



Business Results

First Six Months of Fiscal Year Ending March 31, 2013

Sysmex Corporation

Hisashi Ietsugu, President and CEO

November 7, 2012

Contents

Chapter 1 Financial Highlights for First Six Months of Fiscal Year ending March 31, 2013

Chapter 2 Consolidated Earnings Forecast for Fiscal Year Ending March 31, 2013

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 the operating environment 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

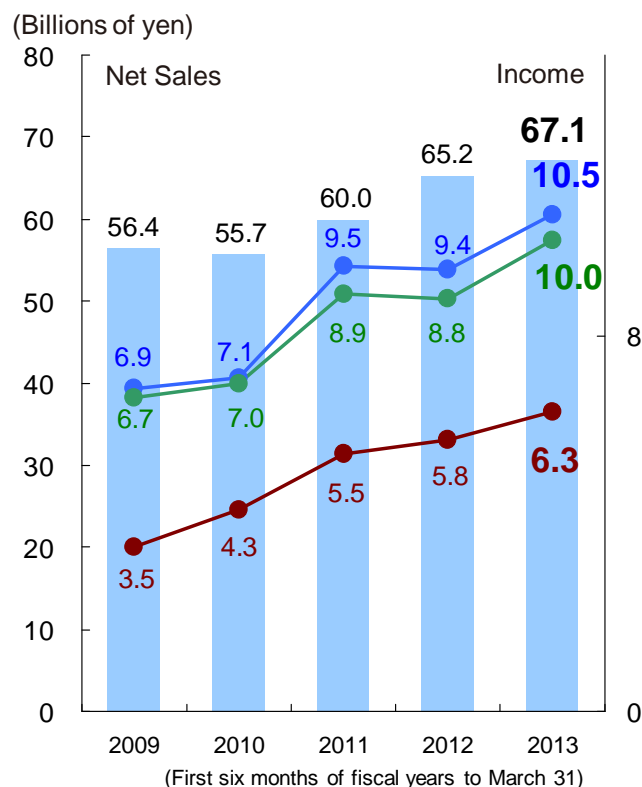
Financial Highlights for First Six Months of Fiscal Year Ending March 31, 2013

Financial Highlights



* Announced in May 2012

(Billions of yen)



Legend:
■ Net Sales
● Operating Income
● Ordinary Income
● Net Income

	First six months of fiscal year ending March 31, 2013		Forecast for first six months of fiscal year ending March 31, 2013		First six months of fiscal year ended March 31, 2012		YOY (Previous period = 100%)
	Results	Ratio	Forecast*	Ratio	Results	Ratio	
Net Sales	67.1	100%	70.0	100%	65.2	100%	102.9%
Cost of Sales	24.7	36.9%	—	—	24.0	36.9%	103.0%
SG&A	31.7	47.3%	—	—	31.7	48.7%	100.1%
Operating Income	10.5	15.8%	9.8	14.0%	9.4	14.5%	112.2%
Ordinary Income	10.0	15.0%	9.8	14.0%	8.8	13.6%	113.3%
Net Income	6.3	9.5%	6.2	8.9%	5.8	9.0%	109.0%

- Net sales: Despite the impact of significant yen appreciation against the euro, sales increased, primarily due to higher overseas sales, notably in China.
- Operating income: Although yen appreciation pushed up cost of sales, operating income rose, due to the effects of higher sales and curtailed SG&A expenses.
- Non-operating balance: The forex loss was ¥0.68 billion (¥0.78 billion in the corresponding period of the preceding fiscal year).

	First six months of fiscal year ending March 31, 2013	Forecast for first six months of fiscal year ending March 31, 2013	First six months of fiscal year ended March 31, 2012
1USD	79.4	80.0	79.8
1EUR	100.7	105.0	113.8

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➤ Yen appreciation reduced net sales ¥2.22 billion and operating income ¥1.55 billion.
 Note: At the exchange rates prevailing one year earlier, net sales would have been up 6.3%, and operating income up 28.7%.

Capital expenditure: ¥4.09 billion
 Depreciation and amortization: ¥3.78 billion
 R&D expenditure: ¥5.91 billion

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Breakdown of Net Sales and Operating Income

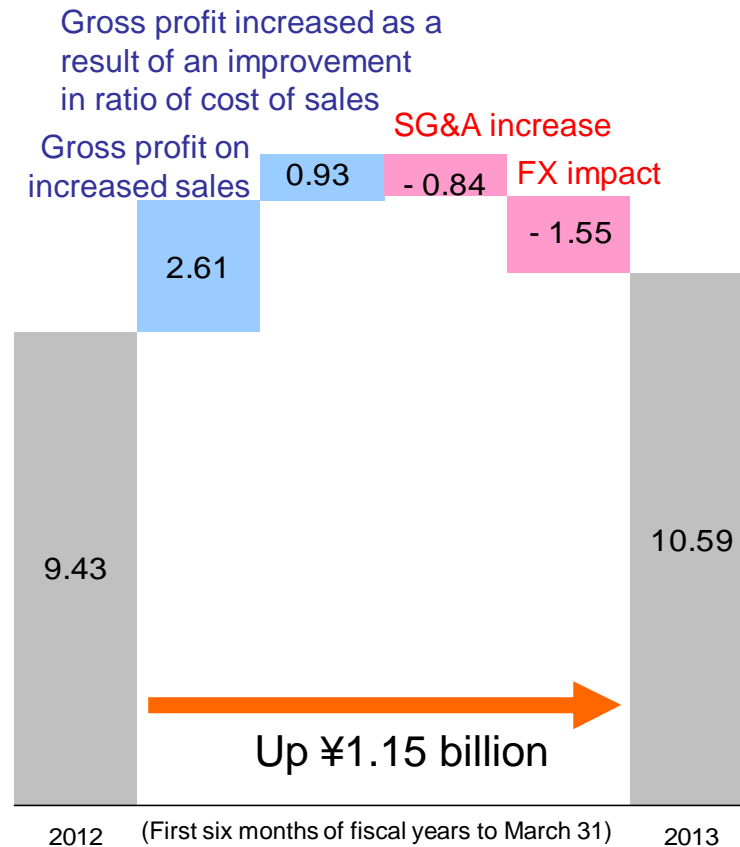
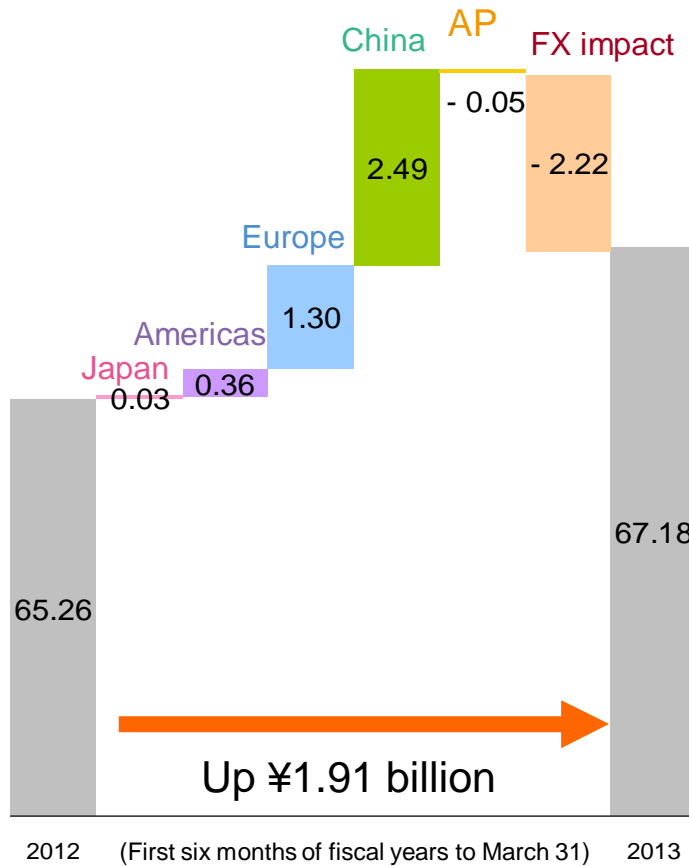


(Billions of yen)

Net Sales

Operating Income

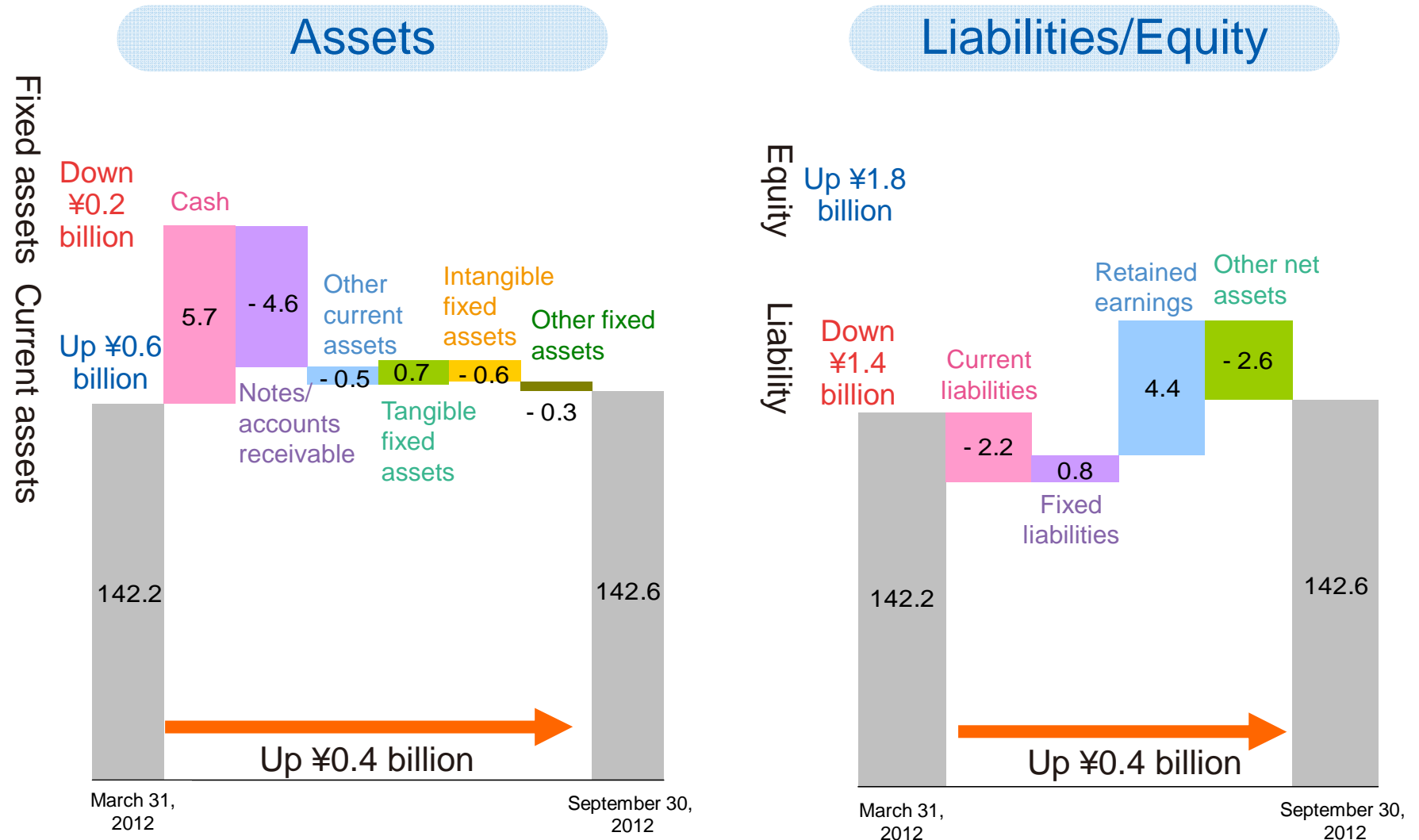
Note: FX impact excluded from regional sales below



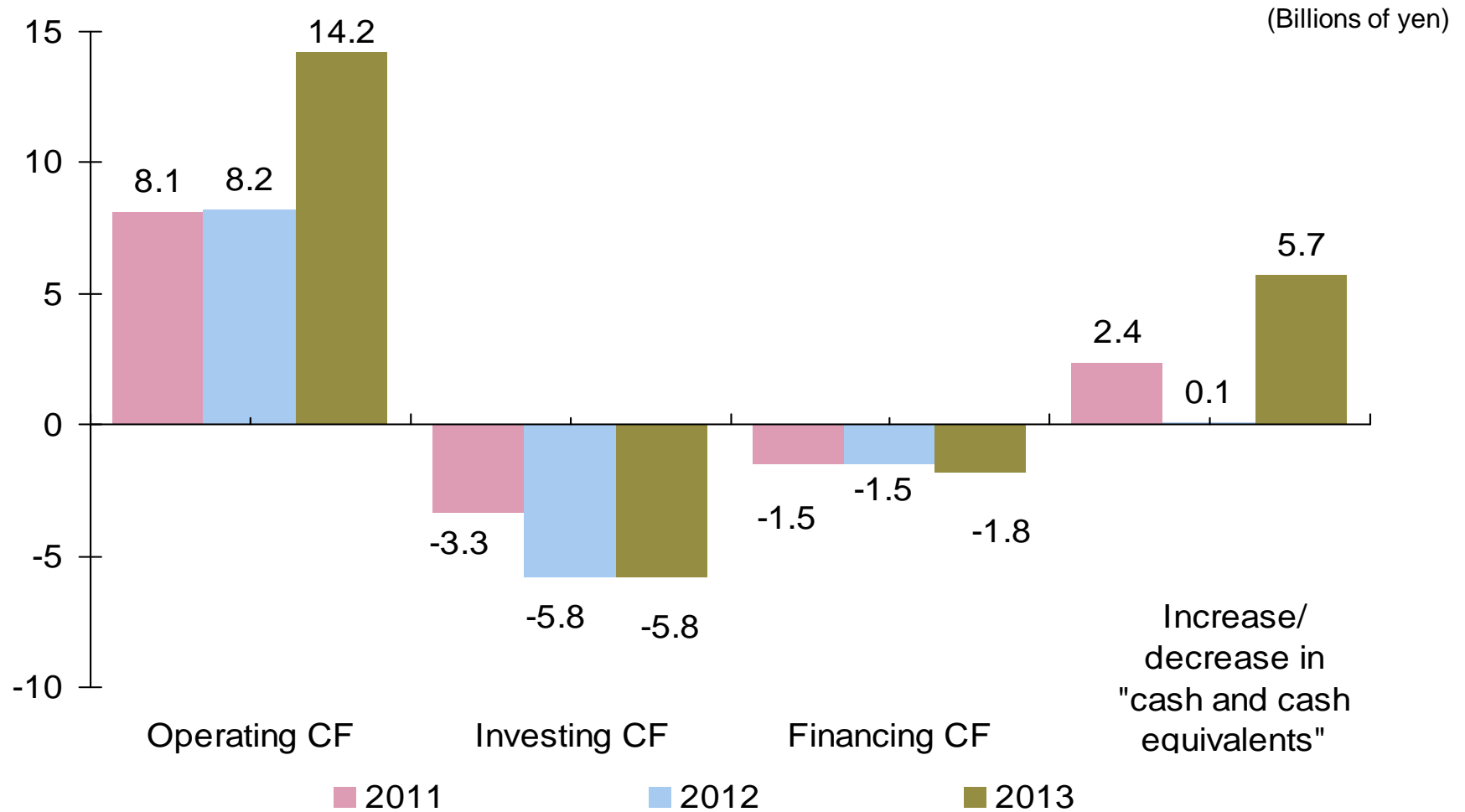
Breakdown of Assets and Liabilities/Equity



(Billions of yen)



Consolidated Cash Flows



(First six months of fiscal years to March 31)

Note: The increase/decrease in cash and cash equivalents includes translation differences on cash and cash deposits.

Topics (1)



Alliances

- Renewed global distributorship sales and service agreement with Roche related to Sysmex hematology products
- Renewed global partnership agreement with Siemens related to hemostasis solutions and services

New Products

- Received approval in China for the XN-Series, our new model in the hematology field
Note: Also received U.S. FDA clearance (October)
- Announced new lineup in the hematology field, the XP-Series, which allows three-part white blood cell differentiation
- Received approval from Japan's Ministry of Health, Labour and Welfare to expand application of OSNA to stomach cancer



XN-Series



XP-Series



RD-100 i



Reagents

Topics (2)



Operational sites

- Expanded and relocated office of regional headquarters for the Americas
- Reinforced Thai sales and support structure
- Planning to acquire land to build factory, thereby expanding instrument production capacity (Kakogawa, Hyogo Prefecture)



New SAI office (virtual studio)

Others

- Designated by the Securities Analysts Association of Japan for “Excellence in Corporate Disclosure, Disclosure to Individual Investors”
- Selected for inclusion in the Dow Jones Sustainability Indexes
- Sysmex 15th Scientific Seminar in China, in Shanghai, attended by approximately 1,000 people (October)



Sysmex 15th Scientific Seminar in China



XN-Series on display

Sales by Field of Business



(Billions of yen)

	First six months of fiscal year ending March 31, 2013		First six months of fiscal year ended March 31, 2012		YOY (Previous period = 100%)
		Ratio		Ratio	
Hematology	42.2	63.0%	40.2	61.7%	105.1%
Hemostasis	9.6	14.4%	8.7	13.4%	110.2%
Immunology	0.9	1.5%	1.0	1.6%	92.8%
Clinical chemistry	1.3	2.0%	1.6	2.5%	81.8%
Urinalysis	5.2	7.8%	5.2	8.1%	99.0%
Other IVD* ¹	5.9	8.9%	6.5	10.0%	91.5%
IVD business	65.4	97.5%	63.5	97.3%	103.1%
Life sciences business	0.4	0.7%	0.4	0.6%	116.8%
Other businesses* ²	1.2	1.8%	1.3	2.1%	90.8%
Total net sales	67.1	100.0%	65.2	100.0%	102.9%

*1 POC, animal testing, IT, other

*2 Scientific measuring, new business, other

Net Sales by Geographic Region



Net Sales by Geographic Region (Sales to Customers)

(Billions of yen)

		First six months of fiscal year ending March 31, 2013		First six months of fiscal year ended March 31, 2012		YOY (Previous period = 100%)	
			Ratio		Ratio	(Yen)	(Local currency)
Net Sales		67.1	100%	65.2	100%	102.9%	—
Region	Americas	13.2	19.7%	12.6	19.4%	104.4%	104.9%
	Europe	17.6	26.2%	18.3	28.2%	95.8%	108.3%
	China	12.7	19.0%	10.0	15.4%	127.0%	124.8%
	AP	3.4	5.1%	3.3	5.1%	103.4%	105.9%
	Japan*	20.1	30.0%	20.8	31.9%	96.7%	—

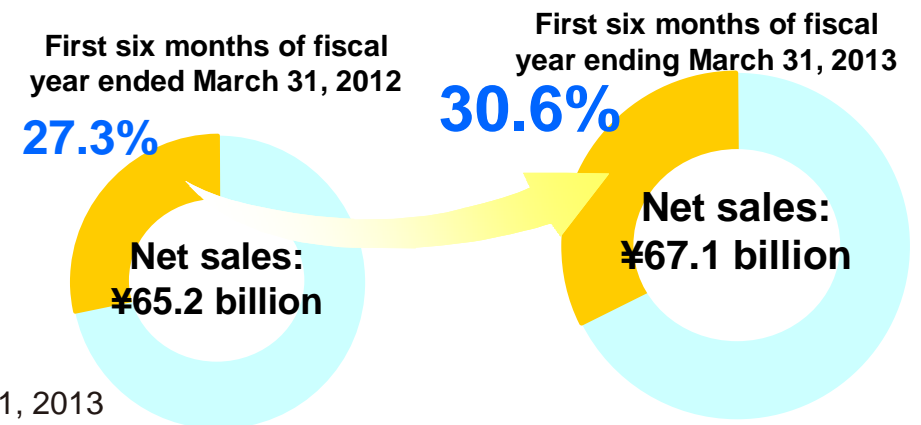
* Includes South Korea, IDEXX and others

Exchange Rates

(Yen)

	First six months of fiscal year ending March 31, 2013	First six months of fiscal year ended March 31, 2012
1USD	79.4	79.8
1EUR	100.7	113.8
1RMB	12.6	12.3
1SGD	63.2	64.8

Percentage of Sales in Emerging Markets

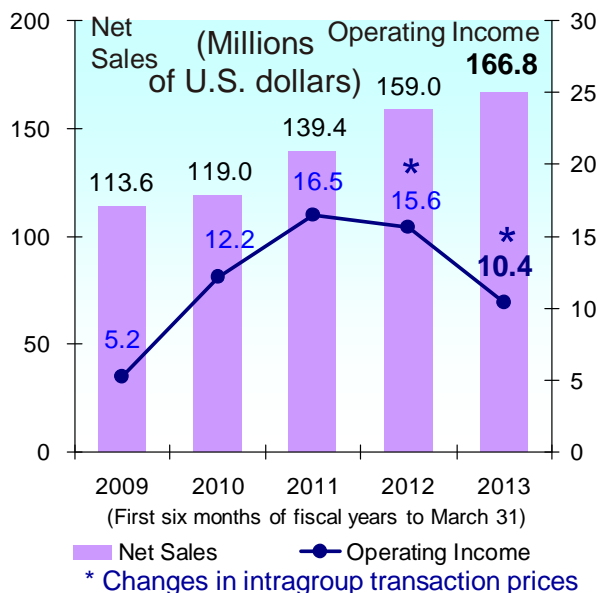
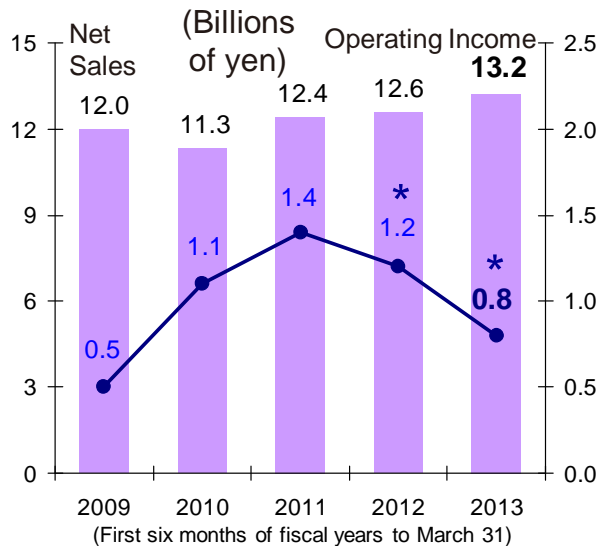


Note: Assumed exchange rates for the fiscal year ending March 31, 2013 (May 2012 announcement): 1USD = ¥80 1EUR = ¥105

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Geographic Segment Information: Americas

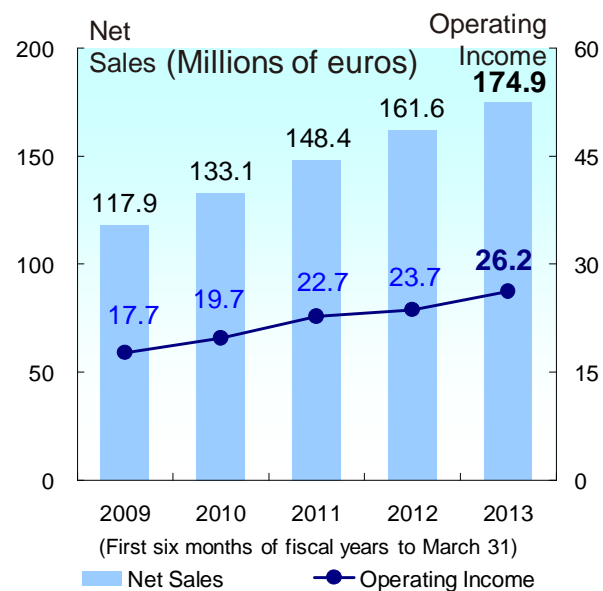
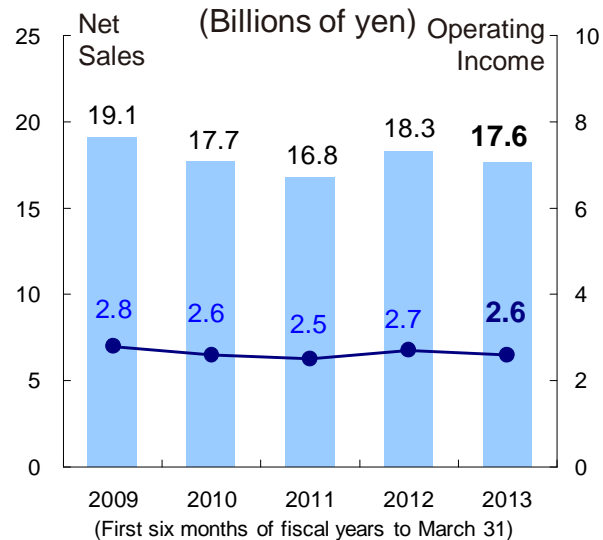


	First six months of fiscal year ending March 31, 2013	First six months of fiscal year ended March 31, 2012	YOY (Previous period = 100%)
Net Sales	13.2	12.6	104.4%
Operating Income	0.8	1.2	66.8%

Note: On a local currency basis: net sales, 104.9%, operating income 67.1%

- Sales growth leveled off due to longer than expected XN clearance and cautious instrument purchasing.
 - North America: Despite cautious purchasing of some instruments in response to the uncertain impact of the healthcare reform bill, sales of reagents and support services rose due to an increase in the installed instrument base.
 - Central and South America: Sales of five-part white blood cell differentiation instruments were solid in Brazil, but sales were down slightly due to decrease in number of project bids in Mexico.
- Operating income declined, due to such factors as higher SG&A expenses for spending to reinforce sales and support structures and related to office relocation and changes in intragroup transaction prices.

Geographic Segment Information: Europe



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	First six months of fiscal year ending March 31, 2013	First six months of fiscal year ended March 31, 2012	(Billions of yen) YOY (Previous period = 100%)
Net Sales	17.6	18.3	95.8%
Operating Income	2.6	2.7	97.6%

Note: On a local currency basis: net sales, 108.3%; operating income, 110.3%

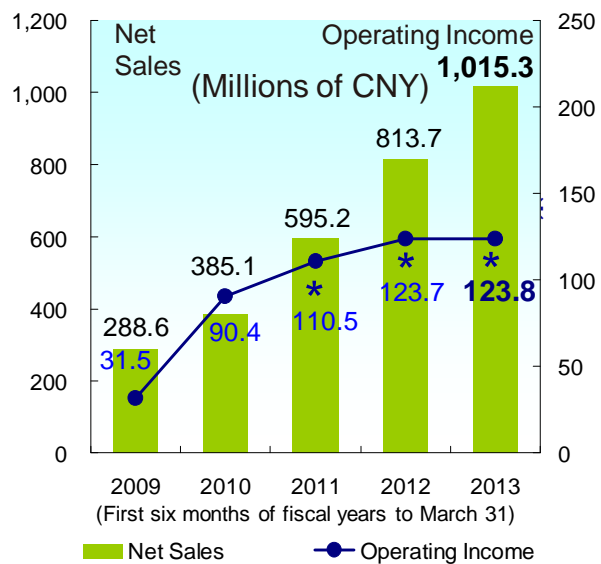
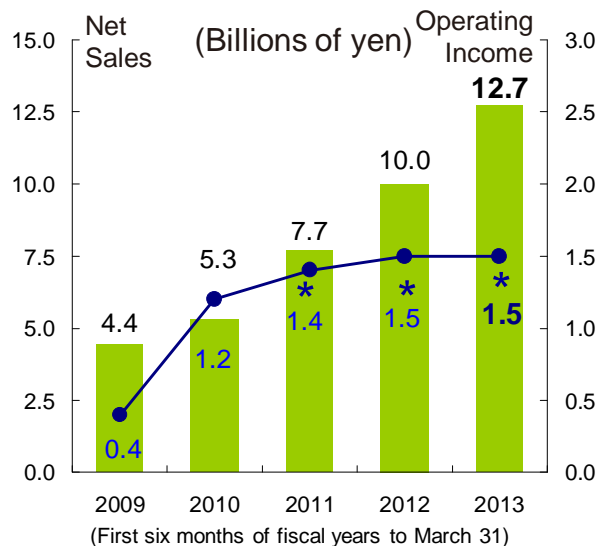
- The impact of the European economic crisis was limited, and sales were up on a local currency basis, although they declined due to the negative impact of yen appreciation.

- Five major countries: Some impact from economic crisis, but sales up on a local currency basis.
 - Germany, France: Sales increased, due to the acquisition of projects stemming from system proposals.
 - Spain, Italy: Sales were down due to budget delays at government-affiliated hospitals.
- Middle East, Africa: Sales increased, due to acquisition of government-related projects in Saudi Arabia and South Africa.
- Other parts of Europe: Sales were up in the Benelux countries due to XN sales.
- Eastern Europe, Russia: Sales were up slightly in Russia but down in Eastern Europe.

- Although up on a local currency basis due to higher sales and an improved ratio of cost of sales, operating income fell as a result of the negative impact of yen appreciation.

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Geographic Segment Information: China



* Changes in intragroup transaction prices

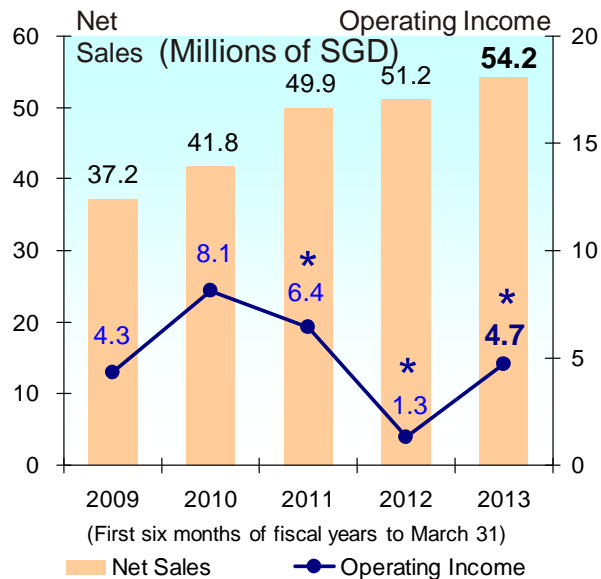
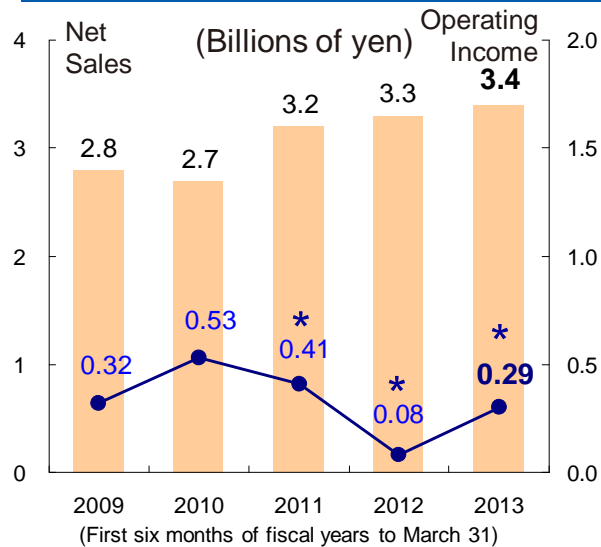
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	First six months of fiscal year ending March 31, 2013	First six months of fiscal year ended March 31, 2012	YOY (Previous period = 100%)
Net Sales	12.7	10.0	127.0%
Operating Income	1.5	1.5	101.8%

Note: On a local currency basis: net sales, 124.8%; operating income, 100.0%

- Due to expansion in healthcare demand, sales in the hematology and non-hematology fields continued to grow substantially.
 - Hematology: Sales of system products and other five-part white blood cell differentiation instruments were up substantially.
 - Hemostasis: Sales of instruments and reagents both increased, in line with growing demand for coagulation and fibrin analysis.
 - Urinalysis: Reagent sales increased in line with expansion in installed base of urinalysis transport system products.
 - Clinical chemistry: Sales were down due to a delay in sales of certain reagents.
- Operating income rose slightly, with changes in intragroup transaction prices countering major increase in sales.

Geographic Segment Information: AP



* Changes in intragroup transaction prices

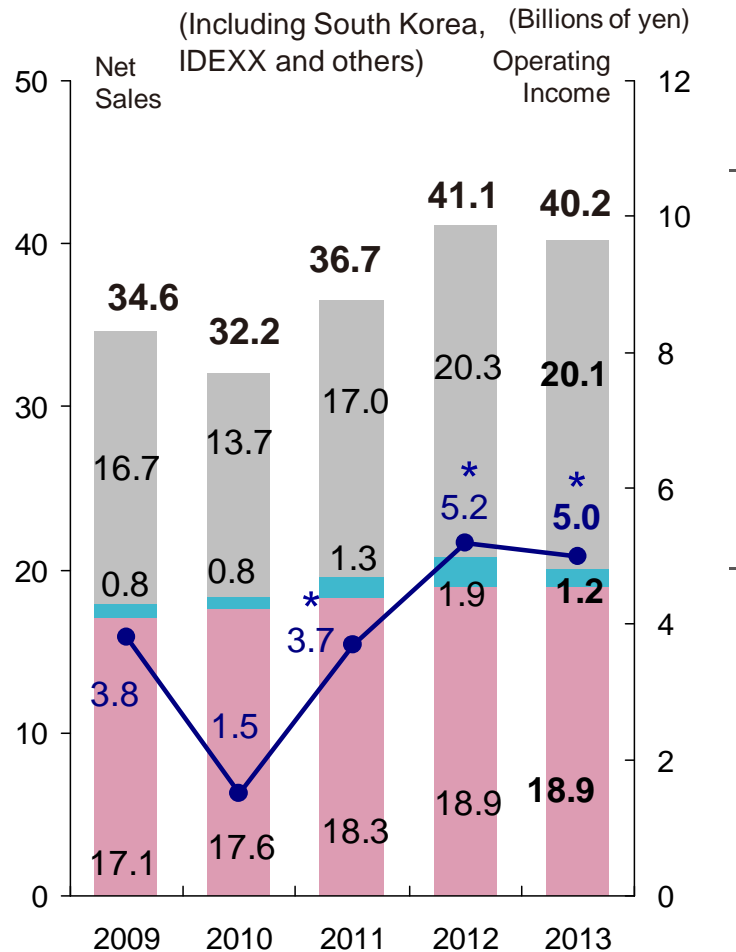
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	First six months of fiscal year ending March 31, 2013	First six months of fiscal year ended March 31, 2012	YOY (Previous period = 100%)
Net Sales	3.4	3.3	103.4%
Operating Income	0.29	0.08	363.8%

Note: On a local currency basis: net sales, 105.9%, operating income: 372.6%

- Sales increased, centering on hematology field in Southeast Asia and Oceania, although down in South Asia.
 - Southeast Asia: Sales increased, as sales of government-related projects recovered in Indonesia and due to shift to direct selling in the Philippines.
 - South Asia: Sales were down in India, due to delays in renewing distributor agreements.
 - Oceania: Sales increased, due to the acquisition of major projects in the hematology field.
- Operating income increased, as improved cost of sales ratio compensated for increased SG&A expenses stemming from reinforcement of sales and support structures in the Philippines and Taiwan.

Geographic Segment Information: Japan



- Intra-Area Transfers: Exports to Group affiliates, others
- Sales to Customers: South Korea, IDEXX and others
- Sales to Customers: Japan
- Operating Income

* Changes in intragroup transaction prices

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	First six months of fiscal year ending March 31, 2013	First six months of fiscal year ended March 31, 2012	YOY (Previous period = 100%)
Net Sales	40.2	41.1	97.8%
Sales to Customers	20.1	20.8	96.7%
Japan	18.9	18.9	100.2%
South Korea, IDEXX and others	1.2	1.9	62.4%
Intra-Area Transfers	20.1	20.3	98.9%
Operating Income	5.0	5.2	97.6%

- Japan: Sales were flat overall: sales in the hematology field were robust due to solution proposals, but sales were down in non-hematology fields.

- South Korea, IDEXX and others:

- Sales were up slightly in South Korea, down for IDEXX.

Note: Due to a change in commercial distribution, sales in Taiwan were shifted to the Asia Pacific region from the third quarter of the fiscal year ended March 31, 2012.

- Operating income decreased, due to lower sales to customers and decreased sales to Group affiliates (overseas) due to the negative impact of exchange rates.

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Chapter 2

Consolidated Earnings Forecast for Fiscal Year Ending March 31, 2013

Financial Forecast Revisions



● Differences from Previously Announced Forecast

(Billions of yen)

	Previous Forecast (Announced in May 2012)		Current Forecast		Change	Percentage Change (%)	Results for Previous Fiscal Year (Fiscal year ended March 31, 2012)	
		Ratio		Ratio				Ratio
Net Sales	148.0	100%	140.0	100%	(8.0)	(5.4)%	134.7	100%
Operating Income	21.0	14.2%	20.0	14.3%	(1.0)	(4.8)%	19.2	14.3%
Ordinary Income	21.0	14.2%	19.5	13.9%	(1.5)	(7.1)%	19.1	14.2%
Net Income	13.0	8.8%	12.1	8.6%	(0.9)	(6.9)%	12.0	8.9%

Assumed exchange rates for full fiscal year: 1USD = ¥79.7 1EUR = ¥102.8

Assumptions at beginning of year: 1USD = ¥80.0 1EUR = ¥105.0

● Reasons for Revisions

- Net Sales: Factors include the delayed introduction of the XN-Series into the U.S. market (due to extended clearance procedures) and concern about Chinese market deceleration
- Operating Income: Expected to fall below previously forecast levels despite efforts to reduce cost of sales and promote decreases in selling, general and administrative expenses (including a ¥1.0 billion reduction in R&D expenditure)
- Ordinary Income, Net Income: Worsening non-operating income, due to foreign exchange losses

Consolidated Earnings Forecast

(Revised subsequent to May 2012 announcement)



Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2013

● Net Sales: ¥140.0 billion	● Operating Income: ¥20.0 billion	● Ordinary Income: ¥19.5 billion	● Net Income: ¥12.1 billion
	● Operating Margin: 14.3%	● Ordinary Margin: 13.9%	● Net Income Margin: 8.6%
Planned Investment	● Capital Expenditure: ¥12.6 billion	● Depreciation and Amortization: ¥7.3 billion	● R&D Expenditure: ¥12.5 billion

Assumed exchange rates for second half:

1USD = ¥80

1EUR = ¥105

Assumed exchange rates for full fiscal year:

1USD = ¥79.7

1EUR = ¥102.8

Note: Assumptions at beginning of year:

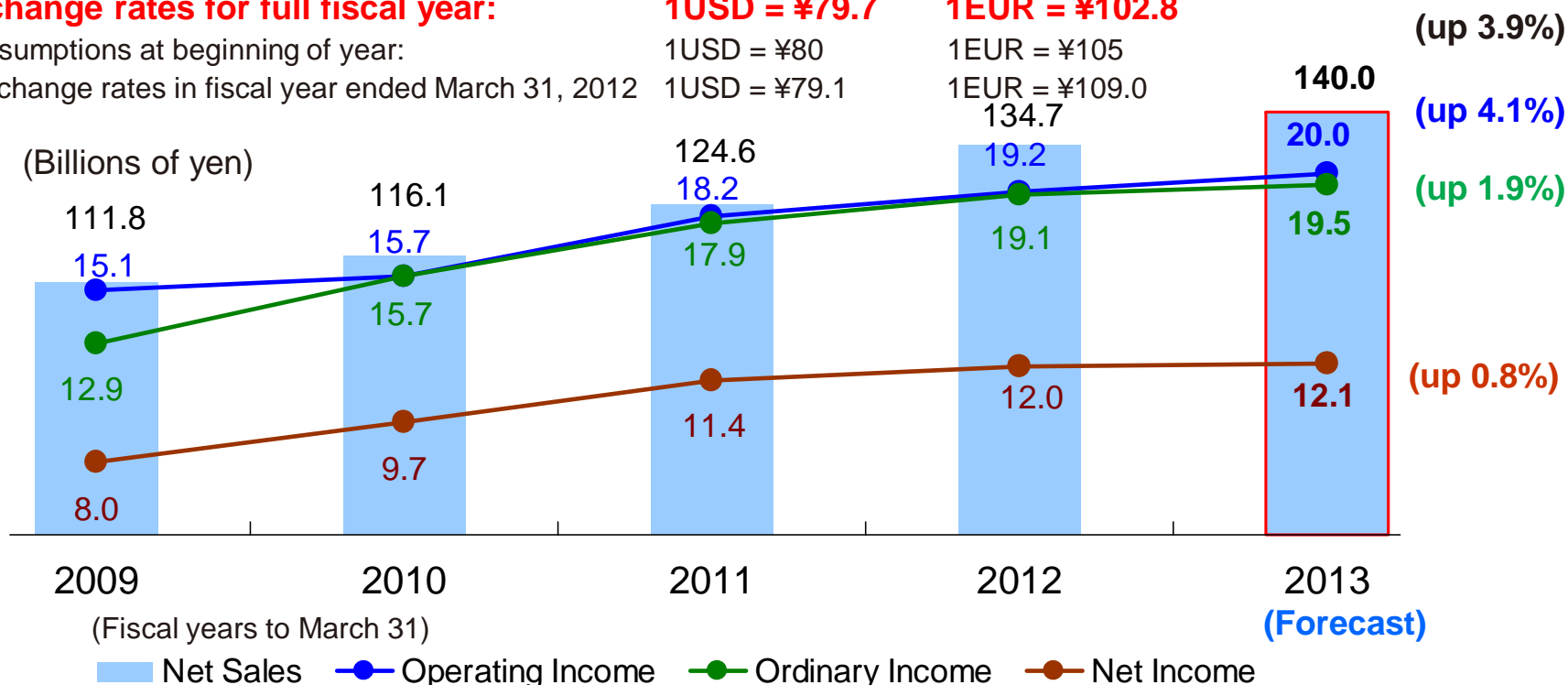
1USD = ¥80

1EUR = ¥105

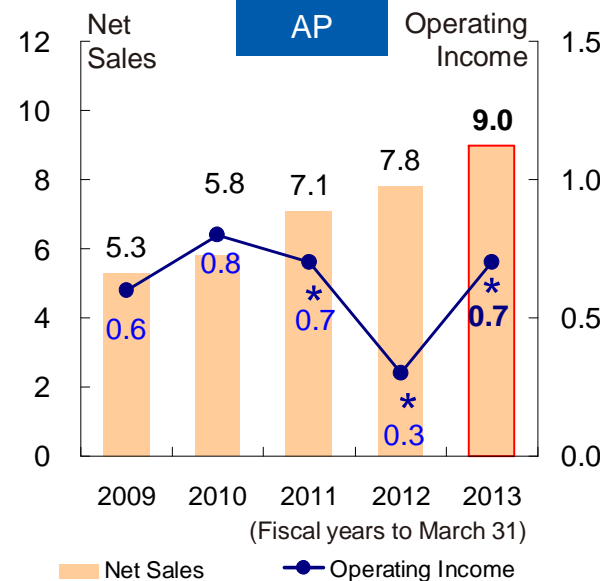
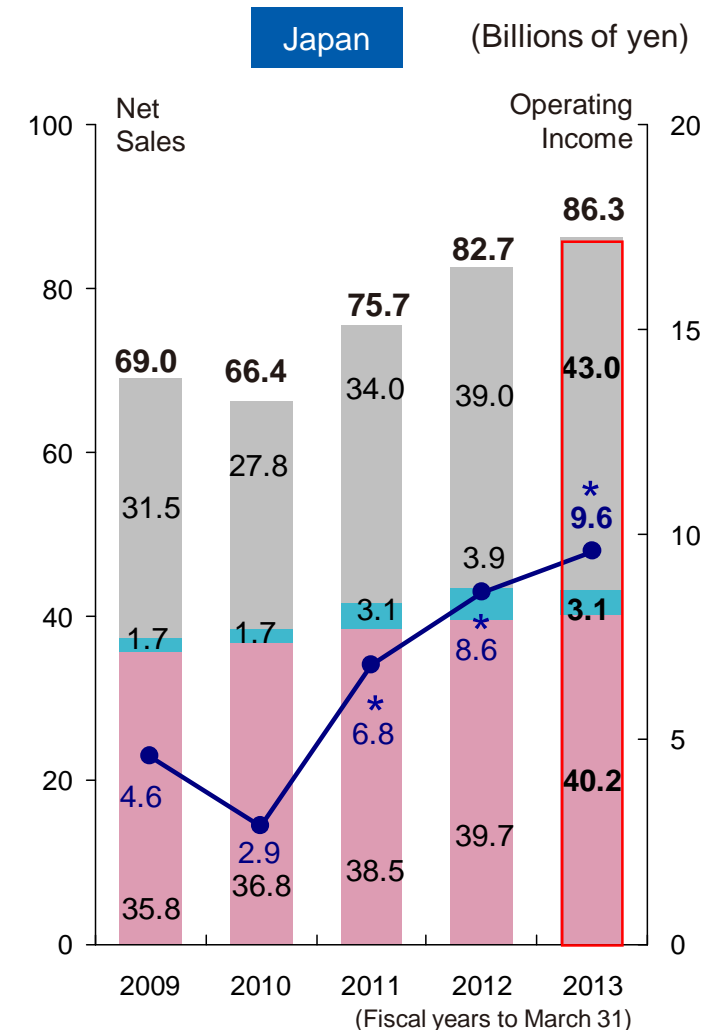
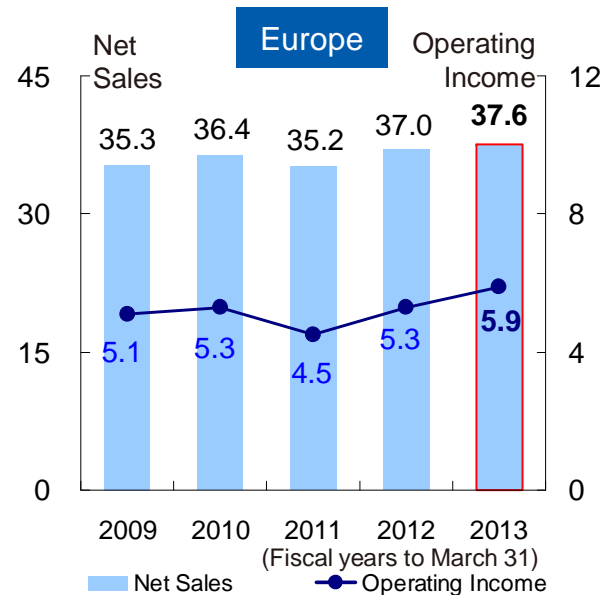
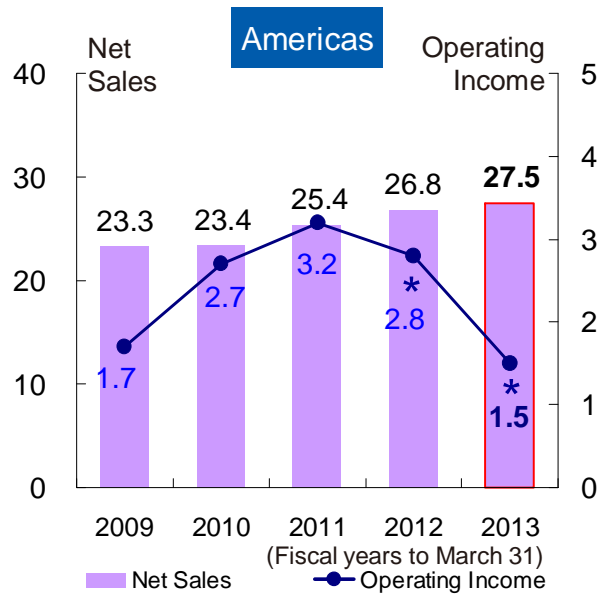
Exchange rates in fiscal year ended March 31, 2012

1USD = ¥79.1

1EUR = ¥109.0



Financial Targets: Sales and Operating Income by Region (Revised subsequent to May 2012 announcement)



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

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We Believe the Possibilities.

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