



# Financial Results for the 1st Quarter of the Fiscal Year Ending March 31, 2012

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**August 3, 2011**

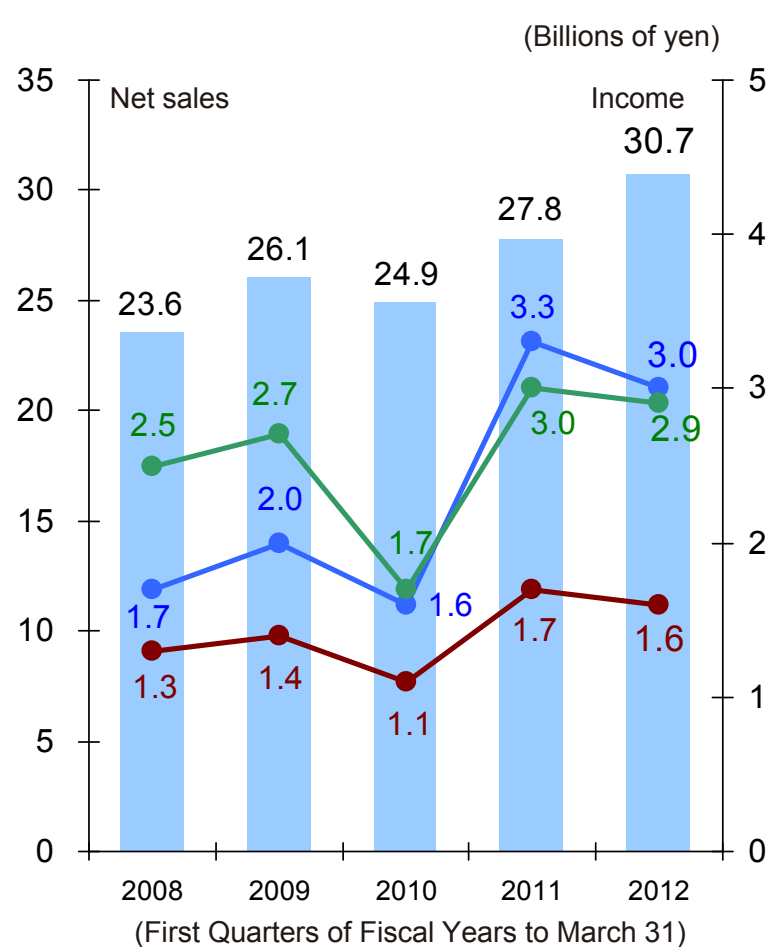
Sysmex Corporation

## 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.

# 1st Quarter Financial Highlights



■ Net Sales      ● Operating Income  
● Ordinary Income      ● Net Income

(First Quarters of Fiscal Years to March 31)

(Billions of yen)

	2012 1Q		2011 1Q		YoY (Previous period = 100%)
		Ratio		Ratio	
Net Sales	30.7	100%	27.8	100%	110.3%
Cost of sales	11.6	38.0%	9.7	35.1%	119.6%
SG&A expenses	16.0	52.1%	14.7	52.8%	108.6%
Operating Income	3.0	9.9%	3.3	12.1%	90.4%
Ordinary Income	2.9	9.7%	3.0	10.8%	99.1%
Net Income	1.6	5.4%	1.7	6.3%	93.7%

● **Net sales increased in Japan and overseas, but owing to the impact of yen appreciation the cost ratio worsened. This factor, plus higher SG&A expenses to reinforce sales and support activities, caused income to fall.**

- Net sales increased in all geographic regions on a local currency basis.
- Operating income fell, owing to the impact of substantial yen appreciation, among other factors.
- The non-operating balance increased ¥0.29 billion year on year. (Within this amount, the forex loss came to ¥0.21 billion, compared with ¥0.46 billion in the first quarter of the previous fiscal year.)
- Yen appreciation reduced net sales ¥1.07 billion and operating income ¥1.01 billion.

Notes: At the exchange rates prevailing one year earlier, net sales would have been up 14.1% and operating income up 20.3%.

\* Capital expenditure: ¥1.23 billion; depreciation and amortization: ¥1.82 billion;  
R&D expenditure: ¥2.96 billion.

(Yen)

	2012 1Q	2011 1Q
1USD	81.7	92.0
1EUR	117.4	117.0

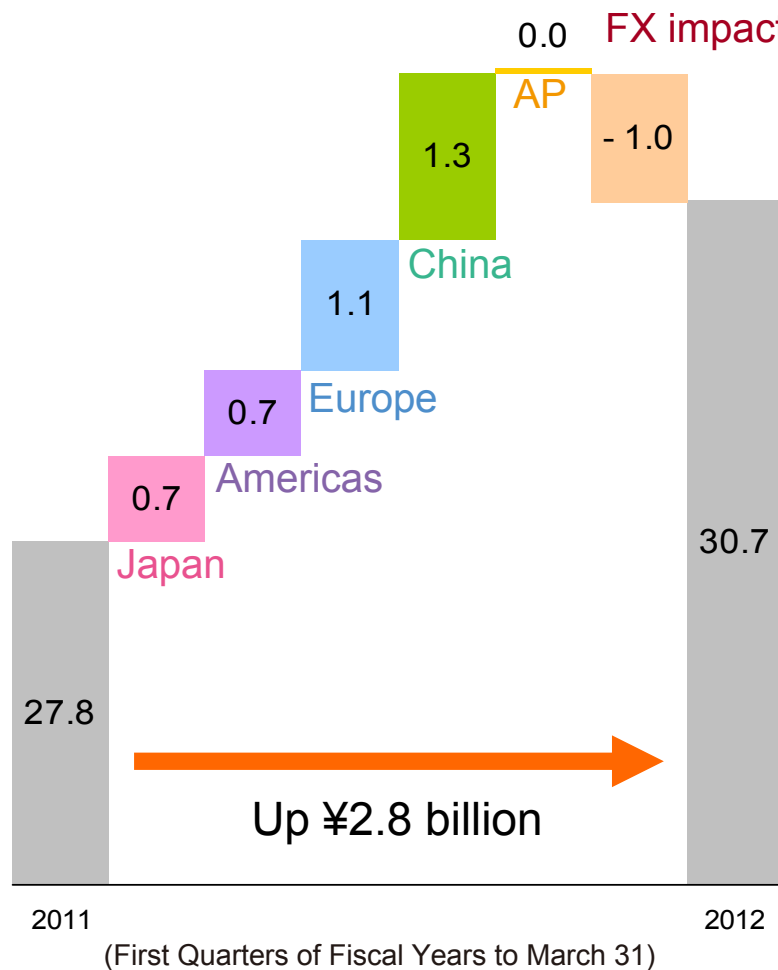
# Breakdown of Net Sales and Operating Income



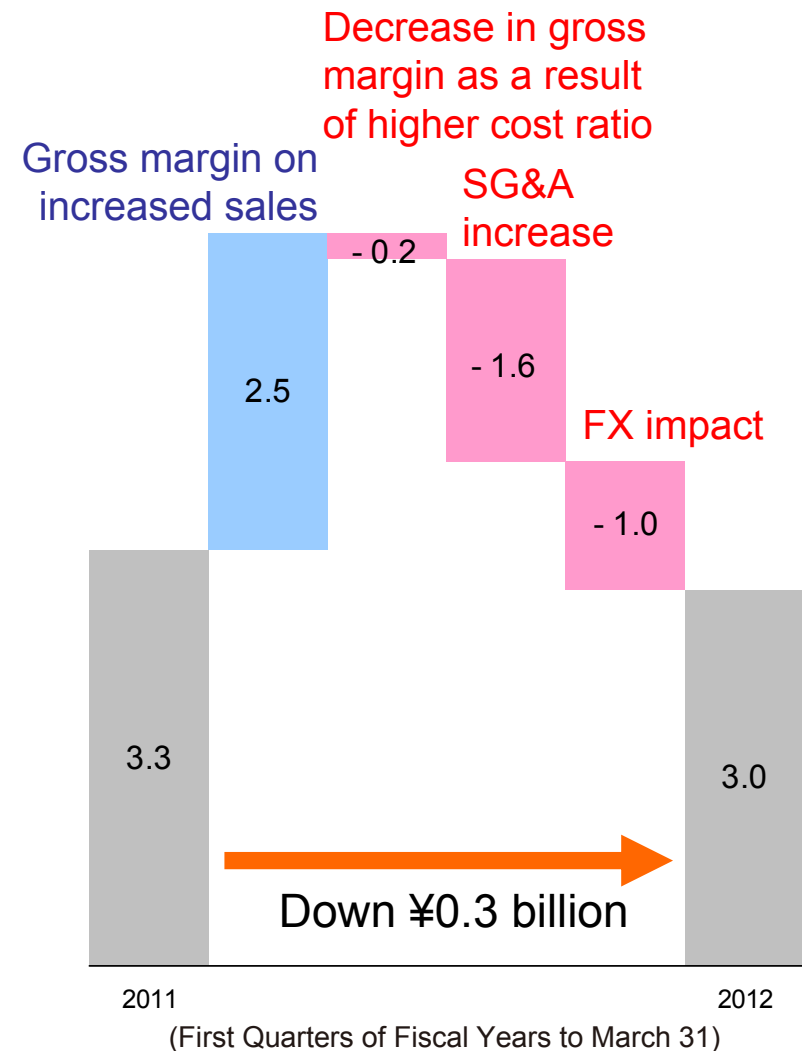
(Billions of yen)

## Net Sales

Note: FX impact excluded from regional sales below



## Operating Income



- Launched new products in the hematology and clinical chemistry fields
  - Hematology field
    - Commenced sales of the flagship XN-Series (Japan), with gradual rollout in global market
    - Began sales in China of the XS-500*i* (five-type analyzer), tailored to emerging market needs, with gradual rollout into other emerging markets
  - Clinical chemistry field
    - Launched sales in China of JCA-BM6010/C (JEOL) automated clinical chemistry analyzer



XN-9000 multiparameter automated hematology analyzer



XS-500*i* compact hematology analyzer



JCA-BM6010/C automated clinical chemistry analyzer

- Established subsidiary in Russia, a market slated for expansion.
- Product supply and support structures unaffected by Great East Japan Earthquake

# Net Sales by Geographic Region



● **Net Sales by Geographic Region (Sales to Customers)** (First Quarters of Fiscal Years to March 31) (Billions of yen)

		2012		2011		YoY (Previous period = 100%)	
		1Q	Ratio	1Q	Ratio	(Yen)	(Local currency)
Net Sales		30.7	100%	27.8	100%	110.3%	—
Region	Americas	6.2	20.2%	6.3	22.7%	98.2%	<b>110.5%</b>
	Europe	9.6	31.2%	8.4	30.4%	113.4%	<b>113.0%</b>
	China	4.9	16.2%	3.9	14.2%	125.7%	<b>134.9%</b>
	AP	1.4	4.8%	1.4	5.1%	103.7%	<b>104.0%</b>
	Japan*	8.4	27.5%	7.6	27.6%	<b>110.1%</b>	—

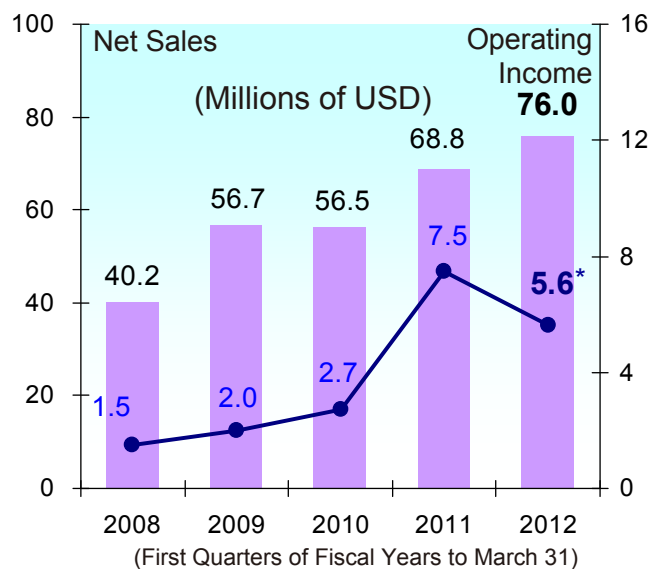
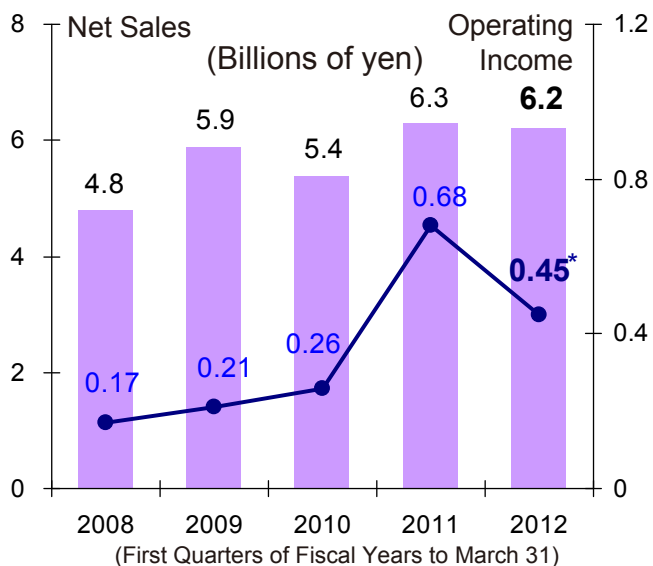
\* Includes South Korea, Taiwan, other countries and IDEXX

● **Exchange Rates** (First Quarters of Fiscal Years to March 31) (Yen)

	2012 1Q	2011 1Q
1 USD	81.7	92.0
1 EUR	117.4	117.0
1 CNY	12.6	13.5
1 SGD	65.9	66.1

Notes: Assumed exchange rates for the fiscal year ending March 31, 2012, are  
US\$1.00 = ¥85 and €1.00 = ¥115.

# Geographic Segment Information: Americas



■ Net Sales      ● Operating Income  
 \* Changes in intragroup transaction prices

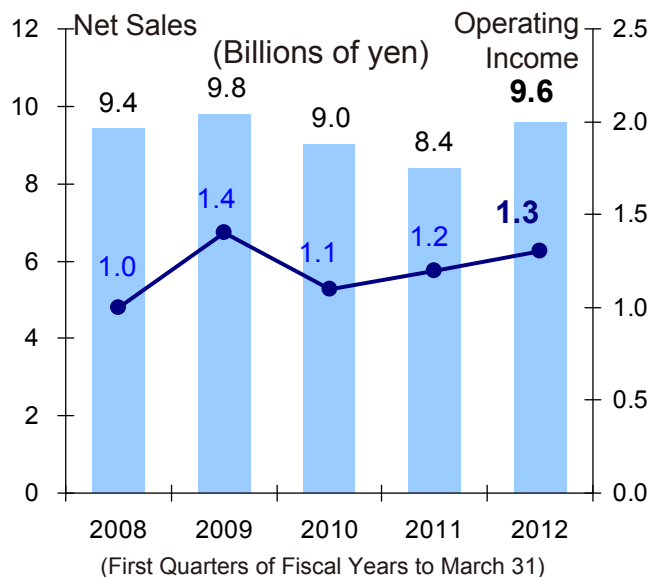
	(First Quarters of Fiscal Years to March 31)		(Billions of yen)
	2012 1Q	2011 1Q	YoY (Previous period = 100%)
Net Sales	<b>6.2</b>	6.3	98.2%
Operating Income	<b>0.45</b>	0.68	67.0%

Note: On a local currency basis: net sales: 110.5%, operating income: 75.4%

- **Net sales were down, owing to the impact of yen appreciation, but robust sales in the hematology field continued to push up sales on a local currency basis.**
  - North America: Sales in the hematology field were firm, owing to sales to IHNs\* and other customers.
  - Brazil: Sales of system products were robust.
  - Mexico: Economic resurgence encouraged a recovery in tenders, causing net sales to increase.
- **Income was down, due to the effects of substantial yen appreciation and significantly higher SG&A expenses, as we continued the shift to direct sales and reinforced activities to support the expansion of our business.**

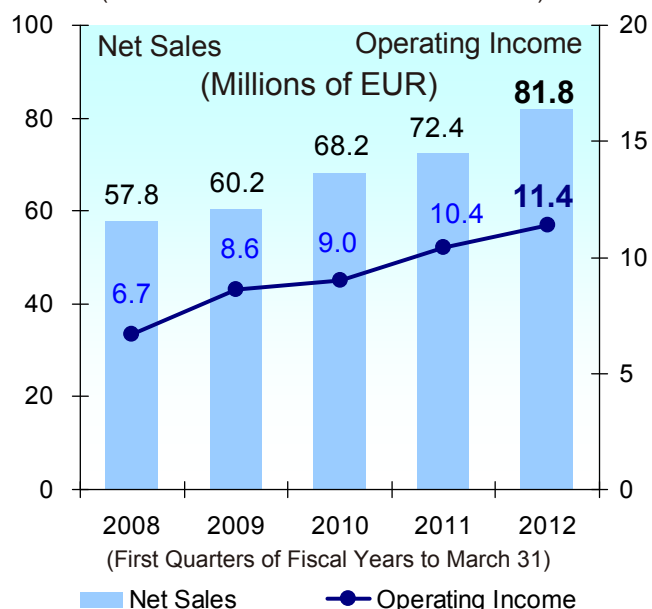
\* IHN: Integrated healthcare network

# Geographic Segment Information: Europe



	(First Quarters of Fiscal Years to March 31)		(Billions of yen)
	2012 1Q	2011 1Q	YoY (Previous period = 100%)
Net Sales	9.6	8.4	113.4%
Operating Income	1.3	1.2	110.1%

Note: On a local currency basis: net sales: 113.0%, operating income: 109.7%



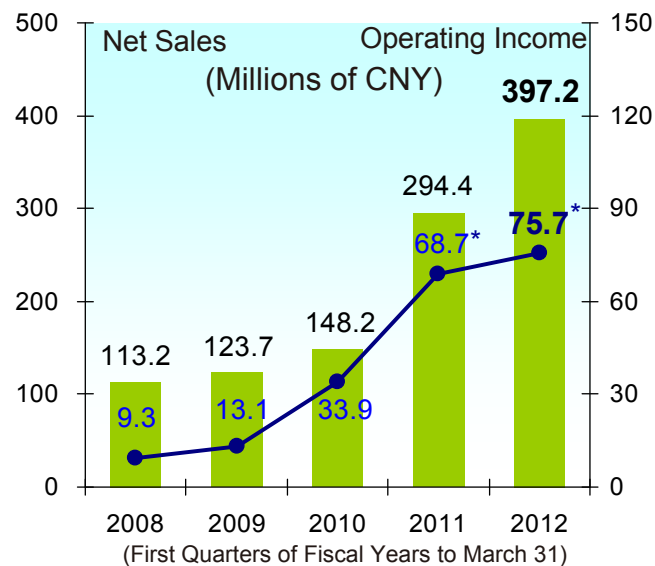
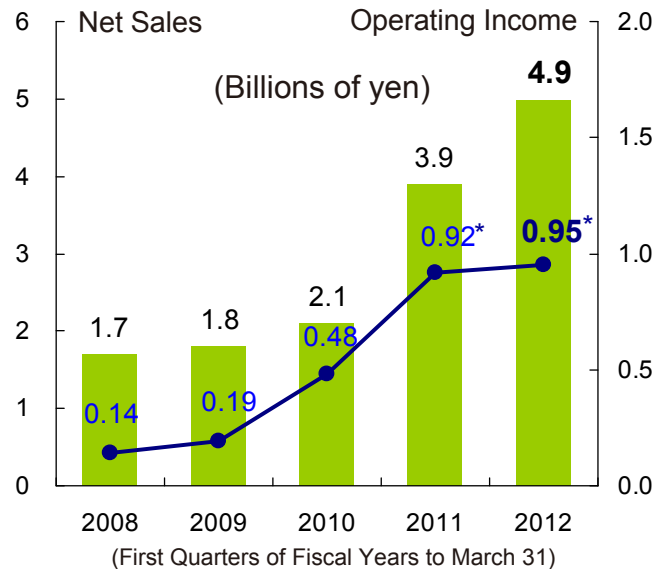
● **Europe posted a double-digit net sales increase, owing to favorable performance in the hematology field in five major countries.**

- UK, France: Our success in proposing solutions resulted in higher instrument and reagent sales.
- Eastern Europe, Russia: Won large tender project in Russia, pushing up sales.

● **Operating income rose, as the impact of higher sales overcame the effects of an increase in SG&A expenses resulting from efforts to reinforce sales and support networks, as well as from the acquisition of Hyphen.**



# Geographic Segment Information: China



■ Net Sales     ● Operating Income  
 \* Changes in intragroup transaction prices

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	(First Quarters of Fiscal Years to March 31)		(Billions of yen)
	2012 1Q	2011 1Q	YoY (Previous period = 100%)
Net Sales	<b>4.9</b>	3.9	125.7%
Operating Income	<b>0.95</b>	0.92	102.7%

Note: On a local currency basis: net sales: 134.9%, operating income: 110.2%

**● In line with ongoing expansion in healthcare demand, sales in hematology and non-hematology fields increased substantially.**

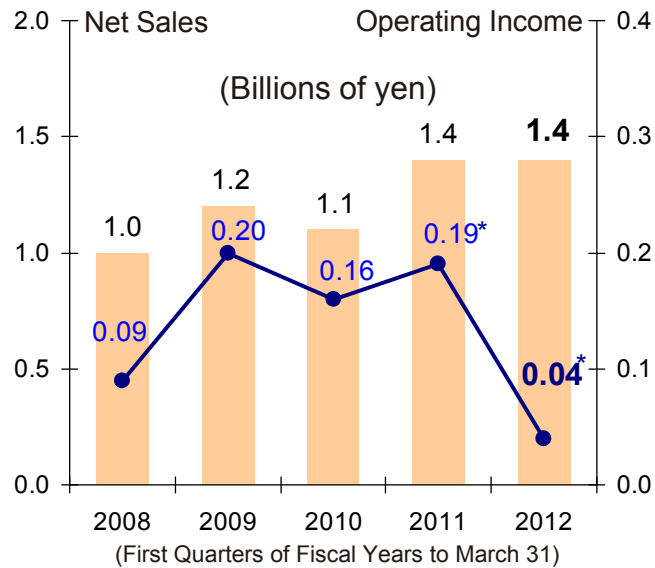
- Hematology: Owing to introduction of new XS-500i, sales rose significantly, centering on five-type analyzer.
- Urinalysis: Sales of urinalysis transport system products were favorable, and sales of instruments and reagents both increased.
- Hemostasis: Sales of instruments and reagents both increased, in line with growing demand for coagulation and fibrin analysis.
- Clinical chemistry: Sales grew, owing to introduction of new JCA-BM6010/C (JEOL).

**● Operating income increased slightly, owing to changes in intragroup transaction prices and other factors.**

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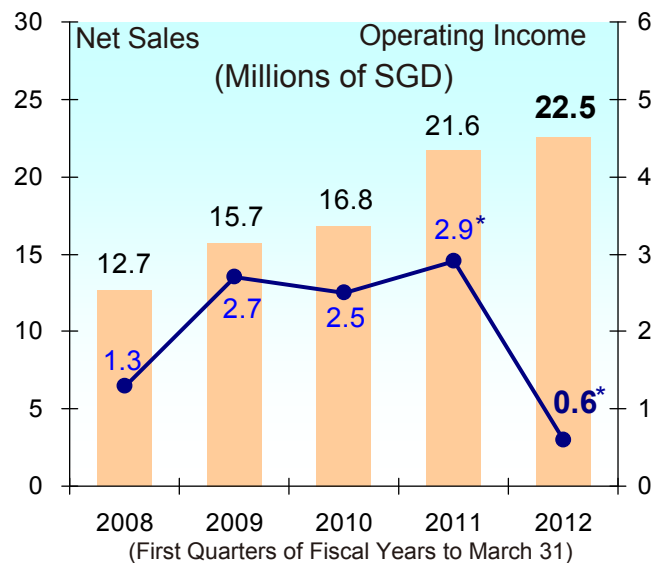


# Geographic Segment Information: AP



	(First Quarters of Fiscal Years to March 31)		(Billions of yen)
	2012 1Q	2011 1Q	YoY (Previous period = 100%)
Net Sales	<b>1.48</b>	1.42	103.7%
Operating Income	<b>0.04</b>	0.19	20.6%

Note: On a local currency basis: net sales: 104.0%, operating income: 20.8%



Legend: Net Sales (orange bar), Operating Income (blue line with dot)

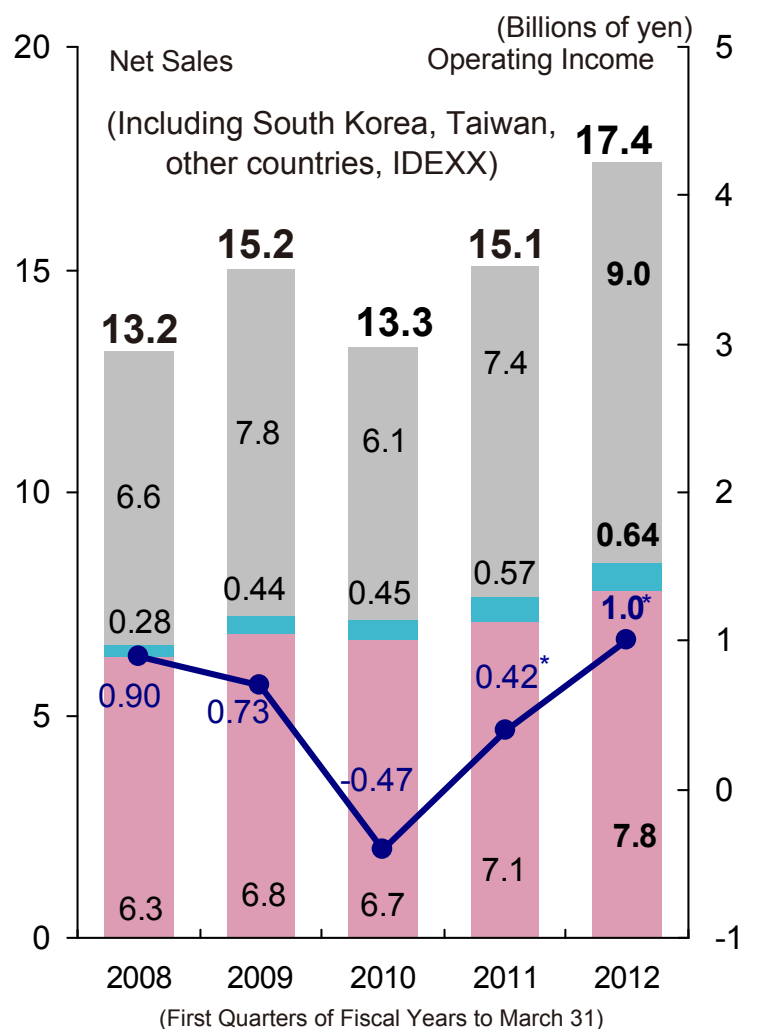
\* Changes in intragroup transaction prices

## Although down in Oceania, sales were up in Southeast and South Asia, centering on the hematology field.

- Indonesia, Malaysia: Major orders in the preceding fiscal year pushed up reagent sales.
- India: Sales of hematology instruments were robust.

## Operating income decreased, owing to a major increase in the cost ratio, stemming mostly from changes in intragroup transaction prices.

# Geographic Segment Information: Japan



- Inter-Area Transfers: Exports to Group Affiliates, others
- Sales to Customers: South Korea, Taiwan, other countries, IDEXX
- Sales to Customers: Japan
- Operating Income

\* Changes in intragroup transaction prices

(First Quarters of Fiscal Years to March 31) (Billions of yen)

	2012 1Q	2011 1Q	YoY (Previous period = 100%)
<b>Net Sales</b>	<b>17.4</b>	15.1	115.2%
Sales to Customers	8.4	7.6	110.1%
Japan	7.8	7.1	109.9%
South Korea, Taiwan, other countries, IDEXX	0.64	0.57	112.7%
Inter-Area Transfers	9.0	7.4	120.5%
<b>Operating Income</b>	<b>1.0</b>	0.42	247.1%

- **Japan: Continued to promote solution proposals, resulting in numerous large-scale orders.**
- **IDEXX Laboratories: Sales of hematology analyzers for animals were favorable.**
- **Operating income increased, owing to higher sales to Japan, Group affiliates (overseas) and changes in intragroup transaction prices.**

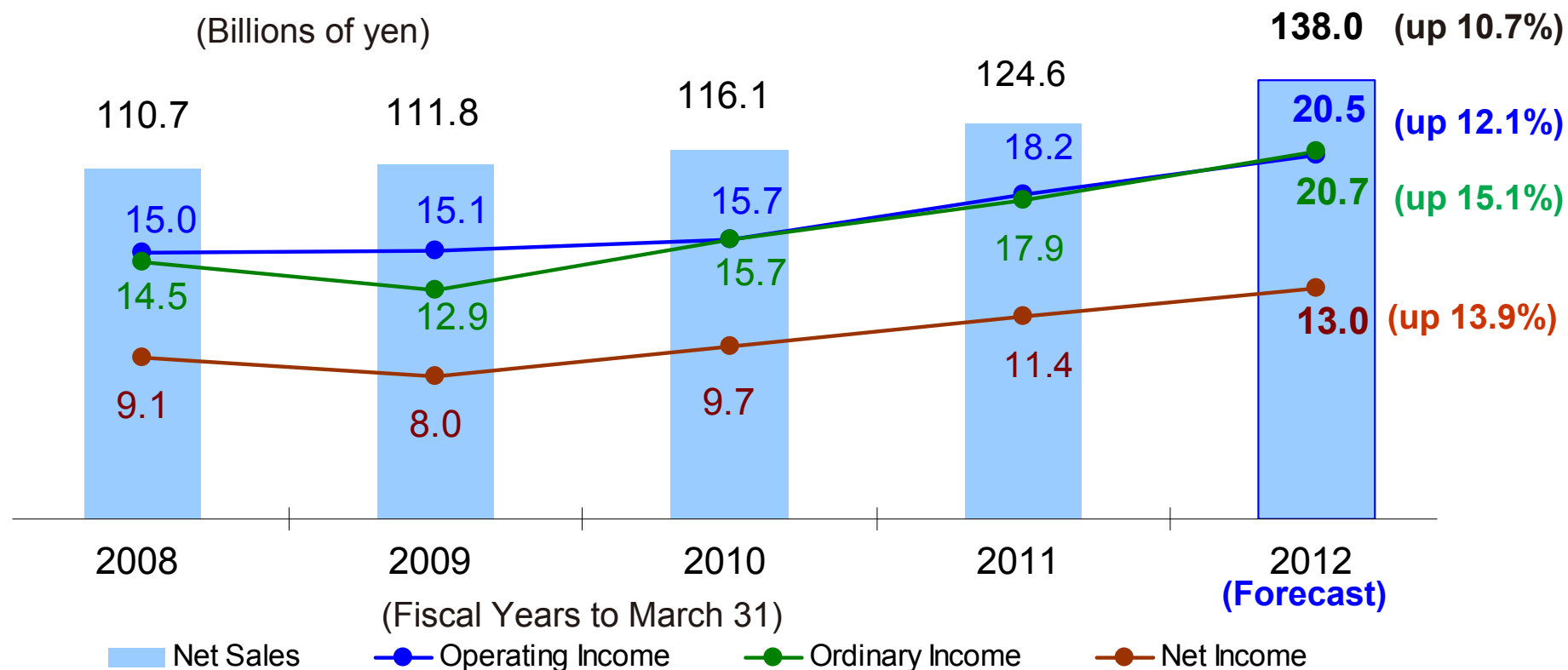
# Consolidated Earnings Forecast (Unchanged from forecast announced in May 2011)



## Consolidated Earnings Forecast for the Year Ending March 31, 2012

● Net Sales: ¥138.0 billion	● Operating Income: ¥20.5 billion	● Ordinary Income: ¥20.7 billion	● Net Income: ¥13.0 billion
	● Operating Margin: 14.9%	● Ordinary Margin: 15.0%	● Net Income Margin: 9.4%
<b>Planned Investment</b>	● Capital Expenditure: ¥9.8 billion	● Depreciation and Amortization: ¥7.3 billion	● R&D Expenditure: ¥13.3 billion

Assumed exchange rates: US\$1.00 = ¥85 €1.00 = ¥115



# We Believe the Possibilities.

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