

Siemens Healthineers and Sysmex establish global agreement to supply hemostasis instruments, reagents as OEMs

- **Building on a 25+ year partnership, the companies will each provide one of the largest hemostasis testing system and reagent portfolios to laboratories.**
- **Under the multi-year agreement, both companies will individually distribute their combined portfolio of hemostasis instruments and reagents worldwide under their respective own brands.**

On February 28, 2023, Siemens Healthineers signed a global OEM agreement on hemostasis products with Sysmex Corporation under which each company will supply the other with their products in the diagnostic field of hemostasis on an OEM basis. Siemens Healthineers and Sysmex provide, among other things, hemostasis products used in testing for blood clotting disorders, preoperative bleeding risk management, and the monitoring of patients receiving anticoagulant therapy medications. The OEM agreement positions each company to distribute—globally and individually—under their respective brands the companies' combined portfolio of hemostasis instruments and reagents, in combination with their own wider portfolios of products and services.¹ Going forward, the companies will each individually offer effective solutions to laboratories worldwide that build on their respective strengths based on one of the world's most extensive hemostasis product portfolios realized through the collaboration to meet diversifying customer needs.

"Siemens Healthineers and Sysmex have built a solid hemostasis partnership for more than 25 years," said Sharon Bracken, Head of Diagnostics for Siemens Healthineers. "The time has come to offer one of the world's most extensive product portfolios achieved through mutual OEM supply to benefit customers and patients worldwide. With the OEM agreement, we will more effectively deliver quality and comprehensive hemostasis testing solutions to laboratories of all sizes across the world."

“Making our long-standing partnership with Siemens Healthineers even more sustainable, we remain committed to further enhance the value of hemostasis testing as a global leader,” states Kenji Tachibana, Member of the Managing Board and Senior Executive Officer, Senior Managing Director of Sysmex. “We will individually offer laboratories worldwide proprietary solutions with the benefit of our respective expertise and service portfolio, providing customers with access to the broadest set of solutions in the evolving market.”

Since entering into a global agreement on distribution, sales, and services for hemostasis products in 1995, the two companies have built a solid partnership becoming one of the leading solution providers in the global hemostasis segment. During this period, the companies also have expanded their capabilities and enhanced their individual strengths through innovation in their respective portfolios.

In recent years, demand for hemostasis testing has increased and grown more diverse because of a rise in thrombotic diseases stemming from lifestyle diseases, the development of new blood preparations, the use in testing to predict COVID-19 severity, as well as increased demands for standardization, IT connectivity, and quality improvement in testing.

Under the OEM agreement the companies expect to each individually offer laboratories even more compelling, effective hemostasis solutions on a global scale, to address customers’ changing testing environments and to enable better access to care to improve patient outcomes for patients worldwide. Through this strengthened partnership, the companies further demonstrate their commitment to continually advance hemostasis testing.

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¹ The current alliance agreement for distribution, sales and services was extended in order to accommodate the transition phase towards the new partnership concept. The OEM agreement will be steadily implemented as the preparations in individual countries are completed.

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Siemens Healthineers AG (listed in Frankfurt, Germany: SHL) pioneers breakthroughs in healthcare. For everyone. Everywhere. As a leading medical technology company headquartered in Erlangen, Germany, Siemens Healthineers and its regional companies are continuously developing their product and service portfolio, with AI-supported applications and digital offerings that play an increasingly important role in the next generation of medical technology. These new applications will enhance the company's foundation in in-vitro diagnostics, image-guided therapy, in-vivo diagnostics, and innovative cancer care. Siemens Healthineers also provides a range of services and solutions to enhance healthcare providers' ability to provide high-quality, efficient care. In fiscal 2022, which ended on September 30, 2022, Siemens Healthineers, which has approximately 69,500 employees worldwide, generated revenue of around €21.7 billion and adjusted EBIT of almost €3.7 billion. Further information is available at www.siemens-healthineers.com.