



Financial Statements
for the Fiscal Year Ended March 31, 2020
(From Apr. 1, 2019 to Mar. 31, 2020)

Summary of consolidated results

JMS Co., Ltd.

Company Code No. 7702

May 22, 2020

Highlights in Business Results



(unit: JPY million)

	Apr. - Mar. 2019 Results	Apr. - Mar. 2020 Results	Diff.	Year-over-Year
Net sales	58,059	58,569	510	0.9%
Operating profit	1,462	2,314	851	58.2%
Ordinary profit	1,520	2,672	1,151	75.8%
Profit attributable to owners of parent	1,160	1,977	817	70.5%
Basic earnings per share	JPY 47.59	JPY 81.12	---	---

Exchange Rate (average during period)	US Dollar	110.91	108.74
	Euro	130.42	122.07
	(unit: JPY) Singapore Dollar	81.69	79.28

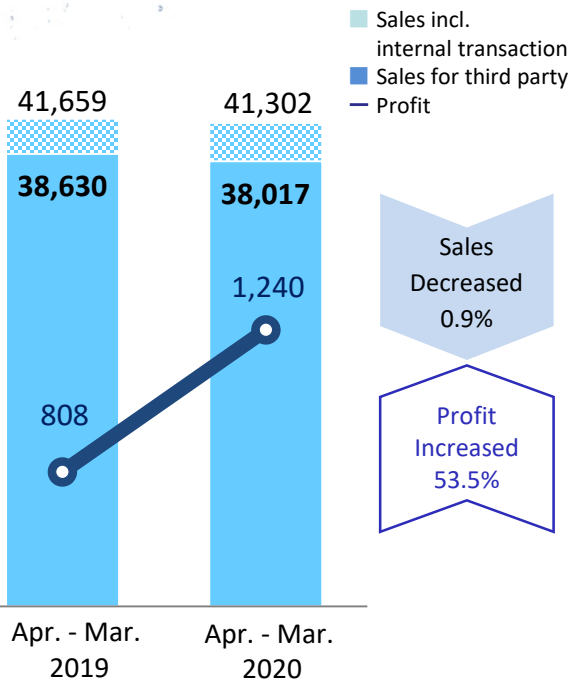
Increased in sales (3rd straight year) and increased in profit (2nd straight year).

Sales	Japan	<ul style="list-style-type: none"> - Increased sales of Blood bags and Closed Drug Mixing/Infusion System "NEO SHIELD" - Decreased sales of Hemodialysis Machines 	Profit	<ul style="list-style-type: none"> - Increase in operating profit, due to the influence of sales increase and the decreased sales cost ratio - Foreign exchange loss and loss on abandonment of inventories were not posted in this period while these losses had been posted in the last period, resulted in an ordinary profit increase
	Overseas	-Increased sales of Apheresis kits and Blood bags		Dividend forecast

Summary by segment (geographical area)

(unit: JPY million)

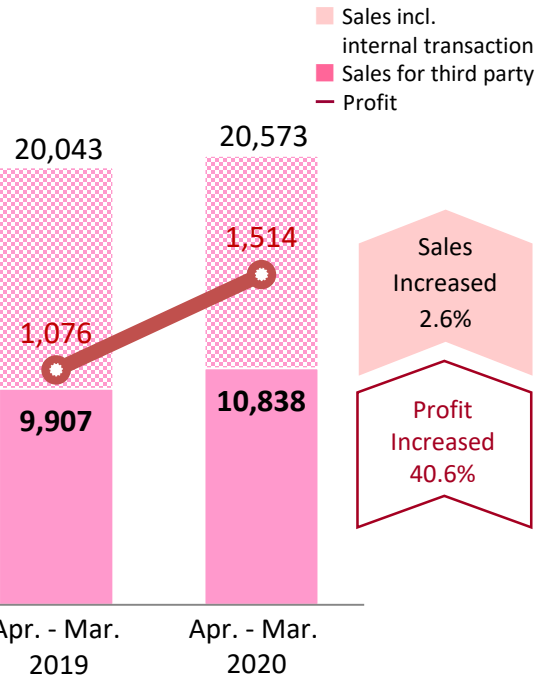
Japan



[Sales] Decreased sales of Hemodialysis Machines which were offset by the increased sales of Blood bags and Closed Drug Mixing/Infusion System “NEO SHIELD”, reduced net sales.

[Ordinary Income] Decreased selling general and administrative expenses, and increased dividend income from affiliated companies, resulted in a profit growth.

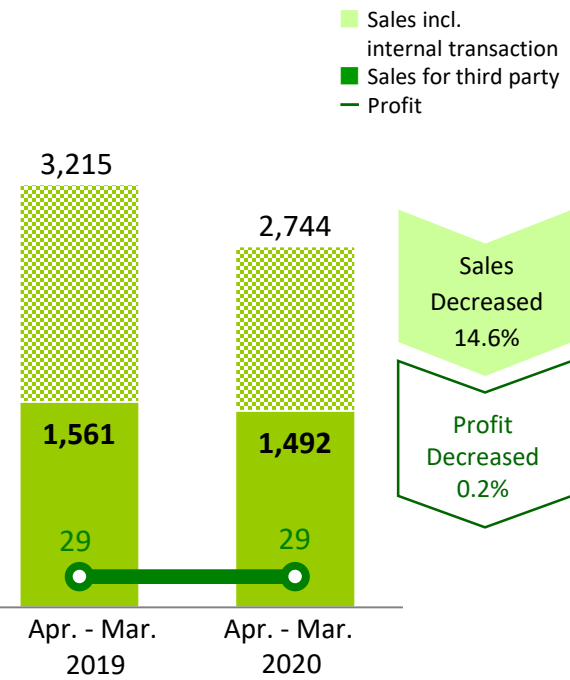
Singapore



[Sales] Increased sales of Apheresis kits for North America market and Blood bags for Middle East market raised net sales.

[Ordinary Income] The influence of sales increase as well as the influence of foreign currency exchange resulted in a profit growth.
*This segment includes Indonesia local subsidiary.

China



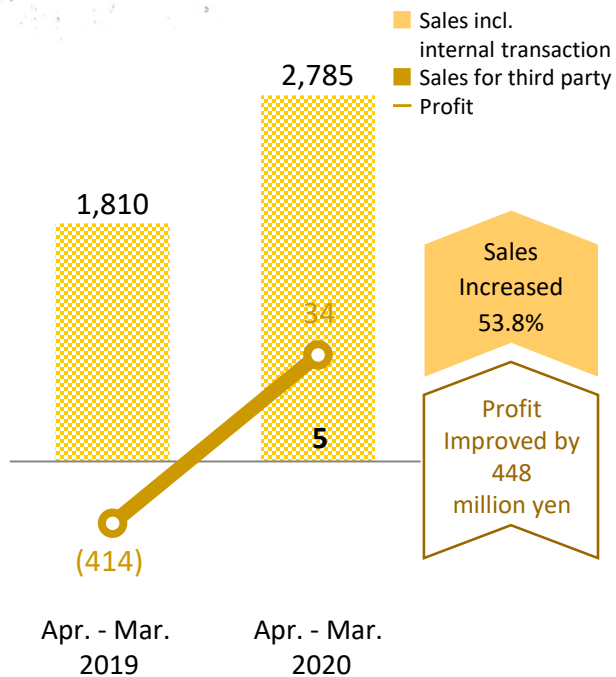
[Sales] Decreased sales of Infusion Sets for Japan market due to production transfer to the plant in Philippines reduced net sales.

[Ordinary Income] Despite the decrease of labor cost and other expense, the influence of sales decrease resulted in a slightly decreased profit.

Summary by segment (geographical area)

(unit: JPY million)

Philippines



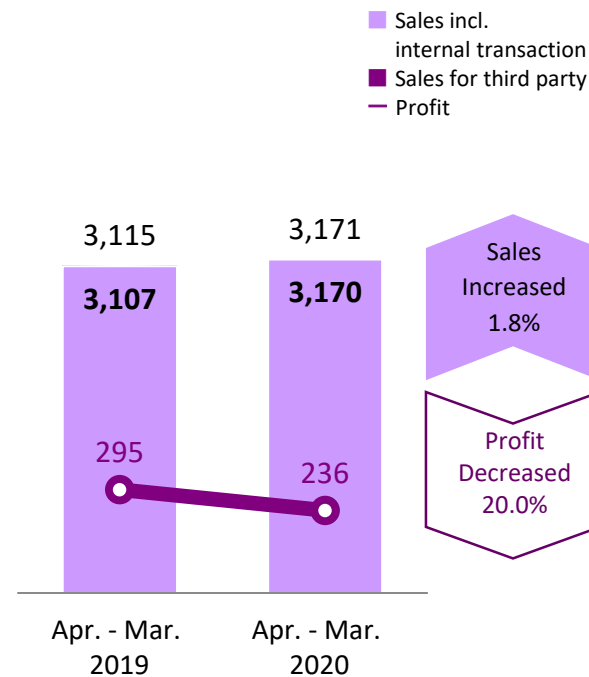
[Sales]

Increased sales of Infusion Sets for Japan market raised net sales.

[Ordinary Income]

The influence of fixed cost recovery by the sales increase raised profit and moved into the black .

Germany



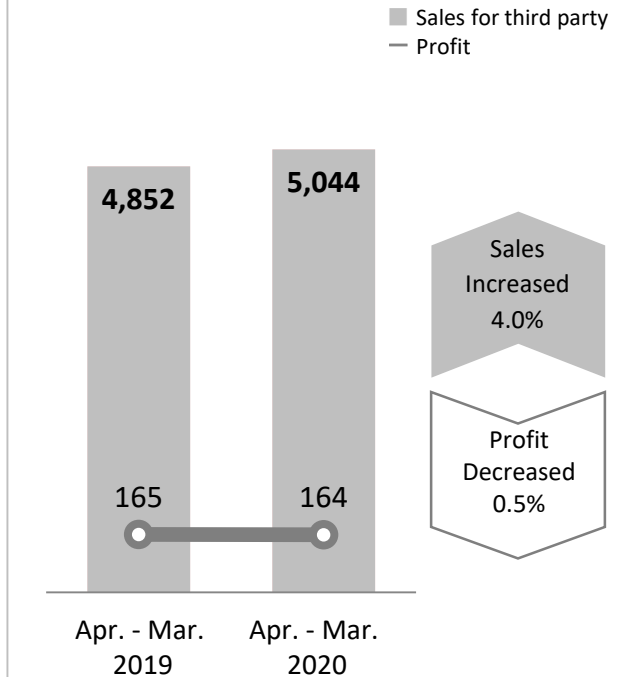
[Sales]

Increased sales of Blood bags raised net sales.

[Ordinary Income]

Increased cost of purchase by influence of foreign currency exchange resulted in a reduced profit.

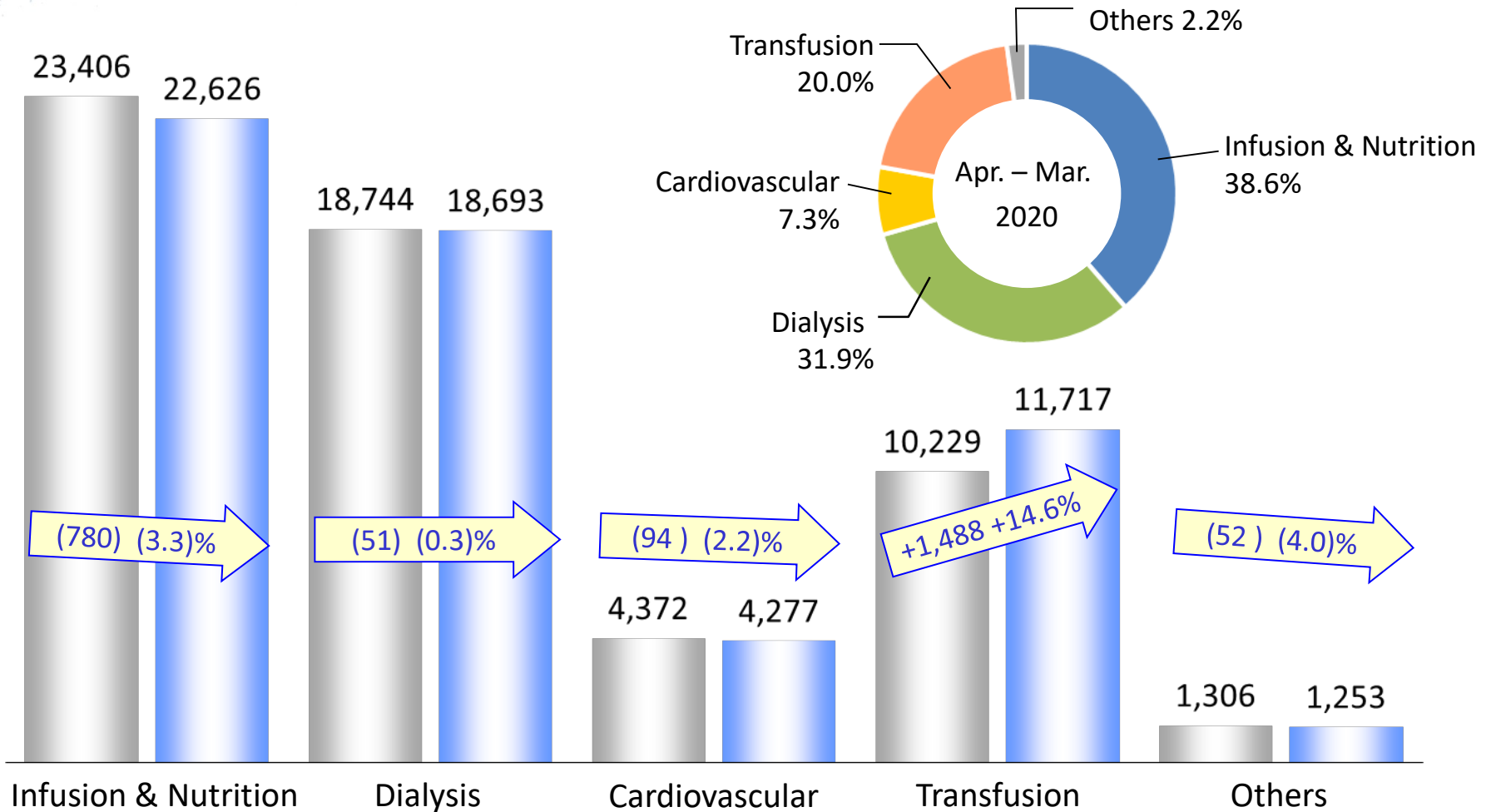
Others



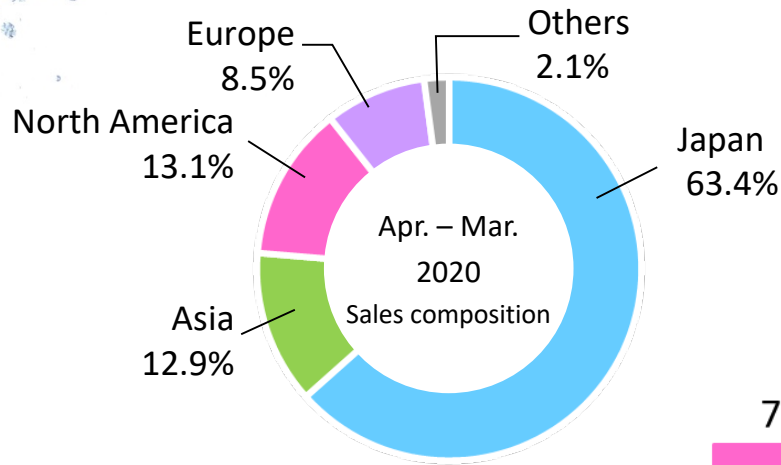
*This segment includes business activity of subsidiaries in Japan, United States, South Korea and Thailand.

Sales by Business Segment

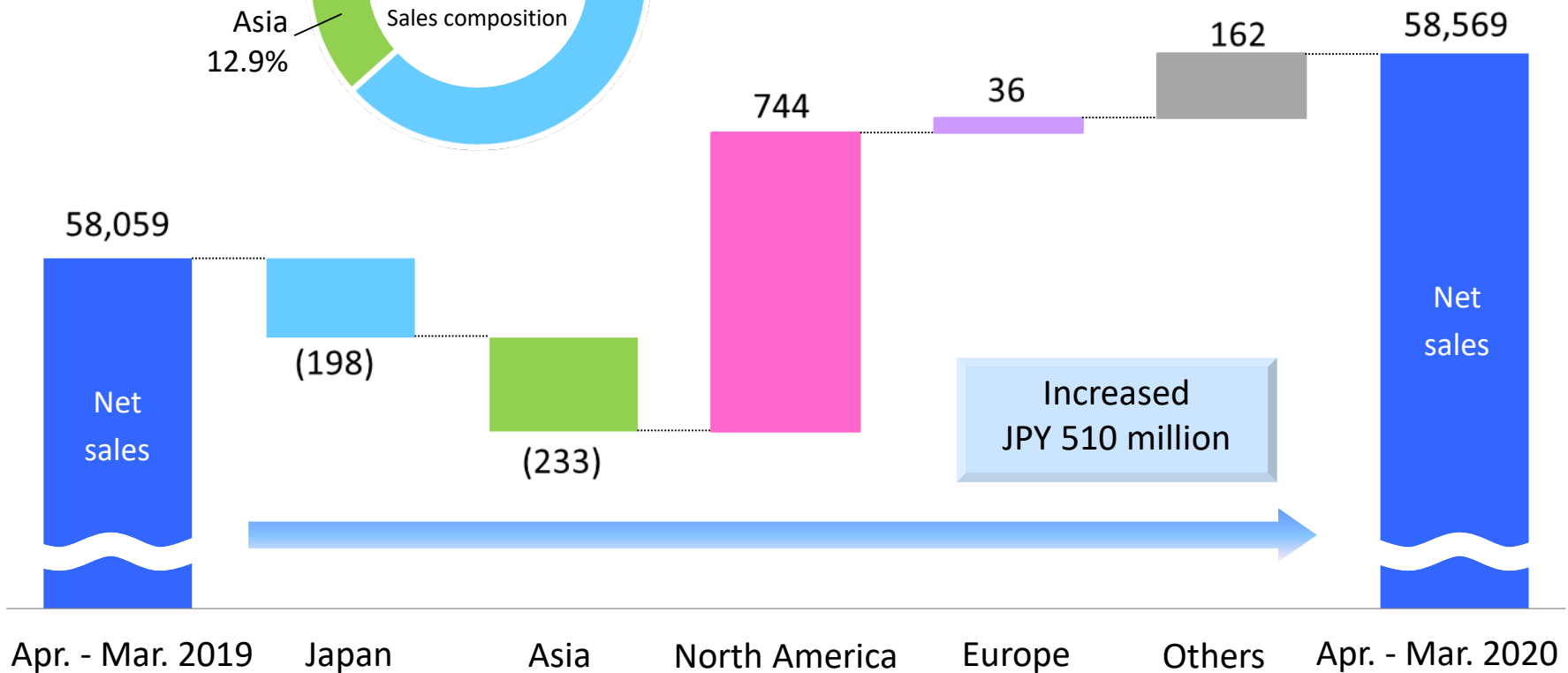
Apr. – Mar. 2019
 Apr. – Mar. 2020
 (unit: JPY million)



Sales change by Region (Customer's Location)



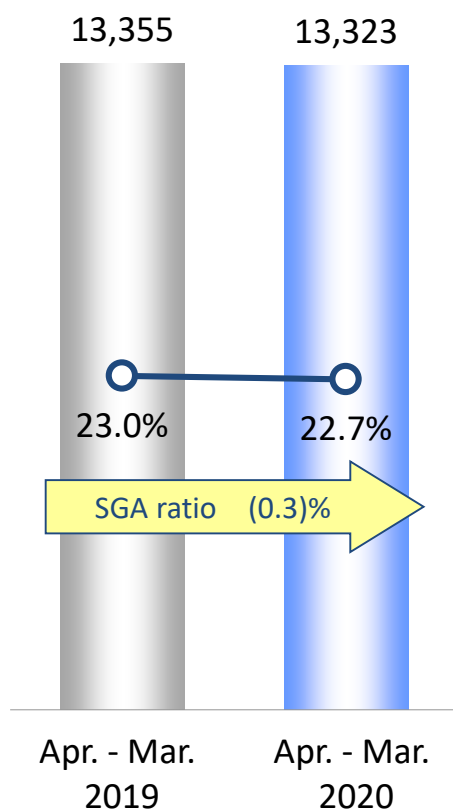
(unit: JPY million)



Selling, General and Admin. Expenses



(unit: JPY million)



(unit: JPY million)

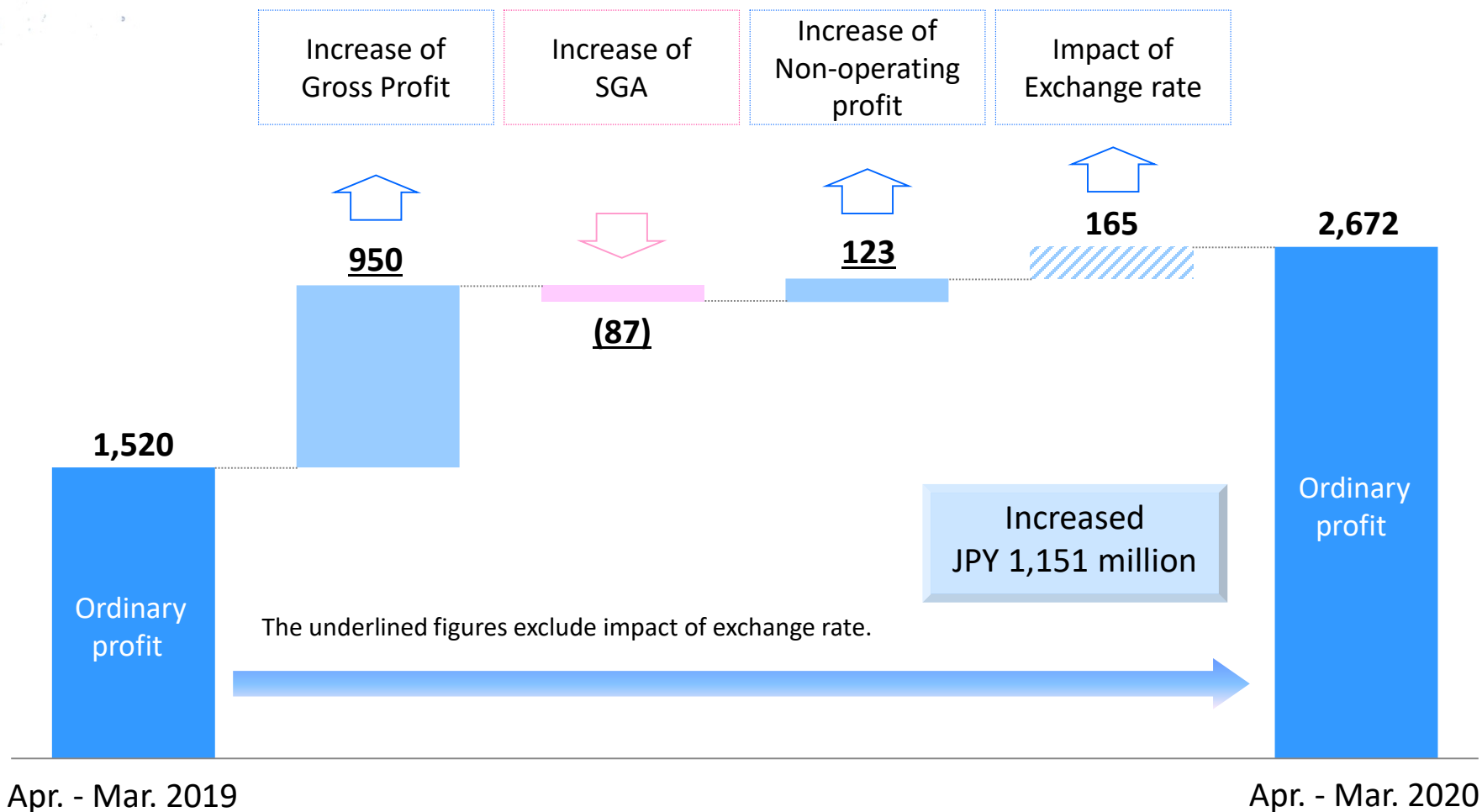
	Apr. - Mar. 2019	Apr. - Mar. 2020	Diff.	Year-over-Year
Labor Cost	5,806	5,798	(8)	(0.1)%
Transport	1,652	1,715	63	3.8%
R & D	1,515	1,417	(98)	(6.5)%
Depreciation	335	352	17	5.1%
Others	4,045	4,039	(5)	(0.1)%
Total	13,355	13,323	(31)	(0.2)%

[R & D] Clinical trial expense for the development of a new product decreased.

Ordinary profit : Compared with the previous year



(unit: JPY million)



Forecast for FYE Mar. 2021

(unit: JPY million)

	FYE Mar. 2020 Result	FYE Mar. 2021 Forecast	Year-over-Year
Net sales	58,569	59,500	1.6%
Operating profit	2,314	2,000	(13.6)%
Ordinary profit	2,672	2,200	(17.7)%
Profit attributable to owners of parent	1,977	1,600	(19.1)%
Basic earnings per share	JPY 81.12	JPY 65.62	---

Exchange Rate (average during period)	US Dollar	108.74	108
	Euro	122.07	120
(unit: JPY)	Singapore Dollar	79.28	78

At this time, the spread of the Corona Virus Disease 2019 (COVID-19) infection cannot be expected to be contained, but the above forecast has been calculated based on the assumption that it will be contained by the end of this fiscal year.

Topics



※Announcement date

- Participate in an investment fund specialized in medical device ventures.
Nov. 2019

- Recognized as a “2020 Certified Health & Productivity Management Outstanding Organization” for two consecutive years.
Mar. 2020



- Treatment for refractory skin ulcer using Platelet Collection Sets “CELLAID P Type” is now covered by insurance.
Apr. 2020





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.