



# **Briefing on the Ordinary General Meeting of Shareholders for the 58th Fiscal Period**

June 27, 2025

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.
- In the fiscal year ended March 31, 2022, the Sysmex Group changed its method of recognizing the costs of configuration or customization services in cloud computing contracts as an expense when these services are received.

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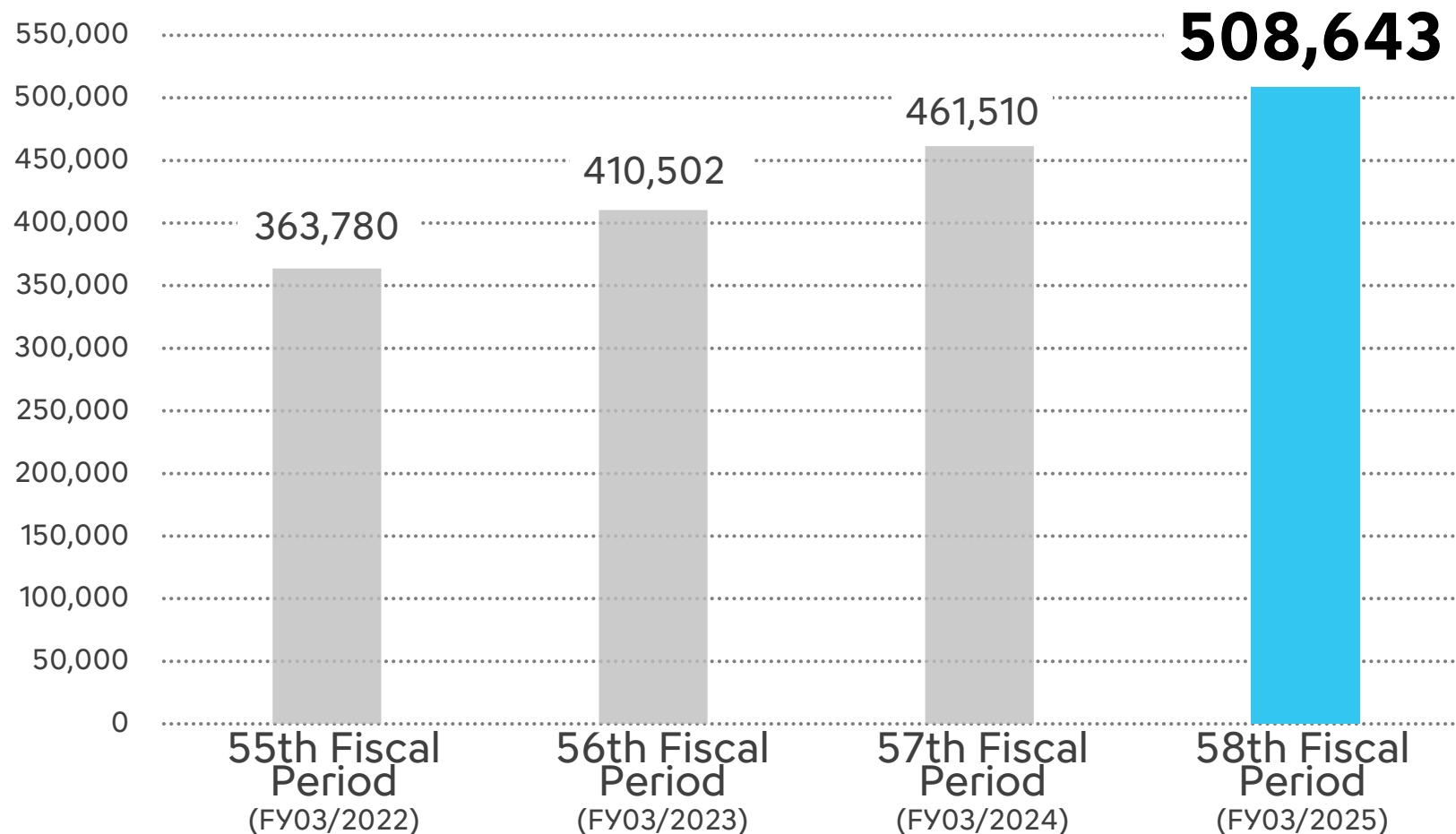
# **1-1 Results for the Year**

# Net Sales (Consolidated)



(Millions of yen)

Up 10.2% YoY



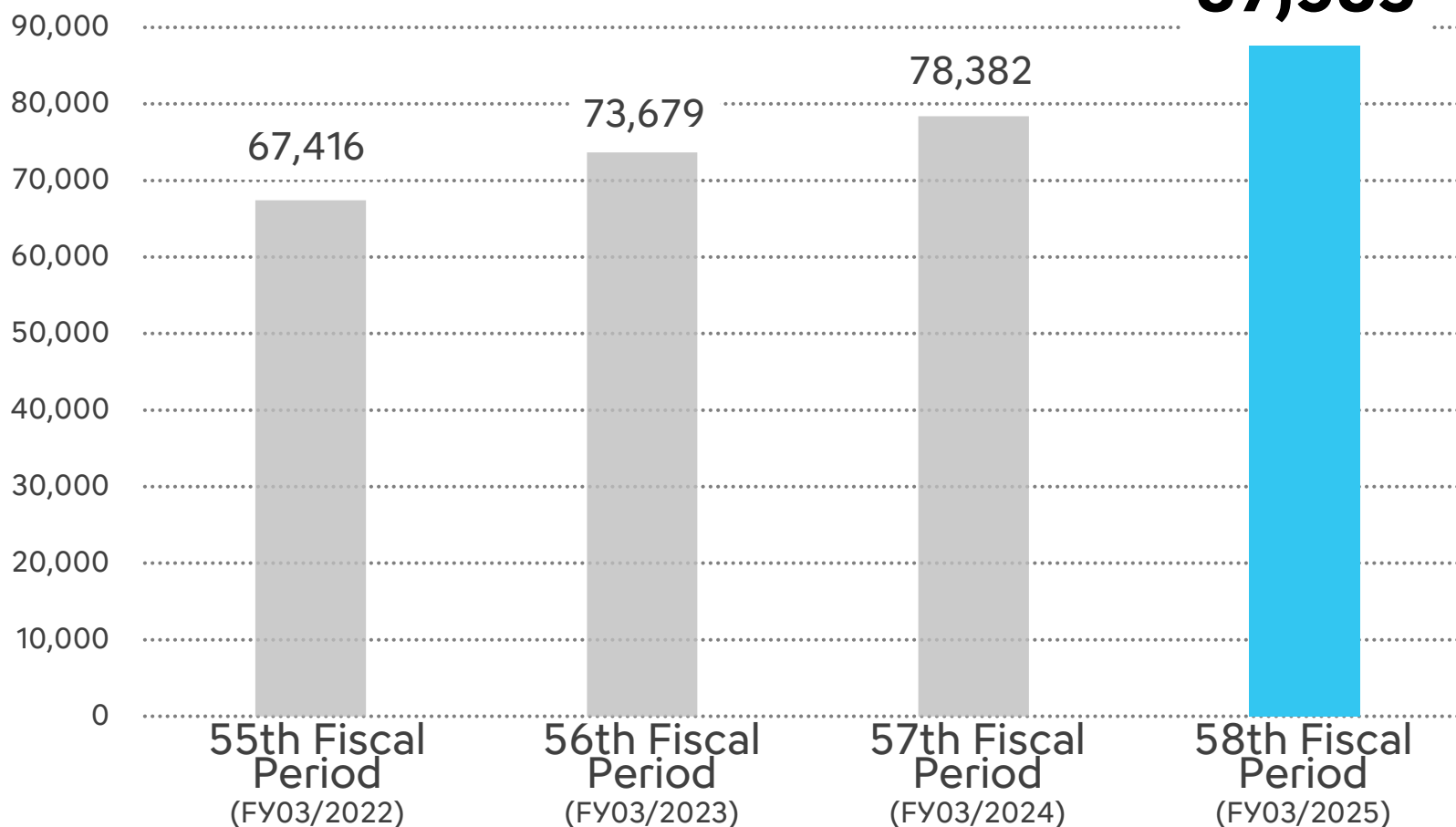
# Operating Profit (Consolidated)



Up 11.7% YoY

(Millions of yen)

**87,583**



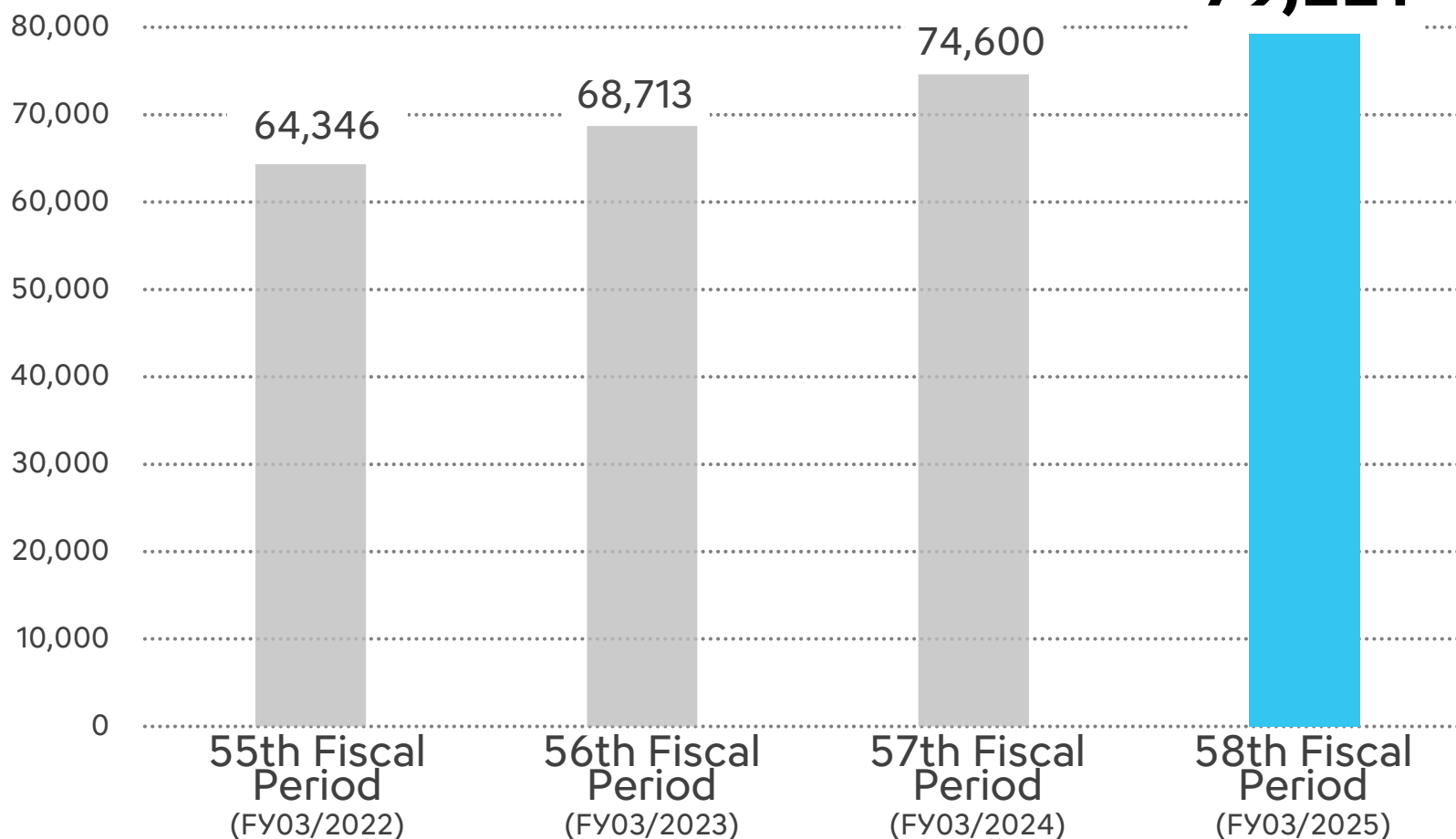
# Profit before Tax (Consolidated)



Up 6.2% YoY

(Millions of yen)

**79,221**



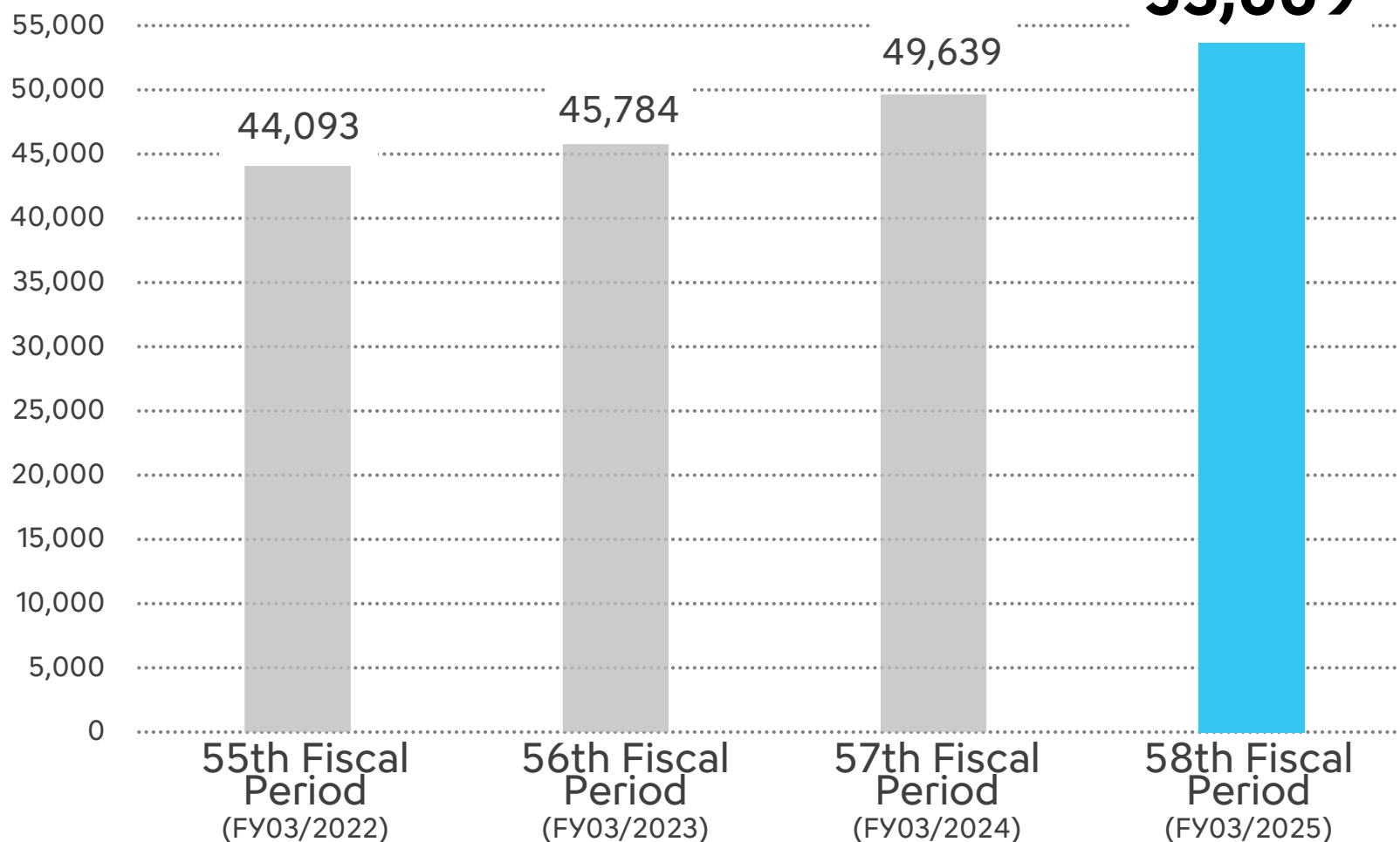
# Profit Attributable to Owners of the Parent (Consolidated)



Up 8.1% YoY

(Millions of yen)

53,669





# **1-2 Initiatives during the Year**

# Initiatives during the Year



## In general

- ◆ Hematology field  
(blood cell counting):  
Global rollout of the XR™-Series
- ◆ Hemostasis field:  
Impact of direct sales
- ◆ Growth in emerging markets



Sales increased across all regions, businesses, and fields.  
Net sales exceeded ¥500.0 billion.

Net sales, operating profit, and profit attributable to owners of the parent all reached historic highs.

# Initiatives during the Year

## In general

- ◆ Accelerate business expansion in emerging markets
- ◆ Establish a manufacturing base with both instrument and reagent capabilities
- ◆ Achieve global rollout of the robotic-assisted surgery system



New manufacturing base in India



Aim for further growth

# Initiatives during the Year



## Medical robotics business

- ◆ 2023 Obtained sales approval in Singapore
- 2024 Obtained sales approval in Malaysia



Singapore



Malaysia

- ◆ 2024 Obtained insurance coverage for use of our systems in respiratory surgery



©Tezuka Productions

Expand application to additional surgical fields

# Initiatives during the Year

## New production site in India

- ◆ Began full-fledged operations in April 2025
- ◆ Commenced production of multi-parameter automated hematology analyzers



Rapidly strengthening our production system to ensure stable product delivery to customers worldwide



Video:  
Delivering High-Quality Made in Japan Products to the World:  
Production Transfer Project to India

<https://youtu.be/xyeL2kESSY4>

# Sales in Japan

## Instruments and reagents

- ◆ Hematology  
(blood cell counting)

## Reagents

- ◆ Hemostasis



Instrument and reagent sales increased

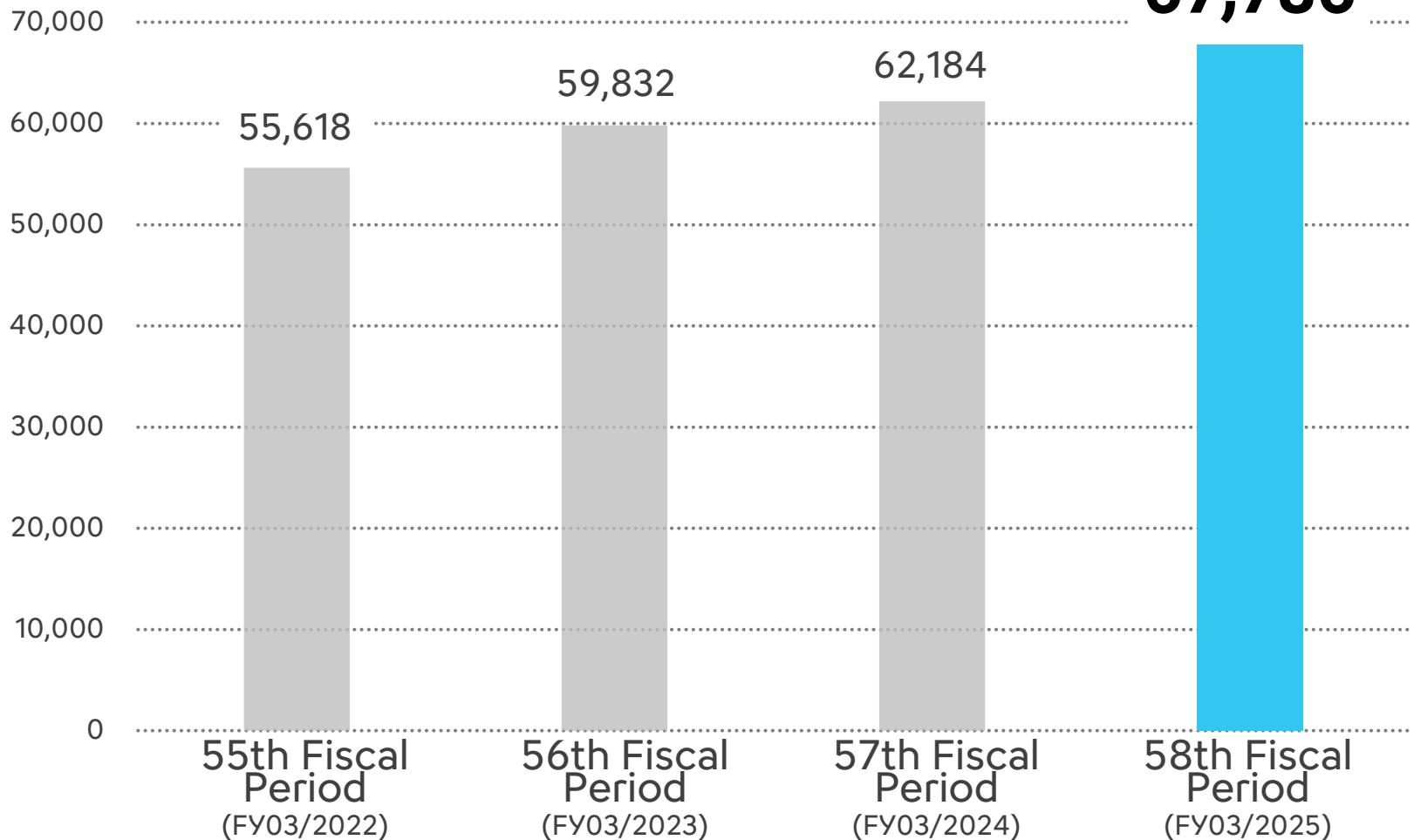
# Sales in Japan



Up 9.0% YoY

**67,786**

(Millions of yen)



# Overseas Sales

## Reagents and maintenance services

- ◆ Hematology  
(blood cell counting)

## Reagents

- ◆ Hemostasis



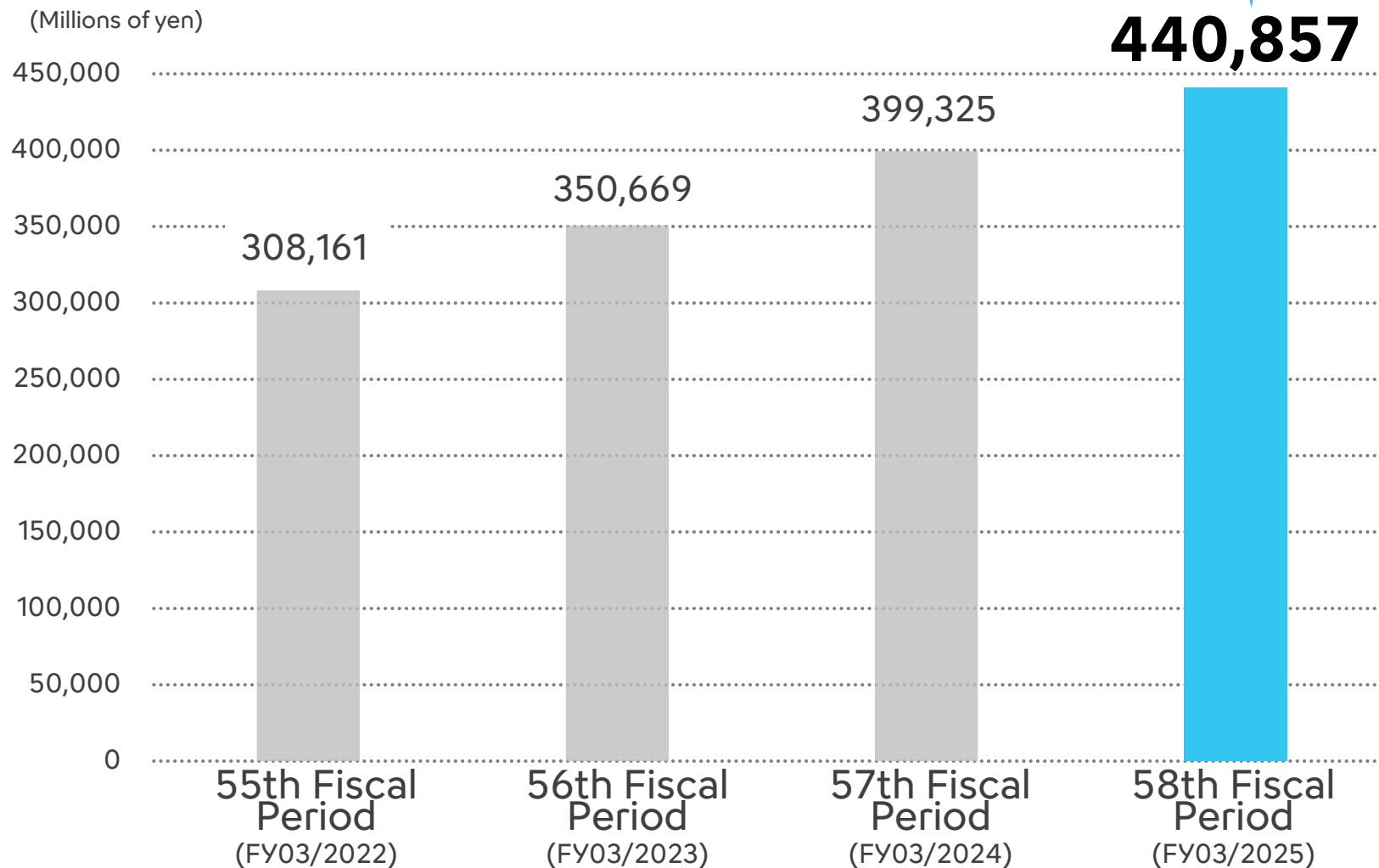
Sales of reagents and maintenance services increased



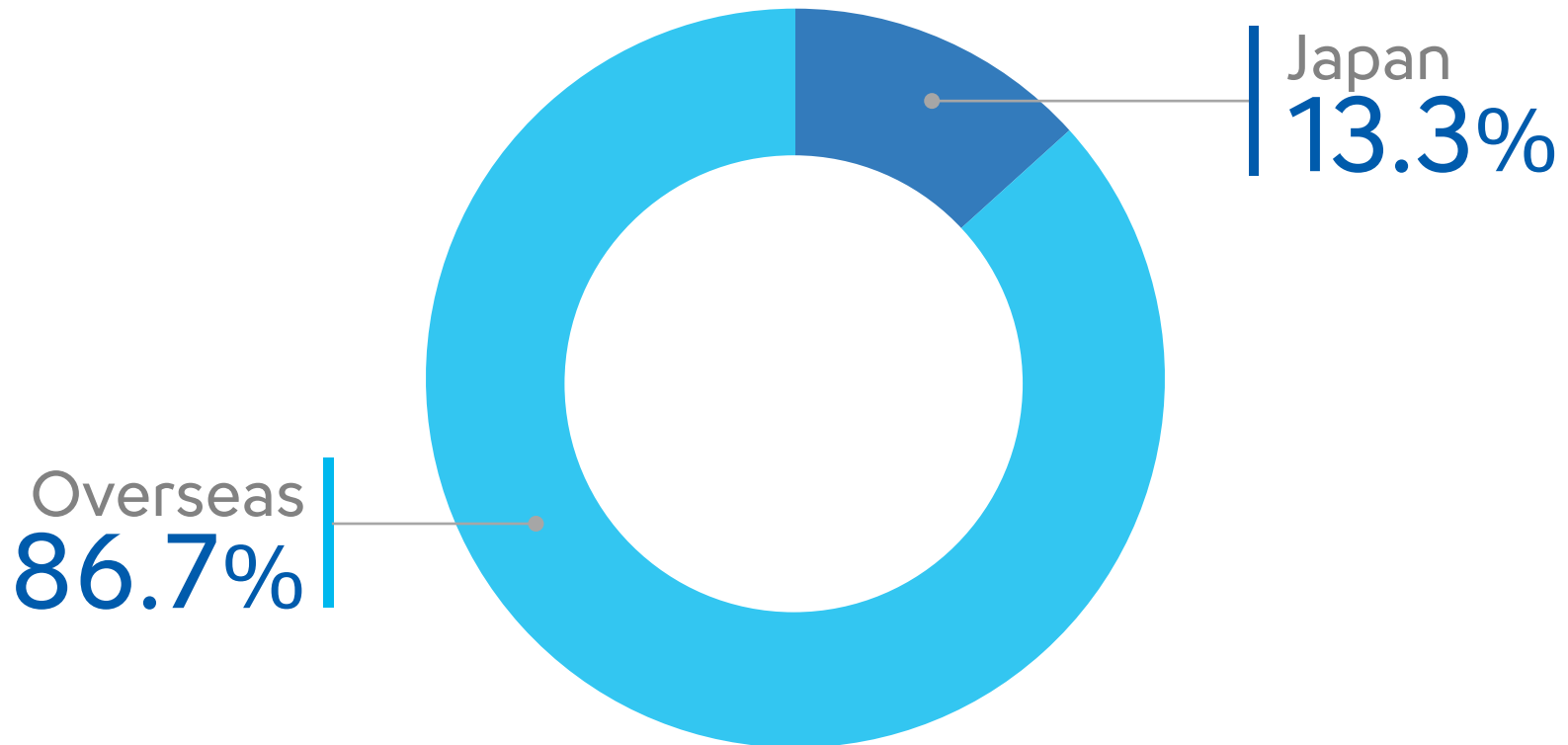
# Overseas Sales



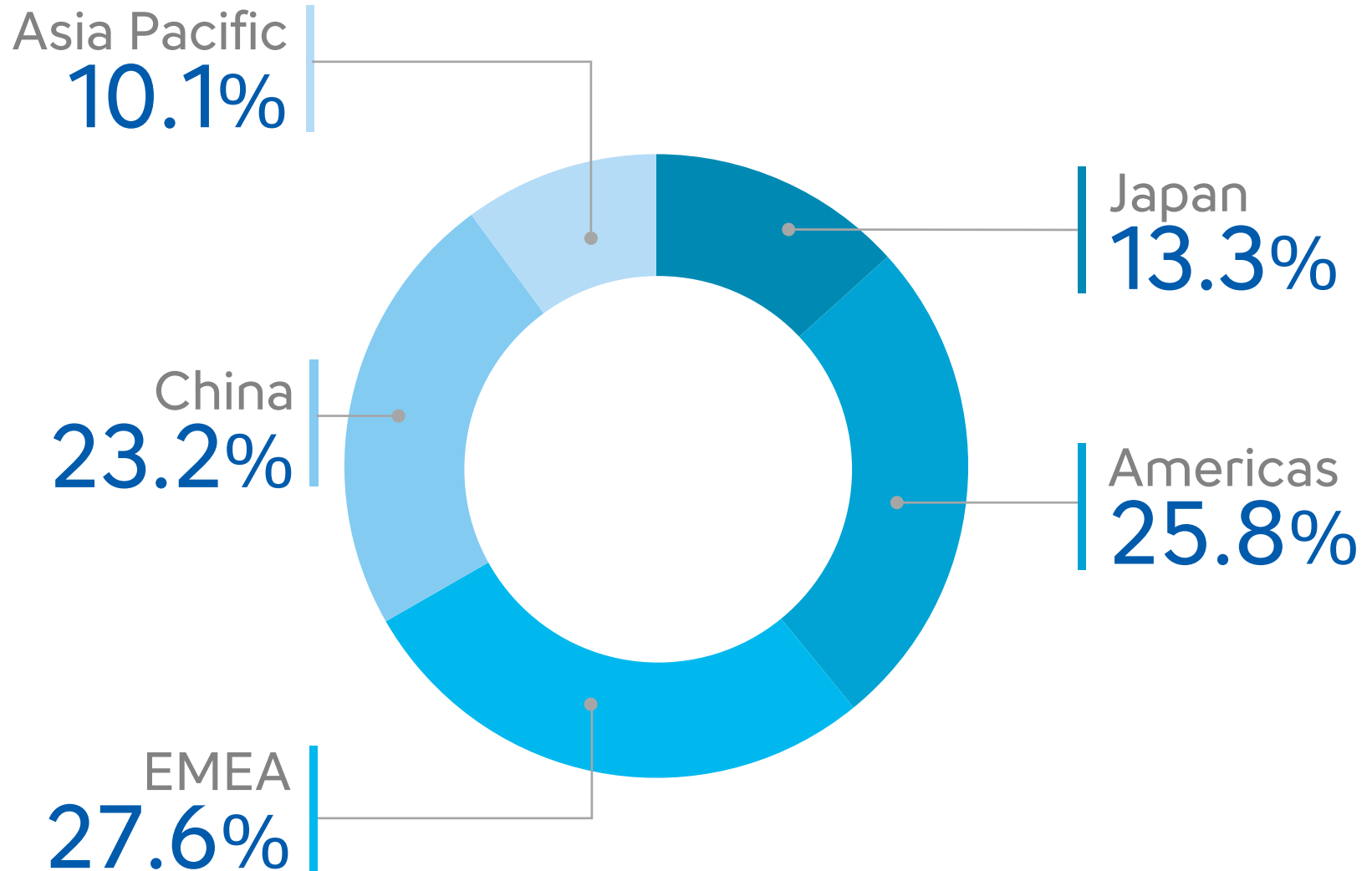
Up 10.4% YoY



# Net Sales by Region



# Net Sales by Region



# **1-3 Consolidated Financial Statements**

# Consolidated Statement of Financial Position (IFRS)

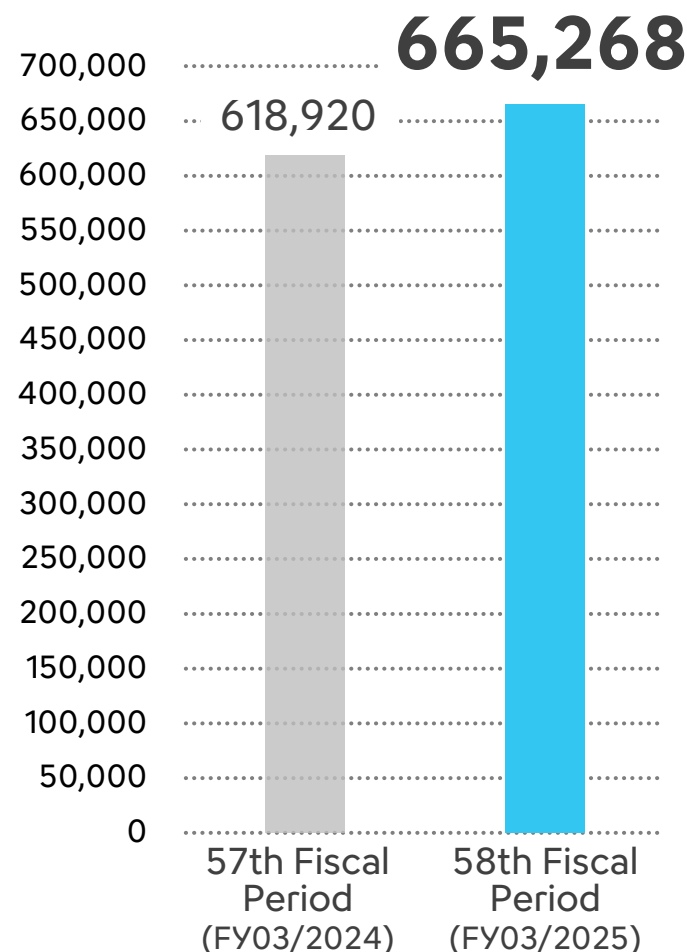


## [Assets]

(Millions of yen)

Line item	57th Fiscal Period	58th Fiscal Period
Current assets	343,459	364,821
Non-current assets	275,461	300,447
Total assets	<b>618,920</b>	<b>665,268</b>

Up ¥46,348 million



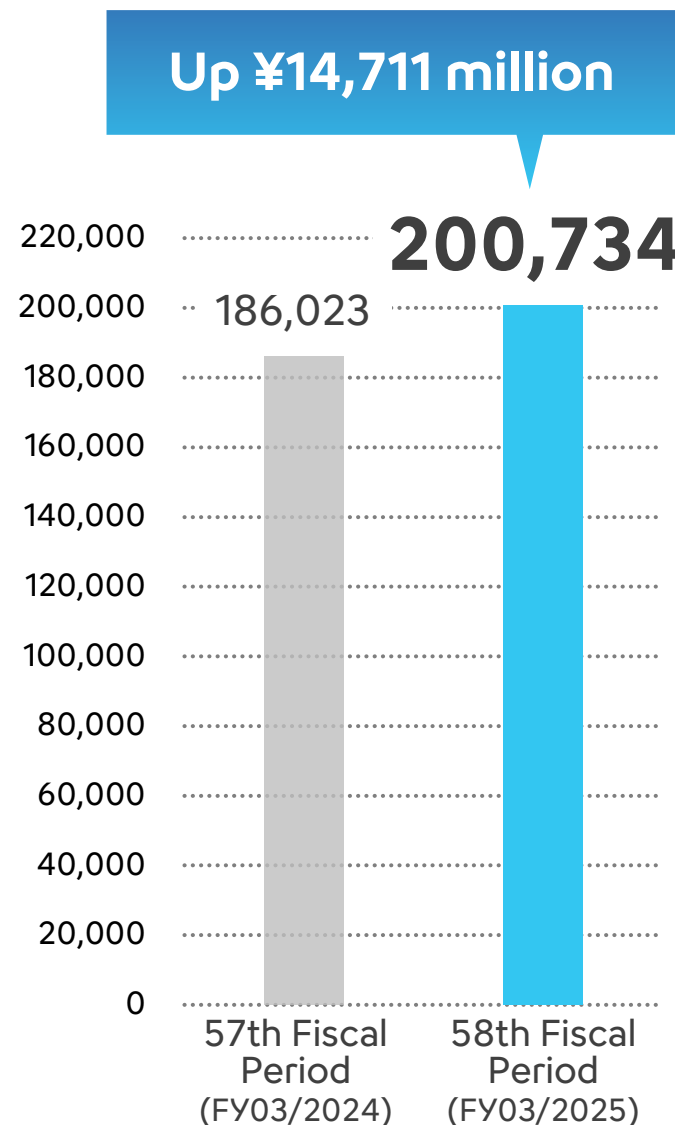
# Consolidated Statement of Financial Position (IFRS)



## [Liabilities]

(Millions of yen)

Line item	57th Fiscal Period	58th Fiscal Period
Current liabilities	118,084	122,826
Non-current liabilities	67,938	77,908
<b>Total liabilities</b>	<b>186,023</b>	<b>200,734</b>



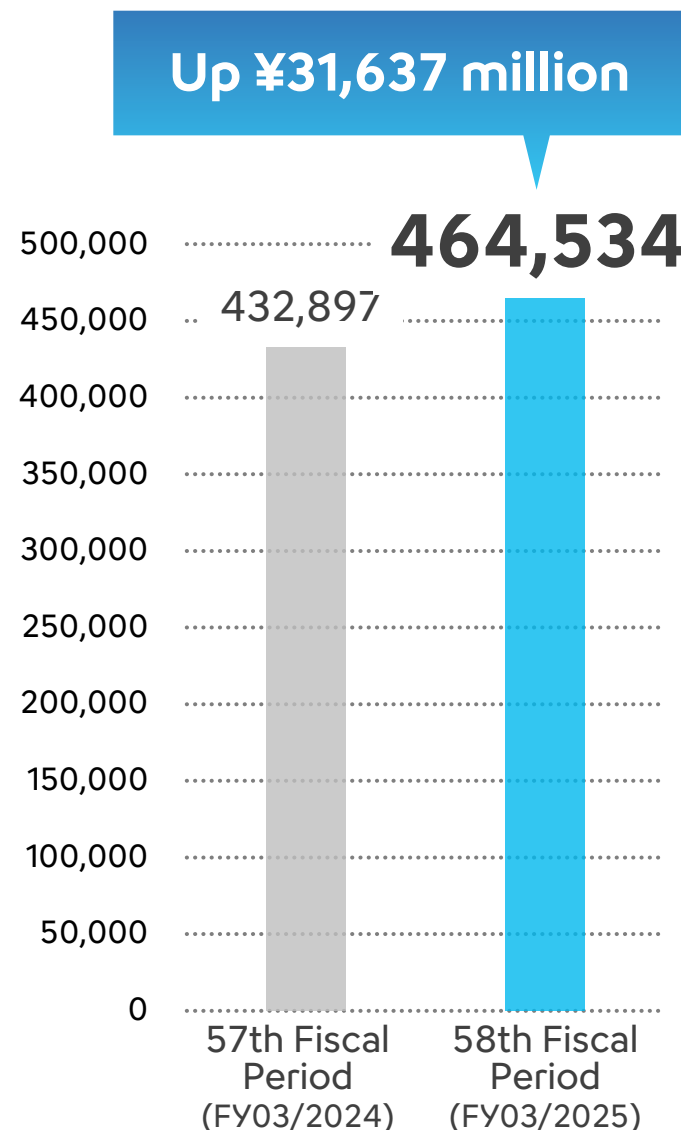
# Consolidated Statement of Financial Position (IFRS)



## [ Equity ]

(Millions of yen)

Line item	57th Fiscal Period	58th Fiscal Period
Equity attributable to owners of the parent	432,045	463,776
Non-controlling interests	851	758
<b>Total equity</b>	<b>432,897</b>	<b>464,534</b>



# Consolidated Statement of Income (IFRS)



(Millions of yen)

Net sales	<b>508,643</b>
Operating profit	<b>87,583</b>
Profit before tax	<b>79,221</b>
Profit attributable to owners of the parent	<b>53,669</b>



## **2 Issues to Be Addressed**

## Overall global economy

- ◆ Geopolitical risks
- ◆ Economic slowdown due to tariff policies and global trade friction



Outlook remains opaque

## Healthcare environment

- ◆ Growing demand for higher-quality healthcare and services
- ◆ Growth in emerging markets

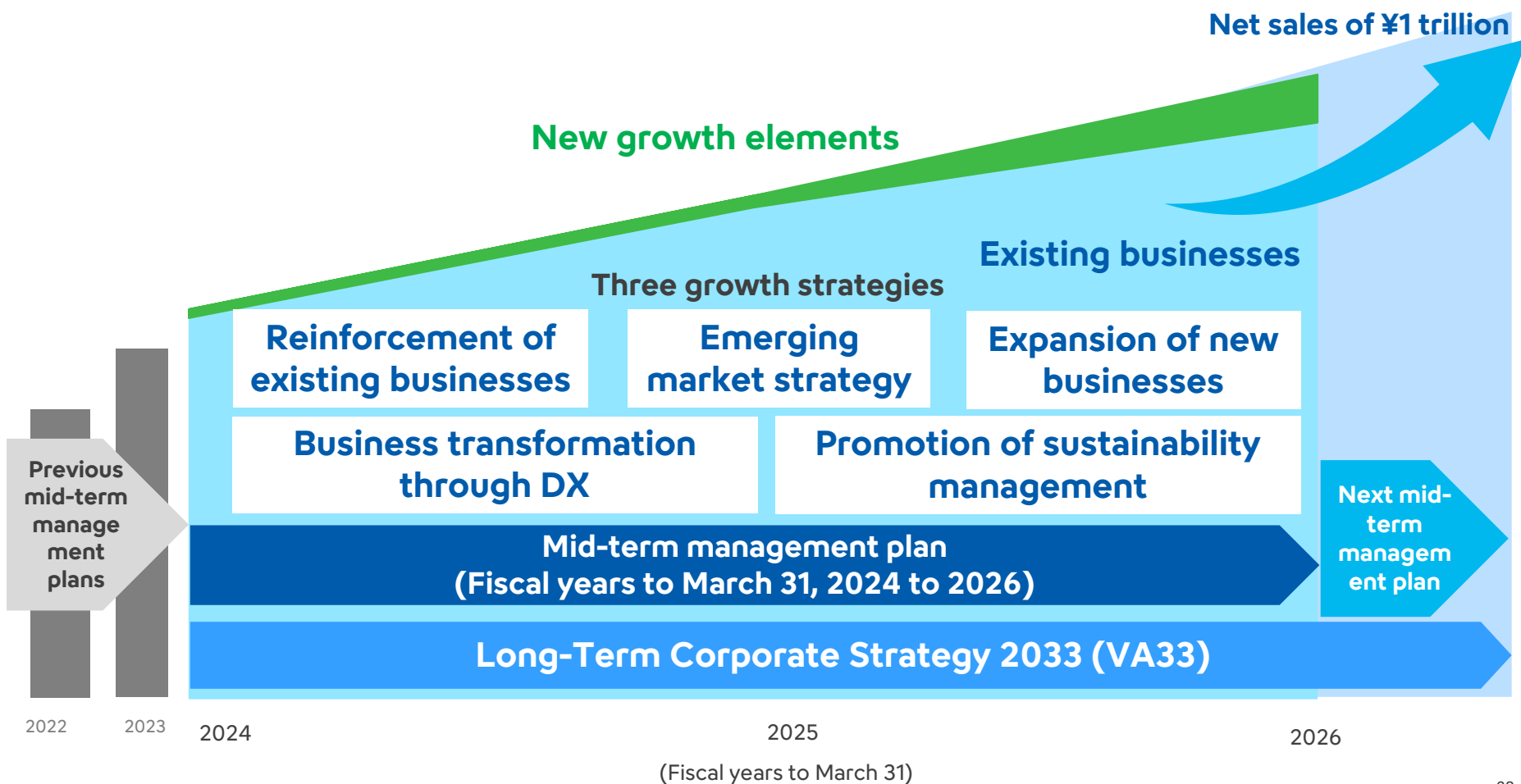


Further growth opportunities anticipated

# Overview of the Mid-Term Management Plan



In addition to reinforcing existing businesses, we are working to expand new businesses. We aim to enhance profitability and efficiency while securing medium- to long-term growth.



Three growth strategies: (1) reinforcement of existing businesses

### Hematology field (blood cell counting)

- ◆ XR-Series multiparameter automated hematology analyzer



Introducing in various regions (including Asia and Europe)  
Sales are performing favorably



Obtain FDA approval (United States)  
Commence sales in the Americas

Three growth strategies: (1) reinforcement of existing businesses

### Immunochemistry field

- ◆ Expanded reagent parameters for the HISCL™-Series automated immunoassay system



Expanding testing parameters for Alzheimer's disease  
Promoting a global rollout

Three growth strategies: (1) reinforcement of existing businesses

## Hemostasis field

- ◆ Commenced direct sales in the European and US markets
- ◆ Reagent and other sales are growing steadily across all regions



Launched our flagship CN-Series in the Americas  
Accelerating business in Europe and the Americas

Three growth strategies: (2) emerging market strategies

### Emerging markets strategies

- ◆ Introduce market-appropriate products, and help strengthen the healthcare infrastructure
- ◆ At our new factory in India, we have begun manufacturing products in line with the “Make in India” initiative

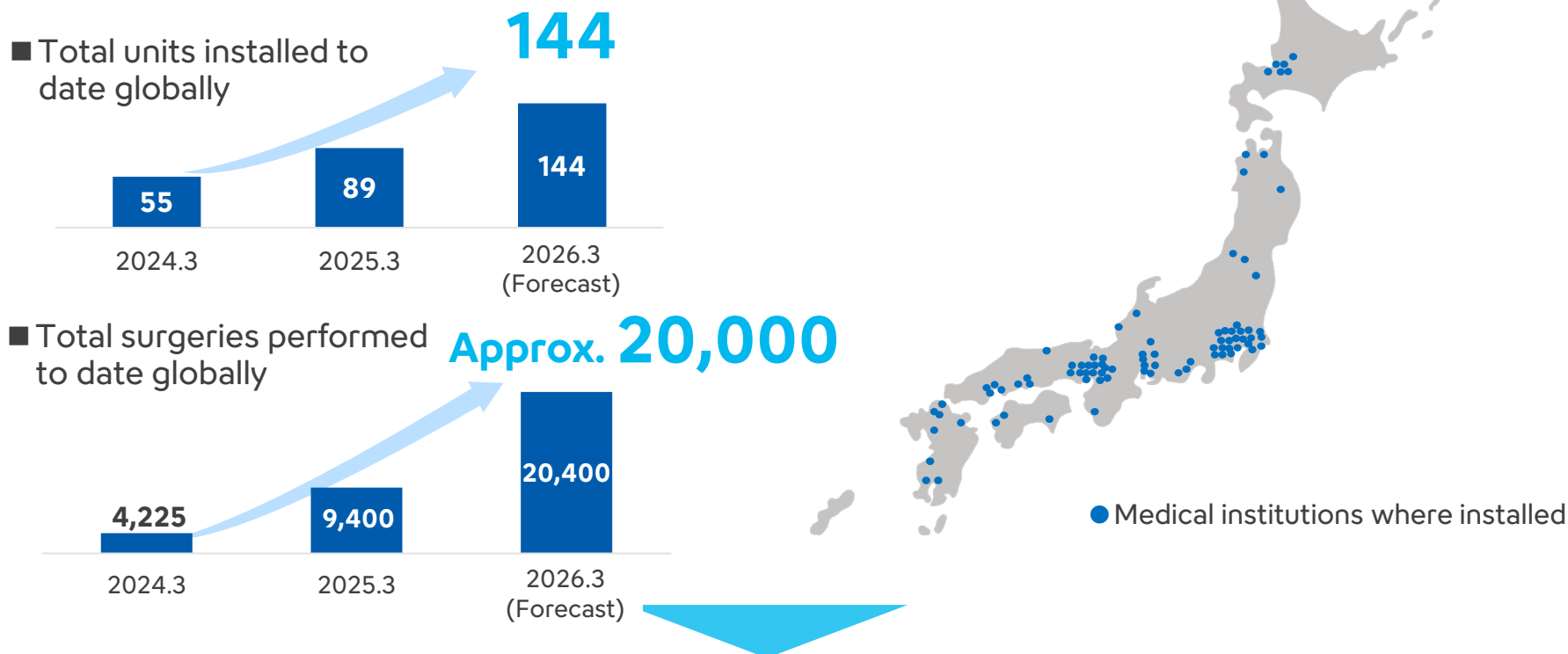


Attract demand in emerging markets



Three growth strategies: (3) expansion of new businesses

## hinotori™ robotic-assisted surgery system



Accelerating initiatives for overseas expansion in Europe and beyond

### Promote corporate change through DX

- ◆ Completed global digital transformation  
(New core system now operational)



Improve operational efficiency through IT and digitalization

- ◆ Utilize AI (improve operational efficiency, predict disease onset, etc.)

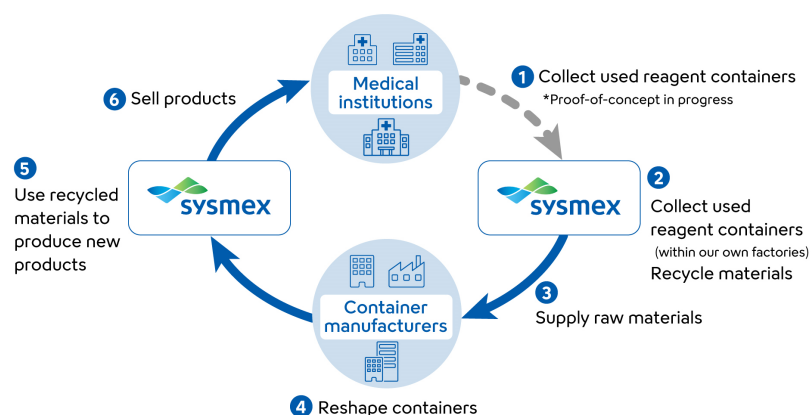


Leverage digitalization and AI to solve customer challenges

## Advance sustainability management

### ◆ Began horizontal recycling\* of reagent containers

\*A recycling method in which used products are reprocessed into raw materials to manufacture the same type of product again



Recycled containers made from used plastic reagent containers

Respond to future environmental regulations and rising raw materials costs  
Ensure a stable supply of reagents

## Advance sustainability management

- ◆ Recognized as a company that excels in health and productivity management
- ◆ Received ISO 30414 certification
- ◆ Selected for inclusion in sustainability indices



MORNINGSTAR GenDi J

Japan ex-REIT Gender Diversity  
Tilt Index

TOP CONSTITUENT 2024



FTSE Blossom  
Japan



Create an attractive workplace



Together for a better  
healthcare journey