



Sysmex's Business Overview

Together for a better
healthcare journey

Disclaimer

- This material contains forward-looking statements about the Sysmex Group. These forward-looking statements are based on the current judgments and assumptions of the Sysmex Group in light of the information currently available to it. Uncertainties inherent in such judgments and assumptions, the future course of our business operations and changes in operating environments both in Japan and overseas may cause our actual results, performance, achievements, or financial position to be materially different from any future results, performance, achievements or financial position either expressed or implied within these forward-looking statements.
- The information on products and other matters contained herein is not intended as advertising or medical advice, whether or not regulatory approval has been obtained.
- The Sysmex Group adopted International Financial Reporting Standards (IFRS) in the fiscal year ended March 31, 2017. Figures are disclosed in compliance with IFRS.
- Some of the information is presented in simplified language.

Index

1 About Sysmex Corporation

2 Growth Strategy Initiatives

3 Sustainability Topics

Appendix

1

About Sysmex Corporation

About Sysmex Corporation



- Head office Chuo-ku, Kobe, Japan
- Established February 20, 1968
- Paid-in capital ¥14,887 million
- Consolidated net sales ¥508,643 million
- Affiliated companies 79(12 in Japan, 67 overseas)
Note: Excluding two equity-method affiliates
- Employees 11,457
Note: Including part-time employees and others
- Lines of business Development, manufacture, sales and export/import of laboratory testing instruments (testing of blood, urine and other items), reagents and related software
- Origin of the company name **SY**stematical **ME**dics + **X**

(As of March 31, 2025)



Sysmex Technopark(Kobe)

Corporate Philosophy



Sysmex Way

Mission

Shaping the advancement of healthcare.

Value

We will continue to create unique and innovative values, and ensure *anshin* for individuals in society.

Mind

With passion and flexibility, we demonstrate our individual competence and unsurpassed teamwork.

Shared Values

To our Customers

Ensure *anshin* with unmatched quality, advanced technology, mindful support, and actions that reflect the needs of our customers.
We constantly seek to better understand what our customers require so that we may generate new and more satisfactory solutions.

To our Employees

Ensure *anshin* by honoring a diversity of employees, respecting their personality, and providing a workplace where they can fulfill their potential.
We value independence and a challenging spirit, provide employees with opportunities for self-fulfillment, growth, and reward for their accomplishments.

To our Business Partners

Ensure *anshin* based on fairness and impartiality in a broad range of partnerships.
We strive to grow as a company in step with our business partners through respect and mutual trust.

To our Shareholders

Ensure *anshin* by promoting the proper disclosure of information and keeping closer communication with shareholders with sound and transparent management.
We are committed to an innovative yet consistent style of management for sustainable growth and increased shareholder value.

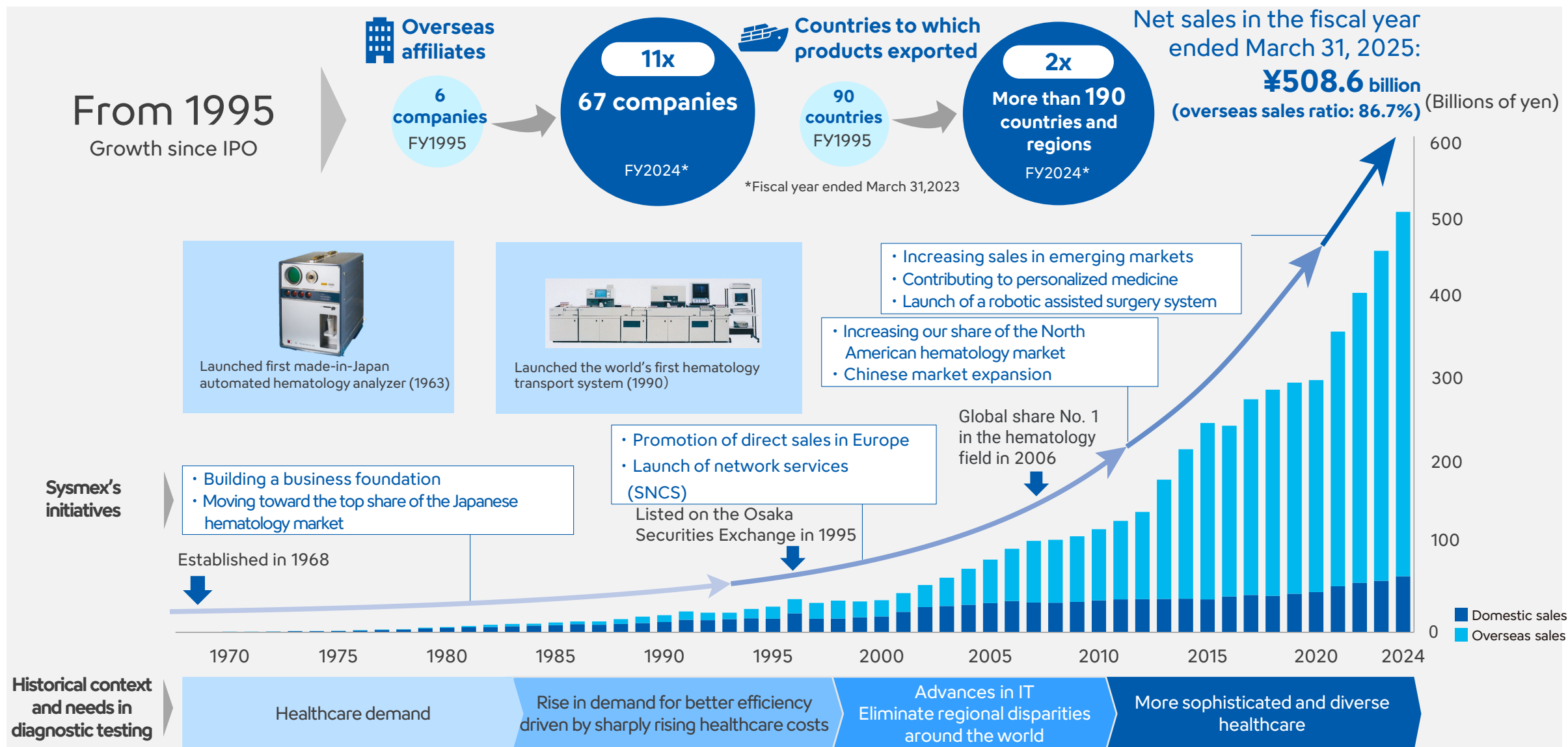
To Society

Ensure *anshin* as a responsible member of society by conducting our business adhering to the highest ethical standards in addition to laws and regulations.
We play an active role in addressing environmental and other issues facing our society.

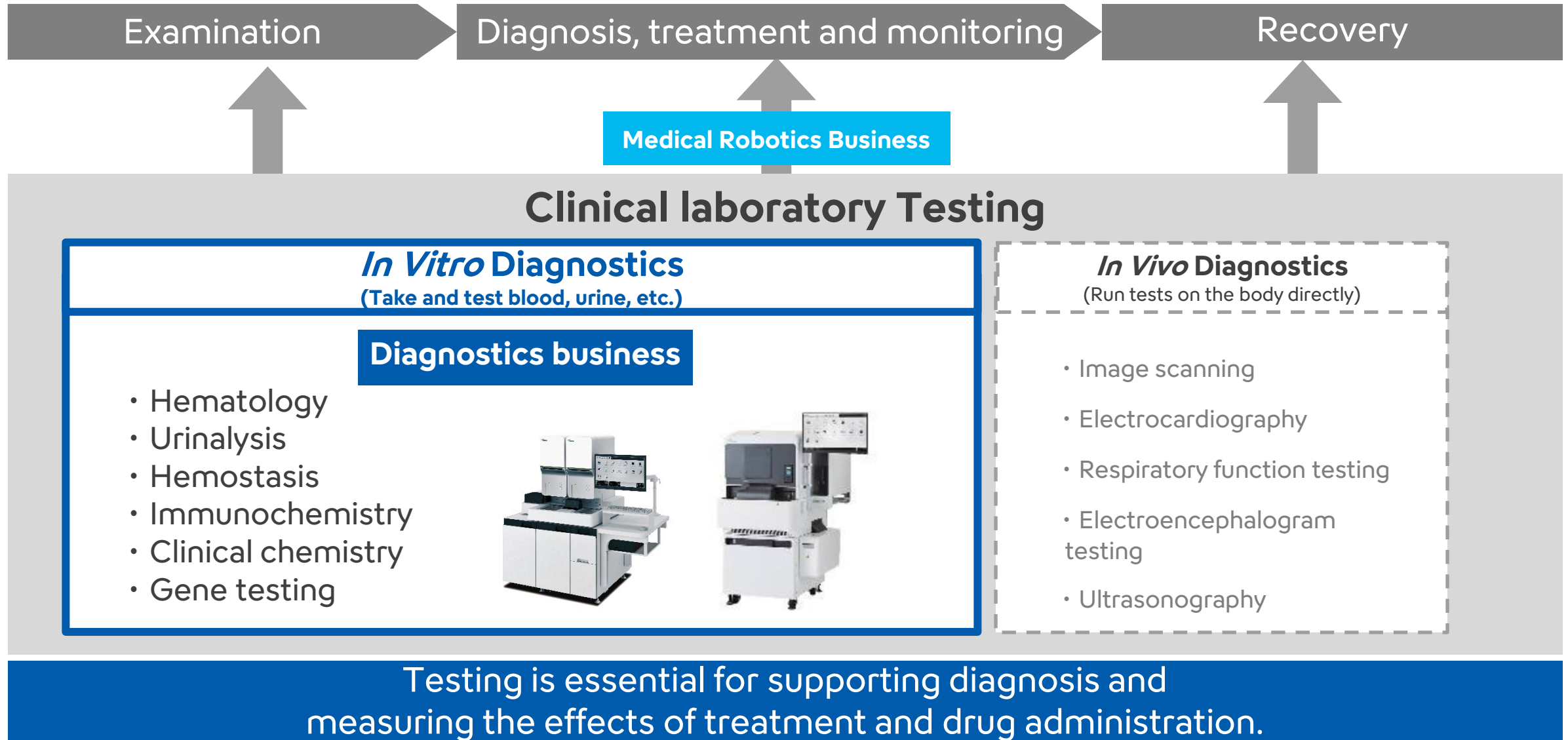
Anshin is a word at the core of the Sysmex corporate philosophy that embodies the essence of what we have been pursuing since our foundation, and has the following meanings:

- A state in which customers have **no concerns about the safety and quality** of our products and services.
- A state in which stakeholders can **trust, be confident and reassured** in our relationship, transactions, interaction, and all other matters.
- A state in which individuals in society can be **in a calm state of mind with little or no anxiety** about their own health, lives, or other matters.

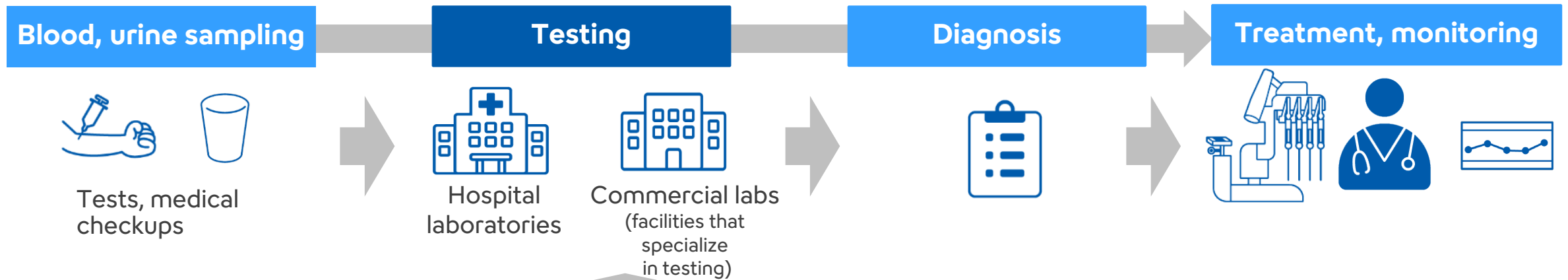
Sysmex's History



Main Business Domains



Businesses



Sysmex

Diagnostics business

Testing instruments



Specialized reagents



Software



Service & Support



Development, manufacture and sale of the instruments, reagents and software needed for testing (Global)

Medical robotics business

Surgical support robot



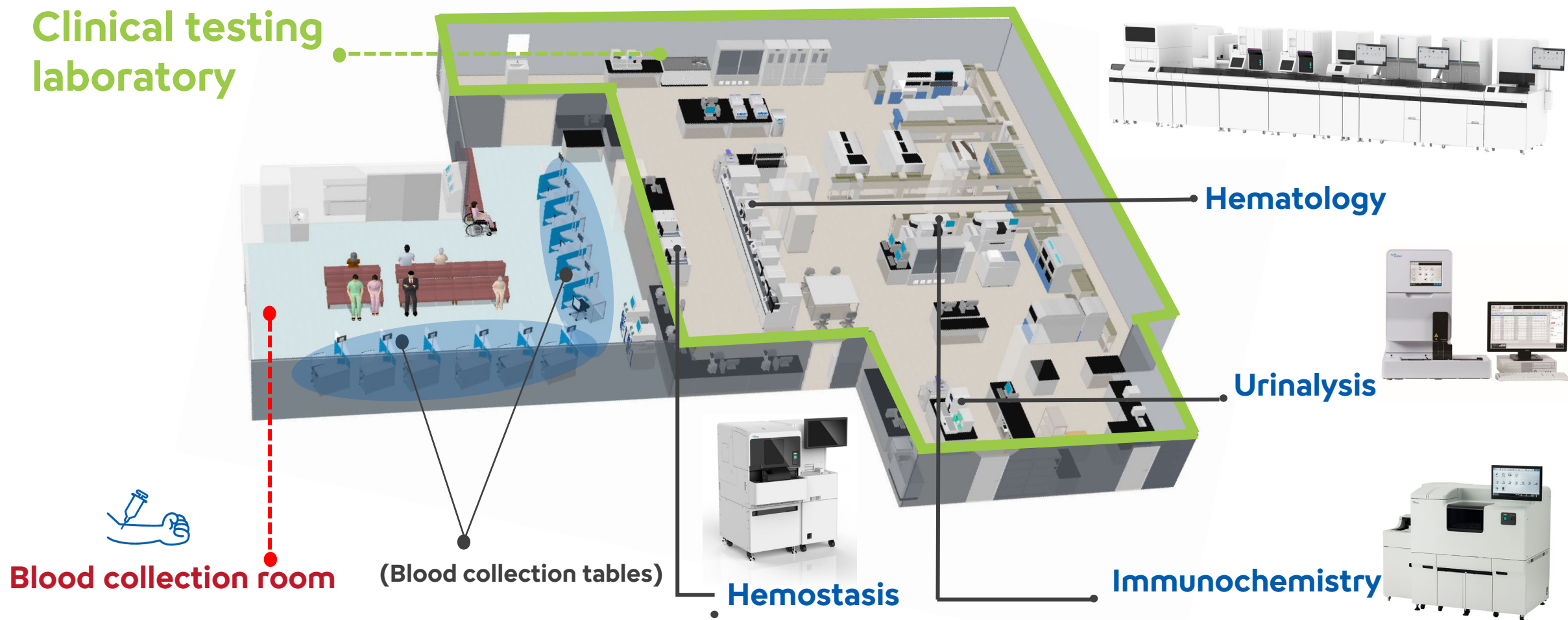
Handling sales and service (Japan, Asia Pacific)

Sysmex is a group that supports people's health in the domain of *in vitro* diagnostics (IVD) and treatment.

Places Where Sysmex Products Excel (Image)

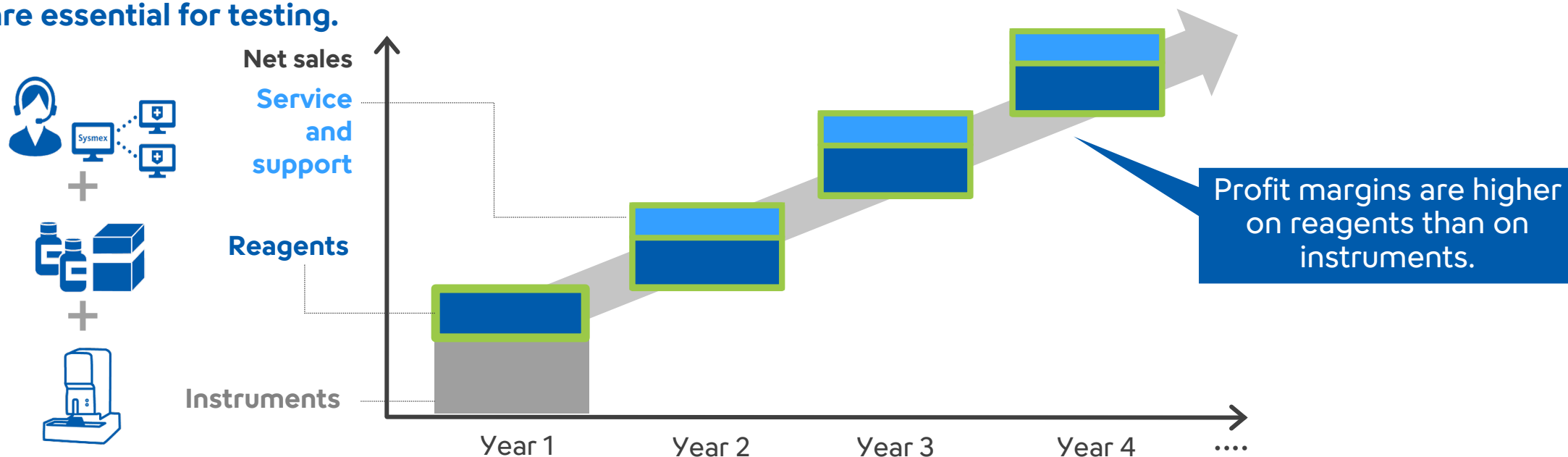
Laboratory technologists use various instruments to analyze and measure blood and other samples.

Clinical testing
laboratory

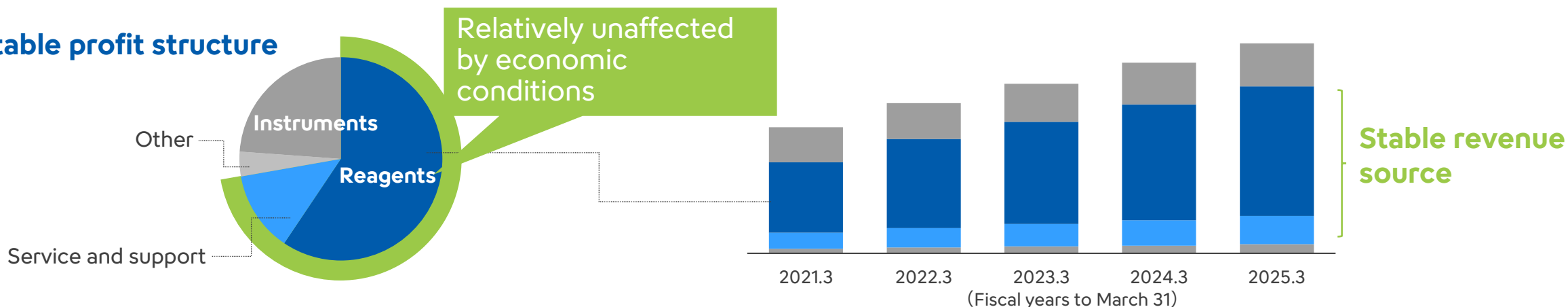


Sysmex's Business Model

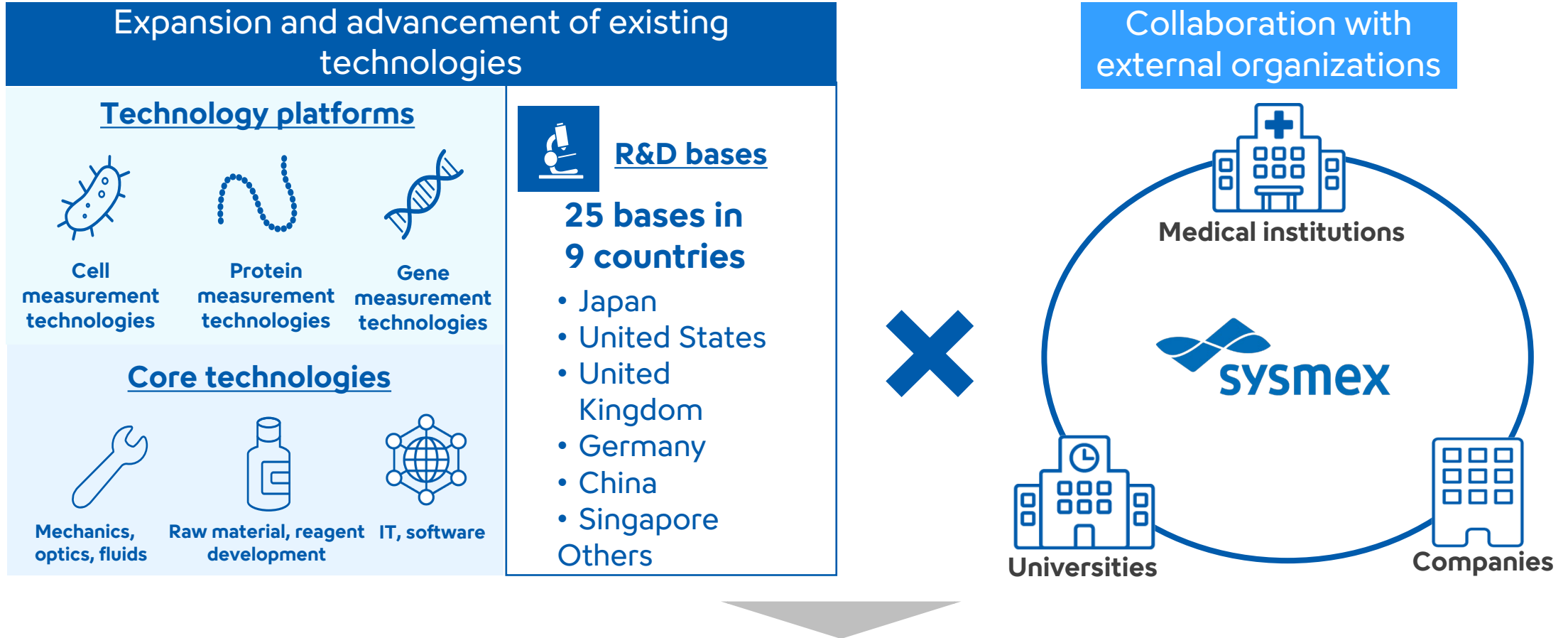
- Even after customers purchase instruments, they continue to need reagents, services and support, which are essential for testing.



- Stable profit structure

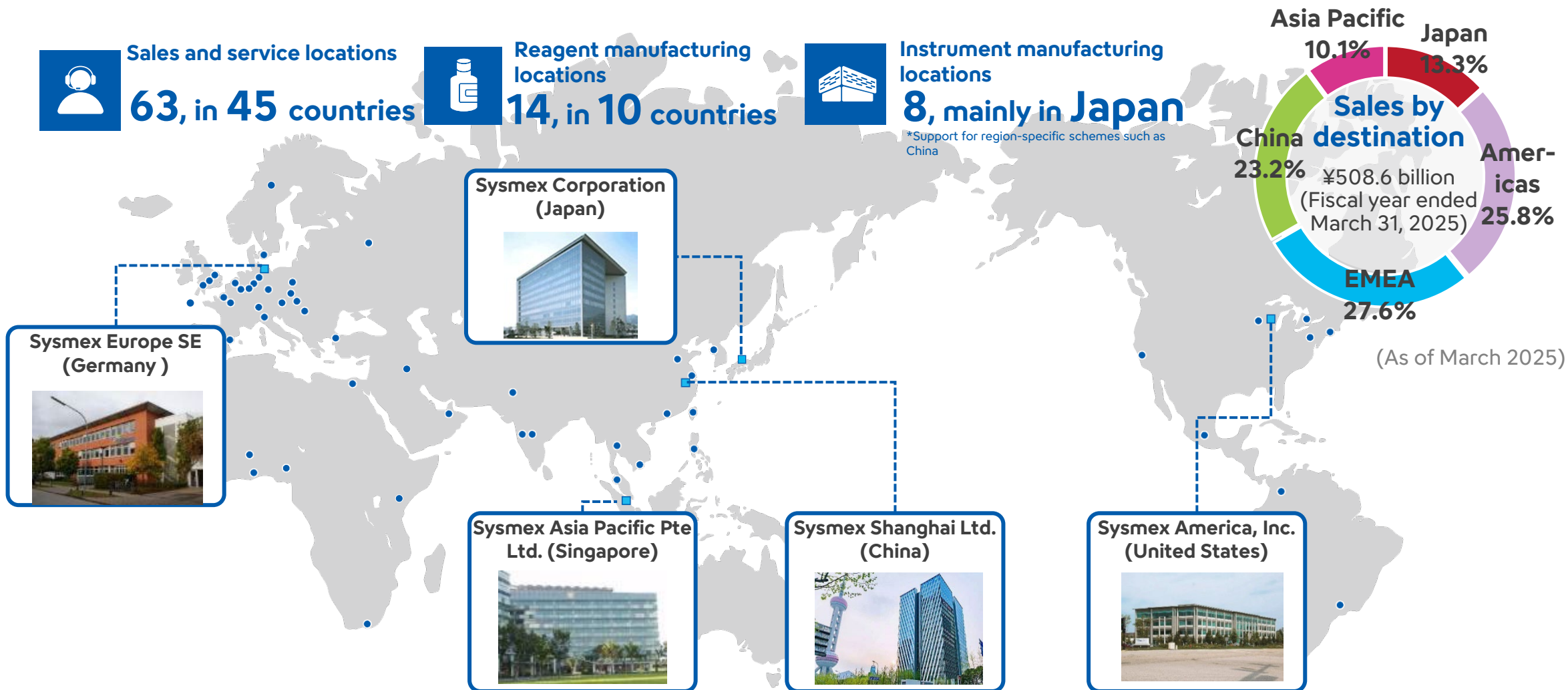


Proprietary R&D Capabilities



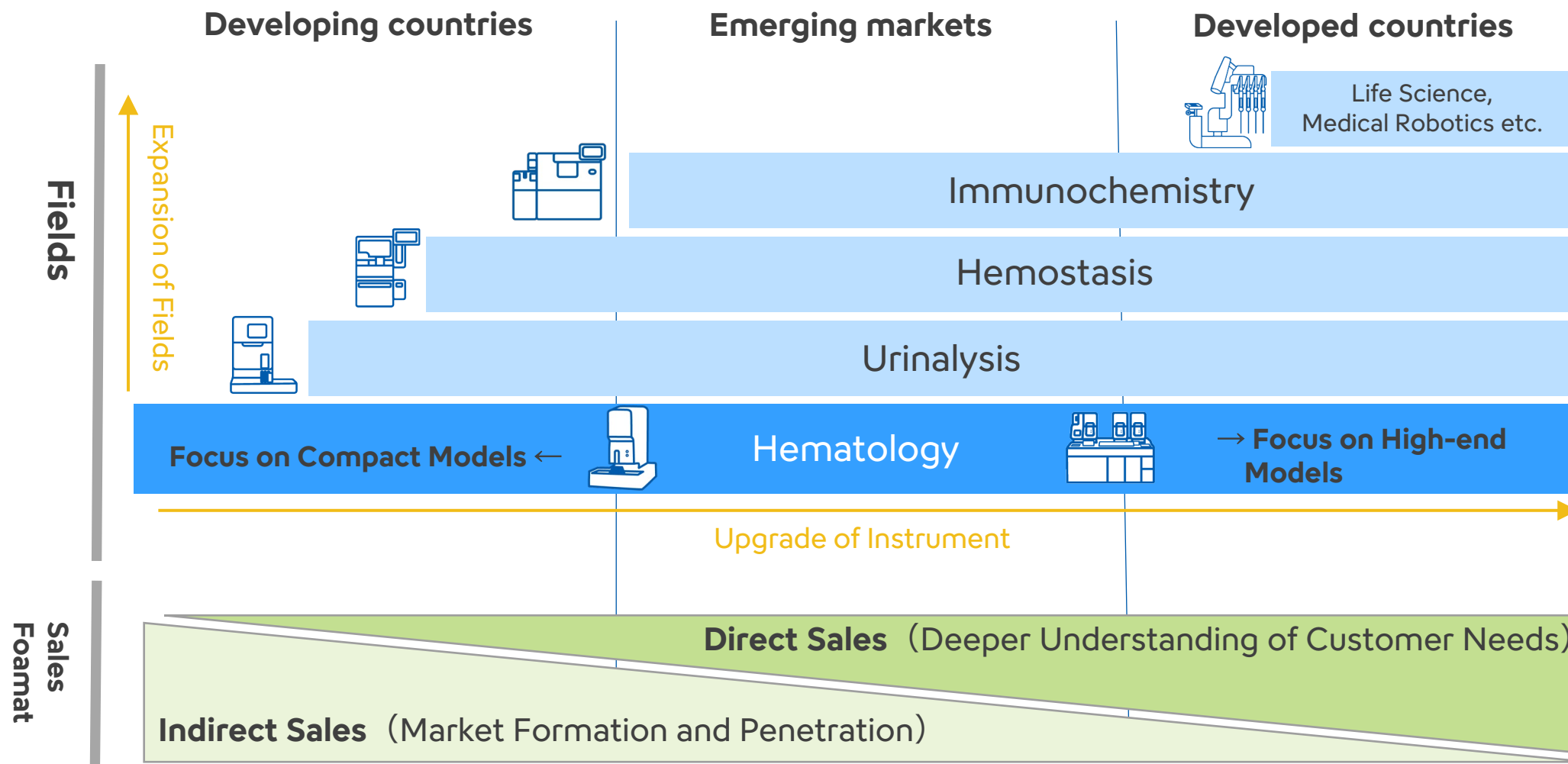
We are creating original testing and diagnostic technologies that improve the quality of life and medical economic value for people around the world.

A Global Network Structure



Enabling the development and stable supply of products and services that reflect the wishes of people in more than 190 countries and regions

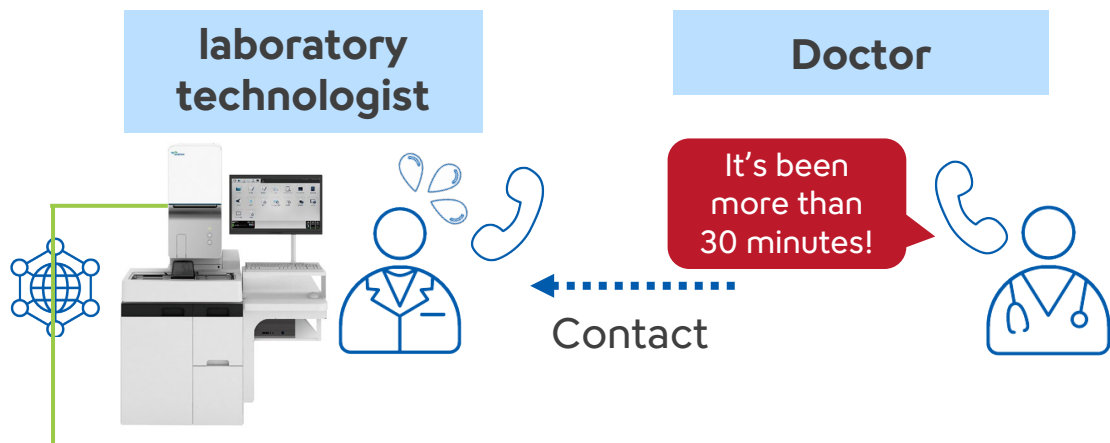
Sales Structure and Business Portfolio in Individual Markets



Progress in building a sales system and expanding business portfolio according to the characteristics of each markets

Robust Service and Support System

Bringing better healthcare and inspiring confidence among people around the world



Reducing downtime by

helping prevent breakdowns

24/7, 365 days a year

- ✓ Network connection between instruments and support center to monitor status in real time
- ✓ Realizes remote support

● Earning high levels of customer satisfaction

Top U.S. customer satisfaction rating in the hematology field for 18 consecutive years



Diagnostics Market and Sysmex's Business Segments



Diagnostics Market				Sysmex's Business Segments			
Field	Market Size*1 (M. USD)	Growth Rate*2 (2025-2028)	Market Ranking*1	Percentage of Net Sales (March 31, 2025)	Sales & After-sales Support Region	Alliance	Production Instruments Reagents
<i>In Vitro</i> Diagnostics Total	96,000	3%	1st:Roche(Switz.) 2nd:Abbott(USA) 3rd:Danaher(USA) 8th:Sysmex	—	—	—	—
Hematology	4,300	3%	1st:Sysmex 2nd:Mindray 3rd:Danaher(Beckman Coulter)(USA)	59.6%	Global	Roche Cellavision	● ●
Urinalysis Of which, sediment urinalysis	1,200 (500)	3% (2%)	1st:Sysmex 2nd:Danaher(IRIS)(USA)	8.0%	Global	Eiken Chemical North America: Siemens Healthineers	● ●
Hemostasis	3,200	3%	1st:Sysmex+Siemens Healthineers(Germany) 2nd:Welfen(Formerly IL (Spain)) 3rd:Stago(France)	16.2%	Global	Siemens Healthineers	● ○
Immunochemistry	27,000	3%	1st:Roche(Switz.) 2nd:Abbott(USA) 3rd:Siemens Healthineers (Germany)	5.1%	Asia	Fujirebio	● ●
Clinical chemistry	9,000	4%	Roche(Switz.), Abbott(USA), Siemens Healthineers (Germany) , Danaher(USA)	0.7%	Asia	—	— —

*1: Sysmex's rankings (as of March 31, 2025) and the size and rate of growth of the IVD market and each field of testing (FY2024) are our own estimates based on disclosed information.

*2:Excluding China: Government-led policies to curtail medical expenditures are progressing, and we are currently examining their impact.

Note:Simple year-on-year comparisons cannot be made, as calculations use exchange rates in the year research was conducted.

● : Own brand

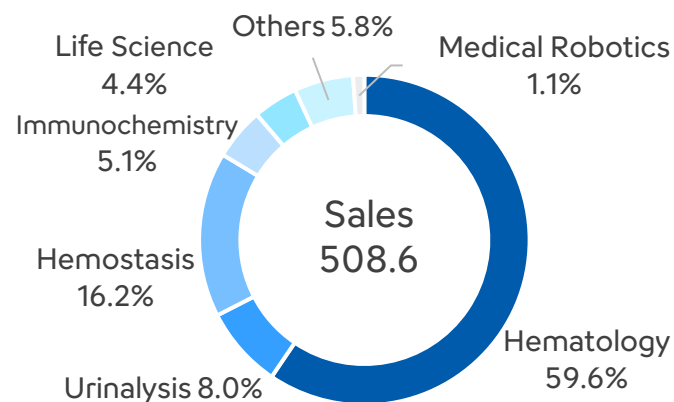
○ : In part, global OEM supply with Siemens Healthineers

Sales by Geographic Segment and Category

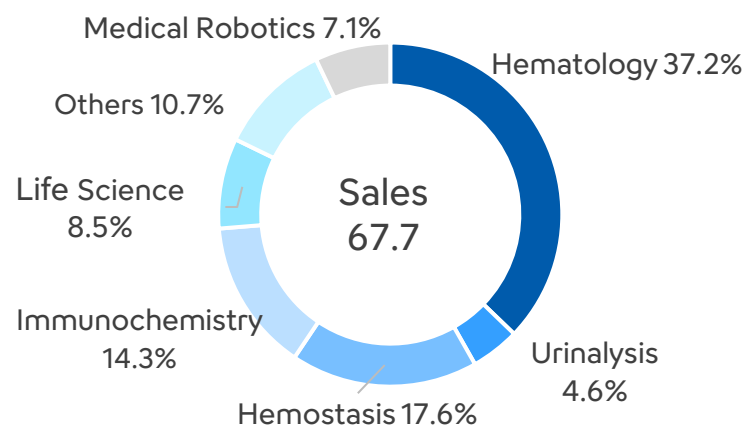
(Fiscal year ended March 31, 2025)



Consolidated

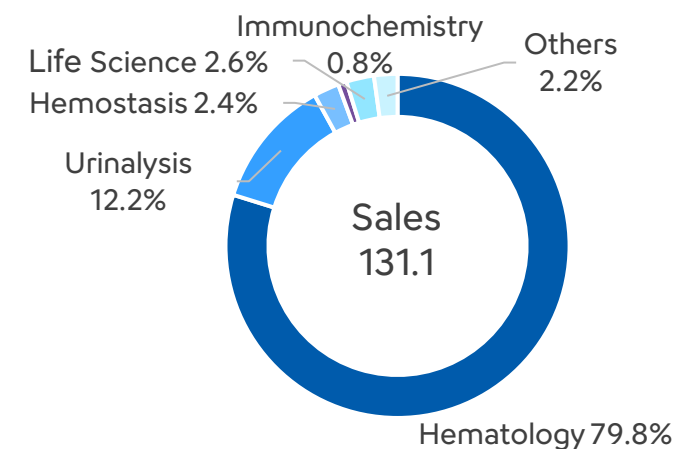


Japan

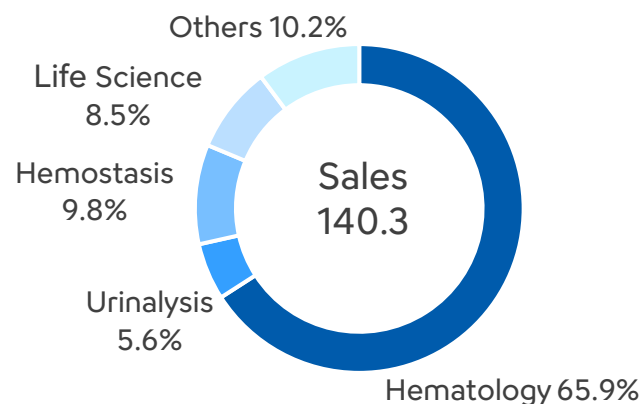


Americas

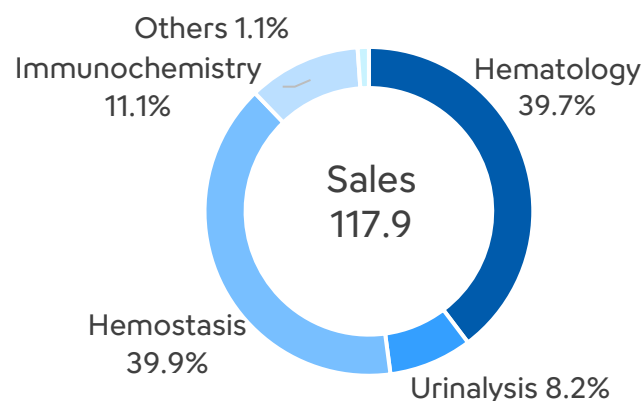
(Billions of yen)



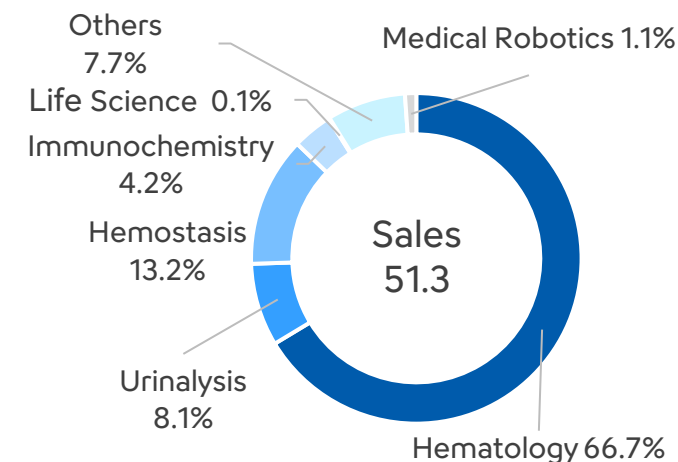
EMEA



China



AP

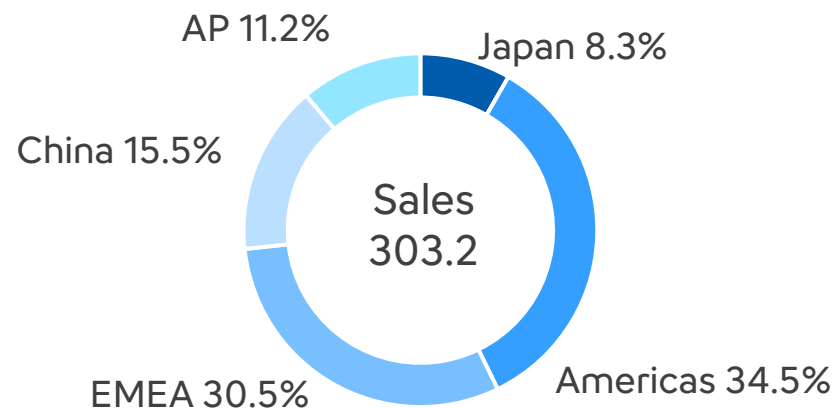


Sales by Geographic Segment and Category

(Fiscal year ended March 31, 2025)

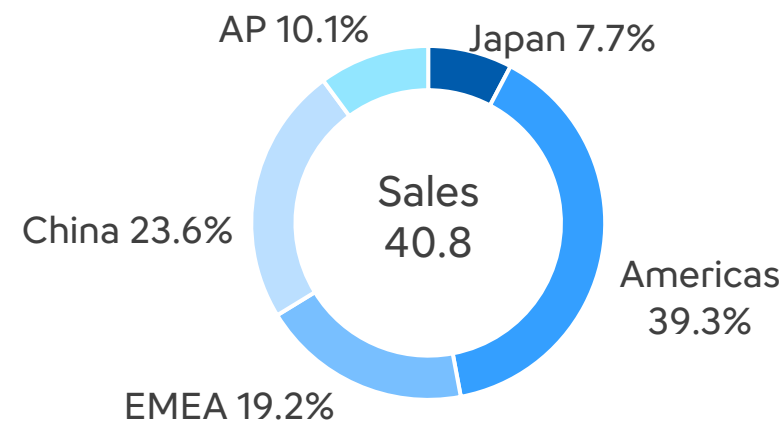


Hematology

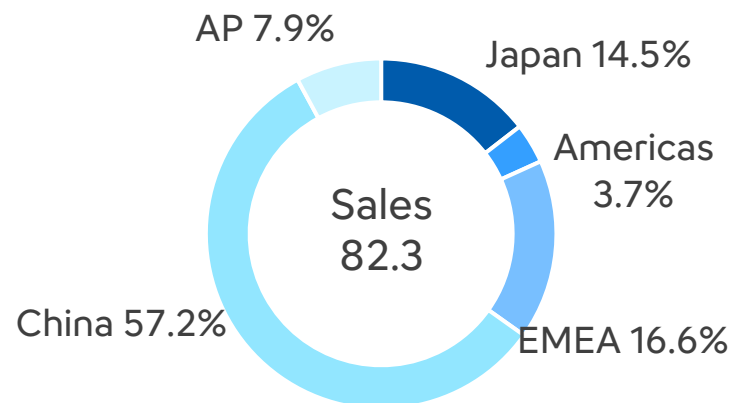


Urinalysis

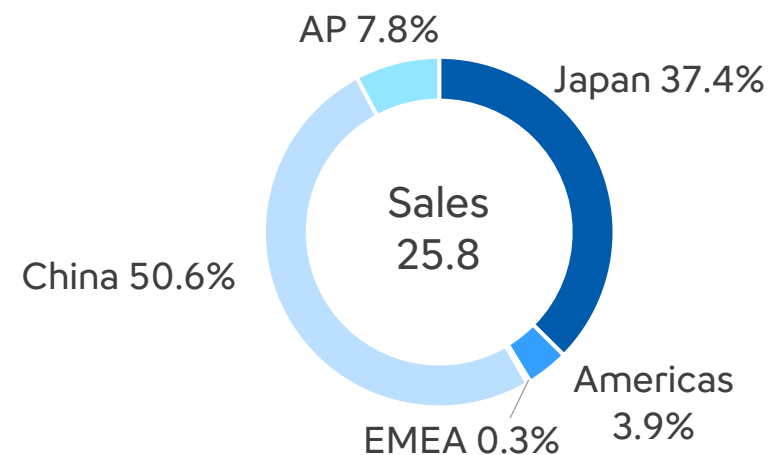
(Billions of yen)



Hemostasis



Immunochemistry



2

Growth Strategy Initiatives

Accelerating Evolution of Health Tech

Changing healthcare awareness

Increase in new entrants
Response to increasingly diverse medical services

- ✓ **Shift from treatment to prevention**
- ✓ Self-medication
- ✓ Healthcare education
- ✓ Increasingly diverse medical services



Acceleration of digital technologies

Expansion of digital healthcare
Development of products and services
Response to increasing speed

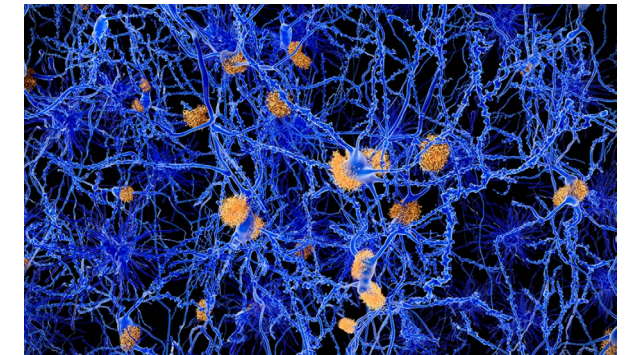
- ✓ **Rapid industrial utilization of AI and its application in the medical industry**
- ✓ Full-scale development of remote medical care
- ✓ **Faster product development and analytical performance using digital technology**



New treatment modalities

Response to increasingly sophisticated treatment

- ✓ New treatments for Alzheimer's disease
- ✓ Practical application of regenerative cell medicine
- ✓ Application of gene editing technology



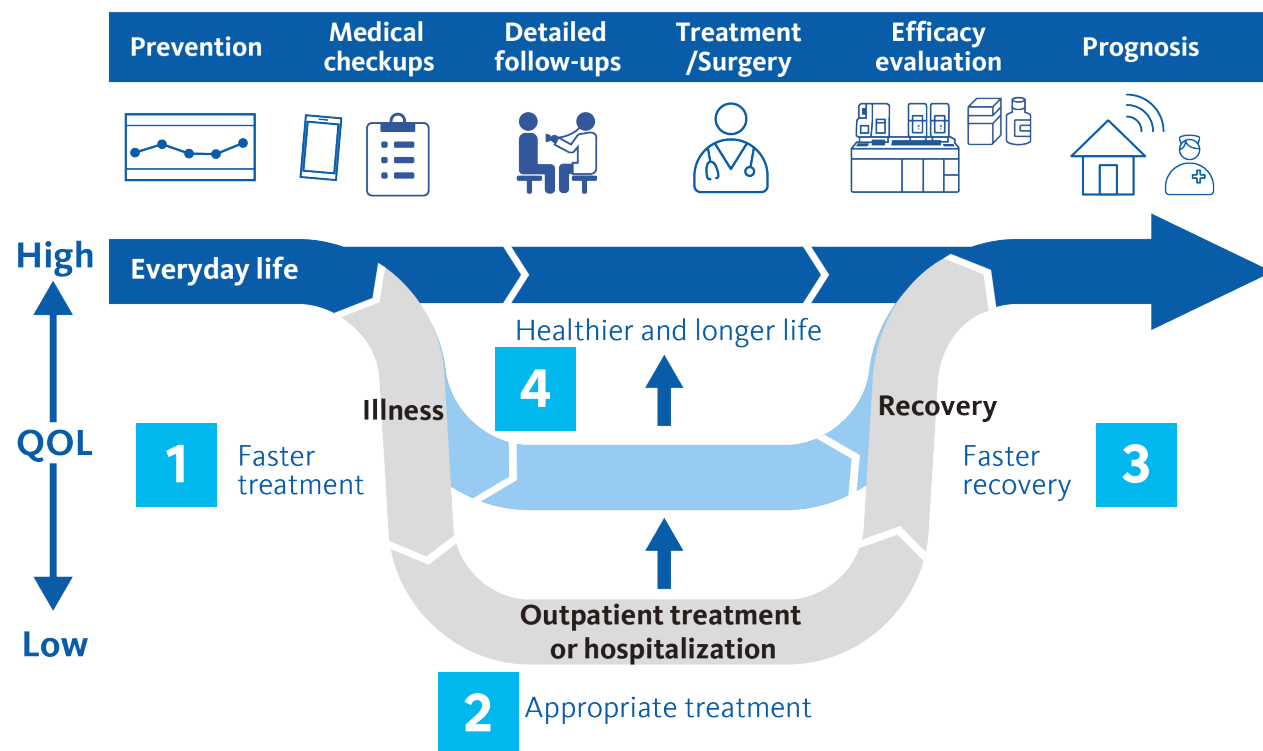
“Together for a better healthcare journey”

Healthcare journey:

- We view the various healthcare-related events a person experiences throughout their lives (life stages), along with the corresponding process this involves (such as at healthcare institutions) as a “journey.”
- We will enlarge our business domains from the conventional focus on “diagnostics” to also include the “healthcare journey,” targeting the prevention, pre-symptomatic and prognosis monitoring stages.

Long-Term Corporate Strategy: Value Provided

We will help to improve the quality of life of people around the world at each stage of their healthcare journey and realize a fulfilling and healthy society by optimizing healthcare and healthcare costs



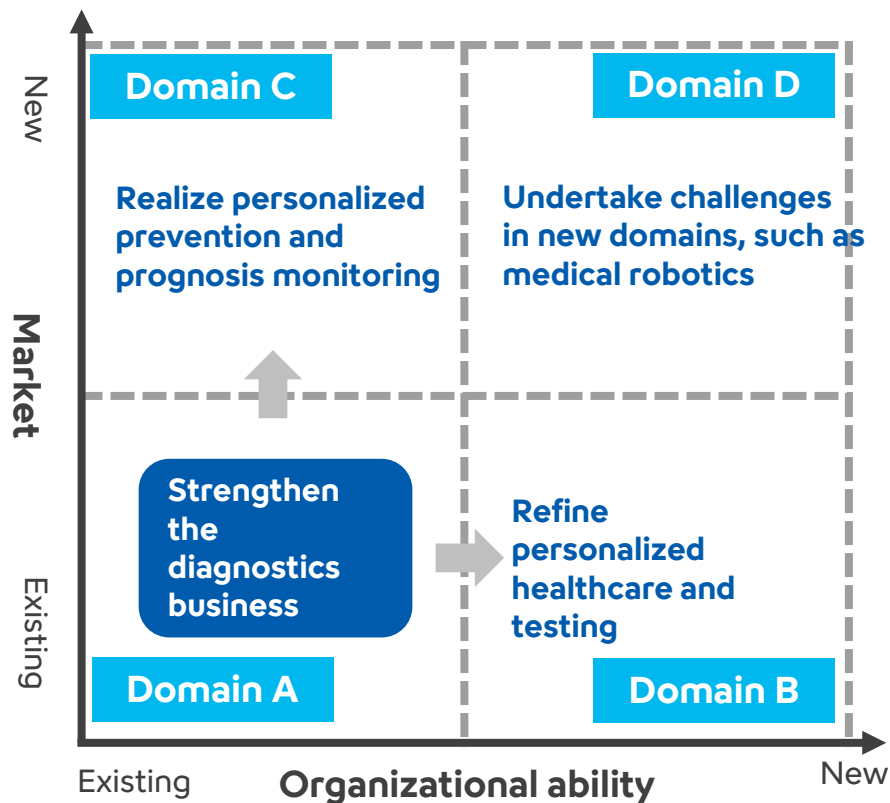
Value provided by Sysmex

- 1 Provide tests and information to detect diseases at earlier and milder stages
- 2 Provide tests and information that allow for more precise diagnosis and personalized treatment options when illness strikes
- 3 Provide monitoring tests and information to facilitate faster and better recovery
- 4 Provide tests and information to contribute to people's longer and healthier lives

Long-Term Corporate Strategy: Business Domain

Expand our business domain by strengthening existing businesses and creating new businesses

Moving from “diagnostics (healthcare testing)” to the “healthcare journey”



Domain A Strengthen the diagnostics business

- (1) Expand share in emerging markets in the hematology and urinalysis fields and maintain an overwhelming competitive advantage
- (2) Expand and roll out globally reagent parameters in the immunochemistry field
- (3) Conduct a global rollout through new alliance in the hemostasis field

Domain B Refine personalized healthcare and testing

- (1) Leverage genome testing to roll out unique offerings in the life science field
- (2) Provide testing and diagnostic methods that optimize individual

Domain C Realize personalized prevention and prognosis monitoring

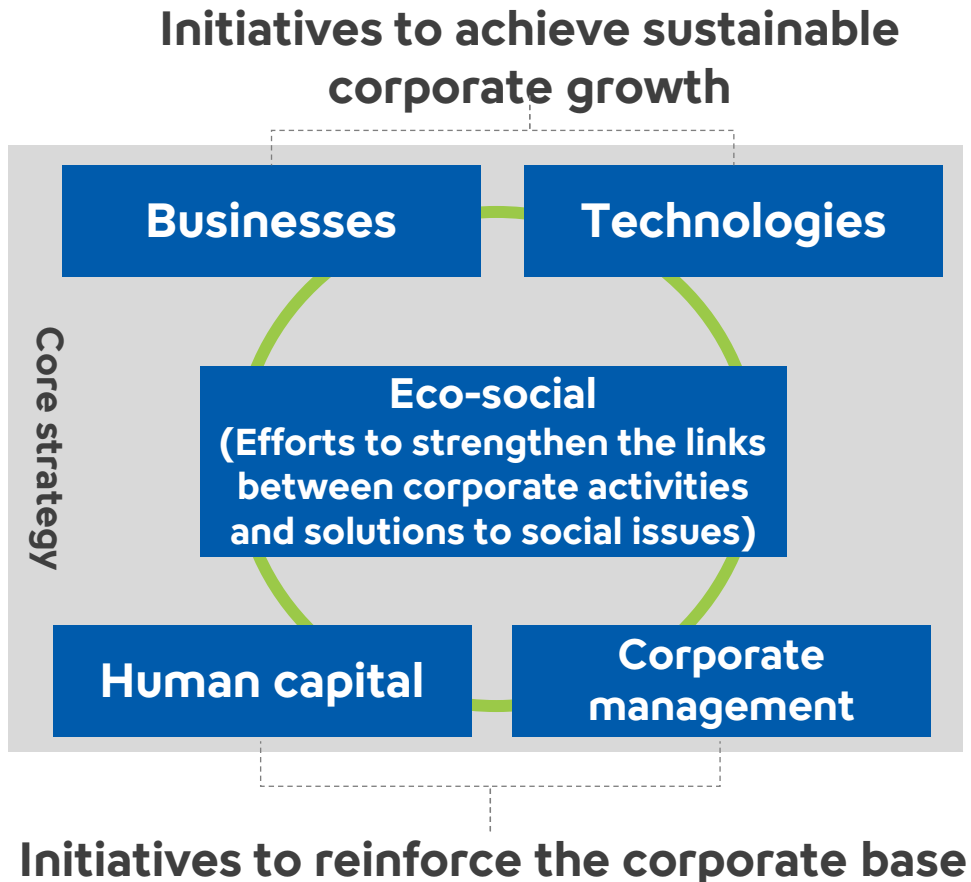
- (1) Realize new tests that target the prevention, pre-symptomatic and prognosis monitoring stages
- (2) Realize new healthcare support using healthcare data

Domain D Medical robotics business, regenerative and cellular medicine

*This frame is based on "Lead and Disrupt", Charles A. O'Reilly et al.

Long-Term Corporate Strategy: Strategy and Targets

To reach our objectives, we will promote a core strategy consisting of five elements, in our aim to a ¥1 trillion company



Financial targets

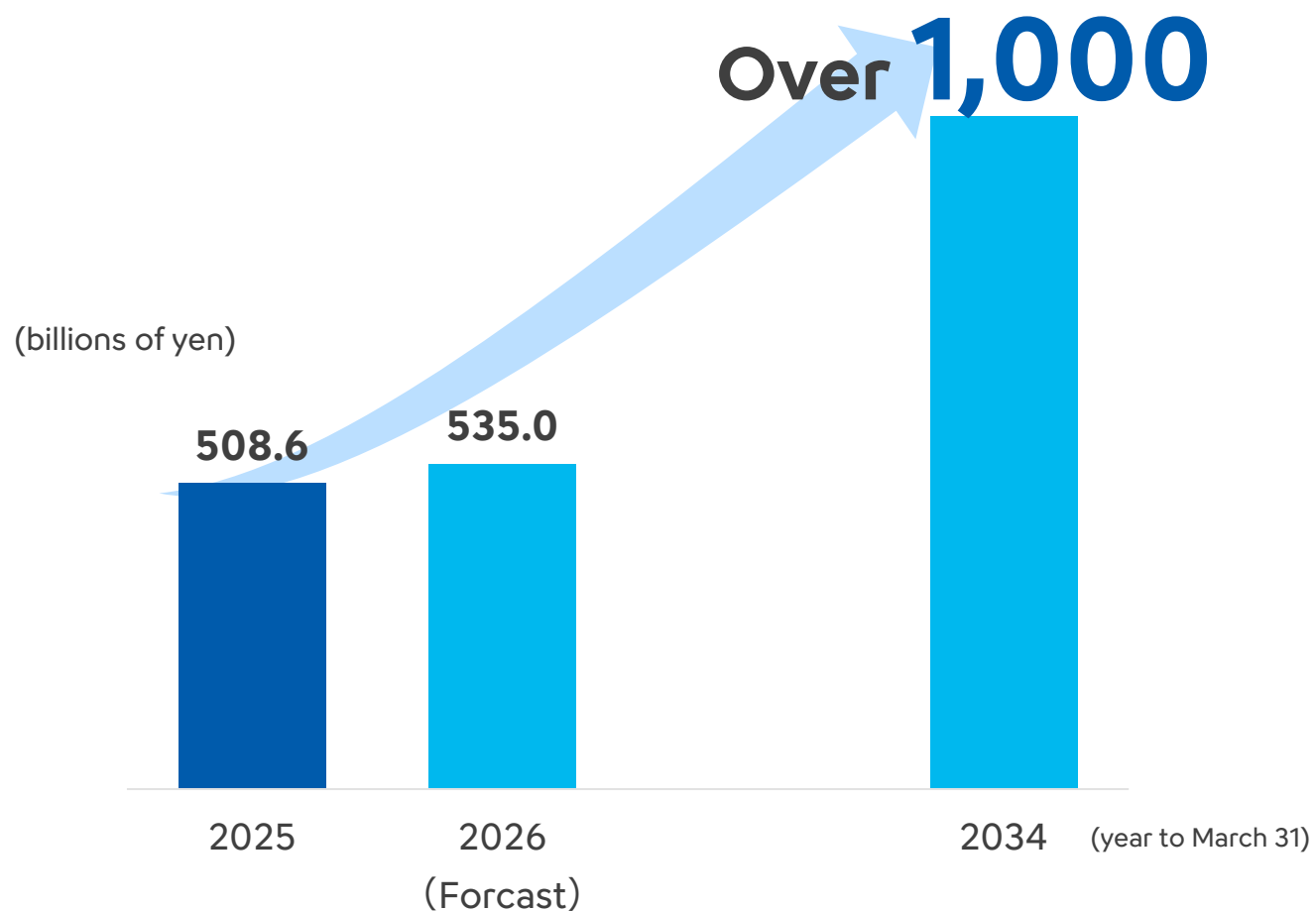
- Growth
Net sales: **¥1.0 trillion or more**
- Profitability
Operating margin: **20% or more**

Sustainability targets

- Achieve zero product losses
Percentage of unused waste: **0.1% or less**
- Switch to recycled and environmentally conscious materials
Rate of use in containers and packaging materials: **100%**

Growth Strategy in Sysmex

We are continuously evolving to help people around the world lead healthy and fulfilling lives.



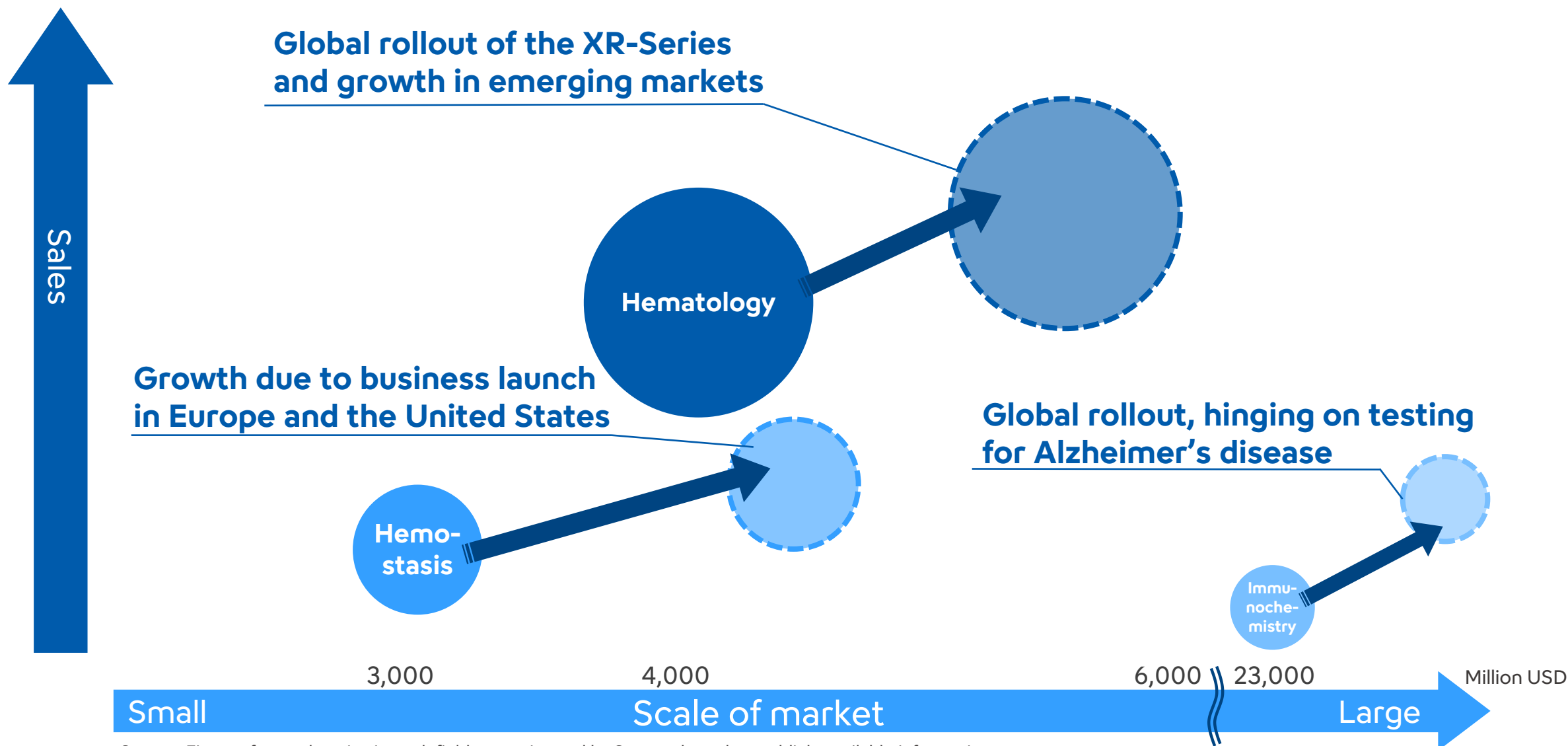
growth strategy

- I. Reinforcement of Existing Businesses
- II. Business Expansion in Emerging Countries
- III. Expansion of new businesses

I

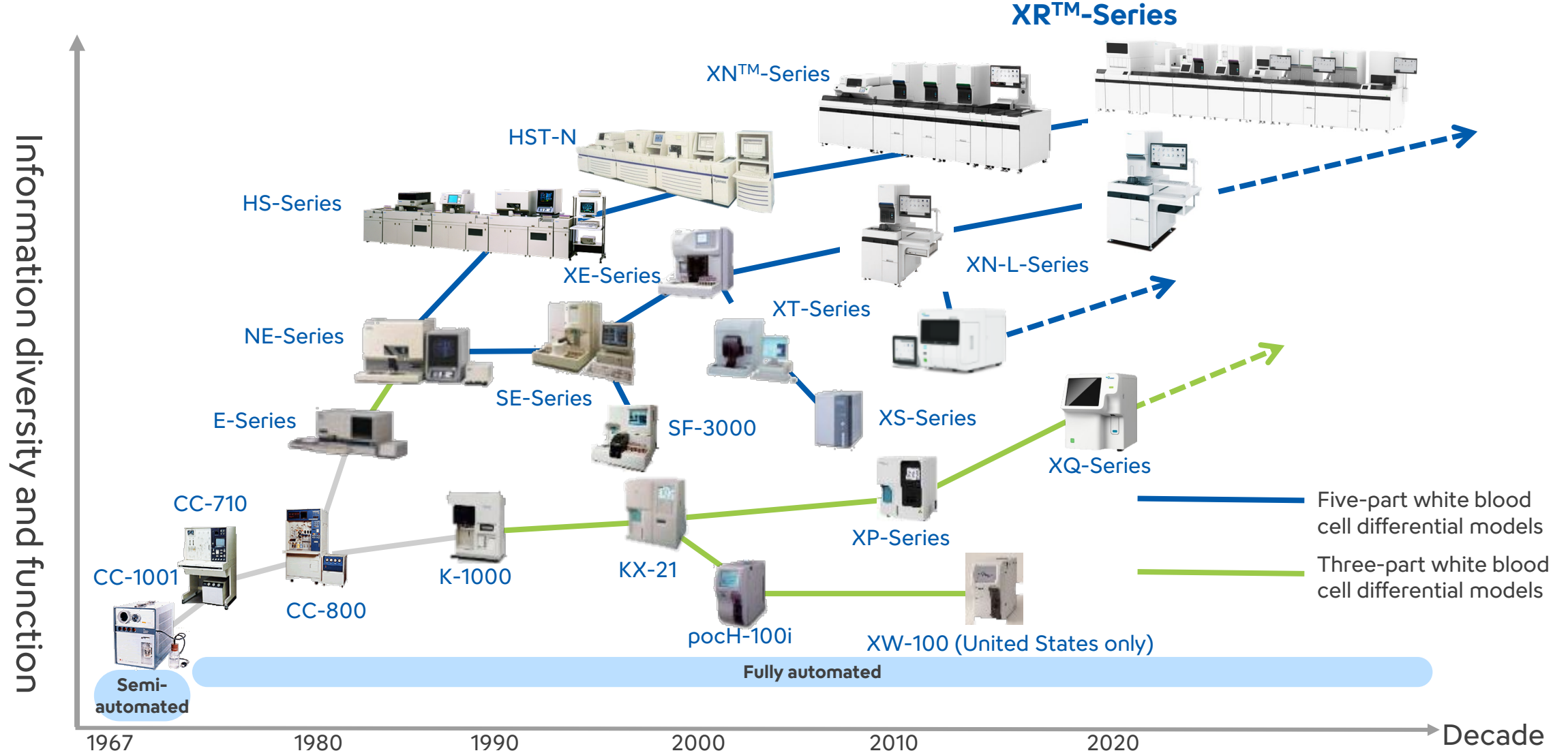
Reinforcement of Existing Businesses

Growth Potential of Existing Business



Source: Figures for market size in each field are estimated by Sysmex based on publicly available information.

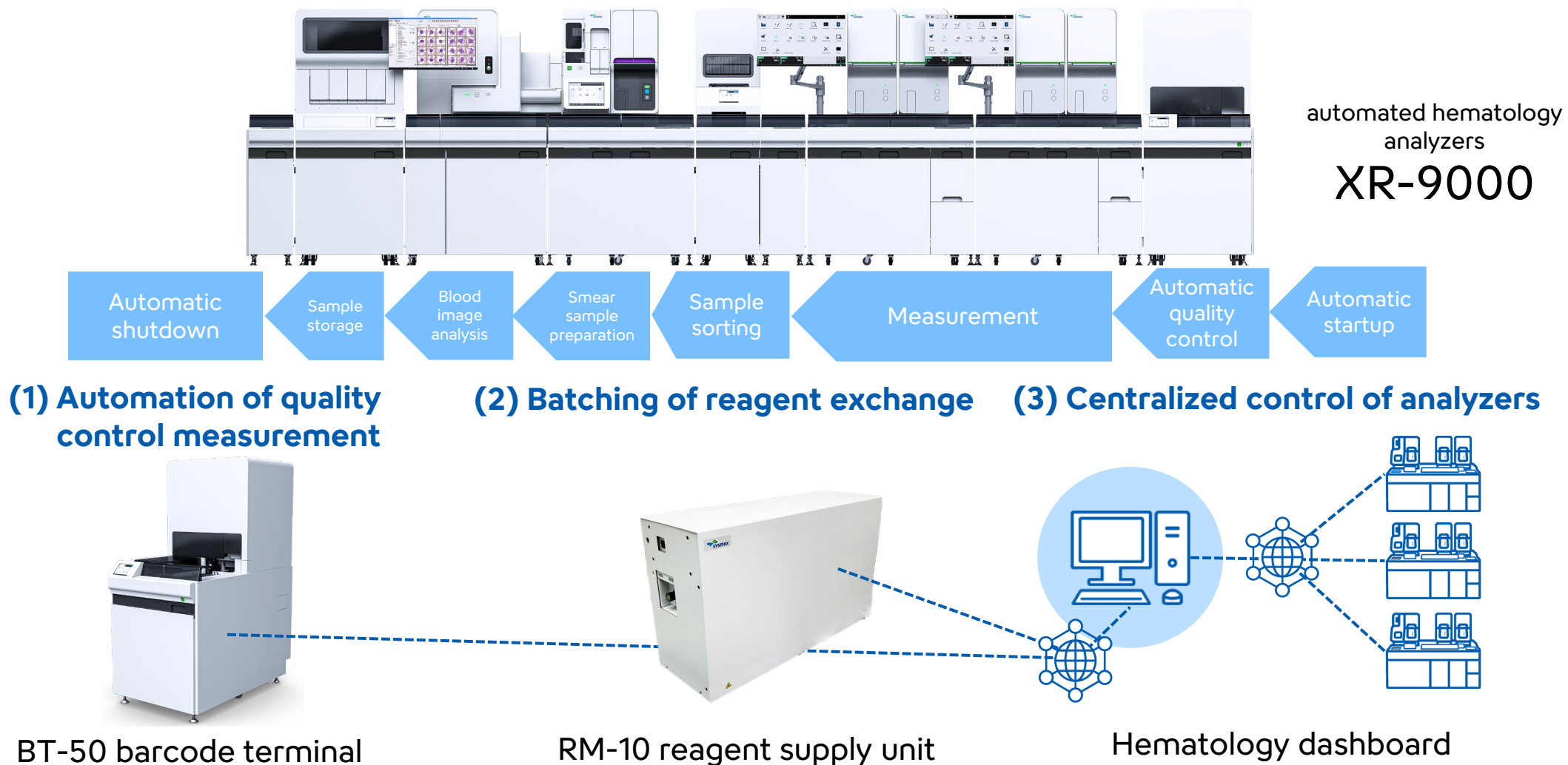
History of Hematology Instruments



We are constantly creating new value as the company with the leading share of the hematology market.

Creating New Value in Hematology

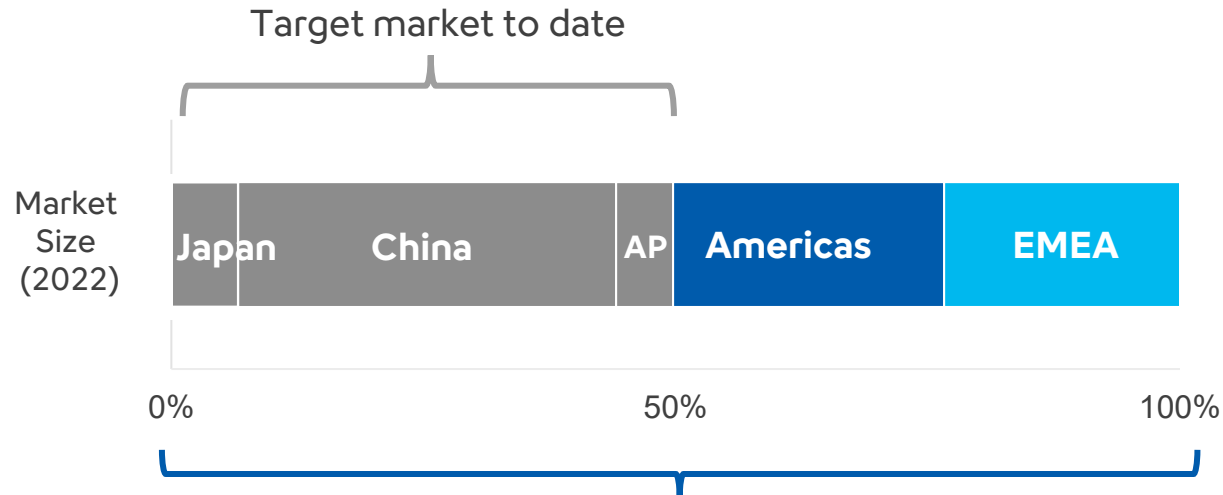
Achieving full automation through the touch-free concept



Strategy in the Hemostasis Field 1

Global OEM agreement with Siemens in hemostasis field (effective April 1, 2024)

Approximately doubling the target market

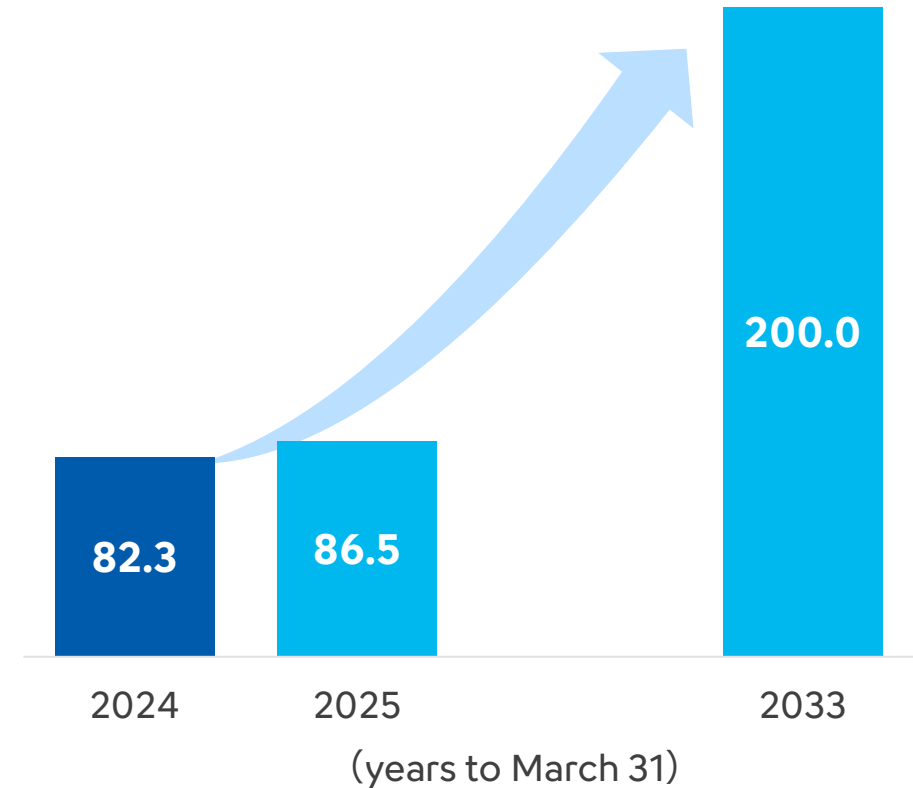


Size of market from
the fiscal year ended March 31, 2025

Approx. **3.0** billion USD

■ Sales in the Hemostasis Field
(Results and Forecasts)

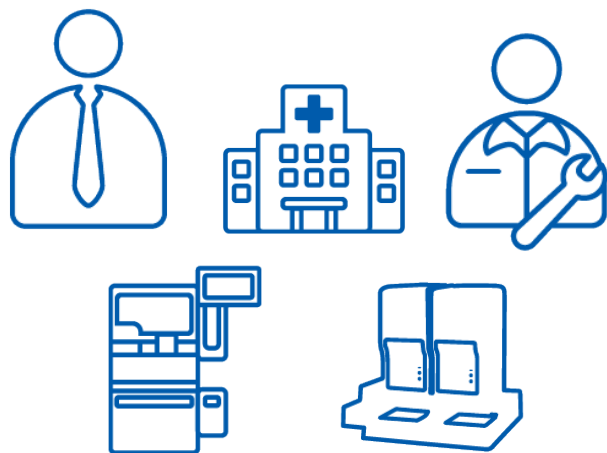
(Billions of yen)



Strategy in the Hemostasis Field 2

Global sales network and abundant human resources

Leverage channels in the hematology field



Strength in the hematology business due to high levels of customer satisfaction and a No. 1 market share in Europe and the Americas

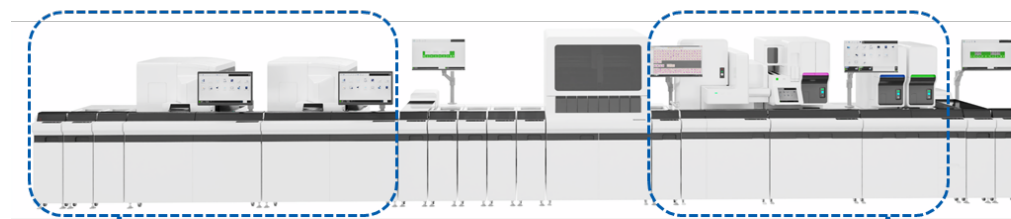


Maximize synergy with hematology the hemostasis business in Europe and the Americas

- ✓ In a U.S. customer assessment survey, ranked No. 1 for the past 18 years
- ✓ Expand our existing No. 1 share of the market for hematology system to hemostasis instruments

Hemostasis field

Hematology field

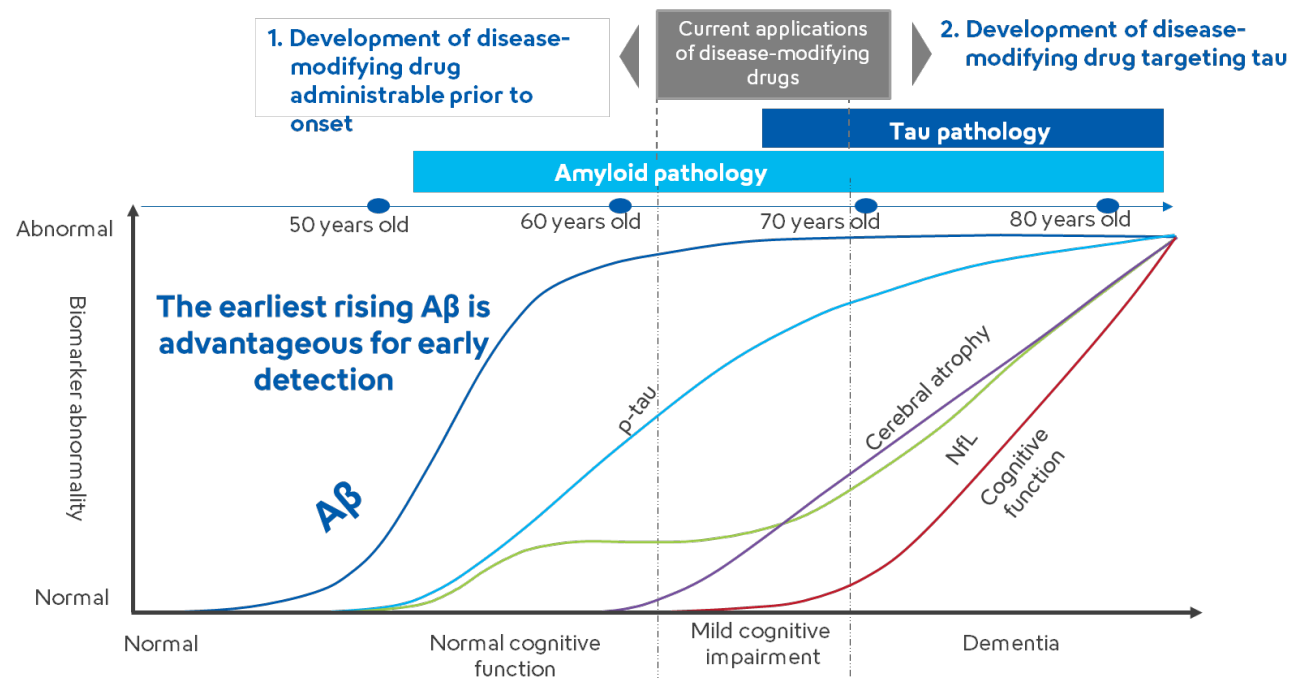


Provide customers with highly trusted products and services in the hemostasis field, as well

Expansion in the Immunochemistry Field 1

Working to establish new testing methods for Alzheimer's disease

- Developing an optimal set of blood biomarkers for early detection
- Contributing to a healthier society by reducing physical burden and social costs



Currently – (Diagnostics) Diagnostics currently used



Imaging



Spinal fluid testing

- ✓ High cost
- ✓ Significant physical burden (painful)
- ✓ Limited number of hospitals where testing is available

NEW

(Diagnosis + prevention) Testing available at hospitals and screening centers



Blood testing



Instruments

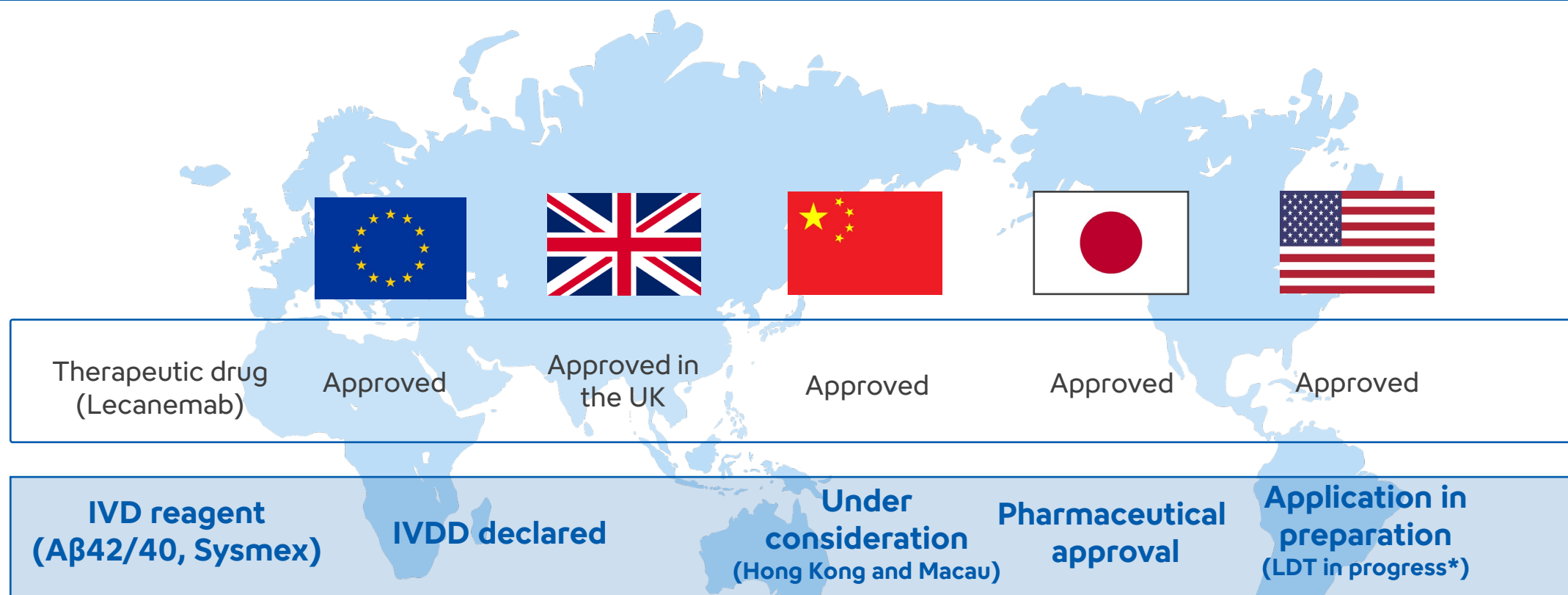


Reagents

- ✓ Low cost
- ✓ Minimal physical burden (simple)
- ✓ Testing available at many hospitals

Expansion in the Immunochemistry Field 2

We will use our amyloid β reagent as a door opener to expand the region of expansion from Asia to Europe and the United States.



*Sales for the fiscal year ended March 2025: 6.6 Million USD

We are also promoting market introduction in EU, Asian and Middle Eastern countries.

Expansion in the Immunochemistry Field 3

In order to accurately understand the state of the brain and lead to appropriate medication, we are developing multiple biomarkers in parallel.

AA 2024 diagnosis and staging criteria

Biomarker category	Cerebrospinal fluid and blood biomarker	Image biomarker
A	Aβ42	Amyloid PET
T1	p-tau217, 181, 231	
T2	MTBR-tau243, p-tau205, tau fragments	Tau PET
N	NfL	Anatomic MR, FDG-PET
I (Inflammation)	GFAP	
V (Vascular brain injury)		Infraction on MR or CT, WMH
S (α-Synuclein)	α-Synuclein SAA*	

- ✓ Aβ42: Marketed
- ✓ p-Tau217: Scheduled to be launched in FY 2025 (for research)
- ✓ Other: Market evaluation scheduled as needed for research

Citation/Adaptation: Clifford R Jack Jr et al., "Revised criteria for diagnosis and staging of Alzheimer's disease: Alzheimer's Association Workgroup" *Alzheimers Dement.* 2024 Jun 27;20(8):5143–5169.

* Seed Amplification Assay Blue: Under development

II

Business Expansion in Emerging Countries

Growth potential in emerging markets

Improving the quality of healthcare in emerging markets presents a major growth opportunity.

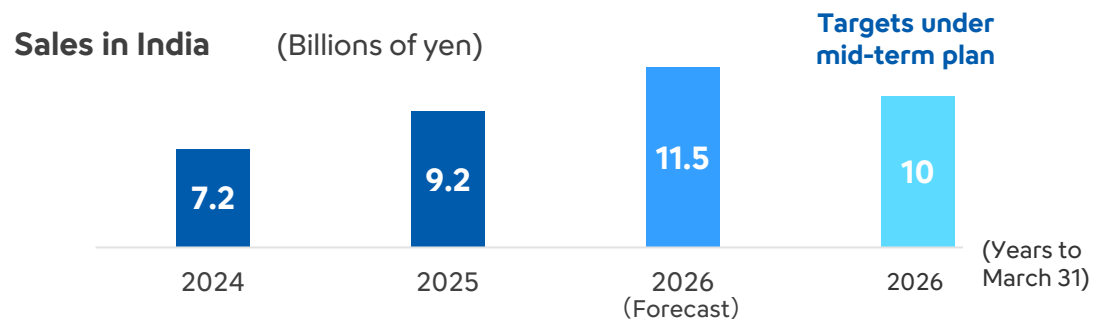
■ The potential healthcare market



Source : [World Health Organization 2021](#)

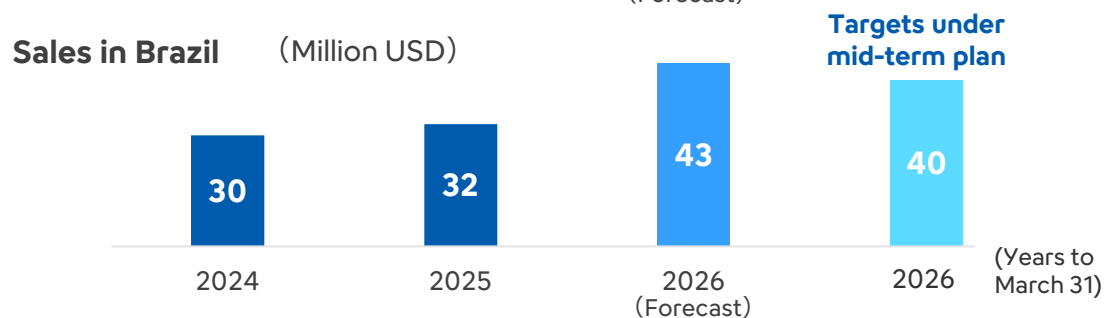
Business Expansion in Emerging Countries

Initiatives in each region are proving successful, resulting in significant growth.
We expect to reach our targets ahead of schedule.



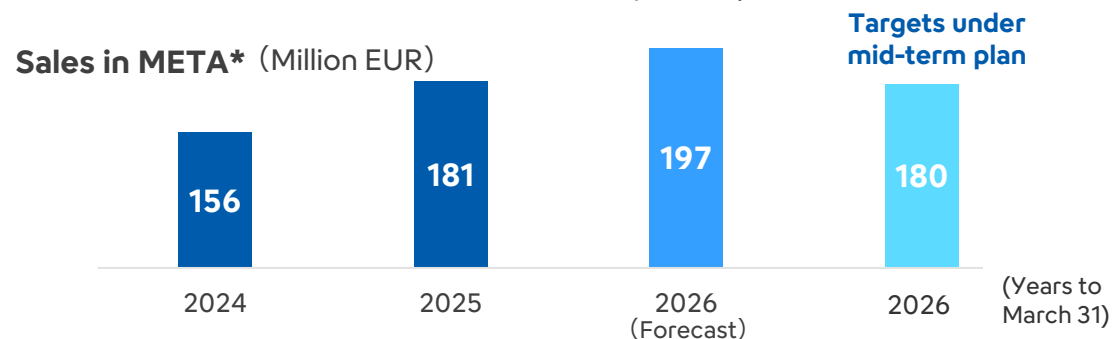
✓ Progress

- Established new manufacturing base in India
- Expanded sales in direct sales regions such as Saudi Arabia
- Established local subsidiary in Kenya



✓ Future plans

- Launch sales of instruments aligned with Make in India
- Expand share in high-end markets by strengthening service and support in direct sales regions
- Begin preparing to establish a new manufacturing base in Brazil



*META : Middle East, Turkey, Africa地域



Start of operations at new manufacturing base in India



XQ-320 multiparameter automated hematology analyzer for the Indian market



Expansion of new businesses

Expansion of New Business : Medical Robotics Business

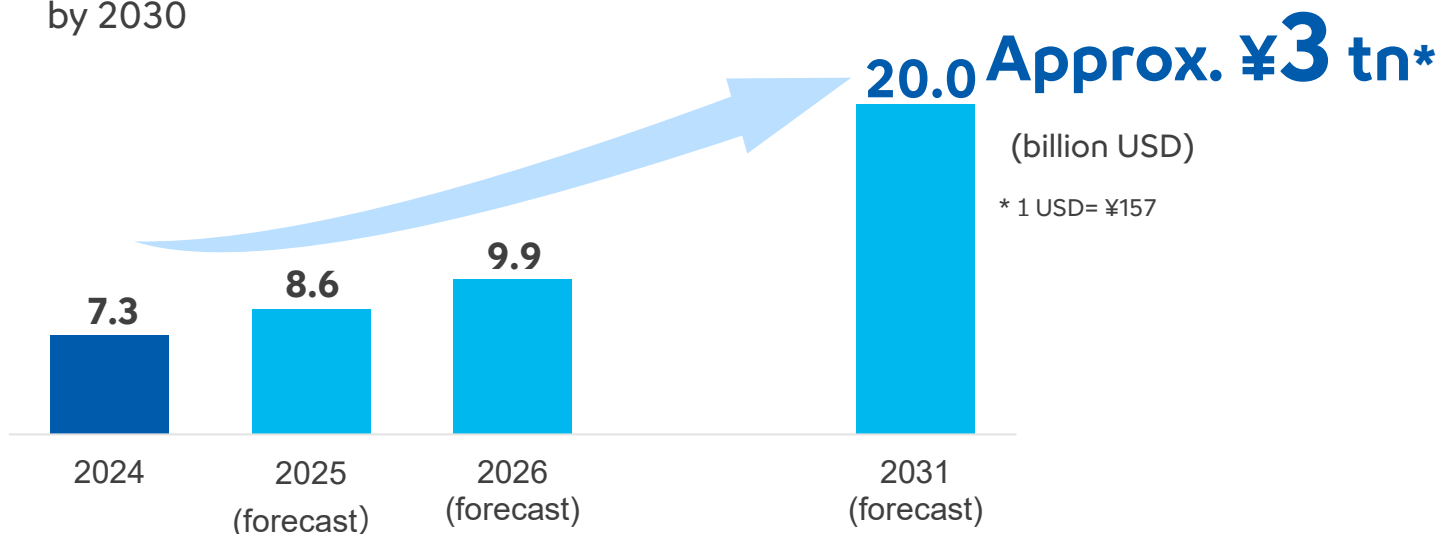
Surgical support robots moving healthcare to a new stage

Healthcare needs

- ✓ Reduced burden on patients, contributing to earlier return to daily life
- ✓ Enabling highly precise surgery through robotic-assisted procedures
- ✓ Anticipated future applications in remote surgery

Global market scale

- ✓ Market expect to grow by approximately three times its current size by 2030



Note: Based on customer purchase value

Source: TechSci Research and Intuitive Surgical Annual Report 2021 (up to 2025); 2030 figures are based on Medicaroid forecasts

Taking on challenges in new domains



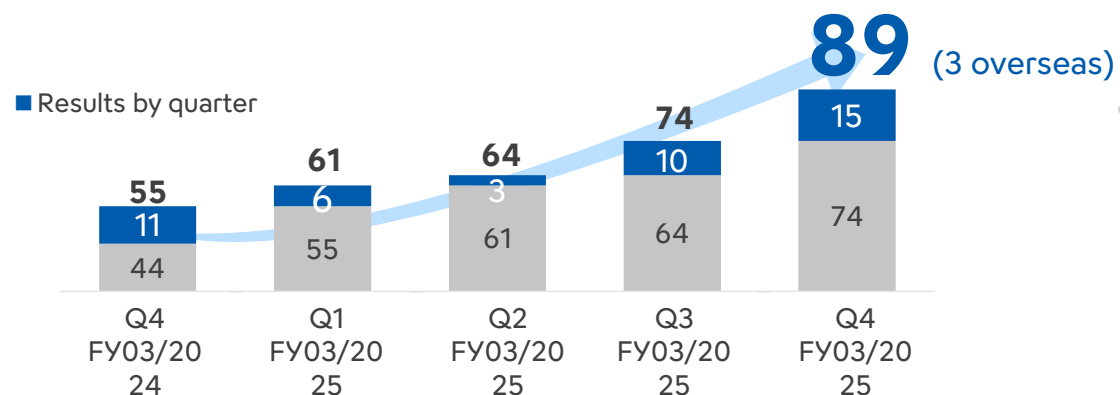
Expansion of New Business : Medical Robotics Business

We made steady progress in overseas market deployment, buoyed by a favorable business environment.

Progress in the fiscal year ended March 31, 2025

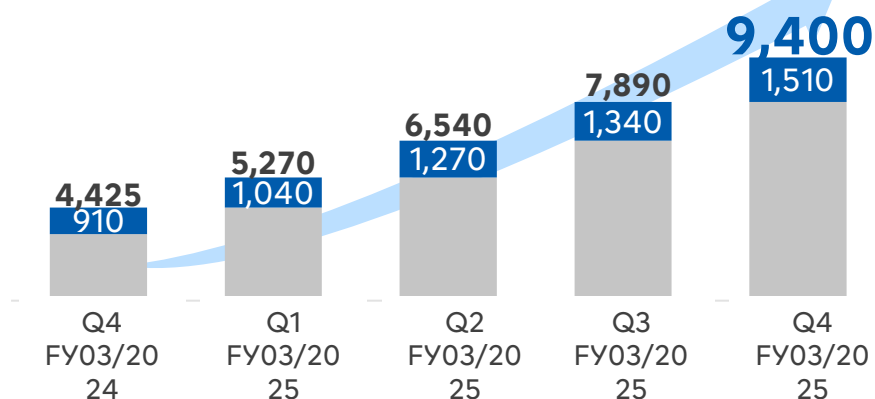
■ hinotori™ units installed globally to date

+34 this fiscal year



■ Surgeries performed globally

+ Approx. 5,200 this fiscal year



global rollout plan

Expect to enter the European market in the fiscal year ending March 31, 2026

Submitted regulatory application in Q4 FY03/2025

Expect to enter the U.S. market in the fiscal year ending March 31, 2027

Three units installed in Singapore and Malaysia in the fiscal year ended March 31, 2025



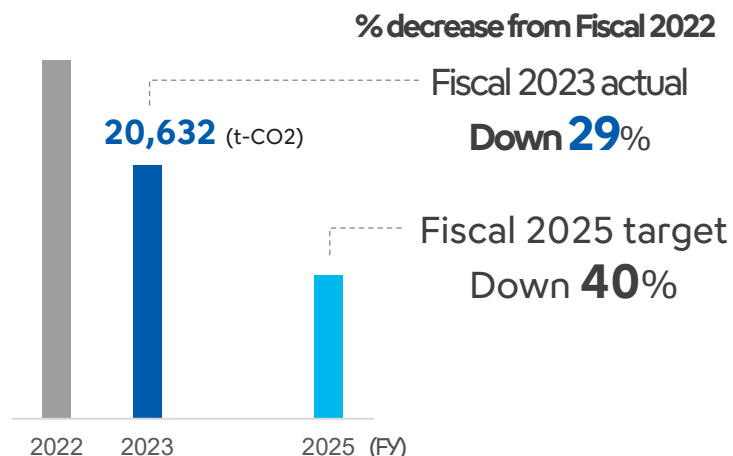
3

Sustainability Topics

Recent Sustainability Topics

E

● Reduction of greenhouse gas emissions (Scope 1, 2) (Fiscal 2023)



● Received SBTi approval* (07/2024)



* Against our targets of reducing Scope 1 and 2 emissions by 55% by 2033, and reducing Scope 3 GHG emissions from the use of products sold by 35%

● Feasibility on the horizontally recycled containers launched in Japan

Reused for reagent containers the same type of containers as are used for immunoassay system cleaning liquid



G

● Initiatives with an awareness of cost of capital (05/2024)

- Introduced ROIC sensitivity management
- Reinforced management that balances strategy and investment

● Conducted human rights due diligence (Fiscal 2024)

Centering on the hematology field, conducted a questionnaire-based survey of suppliers in Japan and overseas

Companies surveyed Response rate

Approx. **400** Approx. **70%**

Recent Sustainability Topics

S (Social, Human Capital)

● Expectations about measures to address antimicrobial resistance

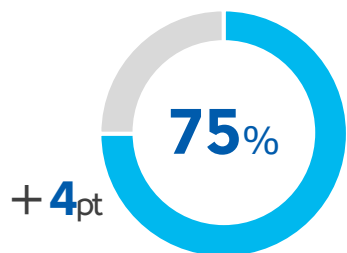
Our rapid antimicrobial susceptibility testing system won one of the UK's biggest science prizes, the "Longitude Prize on AMR" (06/2024)



Rapid antimicrobial susceptibility testing system

● Enhancement of employee engagement (Fiscal 2023)

Engagement score



■ Contributions to improvements in Japan (56%→65%)

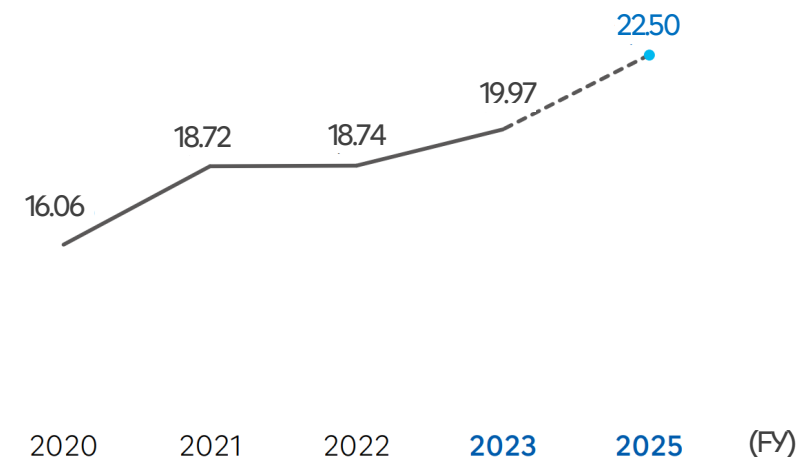
Examples of improvement measures:

- Penetration of a job-based personnel system
- Realization of various work styles (such as a system that allows for taking time off mid-day)
- Provision of attractive compensation (stock-granting compensation plan for employees)

● Steady results on value-added productivity (06/2024)

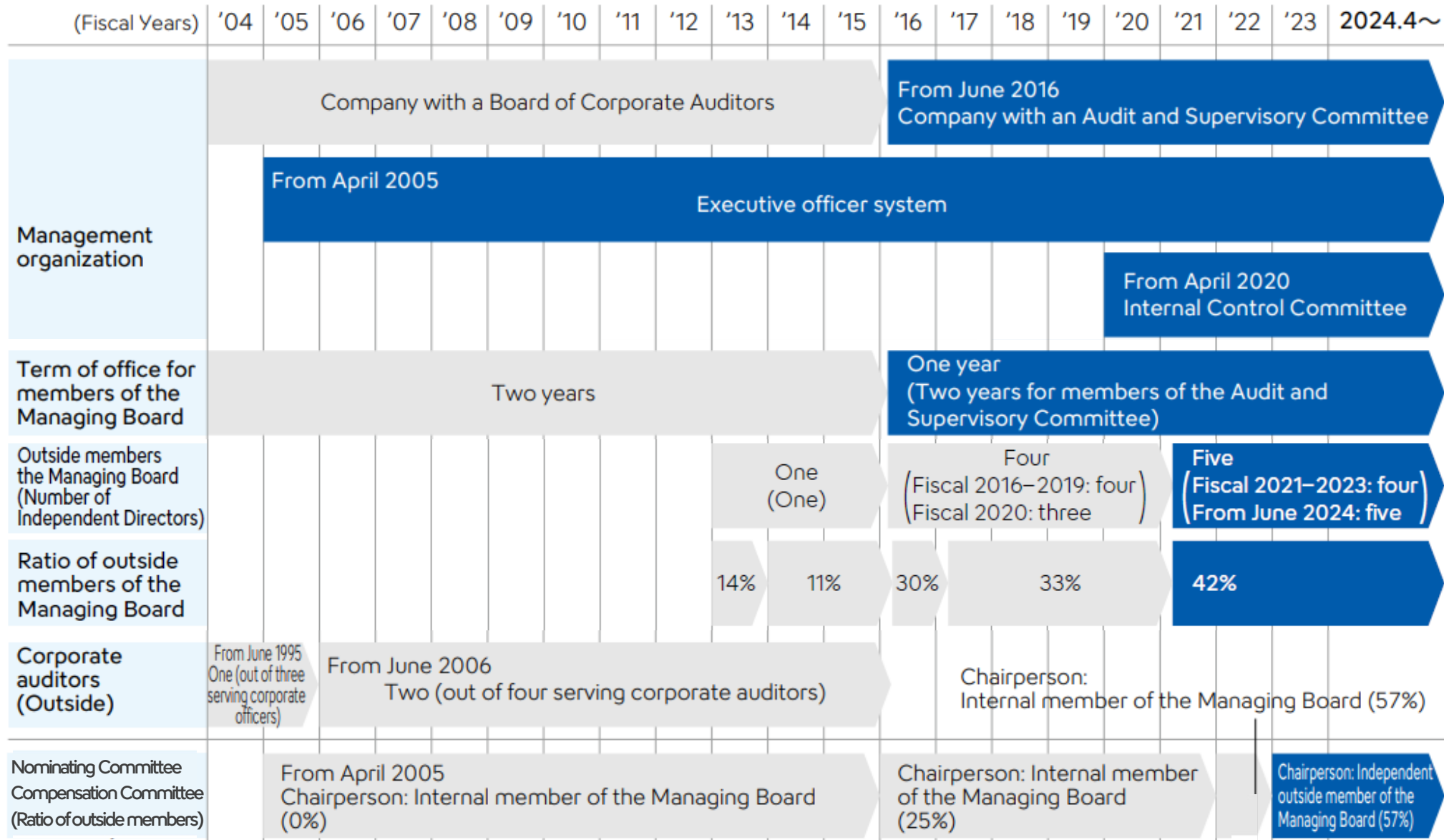
While proactively investing in human capital, we maintain appropriate personnel numbers and strive to enhance productivity.

■ Value-added productivity per person (Group)
(Millions of yen)



Note: (Operating profit + personnel expenses + depreciation expense) / number of employees

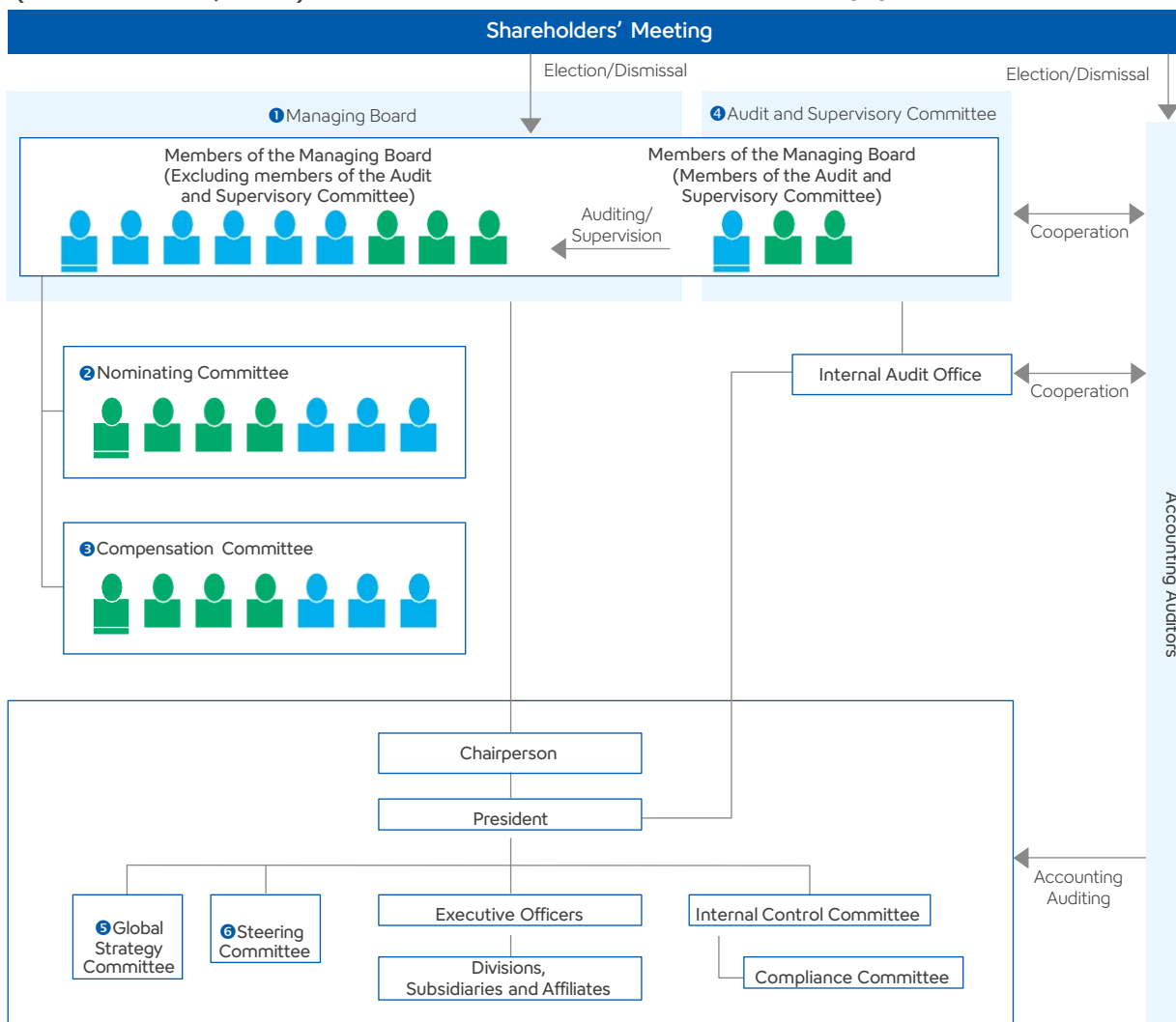
Advances in Corporate Governance



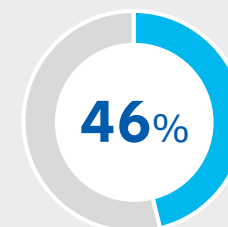
Governance Structure

■ Corporate Governance structure (As of March 31, 2025)

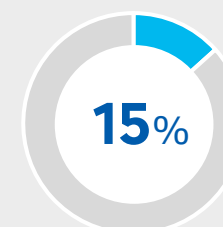
Internal member of the Managing Board
 Outside member of the Managing Board
 Chairperson



● Managing Board



Outside members



Women

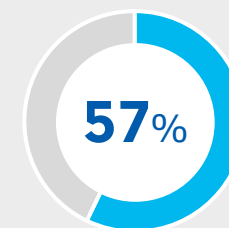
*We plan to propose to the 58th Ordinary General Meeting of Shareholders

● Nominating Committee, Compensation Committee



Kazuo Ota

Member of the Managing Board (Outside), Independent Director
Chairperson of the Nominating Committee and the Compensation Committee



Outside members

● Efforts to enhance the Managing Board's effectiveness

- Provide advance explanations each time there is an agenda item for discussion
- Establish opportunities for dialogue and interaction with executive officers and next-generation human resources
- Augment understanding of various functions by conducting business office tours

Recognition by Third Parties

Selection for Global Sustainability Indices

Selected for inclusion in the DJSI World Index for the eighth consecutive year



Ranking in the Healthcare
Equipment & Supplies industry
1st

* Out of 58 companies



2024 CONSTITUENT MSCI JAPAN
ESG SELECT LEADERS INDEX



Appendix

- About Hematology
- About hemostasis
- Overview of Testing Flows in Each Field and TLA

About hematology

Reference: Major Measurement Parameters in the Hematology Field

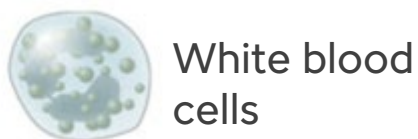
Eight CBC parameters

General peripheral blood tests
(Basic items used in blood cell calculations)



Erythrocytic items

- Hemoglobin
- Hematocrit
- MCV
- MCH
- MCHC



Three-part white blood cell differentiation

White blood cells divided into three size categories



Small white blood cells
(Lymphocytes)

Medium-sized white blood cells
(Monocytes, eosinophils, basophils)

Large white blood cells
(Neutrophils)

Five-part white blood cell differentiation

Diff: Five cell categories



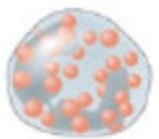
Basophils



Lymphocytes



Monocytes



Eosinophiles



Neutrophils

Specialized parameters



NRBC
(Nucleated erythrocytes)



RET
(Reticulocytes)

RET-He
(Reticulocyte hemoglobin equivalents)



IG
(Immature granulocytes)



IPF
(Immature platelet fraction)

HPC
(Hematopoietic progenitor cells)

Value Provided in the Hematology Field

Value Sysmex provides in the hematology field	Solutions for medical institutions
Offering high-quality, data-compatible products across a full range of models to suit diverse facility environments	Highly functional equipment can be installed even in laboratories without sufficient space
Driving full automation of laboratory operations	• Address challenges related to shortage of healthcare professionals • Ensure consistently high testing quality, regardless of individual skill or experience • Improve laboratory productivity
Providing a proprietary system that integrates two core domains where Sysmex commands a globally dominant presence (hematology + hemostasis)	• Realize further operational efficiency through the introduction of new testing workflows • Allows TLA*1 to be introduced at reduced budgets
Establishing the global standard, backed by an overwhelming market share	Deliver access to quality healthcare worldwide, regardless of environment
Providing highly reliable testing results for core parameters with and unique parameters with high clinical value, as well as medical support information	Support timely diagnosis and monitoring tailored to individual diseases
Services and support utilizing network solutions	Provide secure testing environments available 24/7, 365 days a year

*1 Short for "total laboratory automation." Refers to system products that connect multiple analyzers with sample transport units.

Note: The table above does not apply to all facilities.

Helping to resolve issues at medical institutions through hematology

About hemostasis



CN-Series Automated Blood Coagulation Analyzers

Blue: continuation
Green: advances

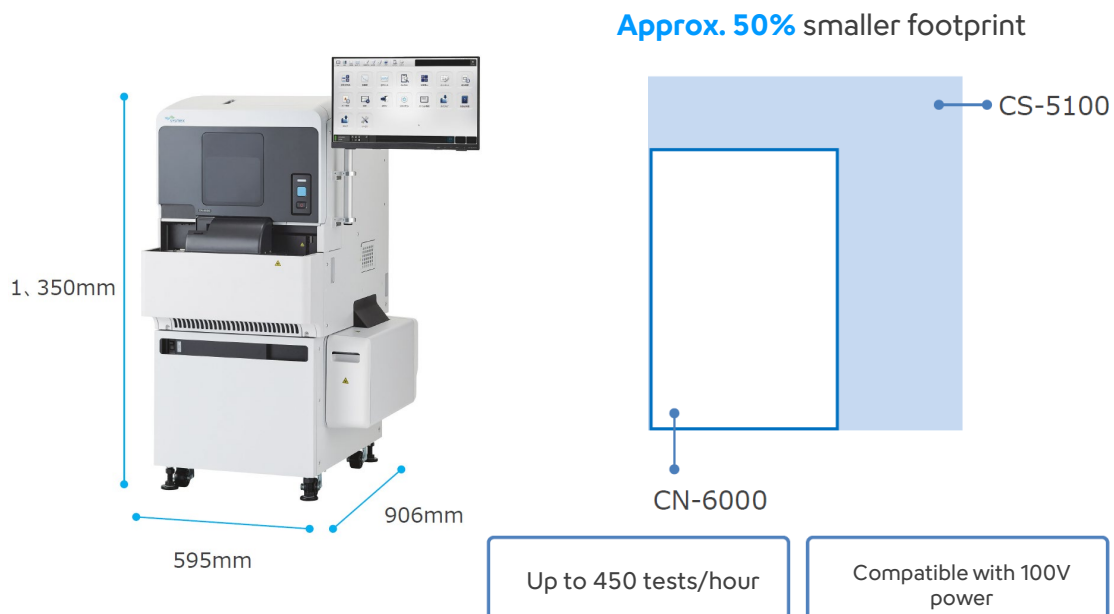


Key Advances in the CN-Series 1

Save energy and space, and by mounting an immunochemistry module gain a competitive advantage

● High throughput, saving space and power

- ✓ Enhancement of Maximum Processing Capacity
- ✓ Save space through a smaller footprint (approx. 50% smaller)
- ✓ Achieve electricity savings



● Expanding the testing portfolio through integration

- ✓ Equipped with an immunoassay module and possessing distinctive reagents
 - Coagulation molecular markers (TAT, PIC)
 - HIT antibody test, etc.



Automated blood coagulation analyzer
+ immunoassay module
CN-3500™/CN-6500™

- ✓ Gain a more sophisticated understanding of patient status, promote the identification of causes to further **contribute to treatment**
- ✓ **Boost productivity** through integration of instruments

Key Advances in the CN-Series 2

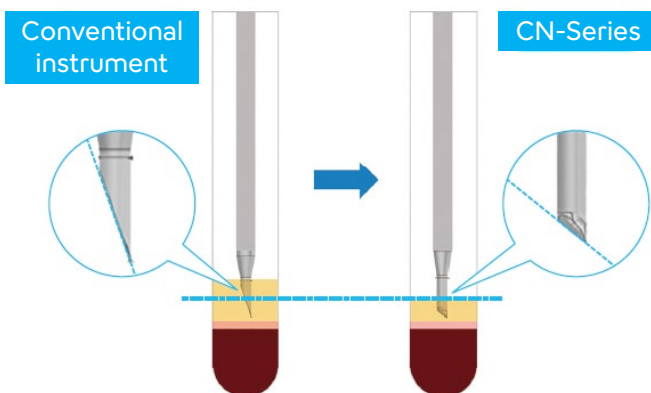
Designed and developed to optimize customer operations

● Further enhancement of analytical performance



Use of an LED light source
in the measurement unit

Reduced maintenance
and lower operating
costs



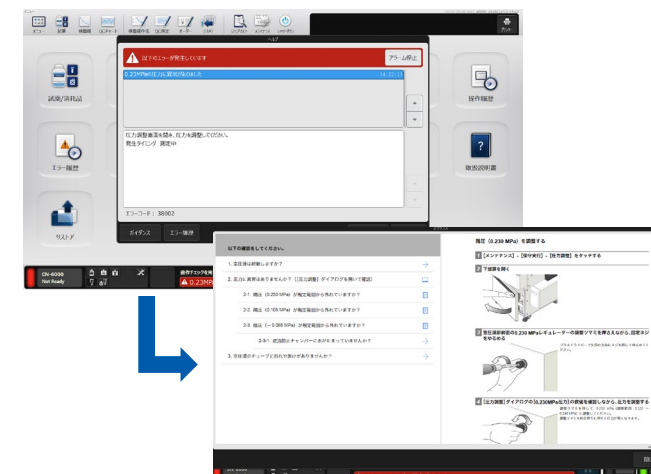
Improved piercer

Better durability
Reduced dead volume

● Enhanced usability



Equipped with test volume
prediction functionality



Equipped with error guidance
functionality

Reagent rack with automatic
open/close feature*

Prevents reagent evaporation

*Applicable to certain
reagents only

Expansion of the Touch-Free Concept: Blood Science



Hemostasis field

TS-10

Hematology field

New design to reduce man-hours required for testing

Resolve social issues

- ✓ Hematology and hemostasis samples **can be set in one place.**
- ✓ **Fully automated sample sorting and storage** with TS-10
- ✓ **One laboratory technologist** can handle both fields of testing.
- ✓ **Reduced footprint** due to instrument downsizing technology.

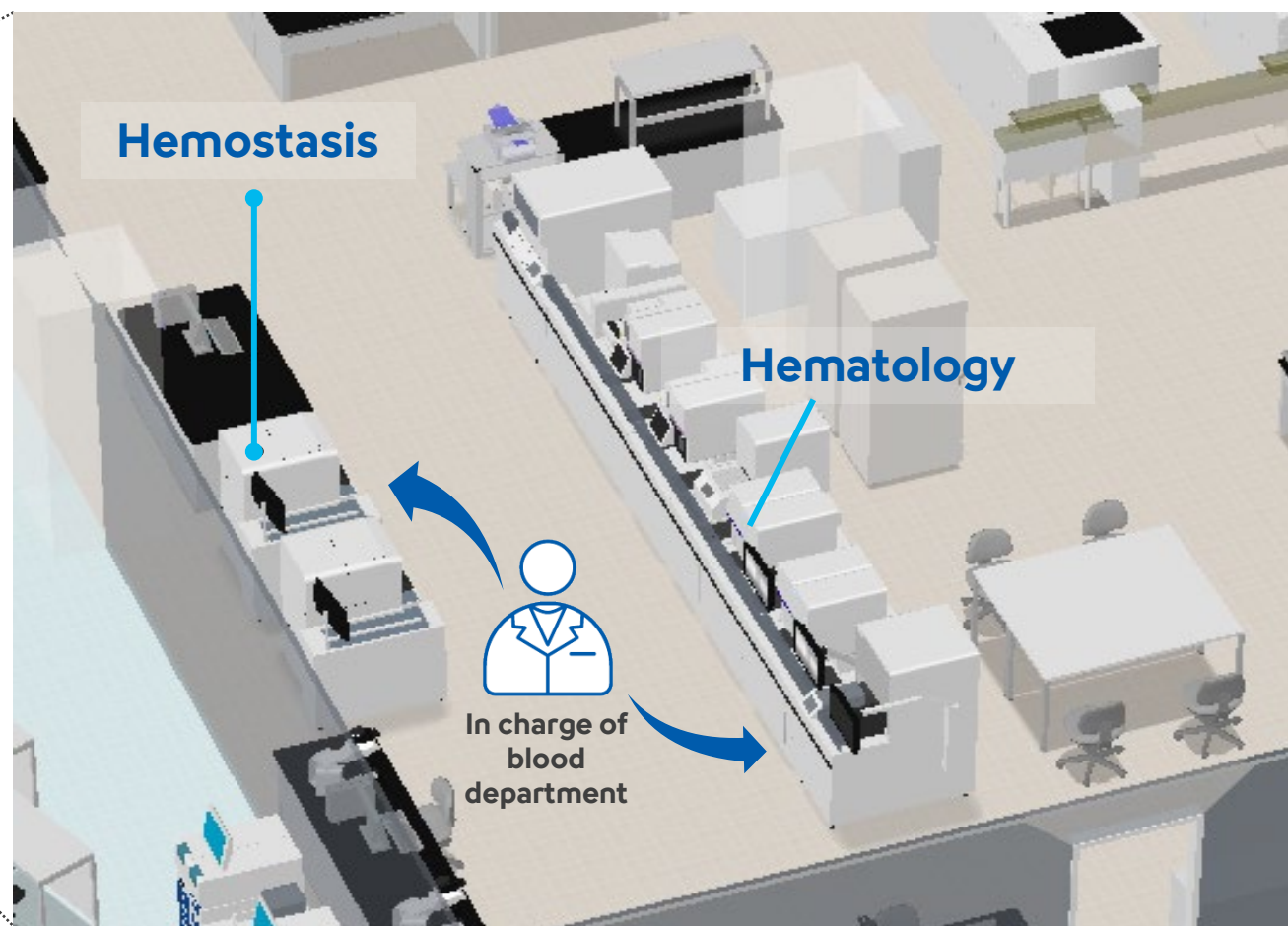
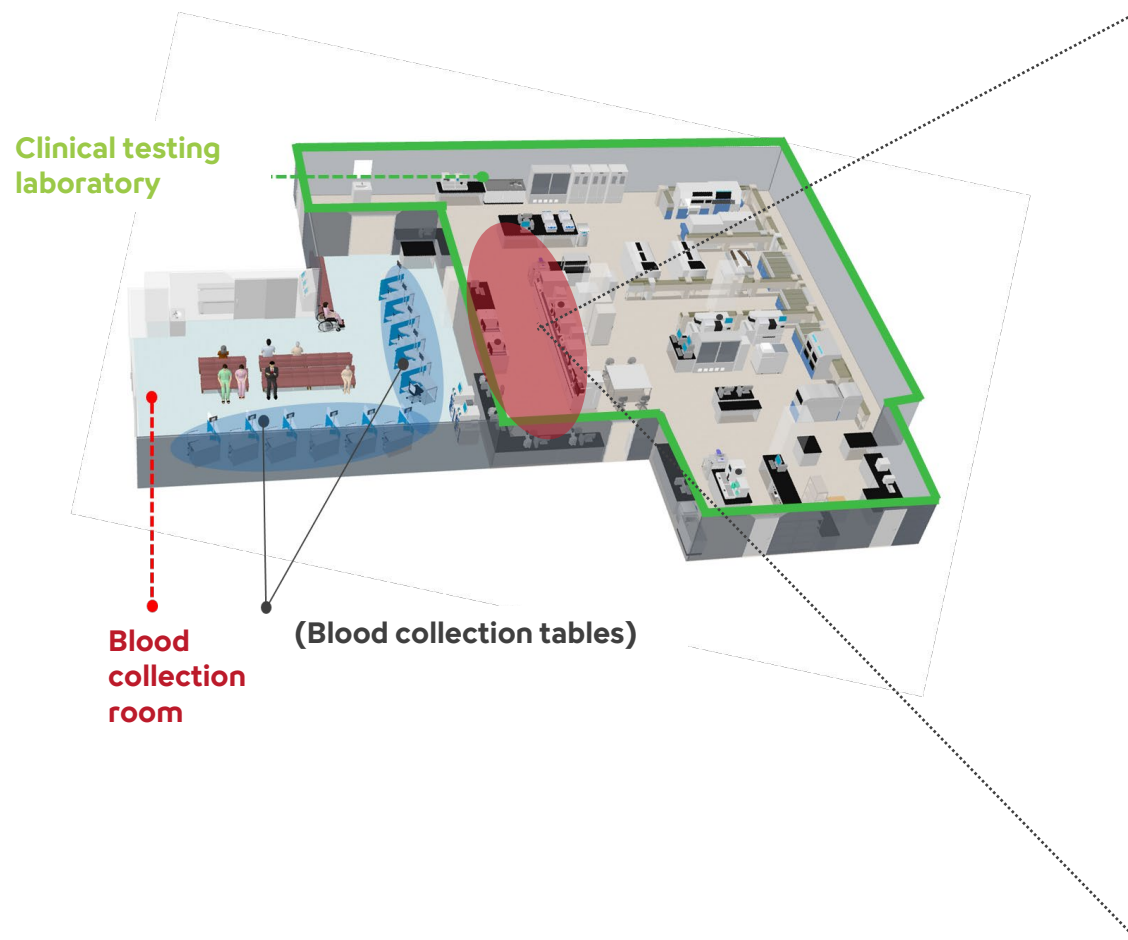
- ✓ Eliminate **personnel and skills deficiencies**
- ✓ Improve medical quality in **remote locations and emerging markets**, correct healthcare disparities

Overview of Testing Flows in Each Field and TLA

- This material describes general information and is not intended as medical advice.
- Some of the information is presented in simplified language.

Sample Types and Department in Charge by Field of Testing

In many cases, hematology and hemostasis tests are shared in common.



Sample Transportation System (TLA: Total Laboratory Automation)



● Characteristics and advantages

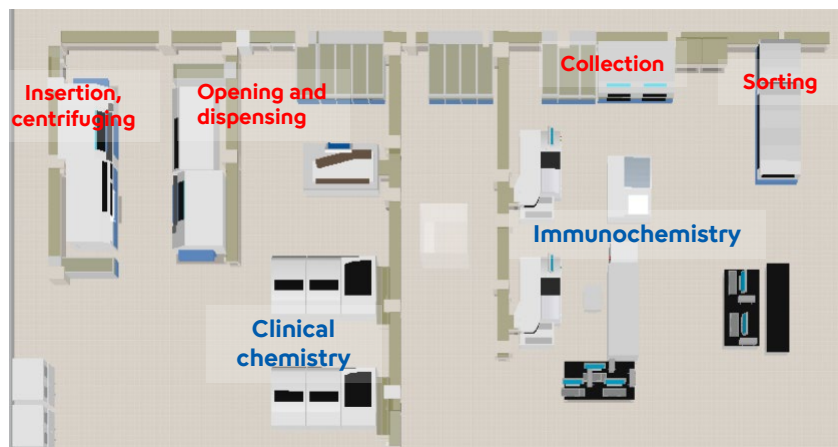
- ✓ A system product that **connects multiple analyzers with a sample transfer unit**. Linkage with testing information systems to **improve efficiency of laboratory operations**.
*Laboratory process: Confirmation of sample arrival → (sample sorting) → (centrifugation) → (opening) → analysis and measurement → specimen storage is **fully automated**.
- ✓ Immunochemistry and clinical chemistry instruments are typically connected. **Connections to hemostasis and hematology instruments** are also on the rise.
- ✓ Rather than one product (one manufacturer) for all systems, **any analyzers and transport systems can be freely combined**.

● Disadvantages

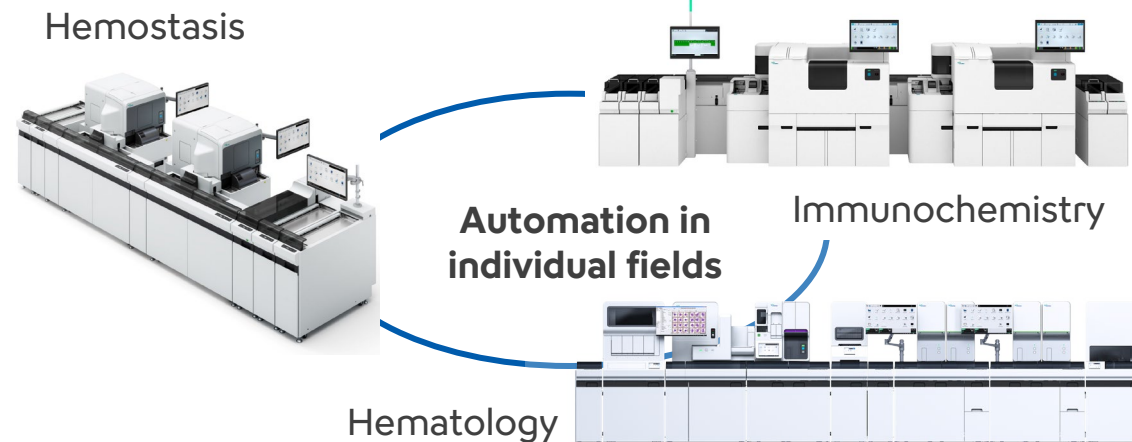
- ✓ The preparation/construction stage takes time, and delivery time from instruments is longer.
- ✓ Large sample transportation systems require a **reasonable amount of space for installation and operation**.
- ✓ In case of trouble with transportation lines or transportation -related products, **testing processes other than measurement and analysis are handled manually, presenting the risk that TAT could be significantly extended**.
- ✓ In the event of system communication or other failures, **depending on the cause of the problem, recovery time may take longer and there is a risk of prolonged downtime**.

Diagrams of Instrument Installation by Type

TLA



Islands by Field



Two-Field Integration (Hybrid)



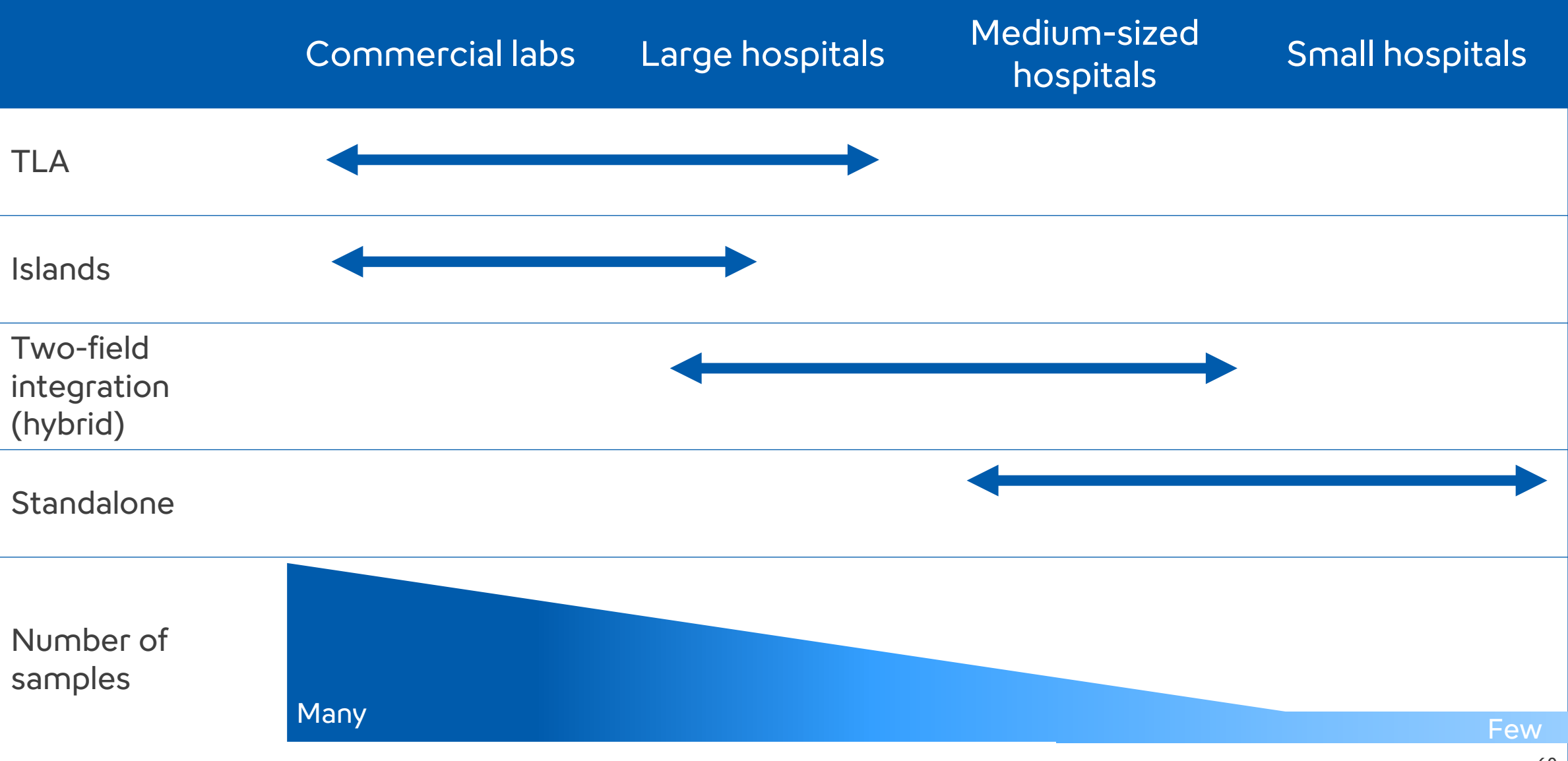
Immunochemistry
+
Clinical chemistry

Hematology
+
Hemostasis

Standalone



Relationship between Number of Samples and Automation



Testing Environment by Size of Facility

	Large commercial labs	Large hospitals	Medium-sized hospitals	Small hospitals
Spacious laboratories	◎	○	△	X
Personnel	○	○	△	X
Number of samples and abundance of in-house testing	◎	◎	○	X
Concurrent demand for physiology services	X	X (Blood sampling services available)	△ (Blood sampling services available)	◎
TLA demand	○	○	△	X
Multiple units per field Multiple line installations (islands)	◎	○	△	X
In-house hematology labs	◎	◎	◎	○ (May be entirely outsourced)
In-house hemostasis and immunochemistry labs	◎	◎	◎	△ (May be entirely outsourced)

Note: The above table is for reference only and does not apply to all facilities.

◎ : Many ○ : Substantial △ : Somewhat lacking X : Lacking (none)

Together for a better
healthcare journey

Sysmex Corporation

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