

(Company Code 7702)

# JMS CO.,LTD.

## Financial Statements

### for the 1<sup>st</sup> Quarter of Fiscal Year Ending March 31, 2024

(From Apr. 1, 2023 to Jun. 30, 2023)

# Summary of consolidated results

---

August 7, 2023

# Summary of Financial Results

## Consolidated

**Increase in sales**  
**Decrease in profit**

**Net sales** 14,600million yen (+318 million yen)  
**Operating profit** (111) million yen ((7) million yen)

- Sales :** Domestic sales slightly declined due to a decrease in Hemodialysis Machines which an expansion of demand due to resumption of investment by medical institutions seemed to be ending, overseas sales in the transfusion fields grew substantially due to demand recovery from the impact of the COVID-19, which drove sales growth.
- Profit :** Despite the effect of sales increase, income decreased due to the impact of soaring raw material and electricity costs, as well as the increase of research & development expenses and selling expenses.

## Sales by Business Segment

- Transfusion:** Substantial growth in Apheresis Kits and Blood Bags, mainstay products for overseas market, due to recovery in demand
- Dialysis :** Decrease in sales of Hemodialysis Machines in Japan and decrease in sales of AV Fistula Needles for North America.

## Sales change by Region

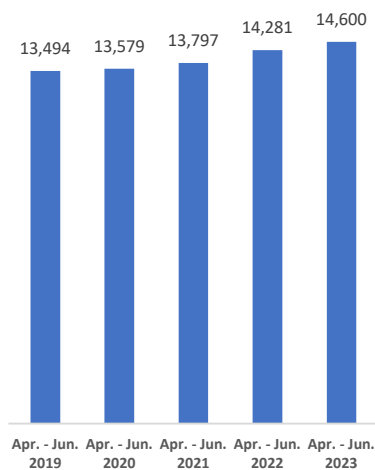
- Japan :** Despite sales of Closed Drug Mixing/Infusion Systems and Blood Bags with Leukocyte Reduction Filter increased, sales decreased in Hemodialysis Machines which an expansion of demand seemed to be ending.
- Asia :** In addition to the increase in Blood Bags, Hemodialysis Machines and AV Fistula Needles increased in China.

# Highlights in Business Results

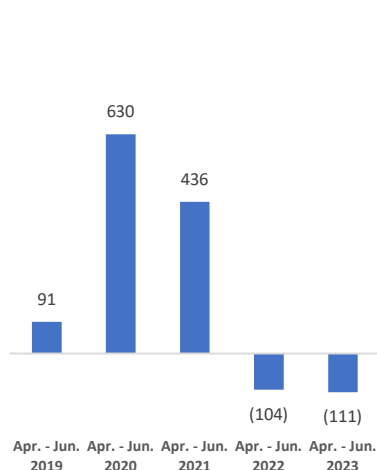
(unit: JPY million)

	Apr. - Jun. 2022 Results	Apr. - Jun. 2023 Results	Year-over-Year	
			Diff.	%
Net sales	14,281	14,600	318	2.2%
Operating profit	(104)	(111)	(7)	—
Ordinary profit	(78)	(73)	4	—
Profit attributable to owners of parent	(36)	(260)	(223)	—

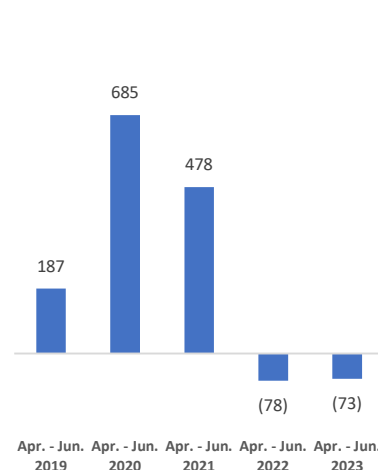
Net sales



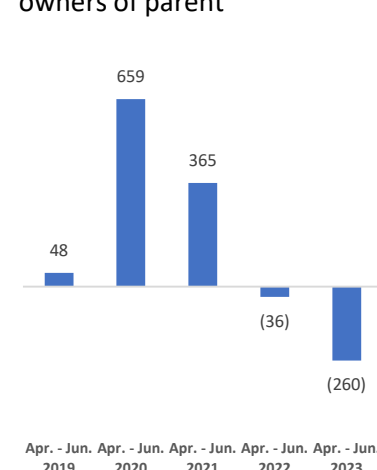
Operating profit



Ordinary profit



Profit attributable to owners of parent



# Summary by segment (geographical area)

**[Japan]** Sales declined due to decrease in domestic Hemodialysis Machines, while profit was affected by soaring raw material and electricity costs, ordinary loss reduced due to growth in high-margin products such as Closed Drug Mixing/Infusion Systems.

**[Singapore]** Sales increase due to strong sales of Apheresis Kits and Blood Bags due to recovery of overseas demand, despite the effect of sales increase, profit decreased due to soaring raw material costs and increased labor costs in preparation for recovery of demand.

(unit: JPY million)

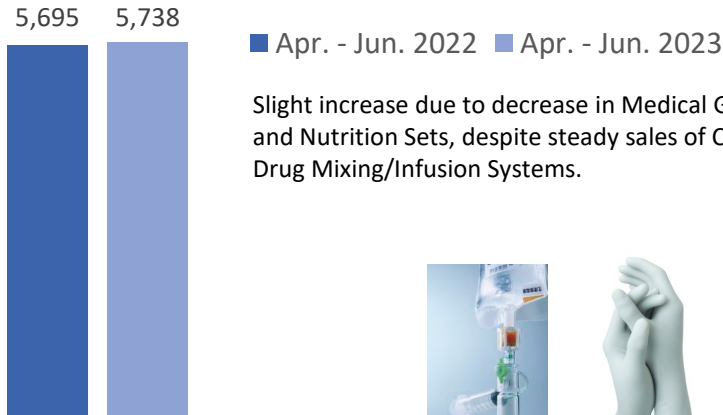
		Apr. - Jun. 2022	Apr. - Jun. 2023	Year-over-Year	
				Diff.	%
Japan	Sales	10,077	9,887	(189)	(1.9)%
	Ordinary profit	(175)	(64)	111	—
Singapore※	Sales	4,577	5,030	452	9.9%
	Ordinary profit	57	(59)	(116)	—
China	Sales	940	969	29	3.1%
	Ordinary profit	38	(4)	(43)	—
Philippines	Sales	773	899	126	16.3%
	Ordinary profit	59	14	(45)	(75.9)%
Germany	Sales	879	1,058	178	20.3%
	Ordinary profit	37	132	94	248.9%
Others※	Sales	1,249	1,016	(232)	(18.6)%
	Ordinary profit	(18)	10	28	—

※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



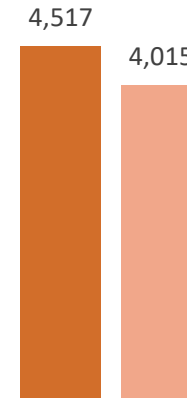
■ Apr. - Jun. 2022 ■ Apr. - Jun. 2023

Slight increase due to decrease in Medical Gloves and Nutrition Sets, despite steady sales of Closed Drug Mixing/Infusion Systems.



Net sales

## Dialysis



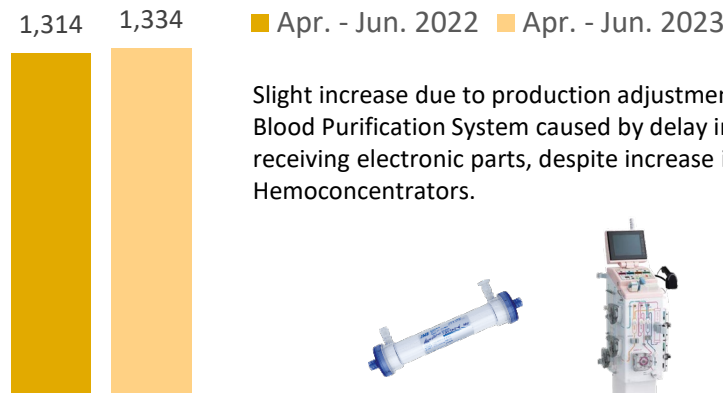
■ Apr. - Jun. 2022 ■ Apr. - Jun. 2023

In Japan, sales of Hemodialysis Machines decreased as demand growth seemed to be ending, and sales of AV Fistula Needles for North America decreased.



Net sales

## Cardiovascular



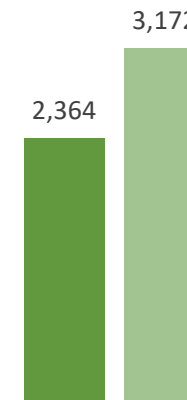
■ Apr. - Jun. 2022 ■ Apr. - Jun. 2023

Slight increase due to production adjustment of Blood Purification System caused by delay in receiving electronic parts, despite increase in Hemoconcentrators.



Net sales

## Transfusion



■ Apr. - Jun. 2022 ■ Apr. - Jun. 2023

Sales of Apheresis Kits and Blood Bags increased due to recovery of overseas demand.



Net sales

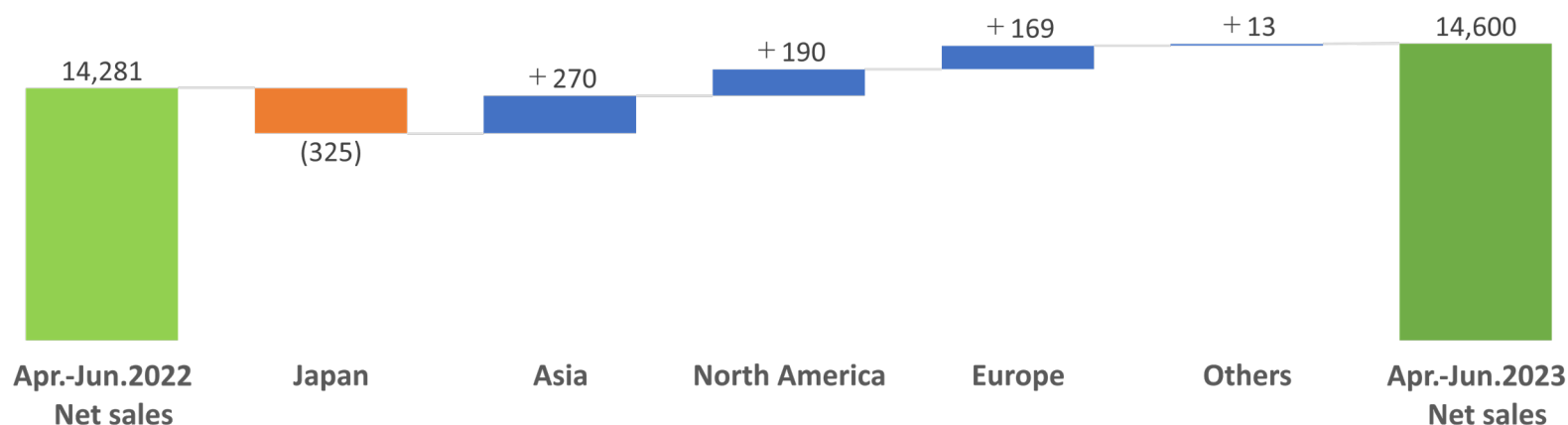
# Sales change by Region (Customer's Location)

In Japan, sales decreased due to a decrease in Hemodialysis Machines.

In other regions, sales increased in Apheresis Kits, Blood Bags and Hemodialysis Machines due to a recovery in overseas demand.

(unit: JPY million)

	Apr. - Jun. 2022	Apr. - Jun. 2023	Year-over-Year		Sales composition
			Diff.	%	
Japan	9,173	8,848	(325)	(3.5)%	60.6%
Asia	2,026	2,296	270	13.3%	15.7%
North America	1,525	1,716	190	12.5%	11.8%
Europe	1,305	1,474	169	13.0%	10.1%
Others	250	264	13	5.6%	1.8%

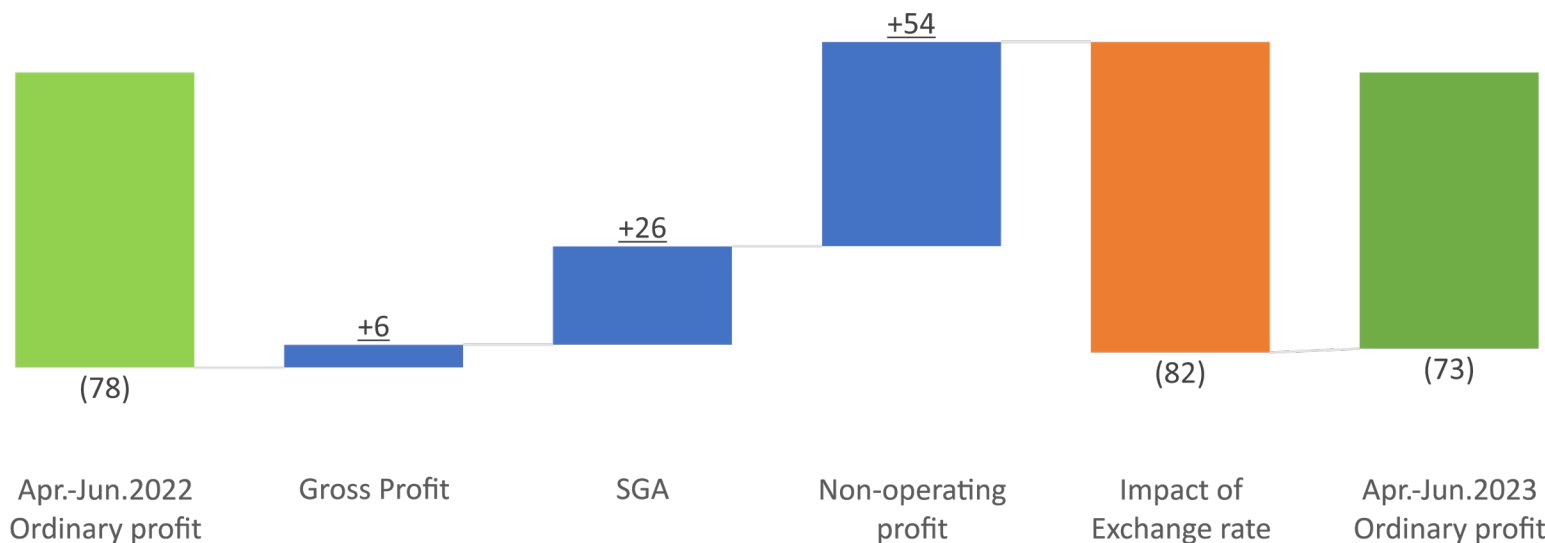


# Ordinary profit : Compared with the previous year

Despite the effect of increased sales, gross profit was slightly higher due to the impact of soaring raw material and electricity costs, as well as increased labor costs in preparation for a recovery in demand. research & development expenses and expenses related to sales activities increased, while non-operating expenses such as equity in losses of affiliates decreased; foreign exchange fluctuations had an adverse effect on profits.

(unit: JPY million)

\*The underlined figures exclude impact of exchange rate.



	Exchange Rate (average during period)		
	US Dollar	Euro	Singapore Dollar
Apr. - Jun. 2022	129.57	130.39	94.09
Apr. - Jun. 2023	137.37	142.10	102.54

# Forecast for FYE Mar. 2024

Consolidated business forecast for the fiscal year ending March 31, 2024 released on May 12, 2023 has not been revised.

(unit: JPY million)

	<b>FYE Mar. 2023 Result</b>	<b>FYE Mar. 2024 Forecast</b>	<b>Year-over-Year</b>
<b>Net sales</b>	<b>63,740</b>	<b>67,000</b>	<b>5.1%</b>
<b>Operating profit</b>	<b>724</b>	<b>1,000</b>	<b>37.9%</b>
<b>Ordinary profit</b>	<b>586</b>	<b>1,100</b>	<b>87.5%</b>
<b>Profit attributable to owners of parent</b>	<b>281</b>	<b>800</b>	<b>184.7%</b>

\* Exchange rate for the forecast: 1USD=130yen, 1EUR=140yen, 1SGD=98yen.

- Sales :** Demand in Japan and overseas is on a recovery trend, and we expect to continue to increase sales by steadily capturing demand, especially for Apheresis Kits and Blood Bags, our mainstay products for overseas market.
- Profit :** Although the company continues to be affected by soaring prices of raw materials, electricity, and other commodities, it expects profit recovery through further cost reductions and a review of sales prices and other transaction conditions, in addition to the effect of increased sales of mainstay products.



## May 2023

### Business Alliance with Daiken Medical Devices for Anticancer Drug Treatment

JMS and Daiken Medical Devices aim to provide new solutions to reduce the risk of exposure to anticancer drugs by combining the technologies of both companies. A joint project has been launched to conduct market research to determine product specifications and to develop a chemotherapy system.

\*Coopdech Amy are registered trademarks of DAIKEN MEDICAL Co., LTD.



“Coopdech Amy PCA”  
by DAIKEN MEDICAL Co., LTD.



JMS Closed Drug Transfer System "NeoShield"

## July 2023

### Acquisition of a Chinese blood filter manufacturer

Our subsidiary, JMS Singapore, acquired a company in China that develops and manufactures Leukocyte Reduction Filter from Asahi Kasei Medical Co., Ltd. We aim to expand earnings in the blood business by working synergies through integrated business operation with Blood Bags.



manufactured in Singapore.  
Blood Bags with Leukocyte Reduction Filter



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.