

(Company Code 7702)

JMS CO.,LTD.

Financial Statements

for the 3rd Quarter of Fiscal Year Ending March 31, 2025

(From Apr. 1, 2024 to Dec. 31, 2024)

Summary of consolidated results

February 7, 2025

Summary of Financial Results

Consolidated

Increase in sales
Increase in profit

Net sales 52,635million yen (+4,600 million yen)
Operating profit 819million yen (+742 million yen)

Sales : In Japan, sales in the Oncological Therapy field were strong, and there was an increase in products related to drug price and medical service fees revisions, and progress in passing on price increases 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 : Despite the rising cost of raw materials and electricity, as well as an increase in depreciation costs associated with capital investment, profits increased due to the growth of core products and the effect of passing on price increases.

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 our main product, AV Fistula Needles, and Hemodialysis Machines for China.

Blood Management & Cell Therapy : Sales of Apheresis Kits and Blood Bags, the company's main products, increased, and the addition of Leukocyte Reduction Filters, which were acquired through a business transfer, also contributed to increased revenue.

Sales by Region

Japan : Closed Drug Mixing/Infusion Systems performed well, and following the revision of drug prices and medical service fees, sales of Prefilled Syringes and Dysphagia-related products increased, and passing on of price increases also contributed to increased revenue.

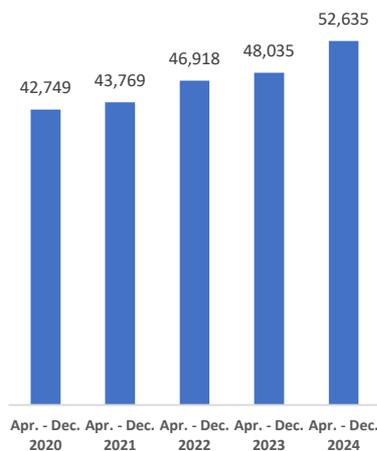
Asia: Blood Bags are on the rise, and Hemodialysis Machines, AV Fistula Needles, and Leukocyte Reduction Filters are increasing in China.

Highlights in Business Results

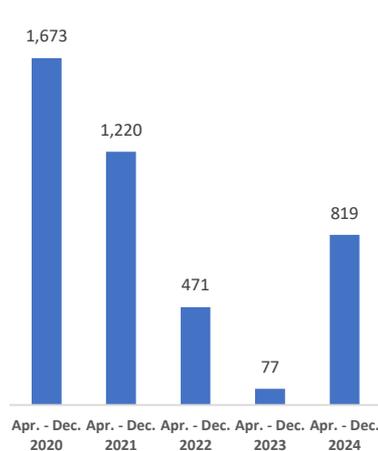
(unit: JPY million)

	Apr. - Dec. 2023 Results	Apr. - Dec. 2024 Results	Year-over-Year	
			Diff.	%
Net sales	48,035	52,635	4,600	9.6%
Operating profit	77	819	742	958.7%
Ordinary profit	263	632	368	139.6%
Profit attributable to owners of parent	54	209	155	287.1%

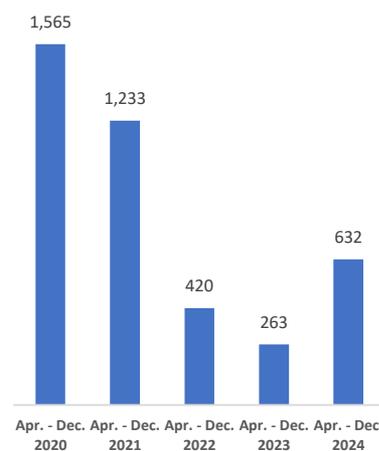
Net sales



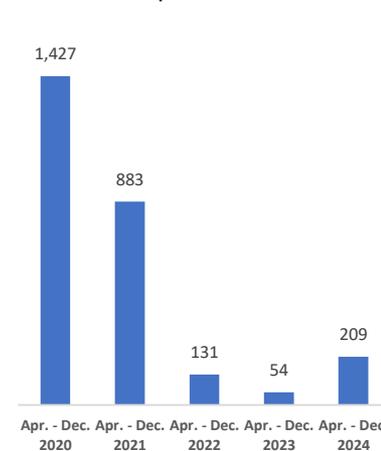
Operating profit



Ordinary profit



Profit attributable to owners of parent



Summary by segment (geographical area)

[Japan] In addition to an increase in sales of Prefilled Syringes, Dysphagia-related products, Closed Drug Mixing/Infusion Systems, Hemodialysis Machines for the Chinese market, and sales to affiliated companies, the effect of increased revenue due to progress in passing on price increases also contributed to increased profits.

[Singapore] Although sales of mainstay Apheresis Kits and Blood Bags increased, profits decreased due to the impact of unfavorable exchange rates, in addition to the soaring costs of raw materials and transportation, and the recording of foreign exchange losses outside of operating income.

(unit: JPY million)

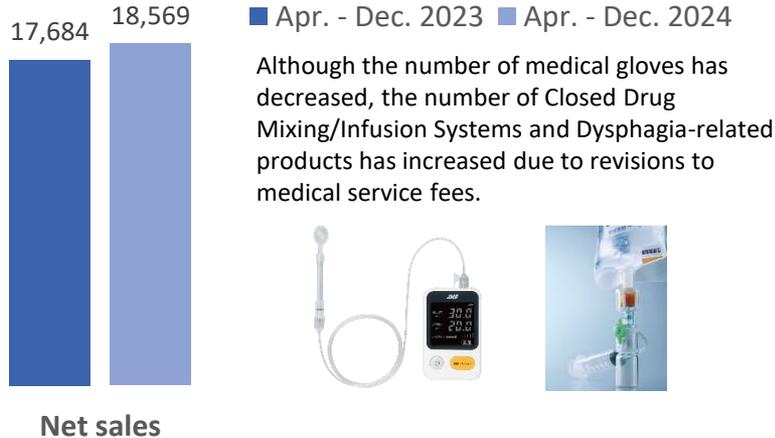
		Apr. - Dec. 2023	Apr. - Dec. 2024	Year-over-Year	
				Diff.	%
Japan	Sales	32,009	34,942	2,932	9.2%
	Ordinary profit	228	1,150	922	403.7%
Singapore※	Sales	17,643	19,762	2,119	12.0%
	Ordinary profit	(105)	(255)	(149)	—
China	Sales	2,771	3,167	396	14.3%
	Ordinary profit	(51)	(7)	43	—
Philippines	Sales	2,903	2,853	(50)	(1.7)%
	Ordinary profit	(154)	(277)	(123)	—
Germany	Sales	2,976	3,328	352	11.8%
	Ordinary profit	357	338	(18)	(5.1)%
Others※	Sales	2,927	3,711	783	26.8%
	Ordinary profit	(2)	(272)	(269)	—

※Singapore : This segment includes Indonesian subsidiary.

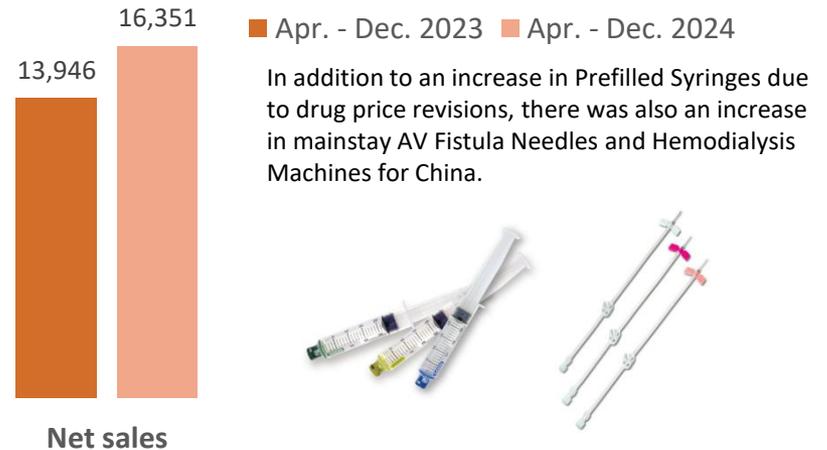
※Others : This segment includes business activity of subsidiaries in Japan, United States, South Korea , Thailand and Part of China.

(unit: JPY million)

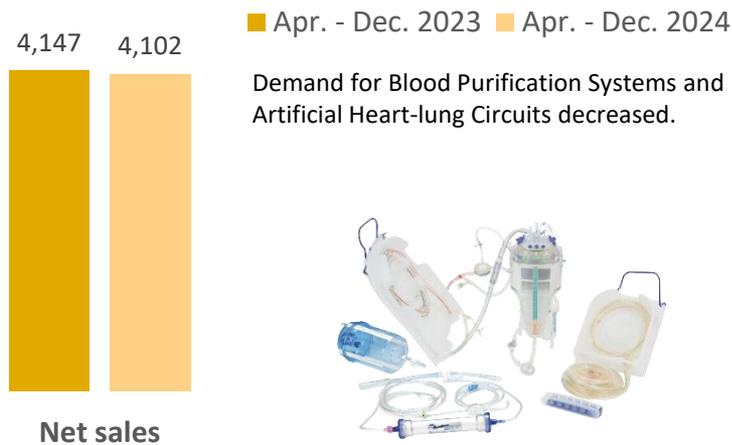
Infusion & Nutrition



Dialysis



Cardiovascular



Blood Management & Cell Therapy

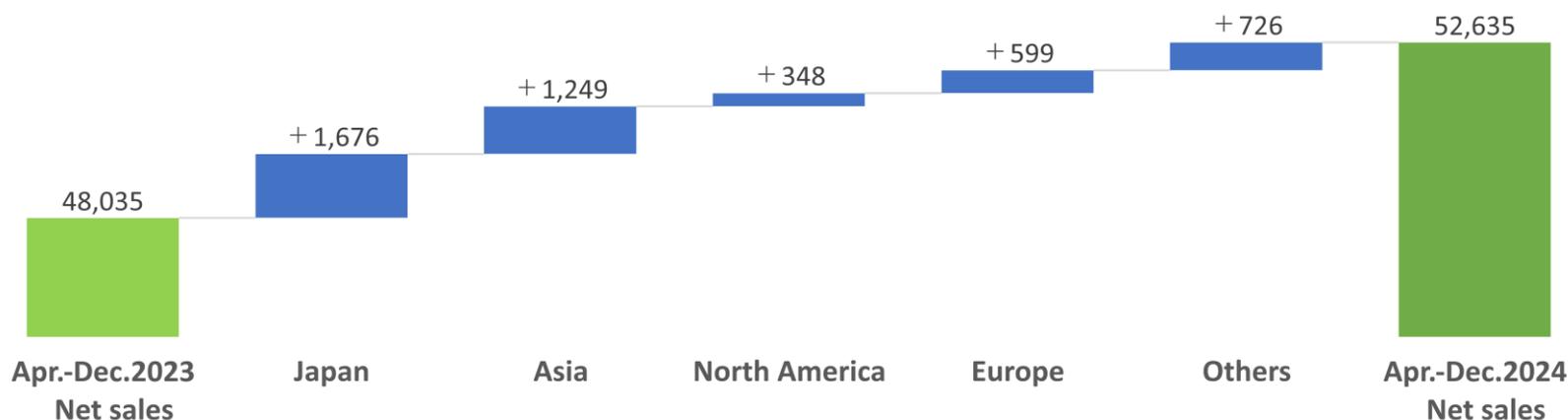


Sales change by Region (Customer's Location)

In Japan, sales of Closed Drug Mixing/Infusion Systems were strong, and sales of products related to drug price and medical service fees revisions increased, with the progress of price pass-on also contributing to increased revenue. Overseas, sales of mainstay Apheresis Kits and Blood Bags increased, and in China, in addition to an increase in Hemodialysis Machines, sales also increased due to the addition of Leukocyte Reduction Filters, which were acquired through a business transfer. Sales increased in all regions, including an increase in AV Fistula Needles for North America and Europe.

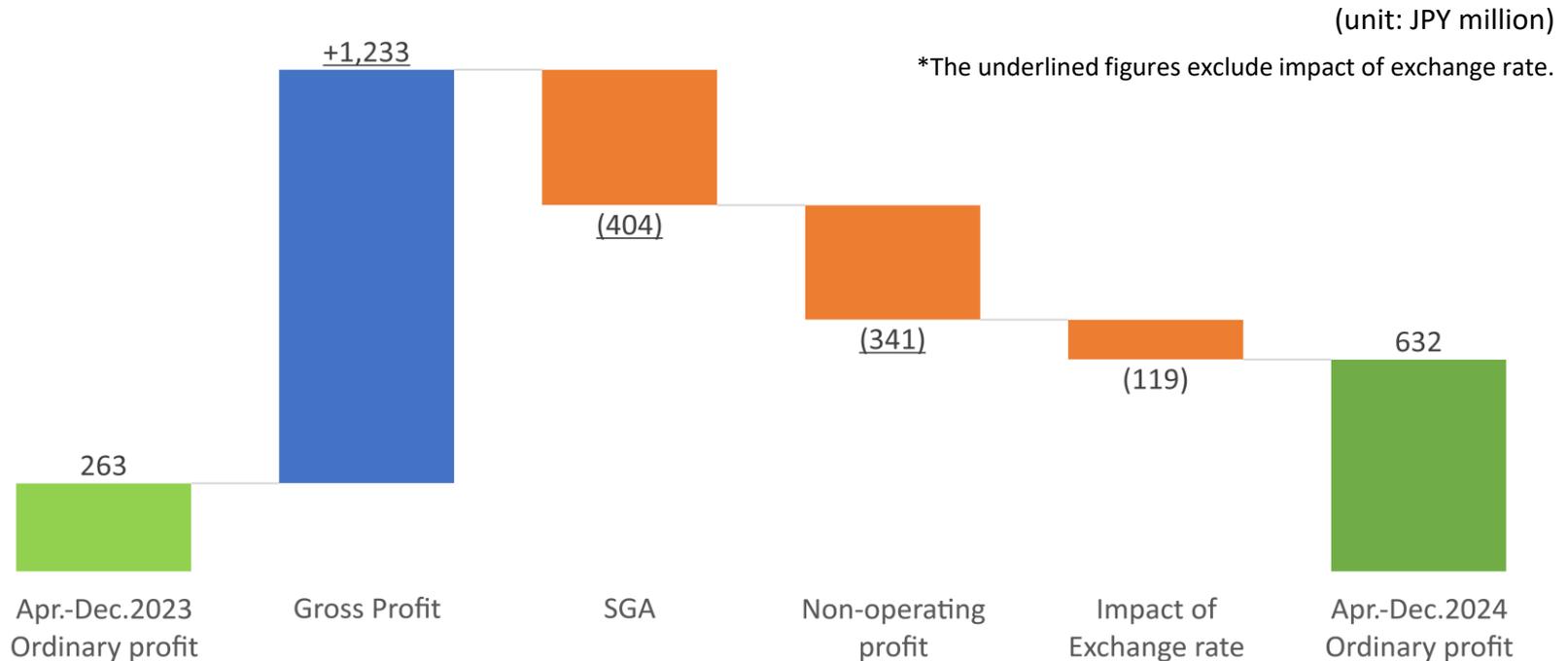
(unit: JPY million)

	Apr. - Dec. 2023	Apr. - Dec. 2024	Year-over-Year		Sales composition
			Diff.	%	
Japan	28,469	30,146	1,676	5.9%	57.3%
Asia	8,287	9,537	1,249	15.1%	18.1%
North America	5,697	6,045	348	6.1%	11.5%
Europe	4,332	4,931	599	13.8%	9.4%
Others	1,248	1,974	726	58.2%	3.8%



Ordinary profit : Compared with the previous year

Although affected by the rising cost of raw materials and electricity, gross profit increased due to growth in mainstay products and progress in passing on price increases, and although there was an increase in SG&A expenses such as personnel costs and a foreign exchange loss was recorded in non-operating expenses, ordinary profit increased.



	Exchange Rate (average during period)		
	US Dollar	Euro	Singapore Dollar
Apr. - Dec. 2023	143.29	149.62	106.42
Apr. - Dec. 2024	152.57	164.40	114.25

(unit: JPY)

Forecast for FYE Mar. 2025

In light of recent performance trends, we would like to announce the following revisions to the consolidated earnings forecast for the fiscal year ending March 2025, which was announced on November 7, 2024.

(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)	700	1,000	—
Ordinary profit	145	400	700	379.5%
Profit attributable to owners of parent	(36)	100	250	—

* Exchange rate for the forecast: 1USD=156yen, 1EUR=163yen, 1SGD=116yen.

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 : Although the company is affected by the rising cost of raw materials and electricity, it is expected to see an increase in profits due to the growth of its main products and the progress of price increases, and it is expected to see an increase in profits.



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.