

Business Results

Fiscal Year Ended March 31, 2020

Hisashi Ietsugu, Chairman and CEO
May 13, 2020

Change in the Information Disclosed in Presentation Materials

- We have disclosed information by geographic region through the third quarter of the fiscal year ended March 31, 2019. From the fiscal year ended March 31, 2020, we have changed to the disclosure of information by destination.
- Sales and operating profit by geographic region are provided for reference.

The Sysmex Group adopted International Financial Reporting Standards (IFRS) in the fiscal year ended March 31, 2017. Figures are disclosed in compliance with IFRS.

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.

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- Supporting Sustainable Growth by Addressing CSR Issues

1.

Financial Highlights for the Fiscal Year Ended March 31, 2020

In the fiscal year ended March 31, 2020, instrument sales increased in some regions, but sales of reagents fell due to a decline in demand for testing.

January 2020

March



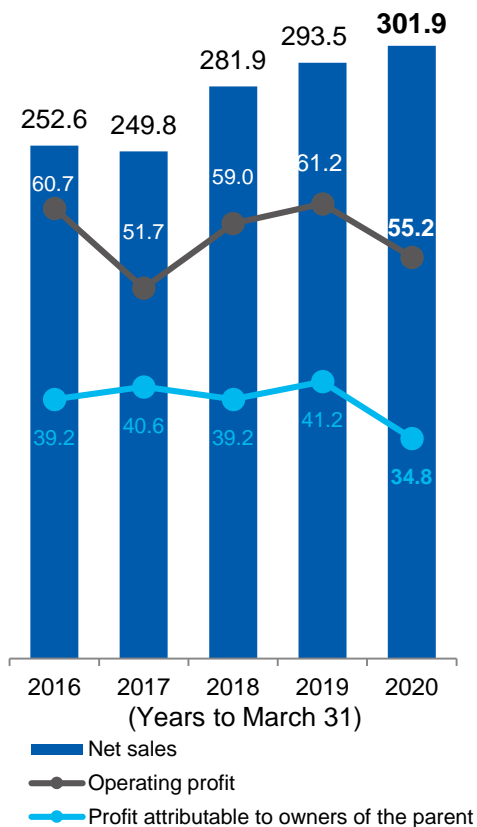
Impact on performance

1. In addition to PCR tests, hematology and hemostasis testing demand increased for COVID-19 patients. Overall demand for testing decreased, however, as lockdowns reduced the number of people undergoing testing unrelated to the novel coronavirus.
2. Some emerging markets responded to the growing number of cases by reinforcing their healthcare structures, prompting expansion in the installed instrument base.

Financial Highlights (Year on Year)



(Billions of yen)



(Billions of yen)

	Fiscal year ended March 31, 2020		Fiscal year ended March 31, 2019		YOY (Previous period = 100%)
	Results	Ratio	Results	Ratio	
Net sales	301.9	100%	293.5	100%	102.9%
Cost of sales	142.1	47.1%	131.8	44.9%	107.8%
SG&A expenses	83.5	27.7%	81.2	27.7%	102.9%
R&D expenses	21.7	7.2%	19.5	6.7%	111.1%
Other income (expenses)	0.7	0.3%	0.4	0.2%	162.1%
Operating profit	55.2	18.3%	61.2	20.9%	90.2%
Profit attributable to owners of the parent	34.8	11.6%	41.2	14.0%	84.6%

- **Net sales:** Net sales rose, due to favorable performance in Japan and overseas region, despite the impacts of yen appreciation and the COVID-19 pandemic in some regions.
- **Operating profit:** Operating profit was down due to such factors as yen appreciation and a deteriorating cost of sales ratio stemming from higher service costs in the Americas and China.
Exchange rate fluctuations reduced net sales ¥11.82 billion and operating profit ¥5.28 billion. At the exchange rates prevailing one year earlier, net sales would have been up 6.9% year on year, and operating profit down 1.2%.
- **Profit attributable to owners of the parent:** Profit was down due to the impact of an exchange rate loss, equity in the losses of affiliates and a higher tax rate.

Exchange loss (gains): Loss of ¥3.01 billion

	Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2019
1USD	¥108.7	¥110.9
1EUR	¥120.8	¥128.4
1CNY	¥15.6	¥16.5

Financial Highlights (vs. Forecast)



	Fiscal year ended March 31, 2020		Revised forecast (Announced in November 2019)		(Billions of yen)
	Results	Ratio	Results	Ratio	Achievement rate
Net sales	301.9	100%	310.0	100%	97.4%
Cost of sales	142.1	47.1%	143.0	46.1%	99.4%
SG&A expenses	83.5	27.7%	85.8	27.7%	97.4%
R&D expenses	21.7	7.2%	22.0	7.1%	98.9%
Other income (expenses)	0.7	0.3%	0.8	0.3%	98.1%
Operating profit	55.2	18.3%	60.0	19.4%	92.1%
Profit attributable to owners of the parent	34.8	11.6%	38.5	12.4%	90.6%

- **Net sales:** Due to lower US sales in the hemostasis and urinalysis fields, as well as lower sales from distributors in Central and South America and EMEA, net sales were down in Q4 and below forecast. Also, sales were affected by the COVID-19 pandemic in some regions.
- **Operating profit:** Operating profit was below forecast due to lower gross profit, owing to deterioration in the cost of sales ratio.
Exchange rate fluctuations increased net sales ¥1.01 billion and operating profit ¥0.47 billion compared with forecast levels.
- **Profit attributable to owners of the parent:** Profit fell short of forecast due to lower-than-expected operating profit and an exchange rate loss stemming from exchange rate fluctuations at the end of March.

Exchange loss (gains): Down ¥1.34 billion

	Fiscal year ended March 31, 2020	Assumed exchange rates
1USD	¥108.7	¥108.3
1EUR	¥120.8	¥120.7
1CNY	¥15.6	¥15.5

Breakdown of Net Sales (by Destination)

**Fiscal year ended
March 31, 2020**

Fiscal year ended March
31, 2019

Results

Ratio

Yen basis

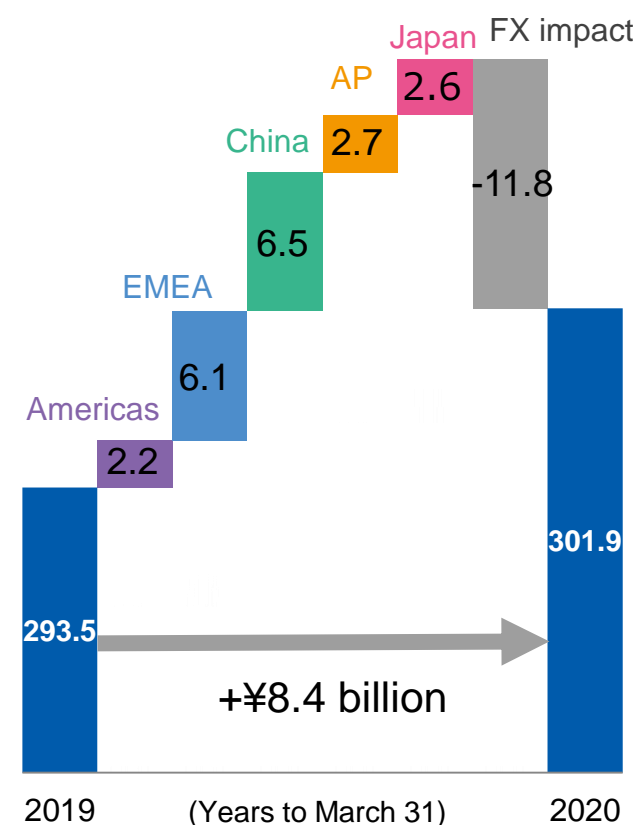
Local currency
basis

	Results	Ratio	Yen basis	Local currency basis
Net sales	301.9	100.0%	102.9%	106.9%*
Americas	71.0	23.5%	100.7%	102.8%
EMEA	77.2	25.6%	102.1%	108.4%
China	80.0	26.5%	102.3%	108.4%
AP	26.9	8.9%	107.6%	111.0%*
Japan	46.7	15.5%	106.0%	-

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

Net Sales by Destination

(Billions of yen)



Sales by Business and Product Type



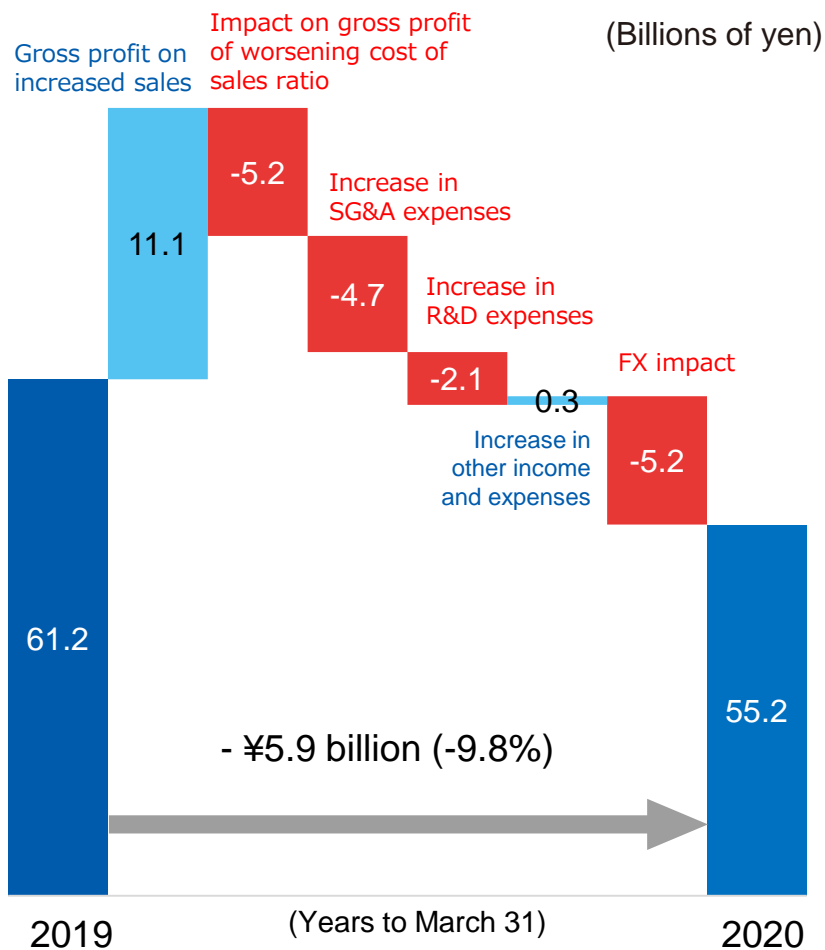
(Billions of yen)

		Fiscal year ended March 31, 2020		Fiscal year ended March 31, 2019		YoY (Previous period = 100%)	YoY at previous year's rate
		Results	Ratio	Results	Ratio		
By business	Hematology	187.2	62.0%	181.6	61.9%	103.1%	107.0%
	Hemostasis	48.2	16.0%	47.9	16.3%	100.6%	105.0%
	Urinalysis	21.2	7.0%	21.0	7.2%	101.0%	105.6%
	Immunochemistry	14.8	4.9%	13.9	4.7%	106.5%	110.3%
	Clinical chemistry	2.9	1.0%	3.1	1.1%	91.3%	92.7%
	FCM business	1.5	0.5%	1.5	0.5%	97.9%	102.3%
	Other IVD	14.6	4.9%	13.7	4.7%	106.4%	109.8%
	IVD business	290.6	96.3%	283.1	96.5%	102.7%	106.7%
	LS business	11.2	3.7%	10.3	3.5%	108.9%	113.3%
Total sales		301.9	100.0%	293.5	100.0%	102.9%	106.9%
By product type	Instruments	81.2	26.9%	82.6	28.2%	98.2%	102.1%
	Reagents (Excluding the impact of reclassifying products in China)*	173.1	57.3%	167.8	57.2%	103.2% (104.1%)	107.3% (108.3%)
	Services (Excluding the impact of reclassifying products in China)*	37.5	12.4%	34.5	11.8%	108.7% (104.5%)	112.2% (107.6%)
	Others	10.0	3.3%	8.4	2.9%	118.9%	124.3%
	Total sales	301.9	100.0%	293.5	100.0%	102.9%	106.9%

* In China, some sales included in “reagents” through the second quarter of the fiscal year ended March 31, 2019 were reclassified to “services” from the third quarter.

Breakdown of Operating Profit

Operating profit fell due to the impact of exchange rates and a worsening cost of sales ratio.



Note: The figures below exclude the impact of exchange rates.

- Gross profit on increased sales: + ¥11.1 billion
- Worsening cost of sales ratio: +1.7pt (-¥5.2 billion)
 - Impact of higher third-party instrument purchases: +0.7pt
 - Reclassification of SG&A expenses to cost of sales in China: +0.5pt
 - Higher service costs in Americas and China: +0.5pt
 - Changes in the product mix (higher percentage of reagents): -0.6pt
- Increase in SG&A expenses: + ¥4.7 billion
 - In Japan, costs related to the bio-reagent base and a rise in labor costs, such as increase in employees and stock options: +¥2.8 billion
 - Within the Americas, reinforcement of the sales structure in the United States and Central and South America: +¥1.3 billion
 - In EMEA, enhancement of the sales structure, including a transition to direct sales in the urinalysis field: +¥1.2 billion
- Increase in R&D expenses: + ¥2.1 billion
 - Investments in new hematology products and the LS business: +¥1.1 billion
 - Higher expenses due to bio-reagent base: +¥1.0 billion
- FX impact: -¥5.2 billion

Note: Total bio-reagent base-related expenses: ¥1.85 billion
 (Cost of sales: +¥0.38 billion; SG&A expenses: +¥0.41 billion; R&D expenses: +¥1.06 billion)

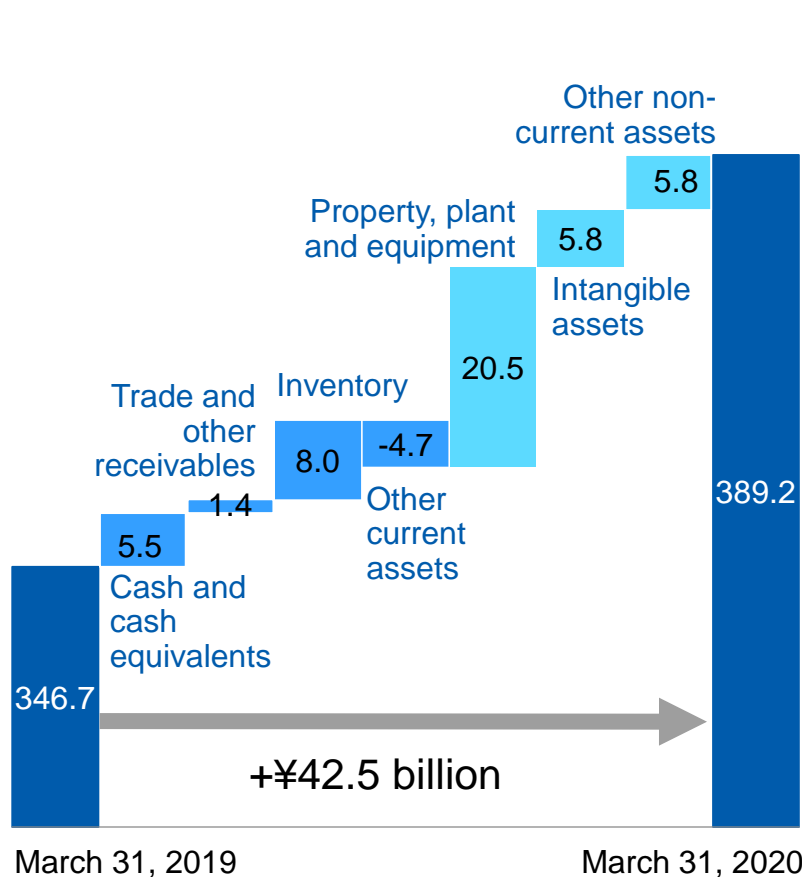
Breakdown of Assets and Liabilities/Equity

Assets

(Billions of yen)

Current assets: +¥10.28 billion

Non-current assets: +¥32.23 billion

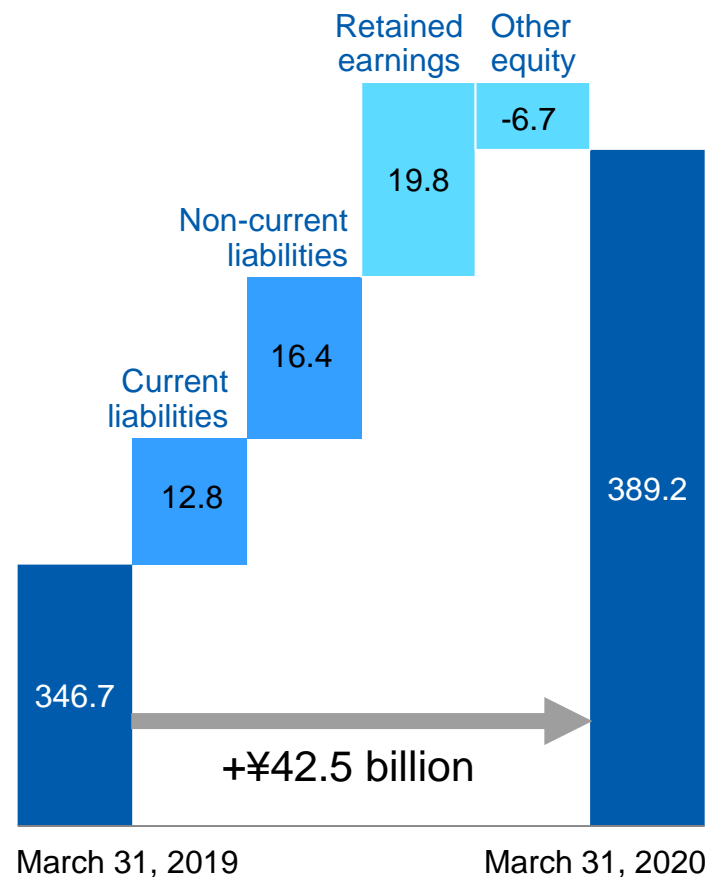


Liabilities/Equity

(Billions of yen)

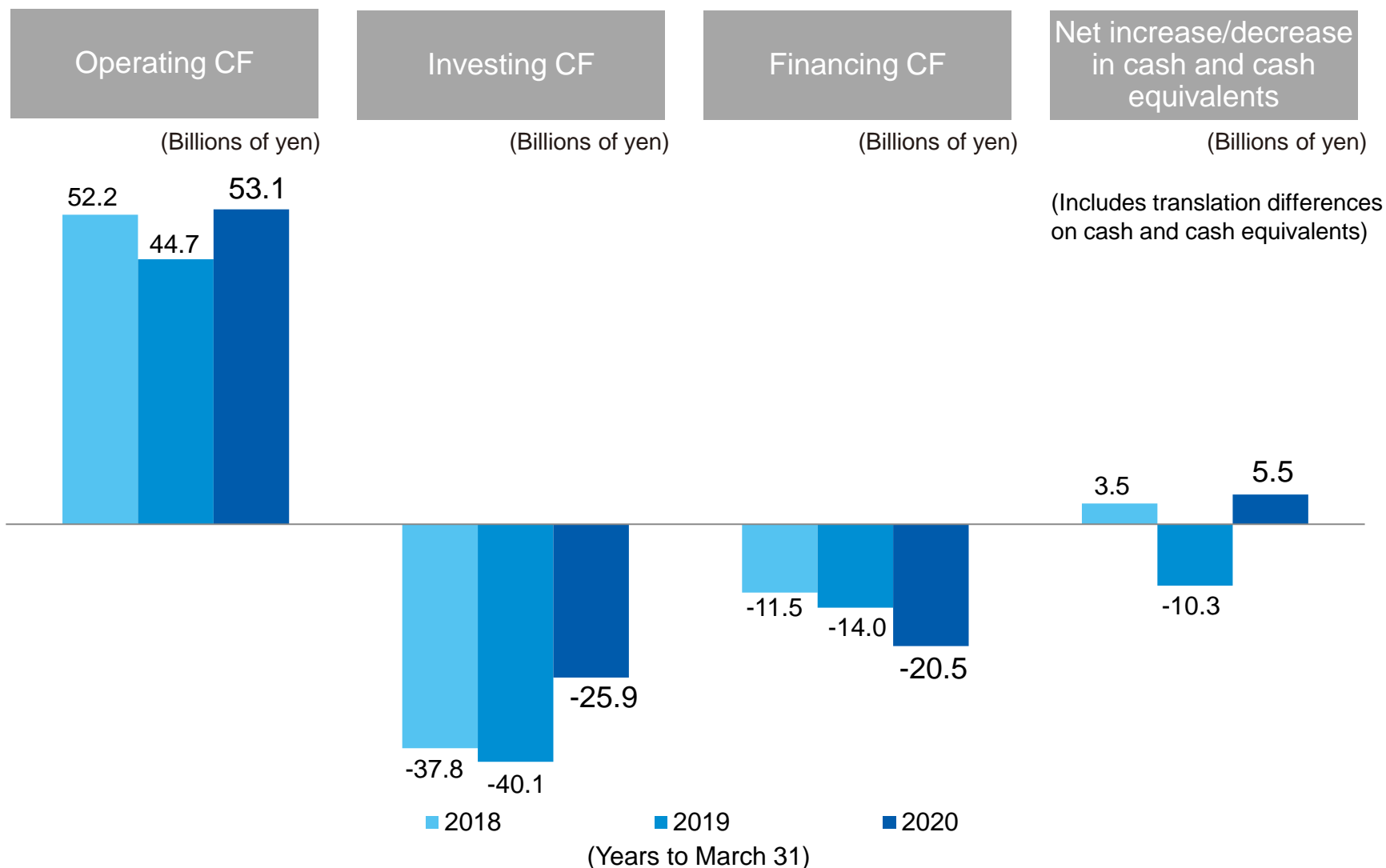
Liabilities: +¥29.35 billion

Equity: +13.16 billion



Note: The application of IFRS16 affected property, plant and equipment; current liabilities; and non-current liabilities.

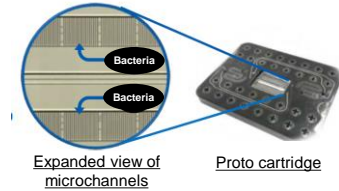
Consolidated Cash Flows



Note: The application of IFRS16 affected operating CF and financing CF for the year ending March 31, 2020.

IVD Business

- Sysmex Obtains Multiple Large Orders in India's Hematology Market, Where We Revised the Sales Structure in April, 2019
- Sysmex Receives Large Order in the Hematology Field from a Prominent US Commercial Lab
- In Q3, Sysmex to Launch a New Sales Structure in the Mid/Low-End Hematology Markets in Brazil
- Sysmex Invests in Astrego Diagnostics with a View to Developing New Solutions for Urinary Tract Infections in the Primary Care Business



Astrego's proprietary microfluidic technology

Life Science Business

- In Q2, Sysmex Begins Accepting Orders for the Oncopanel System for Use in Cancer Gene Profiling, Which Has Received Insurance Coverage
- Sysmex Obtains First Manufacturing and Marketing Approval in Japan for Blood-Based RAS Gene Mutation Testing for Colorectal Cancer
- Sysmex Receives Regulatory Approval in China of an *in Vitro* Diagnostic Reagent to Help Diagnose Breast Cancer Lymph Node Metastasis Using the OSNA™ Method
- Sysmex Signs a Distributorship Agreement with BGI Genomics and Obtains Marketing Approval in Japan for the Novel Coronavirus Nucleic Acid Detection Kits (RT-PCR Method)



RD-100i

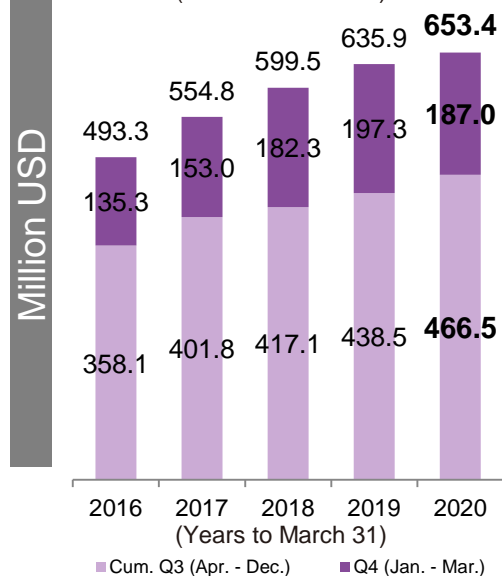
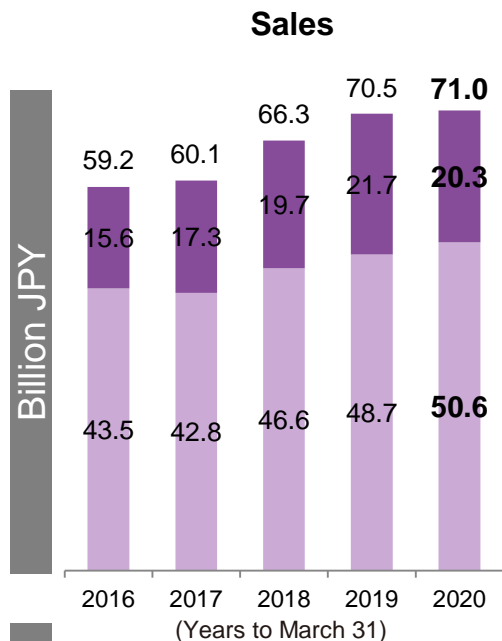
Other

- Aiming for Sustainable Growth, Sysmex Introduces a Globally Consistent Job-Based Human Resource Management System in April 2020
- Sysmex Selected for Inclusion in the Dow Jones Sustainability World Index for the Fourth Consecutive Year

MEMBER OF
Dow Jones
Sustainability Indices



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(Billions of yen)

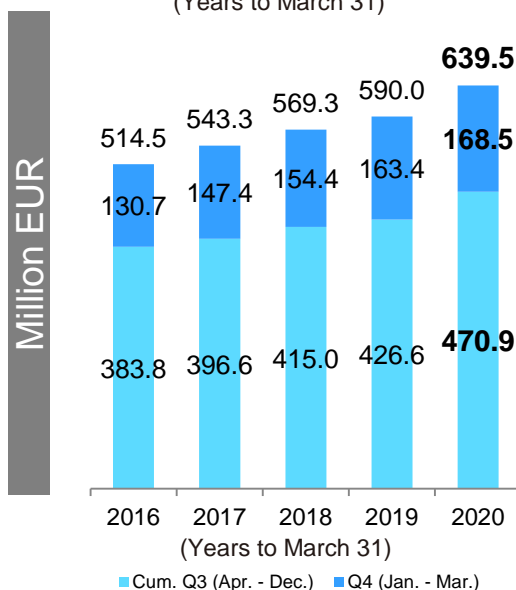
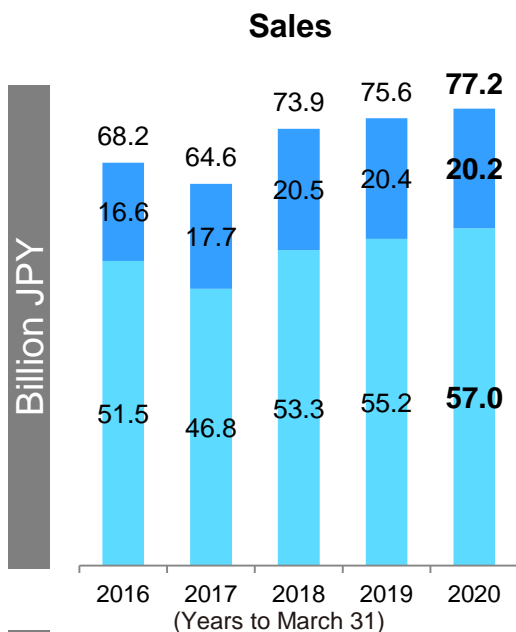
	Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2019	YoY (Previous period = 100%)	
			Yen basis	Local currency basis
Sales	71.0	70.5	100.7%	102.8%
Instruments	22.1	24.5	90.2%	92.0%
Reagents	31.5	29.2	108.0%	110.2%
Services, others	17.3	16.7	103.6%	105.6%

Sales for this region rose thanks to higher reagent sales in North America in the hematology field, despite lower US sales in the hemostasis and urinalysis fields and to distributors in Central and South America.

- Instruments: Sales decreased, with sales in the United States falling as the result of lower sales in the hemostasis field compared with major orders received from a prominent commercial lab in the same period of the previous year, a decrease in sales to distributors in Central and South America, and delays in instrument installation stemming from the spreading COVID-19 pandemic.
- Reagents: Sales rose, thanks to robust reagent sales in North America stemming from an increase in the installed hematology instrument base.

Topics

- Sysmex received a large order in the hematology field from a prominent US commercial lab.
- In Q3, Sysmex launched a new sales structure in the mid/low-end hematology markets in Brazil.



(Billions of yen)

	Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2019	YoY (Previous period = 100%)	
			Yen basis	Local currency basis
Sales	77.2	75.6	102.1%	108.4%
Instruments	21.0	22.1	95.0%	100.7%
Reagents	44.1	41.8	105.4%	112.0%
Services, others	12.1	11.6	103.6%	110.0%

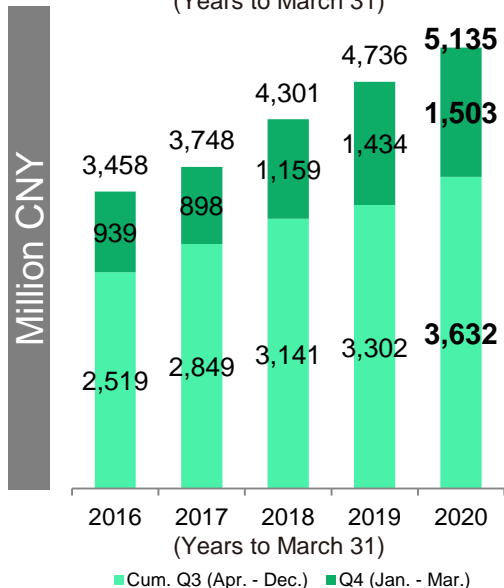
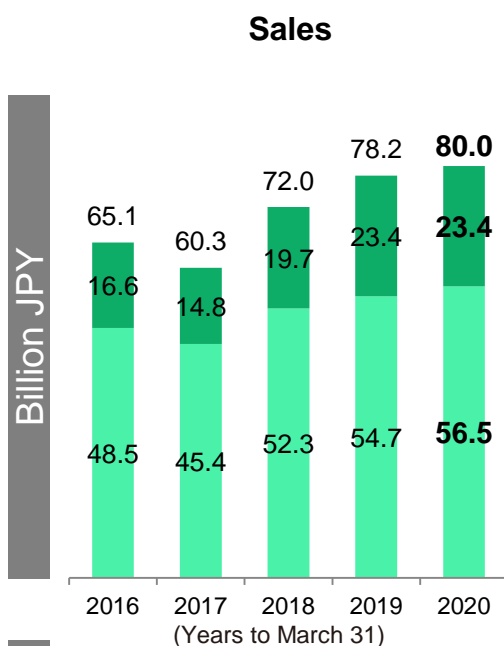
Sales grew, thanks to higher sales of hematology reagents in various regions, as well as to an increase in urinalysis direct sales in the United Kingdom and France.

- Instruments: Direct sales led to a favorable increase in the urinalysis field. However, instrument sales were flat year on year due to a large hematology order in Italy received in the fourth quarter of the preceding fiscal year, as well as to constrained activity due to lockdowns in various countries from March.
- Reagents: Sales were up, due to higher sales in the hematology field, mainly in the Middle East, Russia and other emerging markets, and a rise in sales of new products in the urinalysis field.

Topics

- In Q4, Sysmex commenced sales of a new instrument in the hemostasis field within its own direct-sales region.

Information by Destination (China)



	Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2019	YoY (Previous period = 100%) Yen basis	Local currency basis
Sales	80.0	78.2	102.3%	108.4%
Instruments	21.4	19.9	107.3%	113.7%
Reagents*	50.3	53.1	94.7% (97.5%)	100.4% (103.3%)
Services, others*	8.2	5.0	163.9% (146.1%)	172.5% (154.0%)

* Some sales previously included in “reagents” were reclassified to “services” from the third quarter of the fiscal year ended March 31, 2019. Figures in parentheses indicate performance excluding the impact of this reclassification.

Reagent sales fell due to impact of the COVID-19 outbreak in the fourth quarter, but instrument sales rose, leading to higher sales for the region.

- Instruments: Sales rose substantially as installed instruments increased in various fields in the fourth quarter in tandem with the growing COVID-19 pandemic, and thanks to the contribution of new products in the hemostasis field.
- Reagents: Sales were flat year on year, affected by a downturn in testing demand stemming from the restraint of testing other than for COVID-19. (Sales would have been up year on year without the effect of reclassification.)

Topics

- In the fourth quarter, Sysmex launched a new instrument in the hemostasis field and newly approved immunochemistry reagent.
- In December, Sysmex Received regulatory approval of a system to test for breast cancer lymph node metastasis using the OSNA™ method. However, sales were delayed due to the expanding COVID-19 pandemic.

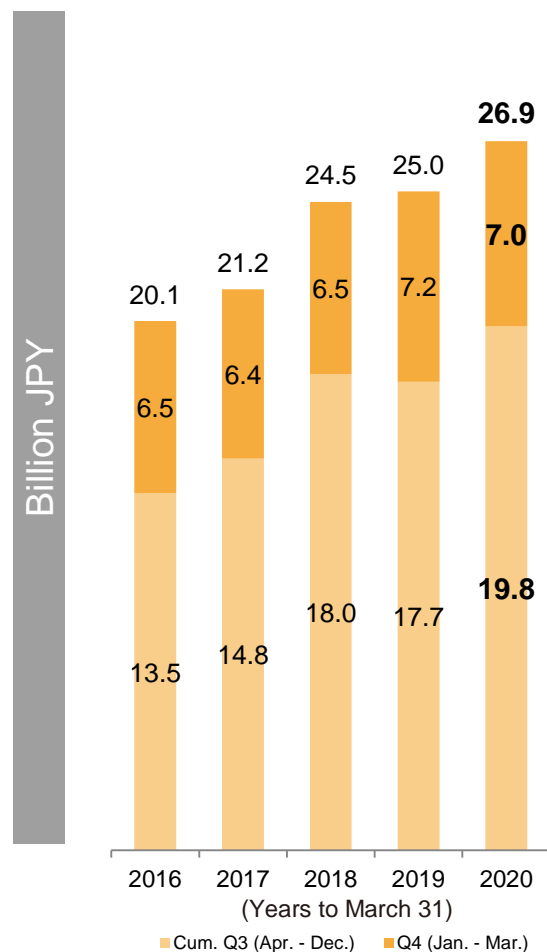
(Billions of yen)

	Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2019	YoY (Previous period = 100%) Yen basis
Sales	26.9	25.0	107.6% (111.0%)
Instruments	6.2	6.8	91.4%
Reagents	18.1	15.8	114.8%
Services, others	2.4	2.3	106.0%

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

Sales expanded despite lower sales of instruments in Indonesia, due to an increase in sales in India and higher sales of hematology reagents, centered on Southeast Asia.

- Instruments: Sales were down, affected by lower sales in Indonesia, due to fiscal deficits in the national health insurance plan and as the result of comparison with a major order received in Taiwan in the same period of the preceding fiscal year.
- Reagents: Sales rose by double digits, as a prolonged outbreak of dengue fever led to higher sales in the hematology field in South and Southeast Asia, as well as a contribution from sales of immunochemistry reagents.



Topics

- Sysmex completed regulatory registrations of a hemostasis instrument in Thailand, the Philippines and Singapore. (The product is slated for launch in the fiscal year ending March 31, 2021.)

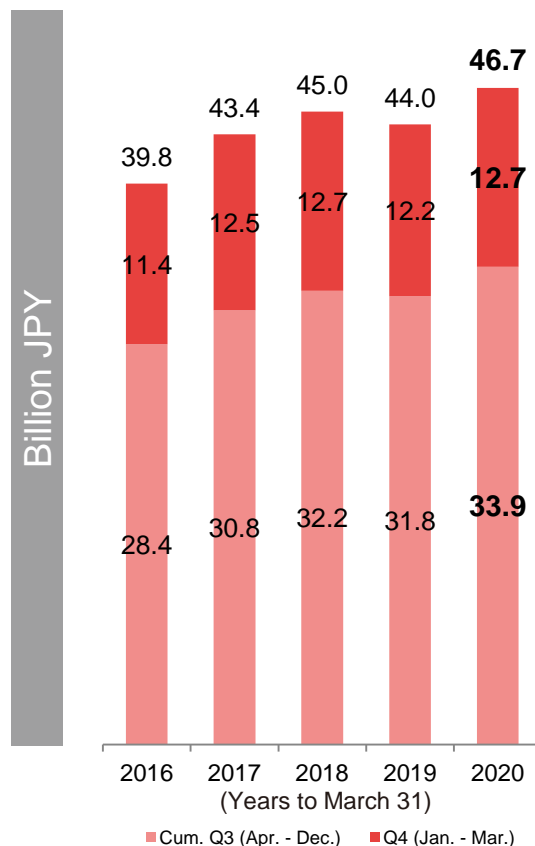
(Billions of yen)

Sales

	Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2019	YoY (Previous period = 100%) Yen basis
Sales	46.7	44.0	106.0%
Instruments	10.2	9.1	113.2%
Reagents	28.9	27.7	104.5%
Services, others	7.4	7.2	103.0%

Sales rose thanks to higher sales of instruments in the hematology and hemostasis fields, as well as to increased sales of reagents in line with an expanded base of installed instruments.

- Instruments: Sales increased due to orders received in the hematology field and a successful bid to win out over competitors in the hemostasis field by accelerating the launch of the CN Series.
- Reagents: Sales increased due to higher sales in the hemostasis and immunochemistry fields.
- Services, others: Sales rose due to an increase in the number of tests handled by the NCC Oncopanel system.



Topics

- At the end of March, Sysmex commenced sales of a PCR testing kit for COVID-19.

- Expected dividend up ¥2 compared with the fiscal year ended March 31, 2019

	Interim dividend	Year-end dividend	Total	Dividend ratio
Fiscal year ended March 31, 2019	¥34	¥36	¥70	35.4%
Fiscal year ended March 31, 2020 (proposed)	¥36	¥36*	¥72	43.1%

* To be proposed at the 53rd Ordinary General Meeting of Shareholders

2.

Perspective on the Financial Forecast for the Fiscal Year Ending March 31, 2021

Our consolidated financial forecast for the fiscal year ending March 31, 2021 is undetermined, as is our dividend forecast. While we are currently investigating the impact of the global COVID-19 pandemic on market demand, rationally calculating a financial forecast is problematic at present. We will promptly disclose our financial forecast once calculation becomes possible.

Impact of the COVID-19 Pandemic (1H Forecast)

(Percentage of net sales)	Status of activity limitations						1H sales forecast (YoY, by quarter)
	Jan.	Feb.	Mar.	Apr.	May.	Jun.	
Americas (approx. 25%)							<ul style="list-style-type: none"> Q1: Down approx. 15% Q2: Up slightly YoY <ul style="list-style-type: none"> ✓ Demand will recover as economic activity recommences in Q1 in the United States, Europe and China. ✓ Demand is likely to recover in 2H in developed countries in Europe (such as Italy and Spain) and emerging market (such as Central and South America and Africa) Q1–Q2: Down approx. 20% <ul style="list-style-type: none"> ✓ Recovery will take time, as this category contains many emerging-market countries. ✓ Likely to recover to previous year's level in 2H. Q1–Q2: Down approx. 5-10% <ul style="list-style-type: none"> ✓ Assuming a phased recovery as economic activity resumes in Q1.
EMEA (approx. 25%)							
China (approx. 25%)							
AP (approx. 10%)							
Japan (approx. 15%)							
Total							

Notes: The most significant impact of COVID-19 is expected to be a decrease in reagent sales.

The forecasts above assume that economic activity gradually recommences after Q1.

3.

COVID-19 Initiatives

Roll out global projects aimed at maintaining sustainable growth

■ Ensure a continuous supply to customers

- ✓ We will continue uninterrupted operations at our instrument and reagent factories, including reagent factories in seven countries outside Japan. We have product and raw material inventories sufficient to ensure a stable supply to customers.
- ✓ In addition to regions where we sell directly, continue to support distributors. In locations where infection is spreading, maintain services and support (including online support) to ensure hospitals remain able to perform necessary tests.

■ Introduce initiatives targeting employees

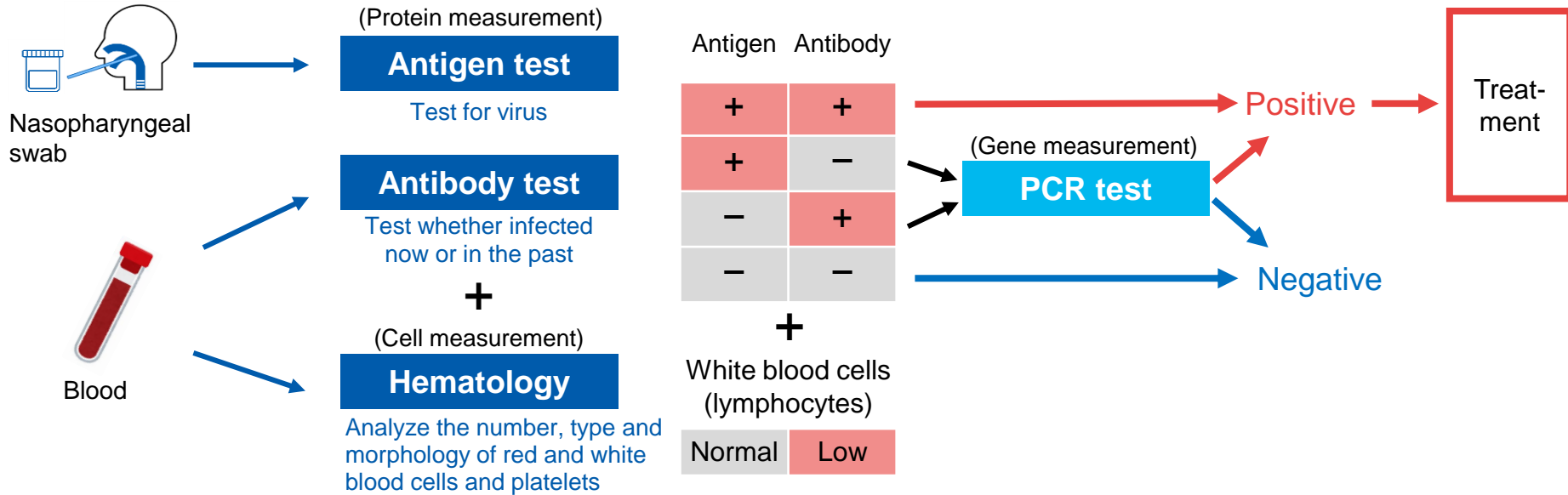
- ✓ Maintain ongoing employment and build a secure working environment
 - Maintain groupwide employment (including temporary and part-time workers) of more than 9,000 people.
 - Promote teleworking around the world (work-at-home system introduced before the outbreak).

■ Sustain a sound financial base

- ✓ Ensure there are no cash flow problems and that business continuity is unaffected. (Current ratio of approx. 240% as of March 31, 2020)
- ✓ Maintain a high rating level, of AA- from R&I.

■ Maintain investments necessary for sustainable growth

Sysmex's thoughts on testing flow: Perform antigen and antibody tests first, and conduct PCR tests only when necessary.



Sysmex's initiatives

■ Develop antigen test (nasopharyngeal swab)

- Configure assay using HISCL [completed]
- Commence clinical evaluation in mid-May, and aim to achieve early regulatory approval

■ Develop antibody test (blood)

- Configure assay using HISCL [completed]
- Commence clinical evaluation in mid-May, and plan for an early launch as a research reagent



Automated Immunoassay System HISCL

■ Sell PCR test kits in Japan (made by BGI)

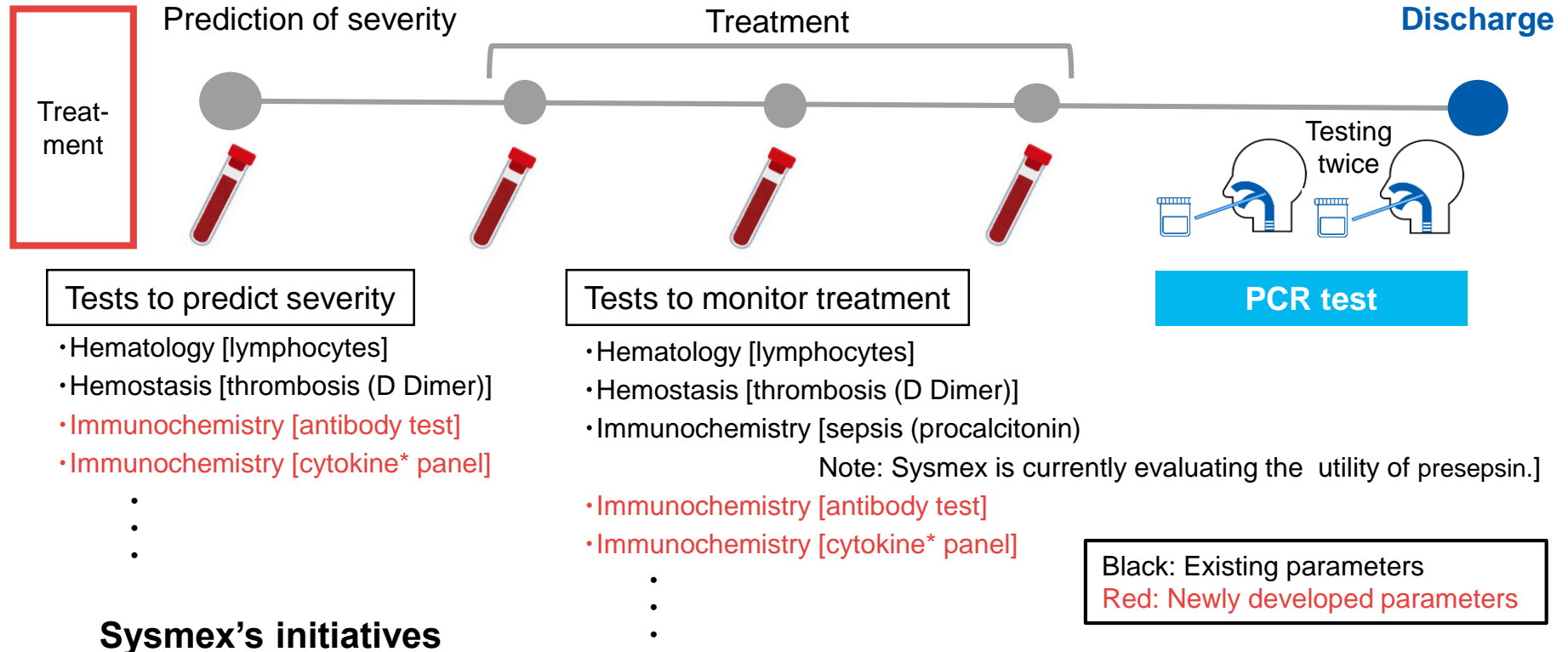
- First in Japan to obtain regulatory approval



(Press released dated March 27, 2020)

Note: For antigen and antibody tests, the HISCL is capable of performing **quantitative measurements** that are **highly sensitive** in **17 minutes per sample (up to 200 samples/hour)**

Sysmex's thoughts on testing flow: Predict severity in the early stage of treatment, and conduct tests to monitor treatment.



Sysmex's initiatives

■ Develop tests to predict severity and monitor treatment

- Configure cytokine panel assay using HISCL **[completed]** (monitoring of cytokine stream)
- Planning to launch a lab assay service for research in June

*Cytokine: A general term for physiologically active substances that contribute to intercellular interaction, that can be determined by measuring proteins secreted by cells. As infection spreads, the inflammatory response increases. When inflammatory cytokines are discharged in large quantities, immune cells can trigger acute multiple organ failure. Results include respiratory failure, sepsis, coagulation disorders and other severe illnesses.

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(Appendix)

Q4 Performance, Year on Year



	Fourth quarter of fiscal year ended March 31, 2020		Fourth quarter of fiscal year ended March 31, 2019		(Billions of yen) YOY (Previous period = 100%)
	Results	Ratio	Results	Ratio	
Net sales	83.8	100%	85.1	100%	98.5%
Cost of sales	41.7	49.8%	39.3	46.2%	106.1%
SG&A expenses	21.7	26.0%	20.9	24.6%	104.2%
R&D expenses	5.5	6.7%	6.2	7.3%	89.2%
Other income (expenses)	0.1	0.2%	0.1	0.1%	165.7%
Operating profit	14.8	17.7%	18.7	22.0%	79.4%
Profit attributable to owners of the parent	8.3	10.0%	12.3	14.5%	68.1%

	Fourth quarter of fiscal year ended March 31, 2020	Fourth quarter of fiscal year ended March 31, 2019
1USD	¥108.9	¥110.2
1EUR	¥120.1	¥125.2
1CNY	¥15.6	¥16.3

- **Net sales:** Net sales rose slightly, excluding the impact of yen appreciation, despite falling sales to distributors in the Americas and EMEA and the impact of the COVID-19 pandemic.
 - **Operating profit:** Operating profit was down due to yen appreciation and a deteriorating cost of sales ratio in China stemming from the spreading COVID-19 pandemic.
Exchange rate fluctuations reduced net sales ¥2.39 billion and operating profit ¥2.02 billion. At the exchange rates prevailing one year earlier, net sales would have been up 1.2% year on year, and operating profit down 9.8%.
 - **Profit attributable to owners of the parent:** Profit was down due to the impact of lower operating profit and an exchange rate loss.
- Exchange loss (gains):** Loss of ¥1.57 billion

Results by Geographic Region (Sales and Operating Profit)



(Billions of yen)

		Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2019	YoY (Previous period = 100%)	
				Yen	Local currency
Americas	Sales to external customers	66.1	65.9	100.4%	102.4%
	Operating profit	2.8	3.5	79.8%	81.4%
EMEA	Sales to external customers	78.5	77.6	101.3%	107.6%
	Operating profit	8.3	7.0	117.7%	124.9%
China	Sales to external customers	79.9	78.1	102.4%	108.5%
	Operating profit	5.7	9.1	62.8%	66.8%
AP	Sales to external customers	26.6	24.7	107.8%	-
	Operating profit	3.1	3.1	100.2%	-
Japan*	Sales to external customers	50.5	47.0	107.4%	-
	Operating profit	36.2	38.9	93.0%	-

* Includes sales to IDEXX and other external customers

Partec became profitable, and Inostics and RIKEN GENESIS are continuing with measures to improve performance.






- Inostics: Continued to generate operating loss while promoting such developments as obtaining manufacturing and marketing approval for RAS kit in Japan
- Partec: Became profitable at the operating level thanks to the contribution of a CD4 counter for India
- RIKEN GENESIS: Helped by sales increase from NCC Oncopanel, plans to move into the black in the fiscal year ending March 31, 2021
- OGT: Remains profitable at the operating level thanks to robust sales of FISH reagents, centered on the United States and Europe

(Billions of yen)

		Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2019	YoY change
Inostics	Net sales	1.37	1.52	-0.15
	Operating profit (loss)	(0.72)	(0.91)	+0.19
Partec	Net sales	2.57	2.04	+0.52
	Operating profit (loss)	0.18	(0.17)	+0.35
RIKEN GENESIS	Net sales	2.36	2.25	+0.11
	Operating profit (loss)	(0.16)	(0.14)	-0.02
OGT*	Net sales	3.38	3.71	-0.33
	Operating profit (loss)	0.32	0.61	-0.29

Supporting Sustainable Growth by Addressing CSR Issues

- Monitoring as non-financial targets

Sysmex's CSR issues (materiality)		Major KPIs	As of March 31, 2019	As of March 31, 2020
Resolution of medical issues through products and services 	Resolution of medical issues through business activities	Hematology market share	53.8%	TBD
	Improvement in accessibility to medical services by means such as familiarizing products	Percentage of sales in emerging markets	39.5%	39.7%
Responsible provision of products and services 	Assessment and management of the supply chain	Number of CSR surveys	85.0%	99.2%
Realization of an attractive workplace 	Provision of a comfortable working environment	Turnover ratio	3.78%	3.09%
		Lost-time injury frequency rate	0.89	0.86
		Lost work day rate	0.06	0.08
	Development of human resources	Training time per employee	16.6 hours	17.0 hours
Promotion of diversity	Female managers rate	15.2%	TBD	
Environmental consideration 	Environmental consideration through the product lifecycle	Reduction of CO ₂ emissions (instruments)	3% up	4% up
		Reduction of water consumption (instruments)	1% down*	3% down
		Reduction of CO ₂ emissions (shipping)	1% up	17% down
Reinforcement of Governance 	Compliance	Number of internal reports	14	11
		Number of unethical incidents	9	7

Notes: Values are preliminary as of April 30, 2020. We plan to disclose confirmed values in the Sysmex Report (integrated report).
Some previously disclosed data has been revised due to changes in definitions.

Lighting the way **with diagnostics**