

(Securities Code 7702)

JMS CO.,LTD.

Financial Statements
for the 1st Quarter of Fiscal Year Ending March 31, 2025
(From Apr. 1, 2024 to Jun. 30, 2024)

Summary of consolidated results

August 9, 2024

Summary of Financial Results

Consolidated

Increase in sales
Increase in profit

Net sales **16,177 million yen (+1,576 million yen)**
Operating profit **42 million yen (+154 million yen)**

- Sales :** Domestic sales increased due to growth in Oncology Therapy and Enteral Nutrition as well as the effect of price pass-on. Overseas sales increased due to growth in Blood Management & Cell Therapy and Dialysis, as well as an increase in yen-denominated sales resulting from the depreciation of the yen.
- Profit :** Increase due to growth of mainstay products in Japan and overseas, and increase in revenue from price pass-on that proceeded from the previous fiscal year, despite the impact of cost increases in raw materials and labor costs, etc.

Sales by Business Segment

- Dialysis :** Prefilled Syringes grew with the drug price revision, while Hemodialysis Machines and dialysis related equipment increased in China.
- Blood Management and Cell Therapy :** Apheresis Kits and Blood Bags continued to grow, and the addition of Leukocyte Reduction Filters business acquired in the previous fiscal year contributed to the increase in sales.

Sales by Region

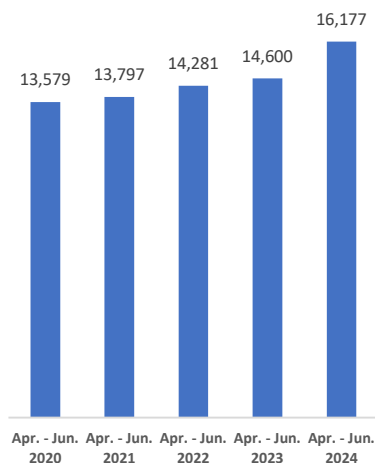
- Asia :** In addition to Blood Bags, Hemodialysis Machines, and dialysis related equipment, and Leukocyte Reduction Filters Increase in China
- Japan :** Closed Drug Mixing/Infusion Systems remained strong, while Prefilled Syringes and Dysphagia-related products increased due to the drug price and the revision of medical service fees.

Highlights in Business Results

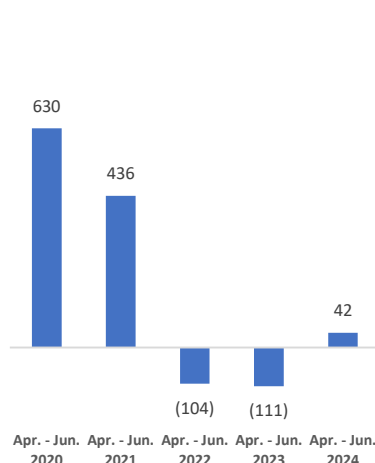
(unit: JPY million)

| | Apr. - Jun. 2023 Results | Apr. - Jun. 2024 Results | Year-over-Year | |
|---|-----------------------------|-----------------------------|----------------|-------|
| | | | Diff. | % |
| Net sales | 14,600 | 16,177 | 1,576 | 10.8% |
| Operating profit | (111) | 42 | 154 | — |
| Ordinary profit | (73) | 194 | 267 | — |
| Profit attributable to owners of parent | (260) | (92) | 168 | — |

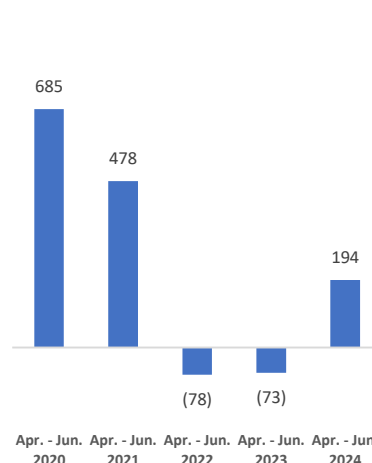
Net sales



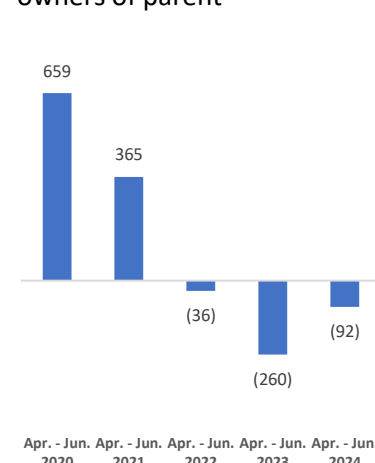
Operating profit



Ordinary profit



Profit attributable to owners of parent



Summary by segment (geographical area)

[Japan] Increase in Closed Drug Mixing/Infusion Systems and Hemodialysis Machines for China, as well as increase in Prefilled Syringes due to drug price revision, and price pass-on from the previous fiscal year, resulted in increase in sales and profit.

[Singapore] Increase due to higher revenue and foreign exchange gains, despite continued growth Apheresis Kits and Blood Bags, higher raw material and electricity costs, and higher labor costs in preparation for increased demand.

(unit: JPY million)

| | | Apr. - Jun. 2023 | Apr. - Jun. 2024 | Year-over-Year | |
|-------------|-----------------|---------------------|---------------------|----------------|---------|
| | | | | Diff. | % |
| Japan | Sales | 9,887 | 10,705 | 817 | 8.3% |
| | Ordinary profit | (64) | 252 | 316 | — |
| Singapore※ | Sales | 5,030 | 5,738 | 708 | 14.1% |
| | Ordinary profit | (59) | 40 | 100 | — |
| China | Sales | 969 | 1,010 | 40 | 4.2% |
| | Ordinary profit | (4) | (36) | (31) | — |
| Philippines | Sales | 899 | 911 | 11 | 1.3% |
| | Ordinary profit | 14 | (149) | (164) | — |
| Germany | Sales | 1,058 | 938 | (120) | (11.4)% |
| | Ordinary profit | 132 | 74 | (58) | (43.9)% |
| Others※ | Sales | 1,016 | 1,152 | 135 | 13.3% |
| | Ordinary profit | 10 | (12) | (22) | — |

※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



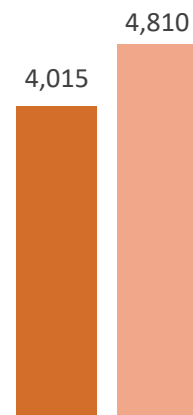
Net sales

■ Apr. - Jun. 2023 ■ Apr. - Jun. 2024

Sales of Closed Drug Mixing/Infusion Systems remained steady, while sales of Dysphagia-related products increased due to the revision of medical service fees, but sales of Medical Gloves decreased, resulting in a slight increase.



Dialysis



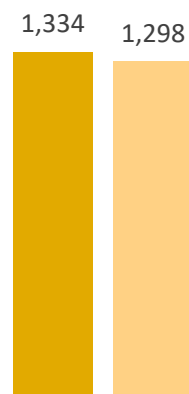
Net sales

■ Apr. - Jun. 2023 ■ Apr. - Jun. 2024

Prefilled Syringes grew with drug price revision, Hemodialysis Machines and dialysis related equipment for China increased.



Cardiovascular



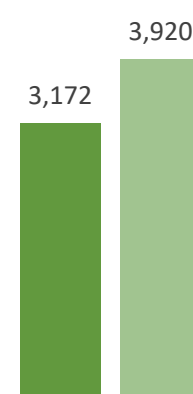
Net sales

■ Apr. - Jun. 2023 ■ Apr. - Jun. 2024

Sales of Acute Blood Purification remained steady, but a decrease in sales of Cardiopulmonary Blood Tubing Sets and Hemoconcentrators resulted in a slight decrease.



Blood Management & Cell Therapy



Net sales

■ Apr. - Jun. 2023 ■ Apr. - Jun. 2024

Apheresis Kits and Blood Bags continued to grow, and Leukocyte Reduction Filter, business acquired in the previous fiscal year, contributed to increase in sales.

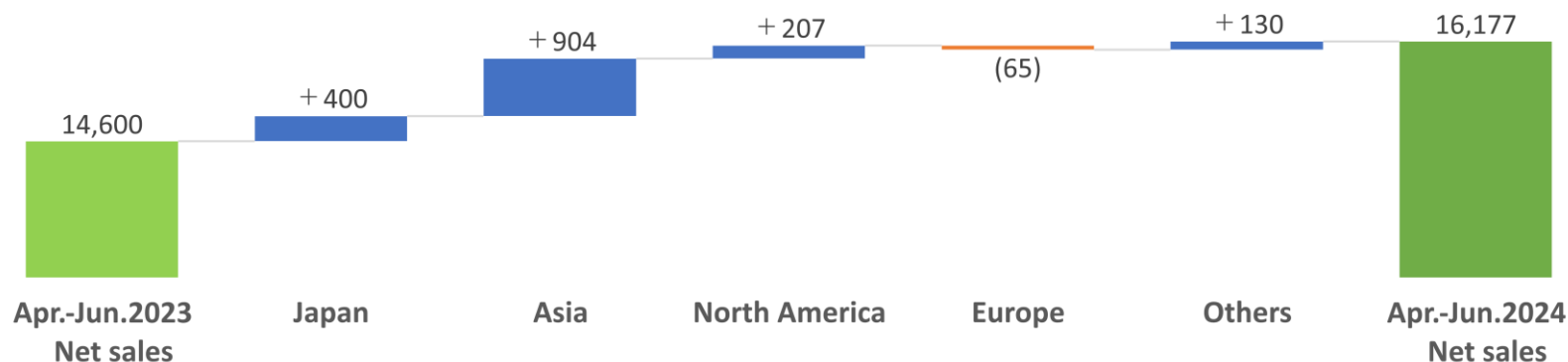


Sales by Region (Customer's Location)

In Japan, Closed Drug Mixing/Infusion Systems remained strong, and sales increased due to an increase in Prefilled Syringes and Dysphagia-related products as a result of the drug price revision and the revision of medical service fees. Overseas, Apheresis Kits and Blood Bags continued to grow, Hemodialysis Machines for China also increased, and sales increased in all regions except Europe, where AV Fistula Needles decreased.

(unit: JPY million)

| | Apr. - Jun. 2023 | Apr. - Jun. 2024 | Year-over-Year | | Sales composition |
|---------------|---------------------|---------------------|----------------|--------|----------------------|
| | | | Diff. | % | |
| Japan | 8,848 | 9,248 | 400 | 4.5% | 57.2% |
| Asia | 2,296 | 3,200 | 904 | 39.4% | 19.8% |
| North America | 1,716 | 1,923 | 207 | 12.1% | 11.9% |
| Europe | 1,474 | 1,408 | (65) | (4.5)% | 8.7% |
| Others | 264 | 395 | 130 | 49.4% | 2.4% |

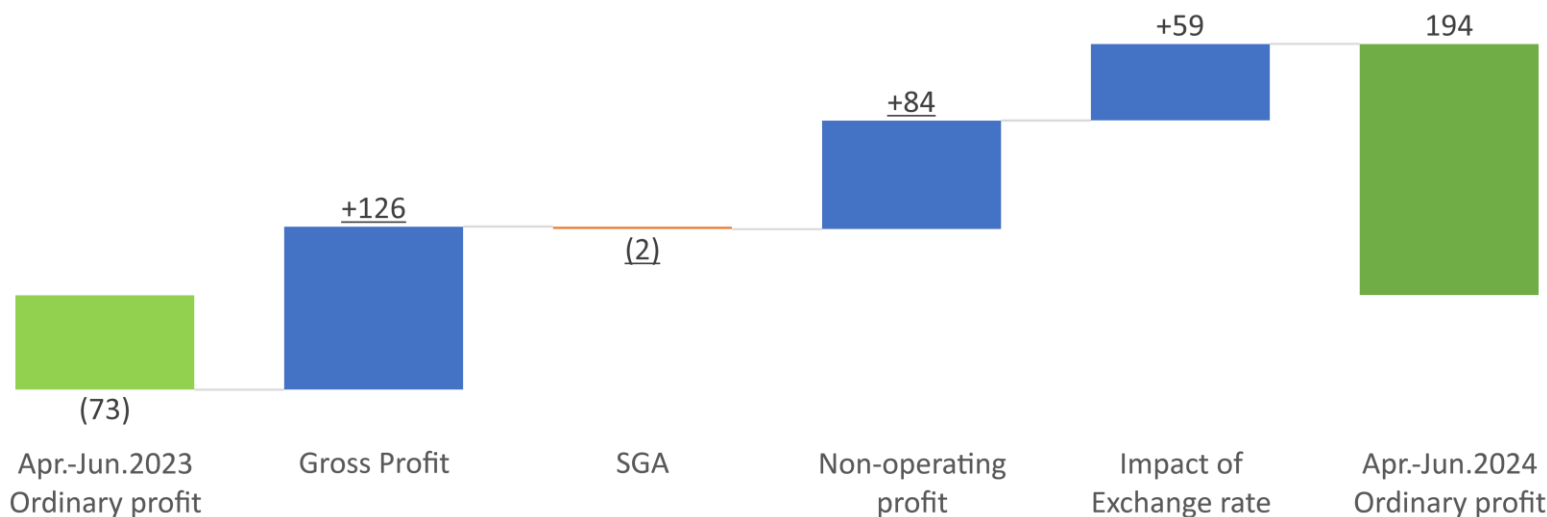


Ordinary profit : Compared with the previous year

Despite the impact of increased costs in raw materials and labor, profit increased due to the growth of mainstay products in Japan and overseas, revenue gains from price shift initiated in the previous fiscal year, non-operating income from equity in earnings of affiliates, and the favorable impact of foreign exchange rate fluctuations.

(unit: JPY million)

*The underlined figures exclude impact of exchange rate.



| | Exchange Rate (average during period) | | |
|------------------|---------------------------------------|--------|------------------|
| | US Dollar | Euro | Singapore Dollar |
| Apr. - Jun. 2023 | 137.37 | 142.10 | 102.54 |
| Apr. - Jun. 2024 | 155.88 | 161.31 | 115.21 |

Forecast for FYE Mar. 2025

Consolidated business forecast for the fiscal year ending March 31, 2025 released on May 14, 2024 has not been revised.

(unit: JPY million)

| | FYE Mar. 2024 Result | FYE Mar. 2025 Forecast | Year-over-Year |
|--|---------------------------------|-----------------------------------|-----------------------|
| Net sales | 65,292 | 70,000 | 7.2% |
| Operating profit | (268) | 800 | — |
| Ordinary profit | 145 | 800 | 448.0% |
| Profit attributable to owners of parent | (36) | 400 | — |

* Exchange rate for the forecast: 1USD=145yen, 1EUR=156yen, 1SGD=106yen.

Sales : Continued revenue growth is expected due to steady demand in Japan and overseas.

Profit : Although the company continues to be affected by rising costs, such as raw material and labor costs, it expects to achieve a profit recovery through further cost reductions, in addition to the effect of increased sales, such as growth in mainstay products and price pass-on.

May 2024

Signed an agreement with Teijin Pharma Limited to establish a joint venture company focusing on peritoneal dialysis

The joint venture aims to expand the home peritoneal dialysis market by leveraging Teijin Pharma's home healthcare know-how and community comprehensive care business with JMS's peritoneal dialysis business.



Peritoneal dialysis solutions "Perisate"



Automatic Peritoneal Dialysis Machines
"Automatic Peritoneal Dialysis Machines PD-Relaxa"

June 2024

JMS Dalian Signs Exclusive Sales Cooperation Agreement with Terumo Medical (Shanghai) Co., Ltd.

JMS Dalian Medical Supply Co., Ltd. a JMS group company, has signed an exclusive sales cooperation agreement with Terumo Medical (Shanghai) Co., Ltd. for heat exchangers for artificial heart lungs in China. We will cooperate with Terumo Medical (Shanghai) Co., Ltd. to ensure medical safety and expand our market share in the Chinese market.



Heat exchanger for artificial heart-lung
"JMS Heat Exchanger"



Myocardial protection circuit incorporating
"JMS heat exchanger"



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.