

June 22, 2020

For Translation Purposes Only

Listed Company Name:	JMS Co., Ltd.
Representative:	Hiroaki Okukubo President and Representative Director
Stock exchange listing:	Tokyo 1st section
Securities code:	7702

Announcement of JMS Group Mid-term Management Plan (April 2020-March 2023)

JMS Co., Ltd. hereby announces our new Mid-term Management plan (hereinafter “the Plan”) “GAIN-RG 2023” for fiscal years 2020 to 2023 (year ending March 31, 2023). The outline of the plan is as follows.

《GAIN-RG 2023》

- Globalization, Acceleration and Innovation for the New generation, to Realize Growth -

I. Review of Previous Mid-term Management Plan, GAIN 2020 (53rd-55th term)

Under the Mid-term Management Plan GAIN 2020, we had set up "Customer-centric business development" and "Company-wide enhancement of productivity" as its basic policies. In Japan, we promoted the Customer-centric business development as our business strategy on the initiative of Business Unit, which implemented organizational reform. In overseas, we expanded our global business mainly in China and ASEAN.

As a result, in spite of failed to reach our financial targets, we had achieved some positive results, including a steady improvement in profitability. On the other hand, the growth rate and stable profits remained as our challenges.

○Environmental Situation

In Japan while the government continues the healthcare policy to restrain medical expenditures which has been increasing, demand for advanced medical devices is rising so that they can support the advancement of medical care and solve the issues of aging society.

In overseas, demand for medical devices in the global market is expected to continue to grow, owing to expanding business opportunities of medical devices in the emerging countries where their needs for medical care is growing with economic development, and aging of the populations and increasing chronic diseases in the developed countries.

II. JMS Group Mid-term Management Plan, GAIN-RG 2023 (April2020 – March 2023)

We formulated Mid-term Management Plan (April 2020-March 2023). The new Mid-term Management Plan, building on the growth of GAIN 2020, it compiled new measures in response to changes in the business environment. The new Mid-term Management Plan, sets out a long-term vision for the year 2030, “By creating new value that anticipates the future of medical care, we will become a company that supports further improvement in the health and quality of life of people around the world.”

In order to achieve this goal, we established the following mid-term management plan.

1. Basic Policy

(1) Deepen customer-centric business development

Realize new growth by deepening “Customer-centric business development” that are closely linked to the medical field, identifying latent needs that customers are not even aware of, and working together to solve problems.

(2) Change to improve profitability

Review and strengthen the roles of human resources, organizations, systems and frameworks that support the Group's management from all perspectives, and promote reforms to a corporate structure that can generate stable and sustainable profit.

2. Initiatives

(1) Optimization of the business portfolio

Optimal combination of organic links of each business and effective utilization of management resources will be promoted to increase competitiveness and expand business revenue through thorough implementation of business strategies.

(2) Strengthening the global framework

Under the leadership of the Global Marketing Division, we will promote business development in cooperation with overseas subsidiaries and respective BU to expand overseas business areas and sales, and build a brand that can be recognized around the world.

(3) Creation of next generation business

In addition to supporting the growth of core businesses by developing products that contribute to medical safety and efficiency and improve the quality of life of patients, we will actively collect and utilize information on innovative products and technologies from around the world through participation in investment funds on start-up companies, and take on the challenge of creating businesses that will carry the future.

(4) Strengthening the Group's management base

In order to achieve sustainable growth in domestic operations and accelerate global business development while transforming our corporate structure to be able to respond to changes in the business environment and generate stable and sustained profit, we will constantly review our business lines and axes from all perspectives, and review and strengthen our management base, including the human resources, organizations, systems, and frameworks that support Group management, in line with the environment and strategies.

(5) Achieving sustainable society

With pride and satisfaction in our business of serving society through medical care, we will contribute to the achievement of the SDGs (Sustainable Development Goals) and enhance a sustainable corporate value by promoting the creation of an ideal organization and framework, including "work style (labor) reform," while also aiming to improve governance and reduce the environment load through our business.

3. Numerical Targets

In the fiscal year ending March 2023, we shall aim to achieve consolidated sales of 64,000 million yen (CAGR+3%) and an operating profit of 2,600 million yen (CAGR+4%).

～ Contact ～

Corporate Planning Dept. E-Mail: pub-bpd@jms.cc

<p>The forecast in this press release is based on limited information available at the moment of disclosure and contain potential risks and uncertainty such as changes in social conditions. It should be noted that this press release is based on the information available as of disclosure, and may differ in the future.</p>
--

<END>