

(Company Code 7702)

JMS CO.,LTD.

Financial Statements

for the 2nd Quarter of Fiscal Year Ending March 31, 2024

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

Summary of consolidated results

November 7, 2023

Summary of Financial Results

Consolidated

Increase in sales
Decrease in profit

Net sales 31,248 million yen (+1,272 million yen)
Operating profit (320) million yen ((275) million yen)

Sales : Domestic sales slightly declined due to decrease in Hemodialysis Machines by demand reduction, despite Closed Drug Mixing/Infusion Systems sales showed steady performance. Overseas sales continuously increased due to transfusion Field by demand recovery and increase in yen equivalent value resulting from yen depreciation.

Profit : Income decreased due to increase of labor costs in preparation for the recovery in demand and research & development expenses, despite price pass-through on some products according to soaring raw material and electricity costs.

Sales by Business Segment

Transfusion : Continuous growth in Apheresis Kits and Blood Bags, mainstay products for overseas market, due to recovery in demand.

Infusion & Enteral Nutrition : Decrease in sales of Nutrition Sets, Medical gloves in Japan and Scalp Vein Needles in North America, despite strong sales on Closed Drug Mixing/Infusion Systems in Japan.

Sales change by Region

Asia: Increase in Blood Bags, Hemodialysis Machines and equipment for Dialysis Machine Room.

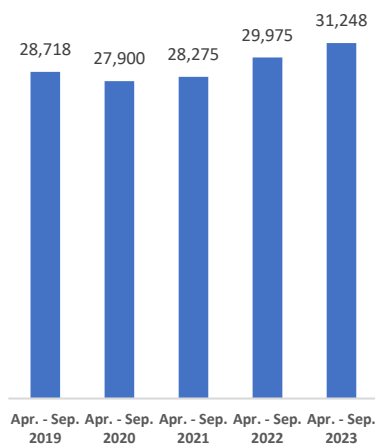
Japan : Slightly decrease in Hemodialysis Machines by demand reduction, despite increase in Closed Drug Mixing/Infusion Systems and Infusion Sets with Needles Access Port.

Highlights in Business Results

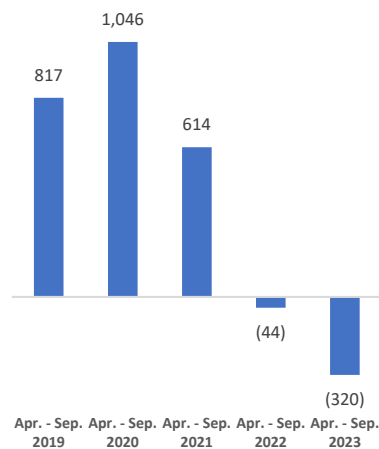
(unit: JPY million)

	Apr. - Sep. 2022 Results	Apr. - Sep. 2023		Year - over - Year	
		Previous Forecast	Results	Diff.	%
Net sales	29,975	32,400	31,248	1,272	4.2%
Operating profit	(44)	350	(320)	(275)	—
Ordinary profit	56	400	(135)	(191)	—
Profit attributable to owners of parent	(68)	300	(258)	(190)	—

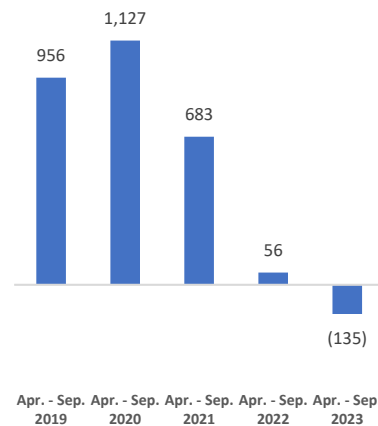
Net sales



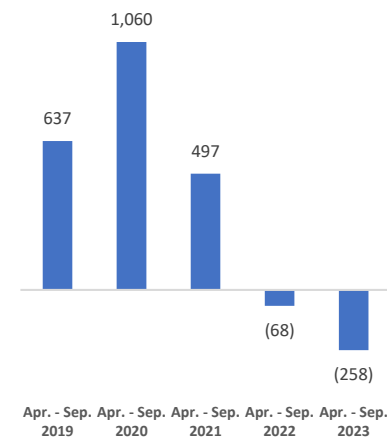
Operating profit



Ordinary profit



Profit attributable to owners of parent



Summary by segment (geographical area)

- [Japan]** Sales declined due to decrease in Nutrition Sets and Medical Gloves as well as AV Fistula Needles for Europe due to customers' inventory adjustments, despite strong sales in Closed Drug Mixing/Infusion Systems and Infusion Sets with Needles Access Port. Profit declined due to increase of research & development expenses, despite price pass-through on some products according to soaring raw material and electricity costs.
- [Singapore]** Sales increase due to strong sales of Apheresis Kits and Blood Bags by demand recovery as well as increase in yen equivalent value resulting from yen depreciation. Profit declined due to increase of material costs in preparation for demand recovery and inventory disposal, despite effect on sales increase.

(unit: JPY million)

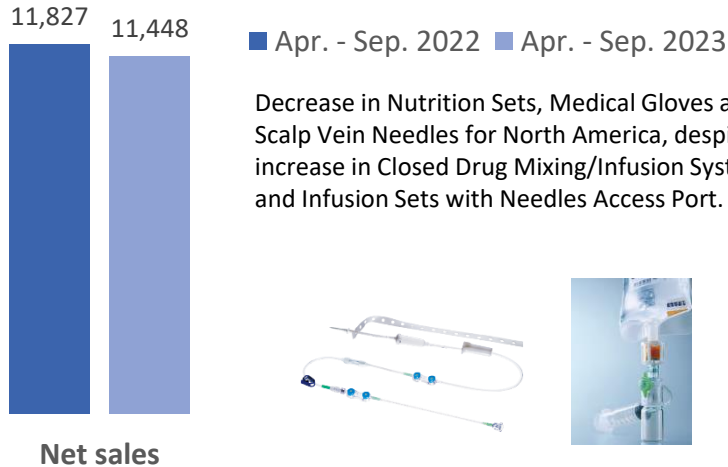
		Apr. - Sep. 2022	Apr. - Sep. 2023	Year - over - Year	
				Diff.	%
Japan	Sales	21,361	20,784	(576)	(2.7)%
	Ordinary profit	(89)	(101)	(12)	—
Singapore※	Sales	10,515	11,008	492	4.7%
	Ordinary profit	216	(194)	(411)	—
China	Sales	1,878	1,859	(19)	(1.0)%
	Ordinary profit	56	(22)	(78)	—
Philippines	Sales	1,668	1,889	220	13.2%
	Ordinary profit	45	(36)	(81)	—
Germany	Sales	1,870	2,024	154	8.2%
	Ordinary profit	71	243	172	241.5%
Others※	Sales	2,527	1,880	(647)	(25.6)%
	Ordinary profit	(47)	(41)	6	—

※Singapore : This segment includes Indonesian subsidiary.

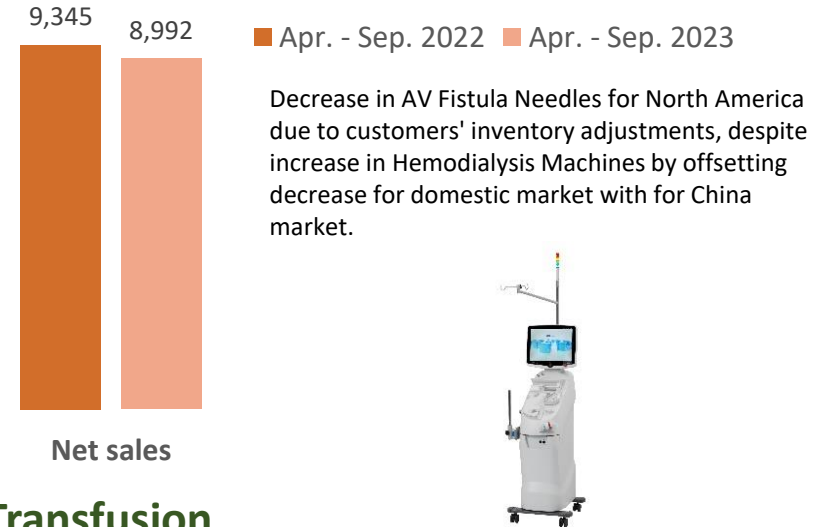
※Others : This segment includes business activity of subsidiaries in Japan, United States, South Korea and Thailand.

(unit: JPY million)

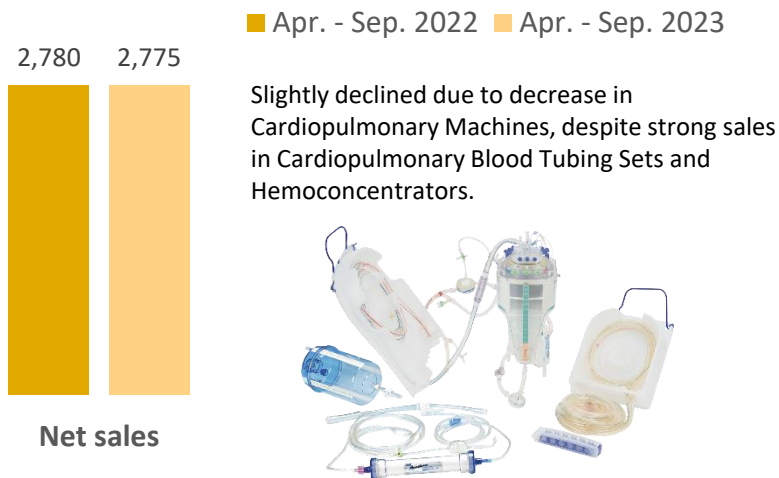
Infusion & Nutrition



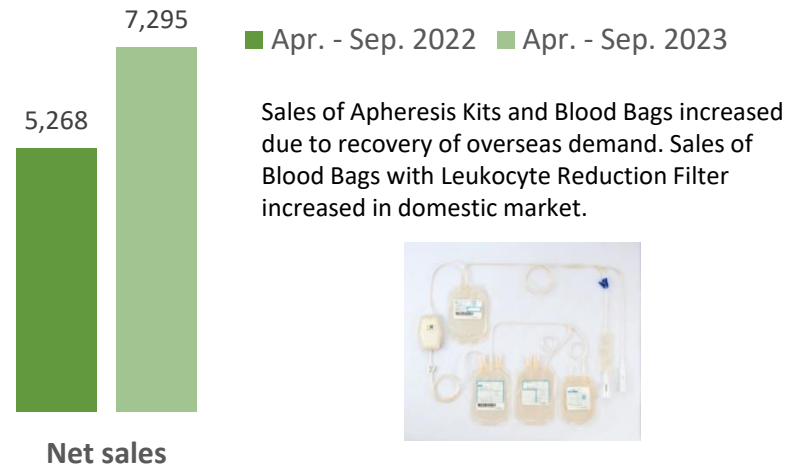
Dialysis



Cardiovascular



Transfusion



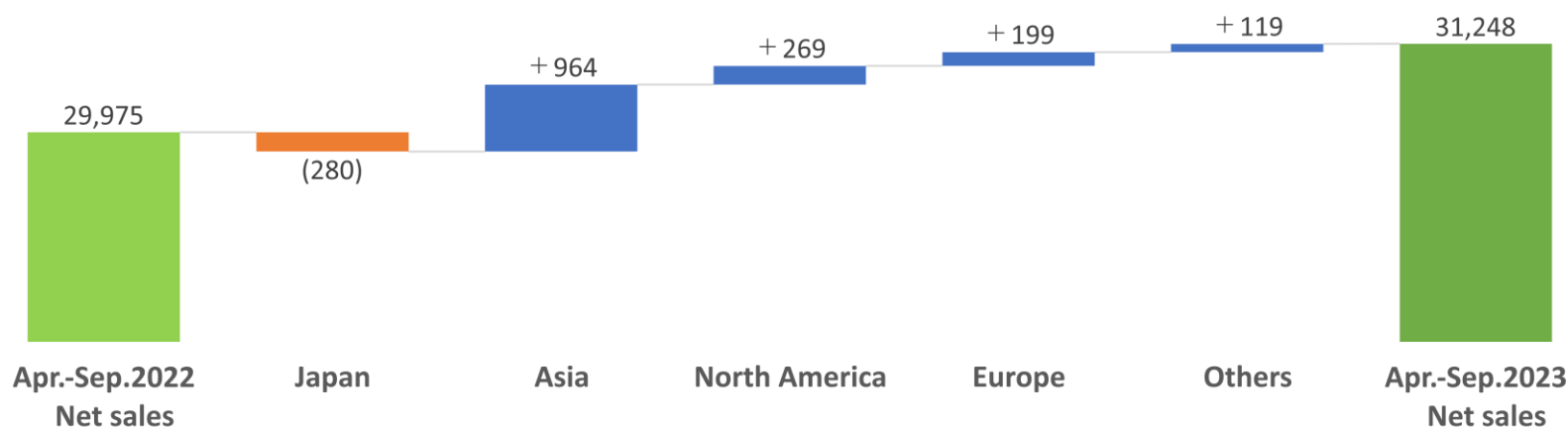
Sales change by Region (Customer's Location)

In Japan, sales declined due to demand decrease in Hemodialysis Machines

In other regions, sales increased in Apheresis Kits, Blood Bags and Hemodialysis Machines due to a recovery in overseas demand, despite decrease in AV Fistula Needles for North America by customers' inventory adjustments.

(unit: JPY million)

	Apr. - Sep. 2022	Apr. - Sep. 2023	Year - over - Year		Sales composition
			Diff.	%	
Japan	18,832	18,551	(280)	(1.5)%	59.4%
Asia	4,530	5,494	964	21.3%	17.6%
North America	3,282	3,552	269	8.2%	11.4%
Europe	2,748	2,948	199	7.3%	9.4%
Others	581	700	119	20.6%	2.2%

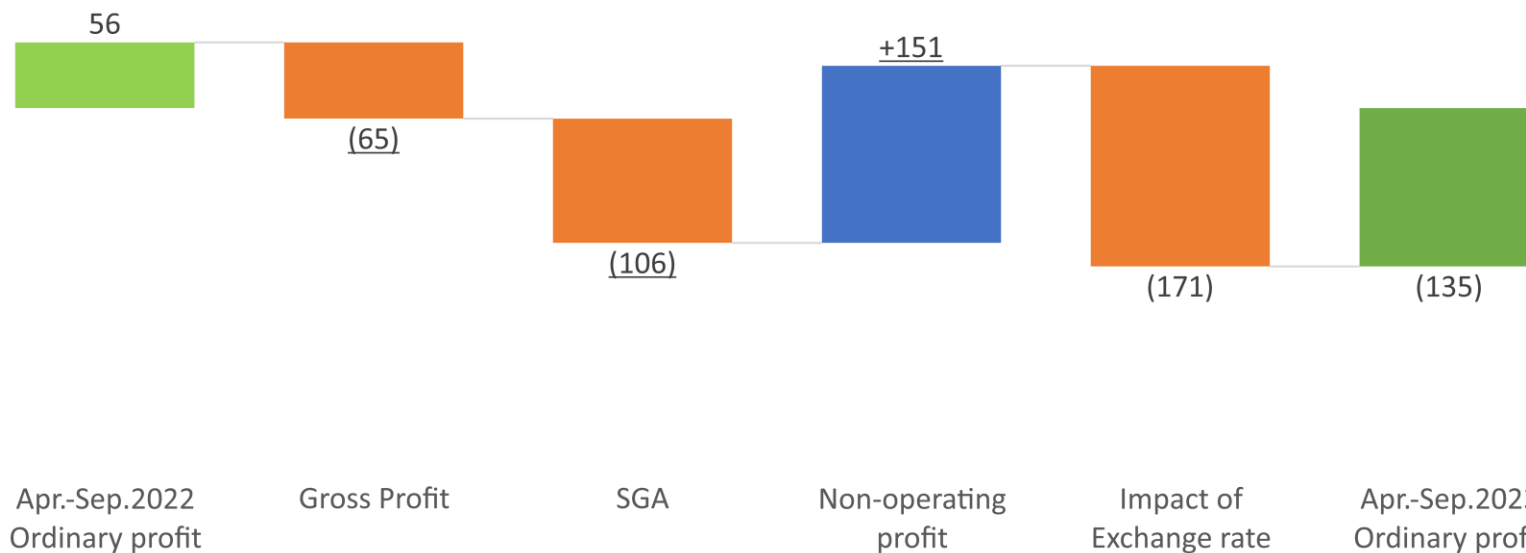


Ordinary profit : Compared with the previous year

Gross profit slightly declined due to soaring raw material and electricity costs as well as increased labor costs in preparation for demand expansion, despite effect on sales increase and price pass-through on some products. Recording of equity in earnings of affiliates in Non-operating profit. 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)	(unit: JPY)		
	US Dollar	Euro	Singapore Dollar
Apr. - Sep. 2022	133.97	134.25	96.55
Apr. - Sep. 2023	141.00	145.79	104.85

Forecast for FYE Mar. 2024

Consolidated business forecast for the fiscal year ending March 31, 2024 released on May 12, 2023 has been revised.

(unit: JPY million)

	FYE Mar. 2023 Result	FYE Mar. 2024 Forecast		Year - over - Year %
		Previous Forecast	New Forecast	
Net sales	63,740	67,000	64,500	1.2%
Operating profit	724	1,000	100	(86.2)%
Ordinary profit	586	1,100	400	(31.8)%
Profit attributable to owners of parent	281	800	100	(64.4)%

* Exchange rate for the forecast: 1USD=145yen, 1EUR=152yen, 1SGD=107yen.

Sales : We expect to increase sales in Closed Drug Mixing/Infusion Systems which are the mainstay products and Transfusion field by demand recovery, despite Dialysis field remains sluggish.

Profit : Although the company continues to be affected by soaring prices of raw materials, electricity, increased labor costs in preparation for demand expansion and unfavorable exchange rate fluctuations. For profit recovery, the company proceeds further cost reduction and reduction of expenses by efficient business activities and price pass-through.

Environmental Awareness

- ESG management is required with considering the external environment which is undergoing drastic changes such as soaring raw material costs and the expansion of protectionist trade policies.
- Especially in developed countries, there is an increasing need to improve quality of life (QOL) while coexisting with illness from cure to care due to the aging population, such as home healthcare.

Mid-Term Management Strategy *Mid-term management plan beginning in FY2024 is in preparation.

Basic Policy

Reform of Earnings Structure

We improve our structure through a fundamental review of the Group's earnings structure based on the efficiency of invested capital, and we execute business strategies that adapt to the domestic and Overseas market environment to achieve stable profit generation.

Promotion of Globalization

Accelerate global expansion by focusing on allocating management resources and strengthening the structure to capture growing overseas demand and enhancing our ability to solve customer issues.

Four important initiatives

- **Strengthen business portfolio management**
- **Strengthening of management base through structural reforms**
- **Expand global business earnings**
- **Promote ESG management**

After setting targets for management indicators, we transform ourselves into a company with long-term durability in line with the basic policies and initiatives outlined in our medium-term management strategy.

October 2023

Launched a device for Automated Peritoneal Perfusion "APD Device PD-Relaxa"

In November, we launched a device to support peritoneal dialysis therapy* performed at home by renal failure patients. In addition to its design and ease of use, the device incorporates a remote communication function to promote safe and secure home care.

(* Peritoneal dialysis therapy: a type of hemodialysis therapy for renal failure patients)

October 2023

APD Device PD-Relaxa, a Device for Automated Peritoneal Perfusion, received "Good Design Award for 2023"

The award was given in recognition of its comprehensive approach to hardware and software aimed at improving the quality of life (QOL) of patients and caregivers.



October 2023

Wins Competitive Bid for "JAXA Fabrication of Quick Connect Disconnect (QCD), a Standardized Cell Culture Device"

Our closed systems technology has been selected for the fabrication of cell culture equipment for the Japanese Experiment Module "Kibo" of the International Space Station.



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.