

## Executive Summary



### Results for the First Three Months

- **Decline in sales and profit year on year due to yen appreciation and transition to a new core system in Japan**

YoY comparison Net sales: -5.6%; operating profit: -36.5%; profit attributable to owners of the parent: -58.7%

- Restricted order intake due to system transition Impact: Net sales ¥-3.3 billion, Gross profit ¥-2.4 billion
- Increased amortization associated with the operation of the core system in Japan.

Impact: SG&A (depreciation) ¥+0.6 billion

Impact summary of transition to a new core system : Net Sales ¥-3.3 billion, Operating profit ¥-3.0 billion Reflected in initial financial forecast

- Inventory revaluation in overseas Impact: Operating profit ¥-1.7 billion Not reflected in initial financial forecast

- **Net Sales increased YoY on a local currency basis, excluding Japan and China**

- In China, the market environment got worse due to government-driven healthcare cost control policies, resulting in a year-on-year decline of -5%\* on a local currency base

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**Asano:** This is Asano from Sysmex. Thank you, as always, for your continued support.

We have just announced our financial results for Q1 of the fiscal year ending March 31 2026. Net sales declined and profit dropped significantly YoY. However, this does not indicate a deterioration in our business fundamentals ; rather, it is due to special factors that occurred during Q1. I will first explain these special factors and give an overview of our business status. More details will follow from Iizuka. The first special factor is the impact of switching our core systems.

Our long-standing investment in digitalization was completed at the end of last fiscal year, and the system went fully live globally in April. Since the system covered a wide range of operations, including production, logistics, and order processing (SCM), we took great care in the transition to avoid any disruptions or stockouts that could hinder hospital operations.

We designated the month of April as a system transition period, during which we restricted order intake and carefully switched to the new system. At the same time, we asked our customers to build up inventory toward the end of the previous fiscal year. As a result, net sales in Japan in April dropped significantly.

In addition, amortization of the new system started in Q1. While amortization will continue throughout the year, expenses related to system development will decline, so we expect the combined total of amortization and related expenses to remain within a manageable range for the full year.

The impact of this system transition in Q1 resulted in a JPY3.3 billion decrease in net sales and a JPY3 billion decrease in operating profit. However, these effects were incorporated into our initial plan.

The second special factor is a re-evaluation of overseas inventories.

We conducted a reassessment of the valuation of inventories at our overseas affiliates on a consolidated basis, and recorded JPY1.7 billion in cost of sales adjustments in this quarter. This was not anticipated when we formulated our plan, and was not included in it.

Together, these two special factors caused a negative impact of JPY3.3 billion on net sales and JPY4.8 billion on operating profit in Q1. However, both are one-time factors limited to Q1.

On the business front, net sales increased on a local currency basis in all regions except Japan and China. In Japan, as mentioned earlier, the system transition affected sales, and we estimate that net sales would have increased without this factor.

As for China, we had anticipated slight local-currency net sales growth, but due to intensified deteriorating market environment resulting from the Chinese government's strengthened medical cost control policies, net sales declined 5% YoY in local currency. However, this was not due to losing out to competitors—we have maintained our market share. Although the overall picture is somewhat subdued due to the stronger yen, this does not indicate any deterioration in our business fundamentals.

To summarize, the core system transition led to a negative impact of JPY3.3 billion in net sales and JPY3 billion in operating profit in the Japan region. However, this was factored into our initial plan, and we intend to offset this decline within H1 by aiming for net sales growth in other regions, as well as through the medical robotics business and product portfolio expansion.

In addition, we recorded a JPY1.7 billion cost of sales adjustment due to the reassessment of consolidated inventories, which was not anticipated.

These two special factors affected Q1.

## Executive Summary



### Financial Forecast for the Fiscal Year Ending March 31, 2026

- First half: Revised our plan to reflect the following impacts
  - Delayed recovery from the impact of the core system transition in Japan
  - Potential revenue decline in China (estimated impact: approximately –5 to –10% YoY on a local currency basis).
  - Impact of the revaluation of overseas inventories recorded in the first quarter
- Full year:
  - In addition to strengthening sales in each region, we **expect to achieve our full-year targets** by adding new growth drivers.
  - Americas : XR™-Series/CN™-series contribution in 2<sup>nd</sup> half
  - China : Full-year results are expected to be flat YoY on a local currency basis by strengthening sales and adding new product portfolio
  - Japan : Addition of product portfolio through collaboration with other companies
  - New growth elements in the diagnostics business : Under progress

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As for the outlook for H1, we had initially planned to recover the net sales shortfall caused by the system transition in Japan and the inventory valuation revision during Q1. However, this recovery is slightly behind schedule. Furthermore, regarding the impact of China's policies to curtail medical expenditures, while Q1 saw a 5% decline in local currency, we are now factoring in a 5% to 10% downside risk.

In light of the above, we have revised our forecast.

Although H1 will see a temporary dip, we intend to maintain our full-year targets and strive to meet them.

As we will explain later, there are many positive developments, such as the launch of the XR-Series and CN-Series in the US, and the Alzheimer's test. In both the Japan and China regions, we plan to strengthen and restructure our sales frameworks, and we will also expand our product portfolio, and believe these factors will enable us to recover.

Additionally, the new growth elements in the IVD domain that we presented at the beginning of the year are progressing smoothly, and we believe we will be able to disclose the full picture soon.

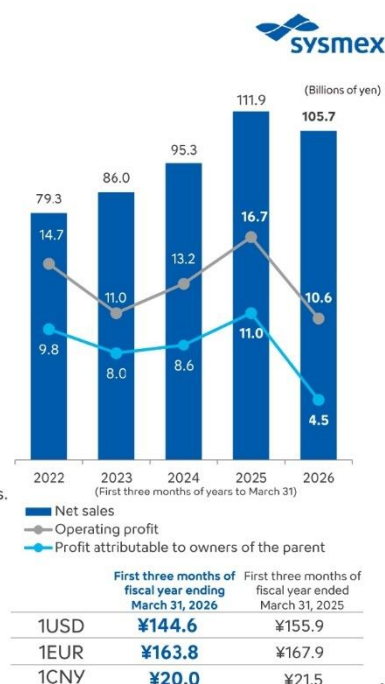
We remain fully committed to meeting your expectations, and we appreciate your continuous support.

Now, I will hand over to Iizuka.

## Financial Highlights (Year on Year)

(Billions of yen)	First three months of fiscal year ending March 31, 2026		First three months of fiscal year ended March 31, 2025		YoY (Previous period = 100%)
	Results	Ratio	Results	Ratio	
Net sales	105.7	100%	111.9	100%	94.4%
Cost of sales	51.2	48.5%	51.9	46.4%	98.8%
SG&A expenses	38.2	36.2%	36.0	32.2%	106.3%
R&D expenses	6.4	6.1%	7.3	6.6%	87.1%
Other income (expenses)	0.8	0.8%	0.07	0.1%	-
Operating profit	10.6	10.1%	16.7	15.0%	63.5%
Profit attributable to owners of the parent	4.5	4.3%	11.0	9.9%	41.3%

- **Net sales:** Sales were down due to yen appreciation and the impact of the transition of the core system in Japan.
- **Operating profit:** Profit declined due to the impact of the transition to the new core system and other factors.
  - ✓ **Impact of transition to the new core system :** Sales: - ¥3.3 billion, SG&A: + ¥0.6 billion, operating profit: - ¥3.0 billion
  - ✓ **Impact of Inventory revaluation in overseas :** operating profit: - ¥1.7 billion
  - ✓ **Forex impact:** Sales: - ¥5.5 billion, SG&A: - ¥1.34 billion; operating profit: +¥0.71 billion
  - ✓ **At the rates prevailing one year earlier:** Sales down 0.6%; SG&A up 10.1%; operating profit down 40.8%
- **Profit attributable to owners of the parent:** Profit fell 58.7%.  
Foreign exchange gain (loss): Loss of ¥1.50 billion (YoY down ¥2.89 billion)



**Iizuka:** This is Iizuka. Thank you for joining us.

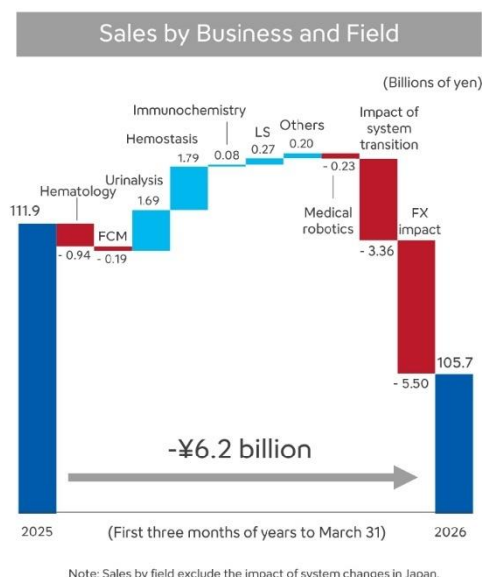
Let me begin by asking you to look at page eight. I would like to start with a summary of our financial results, with a focus on YoY comparisons.

As Asano mentioned earlier, net sales declined YoY due to the strong yen and the impact of restricted orders associated with the core system transition in Japan, which resulted in a JPY3.3 billion decrease. As a result, total net sales was approximately JPY105.7 billion, or 94.4% compared to the same period last year.

As for operating profit, the decline was mainly driven by a decrease in gross profit resulting from lower net sales. In addition, as previously explained, we recorded a JPY1.7 billion adjustment due to the revaluation of overseas inventories, and amortization expenses increased by JPY600 million due to the activation of the new core system. These factors led to a YoY decrease in operating profit, which came to JPY10.62 billion, or 63.5% of the figure in the same period last year.

Quarterly profit declined to JPY4.55 billion due to foreign exchange losses and other factors, representing 41.3% of the figure from the same period last year.

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



Despite the impact of yen appreciation and system changes, sales were favorable in the urinalysis and hemostasis field.

(Billions of yen)	First three months of fiscal year ending March 31, 2026		YoY (Previous period = 100%)	
	Results	Ratio	Yen basis	Excluding the core system transition, FX impact
Net sales	105.7	100.0%	94.4%	102.4%
Hematology	64.8	61.3%	91.7%	98.7%
FCM	0.5	0.6%	73.1%	76.8%
Urinalysis	9.7	9.2%	109.1%	118.9%
Hemostasis	14.6	13.9%	100.7%	112.3%
Immunochemistry	4.0	3.8%	86.0%	101.7%
Clinical chemistry	0.6	0.6%	73.4%	83.9%
Life science	5.1	4.8%	97.6%	101.0%
Others	5.2	4.9%	103.9%	107.2%
Diagnostics business	104.8	99.1%	94.6%	102.6%
Medical robotics business	0.9	0.9%	79.7%	79.7%

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Now please turn to slide nine. I will explain the factors behind changes in net sales by business and segment.

First, the graph on the left shows YoY net sales by segment, excluding the effects of the system transition and currency exchange, providing what we could call a "real-term" comparison.

For Hematology, as shown, net sales decreased by JPY940 million, or 98.7% YoY—a slight decline. Excluding only the currency effects, it was 96.8%, which is nearly flat compared to last year.

For Urinalysis, net sales increased by JPY1.69 billion, or 118.9% YoY—a significant increase. Even excluding currency effects, it was 116.3%, indicating double-digit growth.

For Hemostasis, net sales increased by JPY1.79 billion, or 112.3% YoY—another strong double-digit gain. Excluding currency effects, the figure was 106%.

In Immunochemistry, net sales rose slightly by JPY80 million, or 101.7% YoY. However, excluding currency effects, it was 90.3%.

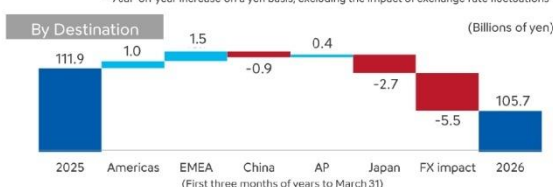
## Breakdown of Net Sales (by Destination and Product Type)



Net Sales increased in YoY on a local currency basis, excluding Japan and China

(Billions of yen)	First three months of fiscal year ending March 31, 2026		YoY (Previous period = 100%)	
	Results	Ratio	Yen basis	Local currency basis
Net sales	105.7	100.0%	94.4%	99.4%
Americas	30.2	28.6%	95.5%	102.9%
EMEA	35.1	33.2%	101.2%	103.7%
China	17.2	16.4%	88.5%	95.1%
AP	12.0	11.4%	98.0%	103.5%
Japan	11.0	10.4%	80.3%	-
Instruments	19.4	18.4%	93.2%	98.0%
Reagents	66.7	63.1%	94.3%	99.3%
Services	15.6	14.8%	96.3%	101.8%
Others	3.9	3.7%	95.2%	98.2%

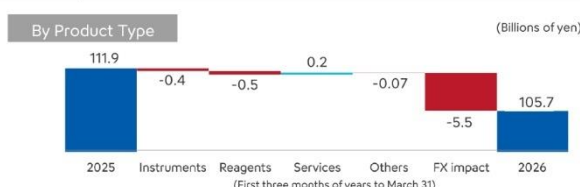
\*Year-on-year increase on a yen basis, excluding the impact of exchange rate fluctuations



### Major Reasons for Changes by Destination

Note: On a local currency basis

Americas	• Although sales of instruments for Central and South America declined due to strong performance in the previous year, growth in the hematology and urinalysis fields in North America led to an overall <b>increase in sales</b> .
EMEA	• Despite a decline in sales in countries such as Turkey and Saudi Arabia due to geopolitical factors in the Middle East, strong performance in major markets resulted in overall <b>sales growth</b> .
China	• Under a challenging environment caused by government-led healthcare cost containment policies, enhanced sales initiatives helped limit the year-on-year sales decline to 5%.
AP	• Reagent sales in the urinalysis and hemostasis fields grew, resulting in local-currency-based <b>sales growth</b> ; however, <b>sales declined</b> in yen terms due to the impact of exchange fluctuations in the AP.
Japan	• Due to the implementation of order restrictions accompanying the core system transition, <b>reagent sales significantly declined</b> .



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Please turn to page 10. let me explain net sales YoY trends by region.

Excluding Japan and China, net sales increased YoY on a local currency basis in all other regions.

In particular, in the Americas, Hematology and urinalysis in North America grew significantly. In EMEA, although some regions such as Turkey showed weakness, major countries generally performed well. In AP (Asia Pacific), urinalysis and hemostasis saw particularly strong growth.

Taken together—Americas, EMEA, and AP—performance may appear to have had a slow start, but there has been no deterioration in the market environment nor any loss of market share. Therefore, we are optimistic about a recovery from Q2 onward and are not overly concerned.

On the other hand, as we will explain in more detail later, China was affected to some extent by the government's medical cost control policies, leading to a YoY decline of approximately 5%.

In Japan, as explained earlier, the impact of restricted orders due to the core system transition and the delayed recovery resulted in a YoY net sales decline to approximately 80%.

However, excluding the impact of the system transition, net sales would have increased by 4% YoY.



## Information by Destination (Americas)



(Million USD)	First three months of fiscal year ending March 31, 2026	First three months of fiscal year ended March 31, 2025	YoY (Previous period = 100%)	
			Local currency basis	Yen basis
Net sales	<b>208.9</b>	202.9	<b>102.9%</b>	95.5%
Instruments	<b>41.5</b>	43.2	<b>96.0%</b>	89.1%
Reagents	<b>106.6</b>	102.9	<b>103.6%</b>	96.1%
Services, others	<b>60.7</b>	56.8	<b>106.9%</b>	99.2%

Although sales of instruments for Central and South America declined due to strong performance in the previous year, growth in the hematology and urinalysis fields in North America led to an overall increase in sales.

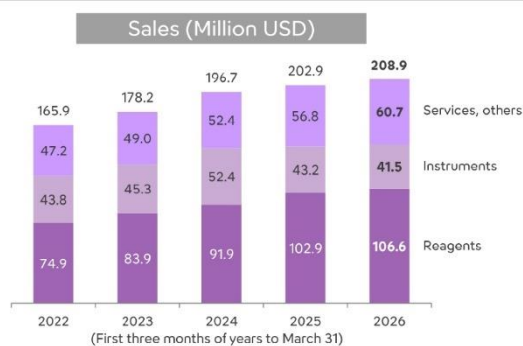
### ● Instruments

- ✓ Sales declined due to comparison with the strong performance in Central and South America in the previous year.
- ✓ Sales in the urinalysis field grew owing to enhanced promotional efforts, and performance in the hemostasis field expanded in the United States following the shift to direct sales.

### ● Reagents

- ✓ Sales increased in the solidly performing hematology, urinalysis, and immunochemistry fields, which performed well.

Note: Amyloid  $\beta$  reagent sales : USD 0.5 million (YoY +32%).



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Please turn to page 11. Americas region.

In Central and South America, net sales declined due to the strong performance in the same period of the previous year. However, Hematology and urinalysis in North America grew significantly, reaching 102.9% YoY on a local currency basis for the Americas overall.

Instruments saw a net sales decline in Central and South America, but in the US, urinalysis and hemostasis performed strongly. The number of hemostasis instruments installed also continued to increase. With the recent FDA approval of our new CN-Series products, we expect this to further accelerate growth.

As for reagents, both Hematology and urinalysis have been performing well, supported by the increase in installed instruments. Going forward, we also anticipate growth in hemostasis reagents.

Regarding the amyloid  $\beta$  testing reagent, we have made progress, which we will show shortly. The number of tests being conducted by LabCorp in the US is also steadily increasing.

The installation delays that were an issue in the fiscal year ended March 31, 2025 are gradually improving, so we are optimistic about the impact of new products such as XR-Series and CN-Series in the coming quarters.

## Information by Destination (EMEA)



(Million EUR)	First three months of fiscal year ending March 31, 2026	First three months of fiscal year ended March 31, 2025	YoY (Previous period = 100%)	
			Local currency basis	Yen basis
Net sales	<b>214.6</b>	206.8	<b>103.7%</b>	101.2%
Instruments	<b>47.2</b>	41.9	<b>112.5%</b>	109.8%
Reagents	<b>134.4</b>	131.9	<b>101.9%</b>	99.4%
Services, others	<b>32.9</b>	32.9	<b>100.0%</b>	97.5%

Despite a decline in sales in countries such as Turkey and Saudi Arabia due to geopolitical factors in the Middle East, strong performance in major markets resulted in overall sales growth.



### ● Instruments

- ✓ Sales increased as the XR-Series performed strongly in France, northern Europe, and other markets.
- ✓ In Italy, the transition to direct sales progressed smoothly, leading to growth in both the hematology and urinalysis fields.

### ● Reagents

- ✓ Although sales declined in Turkey and Saudi Arabia, the hemostasis field saw sales growth in Germany and France thanks to the effects of direct sales. The urinalysis field also performed well across the region, resulting in overall sales growth.

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Please turn to page 12. Now, let's look at the EMEA region.

Although some geopolitical impacts are being seen in the Middle East, major countries have generally performed well. On a local currency basis, net sales increased 3.7% YoY.

For instruments, the effects of the XR-Series are becoming apparent in countries like France, and in Italy, which had a slow start last year, business is gaining momentum.

Reagents saw a slight decline in Turkey and Saudi Arabia, but in countries such as Germany and France, the benefits of direct sales in hemostasis are starting to show, and overall urinalysis also performed well.

Looking ahead, we expect growth in the EMEA region through enhanced promotional activities in direct sales areas and expansion in the hemostasis field.

## Information by Destination (China)



(Million CNY)	First three months of fiscal year ending March 31, 2026	First three months of fiscal year ended March 31, 2025	YoY (Previous period = 100%) Local currency basis	Yen basis
Net sales	<b>864.0</b>	908.8	<b>95.1%</b>	88.5%
Instruments	<b>87.6</b>	97.8	<b>89.5%</b>	83.3%
Reagents	<b>702.9</b>	720.9	<b>97.5%</b>	90.7%
Services, others	<b>73.3</b>	89.9	<b>81.5%</b>	75.9%

Under a challenging environment caused by government-led healthcare cost containment policies, enhanced sales initiatives helped limit the year-on-year sales decline to 5%.

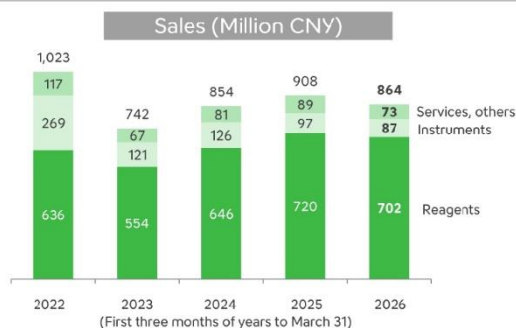
### ● Instruments

- ✓ Sales in the hematology field declined due to the strong performance in the same period last year of models targeting mid- and lower-end markets.
- ✓ The urinalysis, hemostasis, and immunochemistry fields delivered double-digit growth, driven by strong sales of locally manufactured instruments.

### ● Reagents

- ✓ Sales in the hematology field declined due to factors such as the exclusion of CRP\* testing from initial examinations.
- ✓ Despite the impact of cost-containment policies, sales in the urinalysis, hemostasis, and immunochemistry fields grew, supported by expansion of the installed instrument base and growing adoption of test parameters.

Note: CRP test reagents are classified under the hematology field.



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Please turn to page 13. China.

The current situation and countermeasures related to the government's medical cost control policies are shown on the next page, but for Q1, net sales declined 5% YoY.

For instruments, last year saw strong sales of the XN-L-Series model produced through knockdown manufacturing for the low-to-middle-end market. However, due to the rebound effect, Hematology declined slightly. On the other hand, local production and sales of urinalysis, hemostasis, and immunochemistry instruments, which began last year, have been strong—all recording double-digit growth.

As for reagents, the cost containment policy has led to greater sharing of test data between facilities and limitations on set testing, which affected items such as CRP. As CRP is classified under Hematology in our reporting, this caused a net sales decline partially in that segment.

The impact of VBP (volume-based procurement) continues to be mainly observed in the immunochemistry segment. However, Sysmex's overall market share of immunochemistry in China is relatively small. Additionally, as previously mentioned, the number of locally manufactured instruments is increasing, and the range of reagent items being adopted is expanding. As a result, for Q1, reagent net sales grew YoY across immunochemistry, urinalysis, and hemostasis.

That said, as you know, the distributor-based business model in China is subject to seasonal fluctuations, so it remains an area to monitor.



## Reference | Current Situation on and Measures for Addressing China's Policies for Curtailing Medical Expenses



### Government-led policies to curtail medical expenditures

#### ● Reduction in test prices

- ✓ **Volume-based procurement (VBP)**  
Hospital procurement prices for reagents—especially in the immunochemistry field, where unit prices are high and testing volumes are large—have been reduced by approximately 50%. VBP is being implemented across provincial boundaries.
- ✓ **Unification of test pricing**  
A policy to standardize test prices nationwide, which currently vary by province. The approach is to reduce prices in high-cost provinces and establish unified ceiling prices. Immunochemistry and diabetes-related tests are currently subject to this measure.

#### ● Optimization of testing volumes

- ✓ **Inter-facility sharing of test data**  
Aimed at curbing retesting during patient transfers. Nationwide implementation targeted by the end of 2030.
- ✓ **Restrictions on bundled testing / diagnosis related groups (DRG)**  
Stricter reimbursement rules are being applied to optimize test items, such as removing CRP testing from basic initial hematology panels.

Tough market environment persists

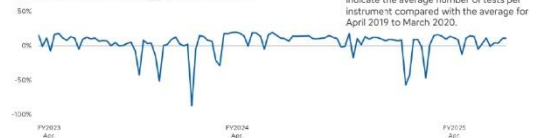
### Sysmex's current situation and response

#### ● Current situation

- ✓ Despite the challenging environment, due to the exclusion of set tests, the number of CRP tests decreased, but testing volumes in hematology have slightly declined.
- ✓ Sales in urinalysis, hemostasis, and immunochemistry have increased due to the introduction of locally produced instruments—but the situation remains unpredictable.

A first-half sales risk of -5 to -10% is assumed.

Number of hematology tests in China



#### ● Response

- ✓ **Strengthening direct outreach** to target institutions to win business from competitors
- ✓ Promoting **proposals for fully automated system products** that support cost-efficiency improvements for medical institutions
- ✓ **Expanding our product portfolio**

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As many of you may already be aware, China's policies to curtail medical expenditures remains in effect. While this trend is expected to continue for some time, similar efforts to optimize testing costs have been implemented in other countries in the past. Therefore, we believe it is important not only to take the necessary countermeasures, but also to accelerate initiatives that deliver new value through diagnostic testing.

On the right side of the slide, we have included a graph showing the number of tests performed using our Hematology instruments. Due to seasonal fluctuations, including national holidays such as the National Day and Chinese New Year, testing volumes in China can vary significantly. Thus, it is difficult to assert any statistically significant trend from this graph alone. However, looking at the average number of tests from April through June, there does not appear to be a major difference. While there may be a slight downward trend, we believe the overall change is not significant.

## Information by Destination (AP)



(Billions of yen)	First three months of fiscal year ending March 31, 2026	First three months of fiscal year ended March 31, 2025	YoY (Previous period = 100%) Yen basis
Net sales	12.0	12.3	98.0% (103.5%)*
Diagnostics business	12.0	12.3	97.6%
Instruments	2.3	2.5	90.7%
Reagents	8.6	8.4	103.1%
Services, others	1.0	1.3	77.1%
Medical robotics business	0.04	-	-

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



Reagent sales in the urinalysis and hemostasis fields grew, resulting in local-currency-based sales growth; however, sales declined in yen terms due to the impact of exchange fluctuations and other factors occurring in the AP.

### Diagnostics business

#### ● Instruments

- ✓ Although sales grew significantly in India, overall instrument sales declined due to factors such as budget constraints for medical equipment in Indonesia.

#### ● Reagents

- ✓ Sales increased, owing to strong performance in the urinalysis and hemostasis fields. Sales in the hematology field fell slightly, partly due to comparison with strong performance in India during the same period last year.

### Medical robotics business

- ✓ The number of surgeries continued to grow steadily, with over 100 procedures conducted in Singapore and more than 80 in Malaysia.

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Please turn to page 15. the Asia Pacific region.

On a local currency basis, net sales increased 3.5% YoY.

For instruments, Hematology in India grew significantly—by 30% YoY. However, in Indonesia, medical instrument budgets were constrained during the quarter, leading to an overall decline in instrument sales.

On the other hand, reagent sales increased 3.1% YoY, with urinalysis and hemostasis performing steadily. That said, in India, Hematology appeared slightly weaker YoY due to a large vendor deal in the same period of the previous year, which had a strong positive impact. However, the market itself continues to show strong momentum, so we are not particularly concerned.

Additionally, as shown in the presentation, in the medical robot business, the number of hinotori robotic surgeries continues to increase steadily in Singapore and Malaysia.

## Information by Destination (Japan)



(Billions of yen)	First three months of fiscal year ending March 31, 2026	First three months of fiscal year ended March 31, 2025	YoY (Previous period = 100%) Yen basis
Net sales	<b>11.0</b>	13.7	<b>80.3%</b>
Diagnostics business	<b>10.1</b>	12.5	<b>80.7%</b>
Instruments	<b>1.5</b>	1.6	<b>93.2%</b>
Reagents	<b>6.6</b>	8.6	<b>76.0%</b>
Services, others	<b>1.9</b>	2.2	<b>89.4%</b>
Medical robotics business	<b>0.8</b>	1.1	<b>76.0%</b>



Due to the implementation of order restrictions accompanying the core system transition, reagent sales significantly declined, led to an overall decrease in sales.

### Diagnostics business

#### ● Instruments

- ✓ Despite significant growth in the hemostasis field, sales declined due to factors such as a reactionary drop following strong instrument sales in the hematology field in the previous fiscal year.

#### ● Reagents

- ✓ Sales declined due to restrictions on orders in key fields during the transition to the new core system.

### Medical robotics business

- ✓ Units installed in Q1: 1; cumulative total: 87
- ✓ As the number of installations and surgical procedures increased, sales of services and consumables (such as forceps) increased steadily.

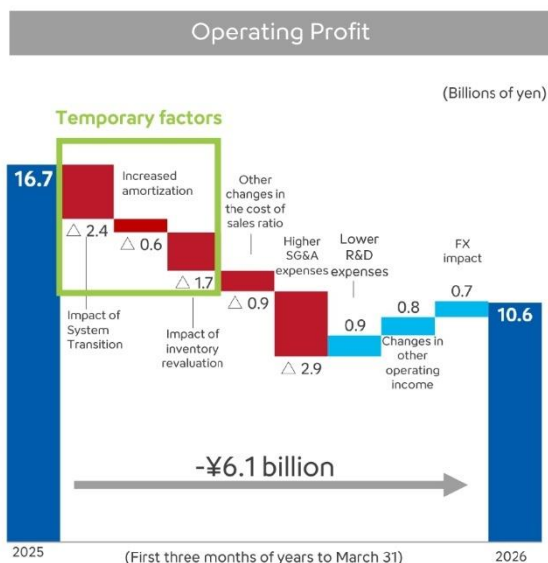
16

Please turn to page 16. the Japan region.

As previously mentioned, we imposed order restrictions in Q1 due to the core system transition. In addition, there was a recoil from the strong performance in Hematology during the previous year, leading to a net sales decline.

While we had anticipated the impact of these order restrictions, the pace of recovery following the system transition has been somewhat weaker than initially expected.

## Breakdown of Operating Profit



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

- Temporary factors : - ¥4.82 billion
  - ✓ Change in gross profit due to order restrictions associated with the system transition : - ¥2.4 billion
  - ✓ Increased amortization due to the operation of the core system : - ¥0.67 billion
  - ✓ Impact of inventory revaluation on a consolidated basis: - ¥1.75 billion
- Impact of changes in the cost of sales ratio: - ¥0.91 billion (0.9pt deterioration)
  - ✓ Positive factor: Improve logistics costs, 0.4 pt
  - ✓ Negative factors: Worsening service costs, 1.0pt
- Higher SG&A expenses: - ¥2.95 billion
  - ✓ Labor costs worsened by approx. ¥1.5 billion due an increase in personnel in line with expansion of the direct sales area and a rise in unit labor costs.
  - ✓ Other costs rose by approx. ¥1.1 billion owing to an increase in scale and sales promotion activities.
- Lower R&D expenses: ¥0.94 billion
  - ✓ Despite continued investment in product development, the completion of the hemostasis project and the refinement of R&D themes through the pivot in the life sciences field led to a decrease.
- Other operating income: ¥0.81 billion
- FX impact: + ¥0.71 billion

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Please turn to page 17. Factors affecting operating profit.

As mentioned earlier, the core system transition, increased amortization from the system launch in Japan, and the revaluation of consolidated inventories were special factors that had a negative YoY impact of JPY4.8 billion on operating profit.

The cost of sales ratio deteriorated by 0.9 percentage points, mainly due to higher service costs ratio, which in turn were impacted by lower net sales. We expect this to improve as net sales recovers going forward.

Selling, general, and administrative expenses increased by approximately JPY2.9 billion, primarily due to headcount growth and expansion costs in direct sales areas. However, this is progressing largely in line with our plan.

As for R&D expenses, as noted in the slide, we recorded a JPY940 million decrease, mainly due to the completion of projects in the hemostasis field and a reevaluation of expenses in the life science pivoting. That said, we will continue to strategically and consistently invest in innovation.

Including positive contributions from other operating income/loss and currency exchange effects, total operating profit came in at JPY10.6 billion.

## Three Growth Strategies: Reinforcement of Existing Businesses



### Hematology Field

- ✓ **Progress**
  - **Obtained US regulatory approval for XR-Series (Late June)**
  - Favorable ongoing growth in EMEA
- ✓ **Expectations for the fiscal year ending March 31, 2026**
  - Launch of the XR-Series in the Americas



XR-Series Automated Hematology Analyzer

### Hemostasis Field

- ✓ **Progress**
  - **Obtained US regulatory approval for CN-Series (Early June)**
  - Favorable growth in reagent sales in key EMEA countries
  - Progress on Blood Scient introduction in EMEA, Japan, and South Korea
- ✓ **Expectations for the fiscal year ending March 31, 2026**
  - Launch of the CN-Series in the Americas



CN-Series Automated Blood Coagulation Analyzer

As the global No.1 in hematology and hemostasis, we have launched new products in the United States, the largest market in the world.

19

Now, I will explain the progress of our three growth strategies.

Please refer to page 19. First, strengthening our existing business.

Our flagship models, XR-Series and CN-Series, received US regulatory approval in June. With these new products now ready to be launched in the US—largest market—we have high expectations for their future performance.

In EMEA, where rollout has already begun, installations of XR-Series are progressing smoothly, and we understand that the CN-Series model has also been achieving a high win rate.



## Reinforcement of Existing Businesses: Blood Biomarkers Related to Alzheimer's Disease



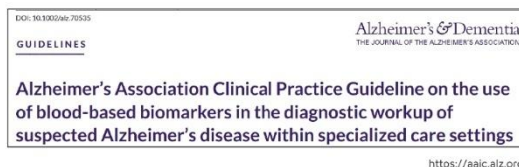
Promoting the development of A $\beta$ -based biomarkers with strong potential—  
from pre-onset through mild cognitive impairment.

### ApoE

- Sysmex obtained manufacturing and marketing approval for Japan's first assay kit assessing the risk of adverse reactions to anti-amyloid  $\beta$  antibody drugs for Alzheimer's disease (June 2025)

### Amyloid $\beta$ (A $\beta$ 42/40 ratio)

- Listed as the only amyloid beta reagent in the screening guidelines presented at the Alzheimer's Association International Conference thanks to high sensitivity and specificity (July 2025)



### p-tau217, 205

- p-tau217 : Currently preparing for releasing by March 2026
- p-tau205 : Development promoted with increased priority following p-tau 217

**Confirmed high correlation with reference method  
(mass spectrometry) confirmed**

**Presented at the International Conference on Alzheimer's and  
Parkinson's Disease (April 2025)**



20

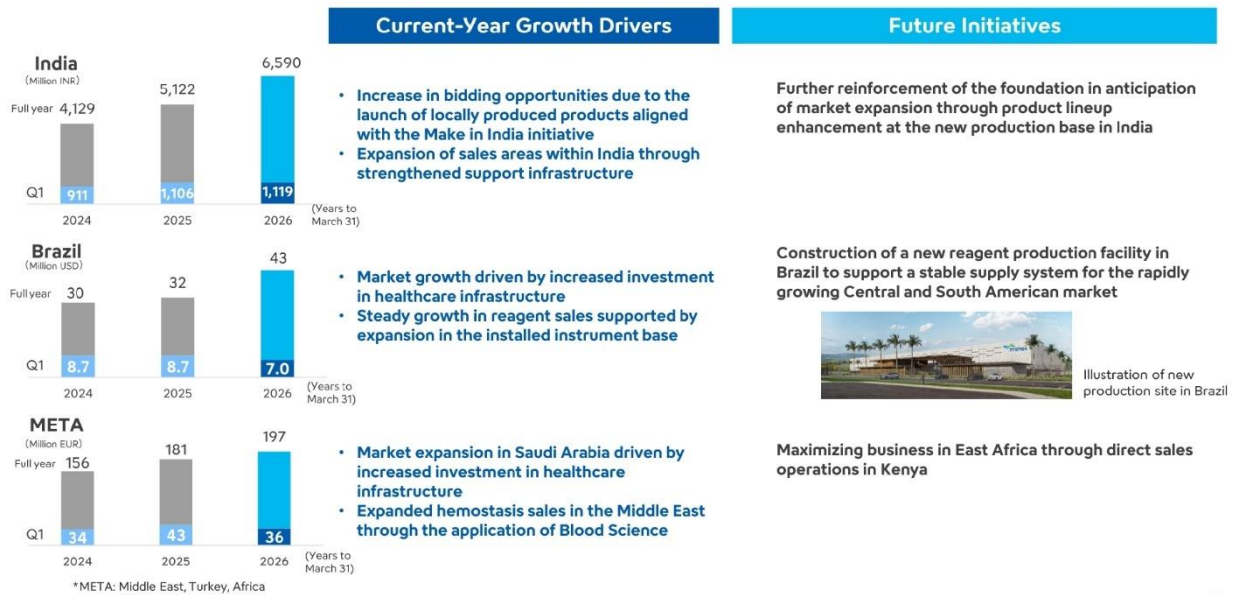
Please turn to page 20. Progress in Alzheimer's-related initiatives.

We have received Japan's first regulatory approval for ApoE, a reagent used to test for side effects of Alzheimer's treatments. We are currently working in collaboration with relevant academic societies to secure insurance coverage as early as possible.

Regarding amyloid  $\beta$ , our reagent was the only amyloid  $\beta$  reagent included in the screening guidelines presented at a recent international conference. According to the Alzheimer's Association's guidelines, the required sensitivity is over 90%, and specificity over 75%—both of which our reagent meets, making it the only reagent listed.

Furthermore, p-tau217 and p-tau205 are also progressing well. In particular, the data p-tau205 has represented a very strong correlation with the reference standard. These findings were presented at the recent International Conference on Alzheimer's and Parkinson's Diseases.

## Three Growth Strategies: Emerging Market Strategies



21

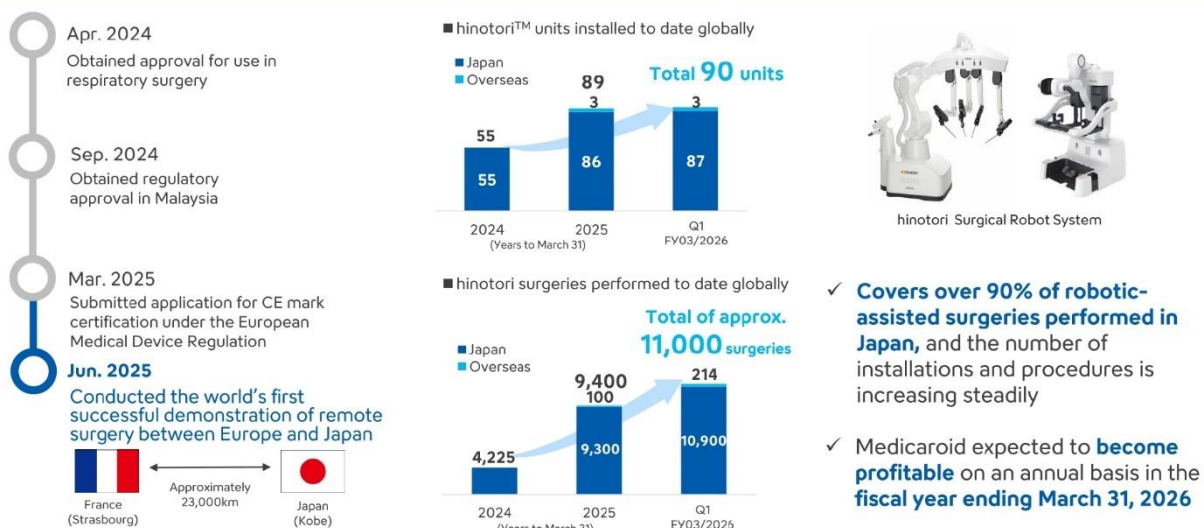
Please turn to page 21. Emerging markets strategy

In India, our new plant is now fully operational. We are beginning to see an increase in bids for products manufactured under the "Make in India" initiative, and we are steadily expanding our sales territory by enhancing our support infrastructure.

In Brazil, we have secured participation in government-led healthcare infrastructure investments, and construction of our new plant has already commenced smoothly. We are advancing our strategy to capture the rapidly growing demand in this market.

In the META region, while some geopolitical risks remain, medium- to long-term growth in healthcare infrastructure investment is expected. To align with this, we are continuing to expand our direct sales areas. Most recently, we launched direct sales operations in Kenya, and we aim to further strengthen our presence in the East African region and beyond.

Steady progress leading to a new growth phase



22

Please refer to page 22 – medical robotics business

We believe this fiscal year represents a turning point as we enter a new growth phase. Naturally, our focus is not limited to Japan—we are also accelerating our overseas expansion, particularly in Asia, where we already operate, as well as in new markets such as Europe.

We are making progress with remote surgery demonstration trials. Last year, trials were conducted in Singapore and Japan, and this year, as shown, we successfully conducted trials in France and Japan in June.

We are aiming to reach over 100 units this fiscal year, and the number of procedures has already exceeded 10,000. As the ratio of net sales from consumables and service support increases, we also anticipate improvements in profitability.

We are also aiming for Mediaroid to achieve a single-ear operating profit on a standalone basis.

## Three Growth Strategies: Expansion of New Businesses - Regenerative and Cellular Medicine and others



### Regenerative and Cellular

- **Contributing to the provision of safer and higher quality regenerative cell therapy by utilizing our existing technologies**

- ✓ Applying our inspection technology to quality control testing for regenerative cell therapy  
Plans to implement quality control for Megakaryon's iPS cell-derived platelet preparations
- ✓ In partnership with Gaudi Clinical, we offer cell manufacturing services for medical institutions. Contributing to safe, high-quality treatment through our inspections



### Digital Solution

- **Accelerating chronic disease and cancer prevention support through AI and medical data (agreement reached with Nippon Life Insurance Company)**

- ✓ The two companies conducted feasibility studies on the development of disease risk assessment models for chronic diseases, cancer, these studies yielded favorable results.
- ✓ To define multiple specific research themes aimed at developing disease risk assessment models and jointly promote new initiatives using digital solutions in the healthcare field.

23

Please turn to page 23. Lastly, progress in new businesses, including regenerative and cellular medicine.

As you may know, our regenerative and cellular medicine initiatives focus on three key areas: quality control, process automation, and regenerative medicine products. All three areas are making steady progress.

In particular, in quality control, we are leveraging our existing technologies and products—some of which are shown in the accompanying images—and these are receiving high praise from research institutions, especially those previously used in IVD applications.

In digital solutions, we announced a collaboration with Nippon Life Insurance in June. Together, we are developing disease risk assessment models for chronic illnesses and cancers. A feasibility study has been conducted with positive results.

We will continue to advance the development of these disease risk assessment models, and we hope to share more details with you at an appropriate time in the future.



## Impact of US Reciprocal Tariffs



The impact on cost of sales is expected to remain within the estimated range of approximately ¥3.0–4.0 billion annually.

### Initial Assumptions

- Reciprocal tariff: Additional tariff rate of 10%  
Target: Mainly instruments bound for the US
- Additional 25% on steel and aluminum products  
Target: Mainly Japan-made parts containing aluminum and steel
- Impact of retaliatory tariffs imposed by other countries

### Revised Assumptions (After August 1)

- Reciprocal tariff: Additional tariff rate of **15%**  
Target: Mainly instruments bound for the US
- Additional **50%** on steel and aluminum products  
Target: Mainly Japan-made parts containing aluminum and steel
- Impact of retaliatory tariffs imposed by other countries

**The impact in Q1 is minor. The increase in tariffs is expected to remain within the initial annual forecast, even after considering measures such as inventory buildup, supply chain review, and manufacturing process review, price adjustments.**

25

Please turn to page 25. Lastly, let's move on to our earnings forecast. Please refer to page 25.

First, regarding the US reciprocal tariffs: we expect the impact to remain within our initial estimate of approximately JPY3 billion to JPY4 billion for the full year. In fact, the impact in Q1 was minimal. We had already taken countermeasures such as building up inventory and reviewing our supply chain, and we are now also partially revising our manufacturing methods. Additionally, we are implementing price adjustments, and overall, we expect the impact to remain within the originally anticipated range of JPY3 billion to JPY4 billion.

## Financial Forecast for the Fiscal Year Ending March 31, 2026



First half: We have revised our plan to reflect delayed recovery in Japan, potential revenue decline in China and Impact of the revaluation of overseas inventories recorded in the first quarter.  
Full year: The realization of new growth element in the diagnostics business, and additional growth initiatives such as portfolio expansion. Full-year targets are expected to be achieved.

(Billions of yen)	Initial forecast 1H of fiscal year ending March 31, 2026 (April–September)		Revised forecast 1H of fiscal year ending March 31, 2026 (April–September)			*Unchanged Fiscal year ending March 31, 2026 (April–March)		
	Ratio			Ratio	Vs. initial forecast		Ratio	YoY (Previous period = 100%)
Net sales	252.5	100.0%	<b>240.0</b>	100.0%	△12.5	<b>535.0</b>	100.0%	+5.2%
Operating profit	44.5	17.6%	<b>36.0</b>	15.0%	△8.5	<b>91.5</b>	17.1%	+4.5%

#### ● Assumed Exchange Rates

\*Unchanged from May 2025

Full year (Announced May 2025)	
1 USD	¥142.0
1 EUR	¥160.0
1 CNY	¥19.5

#### ● Exchange Rate Sensitivity (Year)

\*Unchanged from May 2025

	Net sales	Operating profit
USD	¥0.81 billion	¥0.11 billion
EUR	¥0.6 billion	¥0.05 billion
CNY*	¥0.58 billion	¥0.43 billion

\*Exchange rate sensitivity: 0.1 yen basis

26

Please turn to page 26. Now, turning to our earnings forecast.



As explained by Asano at the beginning, we have revised our H1 outlook to reflect the delayed recovery in Japan and downside risks in China. We now forecast net sales to decrease by JPY12.5 billion to JPY240 billion, and operating profit to decrease by JPY8.5 billion to JPY36 billion.

However, regarding the full-year forecast, we are actively implementing various measures to recover. For example, in the Americas, we expect a stronger contribution from new products in H2. In China, we are adding to our product portfolio and reinforcing sales strategies, aiming to maintain performance at around the same level as the previous year. In Japan as well, we plan to strengthen our product portfolio and steadily execute the new growth initiatives outlined in our recent guidance, in order to achieve our initial full-year plan.

That concludes my presentation.

[EOD]