

(Company Code 7702)

JMS CO.,LTD.

Financial Statements
for the 2nd Quarter of Fiscal Year Ending March 31, 2025
(From Apr. 1, 2024 to Sep. 30, 2024)

Summary of consolidated results

November 7, 2024

Summary of Financial Results

Consolidated

Increase in sales
Increase in profit

Net sales **33,830 million yen (+2,582 million yen)**
Operating profit **155 million yen (+475 million yen)**

- Sales :** In Japan, sales in the Oncological Therapy field were strong, and the progress of price pass-on also contributed to increased revenue. Overseas, the Dialysis field grew following the Blood Management & Cell Therapy field, and the increase in yen-denominated revenue also contributed to increased revenue.
- Profit :** Increased profits due to the impact of rising raw material and electricity costs being absorbed by the revenue growth effect of expanding sales of mainstay products in Japan and overseas, as well as the price increases implemented from the previous fiscal year.

Sales by Business Segment

- Dialysis :** In addition to an increase in Prefilled Syringes due to the revision of drug prices, there was also an increase in AV Fistula Needles for North America and Hemodialysis Machines for China.
- Blood Management and Cell Therapy :** Sales of Apheresis Kits and Blood Bags, the company's main products, continued to grow, and the addition of Leukocyte Reduction Filters, which were acquired through a business transfer, also contributed to increased sales.

Sales by Region

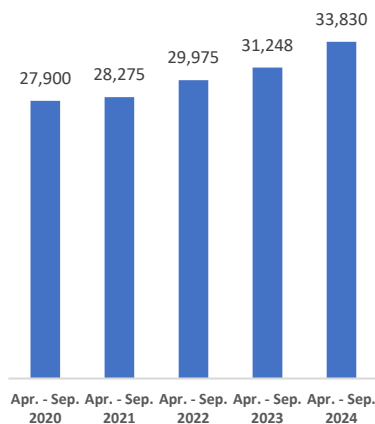
- Asia:** Increase in Hemodialysis Machines, AV Fistula Needles, and Leukocyte Reduction Filters in China
- Japan :** Closed Drug Mixing/Infusion Systems continued to perform well, and following the revision of drug prices and medical service fees, there was an increase in sales of Prefilled Syringes and Dysphagia-related products.

Highlights in Business Results

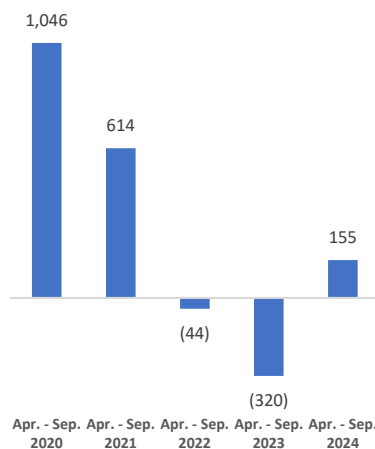
(unit: JPY million)

	Apr. - Sep. 2023 Results	Apr. - Sep. 2024		Year - over – Year	
		Previous Forecast	Results	Diff.	%
Net sales	31,248	34,000	33,830	2,582	8.3%
Operating profit	(320)	250	155	475	—
Ordinary profit	(135)	250	(118)	16	—
Profit attributable to owners of parent	(258)	100	(258)	0	—

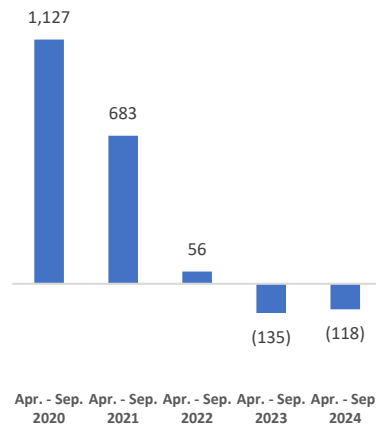
Net sales



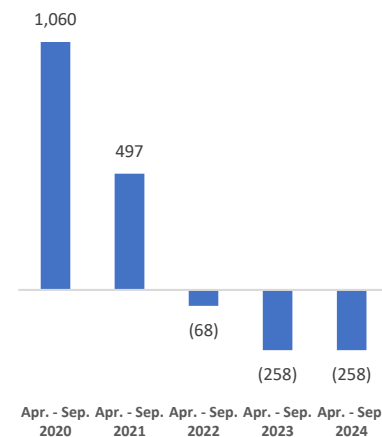
Operating profit



Ordinary profit



Profit attributable to owners of parent



Summary by segment (geographical area)

- [Japan]** In addition to Closed Drug Mixing/Infusion Systems and Hemodialysis Machines for the Chinese market, sales of Prefilled Syringes and Dysphagia-related products increased due to revisions to drug prices and medical service fees, and the effect of passing on price increases also contributed to increased profits.
- [Singapore]** Despite the positive effect of increased sales, profits decreased due to the soaring cost of raw materials and transportation costs, as well as foreign exchange losses recorded in non-operating income.

(unit: JPY million)

		Apr. - Sep. 2023	Apr. - Sep. 2024	Year - over - Year	
				Diff.	%
Japan	Sales	20,784	22,253	1,468	7.1%
	Ordinary profit	(101)	426	528	—
Singapore※	Sales	11,008	12,891	1,883	17.1%
	Ordinary profit	(194)	(418)	(223)	—
China	Sales	1,859	1,956	97	5.2%
	Ordinary profit	(22)	(80)	(58)	—
Philippines	Sales	1,889	1,825	(63)	(3.4)%
	Ordinary profit	(36)	(144)	(107)	—
Germany	Sales	2,024	2,041	16	0.8%
	Ordinary profit	243	195	(48)	(19.9)%
Others※	Sales	1,880	2,427	546	29.1%
	Ordinary profit	(41)	(50)	(8)	—

※Singapore : This segment includes Indonesian subsidiary.

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

(unit: JPY million)

Infusion & Nutrition

11,448 11,896



Net sales

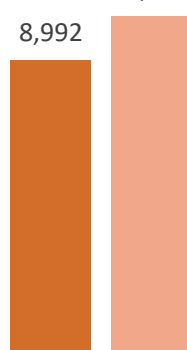
■ Apr. - Sep. 2023 ■ Apr. - Sep. 2024

Although the number of Medical Gloves has decreased, the number of dysphagia-related products has increased due to the introduction of Closed Drug Mixing/Infusion Systems and revisions to medical service fees.



Dialysis

8,992 10,343



Net sales

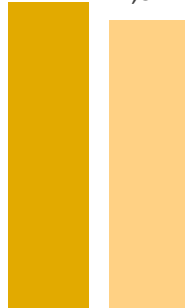
■ Apr. - Sep. 2023 ■ Apr. - Sep. 2024

In addition to an increase in Prefilled Syringes due to drug price revisions, there was also an increase in AV Fistula Needles for North America and Hemodialysis Machines for China.



Cardiovascular

2,775 2,621



Net sales

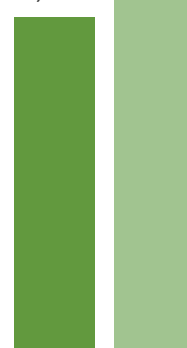
■ Apr. - Sep. 2023 ■ Apr. - Sep. 2024

Production adjustments and a decline in domestic demand led to a decrease in sales of artificial heart-lung circuits, hemoconcentrators, and Acute Blood Purification Tubing Sets.



Blood Management & Cell Therapy

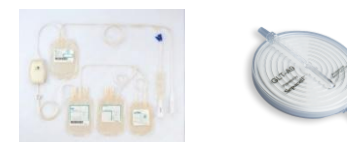
7,295 8,262



Net sales

■ Apr. - Sep. 2023 ■ Apr. - Sep. 2024

In addition to Apheresis Kits and Blood Bags, the Leukocyte Reduction Filters that we acquired through a business transfer also contribute.

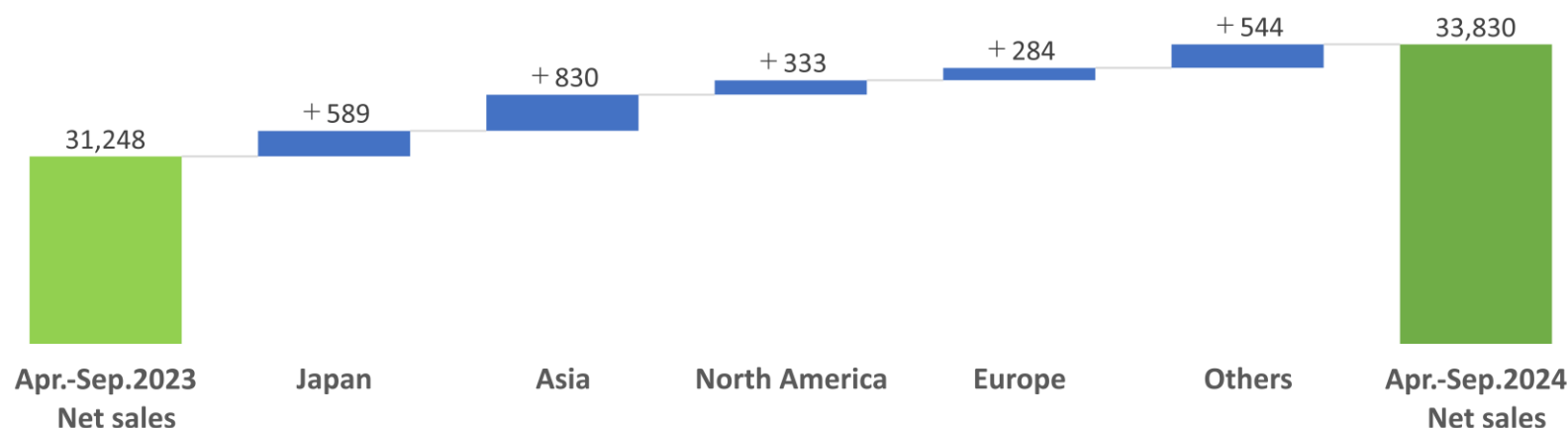


Sales change by Region (Customer's Location)

In Japan, sales of Closed Drug Mixing/Infusion Systems were strong, and sales increased due to an increase in Prefilled Syringes and Dysphagia-related products in line with revisions to drug prices and medical service fees. Overseas, sales of components Blood Collection Circuit and Blood Bags continued to grow, and in the Chinese market, in addition to an increase in Hemodialysis Machines, the addition of Leukocyte Reduction Filters, which were acquired through a business transfer, also contributed to increased sales, and there was an increase in AV Fistula Needles for North America and other regions.

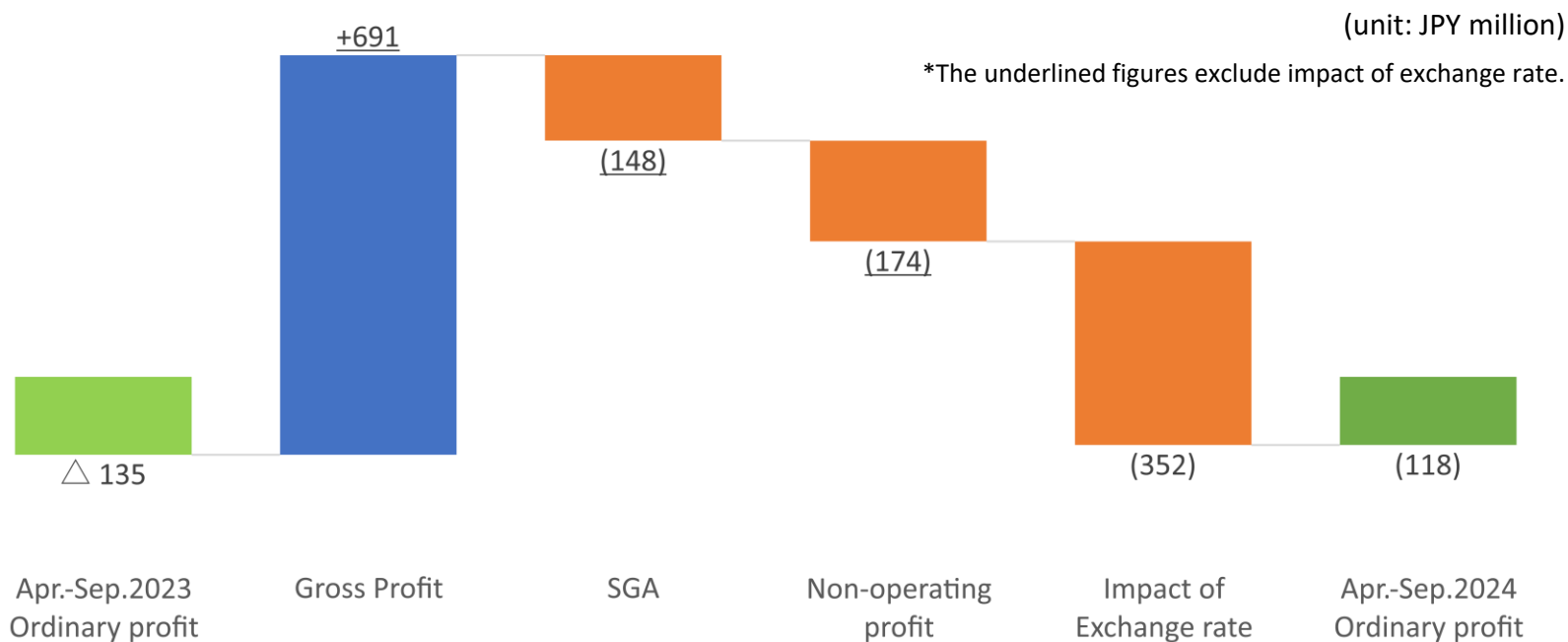
(unit: JPY million)

	Apr. - Sep. 2023	Apr. - Sep. 2024	Year - over - Year		Sales composition
			Diff.	%	
Japan	18,551	19,141	589	3.2%	56.6%
Asia	5,494	6,325	830	15.1%	18.7%
North America	3,552	3,885	333	9.4%	11.5%
Europe	2,948	3,232	284	9.6%	9.6%
Others	700	1,245	544	77.6%	3.7%



Ordinary profit : Compared with the previous year

Although the company was affected by the rising cost of raw materials and electricity, it saw an increase in gross profit thanks to growth in its main products in Japan and overseas and progress in passing on price increases. In addition to an increase in SG&A expenses such as personnel costs, the company recorded foreign exchange losses in non-operating expenses, and foreign exchange fluctuations had an adverse effect on profits.



	Exchange Rate (average during period)			(unit: JPY)
	US Dollar	Euro	Singapore Dollar	
Apr. - Sep. 2023	141.00	145.79	104.85	
Apr. - Sep. 2024	152.63	164.60	114.16	

Forecast for FYE Mar. 2025

Consolidated business forecast for the fiscal year ending March 31, 2025 released on May 14, 2024 has been revised.

(unit: JPY million)

	FYE Mar. 2024 Result	FYE Mar. 2025 Forecast		Year - over - Year %
		Previous Forecast	New Forecast	
Net sales	65,292	70,000	70,000	7.2%
Operating profit	(268)	800	700	—
Ordinary profit	145	800	400	174.0%
Profit attributable to owners of parent	(36)	400	100	—

* Exchange rate for the forecast: 1USD=151yen, 1EUR=163yen, 1SGD=115yen.

- Sales : In addition to Closed Drug Mixing/Infusion Systems, which are a key area of focus, sales in the overseas Blood Management & Cell Therapy field are steadily expanding, and we expect sales to be generally in line with the previous forecast.
- Profit : In the first half of the year, in addition to the recording of losses on the disposal of inventory assets, the exchange rate worked against us to a large extent, and we recorded foreign exchange losses in non-operating income, but we expect to see a recovery in profits due to the growth of our main products and the effect of passing on price increases, etc.

October 2024

Sales of the “Mixflow Console PC-1” Centrifugal Blood Pump Systems for Extracorporeal Circulation Devices Begin

We began sales of devices to support extracorporeal circulation during cardiovascular surgery in October.

The compact, integrated design and intuitive touch panel operation improve ease of use and layout flexibility in the operating room, reducing the burden on medical staff.



October 2024

Closed Drug Transfer Systems “NEO SHIELD” received the “2024 Good Design Award”

In order to reduce the risk of exposure to medical staff when preparing, administering and disposing of anticancer drugs, it has a unique closed mechanism that does not expose the fluid path. It was also highly evaluated for its simple, easy-to-use design, which contributes to safety and reduces the burden on medical staff.





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.