

# Presentation

**Tachibana:** My name is Tachibana from Sysmex Corporation.

I will explain the financial results overview for the fiscal year's Q1 ending March 31, 2025.

## About the Changes in Disclosure Categories



### Changes in Reportable Segments

1. We have revised our reportable segments to be by managing company rather than by geographic segment.  
Note: This improves consistency with the management approach required under IFRS.
2. We have changed the management company overseeing Russia from EMEA to the Asia Pacific (AP).

### Key Impacts of Changes in Disclosure Categories

Main documents and sections affected by the change		Changes in reportable segments (Geographic segment → managing company)	Change in the managing company overseeing Russia (EMEA → AP)
Consolidated financial statements Summary of consolidated financial results	Segment P/L	Changed	Changed
	Sales by destination	—	Changed
Financial data	Segment P/L	Changed	Changed
Financial result presentations Financial data	Sales by destination	—	Changed

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Please refer to page two. Let me explain the changes in disclosure categories made from Q1 of this fiscal year.

The first is a change in reporting segments. Until last fiscal year, we disclosed by geographic area based on the country in which the affiliated company was located, but from this fiscal year, we have changed to disclosure by controlling company based on the company that controls the affiliated company.

This change is intended to improve consistency with the management approach required by IFRS, in other words, to make the change fit the reality of our performance management approach. For example, Sysmex Paltec and Sysmex Inostics located in Germany were previously classified as EMEA in the geographical segmentation, but the reality of performance management was that the headquarters in Japan controlled them. Therefore, after the change, they will be included in the segment called “Head Office Management” instead of the segment called “EMEA Management.”

Another change is that we have shifted the headquarters company with jurisdiction over Russia from EMEA to AP. Since we provide products and services related to medical care, we continue to supply reagents, maintenance, and services to hospitals that use our testing instrument in Russia from a humanitarian perspective. However, we do not supply any items that fall under the export ban regulations imposed by Japan and other countries on Russia.

On the other hand, with regard to the management of the Russian subsidiary, the EMEA headquarters in Germany had previously provided reagent supply, academic support, maintenance, service support, and administrative support to the Russian team. However, due to increasingly complex procedures in Germany

and difficulties in communication between the German and Russian offices, the management has decided to provide support from the AP headquarters in Singapore in order to maintain a minimum level of support.

The impact of these changes on the various financial results-related materials is shown in the table at the bottom of the slide, so I will not explain each of them individually. However, in the presentation of the Q1 financial summary that I will explain to you now, the first change in reporting segment has no impact at all and should be viewed in the same manner as in the past—although the second change from EMEA to AP, which includes Russia, is noted on each page of the regional net sales section.

## Executive Summary



### Results for the First Three Months of the Fiscal Year Ending March 31, 2025

**Higher sales and profit pushed performance to record levels.**

**Net sales, operating profit, and profit attributable to owners of the parent grew substantially**

- 17.4% for net sales
- 26.1% for operating profit
- 28.0% for profit attributable to owners of the parent
- In overseas regions, reagent sales grew substantially, as we gained market share and testing demand increased.
- In Japan, the medical robotics business expanded. Sales were up in all regions, and business was favorable.

### Financial Forecast for the Fiscal Year Ending March 31, 2025

**Q1 performance was in line with expectations, and we also expect 1H and full-year performance to align with forecasts.**

**We are promoting measures in individual regions based on our growth strategy, and we anticipate double-digit growth for the Group.**

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Now, please turn to page five. Executive summary.

Our Q1 results were our best ever, and as noted, sales, operating income, and profit attributable to owners of the parent all increased substantially. We achieved revenue growth in all regions and a very high-profit growth rate in the upper 20% range, which is a very positive start for Q1 of the current fiscal year.

Q1 results were in line with our internal expectations, and we expect to achieve our H1 and full-year forecasts.

## Financial Highlights (Year on Year)

(Billions of yen)	First three months of fiscal year ending March 31, 2025		First three months of fiscal year ended March 31, 2024		YoY (Previous period = 100%)
	Results	Ratio	Results	Ratio	
Net sales	111.9	100%	95.3	100%	117.4%
Cost of sales	51.9	46.4%	44.9	47.1%	115.5%
SG&A expenses	36.0	32.2%	30.1	31.6%	119.5%
R&D expenses	7.3	6.6%	7.1	7.5%	103.1%
Other income (expenses)	0.07	0.1%	0.14	0.2%	51.7%
Operating profit	16.7	15.0%	13.2	13.9%	126.1%
Profit attributable to owners of the parent	11.0	9.9%	8.6	9.0%	128.0%

✓ **Net sales:** Led by double-digit growth in AP, sales rose in all regions, reached a record high.

✓ **Operating profit:** Although SG&A increased, profit rose significantly due to an improved cost of sales ratio and increased net sales, leading to a historic high

Exchange rate fluctuations raised net sales ¥9.21 billion, SG&A expenses ¥2.71 billion, and operating profit ¥2.38 billion. At the exchange rates prevailing one year earlier, net sales would have been up 7.7% year on year, SG&A expenses up 10.5% and operating profit up 8.1%

✓ **Profit attributable to owners of the parent:** Profit rose 28.0%.

Exchange gains (losses): Gain of ¥1.38 billion (increased ¥0.52 billion in the same period of the previous fiscal year)



Please refer to page seven. Financial summary.

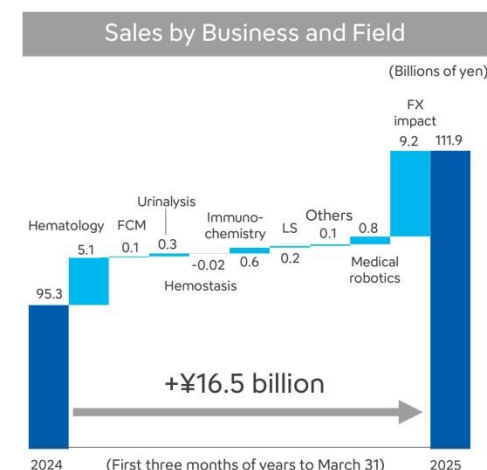
Thanks to strong business in all regions, we achieved a high revenue growth of 17.4%, and the cost of sales ratio improved by 0.7 percentage point, which offset the increase in SG&A expenses. This resulted in a 26.1% increase in operating profit and a 28% increase in profit attributable to owners of the parent, with the positive effect of foreign exchange gains and losses further boosting growth in both sales and income for the quarter.

As shown in the lower right-hand corner, the depreciation of the Japanese yen against each currency, and as shown in the middle row, both net sales and operating profit grew, increasing both revenue and income, even if excluding the effect of foreign exchange rates.

Note that the tax rate was 35.3%, up 0.4 percentage point YoY.

Details from sales to operating profit will be explained on the next pages.

## Breakdown of Net Sales (by Business and Field)



### COVID-19 related testing

(Included in the life science, immunochemistry and others)

In the first three months of the fiscal year ending March 31, 2025: ¥0.42 billion (Japan only)

(Reference):

In the first three months of the fiscal year ended March 31, 2024: ¥0.47 billion (Japan only)

Performance was favorable in the hematology field, due to the impact of the XR-Series and expansion in emerging markets.

(Billions of yen)	First three months of fiscal year ending March 31, 2025		YoY (Previous period = 100%)	
	Results	Ratio	Yen basis	Excluding FX impact
Net sales	111.9	100.0%	117.4%	107.7%
Hematology	70.6	63.1%	119.2%	108.6%
FCM	0.8	0.7%	128.4%	117.4%
Urinalysis	8.9	8.0%	114.8%	104.1%
Hemostasis	14.6	13.0%	106.9%	99.8%
Immunochemistry	4.6	4.2%	122.5%	116.5%
Clinical chemistry	0.8	0.8%	110.5%	105.4%
Life science	5.2	4.7%	113.5%	104.5%
Others	5.0	4.5%	112.1%	103.0%
Diagnostics business	110.8	99.0%	116.6%	106.9%
Medical robotics business	1.1	1.0%	389.7%	389.7%

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Please turn to page eight. Here are sales by business and field.

The second column from the right, in yen terms, shows high growth rates in all segments.

In hematology, high growth rates in India and other emerging countries led the way, while sales in developed countries remained strong, contributing significantly to sales growth, as shown in the graph on the left.

Urinalysis, immunochemistry, and life sciences also recorded sales growth, and the scale of FCM also increased due to double-digit growth.

Excluding the effect of foreign exchange rates on the far right, the hemostasis segment remained flat at 99.8%, but this was due to a reaction to the strong sales of instruments in Japan in the previous fiscal year and the delay in shipments of the CN-Series—which were produced locally in China—to June. Going forward, we aim to achieve the full-year target as the direct sales business in Europe and the US, based on the new OEM agreement with Siemens, begins to take off.

The medical robotics business at the bottom of the list is performing well, having completed an upgrade in the previous fiscal year and entering a growth phase.

## Breakdown of Net Sales (by Destination and Product Type)



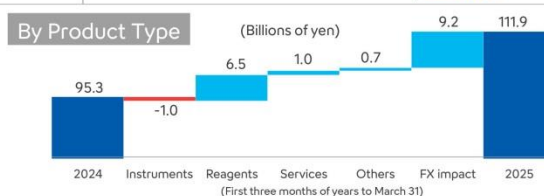
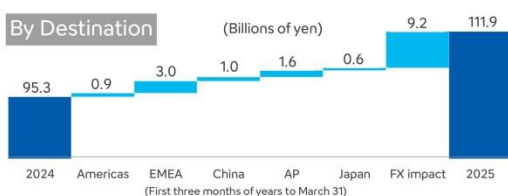
Reagent sales rose by double digits, driving the Group's growth.

(Billions of yen)	First three months of fiscal year ending March 31, 2025		YoY (Previous period = 100%)	
	Results	Ratio	Yen basis	Local currency basis
Net sales	111.9	100.0%	117.4%	107.7%
Americas	31.6	28.3%	117.1%	103.2%
EMEA	34.7	31.0%	120.7%	107.4%
China	19.5	17.4%	116.7%	106.3%
AP	12.3	11.0%	126.0%	117.3%
Japan	13.7	12.3%	105.2%	-
Instruments	20.8	18.6%	103.7%	94.8%*
Reagents	70.7	63.2%	120.8%	111.2%*
Services	16.1	14.5%	119.2%	108.0%*
Others	4.1	3.7%	133.7%	124.5%*

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

### Major Reasons for Changes by Destination

Americas	<ul style="list-style-type: none"> <li>Hematology and urinalysis reagents sales grew by double digits. As a result, <b>sales rose</b></li> </ul>
EMEA	<ul style="list-style-type: none"> <li>Sales grew in regions where we transitioned to direct sales, leading to double-digit increases, centered on hematology reagents. As a result, <b>sales rose</b></li> </ul>
China	<ul style="list-style-type: none"> <li>Sales of hematology and immunochemistry reagents grew by double digits. As a result, <b>sales rose</b></li> </ul>
AP	<ul style="list-style-type: none"> <li>Business was favorable in each country in the region, and instrument and reagent sales expanded in all fields. As a result, <b>sales rose by double digits</b></li> </ul>
Japan	<ul style="list-style-type: none"> <li>Sales in the diagnostics were flat year on year due to the favorable performance in the previous period, but sales grew in the medical robotics business. As a result, <b>sales rose</b></li> </ul>



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Please turn to page nine. This is sales increase/decrease by region and product type.

Sales by region were up in all regions on a local currency basis, showing a strong start to the year. In particular, AP posted double-digit sales growth for the fourth consecutive fiscal year, and our strategy for India and other emerging countries is progressing very well.

By product, sales of reagents increased significantly, with double-digit sales growth for reagents in the hematology, urinalysis, and immunochemistry fields, even excluding the effect of foreign exchange rates, indicating that business was strong.

Sales of instruments were down from the previous year, but if we look only at instruments in the hematology field, sales in Japan and China were both up by double digits, as were sales in EMEA and AP. Meanwhile sales in the Americas were down due to a reaction to the particularly strong performance in the previous year, including large projects.

In any case, since overall hematology instrument sales increased, the main reason for the decline in overall instrument sales was the impact of the shipment delay to June of locally manufactured CN-Series hemostasis testing instruments in China, as mentioned earlier, and we expect instrument sales to recover in Q2 and beyond.



## Information by Destination (Americas)



(Million USD)	First three months of fiscal year ending March 31, 2025	First three months of fiscal year ended March 31, 2024	YoY (Previous period = 100%)	
			Local currency basis	Yen basis
Sales	202.9	196.7	103.2%	117.1%
Instruments	43.2	52.4	82.5%	93.6%
Reagents	102.9	91.9	112.0%	127.0%
Services, others	56.8	52.4	108.6%	123.1%

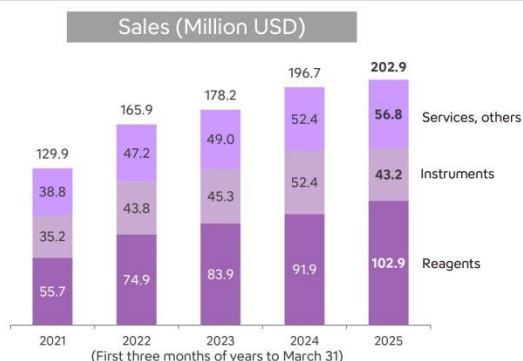
Despite favorable instrument sales in the same period of the previous year, reagent sales grew, owing to expansion of the installed instrument base, pushing up sales.

### ● Instruments

- ✓ Sales were down in comparison to the previous year's favorable performance in the hematology field in North America and large tenders in Central and South America in the urinalysis field.
- ✓ We continued to receive numerous orders in North America, and sales rose in the hematology field in Central and South America in Q1, so we anticipate a recovery from Q2.

### ● Reagents

- ✓ Sales were favorable in the hematology and urinalysis fields, leading to double-digit increases in reagent sales.



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Please turn to page 10. This is the situation in the Americas.

Sales of instruments declined, but as mentioned earlier, this was due to a reaction to the strong performance of instruments in Q1 of the previous fiscal year.

Reagent sales increased by double digits on a local currency basis due to growth in Central and South America and an increase in market share in the hematology field last fiscal year, resulting in a 3.2% sales increase in the Americas as a whole.

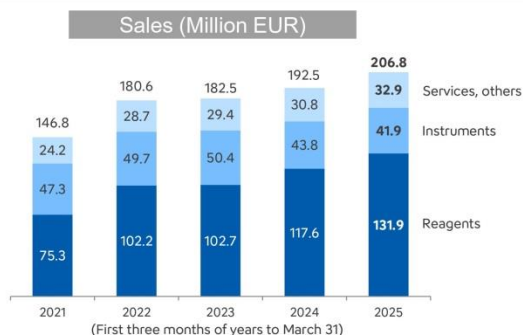
Central and South America has been showing solid results since Q1, and we have begun to win orders for hemostasis field, which we have newly started in North America.

## Information by Destination (EMEA)



(Million EUR)	First three months of fiscal year ending March 31, 2025	First three months of fiscal year ended March 31, 2024	YoY (Previous period = 100%)	
			Local currency basis	Yen basis
Sales	206.8	192.5	107.4%	120.7%
Instruments	41.9	43.8	95.6%	107.4%
Reagents	131.9	117.6	112.1%	125.9%
Services, others	32.9	30.8	106.8%	119.7%

Performance in Saudia Arabia and other countries where we transitioned to direct sales led to double-digit growth in reagent sales. This compensated for lower instrument sales, leading to growth in the region.



Note: Sales to Russia are excluded, for past fiscal years, as well.

### ● Instruments

- ✓ Sales in Germany and the United Kingdom rose, partly due to the XR-Series sales launch in the hematology field.
- ✓ Owing to the transition to direct sales in Italy and other factors, performance was flat.

### ● Reagents

- ✓ Sales were favorable in Saudi Arabia and other countries where we transitioned to direct sales.
- ✓ Sales of hematology, hemostasis, and urinalysis reagents grew by double digits, driving up reagent sales.

Please turn to page 11. This is the situation in EMEA.

Sales in EMEA were strong, with a 7.4% increase YoY.

Instruments remained flat, but hematology was not a problem. While sales of instruments in hematology increased, partly due to the newly launched XR-Series, this was a temporary factor due to the slow start-up of urinalysis and hemostasis sales in Italy, where direct sales began in this April.

Reagent sales were up by double digits, with hematology, hemostasis, and urinalysis fields all performing well. This was due to the steady effect of the shift to direct sales.

## Information by Destination (China)



(Million CNY)	First three months of fiscal year ending March 31, 2025	First three months of fiscal year ended March 31, 2024	YoY (Previous period = 100%)	
			Local currency basis	Yen basis
Sales	<b>908.8</b>	854.9	<b>106.3%</b>	116.7%
Instruments	<b>97.8</b>	126.9	<b>77.1%</b>	84.7%
Reagents	<b>720.9</b>	646.3	<b>111.6%</b>	122.5%
Services, others	<b>89.9</b>	81.7	<b>110.0%</b>	121.0%

A change in the shipment dates for hemostasis instruments had a negative impact on sales, but sales were up for the region, owing to favorable sales of hematology instruments and reagents.

### ● Instruments

- ✓ In the hematology field, favorable sales of locally manufactured products drove double-digit growth.
- ✓ Sales in the hemostasis field were down, as shipments in the CN-Series (locally manufactured product) began in June.
- ✓ From Q2, we expect sales of locally manufactured products to recover.

### ● Reagents

- ✓ Partly due to an increase in the number of examinees, performance was favorable in the hematology and immunochemistry fields, leading to double-digit reagent growth, which pushed up sales.



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Please turn to page 12 for the situation in China.

First, let me add some additional information about the external environment that is affecting the ups and downs in the lower-left graph.

There are three major external factors affecting our sales fluctuations. The first is the increase in demand for instruments due to COVID-19, as shown in the lower left-hand corner; the second is the strengthening of the government procurement policy, the so-called “Buy China Policy;” and the third is the decrease in the number of tests due to the spread of COVID-19 infection and the lockdown of the system. The impact of each of these factors varied from period to period, and the up and down arrows and the number of arrows are shown to give an idea of the positive and negative effects.

Amid such drastic changes in the external environment, our sales have also been significantly affected. However, we have not changed our perception of the external environment in China since H2 of the previous fiscal year, which we described as the new normal in the Q3 results of the previous fiscal year. In Q1 of this fiscal year, we achieved a 6.3% increase in sales, despite the fact that Q1 of every fiscal year has been weak.

Sales of instruments declined by 77.1% YoY, but since hematology sales increased, this is not a problem. Sales of hematology instruments, for which we increased the lineup of locally manufactured products in the previous fiscal year, grew steadily with a double-digit increase. However, this was affected by the shipment delay of locally manufactured hemostasis instruments to June, as I mentioned earlier. The CN-Series has been shipped smoothly since June, and we expect a recovery from Q2 onward.

The ratio of locally manufactured products to the total sales of hematology instruments has increased to 80%. In reagents, the number of blood tests is increasing due to the increase in the number of hospital outpatients, and sales of hematology field and other reagents are growing at double-digit rates.



## Information by Destination (AP)



(Billions of yen)	First three months of fiscal year ending March 31, 2025	First three months of fiscal year ending March 31, 2024	YoY (Previous period = 100%) Yen basis
Sales	12.3	9.7	126.0% (117.3%)
Instruments	2.5	2.0	125.4%
Reagents	8.4	6.8	122.4%
Services, others	1.3	0.8	155.3%

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



As investment in the healthcare infrastructure continued, performance was favorable, particularly in the hematology field, lifting sales by double digits.

### ● Instruments

- ✓ Favorable performance in the hematology field, centered on India and Australia, led to double-digit sales growth.
- ✓ Performance was robust in the urinalysis and hemostasis fields in India, Thailand, and other parts of Southeast Asia, as was performance in the immunochemistry field in the Philippines. As a result, sales grew substantially.

### ● Reagents

- ✓ Sales were strong in the hematology field due to an increase in the installed instrument base buoyed performance in India, Southeast Asia, and Taiwan.
- ✓ In the immunochemistry field, an increase in the installed instrument base and the increased adoption of unique parameters led to substantial growth, and sales growth across all fields.

13

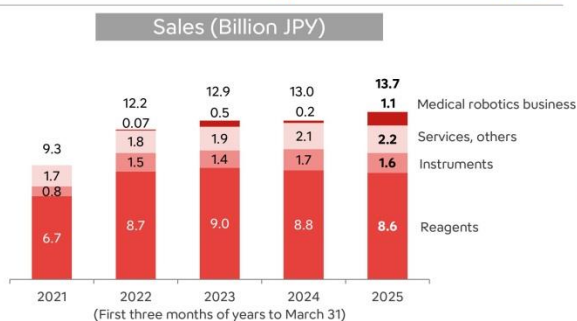
Please turn to page 13. This is the situation in AP.

Almost all of the countries within the AP region and by business are doing very well, and growth continues at a high level of double-digit growth, bottoming out in the fiscal year ended March 31, 2021 when the COVID-19 disaster began. Various countries—including Singapore, Indonesia, and the Philippines—have announced increased budget allocations for social welfare and healthcare, and we expect significant growth to continue.

## Information by Destination (Japan)



(Billions of yen)	First three months of fiscal year ending March 31, 2025	First three months of fiscal year ending March 31, 2024	YoY (Previous period = 100%) Yen basis
Sales	13.7	13.0	105.2%
Diagnostics business	12.5	12.7	98.7%
Instruments	1.6	1.7	96.3%
Reagents	8.6	8.8	98.2%
Services, others	2.2	2.1	102.7%
Medical robotics business	1.1	0.2	389.7%



Performance was flat in the diagnostics business, which had been favorable in the same period of the previous year, but sales in the medical robotics business grew, pushing up sales for the region.

### Diagnostics business

#### ● Instruments

- ✓ Performance in the hematology field was favorable, and sales grew by double digits. However, overall results were flat, owing to comparison with the previous year's solid results in the urinalysis and hemostasis fields.

#### ● Reagents

- ✓ Sales were flat, despite the increase adoption of parameters in the immunochemistry field.

### Medical robotics business

- ✓ Units installed in Q1: 6, bringing the cumulative total to 61
- ✓ Sales of services and consumables (such as forceps) rose, in line with the increase installed units and the number of cases.

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As for the situation in Japan, please see page 14. In the diagnostics business, sales declined in reaction to the strong performance of instruments in the previous period and, for reagents, due to the timing of regular shipments of control blood for hematology accuracy control.

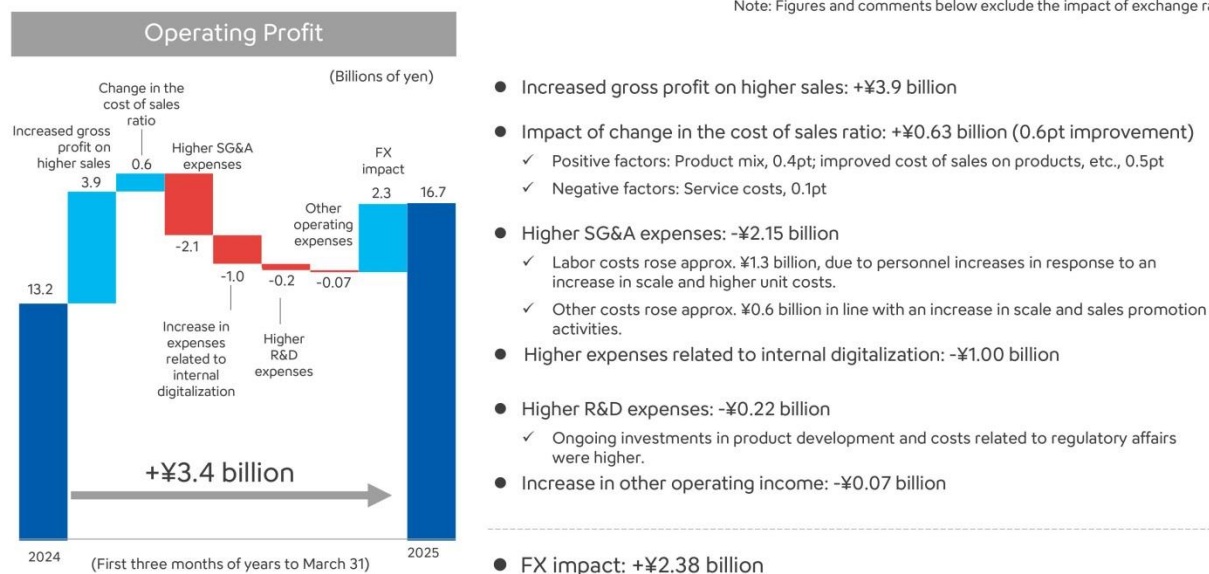
On the other hand, the upgraded robotic-assisted surgery system model was well received, with six units installed in Q1, resulting in sales of JPY1.13 billion, approximately four times the level of last year's Q1, and significantly contributing to revenue growth in the Japan region.

In addition, hematology instruments continued to show double-digit growth from the previous quarter, driven by the strong performance of the XR-Series.

## Breakdown of Operating Profit



Note: Figures and comments below exclude the impact of exchange rates.



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Please turn to page 15. Factors behind the increase/decrease in operating profit.

The impact of foreign exchange rates was positive JPY2.38 billion, as indicated at the bottom of the table.

The comments above exclude the impact of foreign exchange rates, and the main positive and negative impact factors are as stated, but I would like to supplement some of them.

The cost-to-sales ratio improved by 0.6 percentage point YoY. Breaking it down, the improvement in the product mix was due to growth in hematology reagent sales, as well as cost reductions in products and other items due to price pass-through and cost reductions. However, service costs remained high—mainly affected by increased headcount and inflation in Europe and the US—and deteriorated by 0.1 point, or almost unchanged from last year's Q1.

Among SG&A expenses, labor costs increased by approximately JPY1.3 billion. This was due to an increase in personnel and higher unit labor costs. Incidentally, we have decided to raise salaries by about 5% in Japan for the current fiscal year as well.

Internal digitalization-related expenses increased by JPY1 billion YoY.

R&D expenses are also important as an initiative for the future, and we are continuously investing in this area from a medium- to long-term perspective.

### 3. Growth Strategy Progress and Initiatives

Emerging Market Strategies, Reinforcement of Existing Businesses, Expansion of New Businesses

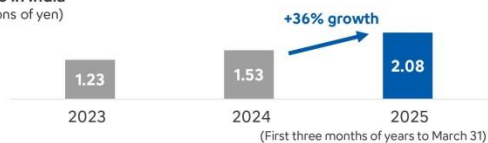
In this section, I will explain the progress of our growth strategies and initiatives.

#### Emerging Market Strategies

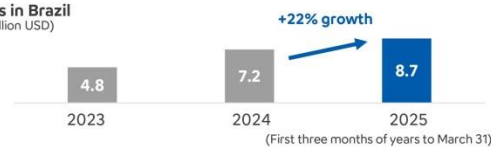


We achieved double-digit increases in regions where we are investing proactively, and high levels of growth continue.

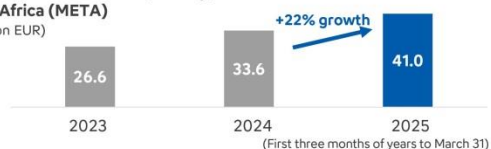
Sales in India  
(Billions of yen)



Sales in Brazil  
(Million USD)



Sales in the Middle East, Turkey, and Africa (META)  
(Million EUR)



■ Construction of new production site in India completed, preparing to start shipments by the end of this fiscal year



- ✓ Largest overseas production base
- ✓ Accelerating business development in India as a production base for instruments and reagents
- ✓ Has warehouse and logistics hub functionality

■ Academic conference in Brazil



- ✓ Exhibition booth was a success, attracting strong customer interest
- ✓ Aiming for further business growth by strengthening our customer network

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Please turn to page 17. This is about our emerging market strategy.

In India, Brazil, Turkey, and Saudi Arabia, sales have been growing rapidly due to the shift to direct sales and the strengthening of the sales structure. In Q1 of this fiscal year, we started with a large increase of 20 to 30%.

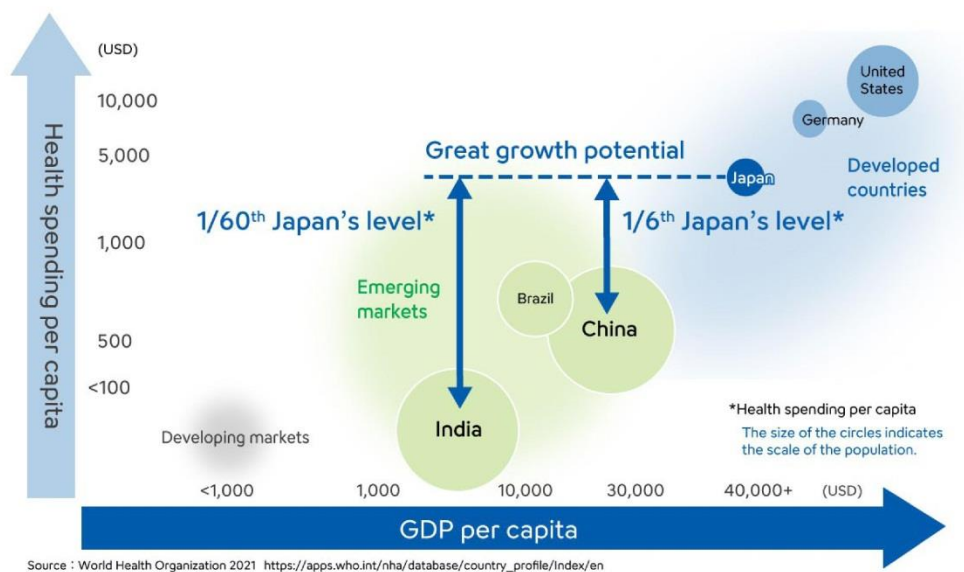
The photo at the top right shows the completion of a new production plant that was under construction in India and was handed over last week. The plant will not only produce reagents but also instruments, both of

which are expected to be operational and ready for shipment by the end of this fiscal year. We will accelerate our business development in India, where the scale of our operations is expanding.

The photo at the bottom right shows a trade conference in Brazil. The exhibition booth was very successful, thanks in part to the effects of measures taken in the previous fiscal year to improve customer satisfaction, including the opening of a training center.

By providing high-level customer care, which is one of our strengths, we aim to deepen customer support and achieve further growth.

## Reference: Emerging Markets' Potential



18

Please turn to page 18. For your reference, this is a chart showing the potential of emerging markets.

You can see that there is tremendous room for growth in the medium to long term.

## Reinforcement of Existing Businesses (Hemostasis)



Leveraging the high levels of customer satisfaction with the services and sales channels we have built up in the hematology field

### Progress in transitioning to OEM contract

- We commenced sales in the United States and Europe from April 2024 under our own brand name, and are working to attract new customers.
- Some countries in Group 2\* (such as Switzerland) commenced sales early

\*The initial commencement date was January 2025.

### Customer feedback

Facilities in Germany, Poland, etc. (including those that switched from other companies to us)

*"The customers **trust the same excellence** that Sysmex has been known for in **Routine Haematology**"*

*"Great experience with Sysmex hematology systems and **high quality about Sysmex service**"*

*"Sysmex was the full panel of Siemens OEM reagents + the perspective of **the future Hyphen reagent roadmap**"*

19

Please turn to page 19. This is the situation after the start of the OEM contract with Siemens in the hemostasis field.

Based on the OEM agreement with Siemens signed last February, direct sales in Europe and the US started in April this year as scheduled. We expect to start up on a quarterly basis from now on.

We have attached the comments from customers who have installed the system in the lower part of this page for your reference. We will accelerate sales in the field of hemostasis field by taking advantage of the service and support that we have cultivated in the hematology field to achieve a high level of customer satisfaction, as well as our sales channels.



## Reinforcement of Existing Businesses



Steadily rolling out global initiatives in each field

### Hematology

#### ● XR-Series

- ✓ Japan: We have an overwhelming presence, having captured more than 90% of purchase demand.
- ✓ EMEA, China: Started full-scale sales from this fiscal year
- ✓ AP: Following on from Australia, began sales promotion in Thailand, Malaysia, and Indonesia

### Immunochemistry

#### ● Test for Alzheimer's disease

- ✓ China: Sales launch in Hong Kong
- ✓ Japan: Promoting activities to gain NHI insurance coverage
- ✓ United States: Making solid progress with LDT at large commercial lab (Labcorp)
- ✓ EMEA: Obtained regulatory approval in Europe, began preparing for sales

### Life science

#### ● Global alliance with QIAGEN N.V.

- ✓ **We have agreed to cooperate in market development in the field of genetic testing in regions where we each have strengths.**
- ✓ **In the future, we will consider collaborating in product development.**

Sysmex will implement QIAGEN's assay to be used for clinical trials that QIAGEN provides to pharmaceutical companies and research institutions at Sysmex's global network laboratories



20

Please turn to page 20. Progress in the hematology, immunochemistry, and life science fields.

In the hematology field, the XR-Series has been highly evaluated, and in Japan, the XR-Series has won over 90% of customers purchasing this class of products.

Global expansion is also making steady progress, and this fiscal year, we will start full-scale sales in EMEA and China. In AP, sales promotion in Thailand, Malaysia, and Indonesia has also started.

The Alzheimer's test in the immunochemistry field is as described.

Regarding the life science field, we have just issued a press release today regarding the conclusion of a global alliance agreement with QIAGEN. In the area of genetic testing, we will promote market development by leveraging our respective strengths.

As one such example, we have agreed that QIAGEN will perform and support the tests requested by pharmaceutical companies and academia at our global network laboratories, such as RIKEN GENESIS and Sysmex Inostics. Naturally, we plan to consider collaboration in product development in the future, and the agreement includes the scope of such collaboration. We will explain the agreement's specifics when the individual contracts are finalized.

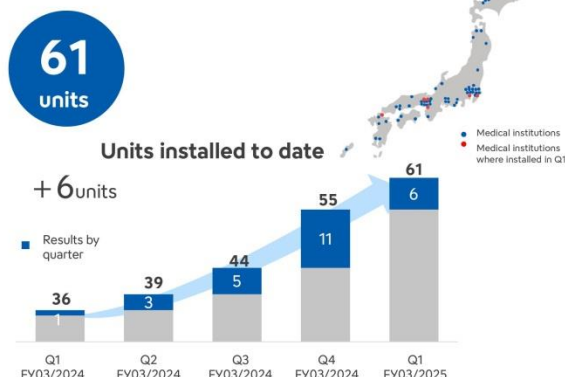
## Expansion of New Business (Medical Robotics Business)



We are building up an installed base in Japan  
and making steady progress on efforts to enter overseas markets.

### ● Status of hinotori™ installation

- ✓ We are making steady progress in introduction at university hospitals and flagship hospitals nationwide, establishing a foundation for introduction to affiliated hospitals and general hospitals.



### ● Overseas development plans

- ✓ Fiscal year ended March 31, 2024: Received approval in Singapore
- ✓ Fiscal year ending March 31, 2025: Rollout in Asia, submit regulatory application in Europe
- ✓ Fiscal year ending March 31, 2026: Enter European market, submit FDA regulatory application
- ✓ Fiscal year ending March 31, 2027: Begin introduction in US market



21

Please turn to page 21 which details the progress of the medical robotic business.

After the upgrade last fiscal year, the number of units installed has steadily increased, reaching a cumulative total of 61 units. With the introduction of the robotic-assisted surgery system to university hospitals and flagship hospitals nationwide, the flow of introducing robotic-assisted surgery systems to affiliated hospitals and general hospitals is now well underway. The number of units is expected to increase steadily in the future.

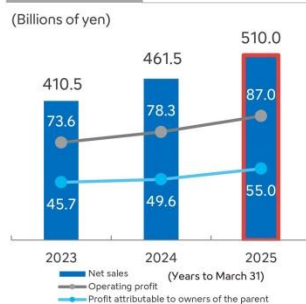
Furthermore, the number of surgeries per quarter has steadily increased, partly due to the effect of the respiratory surgery application, bringing the cumulative total to 5,278 surgeries in this Q1.

As for overseas expansion, we are making good progress in Asia, with Singapore as our hub, and we are preparing for regulatory filings in Europe.

## Financial Forecast for the Fiscal Year Ending March 31, 2025 (No Change Following May 2024 Announcement)



(Billions of yen)	Fiscal year ending March 31, 2025		Fiscal year ended March 31, 2024		YoY increase
	Forecast	Ratio	Results	Ratio	
Net sales	510.0	100.0%	461.5	100.0%	+10.5%
Cost of sales	237.0	46.5%	219.0	47.5%	+8.2%
SG&A expenses	151.9	29.8%	133.7	29.0%	+13.5%
R&D expenses	35.0	6.9%	31.4	6.8%	+11.5%
Operating profit	87.0	17.1%	78.3	17.0%	+11.0%
Profit attributable to owners of the parent	55.0	10.8%	49.6	10.8%	+10.8%
Planned investment	Capital expenditure: ¥50.0 billion		Depreciation and amortization: ¥40.0 billion		



### Assumed Exchange Rates

	Fiscal year ending March 31, 2025	Fiscal year ended March 31, 2024
1 USD	¥147.0	¥144.6
1 EUR	¥158.0	¥156.8
1 CNY	¥20.4	¥20.1

### Exchange Rate Sensitivity

	Net sales (year)	Operating profit (year)
USD	¥0.80 billion	¥0.14 billion
EUR	¥0.55 billion	¥0.10 billion
CNY	¥5.75 billion	¥4.21 billion

### Contributors to sales growth

- ✓ Impact of launching the XR-Series (Japan, EMEA, AP, China)
- ✓ Direct sales launch in the hemostasis field (United States, Europe)
- ✓ Americas: Growth in the hematology field and in Central and South America
- ✓ EMEA: Expansion in regions where we transitioned to direct Sales
- ✓ China: Sales growth of products that have transitioned to local production, higher demand for testing
- ✓ AP: Increased sales in emerging markets, centering on India
- ✓ Japan: Accelerate introduction of robotic-assisted surgery system (hinotori)

### Contributors to improvement in the cost of sales ratio

- ✓ Start of sales of hemostasis reagents in Europe and the United States
- ✓ Ongoing efforts to reduce costs

### Contributors to higher SG&A expenses

- ✓ Investment in internal digitalization and human capital
- ✓ Increased expenses in line with higher sales

### Contributors to operating profit

- ✓ Higher gross profit, thanks to higher sales and a lower cost of sales ratio

24

Finally, please turn to page 24. This is the consolidated full-year earnings forecast.

There is no change from the full-year forecast announced in May. There is no change in our strategy, and what we need to execute is clear and unchanged.

We will achieve full-year results by promoting various measures while closely monitoring future trends in foreign exchange rates and changes in the external environment.

This concludes my explanation.

[END]