



Financial Statements  
for the 2nd quarter of fiscal year ending March 31, 2021  
(From Apr. 1, 2020 to Sep. 30, 2020)

## Summary of consolidated results

**JMS Co., Ltd.**

Company Code No. 7702

November 6, 2020

# Highlights in Business Results



(unit: JPY million)

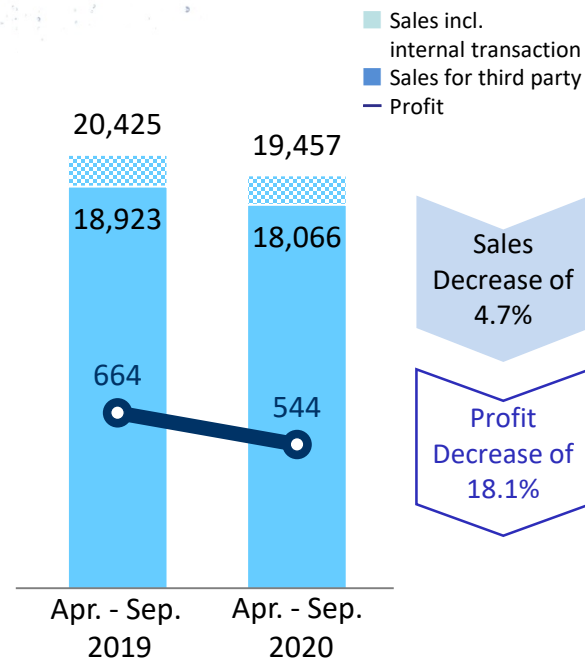
	Apr. - Sep. 2019 Results	Apr. - Sep. 2020 Results	Diff.	Year-over-Year
Net sales	28,718	27,900	(818)	(2.8)%
Operating profit	817	1,046	228	28.0%
Ordinary profit	956	1,127	171	17.9%
Profit attributable to owners of parent	637	1,060	422	66.3%
Basic earnings per share	JPY 26.14	JPY 43.46	---	---
Exchange Rate (average during period)	US Dollar	108.63	106.92	<b>Decreased in sales. Increased in profit (3rd straight year).</b>
	Euro	124.32	119.30	
	(unit: JPY) Singapore Dollar	79.34	76.74	

Sales	Japan	-Increased sales of Closed Drug Mixing/Infusion System "NEO SHIELD" -Decreased sales of Infusion Sets	Profit	-Despite the influence of decreased sales and the increase in R&D expense, profit growth due to the influence of the decreased selling cost -The subsidy income of extraordinary income resulted in the increase of the profit attributable to owners of parent
	Overseas	-Increased sales of Blood bags -Decreased sales of AV Fistula Needles for North America		Dividend forecast

# Summary by segment (geographical area)

(unit: JPY million)

## Japan



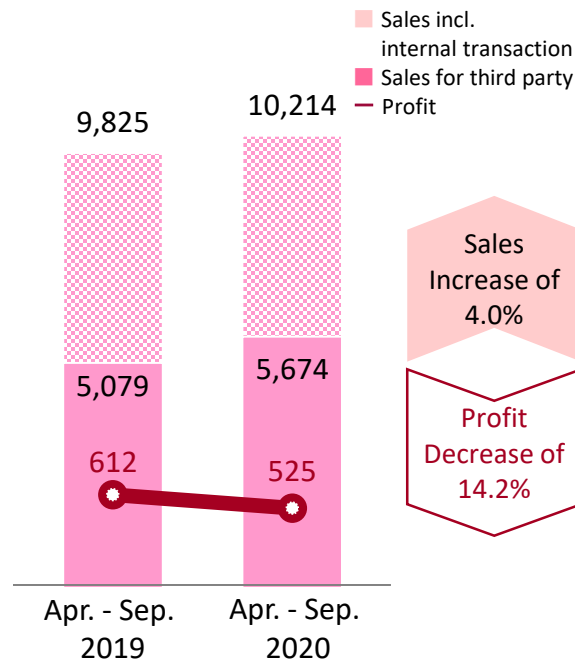
### [Sales]

Increased sales of Closed Drug Mixing/Infusion System "NEO SHIELD" were offset by decreased sales of Infusion Sets, reduced net sales.

### [Ordinary Income]

Despite the decreased selling cost, the influence of decreased sales and the increase in R&D expenses resulted in a reduced profit.

## Singapore



### [Sales]

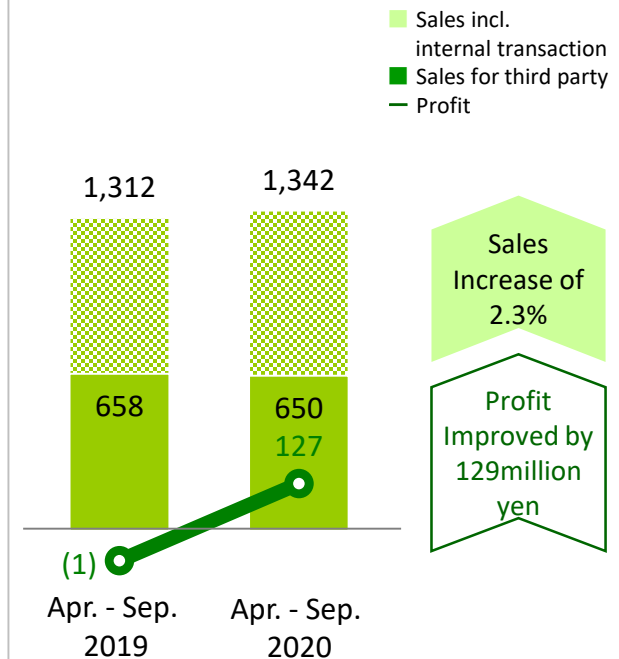
Increased sales of Blood bags for East Asia market raised net sales.

### [Ordinary Income]

Despite the influence of increased sales, the influence of foreign exchange losses resulted in a reduced profit.

\*This segment includes Indonesia local subsidiary.

## China



### [Sales]

Increased sales of Infusion Transfusion Related Products for the Japan market induced net sales.

### [Ordinary Income]

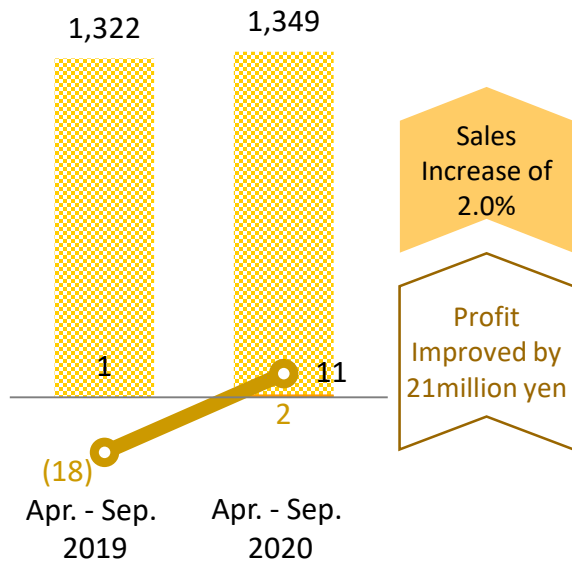
The influence of increased sales and improved sales cost ratio resulted in the black.

# Summary by segment (geographical area)

(unit: JPY million)

## Philippines

- Sales incl. internal transaction
- Sales for third party
- Profit



### [Sales]

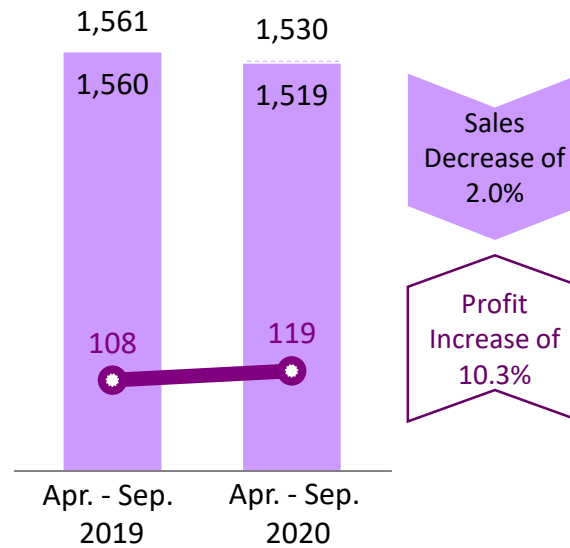
Increased sales of Apheresis kits for the North America market raised net sales.

### [Ordinary Income]

The influence of increased sales resulted in an improved profit.

## Germany

- Sales incl. internal transaction
- Sales for third party
- Profit



### [Sales]

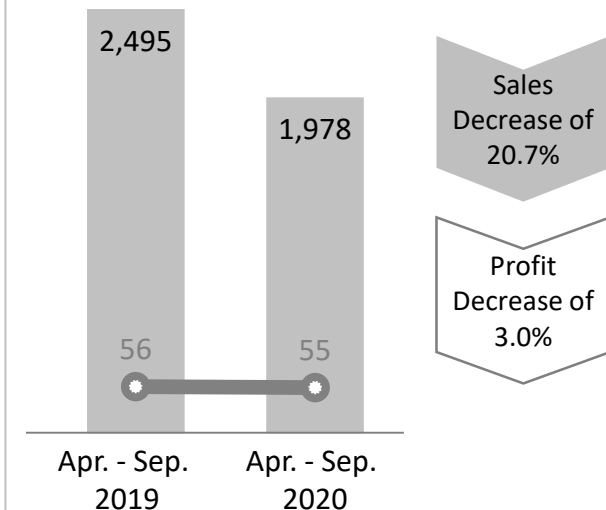
Despite the increased sales of AV Fistula Needle, net sales reduced due to influence of foreign currency translation.

### [Ordinary Income]

The decrease in selling expenses resulted in profit growth.

## Others

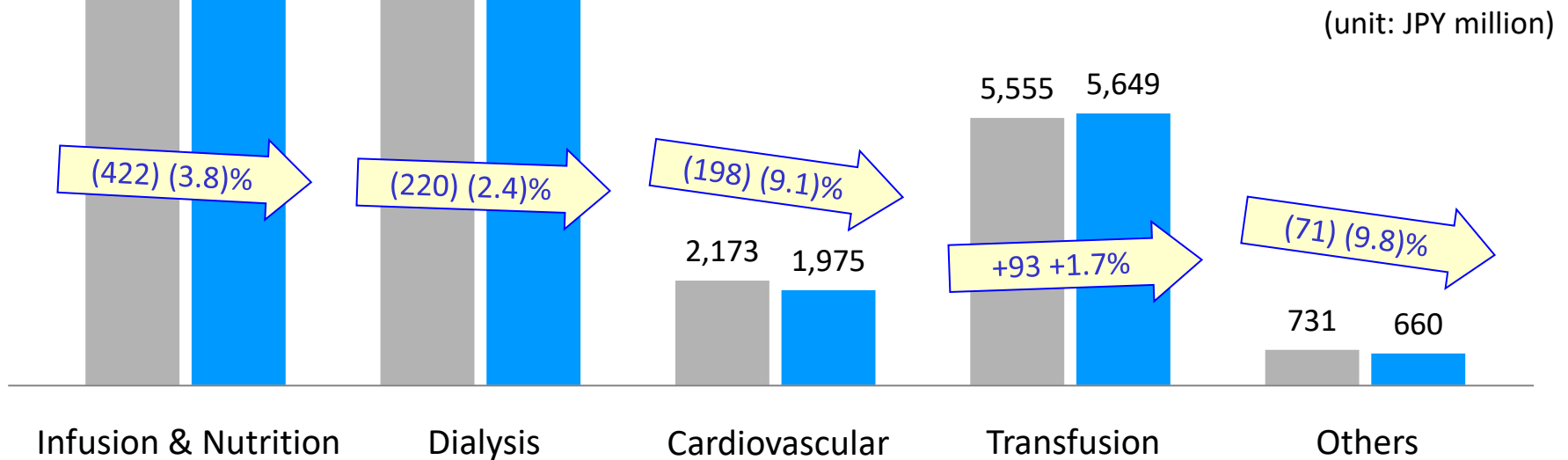
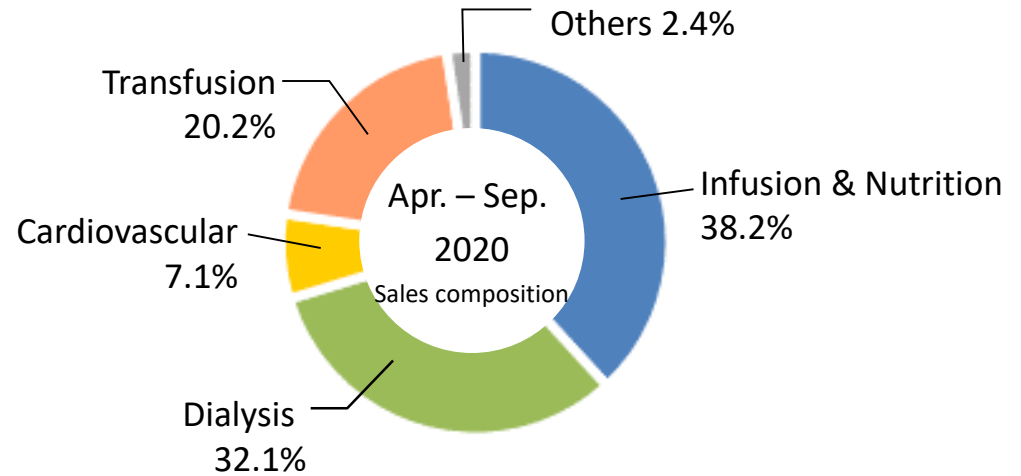
- Sales for third party
- Profit



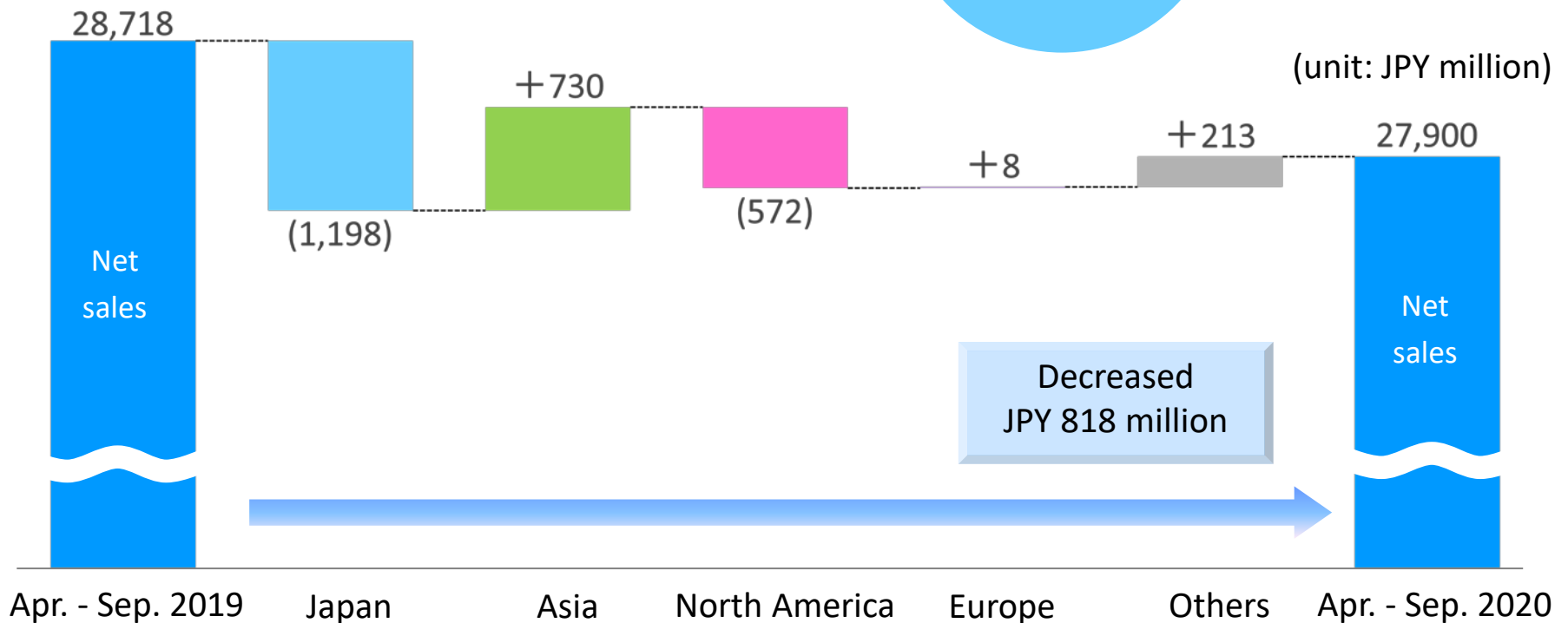
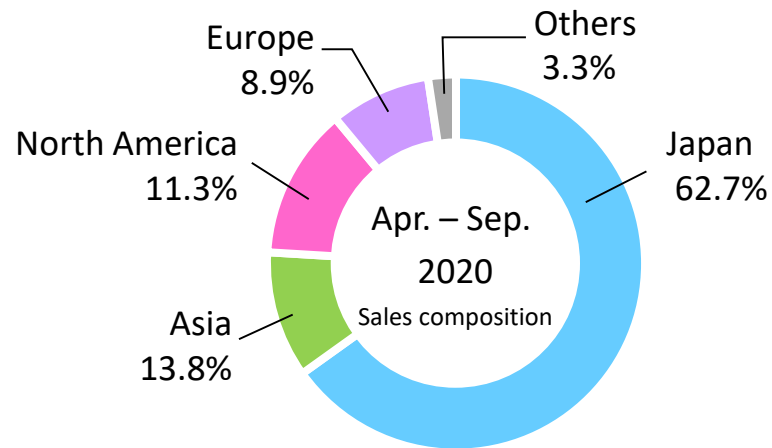
\*This segment includes business activity of domestic subsidiaries, United States, South Korea and Thailand.

# Sales by Business Segment

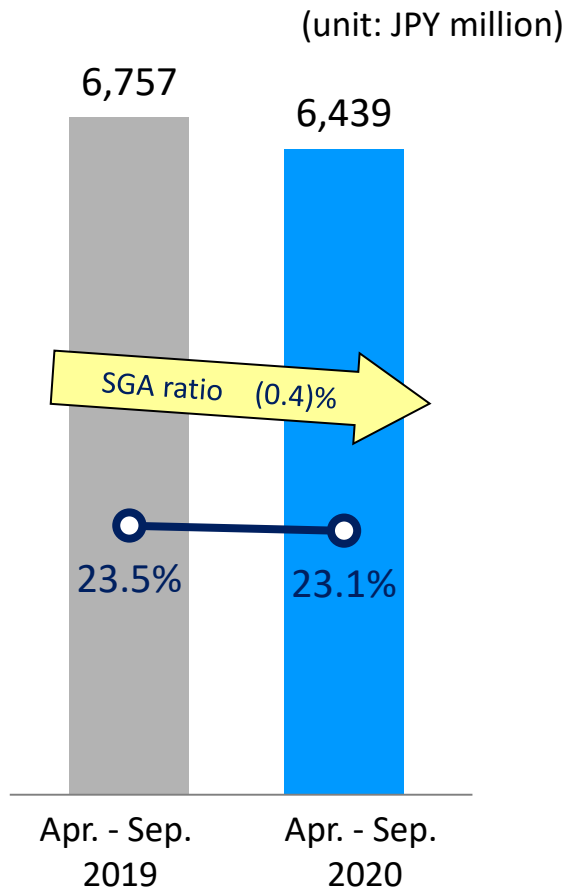
Apr. – Sep. 2019
  Apr. – Sep. 2020



# Sales increase or decrease (Customer's Location)



# Selling, General and Admin. Expenses

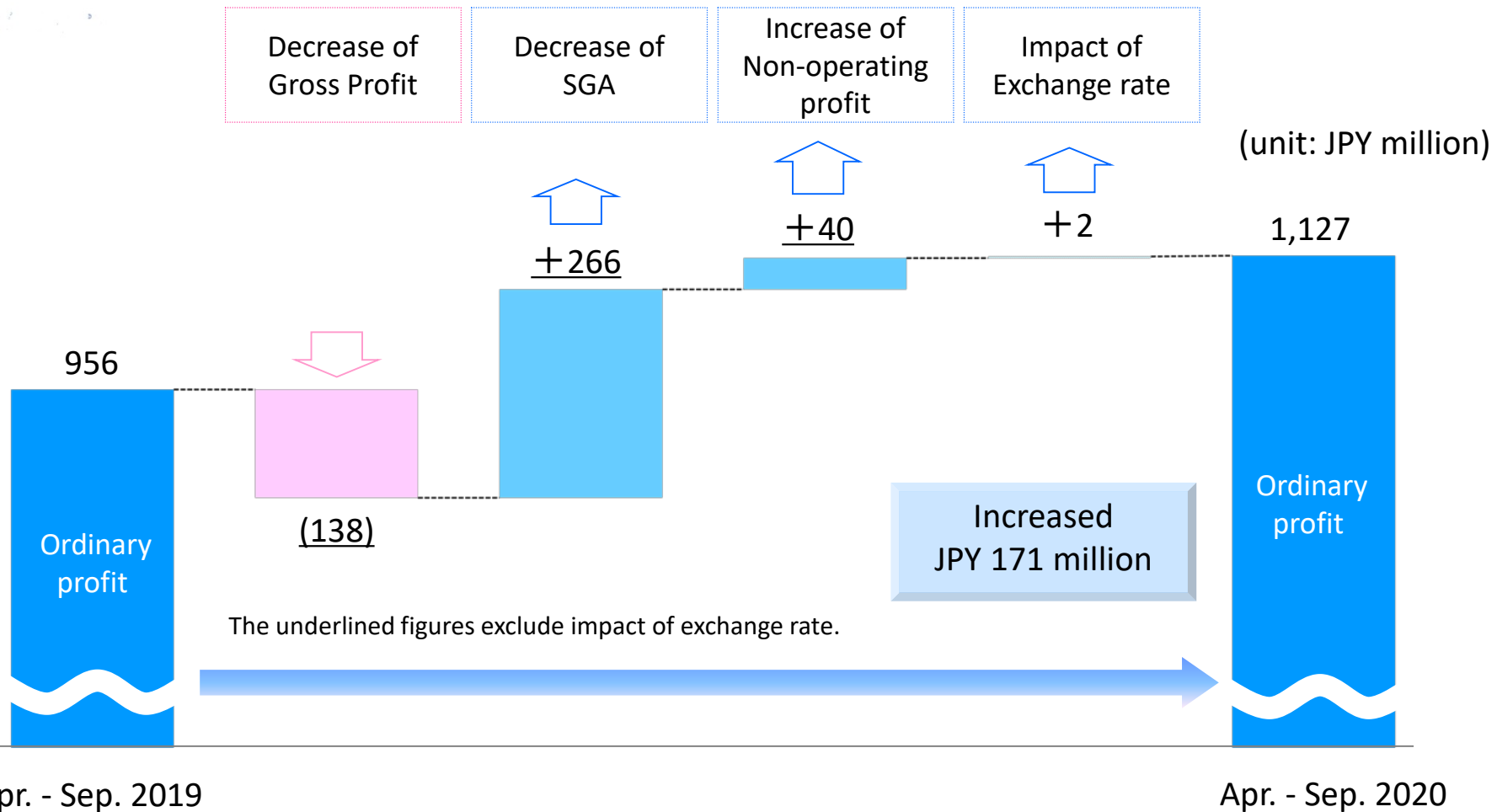


(unit: JPY million)

	Apr. - Sep. 2019	Apr. - Sep. 2020	Diff.	Year-over-Year
Labor Cost	2,953	2,869	(83)	(2.8)%
Transport	842	870	28	3.4%
R & D	742	798	55	7.5%
Depreciation	178	168	(9)	(5.5)%
Others	2,040	1,731	(309)	(15.1)%
<b>Total</b>	<b>6,757</b>	<b>6,439</b>	<b>(318)</b>	<b>(4.7)%</b>

[Others] Travel expenses and Advertising and promotion expenses decreased.

# Ordinary profit : Compared with the previous year



Apr. - Sep. 2019

Apr. - Sep. 2020



# 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

# Topics



-Obtained import license and launched JMS Tongue Pressure Measuring Device in South Korea.

Jul. 2020



JMS Tongue Pressure Measuring Device

-Launched a new Infusion Pump “CURESENSE IP-100”.

Sep. 2020



CURESENSE IP-100

-Received the "Good Design Award 2020“ for three products (Infusion Pump, Tongue Pressure Measuring Device and Centrifugal Blood Pump System).

Oct. 2020

-Launched a new Portable Electrocardiograph “myBeat Home ECG”.

Oct. 2020



myBeat Home ECG



## 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.