

Presentation

Executive Summary



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

Sales and profits surged, with net sales, operating profit, and profit attributable to owners of the parent all reaching record highs.

Year on year, net sales rose 12.4%, operating profit 24.2%, profit attributable to owners of the parent 23.7%

- Sales increased in all regions, thanks to higher reagent sales and the capturing of growth opportunities in emerging markets.
- Operating profit also grew substantially, owing to appropriate control of SG&A expenses and the impact of yen depreciation.

Financial Forecast for the Fiscal Year Ending March 31, 2025

Business remains strong, and we expect to reach our full-year targets.

- We expect sales to continue growing due to sustained growth from product portfolio expansion in developed countries and capturing high demand in emerging markets.
- We anticipate higher profits, owing to an improved cost of sales ratio and efforts to control SG&A expenses and R&D expenses.

5

Tachibana: This is Tachibana from Sysmex. I will explain the financial results for Q3 of the fiscal year ending March 2025.

Please refer to slide five.

This is the executive summary. Following the strong performance in Q2, Q3 also delivered exceptionally strong results, with significant increases in net sales, operating profit, and profit attributable to owners of the parent, as indicated, marking record-high performance.

Regarding the external environment, while headwinds such as inflation persist, our business has been progressing as planned, driven by our three growth strategies, achieving net sales growth across all regions.

On the cost side, we are strategically balancing areas for proactive investment and areas for efficiency improvements, and we have been able to manage them in line with our plan.

Recently, global dynamics have been shifting significantly following the inauguration of President Trump. While uncertainties remain, we will continue to monitor the situation closely and respond as needed to environmental changes. However, based on currently reported potential developments, we anticipate minimal impact on our business, and we believe business opportunities will continue to remain solid.

As for the full-year outlook, we expect to achieve our targets as planned.

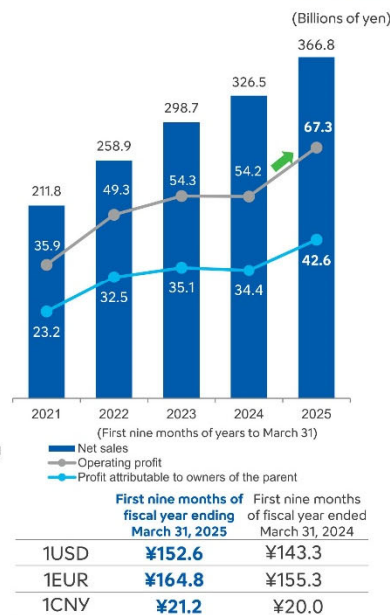
Financial Highlights (Year on Year)



| (Billions of yen) | First nine months of fiscal year ending March 31, 2025 | | First nine months of fiscal year ended March 31, 2024 | | YoY (Previous period = 100%) |
|---|--|-------|---|-------|---------------------------------|
| | Results | Ratio | Results | Ratio | |
| Net sales | 366.8 | 100% | 326.5 | 100% | 112.4% |
| Cost of sales | 168.0 | 45.8% | 154.7 | 47.4% | 108.6% |
| SG&A expenses | 109.9 | 30.0% | 95.8 | 29.4% | 114.7% |
| R&D expenses | 22.5 | 6.1% | 23.2 | 7.1% | 97.1% |
| Other income (expenses) | 1.0 | 0.3% | 1.5 | 0.5% | 69.6% |
| Operating profit | 67.3 | 18.4% | 54.2 | 16.6% | 124.2% |
| Profit attributable to owners of the parent | 42.6 | 11.6% | 34.4 | 10.6% | 123.7% |

- **Net sales:** Ongoing increases in reagent sales pushed up sales in all regions, leading to a record high for overall net sales.
- **Operating profit:** Higher gross profit and the impact of yen depreciation caused operating profit to surge 24.2% year on year, to a record high.
- ✓ **Forex impact:** Net sales: +¥14.98 billion SG&A expenses: +¥4.08 billion Operating profit: + ¥10.11 billion
- ✓ **At forex rates prevailing one year earlier:** Net sales: +7.8% SG&A expenses: +10.5% Operating profit: +5.6%
- **Profit attributable to owners of the parent:** +23.7%

Foreign exchange gain (loss): Loss of ¥2.4 billion (down ¥2.5 billion year on year)



Now, please refer to slide seven.

This is the financial summary. Net sales reached JPY366.8 billion, a substantial increase of 112.4% YoY, driven by increased sales in all regions, achieving record highs across all regions. Operating profit was JPY67.3 billion, benefiting from favorable exchange rates, resulting in a strong 124.2% YoY increase.

As noted in the bottom right, the yen depreciated against all currencies, leading to increased net sales, SG&A expenses, and operating profit, as shown in the lower section. Even excluding foreign exchange effects, net sales grew by 107.8%, and operating profit increased by 105.6%.

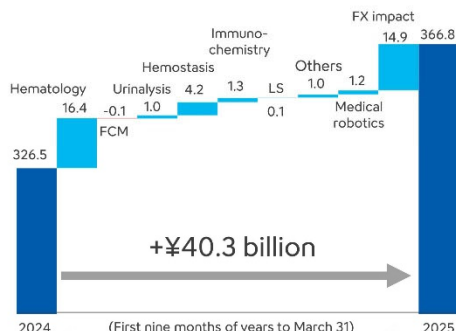
Quarterly profit, despite the impact of foreign exchange gains and losses, rose by 123.7%.

Breakdown of Net Sales (By Business and Field)



Net Sales by Business and Field

(Billions of yen)



Tests related to COVID-19 (Included in life science, immunochemistry)
 In the first nine months of the fiscal year ending March 31, 2025:
 ¥1.67 billion (sales in Japan only)
 Reference
 In the first nine months of the fiscal year ended March 31, 2024 :
 ¥2.03 billion (sales in Japan only)

Sales rose in the hematology, hemostasis, and immunochemistry fields. Also, in the medical robotics business, the number of units installed and the number of cases increased, leading to substantial growth in net sales.

| (Billions of yen) | First nine months of fiscal year ending March 31, 2025 | | YoY (Previous year = 100%) | |
|---------------------------|--|--------|----------------------------|---------------------|
| | Results | Ratio | Yen basis | Excluding FX impact |
| Net sales | 366.8 | 100.0% | 112.4% | 107.8% |
| Hematology | 221.2 | 60.3% | 113.3% | 108.4% |
| FCM | 2.3 | 0.6% | 99.0% | 94.6% |
| Urinalysis | 30.2 | 8.2% | 108.3% | 103.6% |
| Hemostasis | 57.2 | 15.6% | 112.6% | 108.4% |
| Immunochemistry | 18.3 | 5.0% | 111.2% | 108.1% |
| Clinical chemistry | 2.6 | 0.7% | 106.9% | 104.0% |
| Life science | 15.9 | 4.3% | 105.2% | 100.7% |
| Others | 15.5 | 4.2% | 111.7% | 107.0% |
| Diagnostics business | 363.5 | 99.1% | 112.0% | 107.4% |
| Medical robotics business | 3.2 | 0.9% | 163.9% | 163.9% |

8

Next, please refer to slide eight.

This slide presents net sales by business field and fields. Looking at the second column from the right, sales in yen basis exhibited strong growth across all fields. Even in the rightmost column, which excludes foreign exchange effects, the highlighted key fields also posted strong growth.

In the hematology field, the introduction of the XR-Series, along with the expansion of direct sales in certain regions and emerging markets, drove significant growth. In the hemostasis field, reagent sales continued to perform well across all regions, with particularly strong growth in newly developed sales areas such as Europe and the US. The immunochemistry field also saw sales increases across all regions. As for the medical robotics business, I will provide more details later, but the business has been progressing well, resulting in substantial sales growth.

Breakdown of Net Sales (By Destination and Product Type)

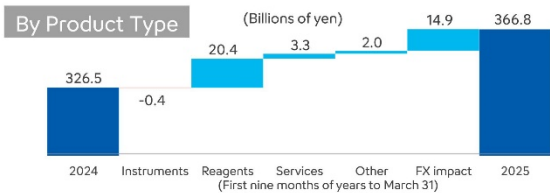
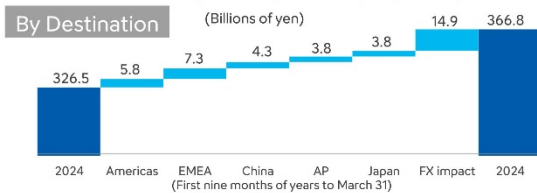
Sales increased in all regions, as instrument sales recovered to the previous year's levels and reagent sales continued to grow by double digits.

| (Billions of yen) | First nine months of fiscal year ending March 31, 2025 | | YoY (Previous year = 100%) | |
|-------------------|--|--------|----------------------------|----------------------|
| | Results | Ratio | Yen basis | Local currency basis |
| Net sales | 366.8 | 100.0% | 112.4% | 107.8%* |
| Americas | 96.4 | 26.3% | 113.0% | 106.2% |
| EMEA | 102.8 | 28.0% | 112.8% | 106.3% |
| China | 82.0 | 22.3% | 111.6% | 106.0% |
| AP | 38.3 | 10.5% | 115.4% | 111.7% |
| Japan | 47.1 | 12.9% | 108.9% | - |
| Instruments | 71.2 | 19.4% | 103.7% | 99.4% |
| Reagents | 229.1 | 62.5% | 114.7% | 110.2% |
| Services | 50.5 | 13.8% | 112.9% | 107.5% |
| Other | 15.9 | 4.3% | 119.2% | 115.1% |

*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"> Sales rose, pushed up by higher sales in the hematology and urinalysis fields. Also, sales of Alzheimer's tests increased. |
| EMEA | <ul style="list-style-type: none"> Sales increased. Due to the impact of a transition to direct sales and the acquisition of customers in the hemostasis field, sales of hematology, urinalysis, and hemostasis reagents increased. |
| China | <ul style="list-style-type: none"> Instrument sales moved toward recovery, and reagent sales expanded, centered on the hematology and hemostasis fields. As a result, sales grew. |
| AP | <ul style="list-style-type: none"> Performance remained positive in India and other countries, leading to double-digit sales growth. |
| Japan | <ul style="list-style-type: none"> Sales expanded. In the diagnostics business, performance was favorable in the hematology and hemostasis fields. Sales also rose in the medical robotics business. |



9

Please refer to slide nine.

This slide presents the changes in net sales by destination and product type. Net sales increased in all regions on a local currency basis. In particular, the AP region saw strong double-digit growth following H1, driven by steady progress in its emerging market strategy, particularly in India. Japan also posted strong growth of 8.9%, supported by the renewal demand in the hematology field and the expansion of the medical robotics business.

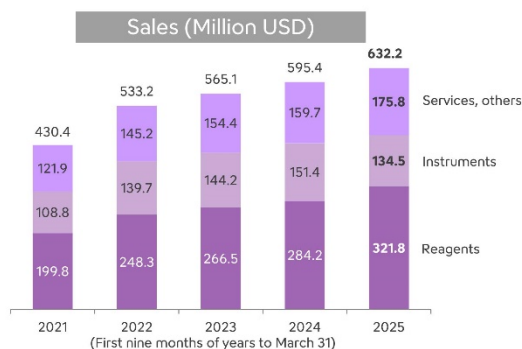
By product category, reagent sales increased, with hematology, urinalysis, hemostasis, and immunochemistry reagents achieving growth even after excluding foreign exchange effects, demonstrating strong business performance. Instrument sales were impacted by delivery delays in the Americas in H1 and shipment delays of hemostasis instrument in China. However, cumulative sales for Q3 recovered to levels comparable to the previous year.

Information by Destination (Americas)



| (Million USD) | First nine months of fiscal year ending March 31, 2025 | First nine months of fiscal year ended March 31, 2024 | YoY (Previous period = 100%) Local currency basis | Yen basis |
|------------------|--|---|--|-----------|
| Net sales | 632.2 | 595.4 | 106.2% | 113.0% |
| Instruments | 134.5 | 151.4 | 88.9% | 94.8% |
| Reagents | 321.8 | 284.2 | 113.2% | 120.5% |
| Services, others | 175.8 | 159.7 | 110.1% | 117.1% |

Sales in the region rose, as hematology instruments sales returned to previous-year levels and reagent sales continued to grow by double digits.



● Instruments

- ✓ Although moving toward recovery, sales were down year on year, reflecting a large tender in the urinalysis field in the previous fiscal year and a delay in the timing of deliveries in North America in the first half.

● Reagents

- ✓ An increase in the installed instrument base in the hematology and urinalysis fields led to double-digit growth, pushing up reagent sales.
- ✓ Hemostasis reagents increased. Sales of amyloid β testing reagents* were also firm.

*4.9 Million USD

10

Please refer to slide 10.

This slide presents the status of the Americas. Net sales in the Americas increased by 6.2%, maintaining a strong growth trend. While instrument sales declined due to a strong performance in the urinalysis field in the previous fiscal year and delivery delays in North America during H1, hematology instrument sales recovered to levels comparable to the previous year.

Reagent sales posted double-digit growth on a local currency basis, supported by an increase in installed units in the hematology and urinalysis fields, as well as strong performance in Latin America.

Sales of hemostasis reagents, which we have started selling directly, also grew steadily. Additionally, amyloid-beta diagnostic reagents in the immunochemistry field continued to perform well, reaching approximately USD5 million in sales.

Reference : The ratio of instrument sales in the Americas (Q3 of the Fiscal Year Ending March 31, 2025)



Instrument sales in the Americas account for around 5–6% of consolidated net sales, so the impact of any tariff increases would be negligible. We will further reduce this impact by working across the entire supply chain.



The ratio of instrument sales in the Americas to consolidated net sales is 5.6%.

11

Please refer to slide 11.

This slide shows the composition of instrument sales in the Americas. There are concerns about the potential for tariff increases in the US. However, as shown in this chart, most reagent production is localized and therefore not subject to tariffs. Instrument shipped from Japan accounts for approximately 21% of total sales in the Americas, representing around 5% to 6% of our consolidated net sales. As such, even if tariffs are imposed, the impact is expected to be minimal.

Information by Destination (EMEA)



| (Million EUR) | First nine months of fiscal year ending March 31, 2025 | First nine months of fiscal year ended March 31, 2024 | YoY (Previous period = 100%) Local currency basis | Yen basis |
|------------------|--|---|--|-----------|
| Net sales | 624.1 | 586.8 | 106.3% | 112.8% |
| Instruments | 136.7 | 141.8 | 96.3% | 102.1% |
| Reagents | 390.2 | 352.0 | 110.8% | 117.7% |
| Services, others | 97.1 | 92.9 | 104.5% | 111.0% |

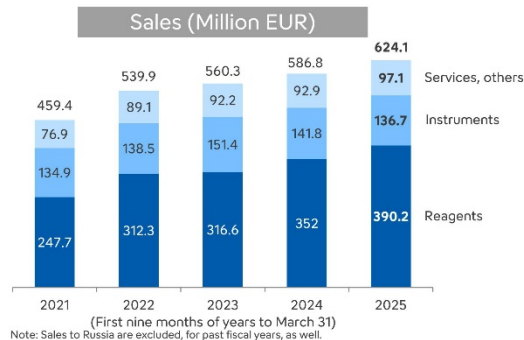
Sales increased, as hematology sales continued to rise, and sales of urinalysis and hemostasis reagent sales increased by more than 20%.

● Instruments

- ✓ Sales grew in the hematology field, but the switch to direct sales in Italy caused a temporary dip in the urinalysis field, leading to a decline.
- ✓ Growth in the direct sales area and the impact of an OEM agreement led to a steady increase in Sysmex customers in the hemostasis field.

● Reagents

- ✓ In the hematology field, sales were favorable, thanks in part to a transition to direct sales in Saudi Arabia and other countries.
- ✓ Owing to an increase in the installed instrument base, sales in the urinalysis field were up in Spain and other locations. Also, the impact of an OEM agreement boosted sales in the hemostasis field, prompting higher reagent sales.



12

Please refer to slide 12.

This slide presents the status of EMEA. Net sales in the EMEA region increased by 6.3%, continuing its strong growth trend.

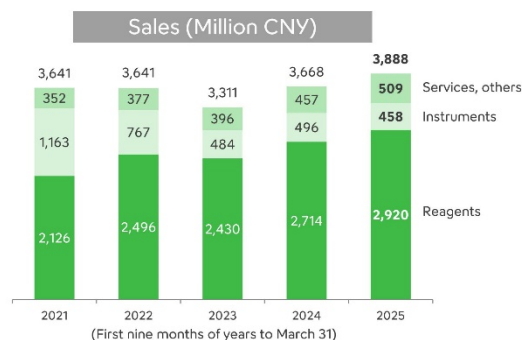
Instrument sales declined temporarily due to a transition to direct sales in Italy, which impacted the urinalysis field. However, the hematology field saw net sales growth, supported by the positive impact of the XR-Series.

Reagent sales performed well across all fields, achieving double-digit growth.

Information by Destination (China)



| (Million CNY) | First nine months of fiscal year ending March 31, 2025 | First nine months of fiscal year ended March 31, 2024 | YoY (Previous period = 100%) Local currency basis | Yen basis |
|------------------|--|---|--|-----------|
| Net sales | 3,888.5 | 3,668.5 | 106.0% | 111.6% |
| Instruments | 458.9 | 496.7 | 92.4% | 97.5% |
| Reagents | 2,920.4 | 2,714.2 | 107.6% | 113.4% |
| Services, others | 509.1 | 457.5 | 111.3% | 116.6% |



Instrument sales were affected by a decline in Q1 performance, but grew by double digits in Q3 standalone. Meanwhile, reagent sales were favorable, leading to higher growth for the region.

● Instruments

- ✓ Sales were favorable for the XR™-Series, low-end models in the hematology field that have been shifted to local production, and instruments in the urinalysis field.
- ✓ In the hemostasis field, which led in local production, we are steadily moving into the high-end market. Also, sales increased in the immunochemistry field.

● Reagents

- ✓ In addition to an increase in the number of recipients in Tier 3 hospitals, the installed instrument base also grew, leading to higher sales in the hematology and hemostasis fields and boosting overall reagent sales.
- ✓ Sales edged up in the immunochemistry field, affected by centralized purchasing.

13

Please refer to slide 13.

This slide presents the status of China. Net sales in China increased by 6%, maintaining a strong growth trend.

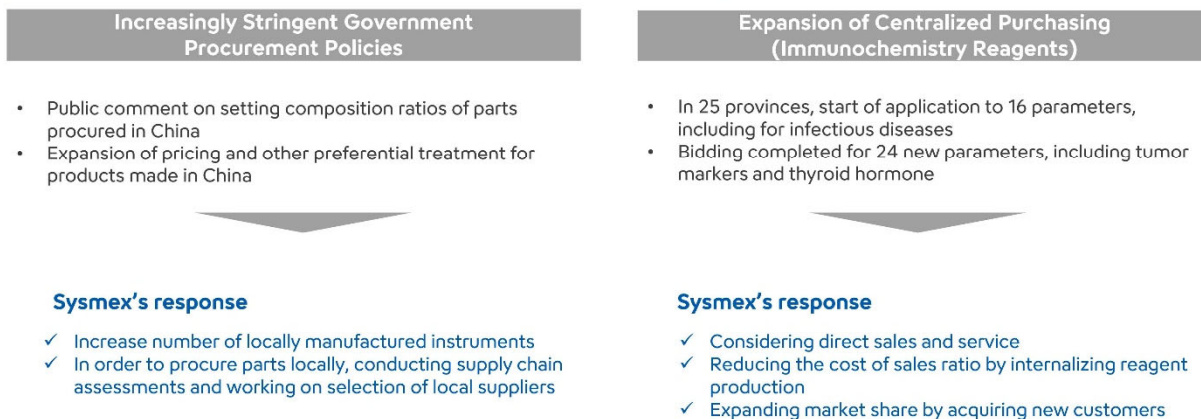
Instrument sales declined due to a slow Q1, but the standalone performance of Q3 showed a double-digit recovery, indicating a positive trend. The hematology field, driven by strong sales of the XR-Series and the locally manufactured low-end models, as well as the urinalysis field, continued to grow steadily.

Reagent sales increased, supported by a rise in outpatient numbers and an increase in installed units due to the introduction of knockdown production models, leading to growth in the hematology and hemostasis fields.

Status of the IVD Market in China



Outpatient numbers continue to rise, and we are working to attract new customers with products for the low-end market. We are responding to increasingly stringent government procurement policies and the expansion of centralized purchasing by considering local procurement and striving to lower costs.



14

Please refer to slide 14.

This slide presents status of the IVD market in China. The strong sales of our reagents can be attributed to factors such as the increase in outpatient numbers and the acquisition of new customers through low-end hematology models. As the number of tests is expected to continue rising, reagent sales are also projected to grow further.

Meanwhile, various government policies, including the stringent government procurement policies and the expansion of centralized purchasing, are being implemented.

As indicated on the left side, the stricter government procurement policy involves shifting from conventional knockdown-based local production to setting a required ratio for Chinese-made components, with preferential bidding prices for those meeting the requirement. At the end of last year, public comments were solicited regarding the implementation of this policy. Anticipating this possibility, we have been conducting supplier assessments and selecting Chinese component suppliers to ensure that we can respond as quickly as possible if the policy is officially enacted.

Regarding centralized purchasing, as shown on the right side, the actual procurement based on the bidding prices for infection-related immunochemistry items, which was conducted across 25 provinces in December two years ago, began across all 25 provinces last December with a one-year delay. Additionally, last December saw further expansion with the launch of new bidding for 24 tumor marker items.

To address potential price declines, we are considering transitioning to direct sales, internalizing reagent production to lower cost ratios, and expanding our product lineup to attract new customers. By doing so, we aim to expand our market share and offset the impact of lower unit sales prices.

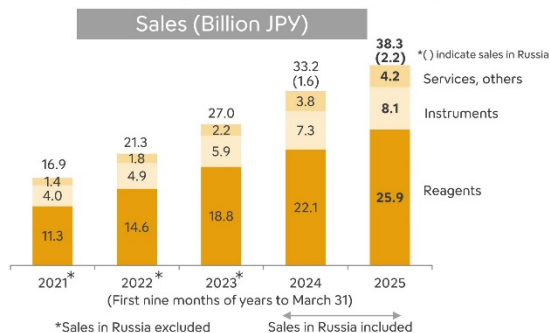
Information by Destination (AP)



Note: Data changed to include sales in Russia.

| (Billions of yen) | First nine months of fiscal year ending March 31, 2025 | First nine months of fiscal year ended March 31, 2024 | YoY (Previous period = 100%) Yen basis |
|-------------------|--|---|---|
| Net sales | 38.3 | 33.2 | 115.4% (111.7%) |
| Instruments | 8.1 | 7.3 | 112.2% |
| Reagents | 25.9 | 22.1 | 116.9% |
| Services, others | 4.2 | 3.8 | 112.3% |

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



With demand for investment in healthcare infrastructure remaining high, performance in individual countries was solid, which more than 30% growth in India and Australia. Overall, sales rose by double digits.

Diagnostics business

● Instruments

- ✓ Sales rose in the hematology field, centered on India and Australia. In the immunochemistry field, sales grew thanks to favorable performance in Southeast Asian countries such as the Philippines and Indonesia.

● Reagents

- ✓ Sales in the hematology field were up significantly, particularly in Southeast Asia. In addition, favorable sales in Thailand in the urinalysis and hemostasis fields led to double-digit growth in all fields.

Medical robotics business

- ✓ A total of three units were installed, at hospitals in Singapore and Malaysia
- ✓ The first cases were performed, and the number of surgeries increased steadily.

15

Please refer to slide 15.

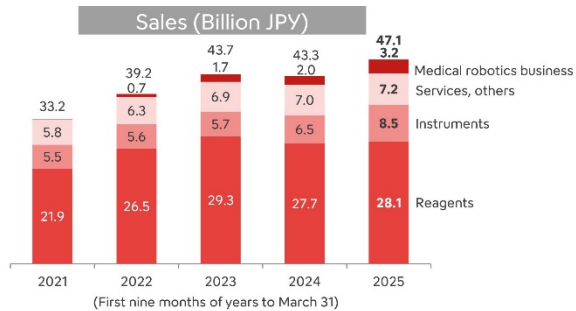
This slide presents the status of the AP region. Net sales in AP increased by 15.4%, achieving strong double-digit growth. Government investments in healthcare infrastructure continue across the region, driving strong sales of both instrument and reagents. India and Australia led the way with over 30% growth, while the Philippines, Indonesia, and Thailand also demonstrated strong performance.

Furthermore, as the first step in our global expansion of the medical robotics business, we officially launched operations in the AP region. As part of this initiative, we successfully installed three units in hospitals in Singapore and Malaysia.

Information by Destination (Japan)



| (Billions of yen) | First nine months of fiscal year ending March 31, 2025 | First nine months of fiscal year ended March 31, 2024 | YoY (Previous period = 100%) Yen basis |
|---------------------------|--|---|---|
| Net sales | 47.1 | 43.3 | 108.9% |
| Diagnostics business | 43.9 | 41.3 | 106.4% |
| Instruments | 8.5 | 6.5 | 130.8% |
| Reagents | 28.1 | 27.7 | 101.5% |
| Services, others | 7.2 | 7.0 | 102.9% |
| Medical robotics business | 3.2 | 2.0 | 162.0% |



Sales of instruments and reagents both increased in the hematology and hemostasis fields. Performance in the medical robotics business was also positive, leading to double-digit growth for the region.

Diagnostics business

● Instruments

- ✓ In the hematology field, sales of the XR-Series were solid, causing sales to soar by more than 80% over the previous year's levels.

● Reagents

- ✓ In addition to growth in the hematology field, where the installed instrument base expanded, the adoption of additional parameters in the hemostasis field prompted an increase in reagent sales.

Medical robotics business

- ✓ Seven units were installed in Q3, bringing the total for the first nine months to 16 units and raising the cumulative total to 71.
- ✓ Sales of services and consumables (such as forceps) rose, in line with the increases in installed units and the number of cases.

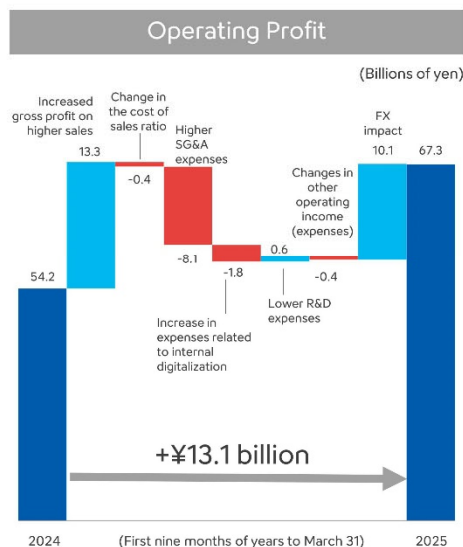
16

Please refer to slide 16.

This slide presents the status of Japan. Net sales in Japan increased by 8.9%, maintaining strong growth. In the diagnostics business, hematology and hemostasis fields, particularly driven by strong sales of the XR-Series, performed well in both instrument and reagents, leading to net sales growth.

The medical robotics business also posted a 62% net sales increase, driven by a steady rise in installed units and the number of cases, which led to increased sales of consumables such as services and forceps.

Breakdown of Operating Profit



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

- Increased gross profit on higher sales: +¥13.33 billion
- Impact of change in the cost of sales ratio: -¥0.49 billion (0.1pt deterioration)
 - ✓ Positive factors: Product mix, 0.8pt;
 - ✓ Negative factors: Service costs, 0.2pt; transportation expenses, 0.3pt; product-related and other deteriorations in the cost of sales, 0.3pt
- Higher SG&A expenses: -¥8.18 billion
 - ✓ Labor costs rose approx. ¥4.9 billion, due to personnel increases in response to an increase in scale and higher unit costs.
 - ✓ Other costs rose approx. ¥2.5 billion in line with an increase in scale and sales promotion activities.
- Higher expenses related to internal digitalization: -¥1.85 billion
- Impact of changes in R&D expenses: +¥0.67 billion
 - ✓ Although investments in product development and costs related to regulatory affairs continued, we reduced expenses through the careful scrutiny of themes.
- Change in other operating income (expense): -¥0.47 billion
- FX impact: +¥10.11 billion

17

Please refer to slide 17.

This slide presents the factors affecting changes in operating profit. The comments provided exclude foreign exchange effects, and the main positive and negative factors are outlined as shown, with additional explanations provided below.

The gross profit margin declined by 0.1 percentage points compared to the same period last year. While product mix improved due to strong sales of hematology reagents, inflation, increased service costs due to workforce expansion, and higher transportation costs remained at the same levels as in H1. The cost ratio impact from products and other factors was 0.3 percentage points, but this was due to the temporary and sharp appreciation of the yen in Q2 and does not indicate an actual deterioration in the gross profit margin.

Among SG&A expenses, labor cost increases amounted to approximately JPY4.9 billion, driven by workforce expansion and higher wage rates.

Corporate digital-related expenses increased by JPY1.85 billion compared to the same period last year.

Regarding R&D expenses, these investments remain critical for future initiatives. While we continue medium-to-long-term investments, efforts to carefully assess themes have proven effective, leading to a JPY670 million reduction in R&D expenses compared to the previous year.

Progress in Q3 (vs. Plan)



Net sales

Progress toward full-year target: 71.9%

- Looking by region and field, there were differences in strengths and weaknesses, but on a consolidated Group basis performance was in line with our plans.
- Growth continued to center on sales of hematology reagents.

Cost of sales ratio

- Reagent sales were favorable, so the ratio improved somewhat more than we had targeted.

SG&A expenses, etc.

- We continued making necessary investments.
- We kept SG&A and R&D expenses within planned levels, despite the impact of yen appreciation.

Operating profit

Progress toward full-year target: 74.8%

- Thanks to growth in net sales and an improved cost of sales ratio, operating profit was slightly higher than we had anticipated.

18

Please refer to slide 18.

This slide presents the progress of Q3. While the previous pages focused on YoY comparisons, this page explains the progress against the full-year earnings forecast.

Net sales have progressed to 71.9% of the full-year target, tracking as planned.

The gross profit margin has improved beyond expectations.

Although the depreciation of the yen has increased SG&A and R&D expenses, we have managed them in a controlled manner within the planned budget.

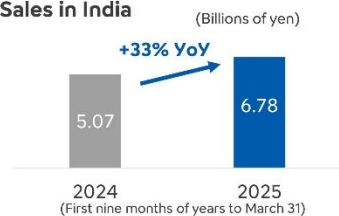
Operating profit has progressed to 74.8% of the full-year target, exceeding the initial plan slightly.

Emerging Market Strategies



We are making steady progress in building a production system in India, which is slated for high growth.

Sales in India

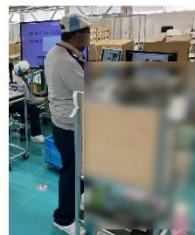


Instruments and reagents are under regulatory review with a view to commencing operations at the new production base.

- ✓ Instruments: We finished preparations for production using locally procured parts.
- ✓ Reagents: We completed preparing for production next fiscal year, and significantly expanded our reagent production capacity.



New production base in India



Conducting training in preparation to commence operations

20

Please proceed to the next slide.

This section explains the progress and initiatives of our growth strategy.

Please refer to slide 20.

Regarding our emerging market strategy, this time we will focus on India, where growth has been particularly strong. India's net sales has continued to grow significantly in recent years, and in Q3, net sales increased by 33% YoY. For the full year, we are on track to approach JPY10 billion, which is the third-year target of our mid-term plan.

To actively respond to India's continuously expanding demand, we launched direct sales in 2019. Subsequently, in April 2023, we began construction of a new factory, which will be our largest overseas plant with production capabilities for both instrument and reagents. The factory is scheduled to begin operations this April.

For instrument, in response to the Make in India policy, we will begin production using partially locally sourced components. We have already produced instruments incorporating locally procured parts and submitted regulatory applications.

For reagents, mass production preparations have been completed, ensuring we are well-positioned to meet the expected increase in demand.

Reinforcement of Existing Businesses



We are making steady progress on new initiatives, such as the introduction of BloodScience* in EMEA and South Korea.

Promotion of OEM Agreement in the Hemostasis Field

- ✓ EMEA: The business environment is favorable, with successful competition against other companies centered in Germany, and the acquisition of large tenders in Denmark. BloodScience is also highly rated.
- ✓ Americas: We are seeing a steady increase in orders in both North America and Central and South America, and we expect sales to increase going forward.

*BloodScience: the integration of the hematology and hemostasis fields



Market introduction of the XR-Series

- ✓ Japan: Steady progress on upgrading from conventional products, commencement of operations in large commercial labs.
- ✓ EMEA, AP, China: Already introduced, receiving high customer evaluations, and promoting replacements and acquisition of new customers.
- ✓ Americas: Preparing to launch the XR-Series; earning praise for the BT-50, a peripheral module.



■ Example of a BloodScience installation (South Korea)

Shift to Local Production in China

- ✓ In the immunochemistry field, we commenced sales of the HISCL™-5000.
- ✓ We have finished preparations for our mainstay lineup.

21

Please refer to slide 21.

This slide presents the strengthening of our existing businesses.

The first initiative is in the hemostasis field. In April last year, our OEM agreement with Siemens for the hemostasis field commenced, allowing us to directly sell Sysmex-branded instrument and reagents in Europe and the Americas. Alongside this, we introduced our proprietary BloodScience system, which integrates our core strengths in hematology and hemostasis. This system enhances our competitive edge and has already been adopted in EMEA, including Germany and Denmark, as well as in South Korea.

In EMEA, our efforts to capture market share from competitors, particularly in Germany, have been progressing well, and we secured a large-scale contract in Denmark, reflecting favorable business conditions. In the Americas, while initial progress took time, orders have been increasing in both North and South America, and we anticipate further growth.

The second initiative is the XR-Series in the hematology field. In Japan, the transition from conventional models to the XR-Series is progressing smoothly, leading to significant growth. A major testing center has implemented the world's largest XRSytem, which has already begun operations.

The XR-Series has also been introduced in EMEA, AP, and China, receiving high customer evaluations and demonstrating strong potential for further expansion.

Americas, preparations for the introduction of the XR-Series are underway. Meanwhile, the BT-50 peripheral module, which was launched earlier, has been highly rated.

The third initiative is the local production of instrument in China. In January, we began selling the locally manufactured HISCL-5000 immunochemistry analyzer. With this, the localization of our key product lineup has been completed, enabling us to fully respond to the current preferential policies for domestically produced instrument.

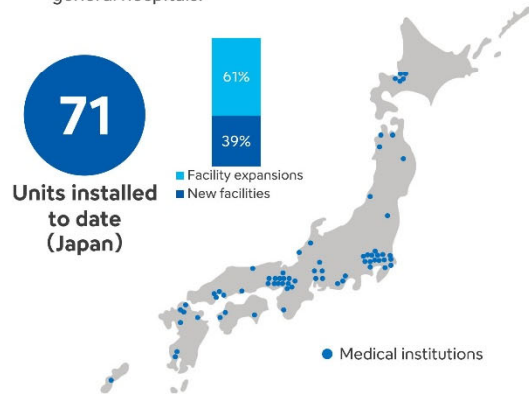
Expansion of New Business (Medical Robotics Business: Japan)



We are seeing steady growth in the number of units installed and the number of cases, and a favorable business environment.

Status of hinotori™ Introduction

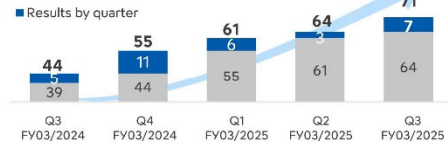
- ✓ We are making steady progress in introduction at university hospitals and flagship hospitals nationwide, establishing a foundation for introduction to affiliated hospitals and general hospitals.



Units installed in Japan

(Year to date)

+16 units



Surgeries performed in Japan

+ Approx. 1,340 cases



22

Please refer to slide 22.

This slide presents the progress of the medical robotics business.

In Japan, installations at university hospitals and major hospitals have been steadily increasing. In Q3 alone, seven new units were installed, bringing the total cumulative installations to 71 units. The number of surgeries performed using our system in Q3 reached 1,340, with the cumulative total approaching 8,000 cases.

Expansion of New Business (Medical Robotics Business: Overseas)



We are making steady progress in overseas market initiatives, including the first overseas installation and surgeries in Singapore.

Status of hinotori Launch

- ✓ In addition to our first overseas installation and cases in Singapore, we have installed units at two hospitals in Malaysia.



Malaysia (2 facilities)



Singapore (1 facility)



*Source: Facility Website

Plans for Future Global Rollout

FY03/2026: Plan to launch in European market

FY03/2027: Plan to launch in Americas market

74 Year to date: +19 units

Total units installed globally

23

Please refer to slide 23.

Regarding international expansion, the first overseas case was successfully completed in Singapore in November last year. Subsequently, two facilities in Malaysia have also introduced the system, with initial cases already reported.

As a result, the number of units installed overseas has reached three, bringing the total global installations this fiscal year to 19 units and the cumulative global installations to 74 units.

Additionally, we are currently preparing regulatory applications for entry into the European market.

Sustainability Topics



Sysmex selected for the Dow Jones Sustainability World Index for the ninth consecutive year

- ✓ Achieved the highest rank in the Health Care Equipment & Supplies industry

■ Key evaluation points

| | |
|----------------------------|---|
| Economic governance | Revisions to procurement policies, tax policies, etc. |
| Environment | Introduction of renewable energy, reduction of energy use, etc. |

■ Ranking in the Health Care Equipment & Supplies industry



First in the healthcare industry to begin selling reagents that use horizontally recycled containers

- ✓ Commenced sales in Japan in January 2025
- ✓ Aiming to reduce resource consumption of virgin resin manufactured only from new materials and decrease CO₂ emissions from disposal of used containers
- ✓ Also responding to increases in the price of raw materials

■ Horizontal recycling of reagent containers



24

Please refer to slide 24.

This slide presents sustainability topics. Sysmex has been selected for the Dow Jones Sustainability World Index for the ninth consecutive year. This time, we achieved the highest ranking in the healthcare equipment and supplies industry sector.

Additionally, starting in January this year, we began selling reagents in Japan using horizontal recycling containers, making us the first company in the healthcare industry to adopt this approach.

News Releases, Topics (October 2024 to January 2025)



Reinforcement of Existing Businesses

- Sysmex's HISCL™ TARC Assay Kit Becomes the First Serum Biomarker for the Diagnosis of Severe Drug Rashes to Receive Insurance Coverage in Japan (Japan)

Expansion of New Businesses

- Sysmex Announces First Overseas Product Introduction and surgeries, in Singapore, of the hinotori Surgical Robot System (AP)
- Sysmex and J-TEC Sign a Basic Agreement to Advance Manufacturing Capabilities for Regenerative Medicine and Cell Therapy (Japan)

Sustainability

- Sysmex Selected as One of the Global 100's Most Sustainable Companies in the World for the Sixth Time
- Sysmex Receives the Highest Rating of GOLD in the "Pride Index," for Its Efforts Related to Sexual and Gender Minorities, for the Third Consecutive Year (Japan)

25

Please refer to slide 25.

This slide contains the latest news releases and topics. Please review them for reference.

Financial Forecast for the Fiscal Year Ending March 31, 2025

(No Change Following November 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 | 236.0 | 46.3% | 219.0 | 47.5% | +7.8% |
| SG&A expenses | 150.9 | 29.6% | 133.7 | 29.0% | +12.9% |
| R&D expenses | 34.0 | 6.7% | 31.4 | 6.8% | +8.3% |
| Operating profit | 90.0 | 17.6% | 78.3 | 17.0% | +14.9% |
| 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 (Revised Nov. 2024) | Fiscal year ended March 31, 2024 |
|-------|---|----------------------------------|
| 1 USD | ¥149.8 | ¥144.6 |
| 1 EUR | ¥162.0 | ¥156.8 |
| 1 CNY | ¥20.8 | ¥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 |

27

Finally, please refer to slide 27.

This slide presents the consolidated full-year earnings forecast. There have been no changes from the full-year earnings forecast announced in November. Both net sales and operating profit are expected to achieve the targets.

While closely monitoring foreign exchange trends and changes in the external environment, we will continue implementing various measures to achieve our full-year earnings targets.

This concludes our presentation.

[END]