



Financial Statements
for the 3rd quarter of fiscal year ending March 31, 2022
(From Apr. 1, 2021 to Dec. 31, 2021)

Summary of consolidated results

JMS Co., Ltd.

Company Code No. 7702

February 8, 2022

Highlights in Business Results



(unit: JPY million)

	Apr. - Dec. 2020 Results	Apr. - Dec. 2021 Results	Diff.	Year-over-Year
Net sales	42,749	43,769	1,019	2.4%
Operating profit	1,673	1,220	(452)	(27.1)%
Ordinary profit	1,565	1,233	(332)	(21.2)%
Profit attributable to owners of parent	1,427	883	(543)	(38.1)%
Basic earnings per share	JPY 58.47	JPY 36.17	---	---

Exchange Rate (average during period)	US Dollar	JPY 106.11	JPY 111.10
	Euro	JPY 120.90	JPY 129.83
	(unit: JPY) Singapore Dollar	JPY 77.03	JPY 82.46

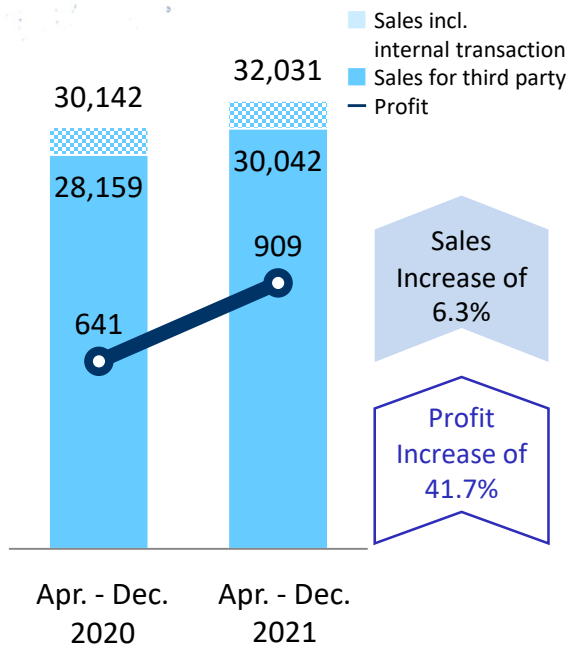
**Increased in sales
Decreased in profit**

Sales	Japan	<ul style="list-style-type: none"> Recovery trend from the effects of COVID-19 Increased sales of enteral nutrition-related products under ISO standards and Blood Purification Tubing Sets 	Profit	<ul style="list-style-type: none"> Operating profit decreased due to higher cost of sales ratio caused by the appreciation of local currencies in overseas production bases, increased cost of raw material, and increased ocean freight rates
	Overseas	<ul style="list-style-type: none"> Continued stagnation of demand for products affected by COVID-19 Decreased sales of Apheresis kits and Blood bags 		<ul style="list-style-type: none"> Net income decreased due to subsidy income as extraordinary income recorded in the same quarter of the previous year

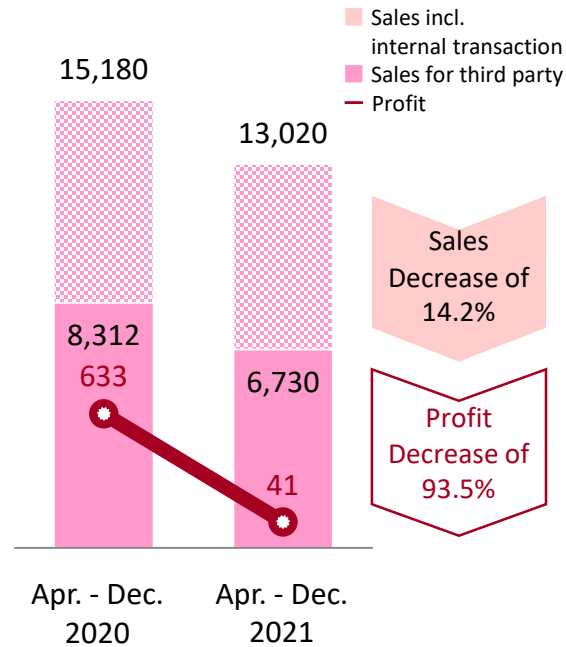
Summary by segment (geographical area)

(unit: JPY million)

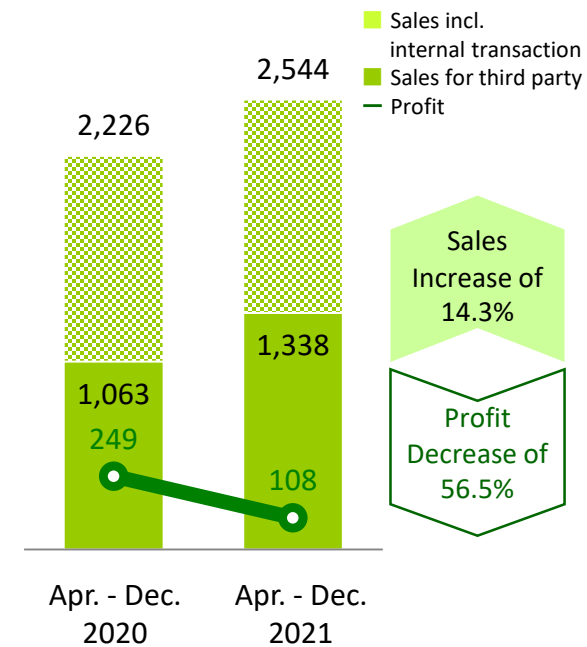
Japan



Singapore



China



[Sales]

- Recovery trend from the effects of COVID-19
- Increase in sales of medical gloves, enteral nutrition-related products, Closed Drug Mixing/Infusion System "NEO SHIELD", and hemodialysis machines to China

[Ordinary profit]

Despite the increase in expenses accompanying the transfer of the blood purification business, increase in sales resulted in profit growth

[Sales]

- Decrease in Number of Blood Donors in Blood Business
- Decrease in sales of Apheresis kits and blood bags

[Ordinary profit] Despite the decreased labor costs and selling costs, the influence of decreased sales and the impact of higher cost of sales ratio caused by increased raw material cost and the appreciation of local currency reduced profit

*This segment includes Indonesia subsidiary

[Sales]

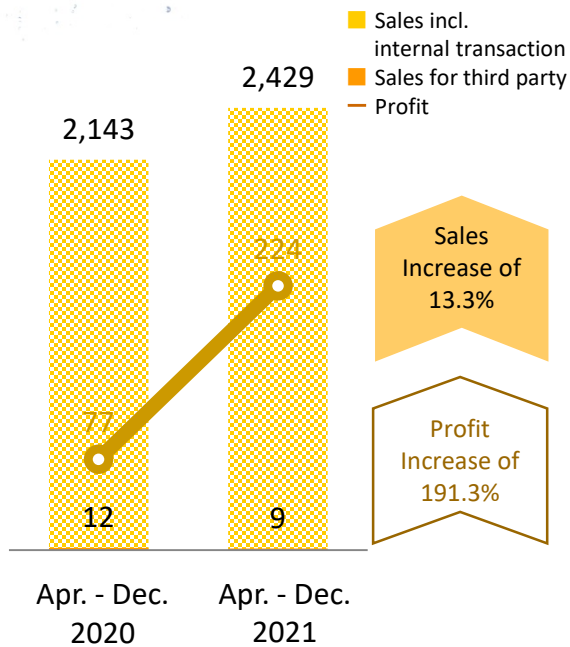
- Number of dialysis patients in Chinese market on the rise
- Increase in sales of AV Fistula Needle and Hemodialysis Blood Tubing Sets
- Increased sales of Blood Purification Circuit for the Japan market

[Ordinary profit] Higher cost of sales ratio caused by increased cost of raw material, and an increase in labor costs compared to the same quarter of the previous fiscal year when there was a reduction or exemption of social insurance premiums resulted in a reduced profit

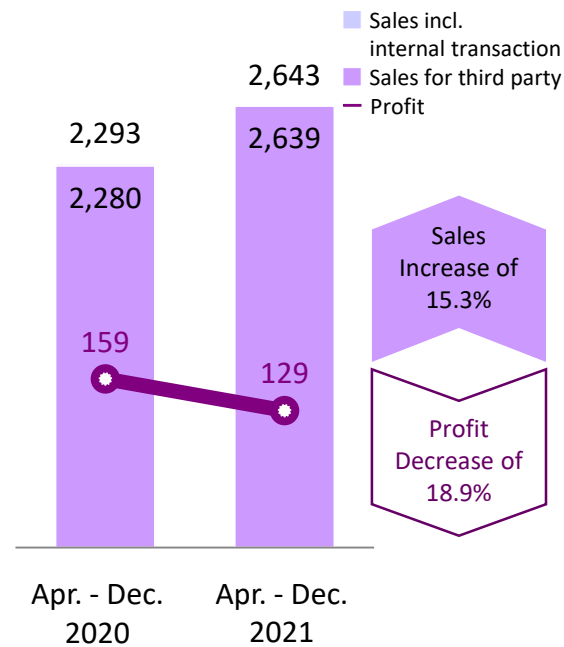
Summary by segment (geographical area)

(unit: JPY million)

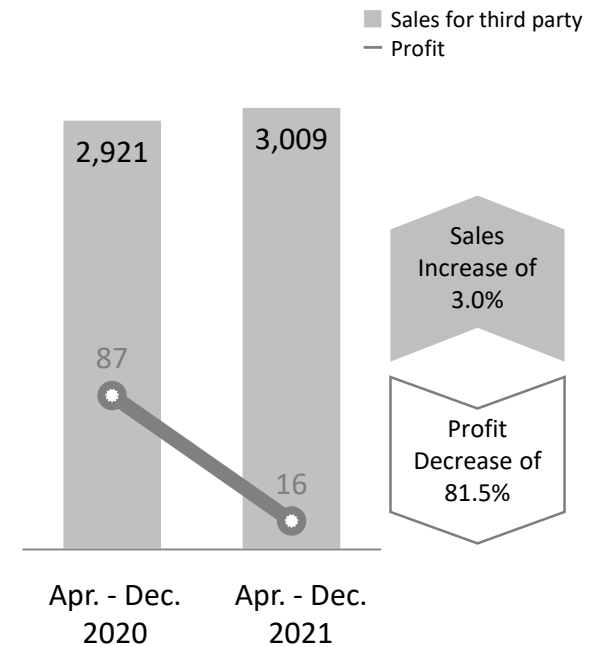
Philippines



Germany



Others



[Sales]

- Improvement of effect from COVID-19 in the same quarter of the previous year
- Increase in AV Fistula Needle for Europe raised net sales

[Ordinary profit]

The influence of increased sales resulted in an improved profit

[Sales]

- Increased market share of AV Fistula Needle resulted in net sales growth

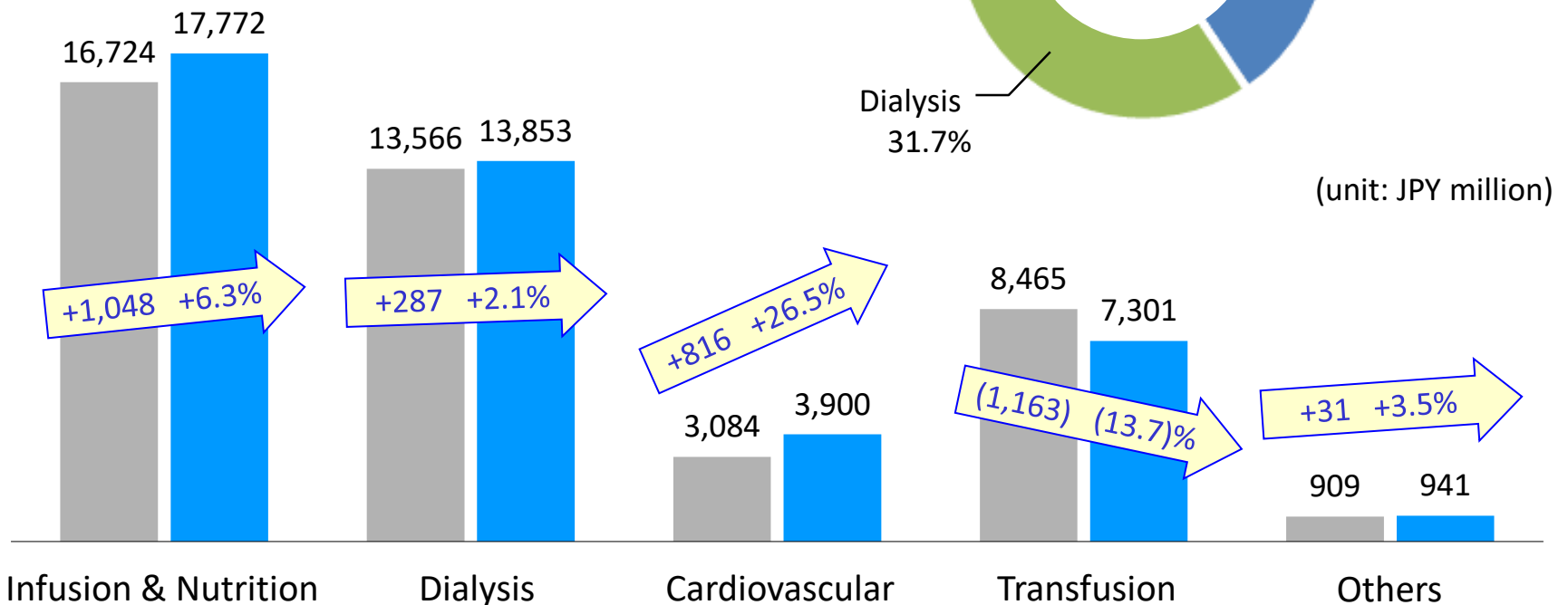
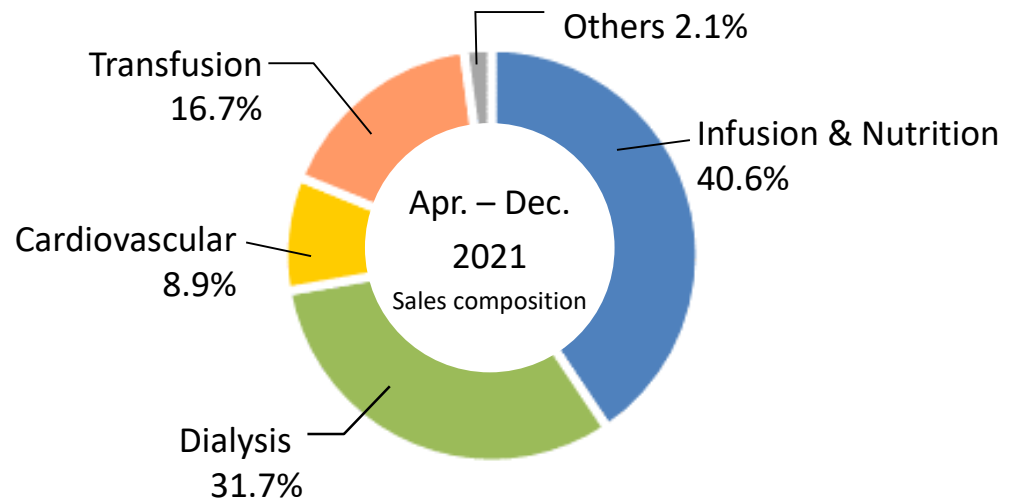
[Ordinary profit]

Despite the effect of increased sales, an increase in purchase costs caused by soaring marine transportation costs resulted in a reduced profit.

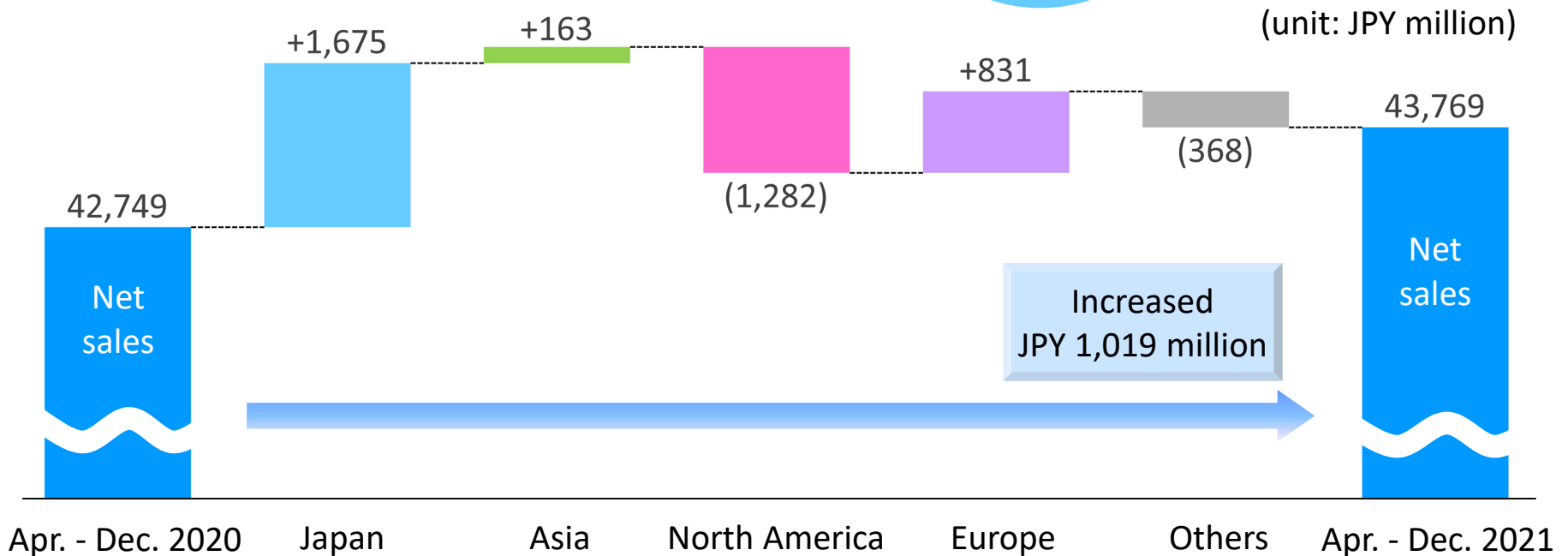
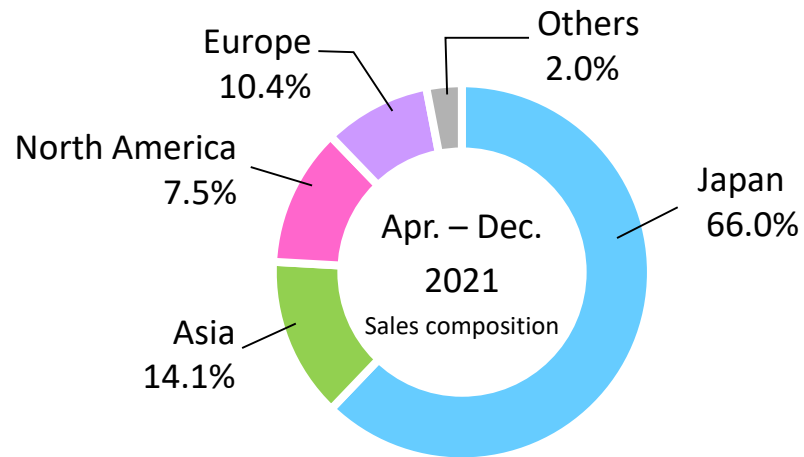
* This segment includes business activity of domestic subsidiaries, United States, South Korea and Thailand.

Sales by Business Segment

Apr. – Dec. 2020
 Apr. – Dec. 2021



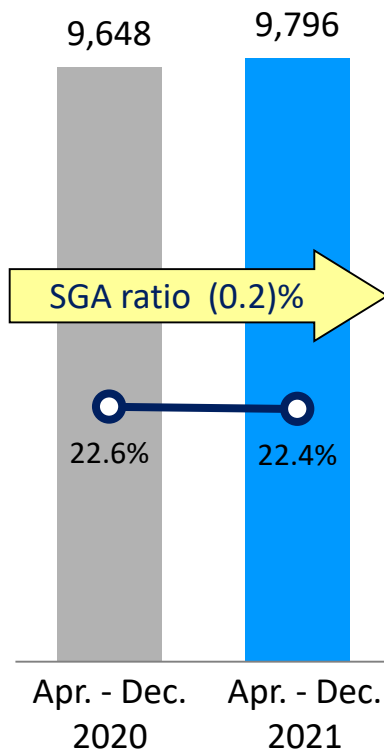
Sales increase or decrease (Customer's Location)



Selling, General and Admin. Expenses



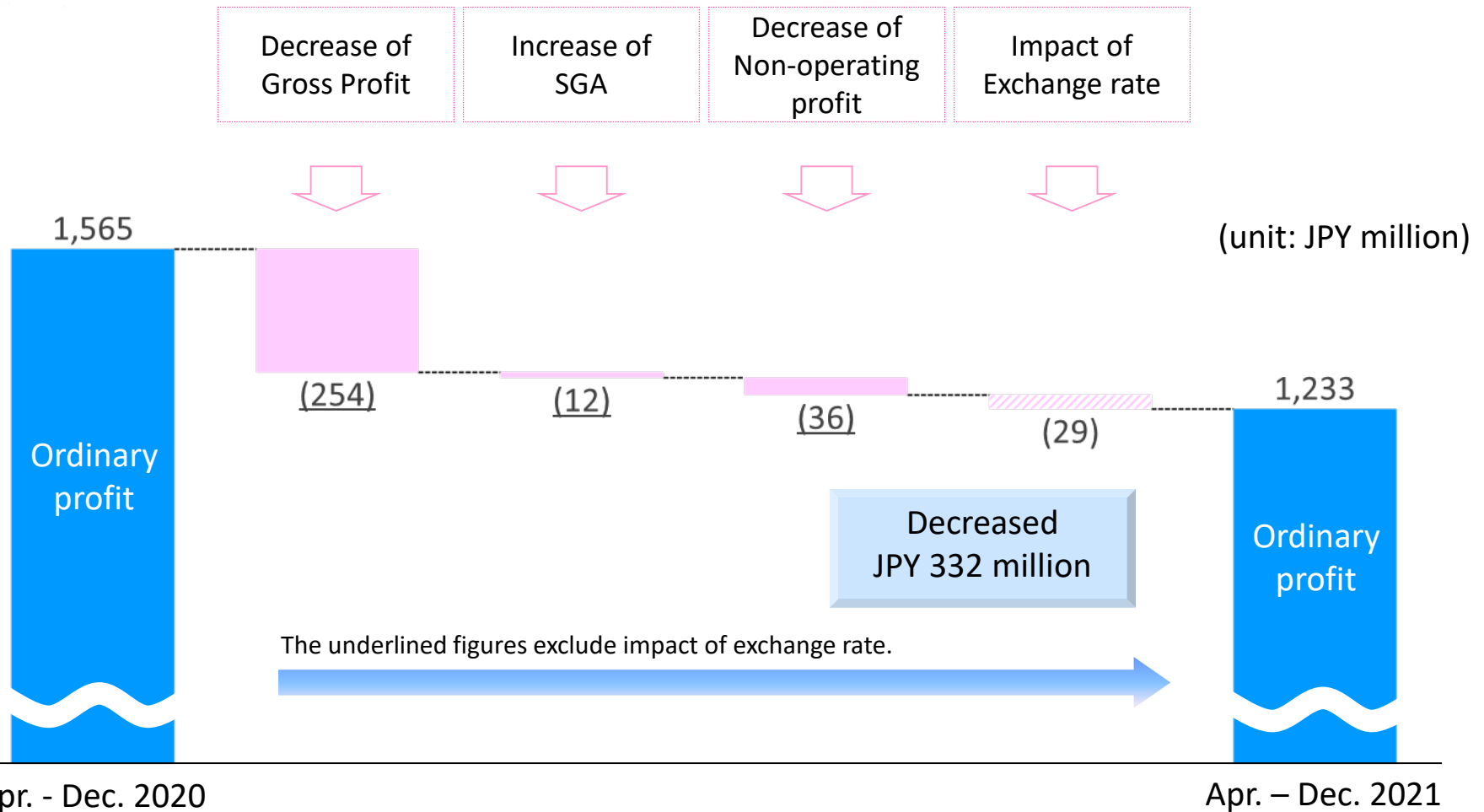
(unit: JPY million)



(unit: JPY million)

	Apr. - Dec. 2020	Apr. - Dec. 2021	Diff.	Year-over-Year
Labor Cost	4,265	4,392	127	3.0%
Transport	1,324	1,399	75	5.7%
R & D	1,156	1,089	(67)	(5.9)%
Depreciation	252	277	25	10.0%
Others	2,649	2,637	(11)	(0.4)%
Total	9,648	9,796	148	1.5%

Ordinary profit : Compared with the previous year



Forecast for FYE Mar. 2022



(unit: JPY million)

	FYE Mar. 2021 Result	FYE Mar. 2022 Forecast	Year-over-Year
Net sales	57,578	58,000	0.7%
Operating profit	2,127	1,200	(43.6)%
Ordinary profit	2,013	1,200	(40.4)%
Profit attributable to owners of parent	1,736	900	(48.2)%
Basic earnings per share	JPY 71.13	JPY 36.84	---

Exchange Rate (average during period)	US Dollar	106.06	112.00
	Euro	121.81	130.00
	(unit: JPY) Singapore Dollar	77.65	83.00

Topics



-Received the "Good Design Award 2021" for two products. (Cell freezing bag, Feeding Bag)
October 2021



Cell freezing bag CellQua®
GOOD DESIGN BEST100

Feeding Bag

-Launched new product "PECOGINA", Tongue muscle training device.
October 2021



PECOGINA starters kit

-Launched an alcohol for disinfection "MEDICLEAN" to Medical institutions.
December 2021



MEDICLEAN



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.