



Your dreams. Woven together.

Financial Results of Fiscal Year ended June 2022

August 12, 2022

**(Securities code: 7747 Prime of Tokyo Stock Exchange,
Premier of Nagoya Stock Exchange)**



Contents

**1. Summary of Consolidated Financial Results for
FYE June 2022**

2. Earnings Forecast for FYE June 2023



FYE June 2022 Main Points - 1

Revenue 77,748 Mil.Yen <Year-on-year +26.4%>

~Increased in both Medical and Device Division due to recovery from the impact of COVID-19, exchange rate fluctuation and M&A activities~

■ **Medical Division ~Increased due to strong demand from the recovery of the number of cases, exchange rate fluctuation, M&A and direct sales~**

- Increased year-on-year in the number of cases due to recovery from the impact of COVID-19 in all regions
- In Cardiovascular field, increased significantly in PCI GW and Penetration Catheter in all regions, mainly in Europe and China
 - Europe: Increased due to the recovery of the number of cases, M&A activities (Kardia), direct sales in Germany and strong sales in Eastern Europe
 - China: Increased significantly due to not only recovery of the number of cases but also increased market share full-year basis
- In Non-Cardiovascular field, increased in sales of Neurovascular, Peripheral and Abdominal products and OEM business mainly in Europe and US
 - Europe: Increased due to M&A activities (Kardia) and strong sales of Neurovascular and Peripheral vascular products
 - US: Increased in sales of OEM business due to M&A activities (Rev1)
- Increased in revenue due to the exchange rate fluctuation (Yen depreciation)
- Increased in revenue due to M&A activities +2,937 Mil. Yen

■ **Device Division ~ Increased in Medical Components mainly in overseas market ~**

- In Medical Components business, increased in Cardiovascular examination catheter components and Cardiovascular ultrasonic catheter components for US market
- In Industrial Components business, decreased revenue due to the domestic construction-related transactions although increased in Leisure-related for US market
- Increased revenue due to exchange rate fluctuation (Yen depreciation)

□ **Impact of increased revenue due to exchange rate fluctuation (Yen depreciation) + 4,823 Mil. Yen**



FYE June 2022 Main Points - 2

Increased in operating income due to increased in revenue despite increasing sales-related and M&A expenses

- **Gross profit: 51,082 Mil.Yen < YoY +23.2% >**
 - Increased in gross profit due to increased in revenue
- **Operating income excluding goodwill amortization, etc.: 16,893 Mil. Yen < YoY +30.5% >**
 - Increased expenses related to sales due to increased revenue in overseas market and promoting direct sales
 - Increased in R&D expenses (8,869 Mil.Yen) (YoY +1,345 Mil.Yen, Ratio of Revenue 11.4 %)
- **Operating income: 15,239 Mil.Yen < YoY +19.1% >**
 - Increased goodwill amortization, etc. due to M&A activities (+1,504 Mil.Yen)
- **Ordinary income: 16,326 Mil.Yen < YoY +23.7% >**
 - Increase in foreign exchange gains (YoY +622 Mil.Yen)
- **Net Income attributable to parent company shareholders: 10,857 Mil.Yen < YoY +8.7% >**
 - Gain on step acquisitions (615 Mil.Yen)
 - Extraordinary loss on disaster at Cebu factory (609 Mil.Yen)
 - Impairment loss on investments in subsidiaries as an extraordinary loss (156 Mil. Yen)

Exchange rate (Unit : JPY)	US \$	EURO	CNY	BAHT
FYE June 2022	117.46	132.15	18.18	3.51
FYE June 2021	106.58	127.06	16.12	3.45



Highlights Year-on-Year

	FYE June 2021		FYE June 2022				(Reference) At the same exchange rate as the previous year			
	Amount (Mil.Yen)	Ratio (%)	Amount (Mil.Yen)	Ratio (%)	YoY		Amount (Mil.Yen)	Ratio (%)	YoY	
					Changes (Mil.Yen)	Changes (%)			Changes (Mil.Yen)	Changes (%)
Revenue	61,507	100.0	77,748	100.0	+16,241	+26.4	72,925	100.0	+11,418	+18.6
Gross Profit	41,468	67.4	51,082	65.7	+9,614	+23.2	46,880	64.3	+5,412	+13.1
Operating Income excluding goodwill amortization, etc.	12,944	21.0	16,893	21.7	+3,948	+30.5	13,557	18.6	+612	+4.7
Operating Income	12,795	20.8	15,239	19.6	+2,444	+19.1	11,994	16.4	-800	-6.3
Ordinary Income	13,196	21.5	16,326	21.0	+3,130	+23.7	13,081	17.9	-114	-0.9
Net income attributable to parent company shareholders	9,984	16.2	10,857	14.0	+873	+8.7	7,613	10.4	-2,371	-23.7
EPS (yen)	38.25	-	40.01	-	+1.76	+4.6				
EBITDA	17,764	28.9	22,712	29.2	+4,948	+27.9				

Exchange rate (Unit : JPY)	US \$	EURO	CNY	BAHT
FYE June 2022	117.46	132.15	18.18	3.51
FYE June 2021	106.58	127.06	16.12	3.45



Highlights Compared to the Plan

	FYE June 2022 Plan		FYE June 2022			
	Amount (Mil.Yen)	Ratio (%)	Amount (Mil.Yen)	Ratio (%)	Compared to plan	
					Changes (Mil.Yen)	Changes(%)
Revenue	75,296	100.0	77,748	100.0	+2,452	+3.3
Gross Profit	49,986	66.4	51,082	65.7	+1,096	+2.2
Operating Income excluding goodwill amortization, etc.	16,128	21.4	16,893	21.7	+765	+4.7
Operating Income	14,510	19.3	15,239	19.6	+728	+5.0
Ordinary Income	14,458	19.2	16,326	21.0	+1,867	+12.9
Net income attributable to parent company shareholders	10,498	13.9	10,857	14.0	+359	+3.4
EPS (yen)	38.65	-	40.01	-	+1.36	+3.5
EBITDA	21,695	28.8	22,712	29.2	+1,017	+4.7



Revenue by Segment

	FYE June 2021		FYE June 2022			
	Amount (Mil.Yen)	Ratio (%)	Amount (Mil.Yen)	Ratio (%)	Changes (Mil.Yen)	Changes (%)
Medical	53,068	86.3	68,345	87.9	+15,277	+28.8
Device	8,438	13.7	9,403	12.1	+964	+11.4
Total amount	61,507	100.0	77,748	100.0	+16,241	+26.4

(Reference)

Medical Field	56,725	92.2	73,358	94.4	+16,633	+29.3
Device Field	4,782	7.8	4,389	5.6	-392	-8.2



Operating Income by Segment

	FYE June 2021		FYE June 2022			
	Amount (Mil. Yen)	Ratio (%)	Amount (Mil. Yen)	Ratio (%)	Changes (Mil. Yen)	Changes (%)
Operating income excluding goodwill amortization, etc.						
Medical	13,850	26.1	15,707	23.0	+1,857	+13.4
Device	3,349	39.7	5,327	56.7	+1,977	+59.0
Erasing & Head Quarters	-4,254	-	-4,140	-	+114	-2.7
Total	12,944	21.0	16,893	21.7	+3,948	+30.5
Operating income						
Medical	13,700	25.8	14,052	20.6	+352	+2.6
Device	3,349	39.7	5,327	56.7	+1,977	+59.0
Erasing & Head Quarters	-4,254	-	-4,140	-	+114	-2.7
Total	12,795	20.8	15,239	19.6	+2,444	+19.1

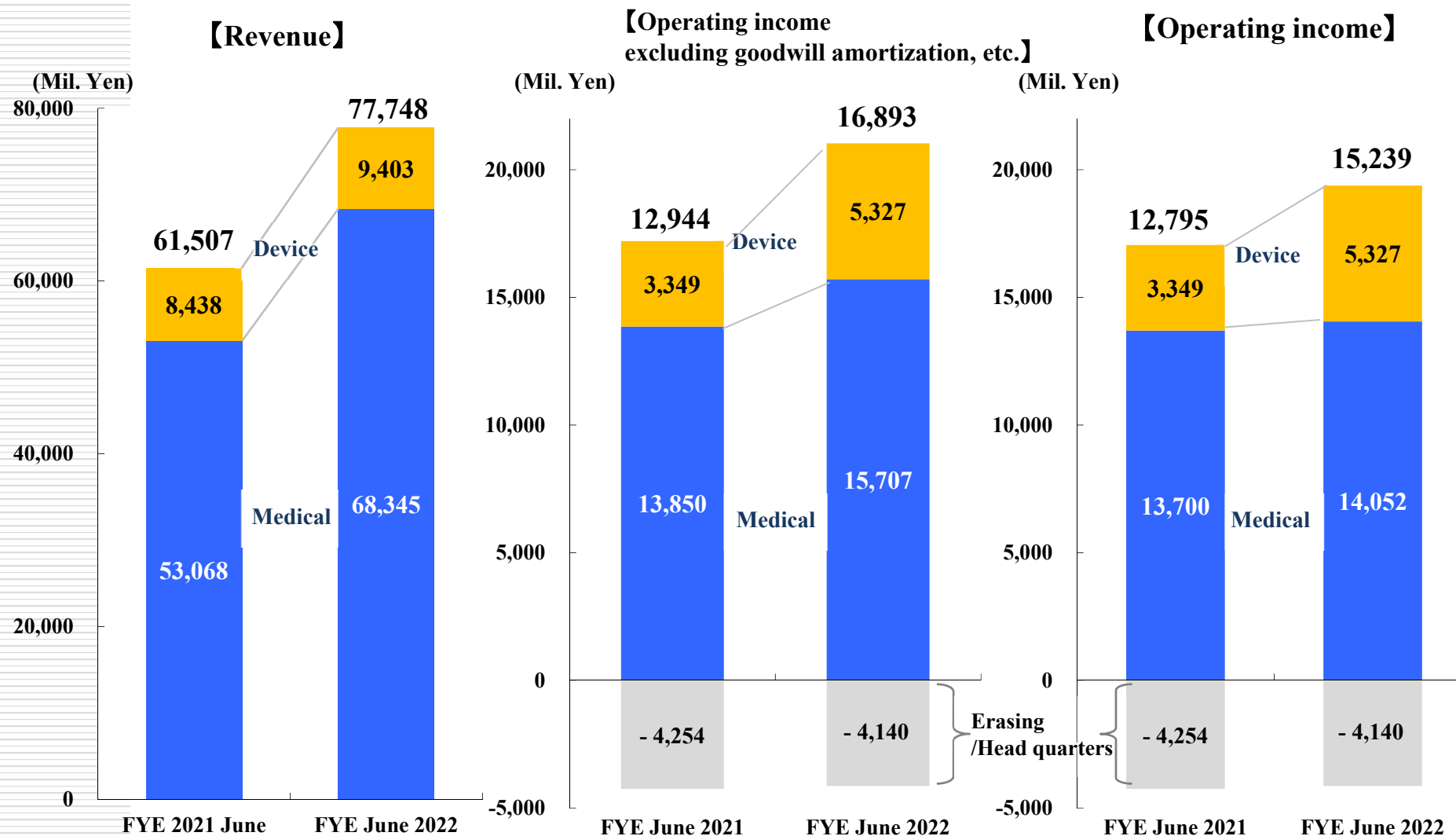
(Reference)

Device Division Segment Revenue	5,665	-	13,903	-	+8,237	+145.4
---------------------------------	-------	---	--------	---	--------	--------

*Substantial increase in intersegment sales due to the transfer of a part of the production process of Medical to Devices

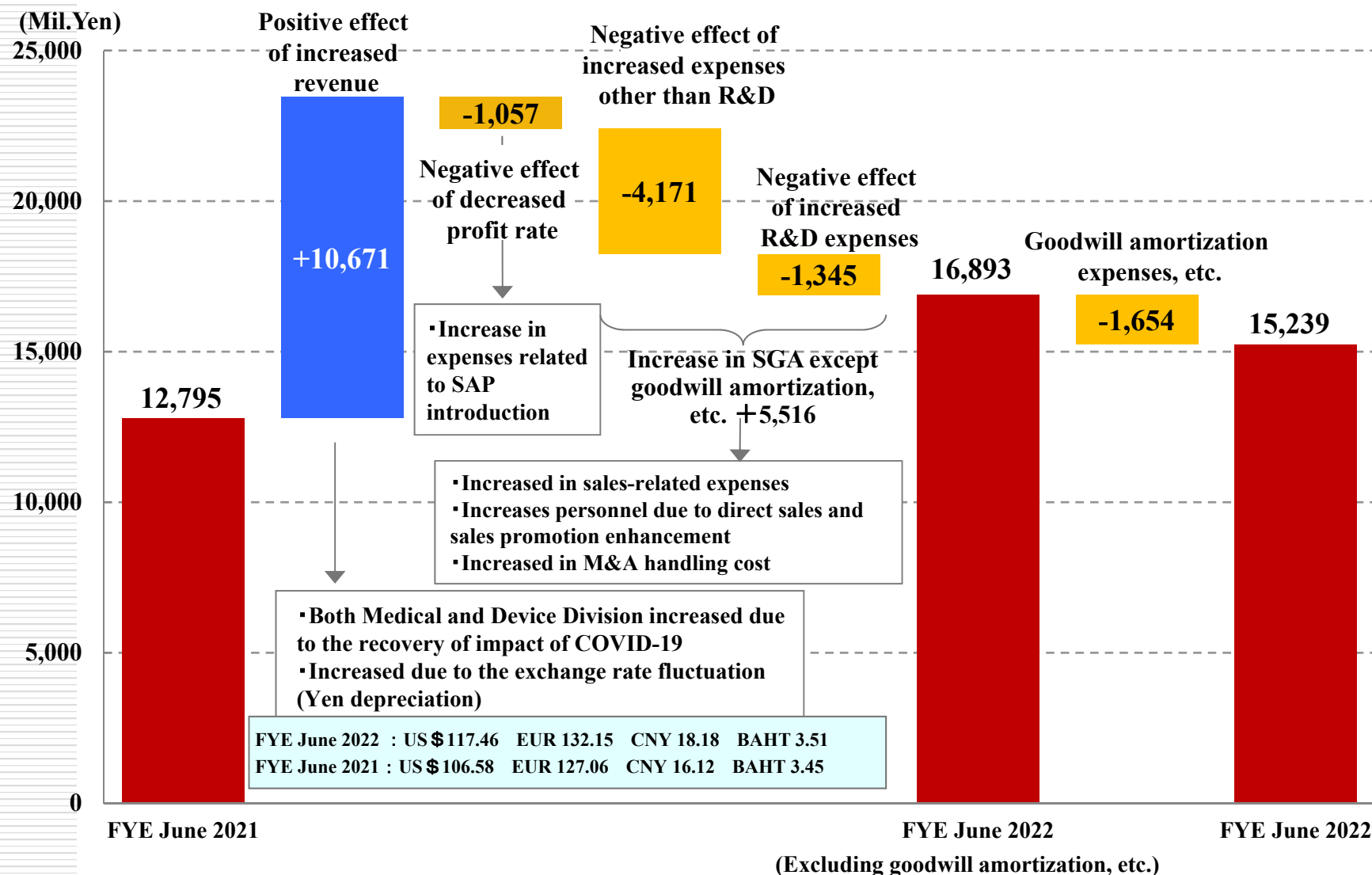


Earnings Performance by Segment



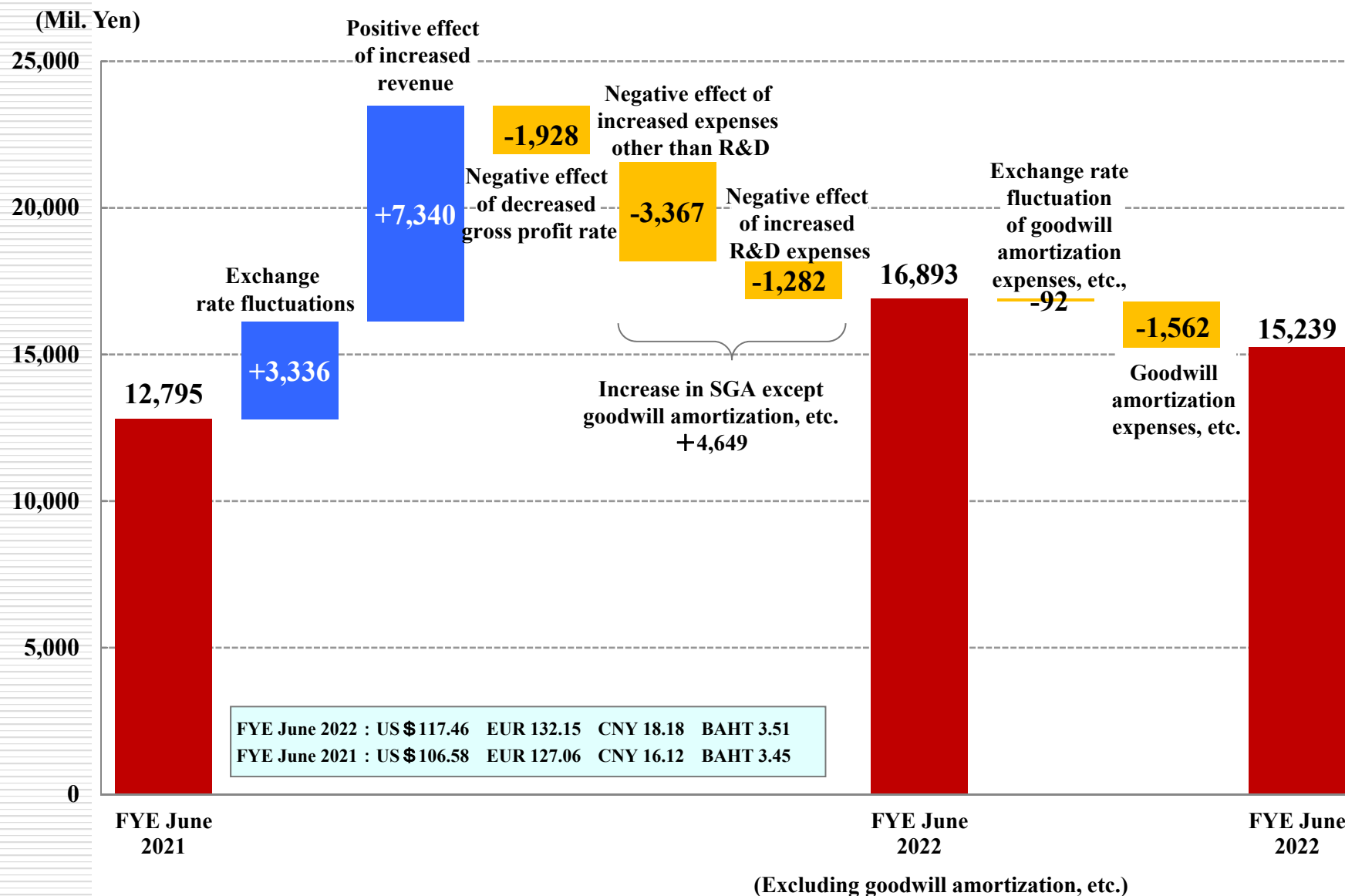


Attribution Analysis of Operating Income – 1 (Exchange Rate Fluctuations Included)





Attribution Analysis of Operating Income – 2 (Exchange Rate Fluctuations Excluded)

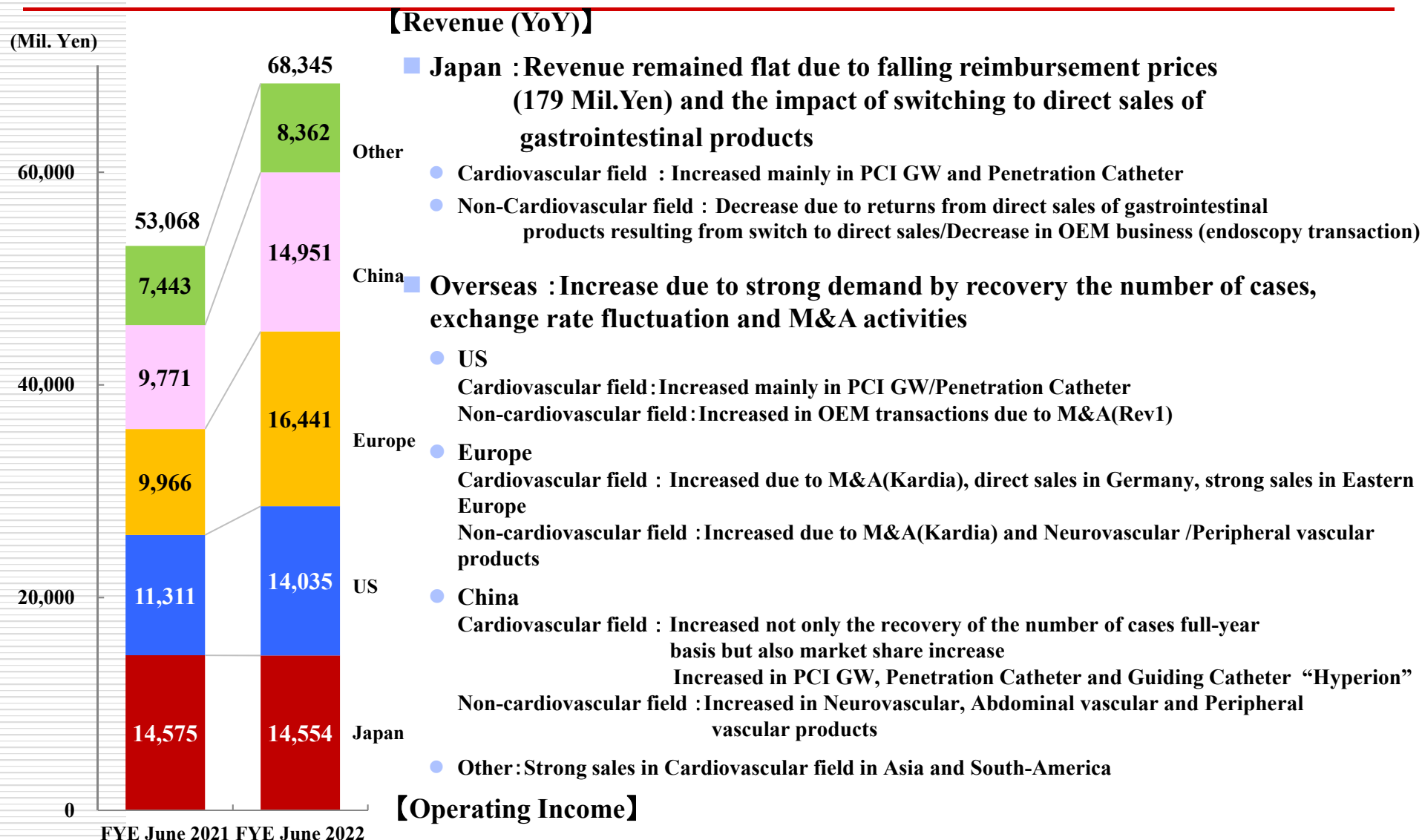




Situation Per Segment Division



Per Segment by Medical Division (by Geography-1)



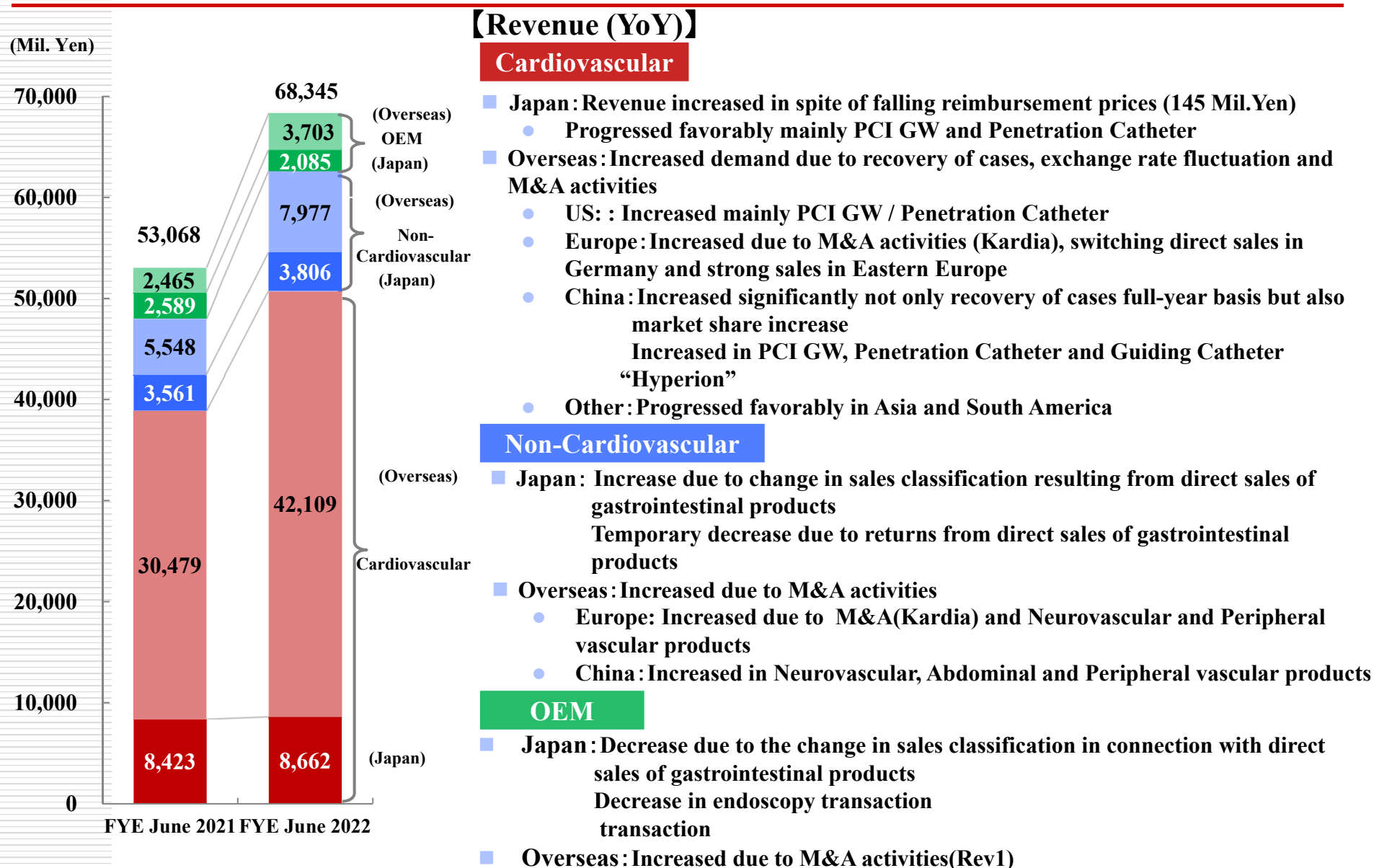


Per Segment by Medical Division (by Geography – 2)

(Mil. Yen)		FYE June 2021	FYE June 2022	YoY	
				Changes	Changes (%)
Exchange rate (Yen)	USD	106.58	117.46	+10.88	+10.2
	EURO	127.06	132.15	+5.09	+4.0
	CNY	16.12	18.18	+2.06	+12.8
Total Revenue		53,068	68,345	+15,277	+28.8
Japan		14,575	14,554	-20	-0.1
Overseas		38,493	53,790	+15,297	+39.7
US		11,311	14,035	+2,724	+24.1
Europe		9,966	16,441	+6,474	+65.0
China		9,771	14,951	+5,180	+53.0
Other		7,443	8,362	+918	+12.3
Operating income		13,700	14,052	+352	+2.6



Per Segment by Medical Division (by Treatment –1)





Per Segment by Medical Division (by Treatment – 2)

(Mil. Yen)		FYE June 2021	FYE June 2022	YoY	
				Changes	Changes(%)
Exchange rate (Yen)	USD	106.58	117.46	+10.88	+10.2
	EURO	127.06	132.15	+5.09	+4.0
	CNY	16.12	18.18	+2.06	+12.8
Total Revenue		53,068	68,345	+15,277	+28.8
	Japan	14,575	14,554	-20	-0.1
	Overseas	38,493	53,790	+15,297	+39.7
	Cardiovascular	38,903	50,772	+11,868	+30.5
	Japan	8,423	8,662	+238	+2.8
	Overseas	30,479	42,109	+11,629	+38.2
	Non-Cardiovascular	9,109	11,784	+2,674	+29.4
	Japan	3,561	3,806	+245	+6.9
	Overseas	5,548	7,977	+2,428	+43.8
	OEM	5,055	5,788	+733	+14.5
	Japan	2,589	2,085	-504	-19.5
	Overseas	2,465	3,703	+1,238	+50.2



Per Segment by Device Division - 1

(Mil. Yen)

10,000

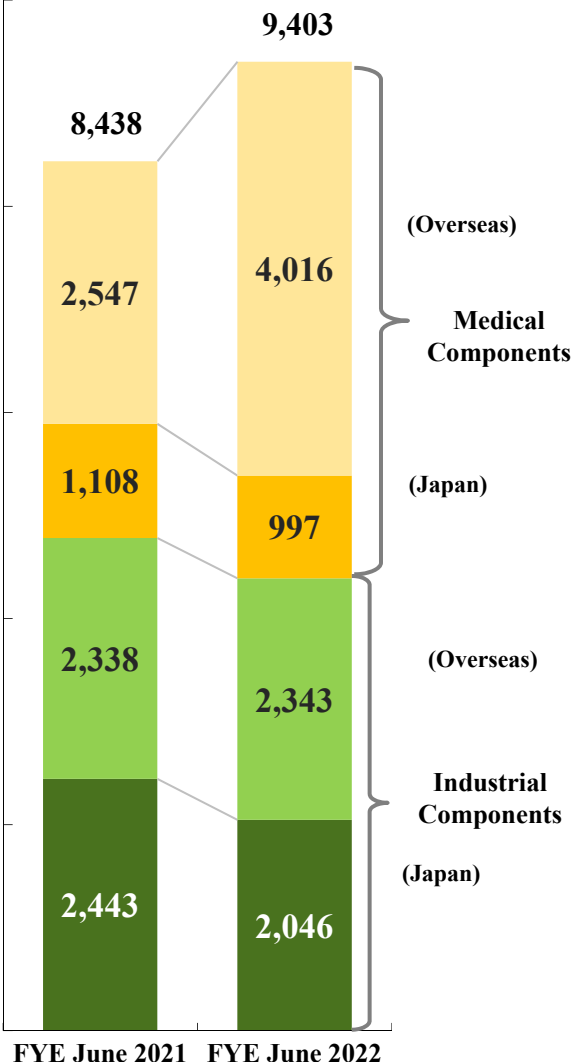
8,000

6,000

4,000

2,000

0



【Revenue (YoY)】

Increased significantly medical components in overseas due to receding effects of COVID-19

Medical Component

- Japan: Decreased in transaction of Endoscopy component
- Overseas: Increased in Abdominal vascular catheter components and Cardiovascular ultrasonic components for US market

Industrial Component

- Japan: Decrease of construction and automobile transactions
- Overseas: Increased favorably due to the transaction of Leisure though decreasing construction and automobile transactions

【 Operating income 】

- Increased due to increase external revenue and intersegment transaction



Per Segment by Device Division - 2

(Mil. Yen)		FYE June 2021	FYE June 2022	YoY		
				Changes	Changes (%)	
Exchange rate (Yen)	USD	106.58	117.46	+10.88	+10.2	
Total Revenue		8,438	9,403	+964	+11.4	
	Japan		3,552	3,044	-507	-14.3
	Overseas		4,886	6,359	+1,472	+30.1
	Medical Components		3,656	5,013	+1,356	+37.1
	Japan		1,108	997	-111	-10.0
	Overseas		2,547	4,016	+1,468	+57.6
	Industrial Components		4,782	4,389	-392	-8.2
	Japan		2,443	2,046	-396	-16.2
	Overseas		2,338	2,343	+4	+0.2
	Operating income		3,349	5,327	+1,977	+59.0
(Reference) Segment Revenue		5,665	13,903	+8,237	+145.4	



Reference: P/L

	FYE June 2021		FYE June 2022			
	Amount (Mil. Yen)	Ratio (%)	Amount (Mil. Yen)	Ratio (%)	Changes (Mil. Yen)	Main comparison factors
Revenue	61,507	100.0	77,748	100.0	+16,241	<ul style="list-style-type: none"> • Due to recovery from the impact of COVID-19 • Exchange rate fluctuation (Yen depreciation)
Cost of sales	20,039	32.6	26,666	34.3	+6,627	
Gross profit	41,468	67.4	51,082	65.7	+9,614	
SGA	28,673	46.6	35,843	46.1	+7,170	<ul style="list-style-type: none"> • Increased in sales related and R&D expenses • Increased in good-will amortization, etc.
Operating income excl. goodwill amortization	12,944	21.0	16,893	21.7	+3,948	
Operating income	12,795	20.8	15,239	19.6	+2,444	
Non-operating income	666	1.1	1,460	1.9	+794	• Increased in foreign exchange gains
Non-operating expense	265	0.4	373	0.5	+108	
Ordinary income	13,196	21.5	16,326	21.0	+3,130	
Extraordinary income	114	0.2	615	0.8	+501	• Gain on step acquisitions
Extraordinary loss	177	0.3	1,211	1.6	+1,033	• Loss on disaster at Cebu factory
Net income attributable to parent company shareholders	9,984	16.2	10,857	14.0	+873	
Comprehensive income	10,753	17.5	17,297	22.2	+6,543	

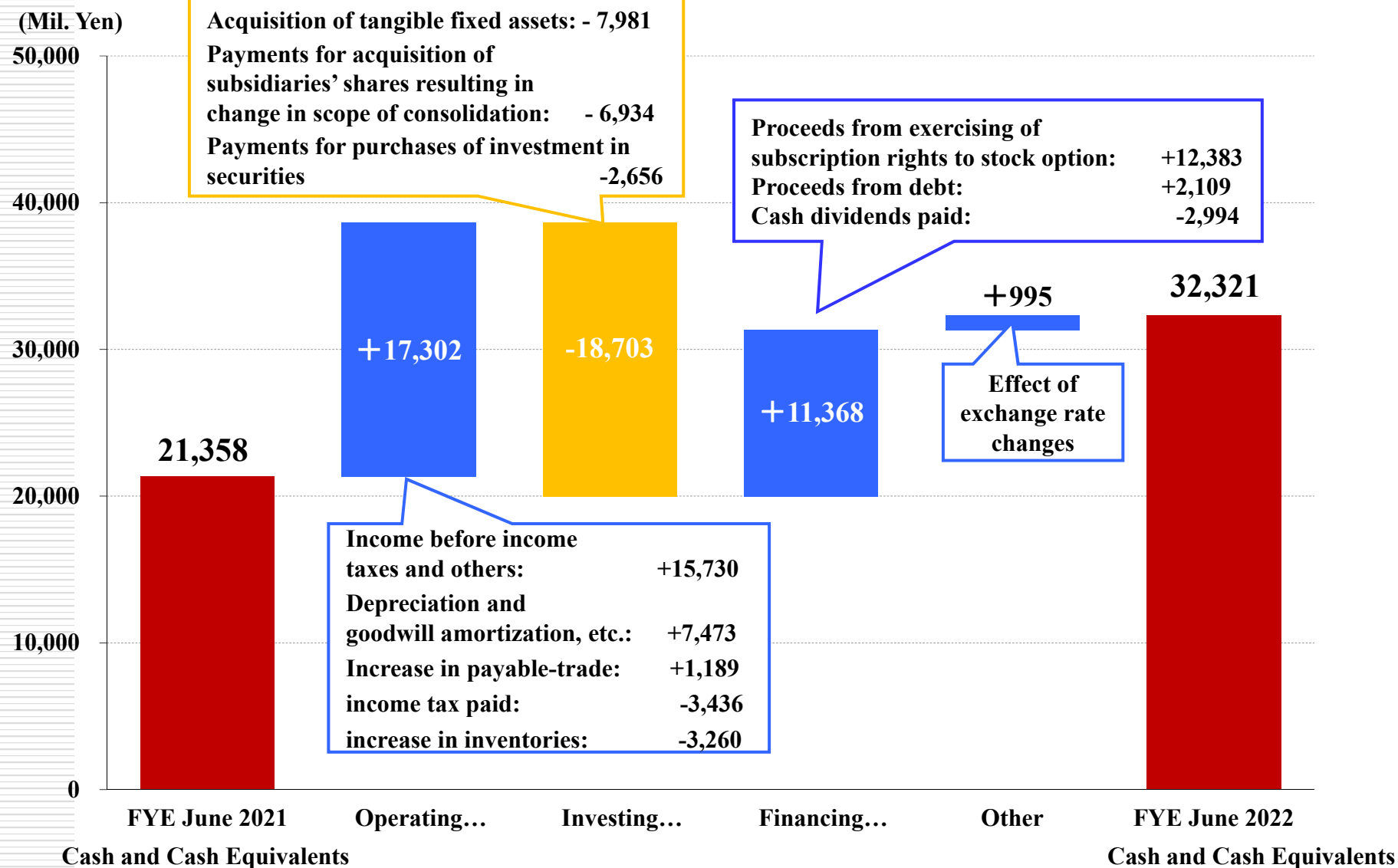


Reference: B/S

		FYE June 2021		FYE June 2022			
		Amount (Mil. Yen)	Ratio (%)	Amount (Mil. Yen)	Ratio (%)	Changes (Mil. Yen)	Main comparison factors
Assets	Current assets	61,132	53.0	79,609	51.3	+18,476	Cash and deposit +10,962 Receivable-trade +3,877
	Fixed assets	54,294	47.0	75,517	48.7	+21,223	Goodwill +5,650 Buildings and structures +3,948 Investment securities +2,367
Total assets		115,427	100.0	155,127	100.0	+39,700	
Liabilities	Current liabilities	14,672	12.7	20,761	13.4	+6,089	Payable-trade +1,485 Short-term borrowing +1,222 Accounts payable +1,116
	Fixed liabilities	7,816	6.8	13,234	8.5	+5,418	Long-term borrowing +2,913
Total liabilities		22,488	19.5	33,996	21.9	+11,507	
Total net assets		92,938	80.5	121,130	78.1	+28,192	Retained earnings +7,863 Share capital +6,213 Capital surplus +6,210
Total liabilities & net assets		115,427	100.0	155,127	100.0	+39,700	



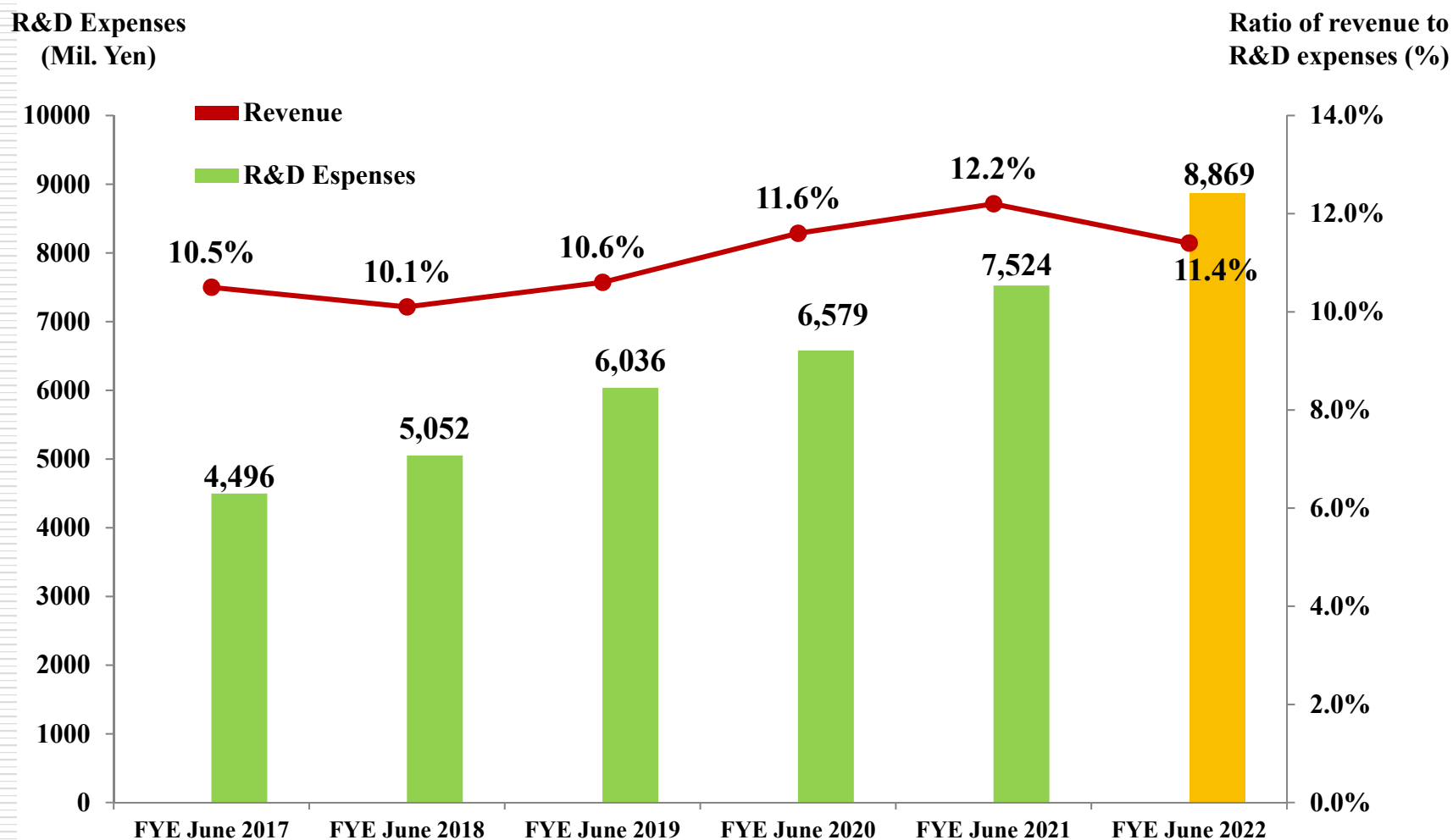
Reference: C/F





R&D Expenses

Continuing to invest aggressively in both existing and new fields.





Results and Plan for Equipment Installation

Significantly lower than planned due to postponement of investment in Tohoku R&D Center

(Mil. Yen)

30,000

25,000

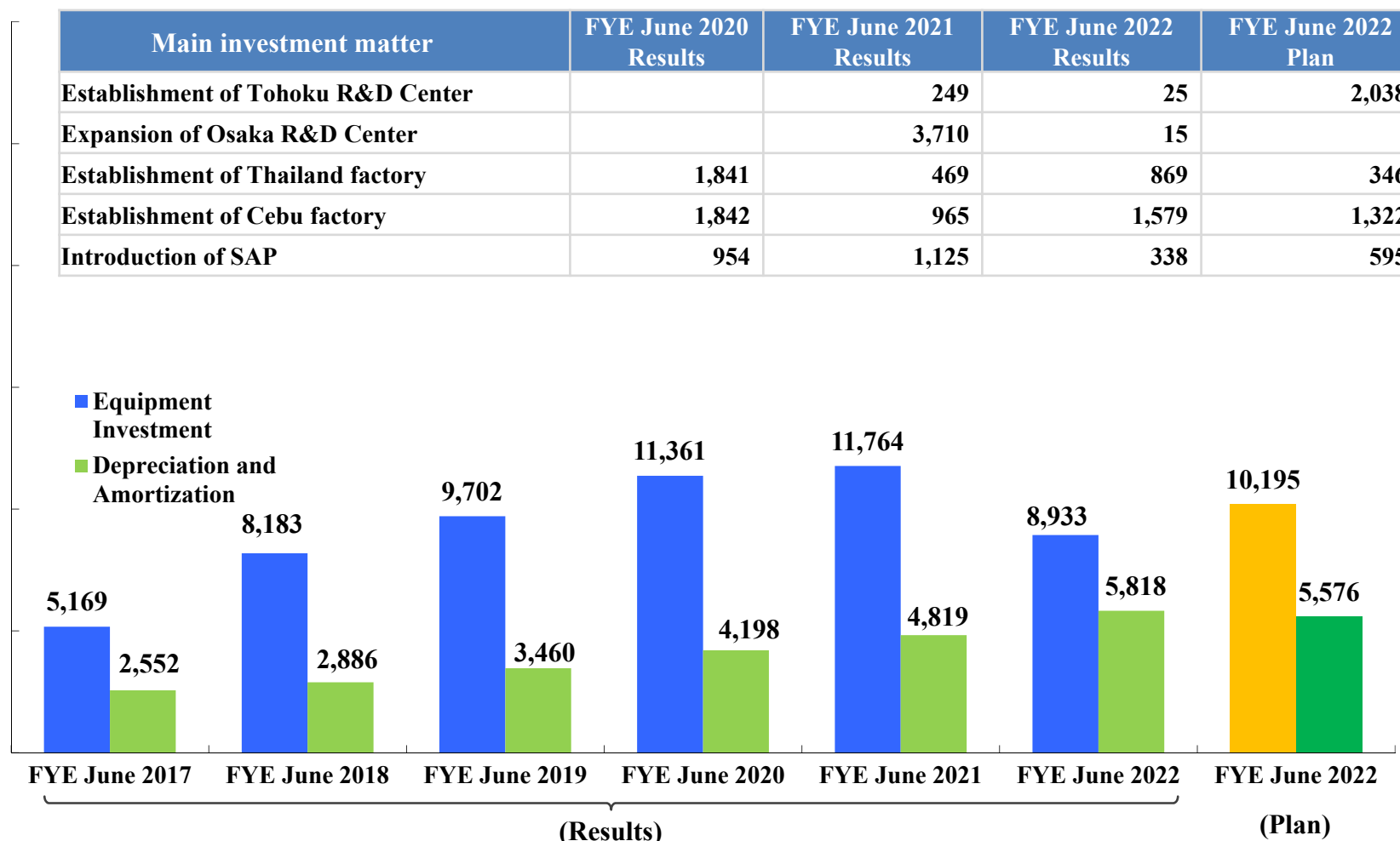
20,000

15,000

10,000

5,000

0



※Excluding amortization transferred to amortization of goodwill, etc.



Contents

**1. Summary of Consolidated Financial Results for
FYE June 2022**

2. Earnings Forecast for FYE June 2023



Earnings Forecast for FYE June 2023

**Significant increase in revenue due to recovery from the impact of COVID-19
Operating income is expected to increase despite cost increases due to material price hikes, etc.**

- Revenue is expected to increase to 89,339 Mil. Yen (+14.9% YoY) due to increase in overseas market in Medical Division

Increasing factors

- Trend of number of cases accompanied with COVID-19 is assumed to recover except China
- Cardiovascular field: PCI GW and penetration catheter will increase due to the expansion of market share by strengthening sales promotion and direct sales in addition to the return of the number of cases
- Non-cardiovascular field: Peripheral vascular products will increase due to enhancement by new product launches mainly in US and EU. Expect to increase market share for neurovascular products in all regions
- Increase revenue due to exchange fluctuation rate (Yen depreciation)(+3,810 Mil. Yen)

Decreasing factors

- Negative impact of reimbursement price reduction (-504 Mil. Yen)

- Although sales cost increase due to material price hikes, operating income is expected to increase due to increased revenue

- Gross profit 57,950 Mil. Yen (YoY +13.4%)
 - Increase in cost of sales due to soaring material prices and increased labor costs
- Operating income excluding goodwill amortization, etc. 19,163 Mil. Yen (YoY+13.4%)
 - Increase in R&D expenses (9,730 Mil. Yen, revenue ratio 10.9%)
 - Increase in quality assurance costs
 - Increased costs associated with strengthening overseas sales, mainly in Europe and China
- Operating income 17,433 Mil. Yen (YoY +14.4%)
- Ordinary income 17,423 Mil. Yen(YoY +6.7%)
- Net income attributable to parent company shareholders:12,405 Mil. Yen (YoY +14.3%)

Assumed Exchange Rate	(Unit : JPY)			
FYE June 2023 (Plan)	US \$	127.00	EURO	135.00
	CNY	19.00	BAHT	3.90
FYE June 2022	US \$	117.46	EURO	132.15
	CNY	18.18	BAHT	3.51

Effect of exchange rate on operating income (Main currency)

US \$ (+ 1 yen influence) : approx. 173 Mil. Yen Increase
 EURO (+ 1 yen influence) : approx. 99 Mil. Yen Increase
 CNY (+ 1 yen influence) : approx. 762 Mil. Yen Increase
 BAHT(+0.1 yen influence) : approx. 377 Mil. Yen Decrease



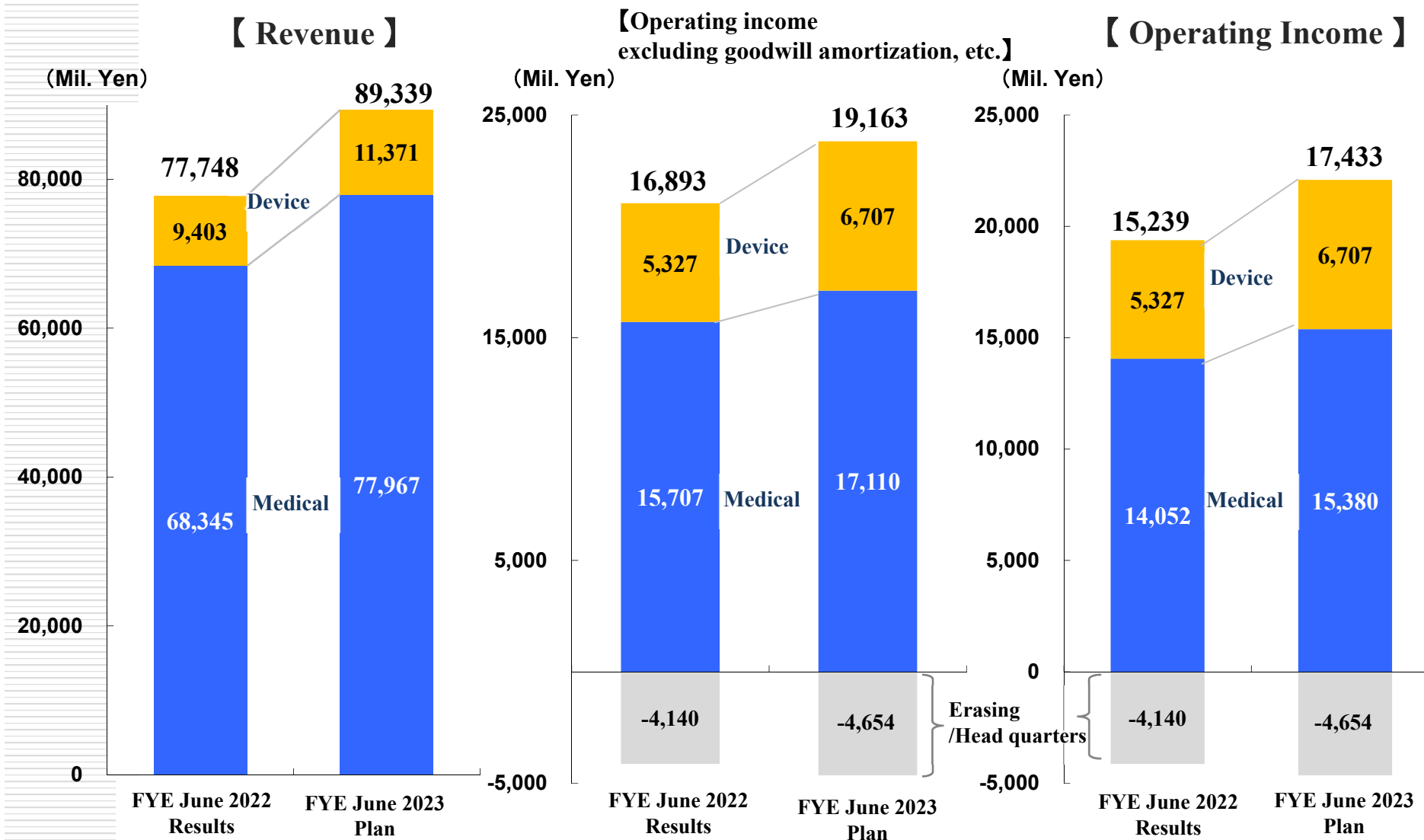
Reference: Earnings Forecast for FYE June 2023

	FYE June 2022 (Results)		FYE June 2023 (Plan)				(Reference) At the same exchange rate as the previous quarter			
	Amount (Mil.Yen)	Ratio(%)	Amount (Mil.Yen)	Ratio(%)	YoY		Amount (Mil.Yen)	Ratio(%)	YoY	
					Changes (Mil.Yen)	Change s (%)			Changes (Mil.Yen)	Change s (%)
Revenue	77,748	100.0	89,339	100.0	+11,590	+14.9	85,528	100.0	+7,779	+10.0
Gross profit	51,082	65.7	57,950	64.9	+6,867	+13.4	55,901	65.4	+4,818	+9.4
Operating income excluding amortization of goodwill	16,893	21.7	19,163	21.4	+2,269	+13.4	18,013	21.1	+1,119	+6.6
Operating income	15,239	19.6	17,433	19.5	+2,194	+14.4	16,360	19.1	+1,121	+7.4
Ordinary income	16,326	21.0	17,423	19.5	+1,097	+6.7	16,350	19.1	+24	+0.1
Net income attributable to parent company shareholders	10,857	14.0	12,405	13.9	+1,548	+14.3	11,333	13.3	+475	+4.4
EPS *	40.01	-	45.67	-	+5.66	+14.1				
EBITDA	22,712	29.2	25,752	28.8	+3,040	+13.4				

Exchange rate (Unit : JPY)	US \$	EURO	CNY	BAHT
FYE June 2023(Plan)	127.00	135.00	19.00	3.90
FYE June 2022	117.46	132.15	18.18	3.51

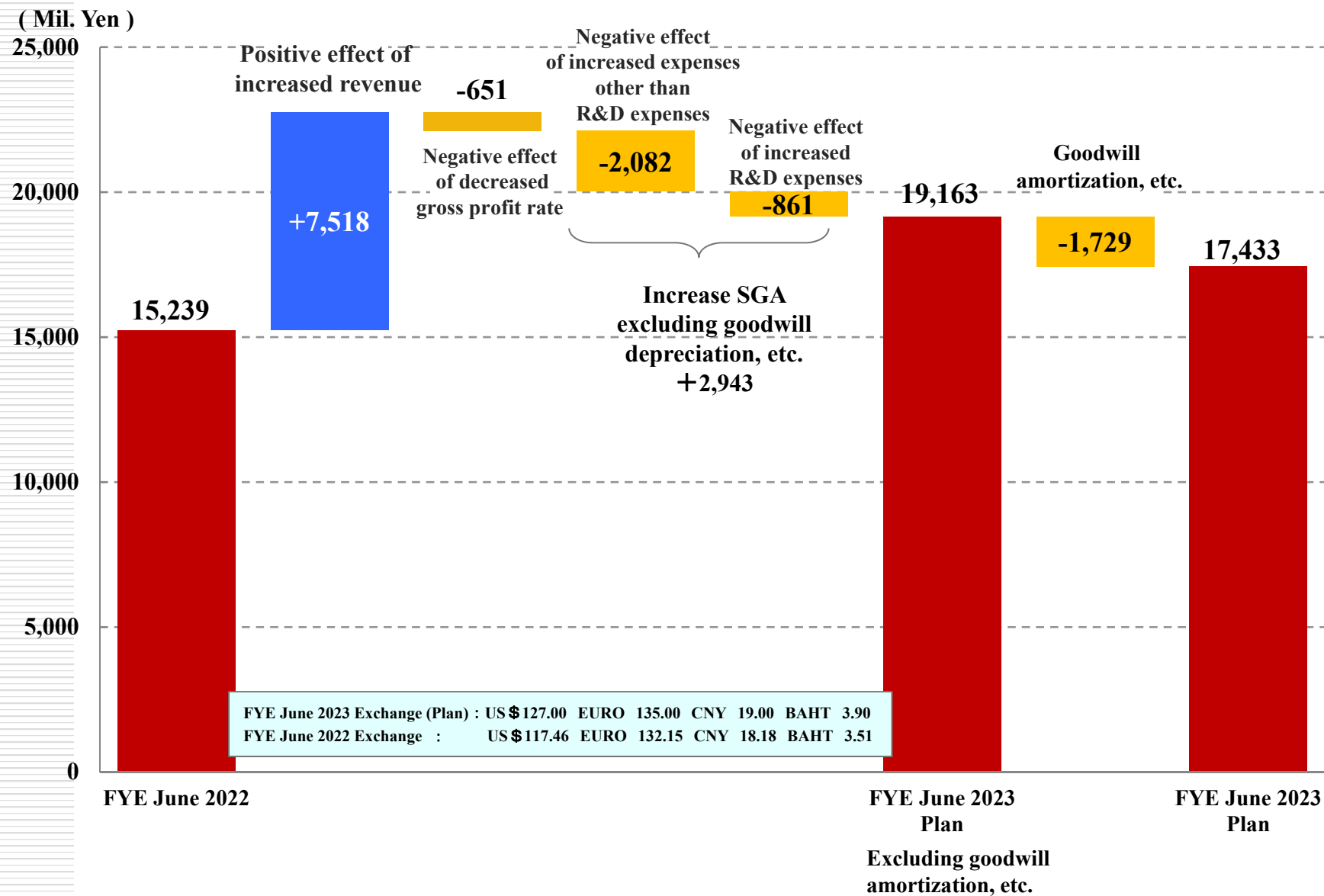


Earnings Forecast by Segment





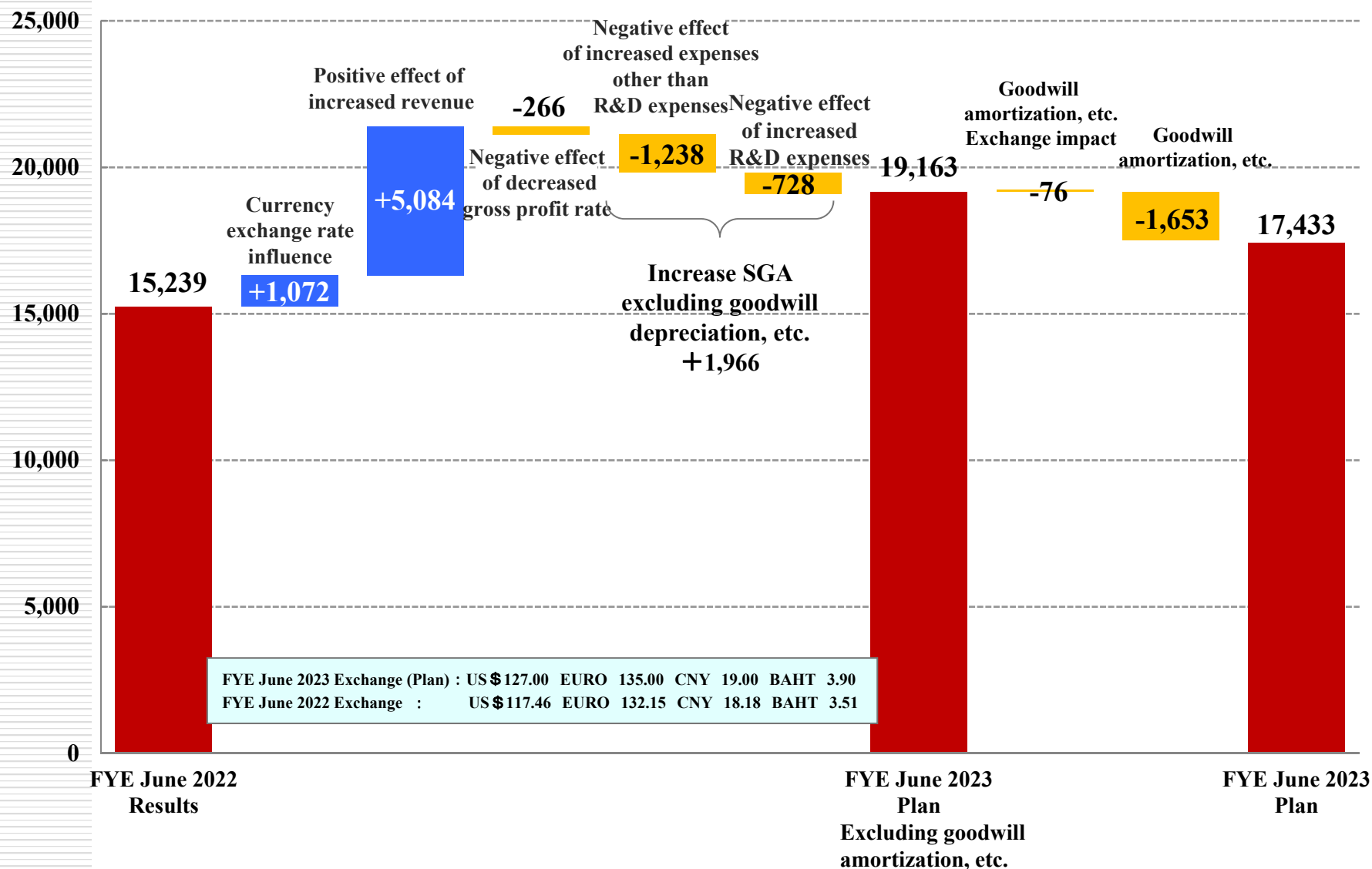
Attribution Analysis of Operating Income (Exchange Rate Fluctuations Included)





Attribution Analysis of Operating Income (Exchange Rate Fluctuations Excluded)

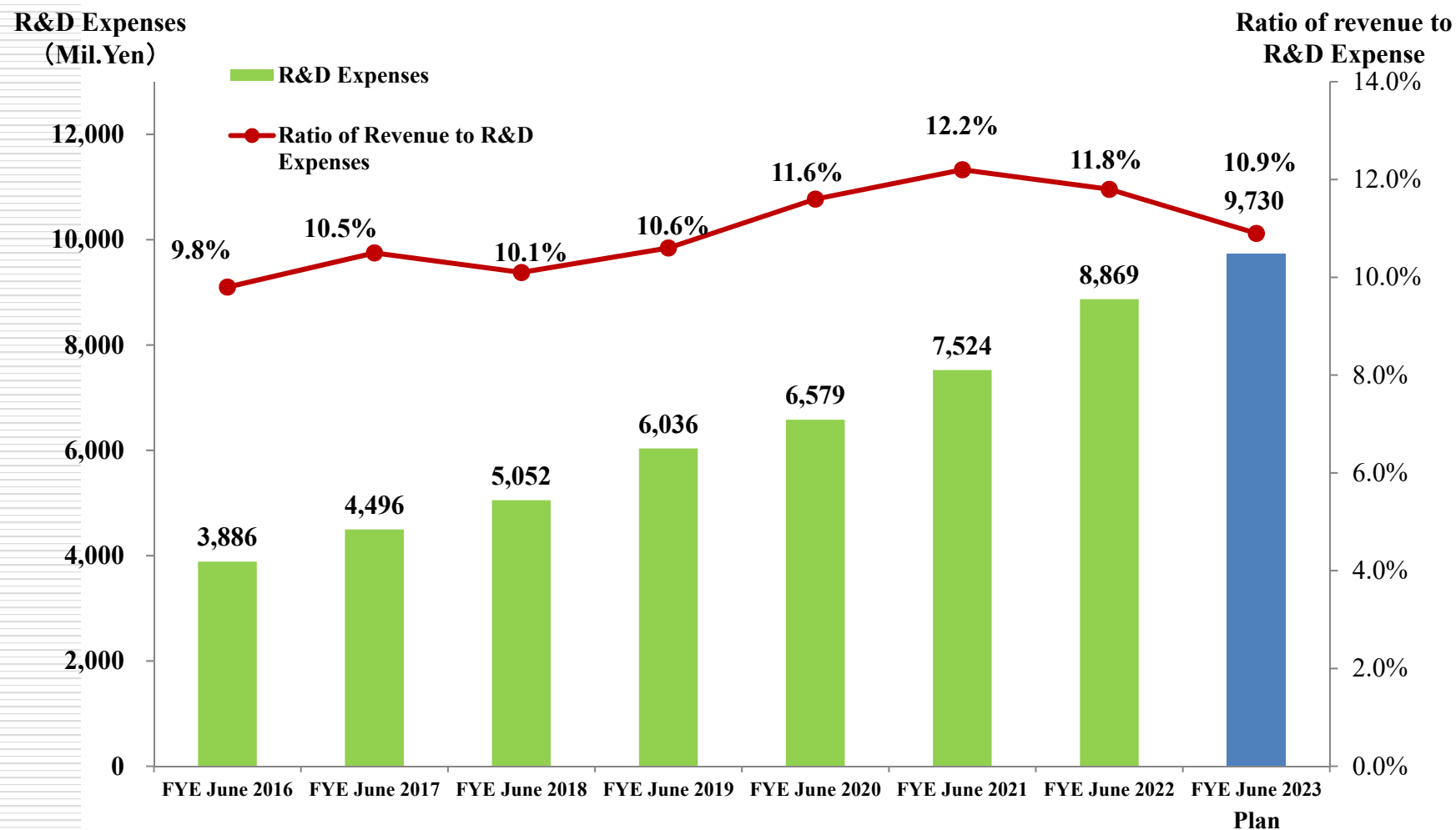
(Mil. Yen)





Trends in R&D Expenses

Increase continuously in R&D expenses for new project

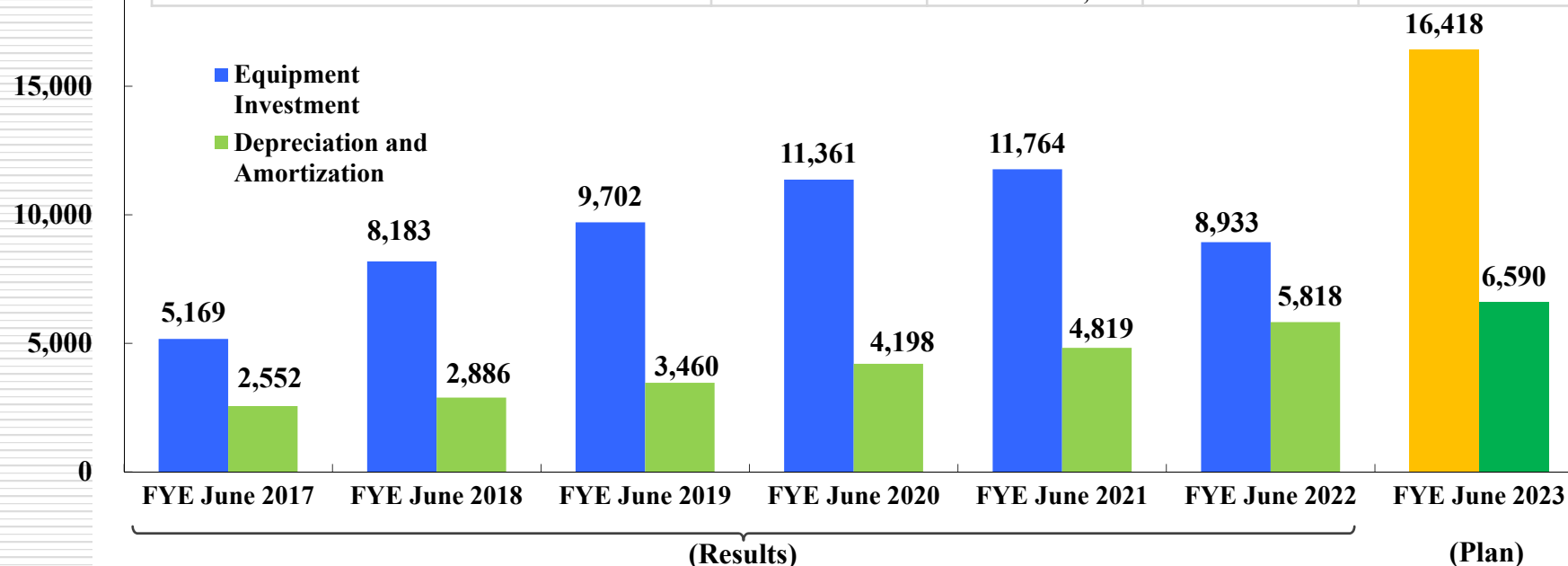




Results and Plan for Equipment Installation

Significantly lower than planned due to postponement of investment in Tohoku R&D Center

(Mil. Yen)	Main investment matter	FYE June 2020 Results	FYE June 2021 Results	FYE June 2022 Results	FYE June 2023 Plan
30,000	Establishment & Expansion of R&D building in Global Headquarters	—	157	12	3,650
	Establishment & Expansion of Tohoku R&D Center	—	249	25	—
25,000	Expansion of Osaka R&D Center	—	3,710	15	257
	Establishment & Expansion of Thailand factory	1,841	469	869	2,049
	Establishment & Expansion of Hanoi factory	484	80	91	1,394
20,000	Establishment & Expansion of Cebu factory	1,842	965	1,579	807
	Introduction of SAP	954	1,125	338	129



※ Excluding amortization transferred to amortization of goodwill, etc.



Caution Regarding Information Presented

All forward looking statements contained herein, including revenue forecasts, outlooks, and strategic plans, are based on the best currently available data; however, risk and uncertainty are involved in these statements. Please note that actual results may differ greatly from plans presented here.

【 IR contact 】

Asahi Intecc Co., Ltd. corporate strategic office

TEL 0561-48-5551

URL <http://www.asahi-intecc.co.jp/en/>