

(Company Code 7702)

JMS CO.,LTD.

Financial Statements

for the 3rd Quarter of Fiscal Year Ending March 31, 2023

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

Summary of consolidated results

February 7, 2023

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.

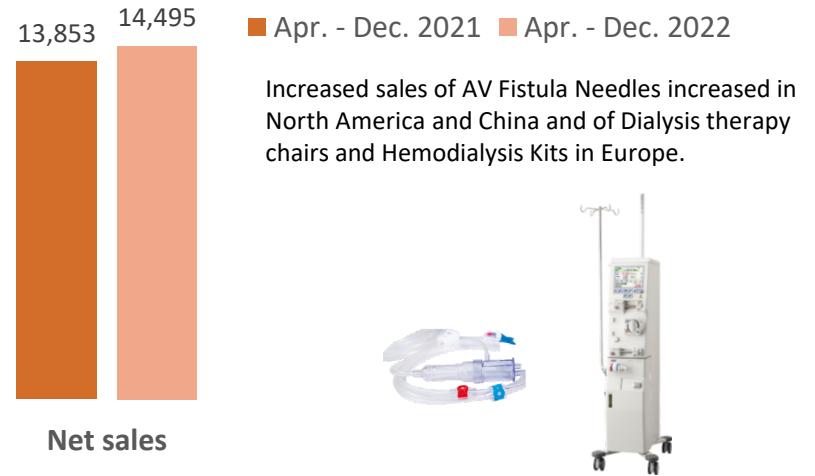
*Others : This segment includes business activity of subsidiaries in Japan, United States, South Korea and Thailand.

(unit: JPY million)

Infusion & Nutrition



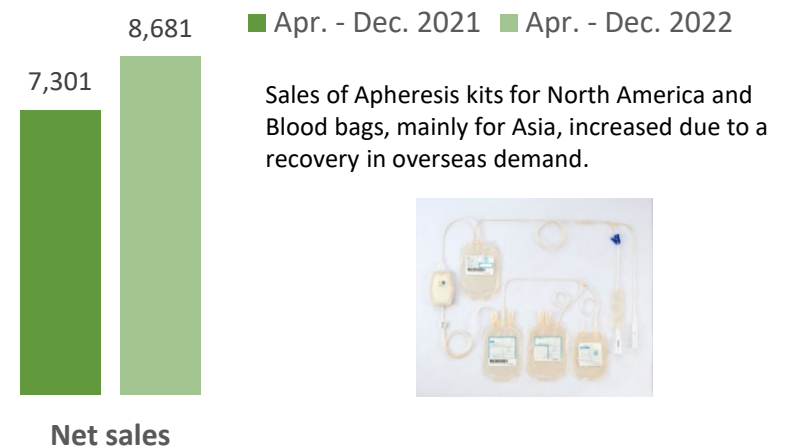
Dialysis



Cardiovascular



Transfusion

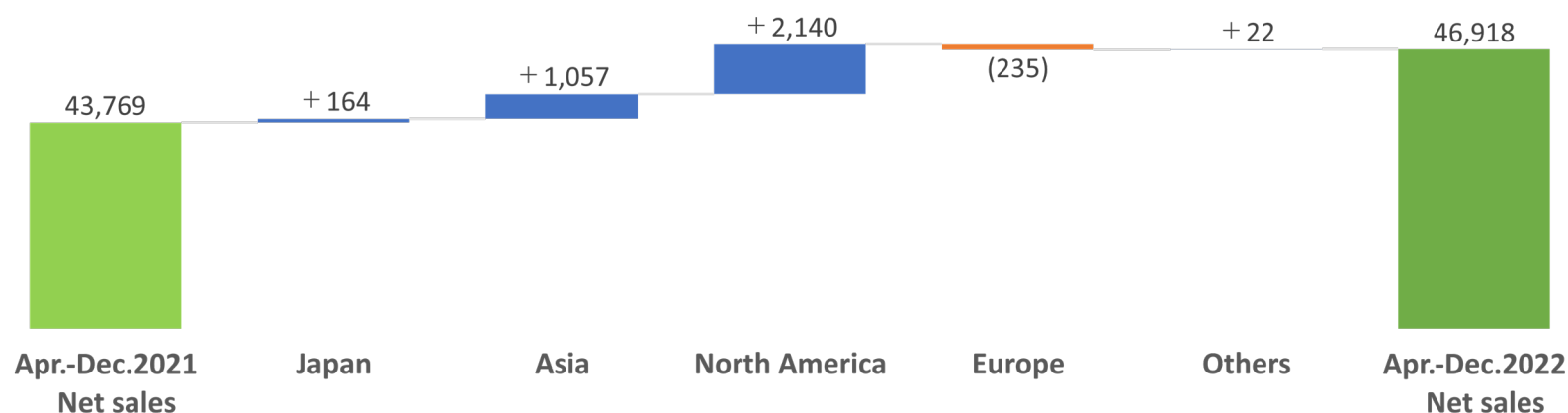


Sales change by Region (Customer's Location)

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.

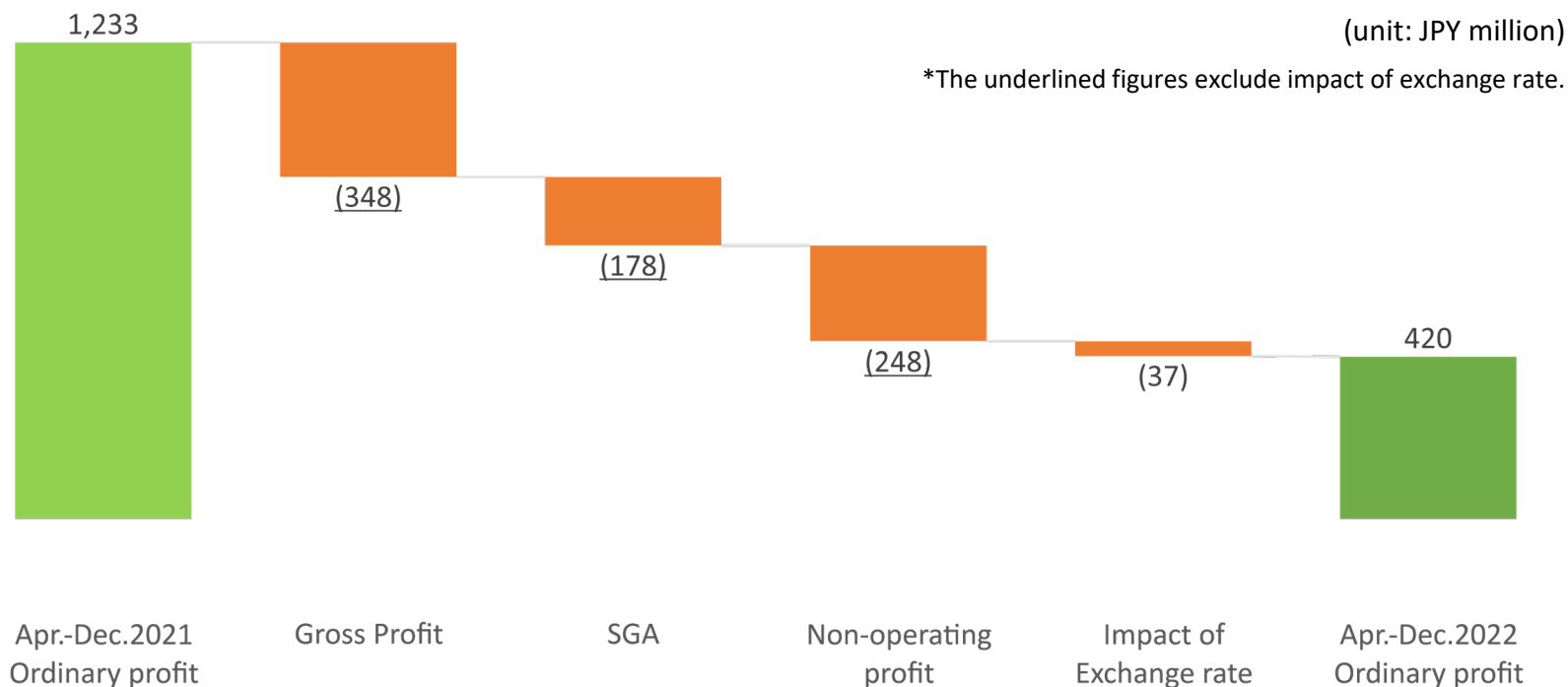
(unit: JPY million)

	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)

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

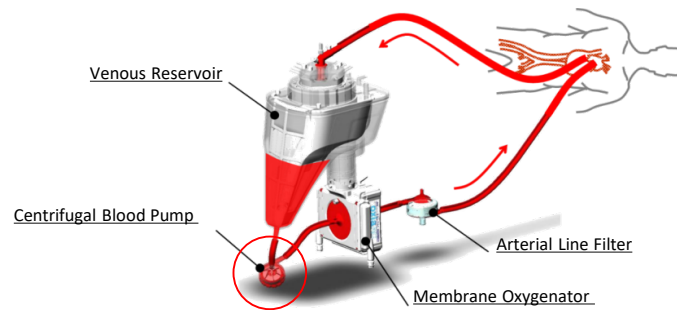
* Exchange rate for the forecast: 1USD = 135 yen, 1EUR = 138 yen, 1SGD = 98 yen.

- 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.