

(Company Code 7702)

# JMS CO.,LTD.

**Financial Statements**  
**for the Fiscal Year Ended March 31, 2022**  
(From Apr. 1, 2021 to Mar. 31, 2022)

# Summary of consolidated results

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May 12, 2022

## Consolidated

Increase in sales  
Decrease in profit

**Net sales 58,169 million yen (+590 million yen)**  
**Operating profit 980 million yen ((1,146) million yen)**

- Sales : Overseas market sales, due to continued stagnation of demand affected by COVID-19, were offset by increased sales in Japan, the demand is improving, resulting in increased consolidated sales.
- Profit : Profit decreased due to soaring raw material prices and ocean freight rates, the impact of higher cost of sales ratio caused by the appreciation of local currencies in overseas production bases, and other factors.

## Sales by Business Segment

- Cardiovascular : Sales increased due to the expansion of the product portfolio for the blood purification business which was transferred.
- Transfusion : Sales decreased due to reduced orders in Apheresis kits and Blood bags caused by the continued stagnation of demand.

## Sales change by Region

- Japan : Capturing new customers for Closed Drug Mixing/Infusion System “NEO SHIELD” and Nutrition system using the opportunity for switching to ISO standards, expanding its product portfolio for the blood purification business which was transferred, resulted in sales growth.
- North America : Orders for Apheresis kits declined due to continued stagnant demand, and orders for AV Fistula Needle from large-scale customers declined.

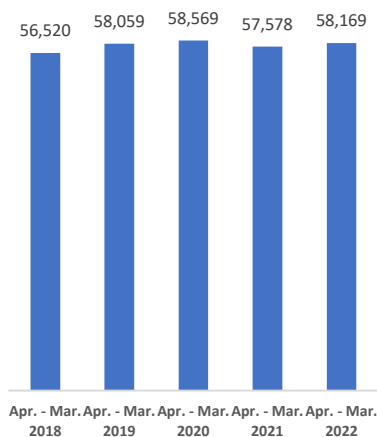
Annual dividend: JPY 17 per share (incl. interim dividend JYP 8.5 per share)

# Highlights in Business Results

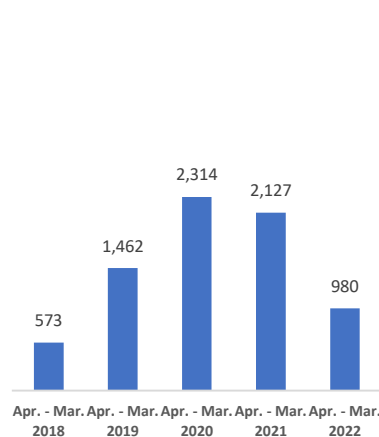
(unit: JPY million)

	Apr. - Mar. 2021 Results	Apr. - Mar. 2022 Results	Diff.	Year-over-Year
Net sales	57,578	58,169	590	1.0%
Operating profit	2,127	980	(1,146)	(53.9)%
Ordinary profit	2,013	1,126	(887)	(44.1)%
Profit attributable to owners of parent	1,736	826	(909)	(52.4)%

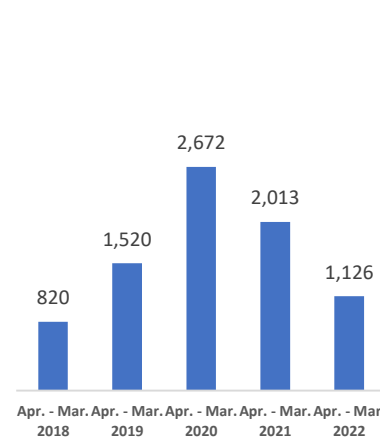
■ Net sales



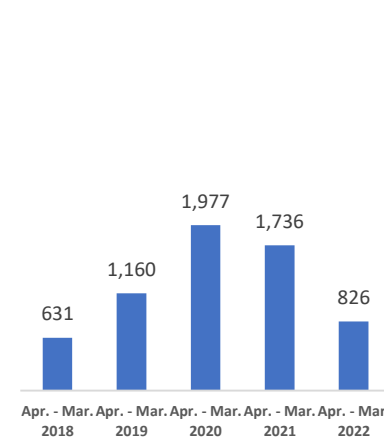
■ Operating profit



■ Ordinary profit



■ Profit attributable to owners of parent



# Summary by segment (geographical area)

**[Sales]** In Singapore, orders for Apheresis kits and Blood bags declined due to the continued stagnation in demand caused by the impact of COVID-19. In Japan, sales increased due to new customers for infusion and nutrition and an expanding its product portfolio for the blood purification business which was transferred, which drove the increase in consolidated sales.

**[Profit]** Profit decreased due to worldwide increase cost of raw materials. In the Philippines, profit increased due to the effect of switching raw materials.

(unit: JPY million)

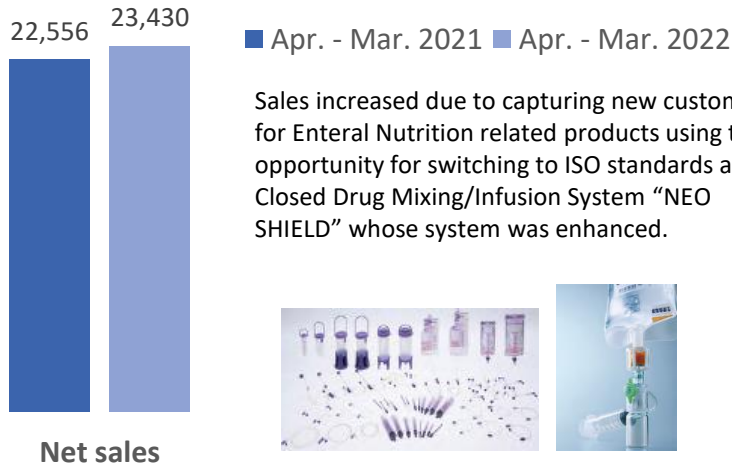
		Apr. - Mar. 2021	Apr. - Mar. 2022	Diff.	Year-over-Year
Japan	Sales	40,853	42,696	1,843	4.5%
	Ordinary profit	1,167	1,083	(84)	(7.2)%
Singapore※	Sales	19,783	17,752	(2,031)	(10.3)%
	Ordinary profit	696	(75)	(771)	(110.9)%
China	Sales	3,015	3,386	371	12.3%
	Ordinary profit	232	35	(196)	(84.5)%
Philippines	Sales	2,922	3,157	235	8.0%
	Ordinary profit	144	251	107	74.0%
Germany	Sales	3,140	3,432	291	9.3%
	Ordinary profit	221	131	(89)	(40.5)%
Others※	Sales	4,031	4,059	27	0.7%
	Ordinary profit	210	(6)	(217)	(102.9)%

※Singapore : This segment includes Indonesian subsidiary.

※Others : This segment includes business activity of subsidiaries in Japan, United States, South Korea and Thailand.

(unit: JPY million)

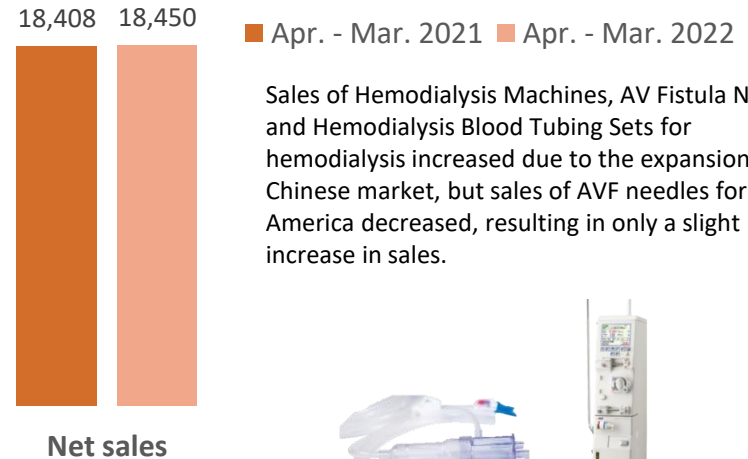
## Infusion & Nutrition



Sales increased due to capturing new customers for Enteral Nutrition related products using the opportunity for switching to ISO standards and Closed Drug Mixing/Infusion System “NEO SHIELD” whose system was enhanced.



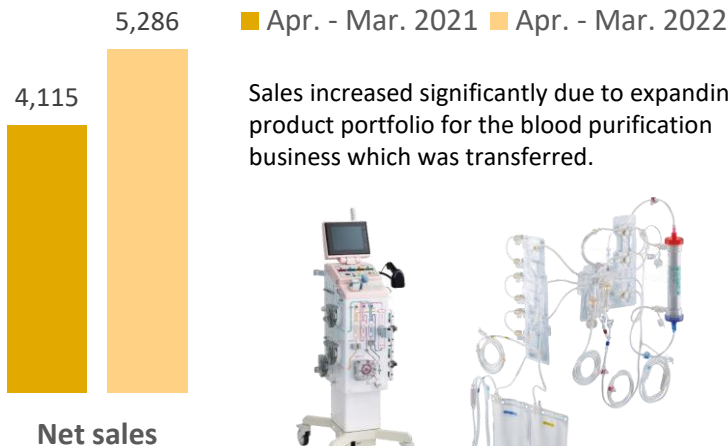
## Dialysis



Sales of Hemodialysis Machines, AV Fistula Needle, and Hemodialysis Blood Tubing Sets for hemodialysis increased due to the expansion of the Chinese market, but sales of AVF needles for North America decreased, resulting in only a slight increase in sales.



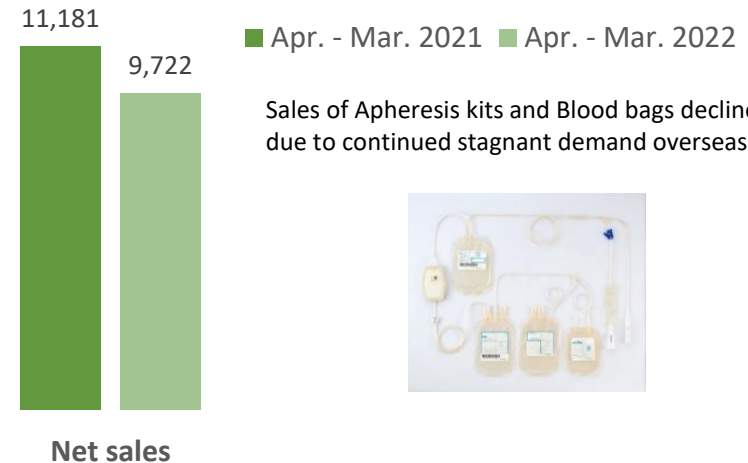
## Cardiovascular



Sales increased significantly due to expanding the product portfolio for the blood purification business which was transferred.



## Transfusion



Sales of Apheresis kits and Blood bags declined due to continued stagnant demand overseas.

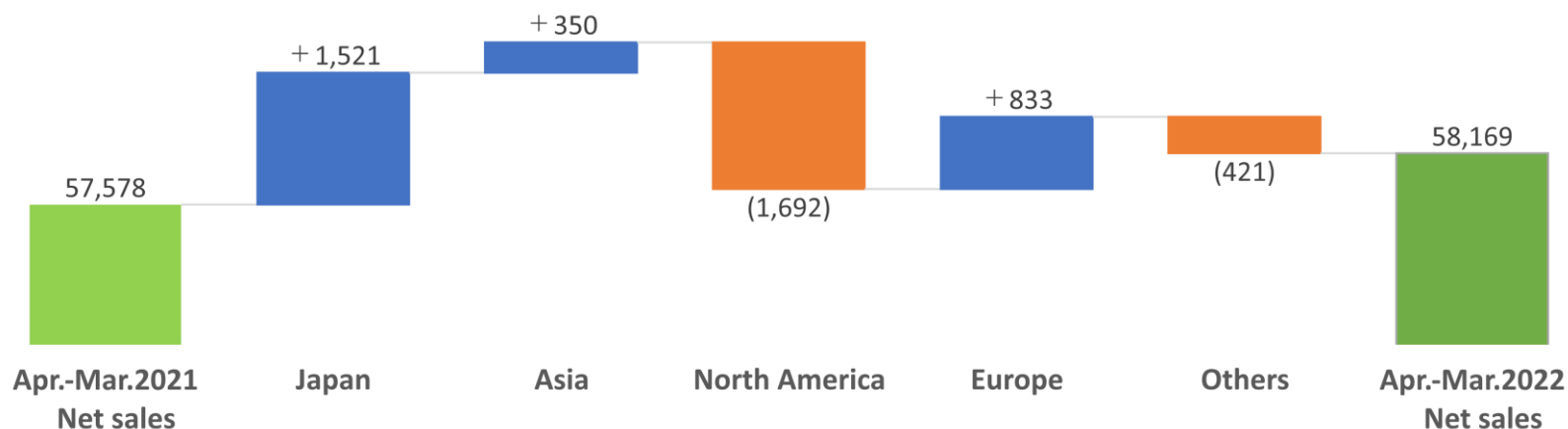


# Sales change by Region (Customer's Location)

- [Increase Factors]** In Japan market, sales increased due to new customers for infusion and nutrition and an expanding its product portfolio for the blood purification business which was transferred. In Europe market, sales of AV Fistula Needle and Apheresis kits increased.
- [Decrease Factors]** In the North American market, orders for Apheresis kits declined due to continued stagnant demand, and orders for AV Fistula Needle from large-scale customers declined.

(unit: JPY million)

	Apr. - Mar. 2021	Apr. - Mar. 2022	Diff.	Year-over-Year	Sales composition
Japan	36,718	38,240	1,521	4.1%	65.7%
Asia	8,080	8,430	350	4.3%	14.5%
North America	6,179	4,486	(1,692)	(27.4)%	7.7%
Europe	4,994	5,827	833	16.7%	10.0%
Others	1,606	1,184	(421)	(26.2)%	2.0%

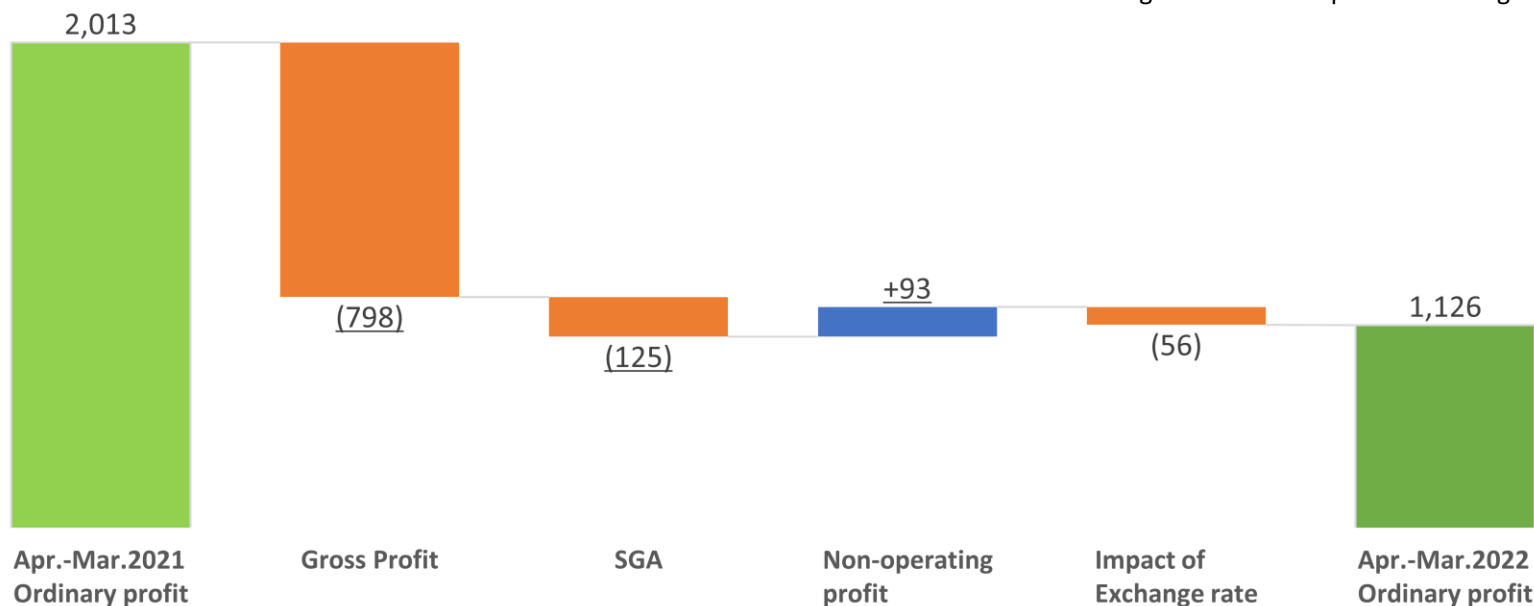


# Ordinary profit : Compared with the previous year

**[Gross Profit]** Decrease due to higher local currencies in overseas production bases and increased cost of raw material and ocean freight costs.  
**[SGA]** Increased expenses related to the blood purification business and higher sales activity expenses resulting from the easing of restrictions on visits to medical facilities.

(unit: JPY million)

\*The underlined figures exclude impact of exchange rate.



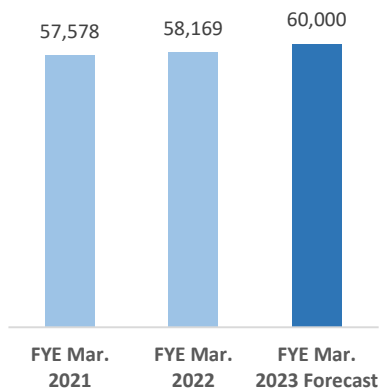
	Exchange Rate (average during period)		
	US Dollar	Euro	Singapore Dollar
Apr. - Mar. 2021	106.06	121.81	77.65
Apr. - Mar. 2022	112.38	129.89	83.33

# Forecast for FYE Mar. 2023

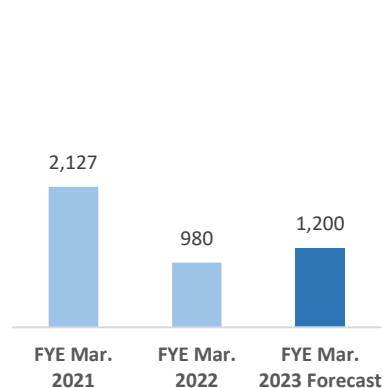
(unit: JPY million)

	FYE Mar. 2021 Result	FYE Mar. 2022 Result	FYE Mar. 2023 Forecast	Year-over-Year
Net sales	57,578	58,169	60,000	3.1%
Operating profit	2,127	980	1,200	22.4%
Ordinary profit	2,013	1,126	1,200	6.5%
Profit attributable to owners of parent	1,736	826	900	8.9%

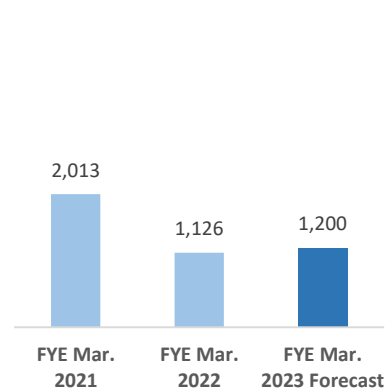
■ Net sales



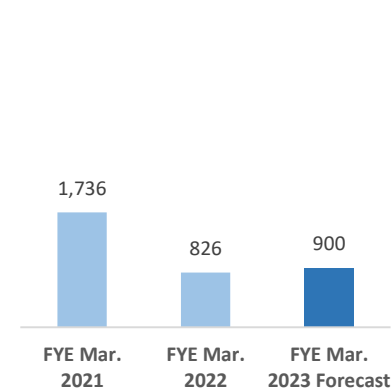
■ Operating profit



■ Ordinary profit



■ Profit attributable to owners of parent



\* Exchange rate for the forecast: 1USD=120yen, 1EUR=132yen, 1SGD=88yen.



Strengthened supply system for Low Dead Space Syringes.

March. 2022

Donated Low Dead Space Syringes to Hiroshima City.

March. 2022



Certificate of Appreciation from the Mayor of Hiroshima City



Donated vaccination syringes

Recognized as “Certified Health & Productivity Management Outstanding Organization”.

March. 2022



Our products of cardiovascular devices were certified as "Izumo Brand Products".

March. 2022

Izumo Brand Products:

The Izumo Brand Product Project of Izumo City certifies products produced in or associated with Izumo that are expected to enhance the name recognition and image of Izumo.



Cardiopulmonary products being assembled at the Izumo Plant



Izumo Brand Product Logo



The Bridge to Good Health Care

The assessment figures described on this report are based on available information at this moment, including uncertain data. Actual results may be different from the figures.