

(Company Code 7702)

# JMS CO.,LTD.

## Financial Statements

### for the 3<sup>rd</sup> Quarter of Fiscal Year Ending March 31, 2023

(From Apr. 1, 2022 to Dec. 31, 2022)

# Summary of consolidated results

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February 7, 2023

# Summary of Financial Results

## Consolidated

Increase in sales  
Decrease in profit

Net sales                    46,918million yen (+3,148 million yen)  
Operating profit        471million yen ((748) million yen)

Sales : Recovery from the impact of COVID-19 has been seen and domestic sales have turned to increase, and overseas sales have increased due to continued growth in Dialysis and Transfusion as well as increased yen equivalent value from the depreciation of the yen.

Profit : Despite the effect of sales increase, profit decreased due to the impact of soaring prices of raw material, electricity costs, and ocean freight rates, as well as increased labor costs and increased selling expenses associated with the gradual resumption of sales activities.

## Sales by Business Segment

Transfusion : Sales of Apheresis kits and Blood bags increased due to signs of recovery in overseas demand, leading to an increase in consolidated sales.

Dialysis : Sales of AV Fistula Needles continued to increase in North America and China.

## Sales change by Region

North America: Sales of AV Fistula Needles and Apheresis kits to major customers increased.

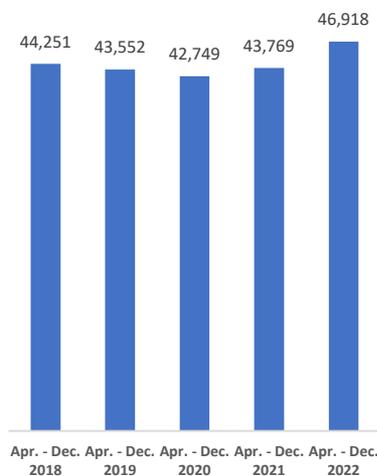
Asia: In addition to increased sales of Blood Bags, AV Fistula Needles and sales related to Acute Blood Purification business increased in China.

# Highlights in Business Results

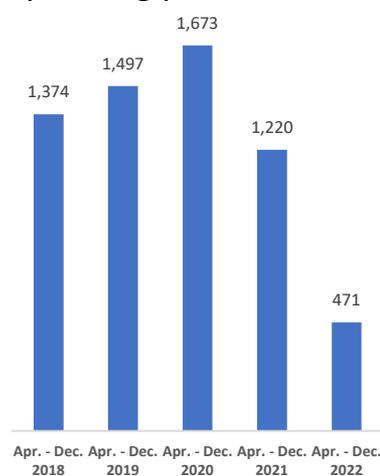
(unit: JPY million)

	Apr. - Dec. 2021 Results	Apr. - Dec. 2022 Results	Year-over-Year	
			Diff.	%
Net sales	43,769	46,918	3,148	7.2%
Operating profit	1,220	471	(748)	(61.3)%
Ordinary profit	1,233	420	(813)	(65.9)%
Profit attributable to owners of parent	883	131	(751)	(85.1)%

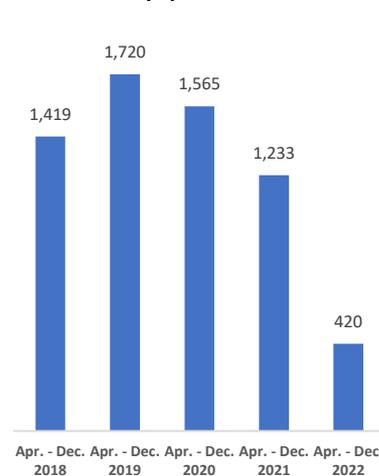
Net sales



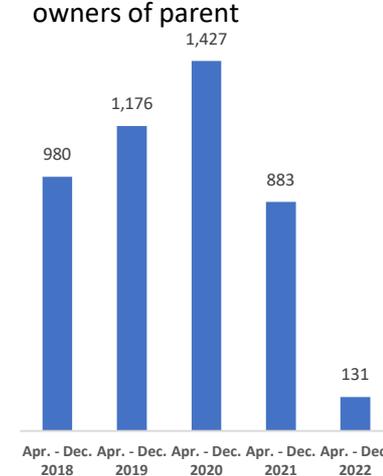
Operating profit



Ordinary profit



Profit attributable to owners of parent



# Summary by segment (geographical area)

**[Japan]** Sales increased due to strong sales of Closed Drug Mixing/Infusion System and increased sales related to Acute Blood Purification business, including those to China. Profits decreased due to the impact of soaring prices of raw material and electricity costs, as well as the yen equivalent value of foreign currency-denominated purchase transactions due to yen depreciation and the gradual increase in selling expenses related to sales activities.

**[Singapore]** Strong sales of Apheresis kits for North America and Blood bags for Asia resulted in increased sales. Despite soaring prices of raw material prices and increased labor costs, the effect of sales increase absorbed them and the recording of foreign exchange gains increased profits.

(unit: JPY million)

		Apr. - Dec. 2021	Apr. - Dec. 2022	Year-over-Year	
				Diff.	%
Japan	Sales	32,031	32,923	891	2.8%
	Ordinary profit	909	137	(771)	(84.9)%
Singapore*	Sales	13,020	16,810	3,789	29.1%
	Ordinary profit	41	222	181	441.4%
China	Sales	2,544	2,953	408	16.1%
	Ordinary profit	108	94	(14)	(13.2)%
Philippines	Sales	2,429	2,718	289	11.9%
	Ordinary profit	224	32	(191)	(85.3)%
Germany	Sales	2,643	2,817	174	6.6%
	Ordinary profit	129	136	6	5.1%
Others*	Sales	3,009	4,012	1,003	33.3%
	Ordinary profit	16	42	26	161.4%

\*Singapore : This segment includes Indonesian subsidiary.

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

(unit: JPY million)

## Infusion & Nutrition



## Dialysis



## Cardiovascular



## Transfusion

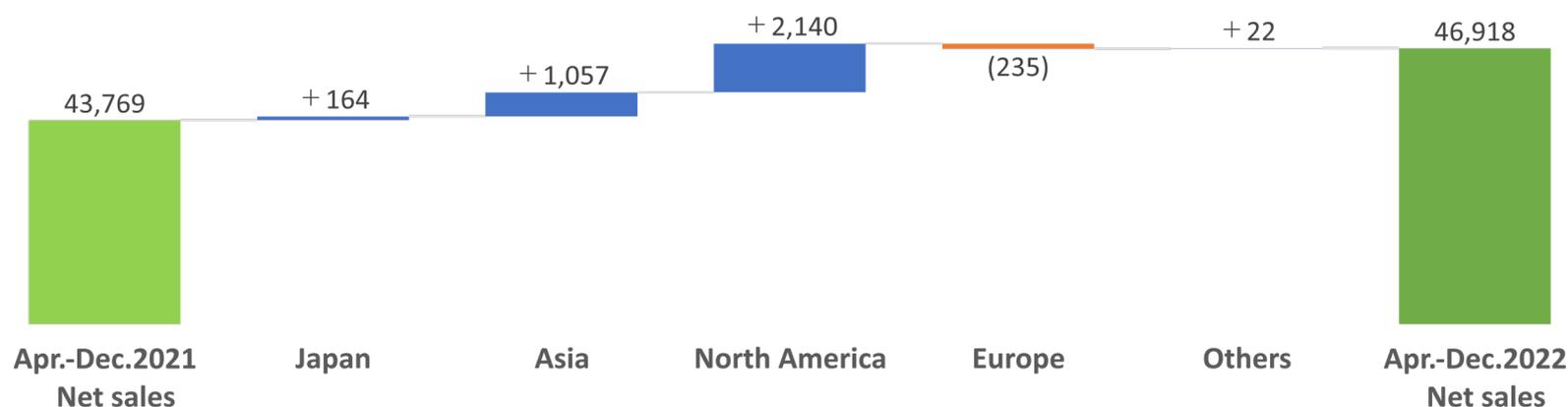


# Sales change by Region (Customer's Location)

In Japan, sales increased due to signs of recovery in demand for consumables from the impact of COVID-19.  
 In overseas markets, increased sales of Blood bags and AV Fistula Needles in Asia and AV Fistula Needles and Apheresis kits in North America drove sales growth.

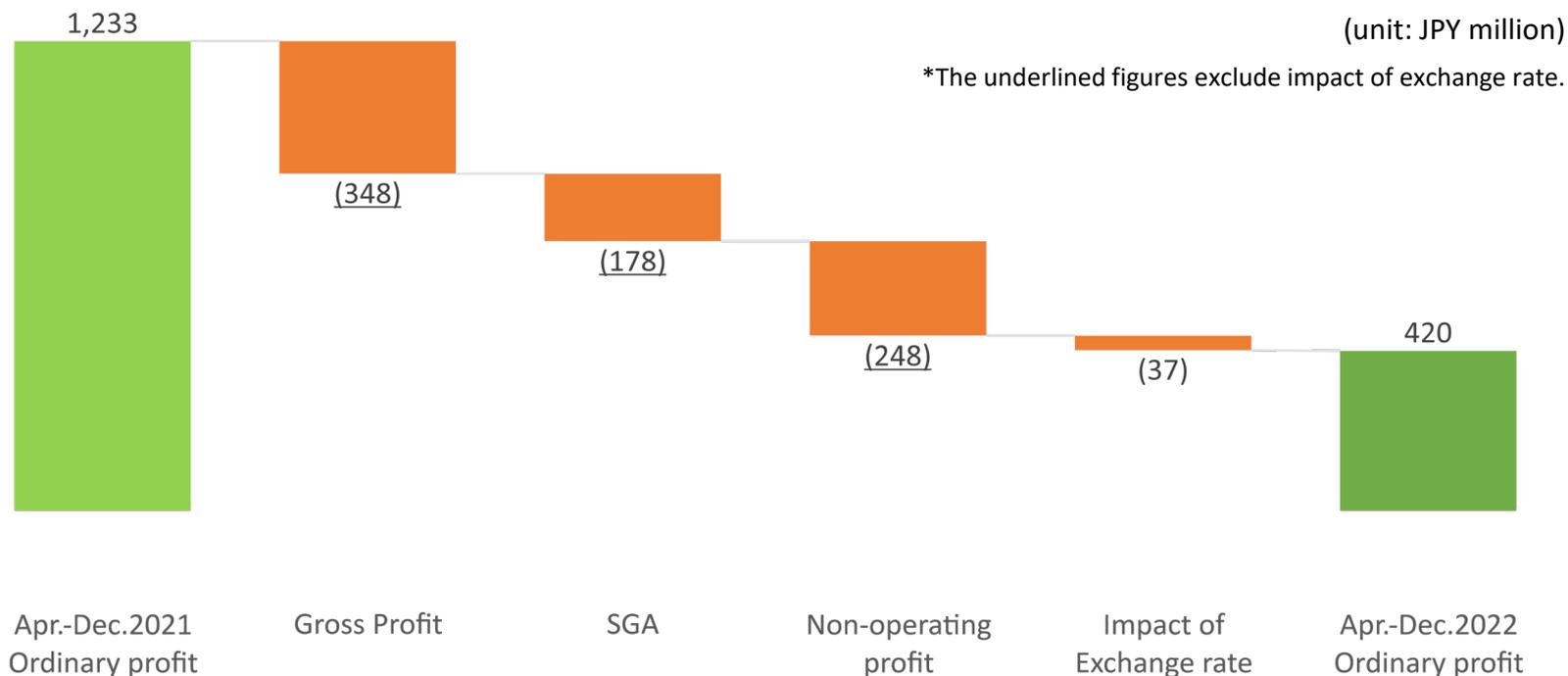
(unit: JPY million)

	Apr. - Dec. 2021	Apr. - Dec. 2022	Year-over-Year		Sales composition
			Diff.	%	
Japan	28,871	29,036	164	0.6%	61.9%
Asia	6,188	7,245	1,057	17.1%	15.4%
North America	3,279	5,420	2,140	65.3%	11.6%
Europe	4,546	4,310	(235)	(5.2)%	9.2%
Others	884	906	22	2.5%	1.9%



# Ordinary profit : Compared with the previous year

Gross profit decreased due to a higher cost of sales ratio, which was impacted by soaring prices of raw materials, electricity costs and ocean freight rates. Selling expenses increased associated with the gradual resumption of sales activities. Non-operating income and expenses include equity in losses of affiliates.



	Exchange Rate (average during period)		
	US Dollar	Euro	Singapore Dollar
Apr. - Dec. 2021	111.10	129.83	82.46
Apr. - Dec. 2022	136.51	135.95	98.36

(unit: JPY)

# Forecast for FYE Mar. 2023

(unit: JPY million)

	<b>FYE Mar. 2022 Result</b>	<b>FYE Mar. 2023 Forecast</b>	<b>Year-over-Year %</b>
<b>Net sales</b>	<b>58,169</b>	<b>62,000</b>	<b>6.6%</b>
<b>Operating profit</b>	<b>980</b>	<b>400</b>	<b>(59.2)%</b>
<b>Ordinary profit</b>	<b>1,126</b>	<b>400</b>	<b>(64.5)%</b>
<b>Profit attributable to owners of parent</b>	<b>826</b>	<b>200</b>	<b>(75.8)%</b>

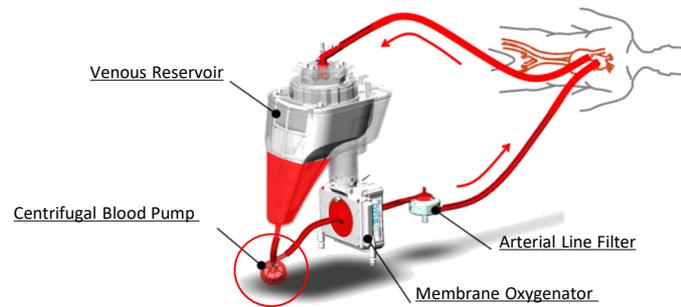
\* Exchange rate for the forecast: 1USD = 135 yen, 1EUR = 138 yen, 1SGD = 98 yen.

- Sales : Demand is recovering in Japan and overseas, and we expect to continue to increase sales by steadily capturing demand.  
We will work with partner companies to minimize equipment supply risk due to difficulties in procuring semiconductors and other materials.
- Profit : We will continue to promote cost reduction and absorb the impact of rising raw material and electricity costs.  
In addition, we will review the terms and conditions of transactions, such as sales prices and ocean freight rates.

October 2022  
Received the “Good Design Award 2022” for Centrifugal Blood Pump  
"MIXFLOW MP".



Centrifugal Blood Pump "MIXFLOW MP"



Extracorporeal circulation with Cardiopulmonary device



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.