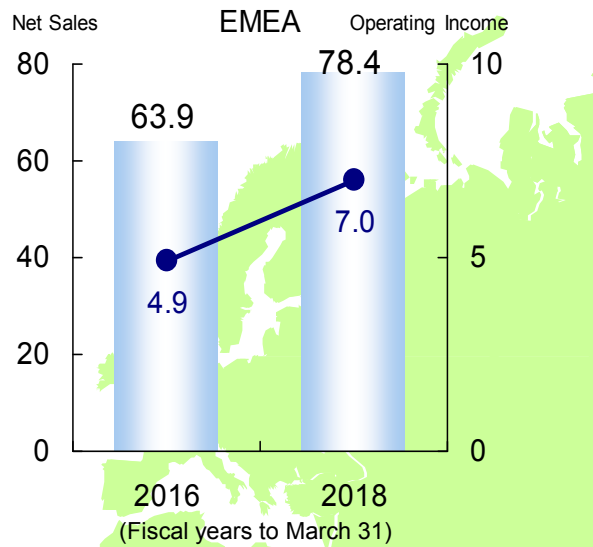
1CNY = ¥18.5

Mid-Term Management Targets

Net Sales and Operating Income by Geographic Region



(Billions of yen)



- Intra-area Transfers: Exports to Group Affiliates
- Sales to Customers: IDEXX, Others
- Sales to Customers: Japan
- Operating Income



Reference Information

Reference (1): Principal Changes from the Preceding Fiscal Year



Note: See page 40 ("Reference Information").

- (1) Change from recording product transport costs under selling, general and administrative (SG&A) expenses to cost of sales
 - Note: Retroactively applied to the fiscal year ended March 31, 2014
 - Fiscal year ended March 31, 2014: SG&A→cost of sales: ¥1.13 billion
 - Fiscal year ended March 31, 2015: SG&A→cost of sales: ¥1.66 billion
- (2) Change from recording instrument service costs under SG&A expenses to cost of sales
 - Fiscal year ended March 31, 2015: SG&A→cost of sales: ¥13.05 billion
- (3) Owing to a reversal of deferred service revenue and income in the Americas, temporary increases in sales and income
 - In first three months of fiscal year ending March 31, 2015, only, sales: +¥0.42 billion, operating income: +¥0.36 billion
- (4) Results for the fiscal year ended March 31, 2015, including the following companies:
Partec, Inostics, Sysmex Turkey, Sysmex Australia, Medicaroid, RIKEN GENESIS
- (5) Revision in intragroup transaction prices
 - Americas, EMEA*, China, AP, Japan *Revised for the first time in the current fiscal year
- (6) Revision in method of estimating expenses related to dividends from subsidiaries (introduced in the fourth quarter of the fiscal year ended March 31, 2015)
 - Changed ratio of subsidiaries' retained earnings estimated as sources of dividends from 70% to 100%
 - Impact: Deferred income taxes: +¥2.27 billion, deferred tax liabilities: +¥2.27 billion

Reference (2): Year-on-Year Changes Prior to Reclassification



(Billions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015 (Before accounting reclassification noted at right as items (1) and (2))			Accounting reclassification		Fiscal year ended March 31, 2015	
	Results	Ratio		Ratio	YOY (Previous period = 100%)	(1) Service costs	(2) Reversal of deferred service revenue and income	Results	Ratio
Net Sales	184.5	100%	220.9	100%	119.7%	-	0.42	221.3	100%
Cost of Sales	69.9*	37.9%	82.2	37.2%	117.6%	13.0	0.06	95.3	43.1%
Gross Profit	114.5*	62.1%	139.6	62.8%	121.0%	(13.0)	0.36	126.0	56.9%
SG&A	81.7*	44.3%	94.6	42.8%	115.8%	(13.0)	-	81.6	36.9%
Operating Income	32.8	17.8%	44.0	19.9%	134.0%	-	0.36	44.4	20.1%

* We have made consistent throughout the Group the practice of classifying the costs of transporting products to customers as cost of sales rather than including them as selling, general and administrative expenses. This approach has been retroactively applied to figures from the fiscal year ended March 31, 2014.

We Believe the Possibilities.

Sysmex Corporation

Contact:

IR & Corporate Communication Dept.

Corporate Communication Div.

Phone: +81-78-265-0500

Email: info@sysmex.co.jp

www.sysmex.co.jp/en