

Business Results First Three Months of the Fiscal Year Ending March 31, 2022

August 6, 2021
Sysmex Corporation

Index

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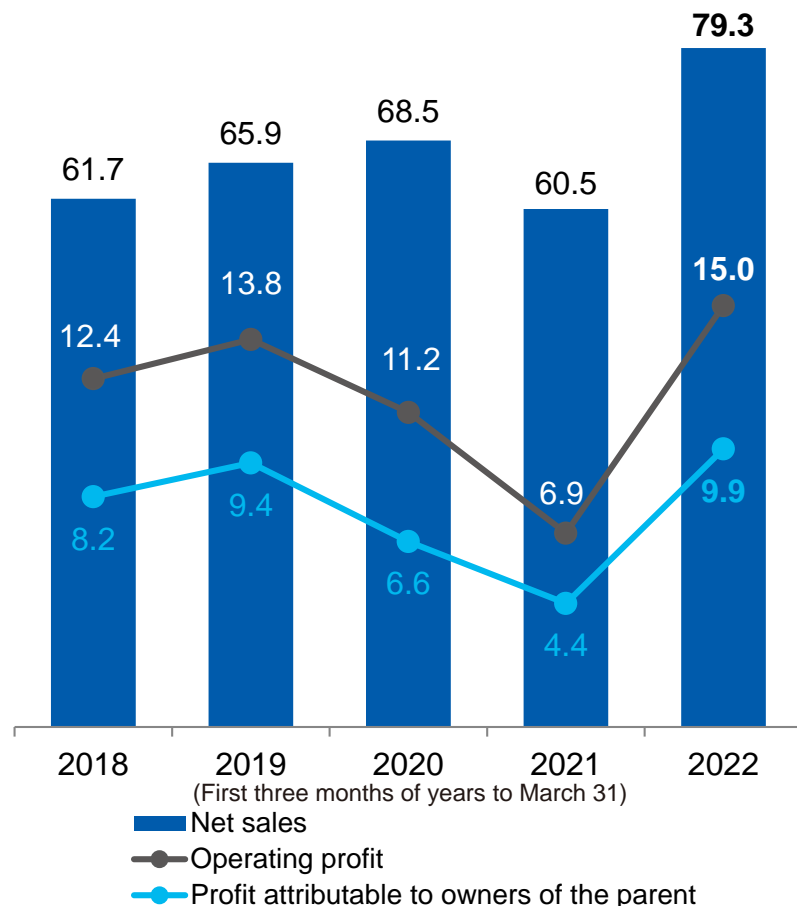
The Sysmex Group adopted International Financial Reporting Standards (IFRS) in the fiscal year ended March 31, 2017. Figures are disclosed in compliance with IFRS.

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.

Financial Highlights (Year on Year)

(Billions of yen)



First three months of fiscal year ending March 31, 2022

First three months of fiscal year ended March 31, 2021

1USD	¥109.5	¥107.6
1EUR	¥132.0	¥118.5
1CNY	¥17.0	¥15.2

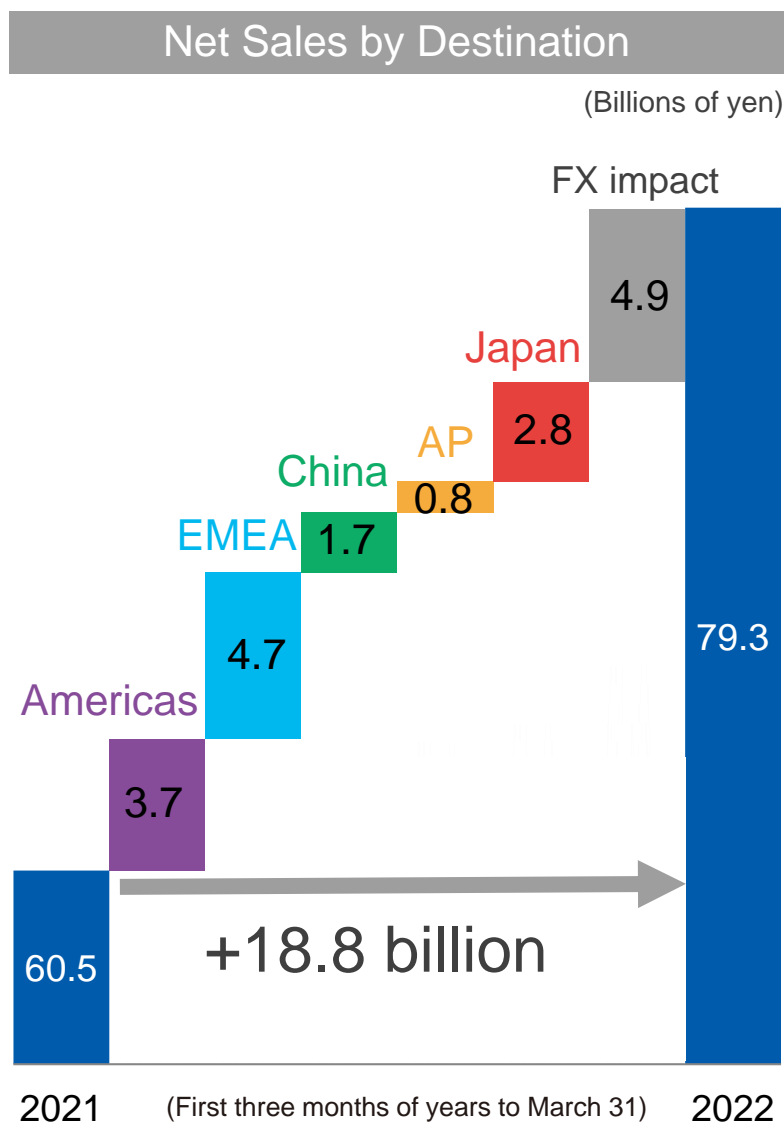
(Billions of yen)

	First three months of fiscal year ending March 31, 2022		First three months of fiscal year ended March 31, 2021		YoY (Previous period = 100%)
	Results	Ratio	Results	Ratio	
Net sales	79.3	100%	60.5	100%	131.2%
Cost of sales	37.4	47.2%	29.8	49.4%	125.4%
SG&A expenses	21.5	27.1%	18.9	31.3%	113.6%
R&D expenses	5.4	6.9%	4.9	8.1%	111.8%
Other income (expenses)	0.1	0.2%	0.1	0.3%	92.4%
Operating profit	15.0	19.0%	6.9	11.5%	216.3%
Profit attributable to owners of the parent	9.9	12.6%	4.4	7.4%	222.7%

- Net sales:** Thanks to a recovery from the impact of COVID-19, net sales were up due to higher reagent sales in all regions and the impact of foreign exchange (yen depreciation).
- Operating profit:** SG&A expenses increased, owing to the recommencement of sales and service activities. Even so, operating profit grew thanks to higher sales, which pushed up gross profit and improved the cost of sales ratio. Exchange rate fluctuations raised net sales ¥4.92 billion and increased operating profit ¥0.37 billion. At the exchange rates prevailing one year earlier, net sales would have been up 23.0% year on year, and operating profit up 111.0%.
- Profit attributable to owners of the parent:** Profit was up due to higher operating profit and the impact of an exchange rate gain.

Exchange gains (loss): Gain of ¥0.25 billion (gain of ¥0.09 billion in same period of previous fiscal year)

Breakdown of Net Sales (by Destination)



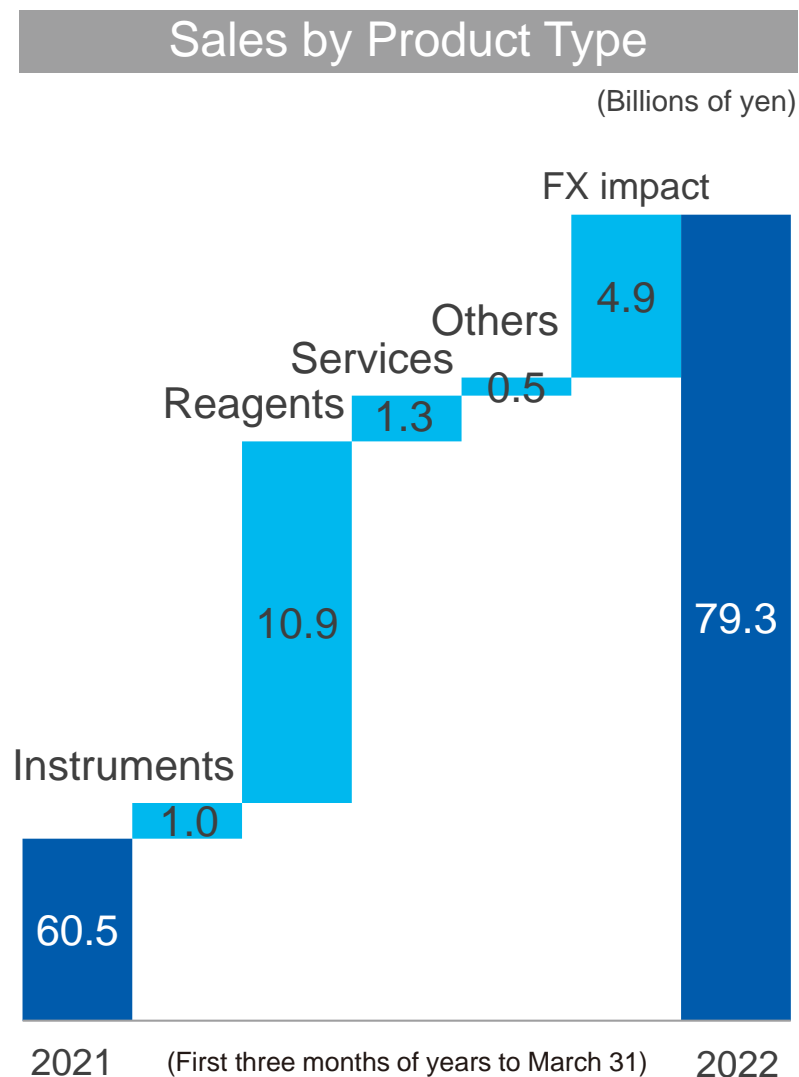
Double-digit growth in all regions, as testing demand is recovered

(Billions of yen)

	First three months of fiscal year ending March 31, 2022		YoY (Previous period = 100%)	
	Results	Ratio	Yen basis	Local currency basis
Net sales	79.3	100.0%	131.2%	123.0%*
Americas	18.1	22.9%	129.9%	127.7%
EMEA	25.2	31.8%	138.6%	124.4%
China	17.3	21.9%	125.4%	112.2%
AP	6.3	8.0%	124.9%	117.4%*
Japan	12.2	15.4%	130.3%	-

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

Breakdown of Net Sales (by Product Type)

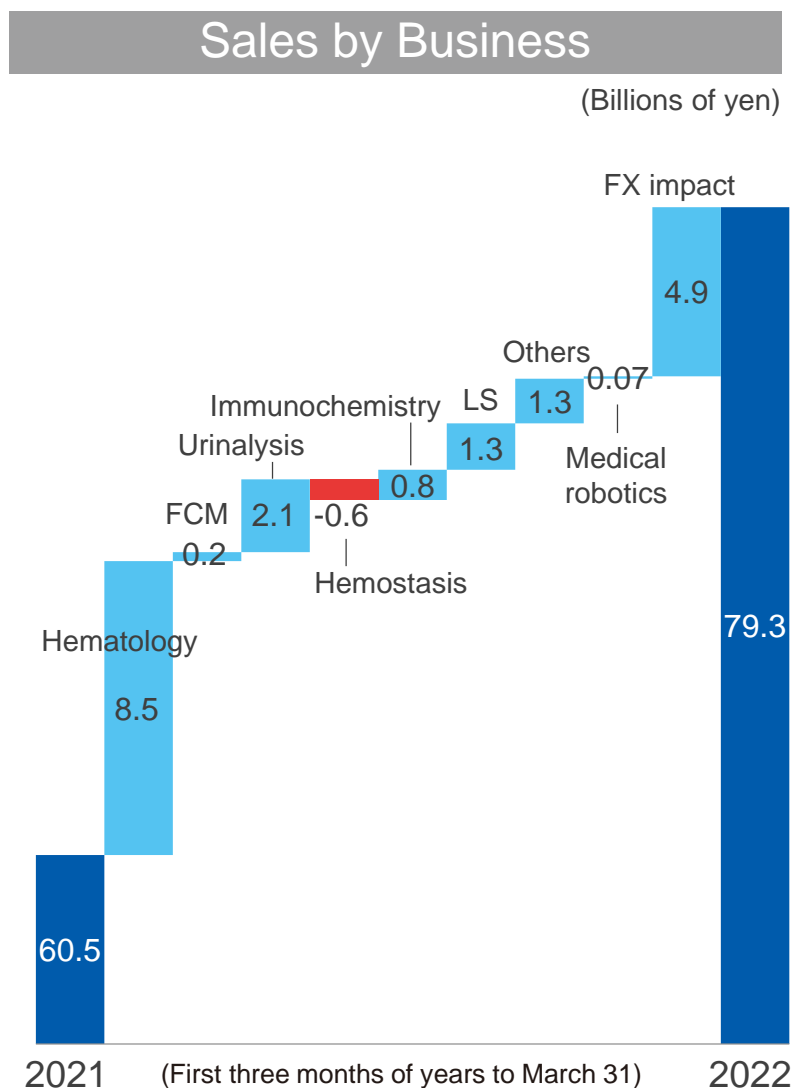


- Instruments:
 - Installation delays in the United States gradually eased, and sales rose in France and new direct-sales areas in the EMEA region, leading to higher sales in the hematology field.
 - Collaboration with Siemens led to higher sales in the urinalysis field in the United States.
 - In Japan, sales were up due to a year-on-year recovery in the hematology and urinalysis fields.
- Reagents:
 - Sales in the hematology and urinalysis fields rose by double digits, thanks to a recovery in testing demand.
 - Sales related to COVID-19 testing increase in Japan and EMEA.

(Billions of yen)

	First three months of fiscal year ending March 31, 2022		YoY (Previous period = 100%)	
	Results	Ratio	Yen basis	Local currency basis
Instruments	19.0	24.0%	113.8%	106.4%
Reagents	46.7	58.9%	142.2%	133.2%
Services, others	13.5	17.1%	124.5%	117.7%

Breakdown of Net Sales (by Business)



Sales were up in all fields except hemostasis.

(Billions of yen)

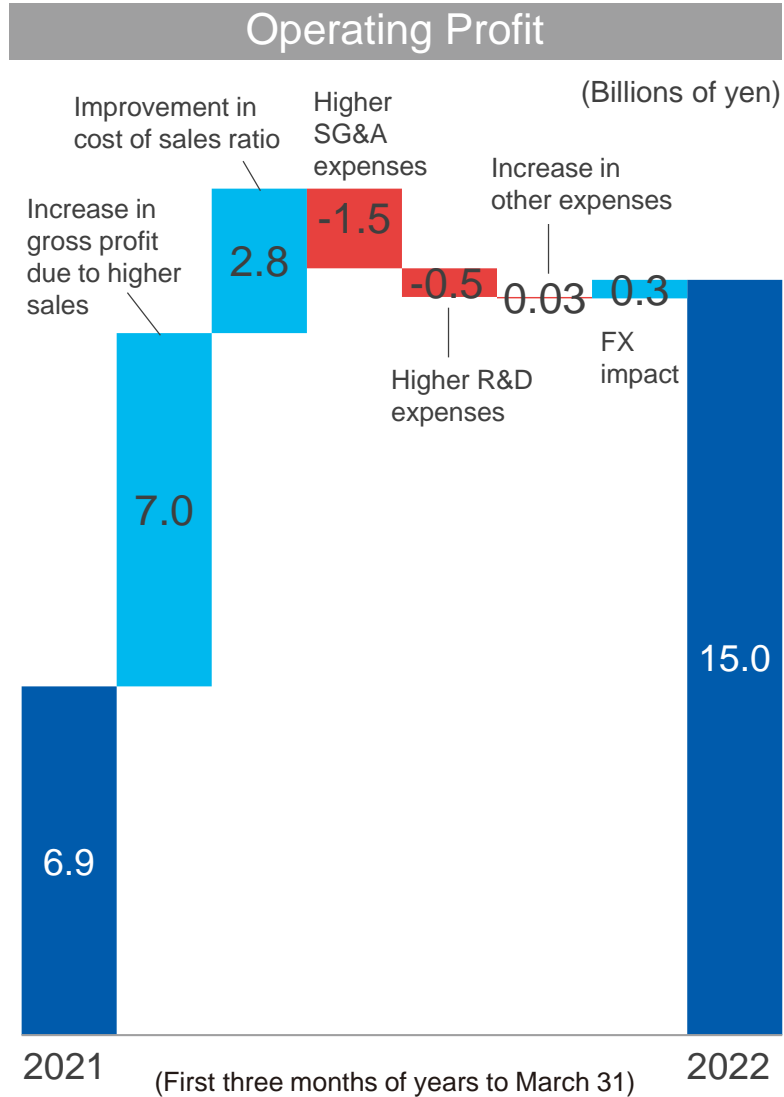
**First three months of
fiscal year ending
March 31, 2022**

YoY
(Previous period = 100%)

	Results	Ratio	Yen basis	Local currency basis
Net sales	79.3	100.0%	131.2%	123.0%
Hematology	48.7	61.4%	130.6%	122.9%
FCM	0.4	0.6%	260.1%	241.5%
Urinalysis	6.0	7.6%	171.7%	160.1%
Hemostasis	11.5	14.6%	101.6%	94.7%
Immunochemistry	3.6	4.6%	142.2%	134.7%
Clinical chemistry	0.7	0.9%	114.4%	109.9%
Life science	4.0	5.1%	166.6%	154.9%
Others	4.0	5.1%	162.9%	149.7%
Diagnostics business	79.2	99.9%	131.0%	123.0%
Medical robotics business	0.07	0.1%	-	-

Breakdown of Operating Profit

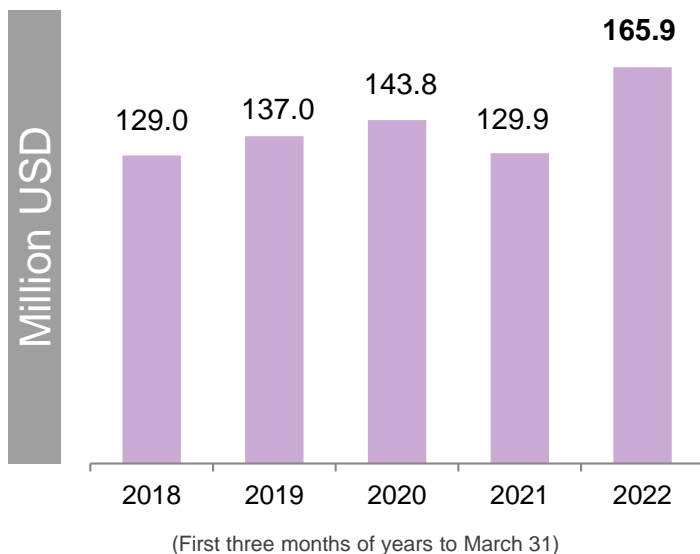
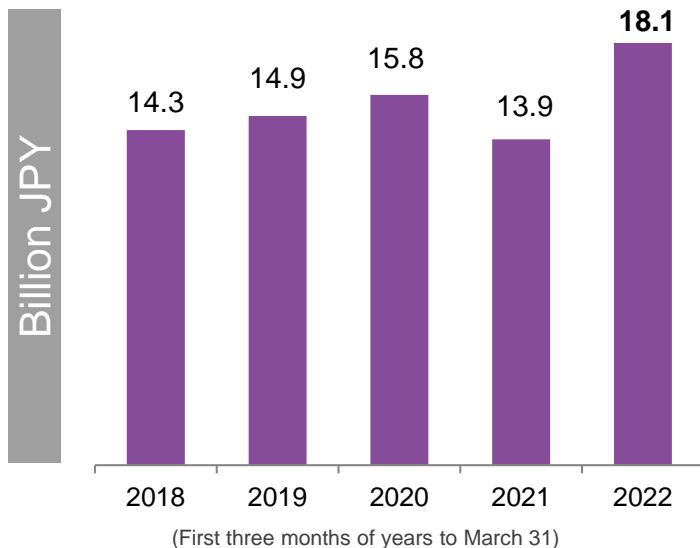
Note: the figures below exclude the impact of exchange rates.



- Increase in gross profit due to higher sales: ¥7.04 billion
 - Impact of improvement in the cost of sales ratio: ¥2.88 billion (3.9pt improvement)
 - Improvement due to the product mix (increase in proportion of reagent sales)
 - Improvement due to an increase among the product mix of products having a low cost of sales ratio
 - Increase in SG&A expenses: ¥1.59 billion
 - Expenses rose due to the recommencement of sales and service activities, as well as to reinforcement of the direct selling structure.
 - Increase in expenses related to digitalization.
 - Increase in R&D expenses: ¥0.57 billion
 - Rise due to ongoing investment in product development and expenses related to regulatory affairs
-
- FX impact: ¥0.37 billion

Information by Destination (Americas)

Sales



(Billions of yen)

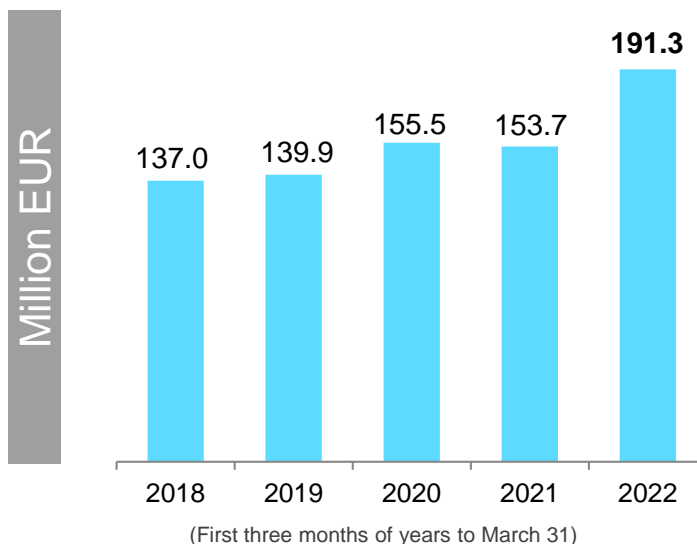
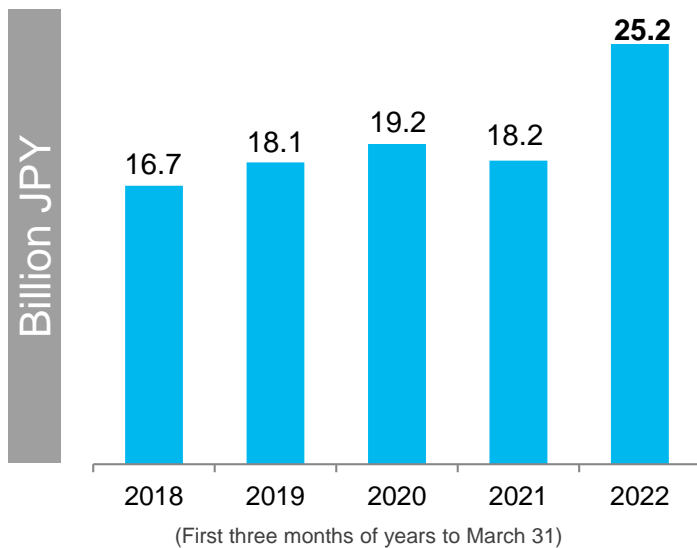
	First three months of fiscal year ending March 31, 2022	First three months of fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
			(Yen basis)	(Local currency basis)
Sales	18.1	13.9	129.9%	127.7%
Instruments	4.7	3.7	126.3%	124.1%
Reagents	8.1	5.9	136.7%	134.3%
Services, others	5.1	4.1	123.6%	121.5%

As economic activity resumed, in the United States testing demand recovered in the hematology field, and business in the urinalysis field increased, boosting sales.

- **Instruments:** We made progress in installing hematology instruments for which delivery had been delayed, particularly in the United States, and higher sales in the urinalysis field through our alliance with Siemens, lifting sales.
- **Reagents:** As business picked back up after the impact of COVID-19, sales increased in the hematology and urinalysis fields.

Information by Destination (EMEA)

Sales



(Billions of yen)

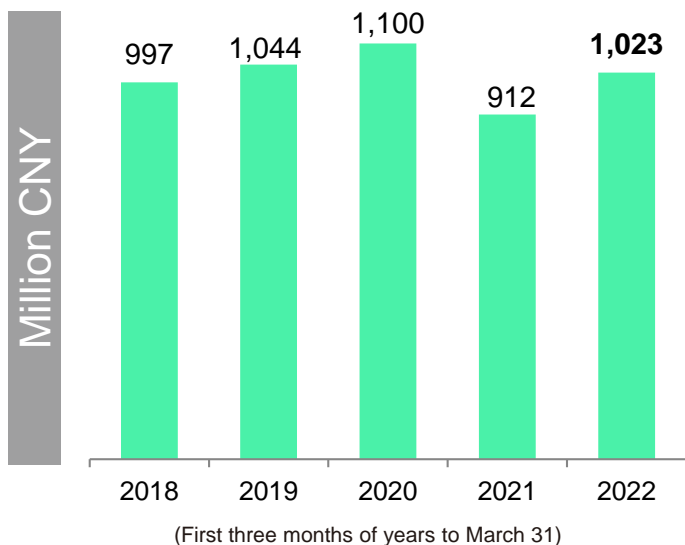
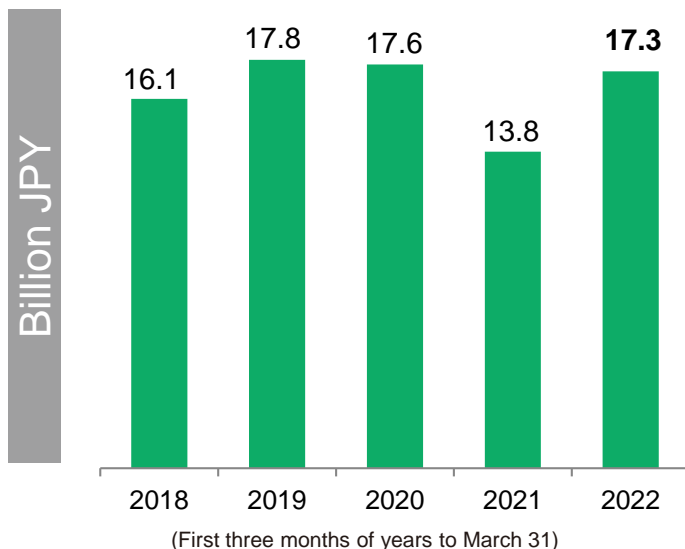
	First three months of fiscal year ending March 31, 2022	First three months of fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
			(Yen basis)	(Local currency basis)
Sales	25.2	18.2	138.6%	124.4%
Instruments	6.8	5.8	116.4%	104.5%
Reagents	14.4	9.3	154.2%	138.5%
Services, others	3.9	2.9	133.3%	119.7%

Instrument sales were robust, and reagent sales recovered, boosting sales for the region.

- **Instruments:** Sales rose, thanks to higher sales in the hematology field in France and central and eastern Europe, as well as to favorable performance in Russia in the urinalysis and hemostasis fields.
- **Reagents:** Sales increased thanks to higher sales in the hematology field in new direct sales areas and to commercial labs. Also, sales were up in the urinalysis and hemostasis fields.

Information by Destination (China)

Sales



(Billions of yen)

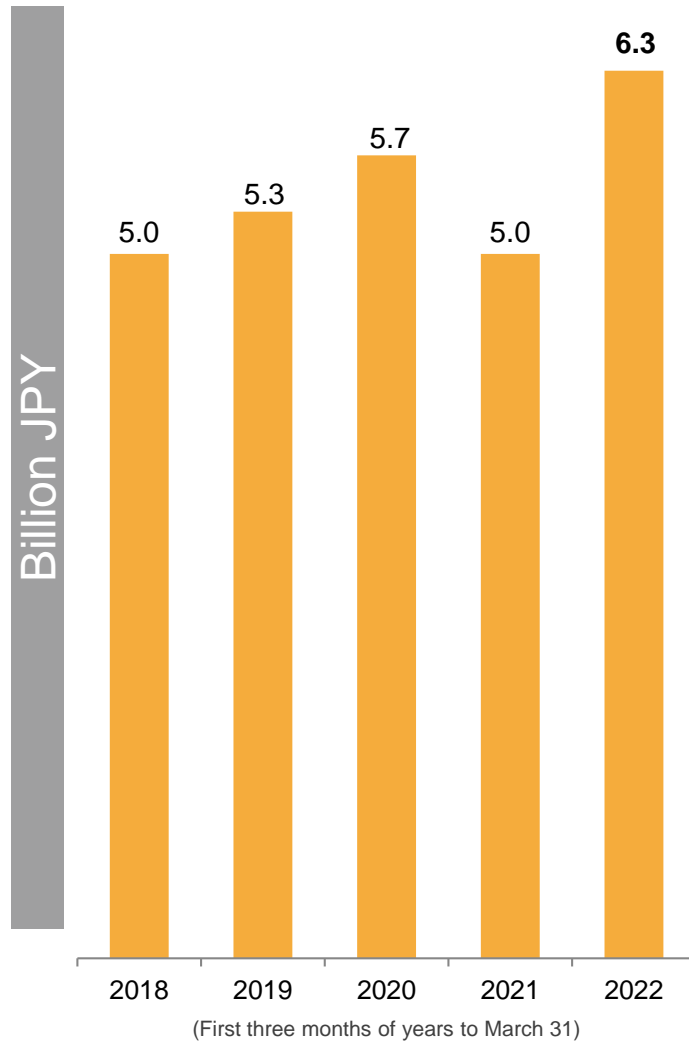
	First three months of fiscal year ending March 31, 2022	First three months of fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
			(Yen basis)	(Local currency basis)
Sales	17.3	13.8	125.4%	112.2%
Instruments	4.5	4.8	94.0%	84.1%
Reagents	10.7	7.4	145.0%	129.7%
Services, others	1.9	1.5	130.0%	116.2%

Sales of instruments were down, affected partly by performance in the previous term. Even so, sales for the region rose, due to higher sales of reagents.

- **Instruments:** Despite higher sales in the hematology field, instrument sales were down due to the impact of high demand in the immunochemistry field in the previous fiscal year.
- **Reagents:** Reagent sales expanded, as a recovery from the impact of COVID-19 led to higher sales in the hematology, urinalysis, and immunochemistry fields.

Information by Destination (AP)

Sales



(Billions of yen)

	First three months of fiscal year ending March 31, 2022	First three months of fiscal year ended March 31, 2021	YoY (Previous period = 100%) Yen basis
Sales	6.3	5.0	124.9% (117.4%)
Instruments	1.2	1.3	94.8%
Reagents	4.5	3.3	136.5%
Services, others	0.5	0.4	126.2%

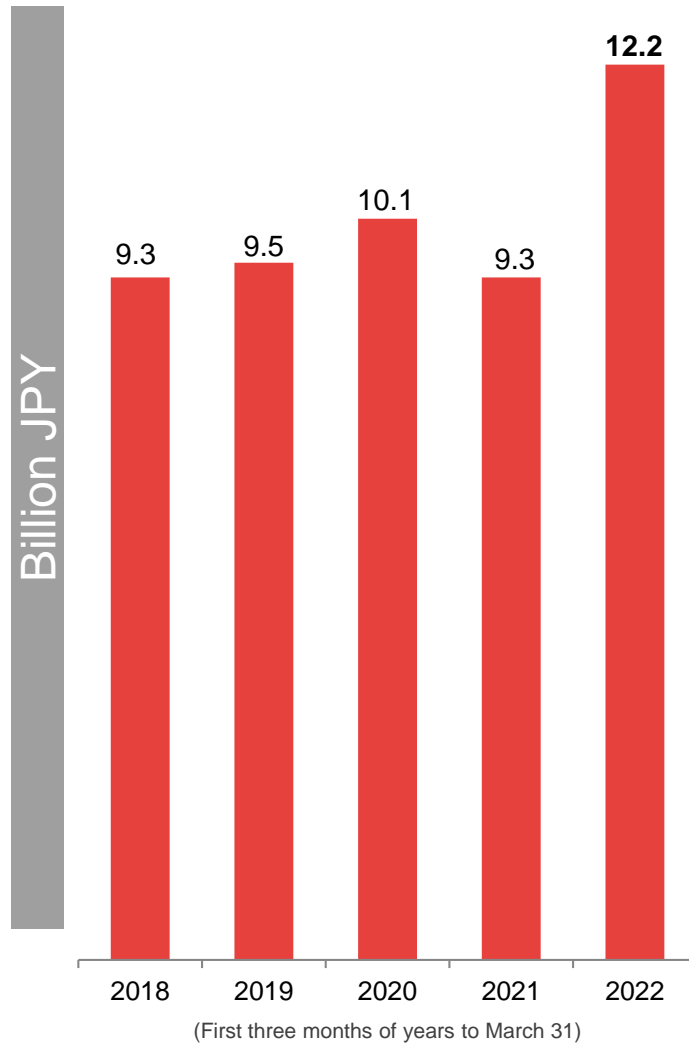
Note: Figures in parentheses exclude the impact of exchange rate fluctuations.

Instrument sales declined, but overall sales for the region increased, due to higher reagent sales.

- **Instruments:** Although sales rose in the urinalysis and hemostasis fields, overall instrument sales were down in the region due to order delays in the hematology field, as the pandemic resurfaced in South Korea and Taiwan.
- **Reagents:** Despite the ongoing impact of COVID-19, testing demand increased, and sales rose in all fields.

Information by Destination (Japan)

Sales



(Billions of yen)

	First three months of fiscal year ending March 31, 2022	First three months of fiscal year ended March 31, 2021	YoY (Previous period = 100%) Yen basis
Sales	12.2	9.3	130.3%
Diagnostics business	12.1	9.3	129.6%
Instruments	1.5	0.8	178.1%
Reagents	8.7	6.7	129.9%
Services, others	1.8	1.7	105.3%
Medical robotics business	0.07	-	-

Sales rose, due to robust performance centering on the hematology and urinalysis field, as well as testing demand related to COVID-19.

- Instruments: Sales rose in the hematology, urinalysis and immunochemistry fields, due to recovery from the impact of COVID-19.
- Reagents: Reagent sales increased, due to higher sales in the immunochemistry and life science fields related to COVID-19 testing.

Consolidated Earnings Forecast



Note: No changes subsequent to May 2021 announcement

Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2022

Net sales: **¥350.0 billion**

Operating profit: **¥60.0 billion**

Operating margin: **17.1%**

Profit attributable to owners of the parent: **¥40.0 billion**

Profit attributable to owners of the parent to net sales: **11.4%**

Planned investment

Capital expenditure:
¥39.0 billion

(includes both tangible and intangible assets)

Depreciation and amortization:
¥29.5 billion

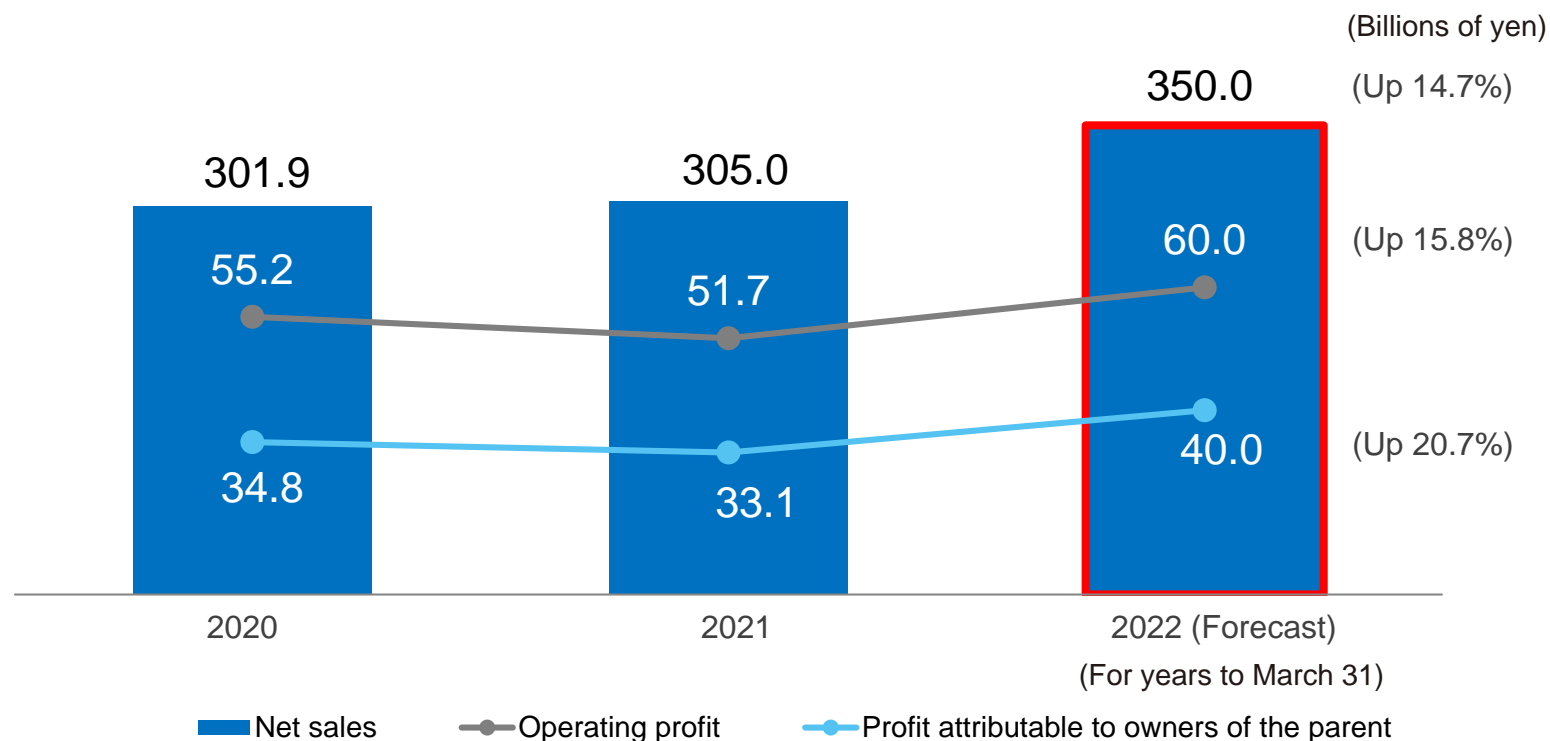
R&D expenditure:
¥27.5 billion

● Assumed Exchange Rates

	Assumed exchange rates for full year	Previous year (Fiscal year ended March 31, 2021)
1 USD	¥106.0	¥106.1
1 EUR	¥125.0	¥123.7
1 CNY	¥16.0	¥15.7

● Exchange Rate Sensitivity

	Net sales (year)	Operating profit (year)
USD	¥0.68 billion	¥0.18 billion
EUR	¥0.51 billion	¥0.16 billion
CNY	¥5.88 billion	¥4.53 billion



A solid blue square is positioned on the left side of the slide.

(Appendix)

Results by Geographic Region (Sales and Operating Profit)



(Billions of yen)

		First three months of fiscal year ending March 31, 2022	First three months of fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
				Yen	Local currency
Americas	Sales to external customers	16.7	12.8	130.1%	127.9%
	Operating profit	0.5	(0.4)	-	-
EMEA	Sales to external customers	25.4	18.2	139.6%	125.4%
	Operating profit	3.6	1.6	218.8%	196.5%
China	Sales to external customers	17.3	13.8	125.6%	112.4%
	Operating profit	1.9	0.2	675.6%	604.3%
AP	Sales to external customers	6.3	5.0	125.1%	-
	Operating profit	0.6	0.2	244.0%	-
Japan*	Sales to external customers	13.4	10.5	127.9%	-
	Operating profit	11.4	6.1	185.5%	-

*Includes sales to IDEXX and other external customers

Lighting the way **with diagnostics**