

Financial Results of the 3rd Quarter for Fiscal Year ending June 2020

May 15, 2020

(Securities code: 7747 First Section of the Tokyo Stock Exchange, First Section of the Nagoya Stock Exchange)



Contents

1. Summary of Consolidated Financial Results of Q3 for FYE June 2020

2. Earnings Forecast for FYE June 2020



Japan

Overseas

FYE June 2020 Q3 YTD Main Points-1

Revenue 45,407 Mil. Yen <Year-on-year +6.2%>

• Despite external factors (Reimbursement price reduction, exchange rate fluctuation and impact of COVID-19), secure increased sales with favorable progress centering on foreign revenue in Medical Division ~

Medical Division ~ Increase with strong performance mainly in foreign demands~

- The number of cases tended to decrease slightly compared to the same period of the previous year (Remained at the same level compared to the previous second half due to bottoming-out)
- PTCA GW remained at the same level due to decrease in number of cases
- Neurovascular field favorably progressed due to launch of new product Balloon guide catheter "Branchor" in addition to increase of guide wires
- Reimbursement price reduction accompanying consumption tax revision (October) (-317 Mil. yen)
- The impact of COVID-19 is mainly in China and is gradually expanding in other regions such as the United States.
- PTCA GW favorably progressed centering on US
- Expansion of PTCA Guiding Catheters "Hyperion" due to inventory replenishment to distributors in Chinese market
- Non-Cardiovascular segment increased in Abdominal and Peripheral vascular field
- Influence of the exchange rate fluctuation (-1,079 Mil. yen)

Device Division ~ Despite decrease in Industrial Components business, increase due to good progress of Medical Components business ~

- In Medical Components business, good progress in Cardiovascular examination catheter components and Abdominal vascular catheter components in US market
- In Industrial Components business, decrease in business for the automobile market for overseas, despite increase in business related to the office automation and construction market for Japan



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FYE June 2020 Q3 YTD Main Points-2

Despite increase in gross profit, operating income decreased due to increase in sales and R&D related expenses

- Gross profit 31,068 Mil. Yen <YoY +2.9%>
 - Increase in gross profit due to revenue increase.
 - Decrease in gross profit ratio due to exchange rate fluctuation, impact of COVID-19 and fixed cost increase, etc.
- Operating income :12,366 Mil. Yen < YoY -4.3% >
- Increase in expenses to strengthen sales and marketing activities such as US and Chinese market
- Increase in R&D expenses (4,692 Mil. Yen, YoY +505 Mil. Yen, Ratio of Revenue 10.3%)
- Increase in personnel expenses for strengthening organizational structure
- Ordinary income : 12,381 Mil. Yen < YoY -4.0% >
- Decrease in currency exchange loss (YoY -60 Mil. Yen)
- Net income attributable to parent company shareholders : 9,278 Mil. Yen < YoY -6.6% >
- **Decrease in gain on step acquisitions (400 Mil. Yen)**
 - Recording of subsidy for new office building (959 Mil. Yen)
 - Occurrence of operating compensation (239 Mil. Yen)

Exchange rate (Unit: JPY)	US \$	EURO	CNY	BAHT
FYE June 2020 Q3 YTD	108.37	119.96	15.45	3.53
FYE June 2019 Q3 YTD	111.58	127.93	16.34	3.44





	FYE Jun Q3 Y			FYE June 2020 Q3 YTD			(Reference) At the same exchange rate as the previous year				
					YoY		Amount	Ratio			
	Amount (Mil. Yen)	Ratio (%)	Amount (Mil. Yen)	Ratio (%)	Changes (Mil. Yen)	Changes (%)	(Mil. Yen)	Katio (%)	Changes (Mil. Yen)	Changes (%)	
Net sales	42,764	100.0	45,407	100.0	+2,642	+6.2	46,587	100.0	+3,822	+8.9	
Gross profit	30,189	70.6	31,068	68.4	+878	+2.9	32,331	69.4	+2,141	+7.1	
Operating income	12,919	30.2	12,366	27.2	-553	-4.3	13,506	29.0	+586	+4.5	
Ordinary income	12,897	30.2	12,381	27.3	-516	-4.0	13,521	29.0	+623	+4.8	
Net income attributable to parent company shareholders	9,934	23.2	9,278	20.4	-655	-6.6	10,418	22.4	+484	+4.9	
EPS *	38.29 yen	-	35.64 yen	-	-2.65 yen	-6.9	40.02 yen	-	+1.73 yen	+4.5	

* : As of July 1st, 2019, 2-for-1 stock was implemented. As such, for EPS, figures after the share splits are shown in assuming splits of shares at the beginning of previous fiscal year.



Net Revenue by Segment

	FYE Ju Q3 Y		FYE June 2020 Q3 YTD						
	AmountRatio(Mil. Yen)(%)		Amount (Mil. Yen)	Ratio (%)	Changes (Mil. Yen)	Changes (%)			
Medical	36,144	84.5	38,583	85.0	+2,438	+6.7			
Device	6,619	15.5	6,824	15.0	+204	+3.1			
Total amount	42,764	100.0	45,407	100.0	+2,642	+6.2			

(Reference)

Medical field	38,784	90.7	41,730	91.9	+2,945	+7.6
Industrial field	3,980	9.3	3,676	8.1	-303	-7.6



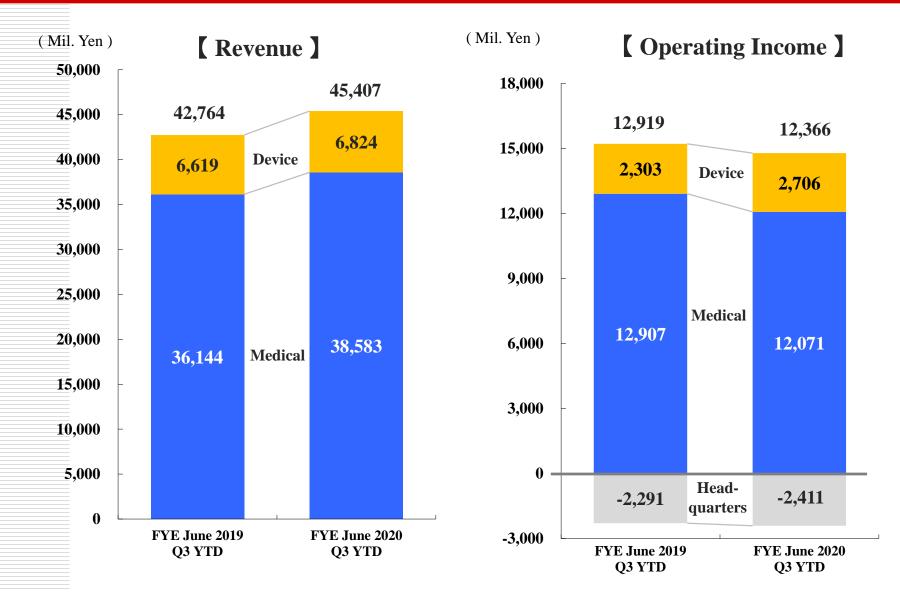
Operating Income by Segment

	FYE Jur Q3 Y		FYE June 2020 Q3 YTD						
	Amount (Mil. Yen)	Ratio (%)	Amount (Mil. Yen)	Ratio (%)	Changes (Mil. Yen)	Changes (%)			
Medical	12,907	84.9	12,071	81.7	-835	-6.5			
Device	2,303	15.1	2,706	18.3	+402	+17.5			
Subtotal	15,210	100.0	14,778	100.0	-432	-2.8			
Erasing & Head Quarters	-2,291	-	-2,411	-	-120	+5.3			
Total amount	12,919	-	12,366	-	-553	-4.3			

(Reference) Device Division Segment Revenue	2,646	-	3,194	-	+548	+20.7
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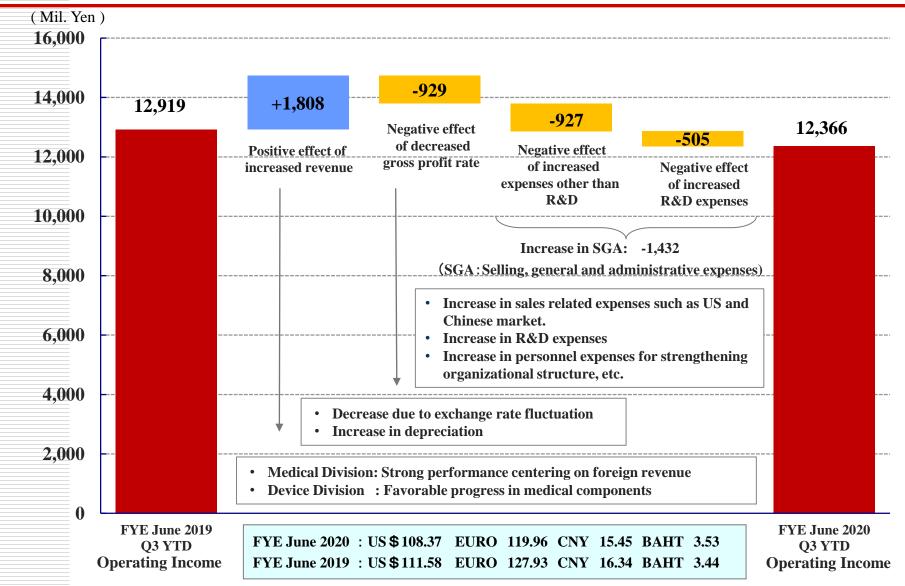


Earnings Performance by Segment



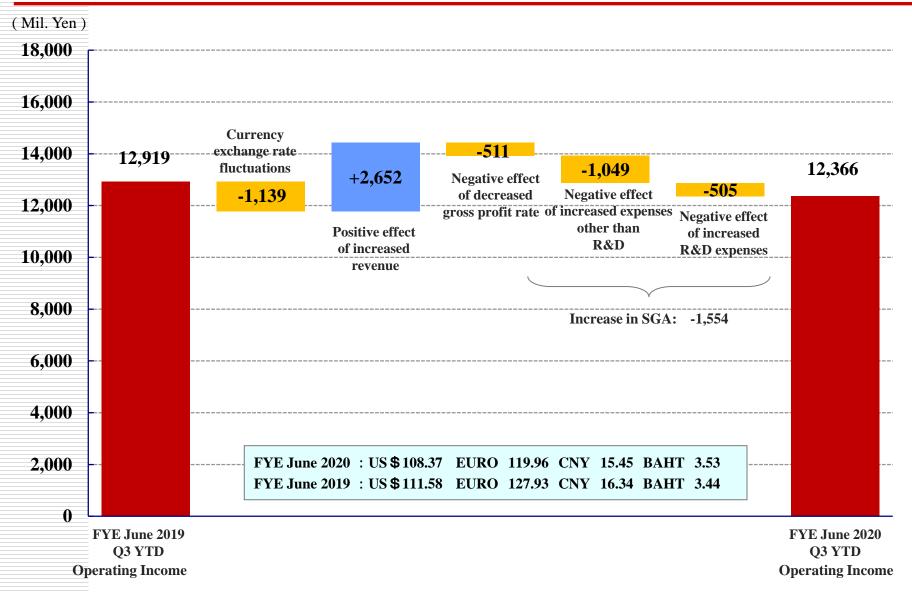


Attribution Analysis of Operating Income – 1 (Exchange Rate Fluctuations Included)





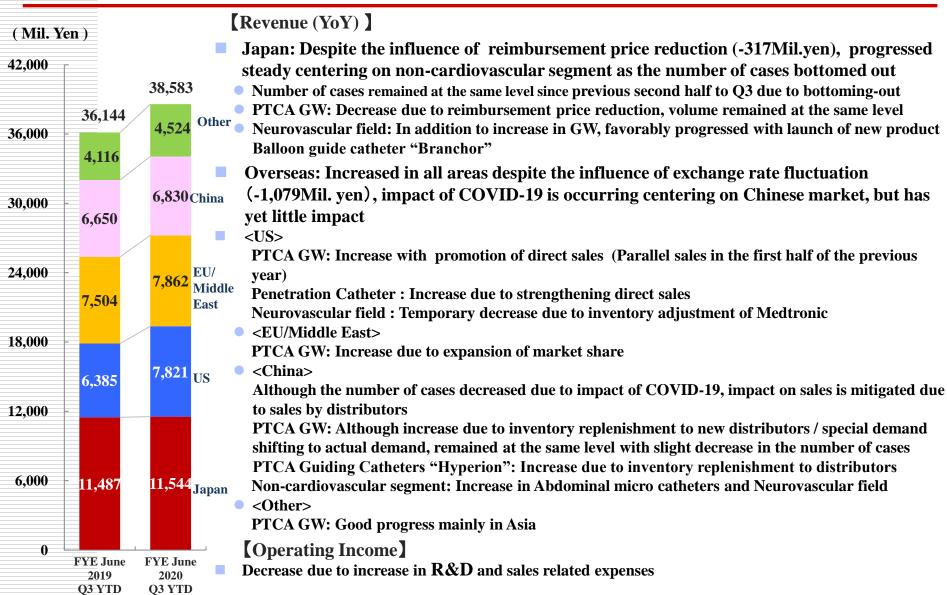
Attribution Analysis of Operating Income – 2 (Exchange Rate Fluctuations Excluded)





Per Segment by Medical Division (by Geography - 1)

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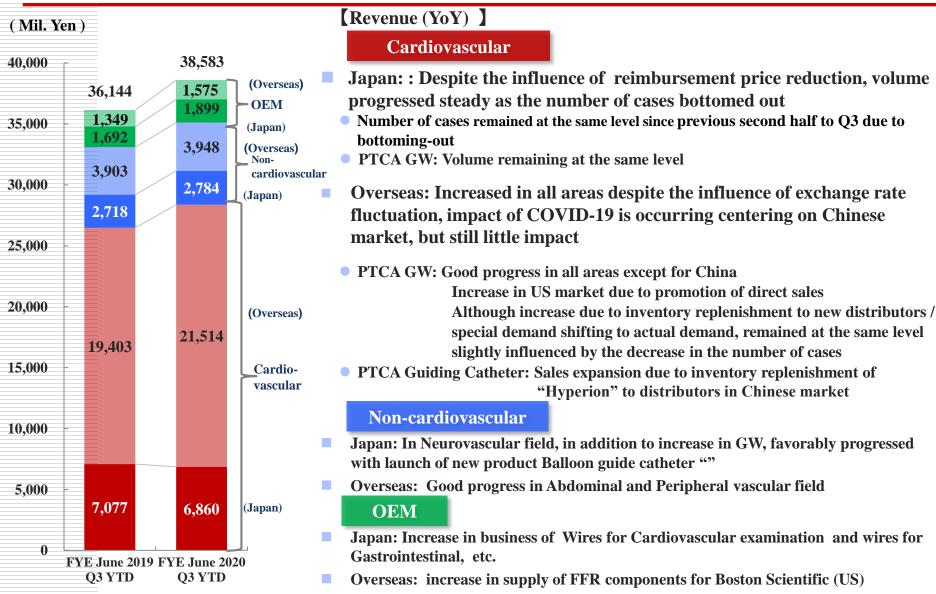
Per Segment by Medical Division (by Geography - 2)

(Mil. Yen)

		FYE June	FYE June	Yo	γY
		2019 Q3 YTD	2020 Q3 YTD	Changes	Changes (%)
	USD	111.58	108.37	-3.21	-2.9
Exchange rate(Yen)	EURO	127.93	119.96	-7.97	-6.2
CNY		16.34	15.45	-0.89	-5.4
Total Revenue		36,144	38,583	+2,438	+6.7
Japan		11,487	11,544	+56	+0.5
Overseas	Overseas		27,038	+2,381	+9.7
US		6,385	7,821	+1,435	+22.5
EU/Middle	e East	7,504	7,862	+357	+4.8
China	China		6,830	+179	+2.7
Other	Other		4,524	+408	+9.9
Operating income		12,907	12,071	-835	-6.5



Per Segment by Medical Division (by Treatment - 1)

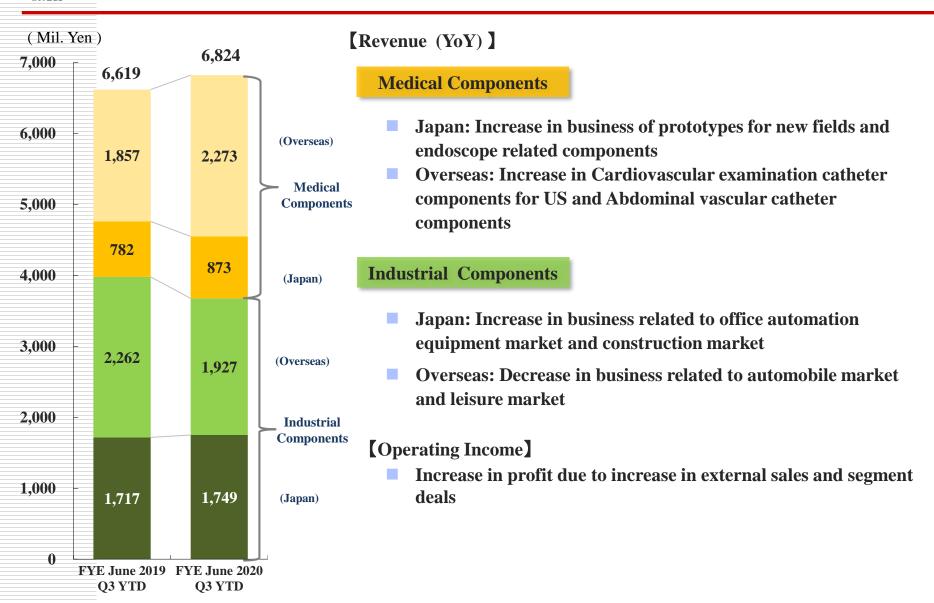




Per Segment by Medical Division (by Treatment - 2)

				FYE June	FYE June	Ye	ρY	(Mil. Yen)
				2019 Q3 YTD	2020 Q3 YTD	Changes	Changes (%)	
			USD	111.58	108.37	-3.21	-2.9	
Exch	nange r	ate (Yen)	EURO	127.93	119.96	-7.97	-6.2	
			CNY	16.34	15.45	-0.89	-5.4	
Total Revenue		36,144	38,583	+2,438	+6.7			
		Japan		11,487	11,544	+56	+0.5	
	Overseas Cardiovascular		24,656	27,038	+2,381	+9.7		
			26,480	28,375	+1,894	+7.2		
		Japan		7,077	6,860	-216	-3.1	
		Overseas	5	19,403	21,514	+2,111	+10.9	
	Non	-cardiova	scular	6,622	6,732	+110	+1.7	
		Japan		2,718	2,784	+66	+2.4	
		Overseas	5	3,903	3,948	+44	+1.1	
	OEN	1		3,042	3,475	+433	+14.2	
		Japan		1,692	1,899	+207	+12.3	
		Overseas	5	1,349	1,575	+225	+16.7	

Per Segment by Device Division - 1





Per Segment by Device Division - 2

	FYE June	FYE June	Ye	γY	(Mil. Ye
	2019 Q3 YTD	2020 Q3 YTD	Changes	Changes(%)	
Exchange rate (Yen) USD	111.58	108.37	-3.21	-2.9	
Total Revenue	6,619	6,824	+204	+3.1	
Japan	2,499	2,623	+123	+4.9	
Overseas	4,120	4,201	+80	+2.0	
Medical Components	2,639	3,147	+507	+19.2	
Japan	782	873	+91	+11.7	
Overseas	1,857	2,273	+416	+22.4	
Industrial Components	3,980	3,676	-303	-7.6	
Japan	1,717	1,749	+32	+1.9	
Overseas	2,262	1,927	-335	-14.8	
Operating income	2,303	2,706	+402	+17.5	
(Reference) Segment Revenue	2,646	3,194	+548	+20.7	

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Reference: P/L

	FYE Jun Q3 Y				F	YE June 2020 Q3 YTD
	Amount (Mil. Yen)	Ratio (%)	Amount (Mil. Yen)	Ratio (%)	Changes (Mil. Yen)	Main comparison factors
Revenue	42,764	100.0	45,407	100.0	+2,642	•Strong performance mainly in overseas revenue in medical division
Cost of sales	12,574	29.4	14,338	31.6	+1,763	
Gross profit	30,189	70.6	31,068	68.4	+878	•Increase in proportion to good revenue progress
SGA	17,269	40.4	18,702	41.2	+1,432	•Increase in sales related expenses and R&D expenses
Operating income	12,919	30.2	12,366	27.2	-553	
Non-operating income	179	0.4	94	0.2	-85	•Decrease in subsidy income
Non-operating expense	202	0.5	80	0.2	-122	 Decrease in currency exchange loss Decrease in loss on sale and disposal of fixed assets
Ordinary income	12,897	30.2	12,381	27.3	-516	
Extraordinary gain	400	0.9	959	2.1	+558	 Decrease in gain on step acquisitions Recoding subsidy income for new office building
Extraordinary loss	0	0.0	508	1.1	+508	 Recording loss on revaluation of investment securities Recording operating compensation
Net income attributable to parent company shareholders	9,934	23.2	9,278	20.4	-655	
Comprehensive income	10,250	24.0	8,456	18.6	-1,794	 Unrealized loss on securities +415 Foreign currency translation adjustment -1,566

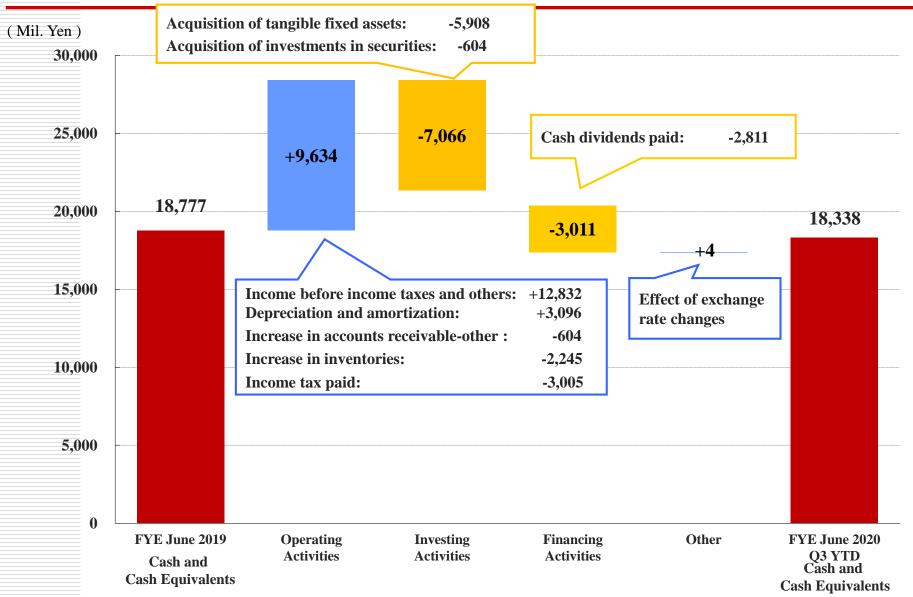


Reference: B/S

		FYE Ju	ne 2019			FYE Jur Q3 Y	
		Amount (Mil. Yen)	Ratio (%)	Amount (Mil. Yen)	Ratio (%)	Changes (Mil. Yen)	Main comparison factors
Assots	Current assets	45,824	54.3	47,364	52.8	+1,540	Inventory assets:+1,690Cash and deposit:-439
Assets	Fixed Assets	38,534	45.7	42,348	47.2	+3,813	Tangible fixed assets:+3,299
Total assets		84,358	100.0	89,712	100.0	+5,353	
Liabilities	Current Liabilities	12,621	15.0	12,155	13.5	-466	Accrued corporation tax :+531Provision for bonuses+324Other current liability :-1,333
	Fixed liabilities	6,286	7.5	6,388	7.1	+102	Long-term debt: -112
Total liabili	ties	18,908	22.4	18,543	20.7	-364	
Total net as	Total net assets		77.6	71,168	79.3	+5,718	Retained earnings:+6,431Foreign currency translation adjustment :-836
Total liabilities & net assets		84,358	100.0	89,712	100.0	+5,353	



Reference: C/F





Contents

1. Summary of Consolidated Financial Results of Q3 for FYE June 2020

2. Earnings Forecast for FYE June 2020



Vision for FYE June 2020

Although financial results for FYE June 2020 Q2 YTD progressed favorably compared to the initial forecast, we revise full-year earnings forecast due to the decrease in the number of cases globally due to the impact of COVID-19 in Q3 of the fiscal year

Reasons for downward revision

- Revenue has decreased because of the decrease in the number of cases due to the impact of COVID-19 on a global scale such as US, EU/Middle East and Asia starting with China since Q3 fiscal year
- Of the endovascular catheter treatment, the number of cases is temporarily decreasing since only urgent cases are treated and waiting cases are postponed
- After the impact of COVID-19 settled, most of these postponed waiting cases are expected to be treated
- Recognized to have no significant impact on medium and long-term growth
- Therefor, of SGA, strategic upfront investment such as R&D and sales strategies (direct sales, establishment of bases, etc.) has been carried out as planned and expensed

<Reasons for favorable progress compared to the initial forecast>

- Increase in revenue such as Japanese, Chinese and Asian market
- SGA has not incurred



	FYE Jun Initial		FYE June 2020 Revised plan					
	Amount	Ratio	Amount	Ratio	Compare Initial			
	(Mil. Yen)	(%)	(Mil. Yen)	(%)	Changes (Mil. Yen)	Changes (%)		
Net sales	63,864	100.0	56,207	100.0	-7,656	-12.0		
Gross profit	43,617	68.3	37,272	66.3	-6,345	-14.5		
Operating income	15,369	24.1	11,940	21.2	-3,429	-22.3		
Ordinary income	15,373	24.1	11,965	21.3	-3,408	-22.2		
Net income attributable to parent company shareholders	11,310	17.7	8,977	16.0	-2,332	-20.6		
EPS *	43.46 yen	_	34.48 yen	-	-8.98	-20.7		

* : As of July 1st, 2019, a 2-for-1 stock was implemented. As such, for EPS, figures after the share splits are shown in assuming splits of shares at the beginning of previous fiscal year.



Increasing

factors

Decreasing

factors

Vision for FYE June 2020 (YoY)

In addition to revenue decrease due to external factors such as currency movements and reimbursement prices reduction, revenue and profits decreased both in Japan and overseas compared to the previous term due to impact of COVID-19

Although progressed favorably mainly in overseas in Medical Divisions until 3Q, revenue are expected to be 56,207 Mil. yen (YoY -1.8%) due to impact of COVID-19

- Further expansion of market share of PTCA GW in all areas
- Volume increase due to direct sales of PTCA GW in US year-round
- Cardiovascular products in China with actual demand turned of special demand
- •Sales decrease after March due to the decrease in the number of cases with the impact of COVID-19
- Influence of reimbursement price reduction (-504 Mil. Yen)
- Negative impact of exchange rate (-1,532 Mil. Yen)

Decrease in Operating income due to increase in SGA for R&D and strengthening overseas sales

- Decrease in Gross profit ratio with decrease in revenue
- Operating income 11,940 Mil. Yen (YoY -21.3%)

Increase in R&D expenses (YoY+342 Mil. Yen, revenue ratio 11.3 %) Increase in expenses due to strengthening overseas sale (+161 Mil. Yen)

Ordinary income 11,965 Mil. Yen (YoY -19.3%)

Net income attributable to parent company shareholders:
8,977 Mil. Yen (YoY-20.1%)

Assumed Exchange Rate	(Unit : JPY				
FYE June 2020	US \$	107.78	EURO	118.60	
(Plan)	CNY	15.34	BAHT	3.49	
EVE 1	US \$	111.15	EURO	126.81	
FYE June 2019	CNY	16.28	BAHT	3.45	

Effect of exchange rate on operating income (Main currency)

US \$ (+1 yen influence) : approx. 122 Mil. Yen Increase EURO (+1 yen influence) : approx. 64 Mil. Yen Increase CNY (+1 yen influence) : approx. 242 Mil. Yen Increase BAHT(+0.1 yen influence) : approx. 323 Mil. Yen Decrease



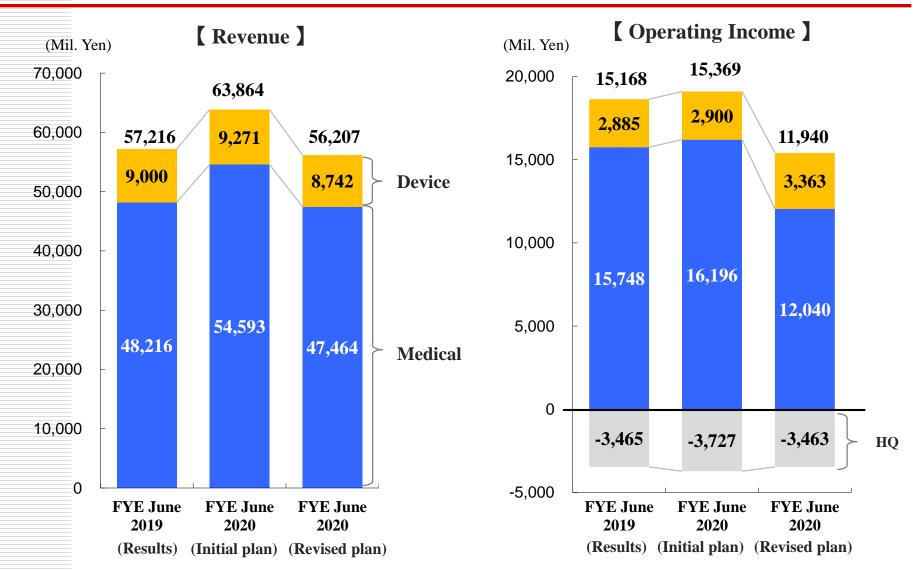
Earnings Forecast for FYE June 2020

	FYE Jui (Resi		FYE June 2020 (Revised Plan)			(Reference) FYE June 2020 (Revised Plan) At the same exchange rate as the previous year				
					YoY		A		YoY	
	Amount (Mil. Yen)	Ratio (%)	Amount (Mil. Yen)		Changes (%)	Amount (Mil. Yen)	Ratio (%)	Changes (Mil. Yen)	Changes (%)	
Revenue	57,216	100.0	56,207	100.0	-1,009	-1.8	57,739	100.0	+522	+0.9
Gross profit	39,700	69.4	37,272	66.3	-2,428	-6.1	38,768	67.1	-931	-2.3
Operating income	15,168	26.5	11,940	21.2	-3,228	-21.3	13,237	22.9	-1,930	-12.7
Ordinary income	14,833	25.9	11,965	21.3	-2,868	-19.3	13,262	23.0	-1,570	-10.6
Net income attributable to parent company shareholders	11,237	19.6	8,977	16.0	-2,259	-20.1	10,275	17.8	-962	-8.6
EPS (yen) *	43.29 yen	-	34.48 yen	-	-8.81 yen	-20.4	39.47 yen	_	-3.82 yen	-8.8

* : As of July 1st, 2019, a 2-for-1 stock was implemented. As such, for EPS, figures after the share splits are shown in assuming splits of shares at the beginning of previous fiscal year.



Earnings Forecast by Segment





Results and Plan for Equipment Installation

Implement expansion of overseas factory bases to increase production in the future

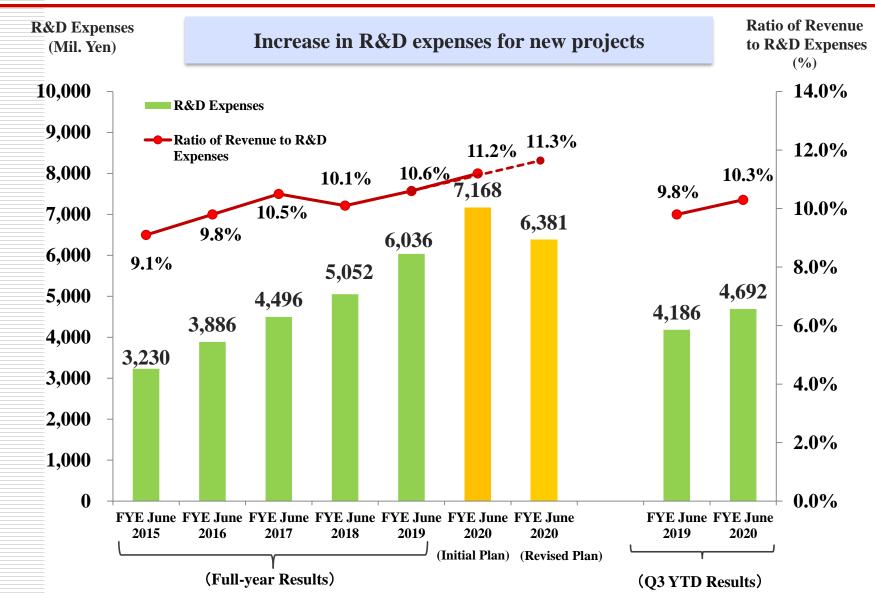
(Mil. Yen)		FYE June 2018	FYE June 2019	FYE June 2020	FYE Jun 2020
	Main investment matter	(Results)	(Results)	(Initial plan)	(Revised plan)
	Construction of New Building at Seto factory	2,705	2,154		
	Establishment of Tohoku R&D Center	683	294		
20,000	Land and Building (New Thai Medical factory)			2,271	1,849
	Expansion of Thai Medical factory	1,159	1,478	116	43
	Start up First Cebu Medical factory	436	302		
	Start up Second Cebu Medical factory		478	1,683	822
	Land and Building(New Cebu Device factory)			857	877
15,000	Introduction of core information system (SAP)	143 5		1,243	924
	 Equipment Investment Depreciation and Amortization 9,702 	13,474	11,052		
10,000	9,702				
	8,183				
				7,275	6,960
5,000	5,169 3,784 3,836	4,33	9 4,170		3,096
	1,959 2,287 2,552 2,886				2,529

0 FYE June 2015 FYE June 2016 FYE June 2017 FYE June 2018 FYE June 2019 FYE June 2020 FYE June 2020 (Initial Plan) (Revised Plan) (Full-year Results)

FYE June 2019 FYE June 2020 (Q3 YTD Results)



R&D Expenses





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.

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