

Financial Results for the Fiscal Year Ended March 31, 2023

 **DAIKEN MEDICAL CO., LTD.**

Tokyo Stock Exchange Prime Market
Securities Code: 7775



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Summary of Financial Results for the Fiscal Year Ended March 31, 2023

Financial Results

(Unit: million yen)

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	YoY
Net sales	8,540	9,137	+7.0%
Gross profit (Gross margin)	3,683 (43.1%)	3,530 (38.6%)	-4.2%
SG&A expenses (SG&A ratio)	2,533 (29.7%)	2,475 (27.1%)	-2.3%
Operating profit	1,150	1,054	-8.4%
Ordinary profit (Ordinary profit ratio)	1,152 (13.5%)	1,053 (11.5%)	-8.6%
Profit	831	712	-14.3%
Dividend per share	¥20.0	¥20.0	—

Sales by Segment (Year-on-Year Comparison)

Steady sales of mainstay products and favorable sales of AMY (Infusion pump)

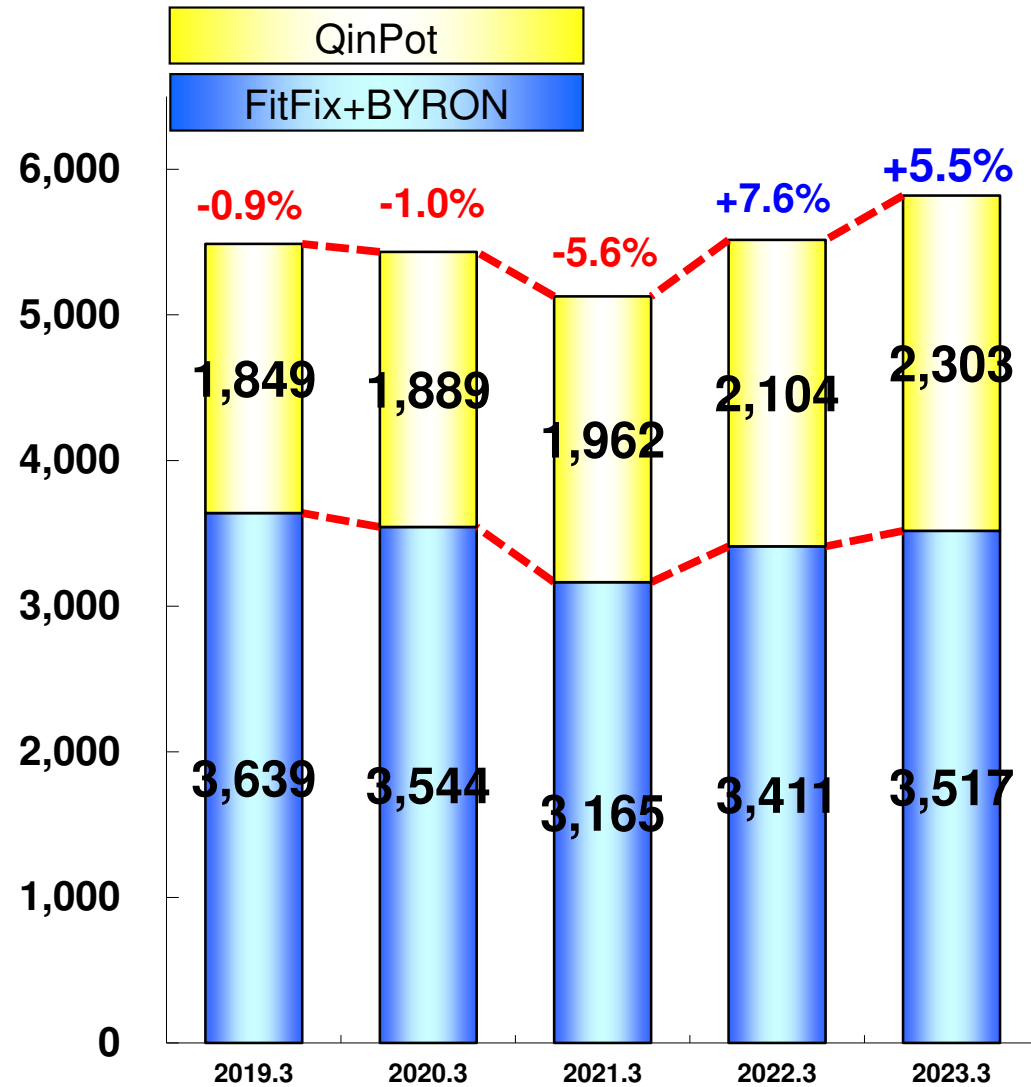
(Unit: million yen)

	Fiscal year ended March 31, 2022		Fiscal year ended March 31, 2023		YoY
	Total	Component ratio	Total	Component ratio	
Suction device	5,515	64.6%	5,820	63.7%	5.5%
(QinPot)	(2,104)	(24.6%)	(2,303)	(25.2%)	(9.4%)
(FitFix+BYRON)	(3,411)	(39.9%)	(3,517)	(38.5%)	(3.1%)
Infusion pump	1,860	21.8%	2,008	22.0%	8.0%
(PCA Set+AMY)	(1,575)	(18.5%)	(1,725)	(18.9%)	(9.5%)
Electric Power Operated Pump	210	2.5%	248	2.7%	18.4%
Hand Washing Equipment	571	6.7%	585	6.4%	2.4%
Other	382	4.4%	473	5.2%	23.8%
Total	8,540	100.0%	9,137	100.0%	7.0%

Suction device

Net sales

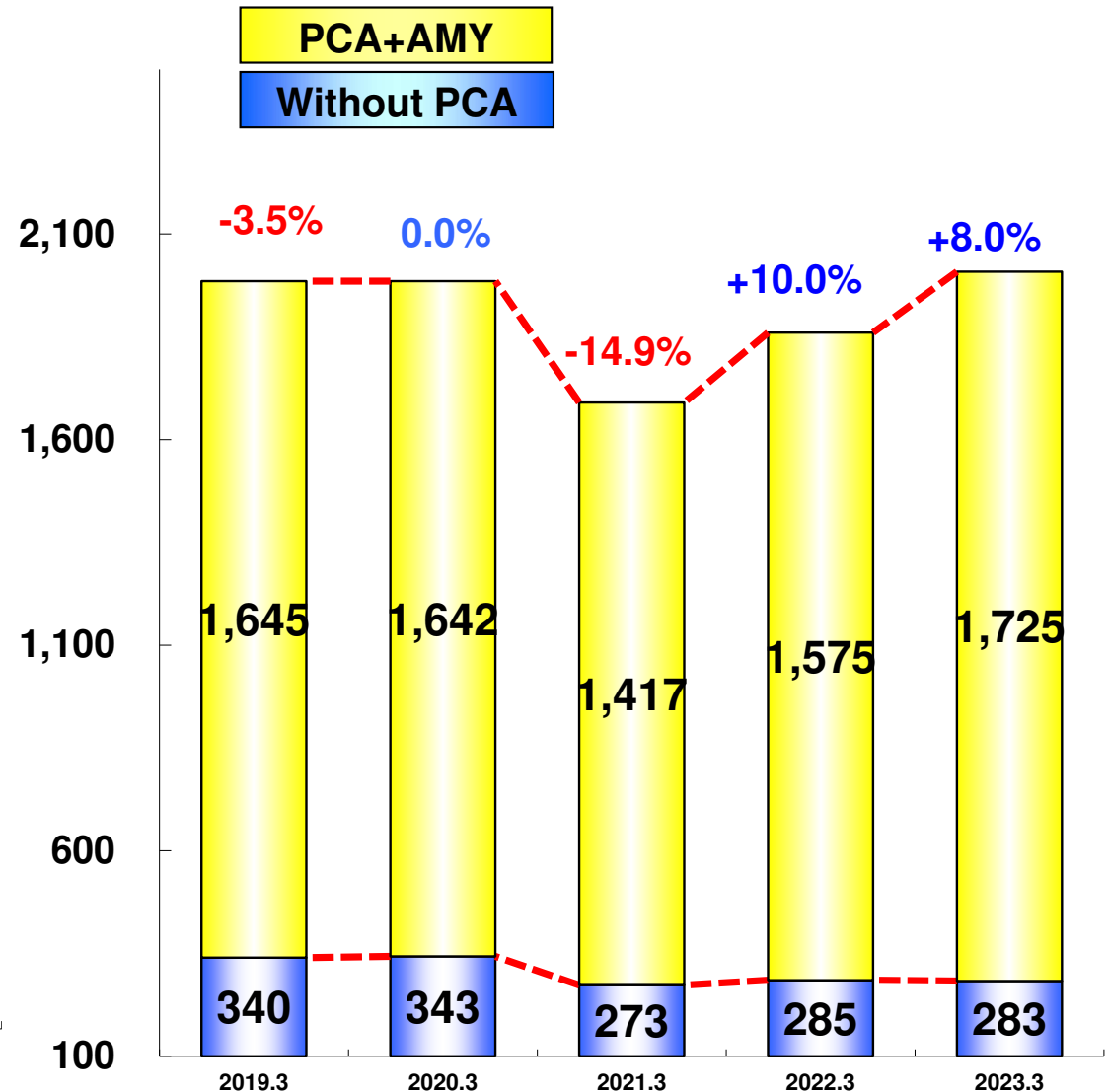
(Unit: million yen)



Infusion pump

Net sales

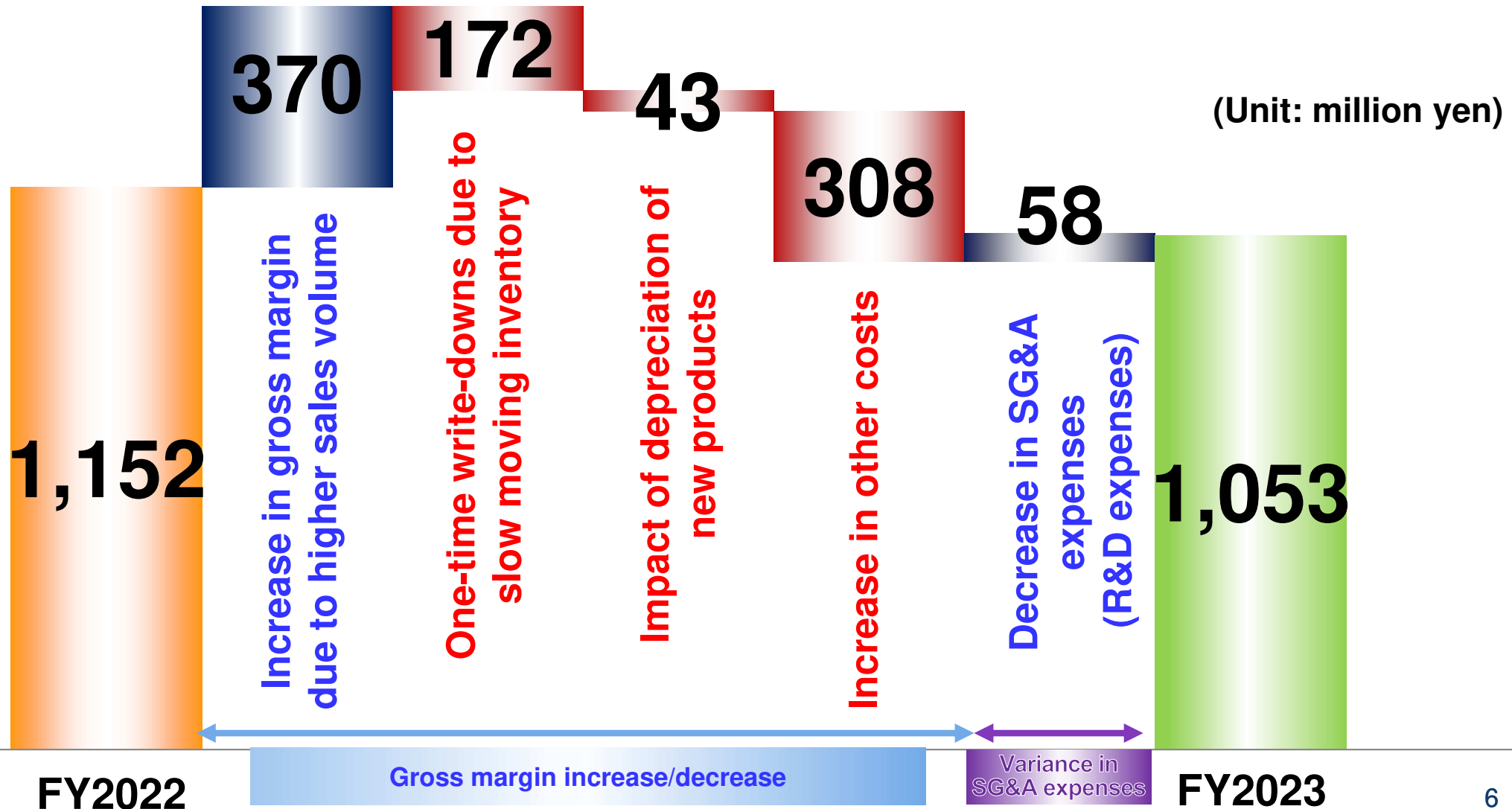
(Unit: million yen)



Analysis of Variance of Ordinary Profit for the Fiscal Year

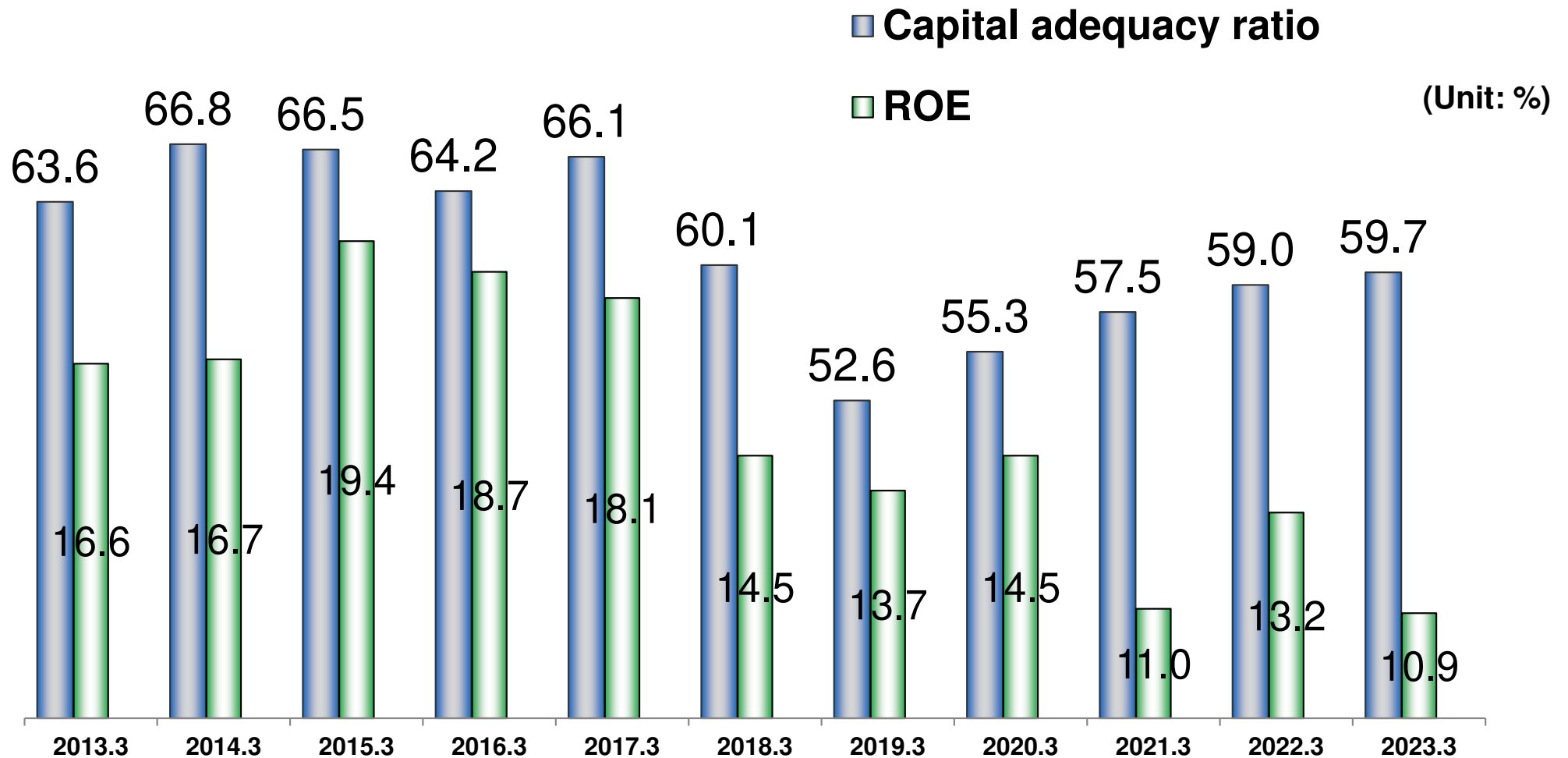
Ended March 2023 (YoY)

Steady sales of mainstay products and increased sales of new products, while cost rates increased



Business Management Indicators

Achieved a relatively high level of financial soundness and profitability



Forecast for the Fiscal Year Ending March 31, 2024

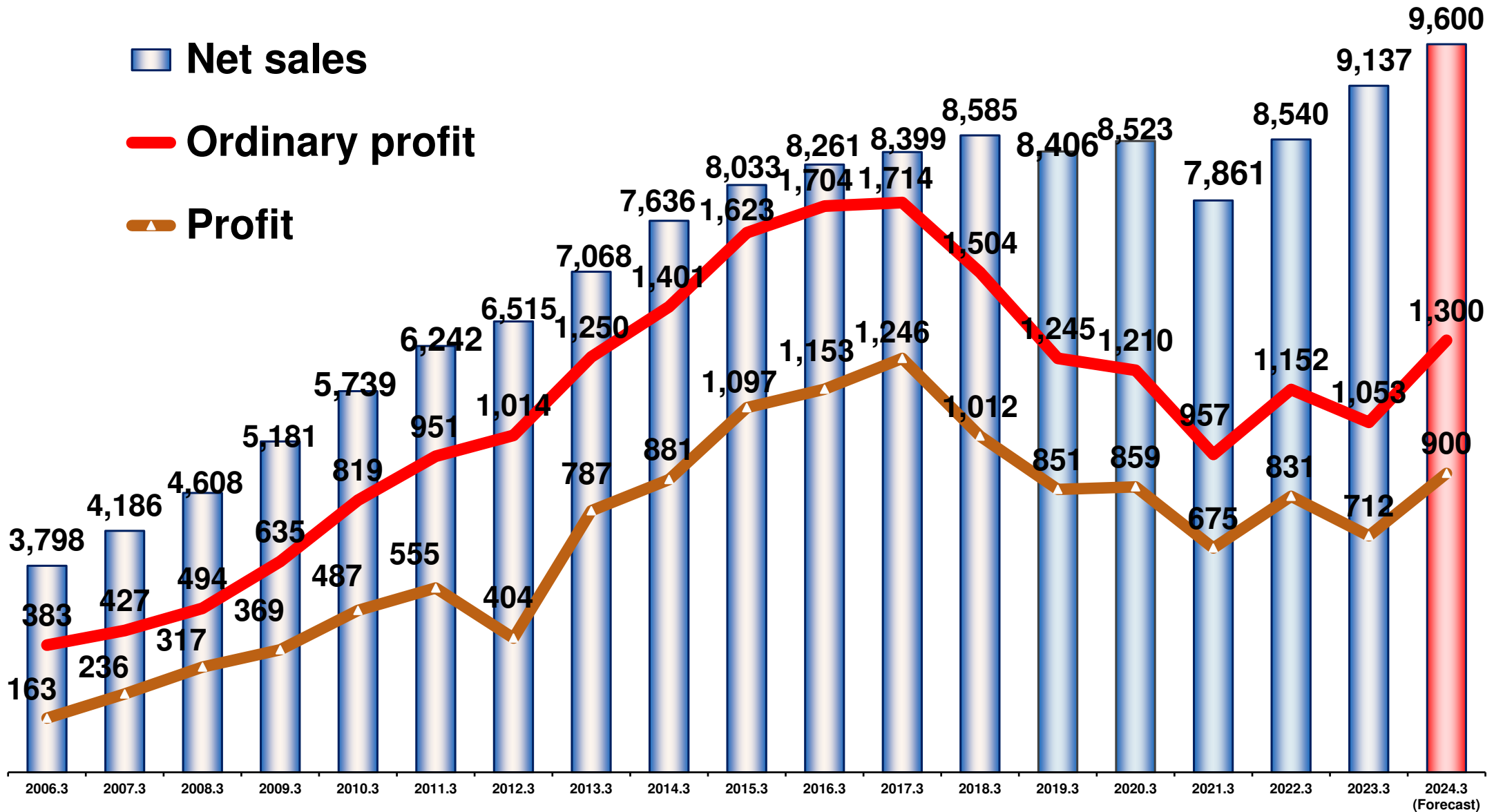
❑ Forecasts and Dividends for the Fiscal Year Ending March 31, 2024

(Unit: million yen)

	Fiscal year ended March 31, 2023 (Actual)	Fiscal year ending March 31, 2024 (Forecast)	YoY
Net sales	9,137	9,600	+5.1%
Operating profit	1,054	1,300	+23.3%
Ordinary profit (Ordinary profit ratio)	1,053 (11.5%)	1,300 (13.5%)	+23.4%
Profit	712	900	+26.4%
Dividend per share	¥20.0	¥20.0	—
Dividend payout ratio	80.7%	63.8%	—

Financial Results

(Unit: million yen)



Forecast of Sales Breakdown for the Fiscal Year Ending March 31, 2024

Concentrate on expanding the use of medium-term strategic products (QinPot, AMY)

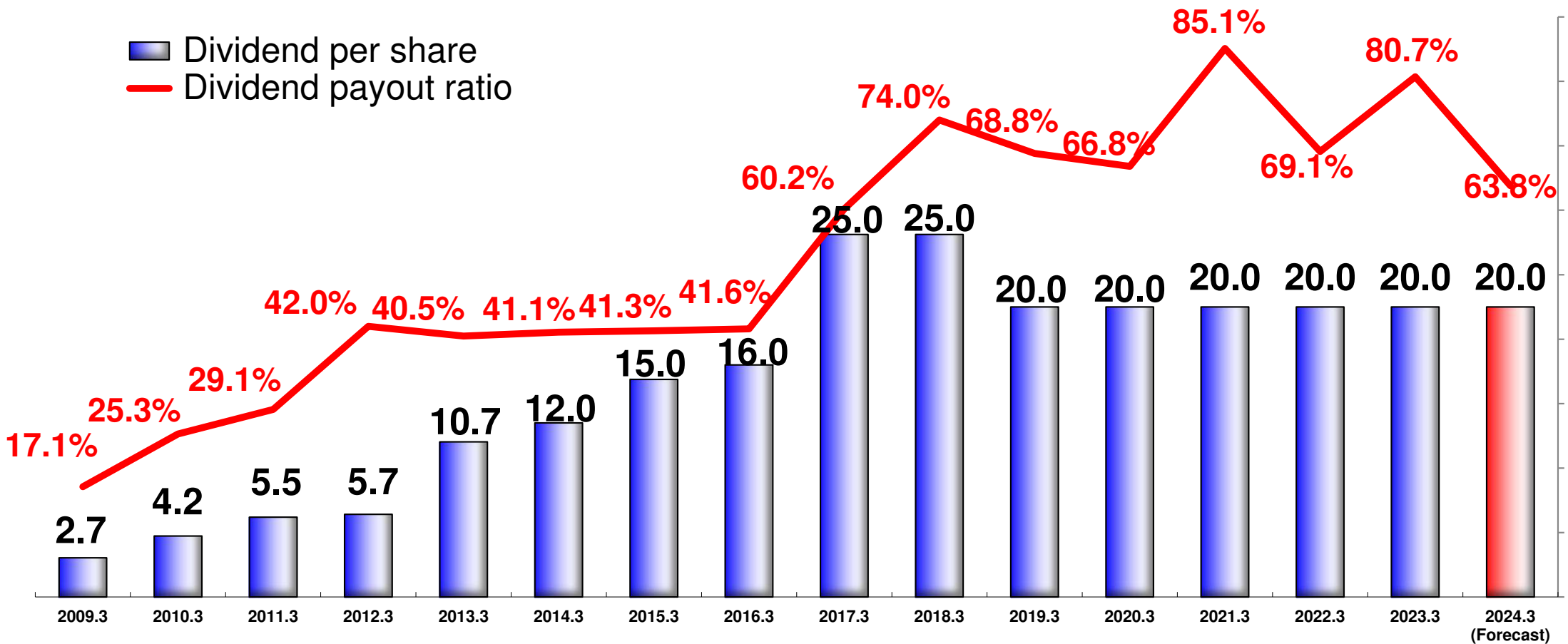
(Unit: million yen)

	Fiscal year ended March 31, 2023 (Actual)		Fiscal year ending March 31, 2024 (Forecast)		YoY
	Total	Component ratio	Total	Component ratio	
Suction device	5,820	63.7%	6,111	63.7%	5.0%
(QinPot only)	(2,303)	(25.2%)	(2,526)	(26.3%)	(9.7%)
(FitFix+BYRON)	(3,517)	(38.5%)	(3,584)	(37.3%)	(1.9%)
Infusion pump	2,008	22.0%	2,124	22.1%	5.8%
(PCA Set+AMY)	(1,725)	(18.9%)	(1,893)	(19.7%)	(9.8%)
Electric Power Operated Pump	248	2.7%	317	3.3%	27.6%
Hand Washing Equipment	585	6.4%	582	6.1%	-0.4%
Other	473	5.2%	463	4.8%	-2.1%
Total	9,137	100.0%	9,600	100.0%	5.1%

Dividends Trend

Stable and active profit distribution

Payout ratio of 60% or more on profit distribution



* Dividend per share has been adjusted due to the Company's stock split.

Strategy for Growth

Strategic Product 1

Specialized infection control disposable suction device for hospital wards
– QinPot –



Features

1. Top domestic market share for suction devices
2. Simple, hygienic, and safe
3. Cost-effective liners (expendable)

Strategic Product 2

**New medical solution infusion pump
equipped with a micropump
– COOPDECH AMY PCA –**



Features

1. Ultra-lightweight
(improves QOL)
2. Simple to operate
(improves medical safety)
3. Excellent extensibility
4. Disposable, covered by insurance

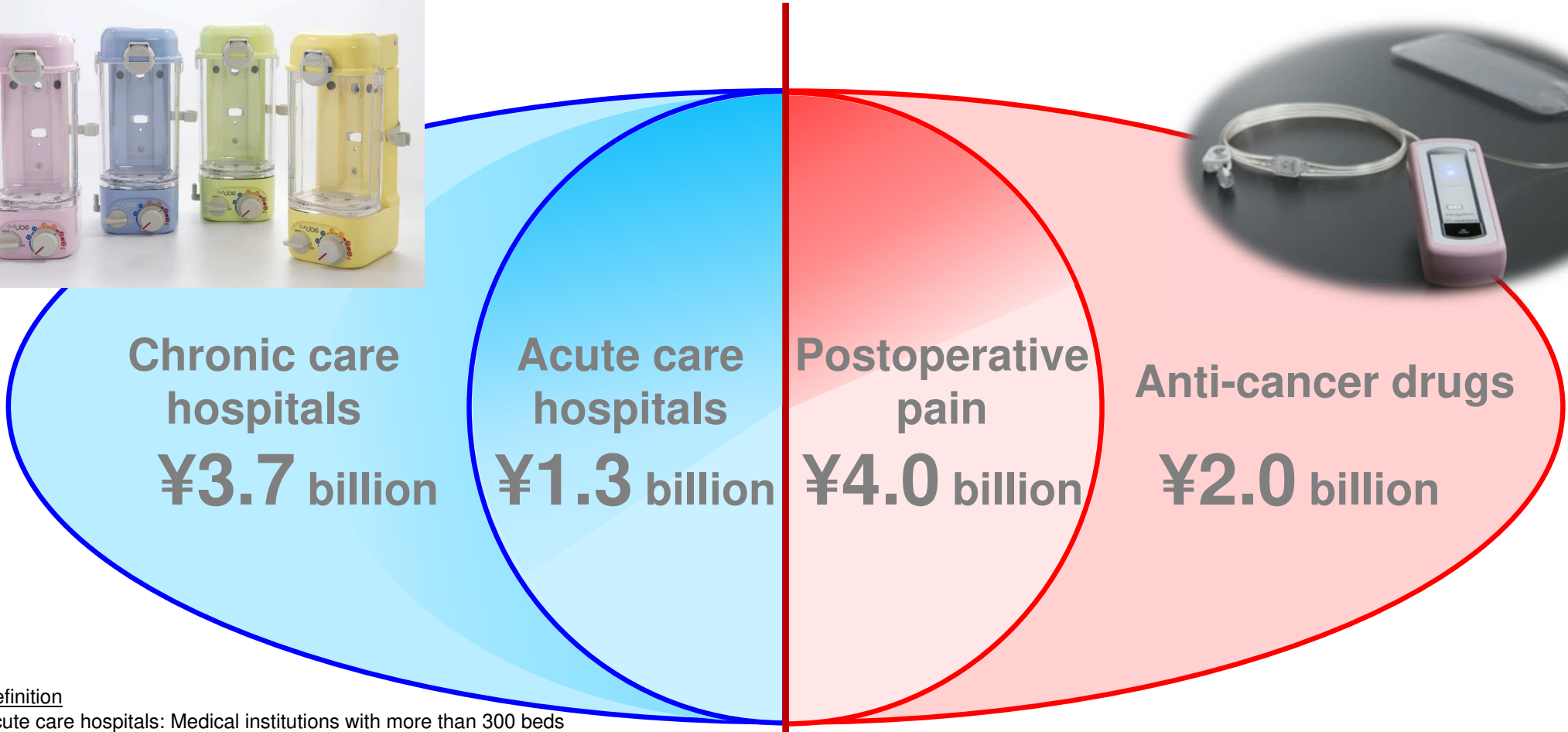
Growth Strategy #1 – Promotion and Expansion of Existing Businesses –

Toward an even larger market in Japan

QinPot



COOPDECH AMY PCA



Definition

Acute care hospitals: Medical institutions with more than 300 beds

Chronic care hospitals: Medical institutions with more than 100 beds

Growth Strategy #2 – AMY Business Expansion –

Entering the overseas market with AMY

Planning for acquisition of
MDR in the first half of FY2023



Growth Strategy #3 – Goals for Future Growth –

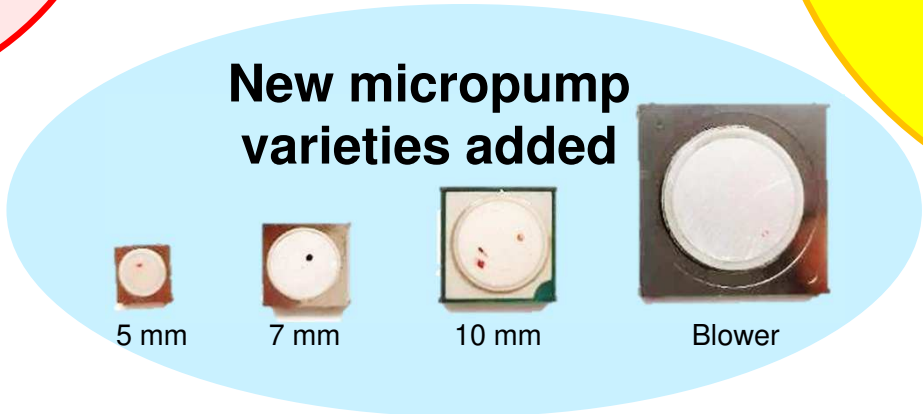
Basic research investment in a much larger market with products using key devices (micropumps)



Domestic market scale
¥6.0 billion



Domestic market scale
Over ¥30.0 billion





Product development research center (Izumi-shi, Osaka, Japan)

 **DAIKEN MEDICAL CO., LTD.**

For inquiries regarding this material and information on IR, please contact the below.

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Any forward-looking statements in this document, including figures and strategies, are based on current assumptions and projections in light of the information currently available to us and are subject to risks and uncertainties. Actual results may differ from the forecasts due to various factors.