



# Financial Results for the First Nine Months of the Fiscal Year Ending March 31, 2012

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**February 3, 2012**

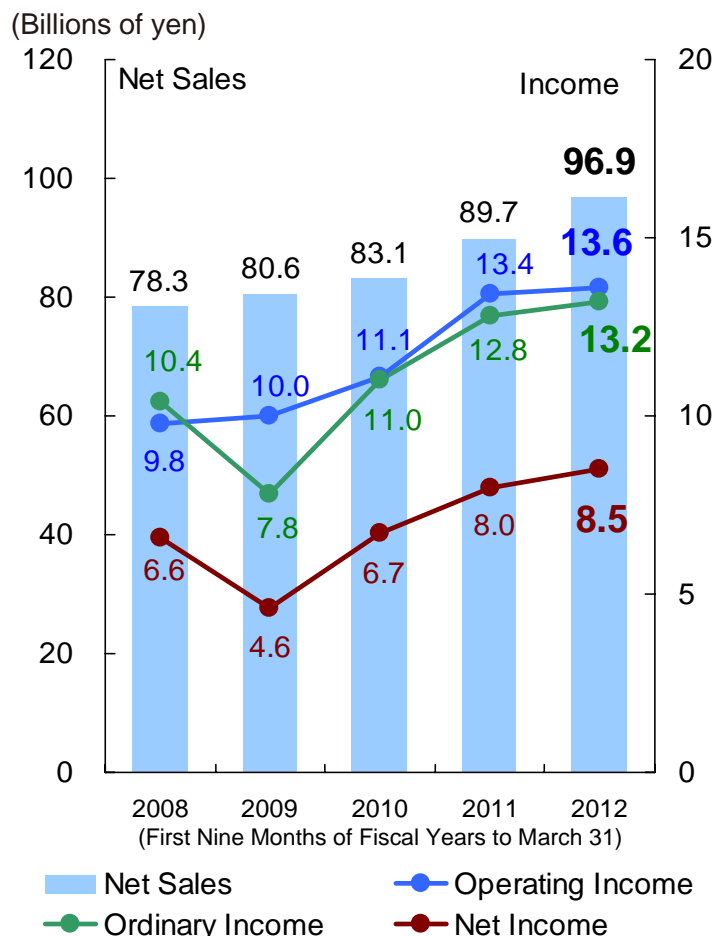
Sysmex Corporation

## 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.

# Financial Highlights



(First Nine Months of Fiscal Years to March 31)

(Billions of yen)

|                  | 2012 3Q     |              | 2011 3Q |       | YoY<br>(Previous period = 100%) |
|------------------|-------------|--------------|---------|-------|---------------------------------|
|                  |             | Ratio        |         | Ratio |                                 |
| Net Sales        | <b>96.9</b> | <b>100%</b>  | 89.7    | 100%  | 108.0%                          |
| Cost of sales    | <b>35.7</b> | <b>36.9%</b> | 31.9    | 35.6% | 111.9%                          |
| SG&A             | <b>47.4</b> | <b>49.0%</b> | 44.2    | 49.4% | 107.2%                          |
| Operating income | <b>13.6</b> | <b>14.1%</b> | 13.4    | 15.0% | 101.5%                          |
| Ordinary income  | <b>13.2</b> | <b>13.6%</b> | 12.8    | 14.4% | 102.6%                          |
| Net income       | <b>8.5</b>  | <b>8.9%</b>  | 8.0     | 9.0%  | 106.9%                          |

- Sales: Despite significant yen appreciation, sales increased in Japan and overseas.
- Operating income: The ratio of cost of sales worsened because of the impact of yen appreciation, but operating income rose, owing to the effect of higher sales.
- Non-operating balance: The forex loss was ¥0.7 billion (¥1.0 billion in the first nine months of the previous fiscal year)

➢ Yen appreciation reduced net sales ¥3.3 billion, and operating income ¥2.2 billion.

Note: At the exchange rates prevailing one year earlier, net sales would have been up 11.8%, and operating income up 18.4%.

(Yen)

|      | First Nine Months of FY2012 | First Nine Months of FY2011 |
|------|-----------------------------|-----------------------------|
| 1USD | 79.0                        | 86.8                        |
| 1EUR | 110.6                       | 113.3                       |

Capital expenditure: ¥4.5 billion  
 Depreciation and amortization: ¥5.2 billion  
 R&D expenditure: ¥8.8 billion

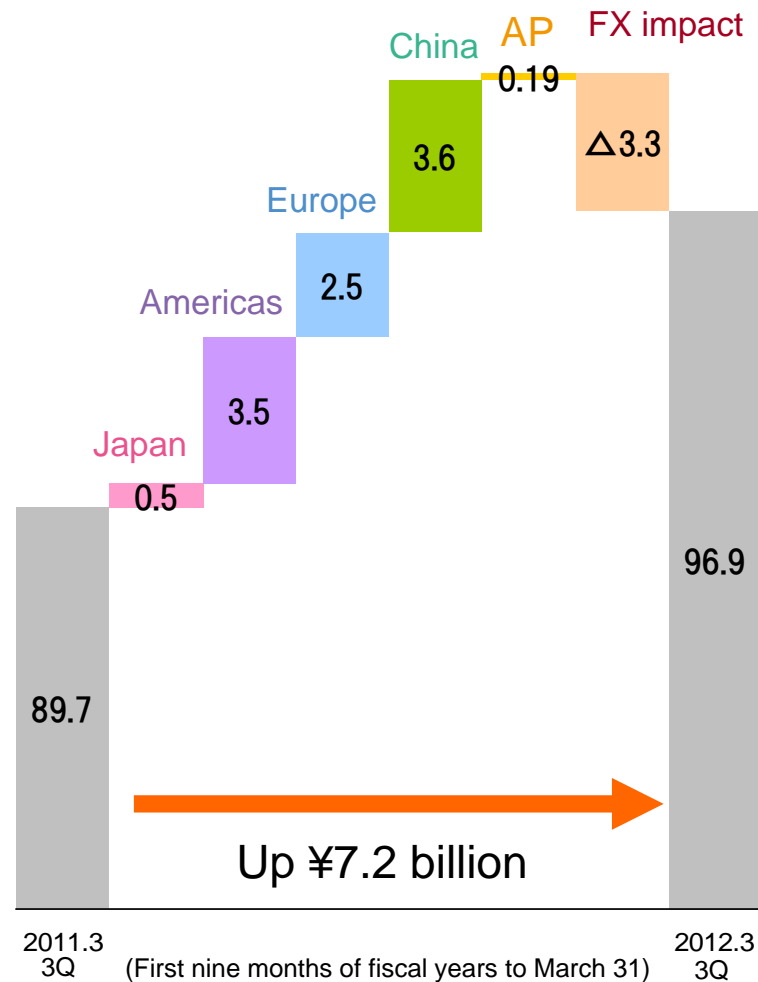
# Breakdown of Net Sales and Operating Income



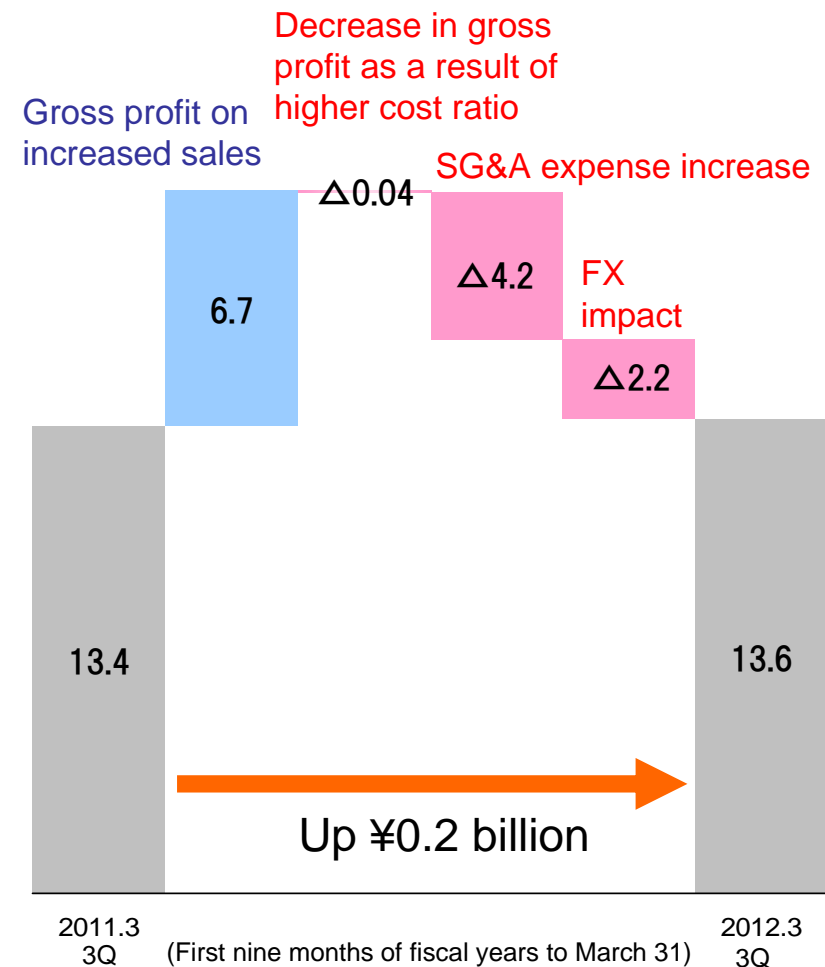
(Billions of yen)

## Net Sales

Note: FX impact excluded from regional sales below



## Operating Income



# Net Sales by Geographic Region



## ● Net Sales by Geographic Region (Sales to Customers)

(First Nine Months of Fiscal Years to March 31)

(Billions of yen)

|           |          | 2012 3Q |       | 2011 3Q |        | YoY (Previous period = 100%) |                  |
|-----------|----------|---------|-------|---------|--------|------------------------------|------------------|
|           |          |         | Ratio |         | Ratio  | (Yen)                        | (Local currency) |
| Net Sales |          | 96.9    | 100%  | 89.7    | 100.0% | 108.0%                       | —                |
| Region    | Americas | 19.7    | 20.4% | 18.3    | 20.5%  | 107.5%                       | <b>118.2%</b>    |
|           | Europe   | 27.5    | 28.4% | 25.7    | 28.6%  | 107.1%                       | <b>109.7%</b>    |
|           | China    | 14.3    | 14.8% | 11.3    | 12.7%  | 126.5%                       | <b>132.3%</b>    |
|           | AP       | 5.2     | 5.4%  | 5.0     | 5.7%   | 103.1%                       | <b>104.8%</b>    |
|           | Japan*   | 30.0    | 31.0% | 29.1    | 32.5%  | <b>102.9%</b>                | -                |

\* Includes South Korea, IDEXX and others

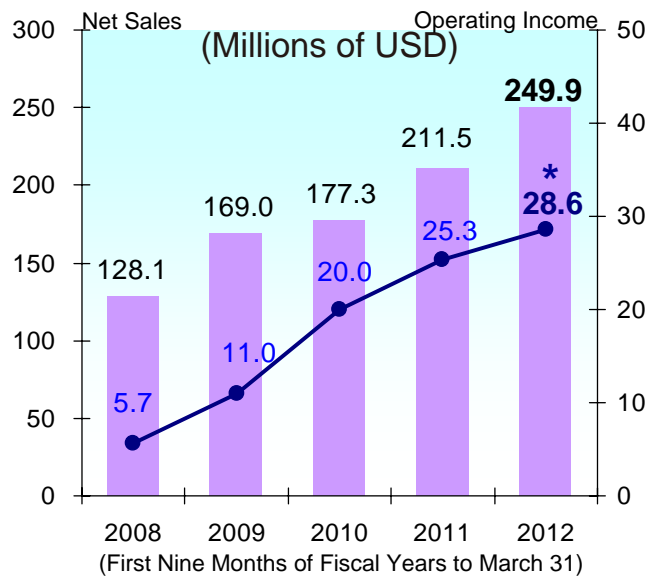
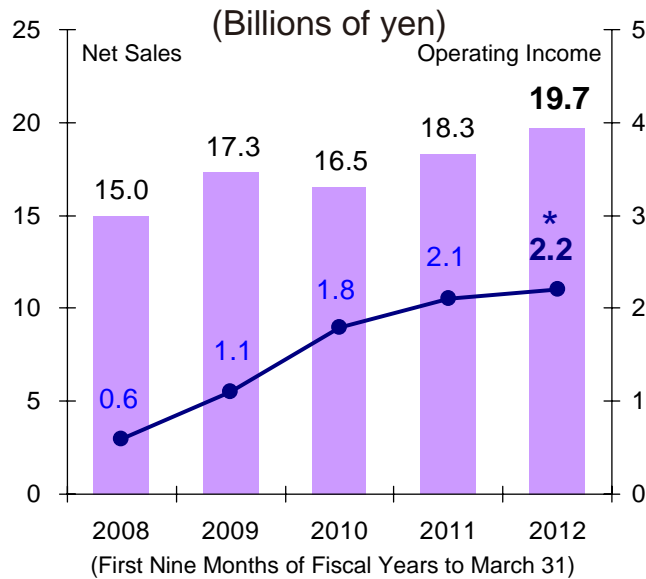
## ● Exchange Rates

(First Nine Months of Fiscal Years to March 31)

(Yen)

|      | 2012 3Q | 2011 3Q |
|------|---------|---------|
| 1USD | 79.0    | 86.8    |
| 1EUR | 110.6   | 113.3   |
| 1RMB | 12.3    | 12.9    |
| 1SGD | 63.2    | 64.3    |

# Geographic Segment Information: Americas



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

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|                  | (First Nine Months of Fiscal Years to March 31) |         | (Billions of yen)            |
|------------------|---|---------|------------------------------|
|                  | 2012 3Q   | 2011 3Q | YoY (Previous period = 100%) |
| Net Sales        | 19.7  | 18.3    | 107.5%                       |
| Operating Income | 2.2   | 2.1     | 102.8%                       |

Note: On a local currency basis: net sales 118.2%; operating income 113.0%

● Centering on the hematology field, sales were favorable in North, Central and South America, with higher sales offsetting the negative effects of yen appreciation.

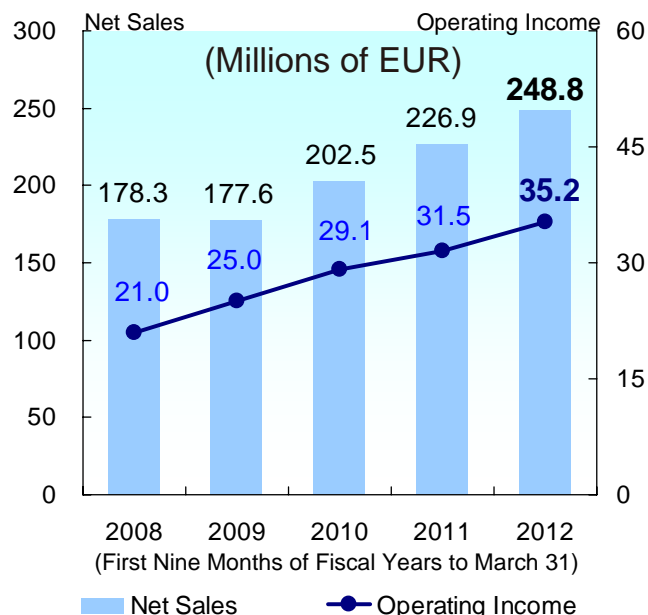
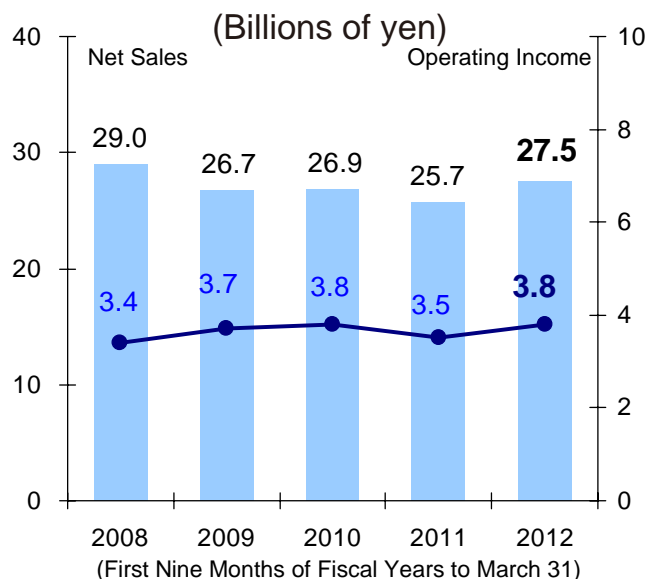
- Americas: Sales in the hematology field were strong, owing to sales to IHNs\*1 and the VISN\*2.
- Canada: Sales rose, owing to win of large government project.
- Brazil: Sales of system products and five-type analyzers were favorable.
- Mexico: Sales increased, owing to an increase in project bids.

● Higher sales in line with an expanded market share offset a revision in intragroup transaction prices, the negative effects of yen appreciation and higher SG&A expenses. As a result, operating income grew.

\*1 IHN: Integrated Healthcare Network

\*2 VISN: U.S. Veterans Integrated Service Network

# Geographic Segment Information: Europe

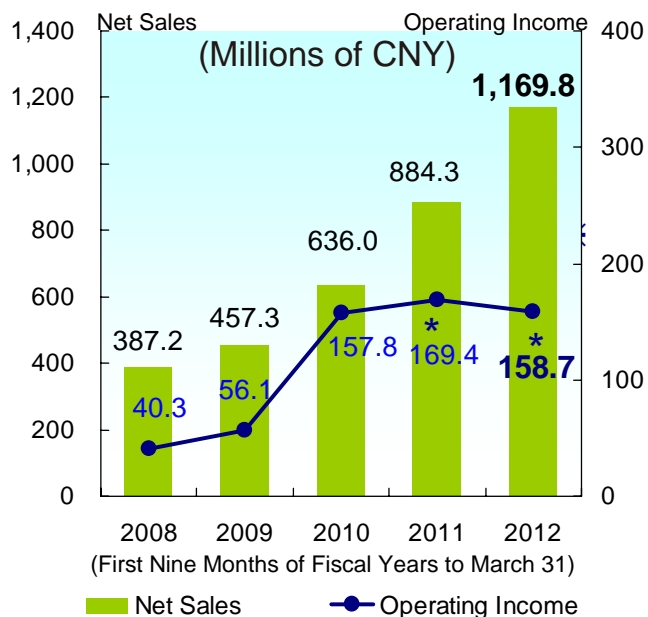
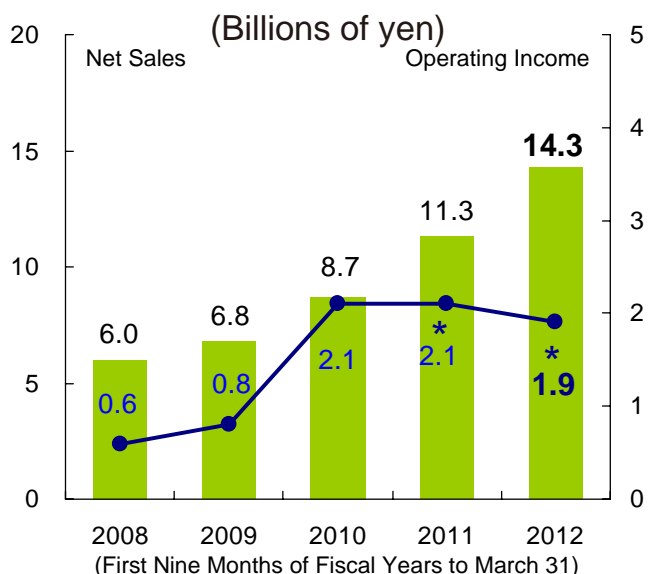


|                  | (First Nine Months of Fiscal Years to March 31) |         | (Billions of yen)            |
|------------------|---|---------|------------------------------|
|                  | 2012 3Q   | 2011 3Q | YoY (Previous period = 100%) |
| Net Sales        | <b>27.5</b>                                     | 25.7    | 107.1%                       |
| Operating Income | <b>3.8</b>                                      | 3.5     | 109.4%                       |

Note: On a local currency basis: net sales 109.7%; operating income 112.0%

- Although affected to some extent by the economic deceleration in Europe, sales were favorable, centered on the hematology field.
  - Germany: Sales rose, owing to the acquisition of a large project from a prominent commercial lab.
  - UK, France: We continued to propose systems, and sales increased for both instruments and reagents.
  - Spain: Although sales in the life sciences sector increased, sales were down slightly, affected by budget delays at government-affiliated hospitals.
  - Eastern Europe, Russia: Sales rose substantially, owing to acquisition of project through bid in Russia.
- Operating income increased, owing to the effect of higher sales, overcoming the impact of higher SG&A expenses resulting from such factors as strengthened sales and support structures and the acquisition of HYPHEN.

# Geographic Segment Information: China



\* Revision in intragroup transaction prices

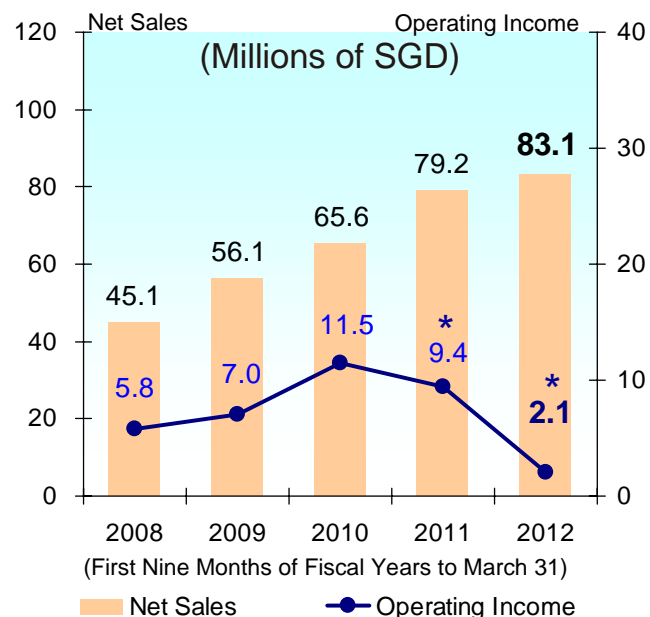
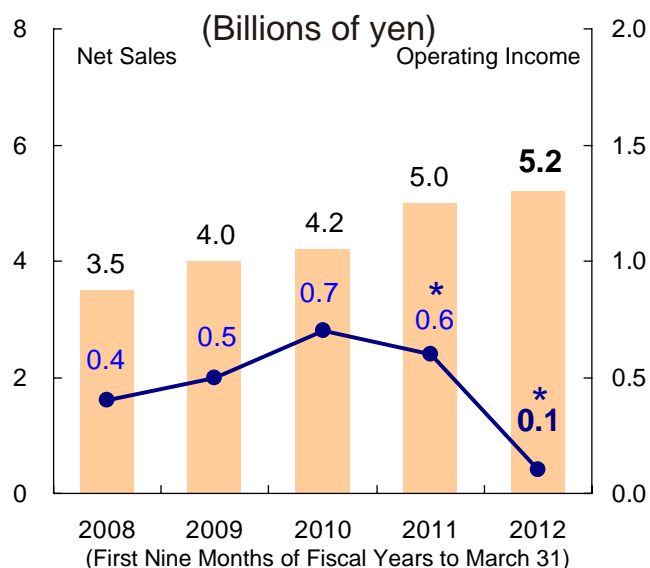
|                  | (First Nine Months of Fiscal Years to March 31) |         | (Billions of yen)            |
|------------------|---|---------|------------------------------|
|                  | 2012 3Q   | 2011 3Q | YoY (Previous period = 100%) |
| Net Sales        | 14.3  | 11.3    | 126.5%                       |
| Operating Income | 1.9   | 2.1     | 89.6%                        |

Note: On a local currency basis: net sales 132.3%; operating income 93.7%

- Owing to expansion in healthcare demand, sales in the hematology and non-hematology fields continued to grow substantially.

  - Hematology: Instrument sales were favorable, centered on system products and five-type analyzers.
  - 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 decreased, owing to changes in intragroup transaction prices and effects of yen appreciation.

# Geographic Segment Information: AP



\* Revision in intragroup transaction prices

|                  | (First Nine Months of Fiscal Years to March 31) |         | (Billions of yen)            |
|------------------|---|---------|------------------------------|
|                  | 2012 3Q   | 2011 3Q | YoY (Previous period = 100%) |
| Net Income       | <b>5.2</b>                                      | 5.0     | 103.1%                       |
| Operating Income | <b>0.1</b>                                      | 0.6     | 21.9%                        |

Note: On a local currency basis: net sales 104.8%; operating income 22.2%

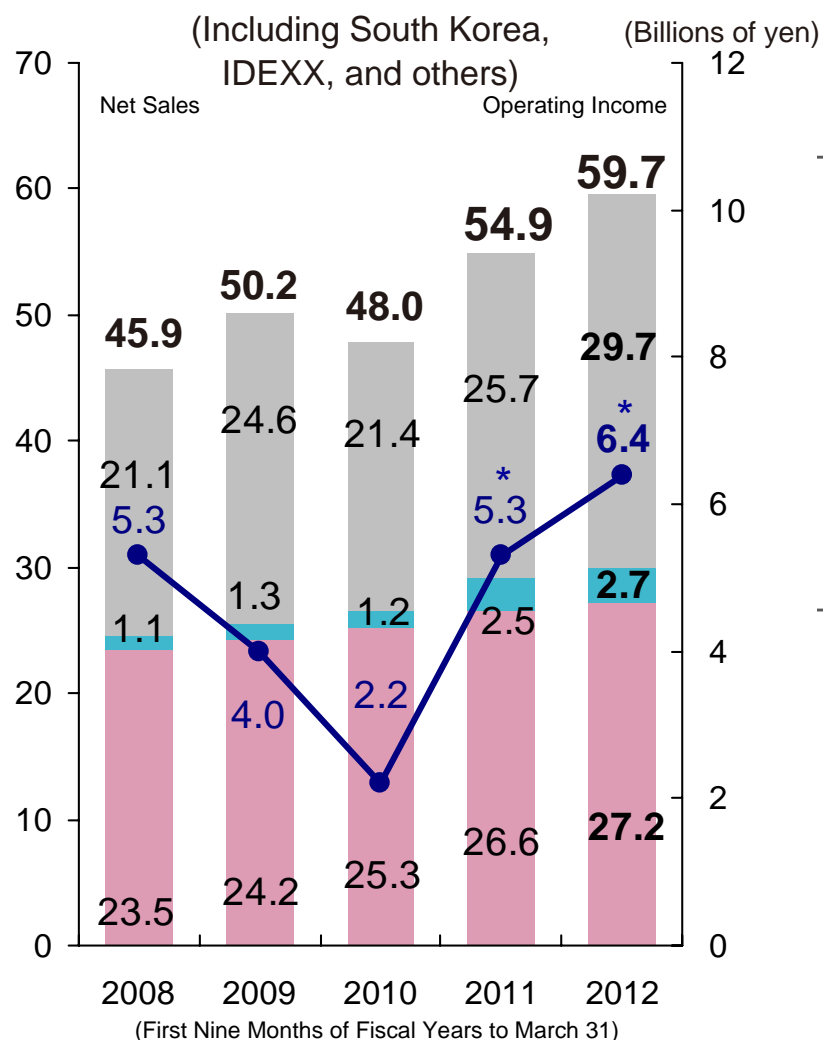
● Sales were up slightly, as sales in the hematology field increased, centered on India and Indonesia, but sales in Malaysia and other countries were down.

- India: Hematology instrument sales expanded.
- Indonesia: Sales were up slightly, owing to partial recovery in government bidding projects.
- Malaysia: Sales were down, owing to the effect of a concentration of system projects in the preceding fiscal year.

● Operating income declined, owing to revision in intragroup transaction prices and higher SG&A expenses.



# Geographic Segment Information: Japan



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

\* Revision in intragroup transaction prices

(First Nine Months of Fiscal Years to March 31) (Billions of yen)

|                               | 2012 3Q     | 2011 3Q | YoY (Previous period = 100%) |
|-------------------------------|-------------|---------|------------------------------|
| Net Sales                     | <b>59.7</b> | 54.9    | 108.7%                       |
| Sales to Customers            | <b>30.0</b> | 29.1    | 102.9%                       |
| Japan                         | <b>27.2</b> | 26.6    | 102.2%                       |
| South Korea, IDEXX and others | <b>2.7</b>  | 2.5     | 110.3%                       |
| Intra-Area Transfers          | <b>29.7</b> | 25.7    | 115.3%                       |
| Operating Income              | <b>6.4</b>  | 5.3     | 120.5%                       |

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

# Consolidated Earnings Forecast

(No revisions subsequent to November 2011 announcement)



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

● Net Sales: **¥134.0 billion**   
 ● Operating Income: **¥18.5 billion**   
 ● Ordinary Income: **¥18.0 billion**   
 ● Net Income: **¥11.5 billion**  
● Operating Margin: **13.8%**   
 ● Ordinary Margin: **13.4%**   
 ● Net Income Margin: **8.6%**

### Planned Investment

● Capital Expenditure: **¥9.8 billion**   
 ● Depreciation and Amortization: **¥7.3 billion**   
 ● R&D Expenditure: **¥13.3 billion**

**Assumed exchange rates for second half:**

**1USD = ¥76**

**1EUR = ¥105**

**Assumed exchange rates for full fiscal year:**

**1USD = ¥78.3**

**1EUR = ¥109.2**

Note: Assumptions at beginning of year:

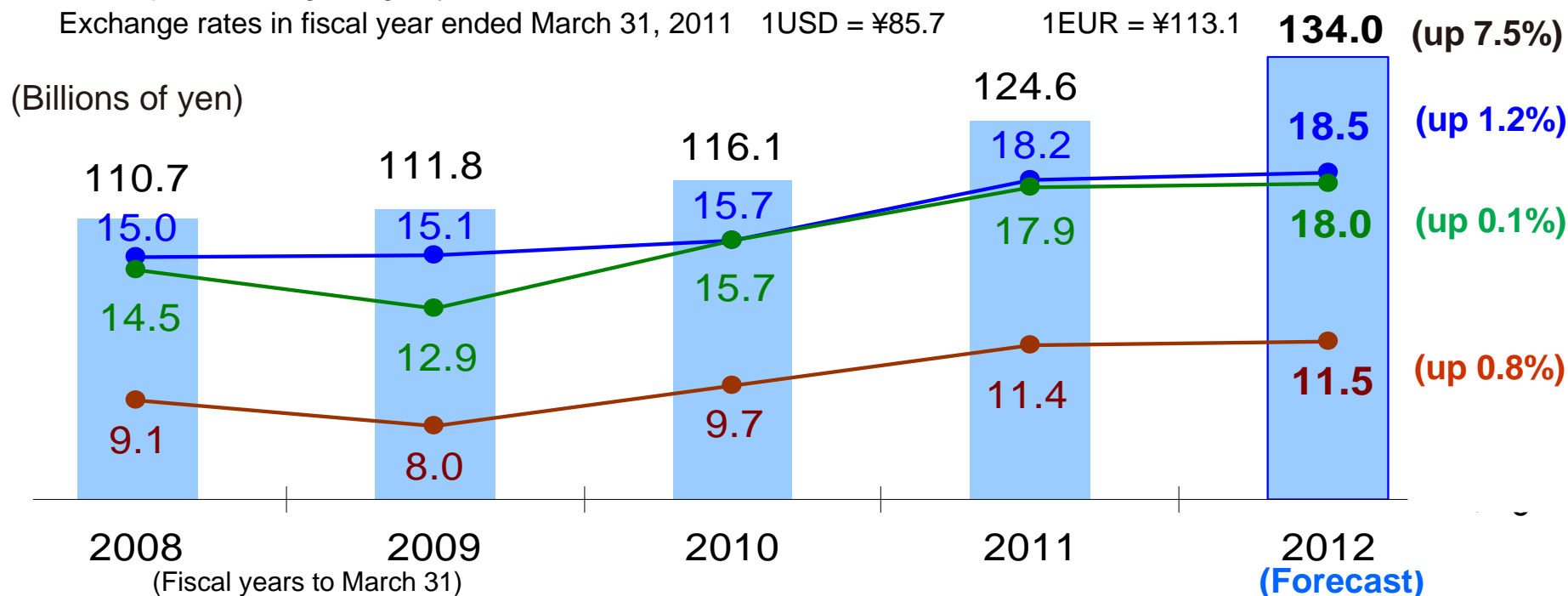
1USD = ¥85

1EUR = ¥115

Exchange rates in fiscal year ended March 31, 2011

1USD = ¥85.7

1EUR = ¥113.1



Net Sales

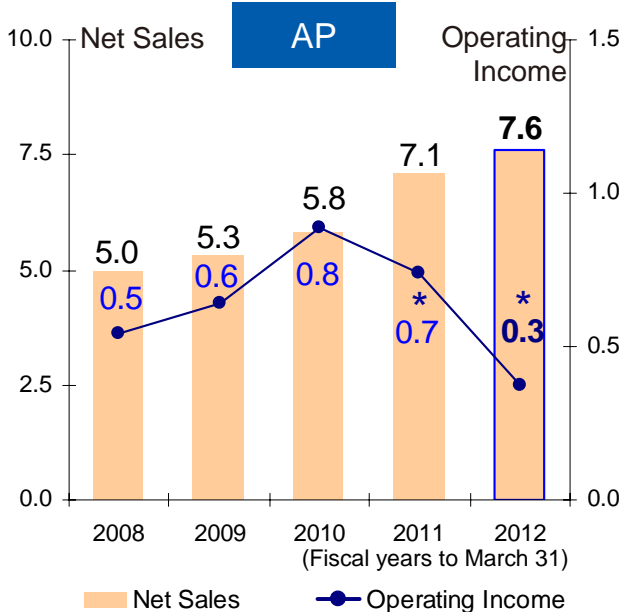
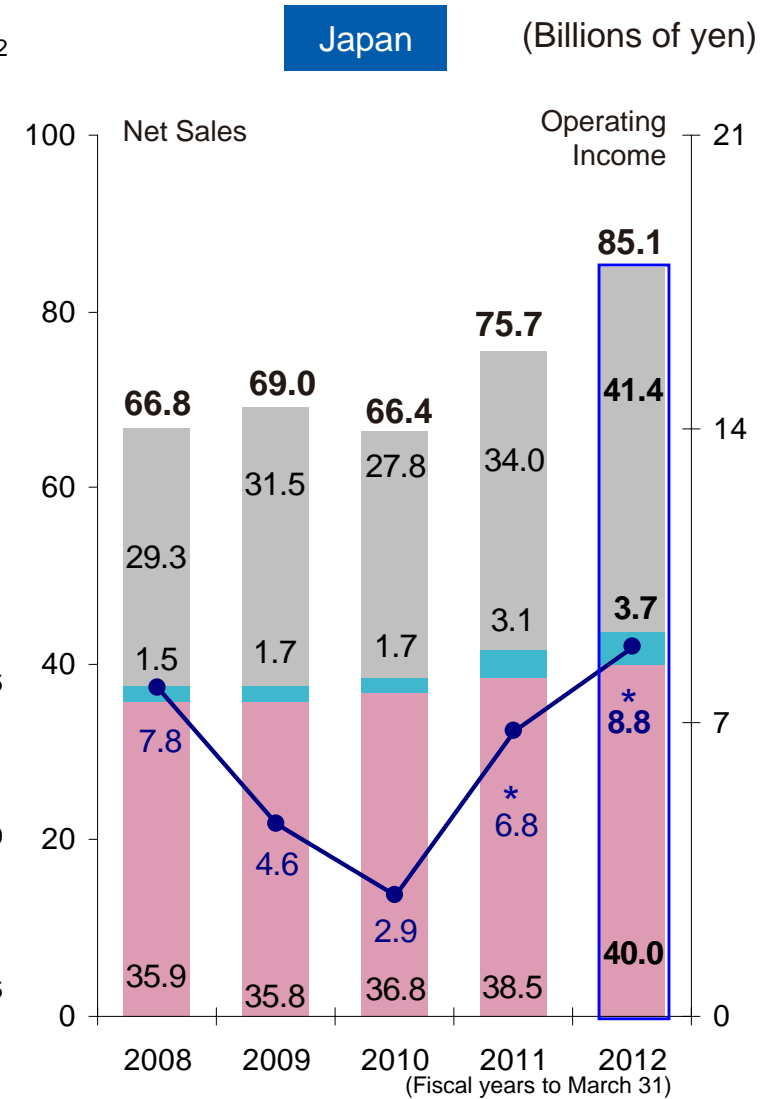
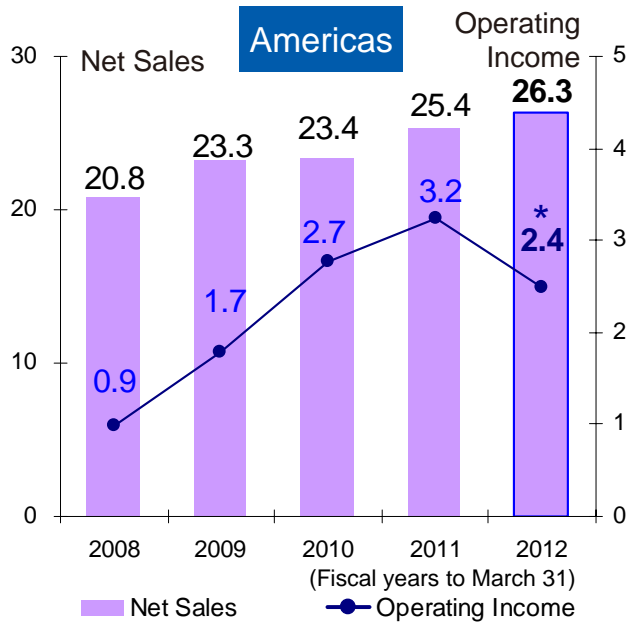
Operating Income

Ordinary Income

Net Income

# Financial Targets: Sales and Operating Income by Region

(No revisions subsequent to November 2011 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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