



# Results Presentation

## 1Q of FY Ending March 2024

*WIN-Partners Co., Ltd. (3183)*

# 1Q results to June 2023

# Highlights

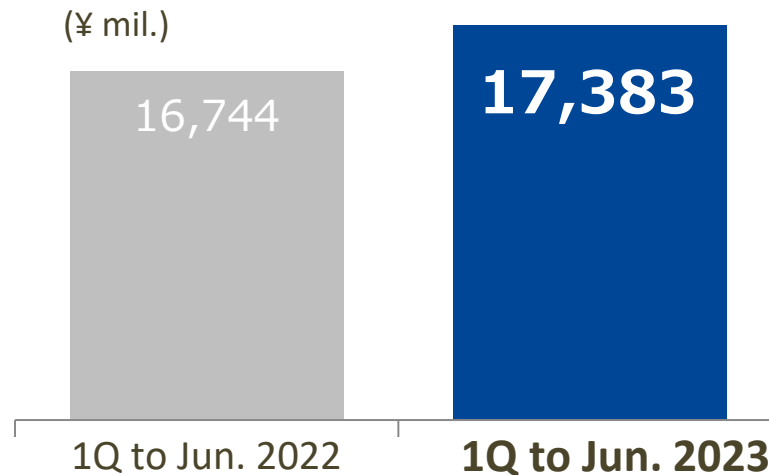
- **Sales in major segments increased YoY**
- **Gross profit margin improved YoY due to increased sales and reinforced negotiations with suppliers**
- **Operating profit decreased YoY due to increased SGA expenses which were partly inflated by newly consolidated subsidiaries**

# Consolidated results summary

(¥ mil.) 1Q to	Jun. 2022	Jun. 2023	YoY(%)
Sales	16,744	<b>17,383</b>	+3.8
Operating profit	557	<b>432</b>	-22.5
Recurring profit	558	<b>435</b>	-22.0
Net profit	400	<b>290</b>	-27.5
EPS (yen)	14.11	<b>10.23</b>	-
BPS (yen)	743.58	<b>761.81</b>	-

# Sales

YoY **+3.8%**



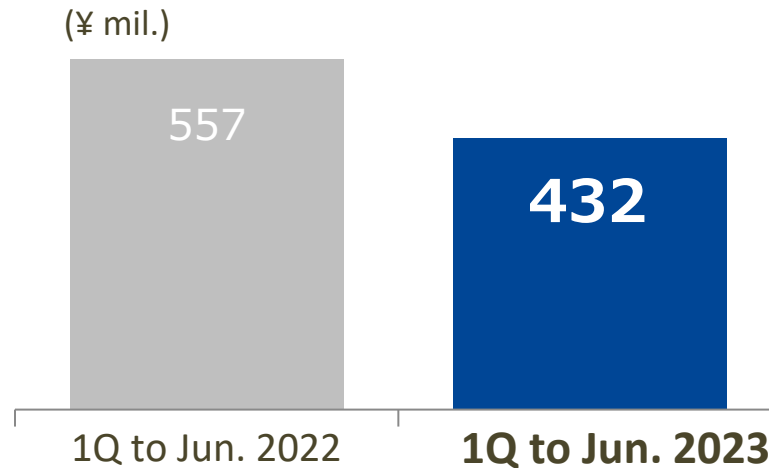
- **PCI sales increased YoY**
- **In the CRS segment, on which WIN has been focusing, ABL-related sales continued growing**
- **SHD-related sales remained a driving force behind sales growth in the CVS segment**

# Sales breakdown by segment (YoY)

Segment	Sales (¥ mil.)	YoY growth (%)		% of sales (%)
		Volume	Value	
Percutaneous coronary intervention (PCI)	<b>4,308</b>	<b>+5.1</b>	<b>+3.6</b>	24.8
Cardiac rhythm segment (CRS)	<b>4,776</b>	<b>+8.0</b>	<b>+7.4</b>	27.5
Cardiac vascular segment (CVS)	<b>3,043</b>	<b>+8.0</b>	<b>+16.9</b>	17.5
Percutaneous peripheral intervention (PPI)	<b>1,094</b>	<b>+7.7</b>	<b>+10.9</b>	6.3
Neurovascular	<b>910</b>	<b>+26.8</b>	<b>+25.0</b>	5.2
Diabetes mellitus segment (DMS)	<b>851</b>	-	<b>+7.4</b>	4.9
Medical equipment	<b>914</b>	-	<b>-44.4</b>	5.3
Others	<b>1,485</b>	-	<b>+7.3</b>	8.5
Total	<b>17,383</b>	-	<b>+3.8</b>	100.0

# Operating profit

YoY **-22.5%**



- **Gross profit margin 12.4% (+0.5 pp YoY)**

- Sales in the major segments increased YoY
- Negotiations with suppliers were reinforced

- **SGA +20.2% YoY**

- Impact of newly consolidated TOSAY Medical and TRYTECH
- Labor, travel, and PR (related to the 10 anniversary) costs increased
- Number of employees: 565 (Jun. 2022) → 634 (Jun. 2023)

# Introduction of New Outside Director



## Etsuko Takamura

May 1979	Residency, Department of Ophthalmology, Tokyo Women's Medical University, School of Medicine
June 1998	Assistant Professor (currently Associate Professor), Department of Ophthalmology, Tokyo Women's Medical University, School of Medicine
November 2010	Clinical Professor, Department of Ophthalmology, Tokyo Women's Medical University, School of Medicine
April 2014	Auditor, Japanese Ocular Allergy Society (present)
April 2018	Professor, Department of Ophthalmology, Tokyo Women's Medical University, School of Medicine
April 2020	Part-time engagement, Department of Ophthalmology, Tokyo Women's Medical University, School of Medicine (present)
June 2020	Distinguished Member, Japanese Society of Allergology (present)
September 2021	Advisor, Japanese Society for Sjogren's Syndrome (present)



# Initiatives for human capital

**We set the following KPIs to promote the development of human resources that support sustainable corporate activities and diversity to enable employees to demonstrate their skills & talents**

KPI	Actual (3/2023 %)	Target (3/2024 %)
Utilization rate of staggered working hours and flextime	60	65
Utilization rate of level-based education lessons and education tools for self-enlightenment	58	60
Maintain 25% female employment ratio	39	25
Percentage of promotion-to-manager recommendations for female employees	31	20
Participation of female employees in KIRARIS meetings (a support team for female employees)	95	80
Percentage of male employees taking childcare leave	37	45
Thorough education on compliance and human rights (Percentage of employees attending lectures)	100	100

# Restricted stock remuneration

**Restricted stocks will be granted to all the employees and directors of the group as an incentive to raise the corporate value sustainably and promote value sharing with shareholders.**

Purpose	Foster consciousness to raise the corporate value and promote value sharing with shareholders
Grantee	637 employees and directors of the group (including contract employees and part-timers)
Number of share to be allotted	250 shares per head (equivalent to Y257,500 at the closing price on July 30th) 159,250 shares in total
Disposal date	September 29, 2023
Lifting date of the transfer restriction	July 1, 2024



## Disclaimer

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