

FY2025 1Q Financial Results

MANI, INC.

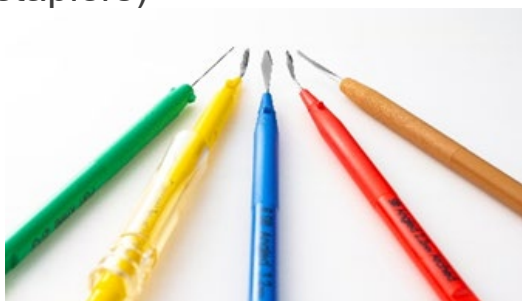
THE BEST QUALITY IN THE WORLD, TO THE WORLD

January 8, 2025

Product Segments

Surgical

(Surgical instruments, such as ophthalmic knives and skin staplers)



Ophthalmic Knives
(used for cataract surgery)



Skin staplers

Eyeless Needle

(Mainly OEM products)



Eyeless Needles



Eyed Needles

Surgical Sutures
Dental Sutures etc.

Dental

(Dental treatment instruments and MMG* products)



Dental Endodontic
Instruments
(Reamers/Files)

Dental Rotary and
Cutting Instruments
(Dia-burs)



Dental Restoration Materials

FY2025 1Q Financial Results

*External disclosure figures are rounded down. However, some of the components in this document are rounded to the nearest whole number, and the sum of each component is adjusted to the total.

Consolidated Financial Results

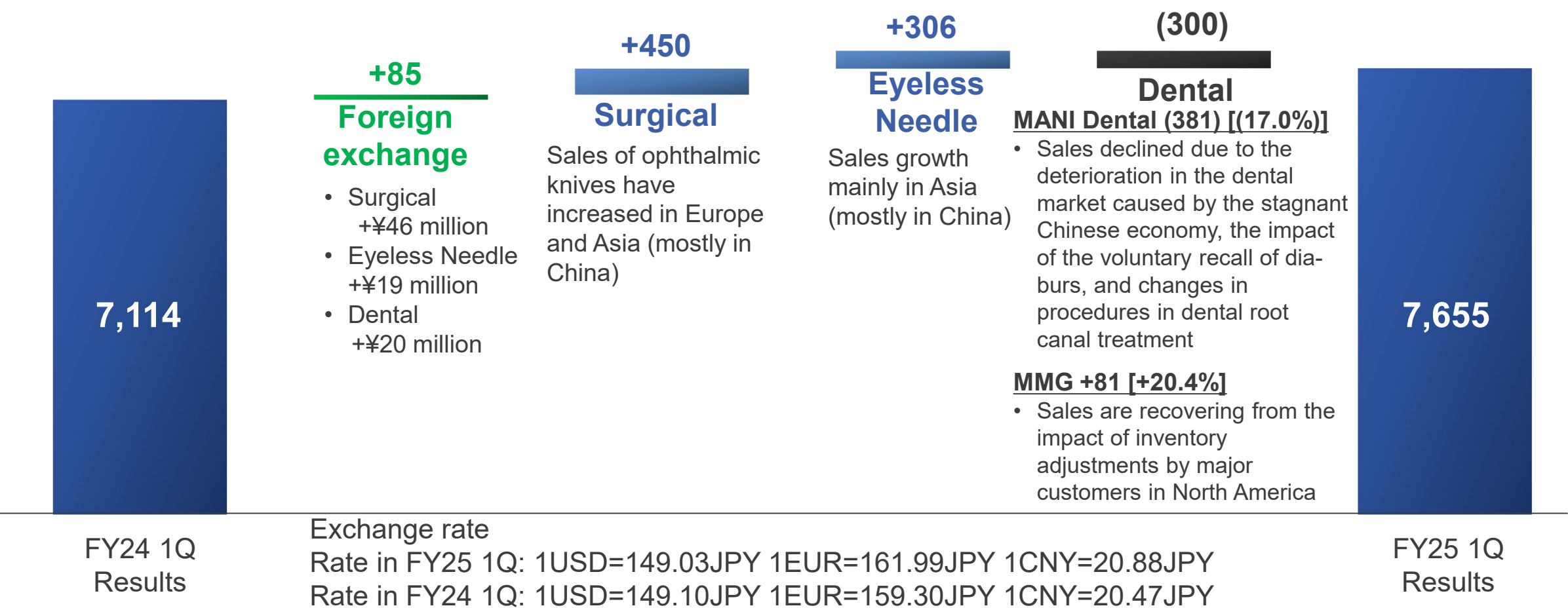
- Consolidated results showed an increase in revenue and a decrease in profit. Net income increased**
 - Sales remained favorable in Surgical and Eyeless Needle segments, while sales of Dental segment declined
Sales of Dental segment declined mainly in the Chinese market
 - Operating income and ordinary income decreased due to posting of bonuses associated with the results of the previous fiscal year and an increase in personnel costs

(¥ million)	FY24 1Q Results (A)	FY25 1Q Results (B)	Changes in Amount (C=B-A)	Changes in % (C/A)	FY25 Forecasts (D)	Forecast Progress Rate (B/D)
Net sales	7,114	7,655	+540	+7.6%	30,200	25.3%
Cost of sales [%]	2,667 [37.5%]	2,653 [34.7%]	(13)	(0.5%)	10,500 [34.7%]	25.3%
SG&A expenses [%]	2,224 [31.3%]	2,893 [37.8%]	+669	+30.1%	10,800 [35.8%]	26.8%
Operating income [%]	2,223 [31.3%]	2,107 [27.5%]	(115)	(5.2%)	8,900 [29.5%]	23.7%
Ordinary income	2,349	2,298	(51)	(2.2%)	8,850	26.0%
Net income	1,573	1,598	+24	+1.6%	6,350	25.2%

Net Sales Status by Segment

- Increase in sales +¥540 million [+7.6%]

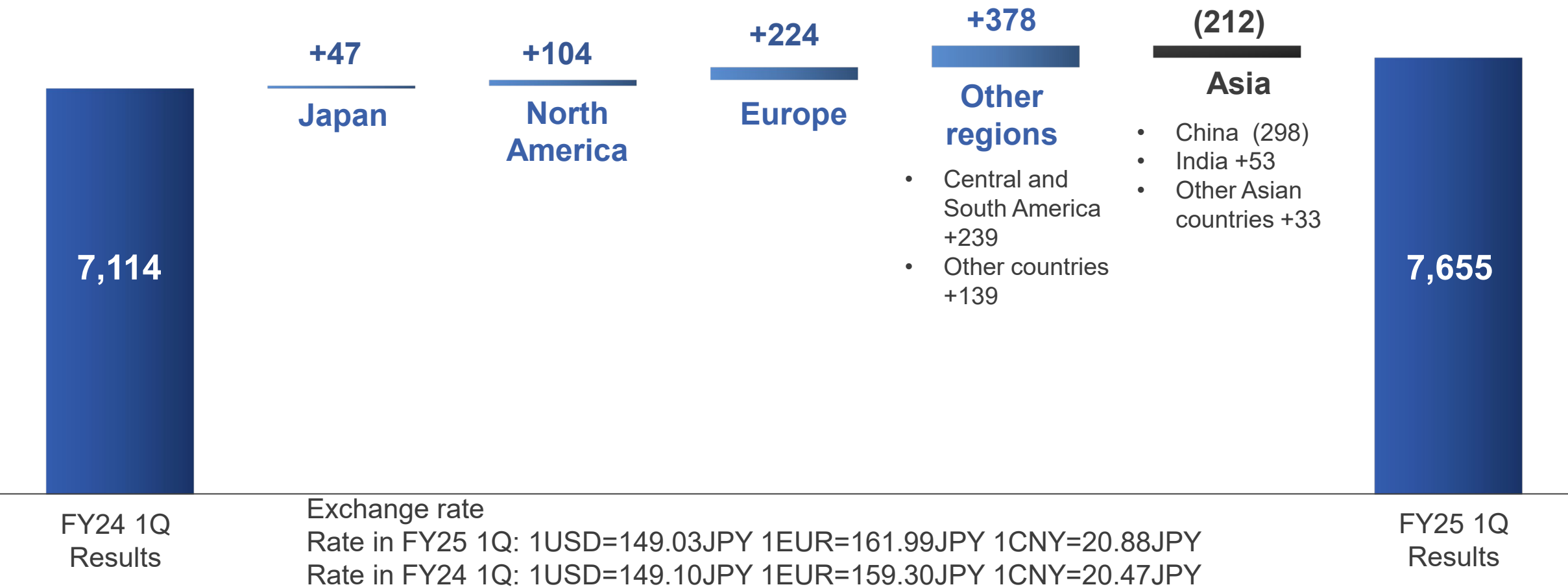
(¥ million)



Net Sales Status by Region

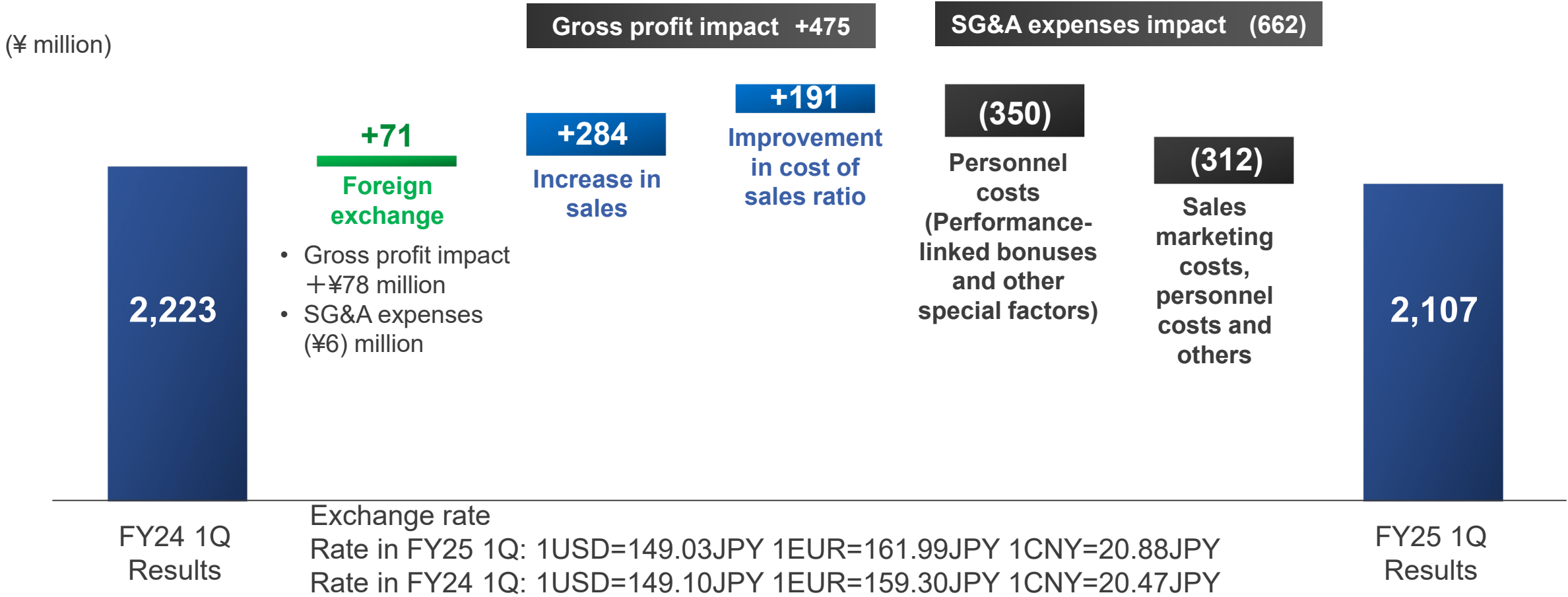
- Steady sales mainly in Europe and North America
- On the other hand, in Asia, sales in China were lower than FY2024 1Q
 - For further details, please refer to page 17 (Appendix).

(¥ million)



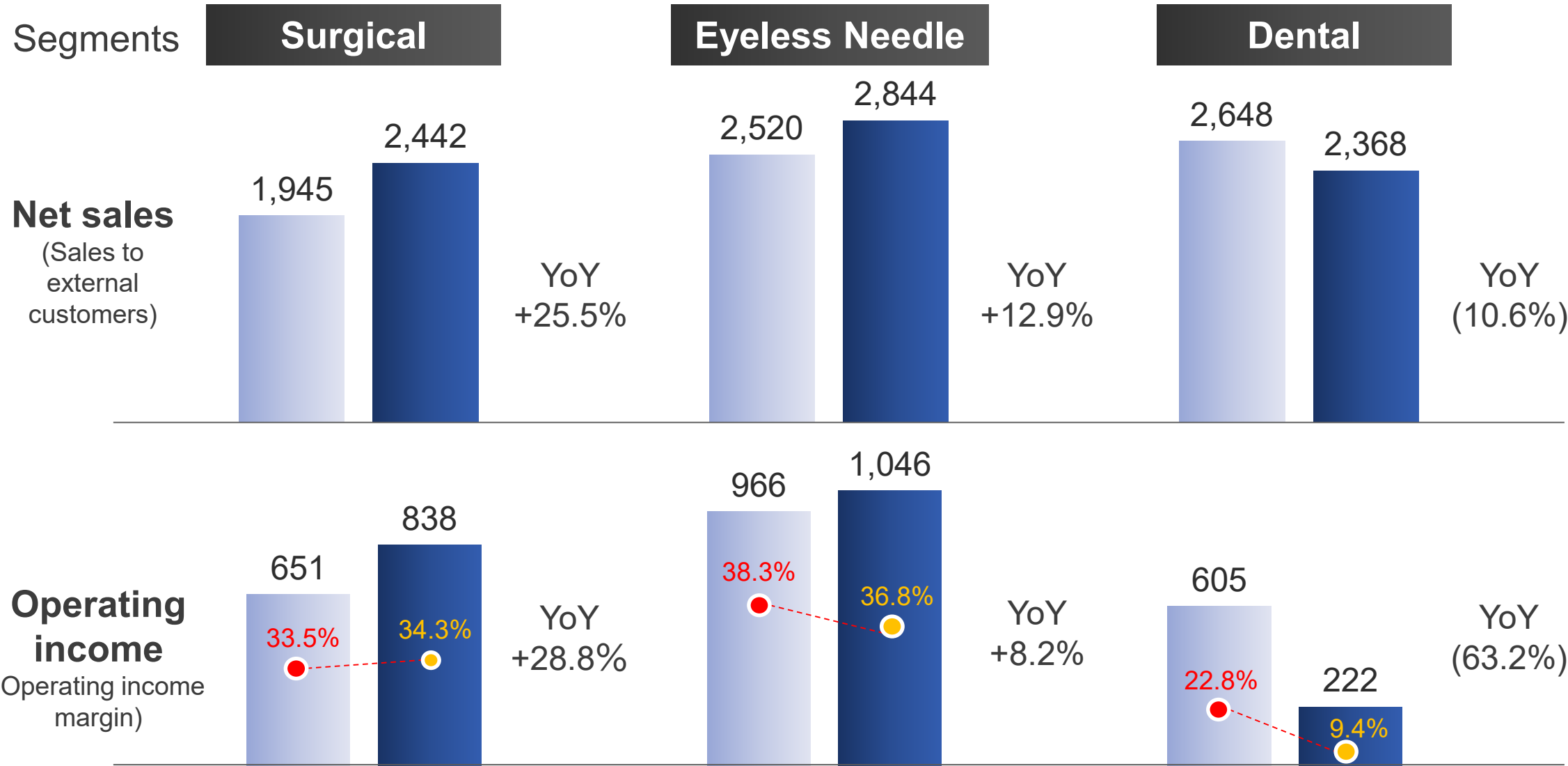
Operating Income Status

- **Decrease in operating income by ¥115 million (5.2%)**
 - Foreign exchange +¥71 million
 - Gross profit impact +¥475 million: Increase in sales and improved cost of sales ratio contributed to increase in gross profit
 - SG&A expenses impact (¥662) million: Temporary factor such as performance-linked bonuses, and increase in sales marketing costs and personnel costs



Financial Results by Segment

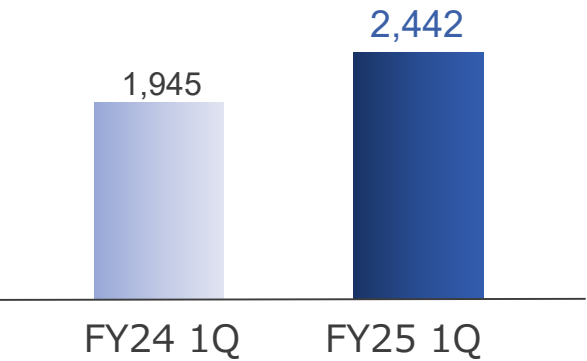
■ FY25 1Q Results
■ FY24 1Q Results
 (¥ million)



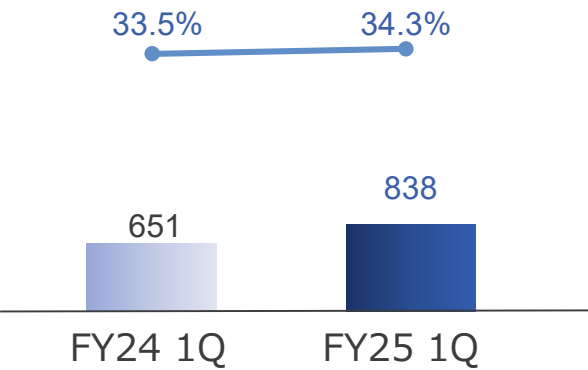
Surgical Segment – Results Analysis

(¥ million)

Net sales



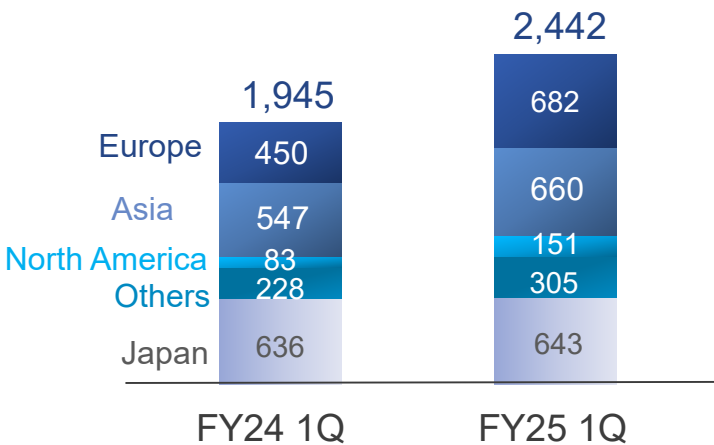
Operating income / %



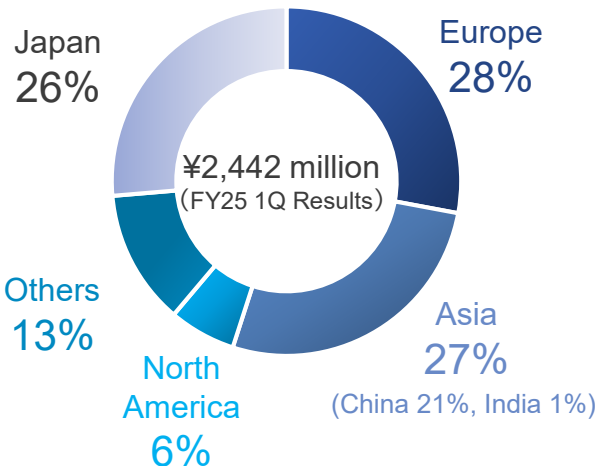
Business Overview

- Demand for ophthalmic knives (our mainstay product) is expanding mainly in Europe and Asia
- In the future, the number of cataract patients will increase worldwide
- Expand ophthalmic surgical field (vitreous surgery)
- Expand market share in Europe and North America
- Deal with low-priced products

Sales by region



Sales ratio by region



Competitive advantages

- Superior sharpness and microfabrication technology that adapts to surgical miniaturization and precision
- Contribution to shortening operation time, reducing burden on the human body, and preventing postoperative complications
- Global market share of ophthalmic knives is approximately 30% (No.1 in the Japanese market) *

Results analysis

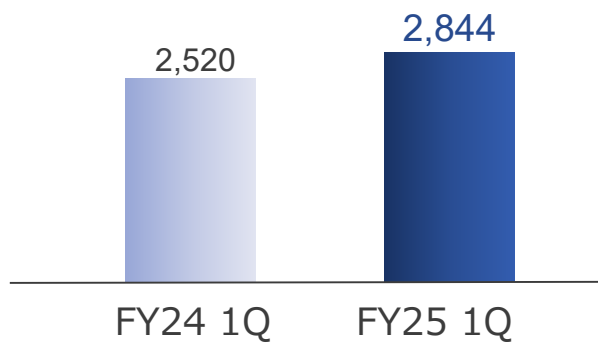
- Sales and operating income have grown due to an increase in sales for ophthalmic knives mainly in Europe and Asia (mostly in China)

*Global market share is our estimate (in value terms) 9

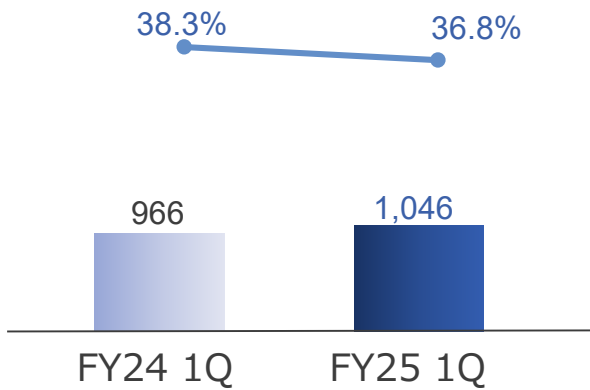
Eyeless Needle Segment – Results Analysis

(¥ million)

Net sales



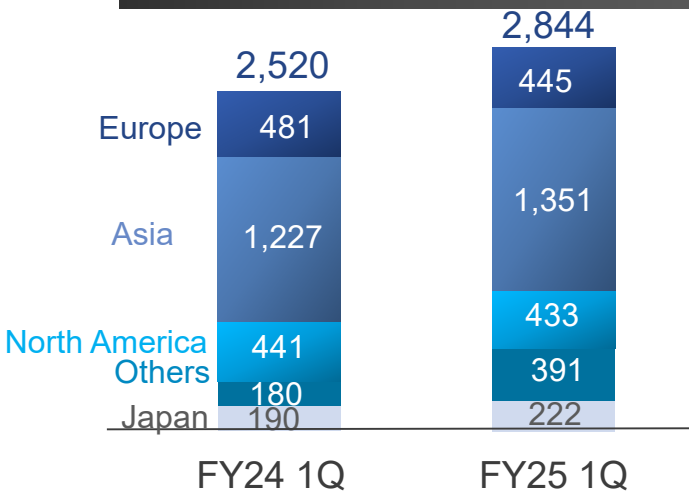
Operating income / %



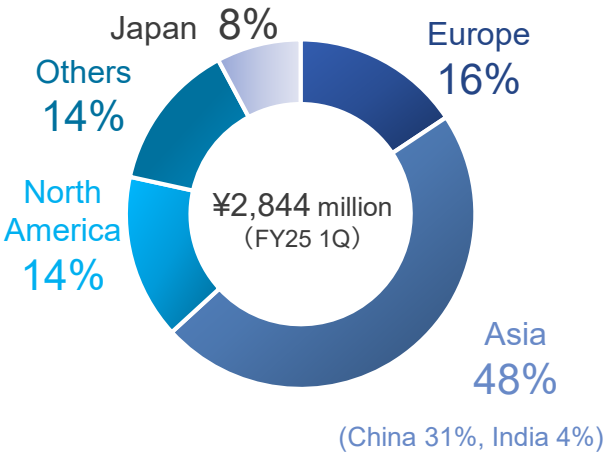
Business Overview

- Since the end of COVID-19, the number of surgeries are recovering and gradually increasing
- North American and Chinese customers' product demands have increased, and other OEM customers are spreading (in China, we benefit from preferential policies for domestic products)
- Possibilities of applying our needle processing technology to new fields, such as robotic surgery

Sales by region



Sales ratio by region



Competitive advantages

- The accumulation of our microfabrication technology and our original material development
- High penetrability and resistance to breakage
- Wide variety of needles to meet customer needs (Diverse lineup of 10,000 types of needles)

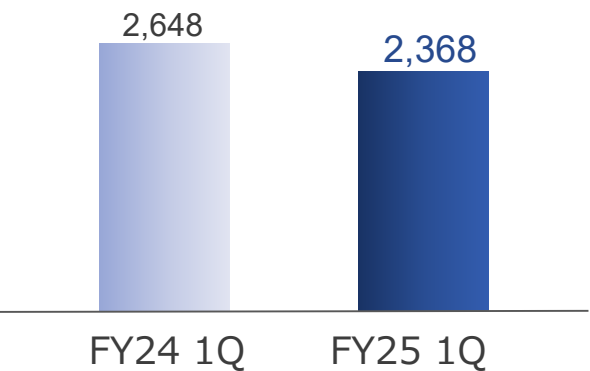
Results analysis

- Sales and operating income have grown due to an increase in sales in Asia (mostly in China)
- The most profitable segment among all segments

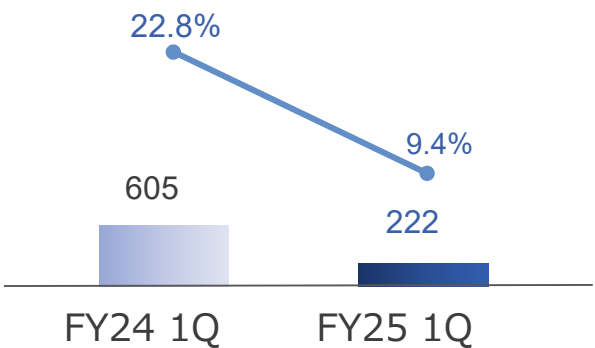
Dental Segment – Results Analysis

(¥ million)

Net sales



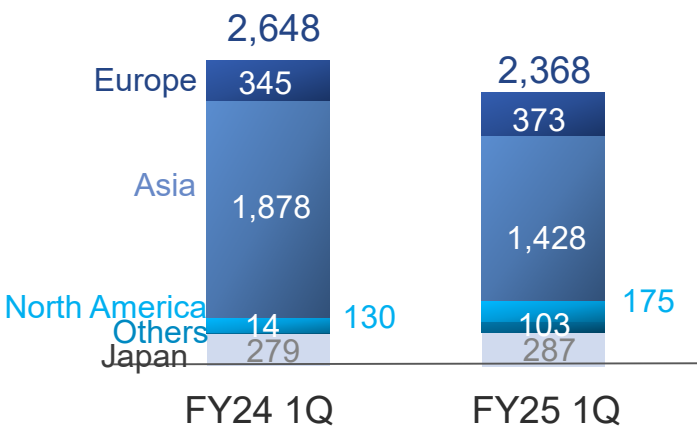
Operating income / %



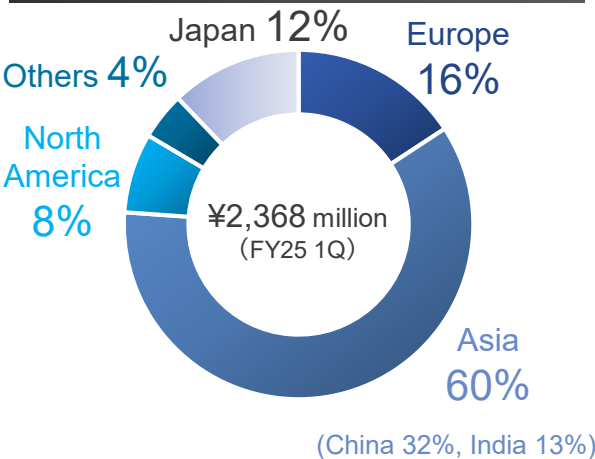
Business Overview

- Sales decline in China
 - Deterioration in the dental market caused by economic downturn
 - Impact by the voluntary recall of dia-burs
 - Changes in procedures for dental root canal treatment
- Focus on JIZAI's growth
- Expand market share and marketing in Asian countries, Europe and North America

Sales by region



Sales ratio by region



Competitive advantages

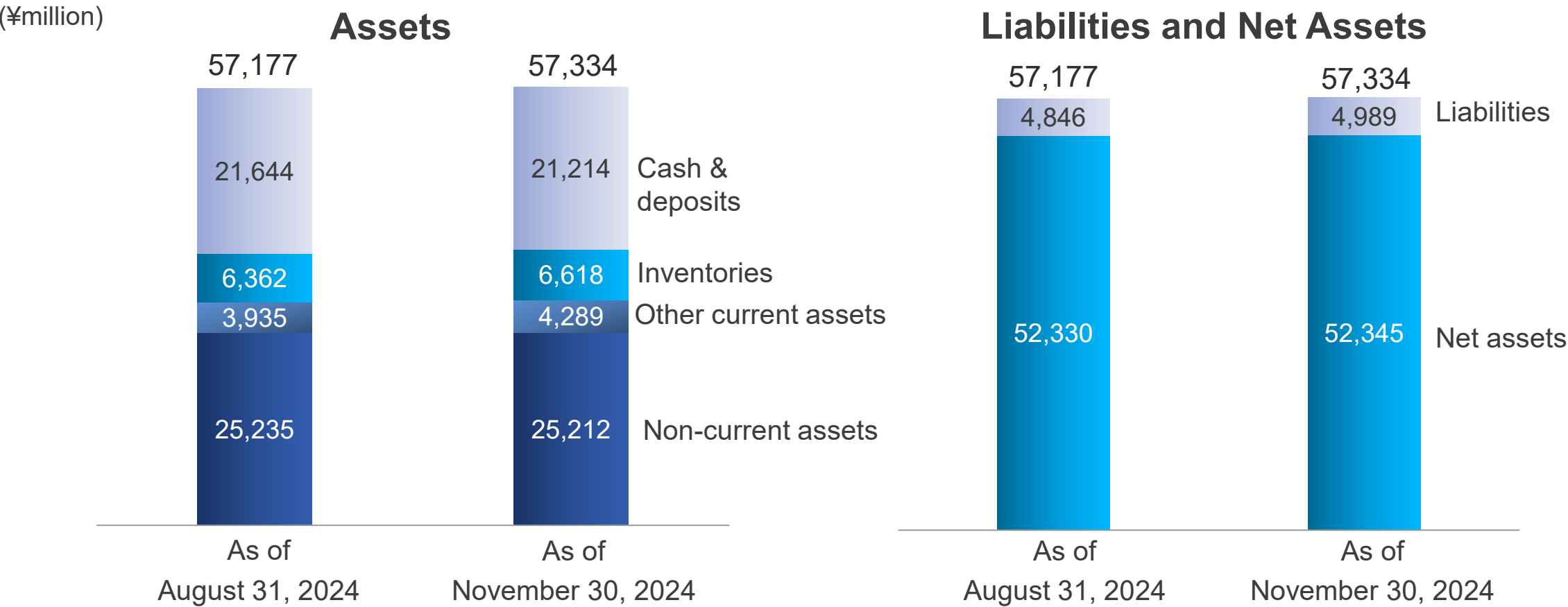
- Dental endodontic instruments' excellent durability and centering ability towards root canal
- Dental restorative materials that do not contain environmental hormones and are easy for dentists to use
- Dia-burs and reamers/files have high market share (Top market share in Asia)

Results analysis

- Refer to page 5 for an analysis of MANI dental sales and MMG sales
- SG&A expenses increased to 1,135 million yen (YoY +15.3%) due to higher personnel expenses at MANI HQ and higher expenses at sales subsidiary
- Segment income declined sharply

Balance Sheet Status

- Maintained strong equity capital**
 - Assets +¥157 million: Inventories increased, while cash & deposits decreased due to investing and financing activities.
 - Liabilities +¥142 million: Increase in accrued expenses
 - Net assets +¥14 million: Increase in foreign currency translation adjustments



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This presentation contains forward-looking statements that were prepared based on available information and rational judgements by MANI, Inc. Readers are asked not to rely completely on the performance forecasts and understand that results may differ from such forecasts due to a variety of risks and uncertainties.

《Inquiry》

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Appendix

Exchange Rate (Average Rate for the Period)

	FY24				FY25			
	1Q (3M)	2Q (6M)	3Q (9M)	4Q (12M)	1Q (3M)	2Q (6M)	3Q (9M)	4Q (12M)
USD/JPY	149.10	147.92	149.66	150.78	149.03	-	-	-
EUR/JPY	159.30	159.38	161.40	162.94	161.99	-	-	-
CNY/JPY	20.47	20.45	20.68	20.84	20.88	-	-	-
INR/JPY	1.79	1.78	1.80	1.81	1.77	-	-	-
MYR/JPY	31.95	31.35	31.78	32.28	34.36	-	-	-

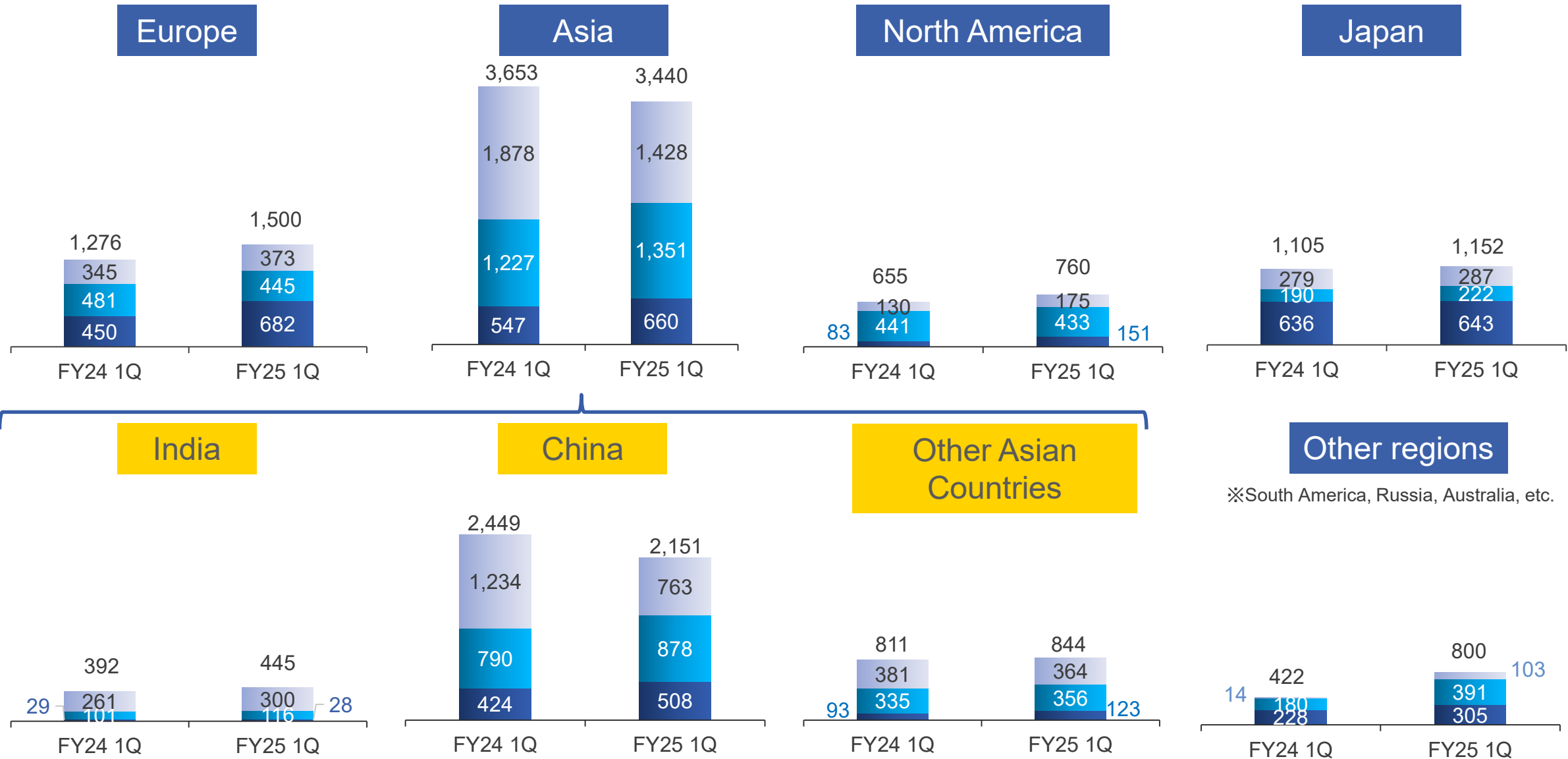
Smart Factory Investment Plan and Progress

	Initial investment amount (as of FY24)	Current investment amount (as of FY25 1Q)	Note
Factory construction costs	¥8.4 billion	¥8.4 billion	—
Mass production line for JIZAI	¥1.1 billion	¥1.1 billion	—
Mass production line for ophthalmic knives	¥1.0 billion	¥1.2 billion	—
Total	¥10.5 billion	¥10.7 billion	—

Sales Status by Regions (Details)

(¥ million)

- Dental
- Eyeless Needle
- Surgical

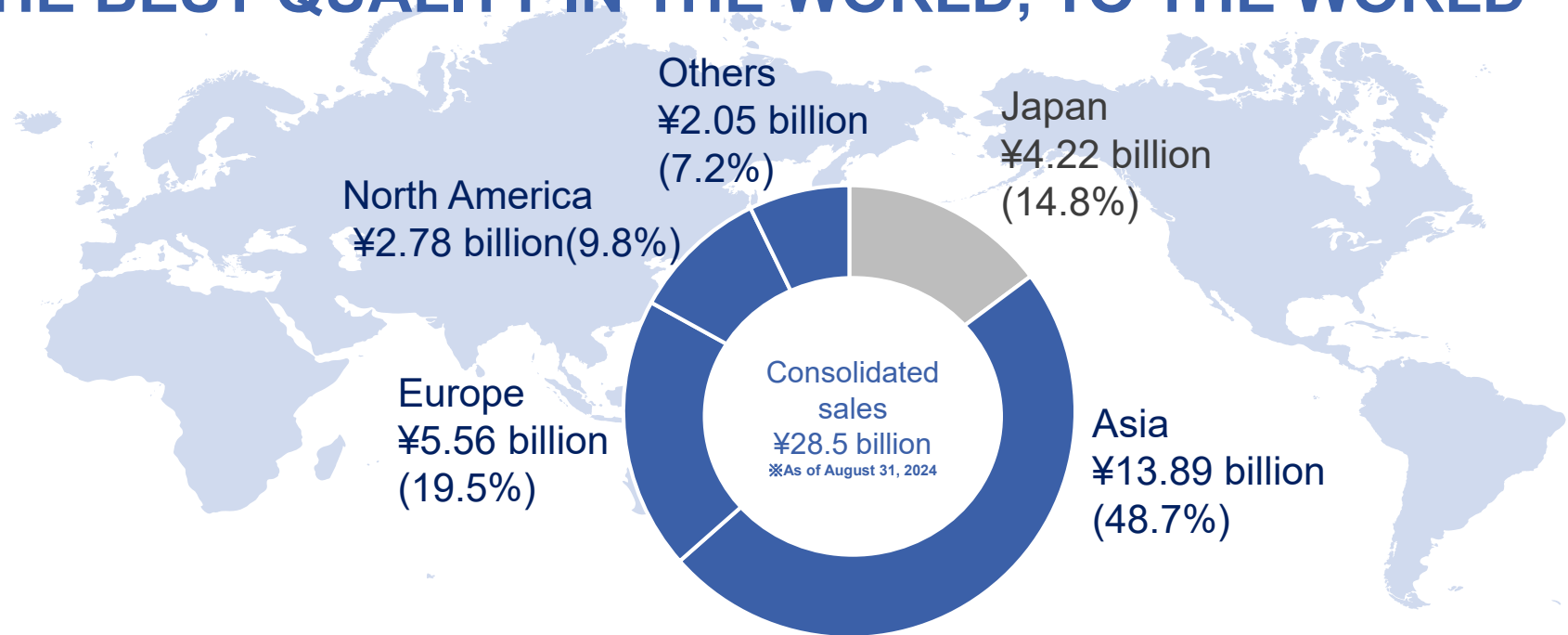


※South America, Russia, Australia, etc.

Company Overview

Company Name	MANI, INC.	Representative	CEO Masaya Watanabe
Stock code	7730	Employees	403 (consolidated: 4,154) (as of August 31, 2024)
Established	1956	Capital	¥1,087 million (as of August 31, 2024)
Head Office	8-3 Kiyohara Industrial Park, Utsunomiya, Tochigi		

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Sales region
Over **120** countries/regions

Overseas sales ratio
85.2%

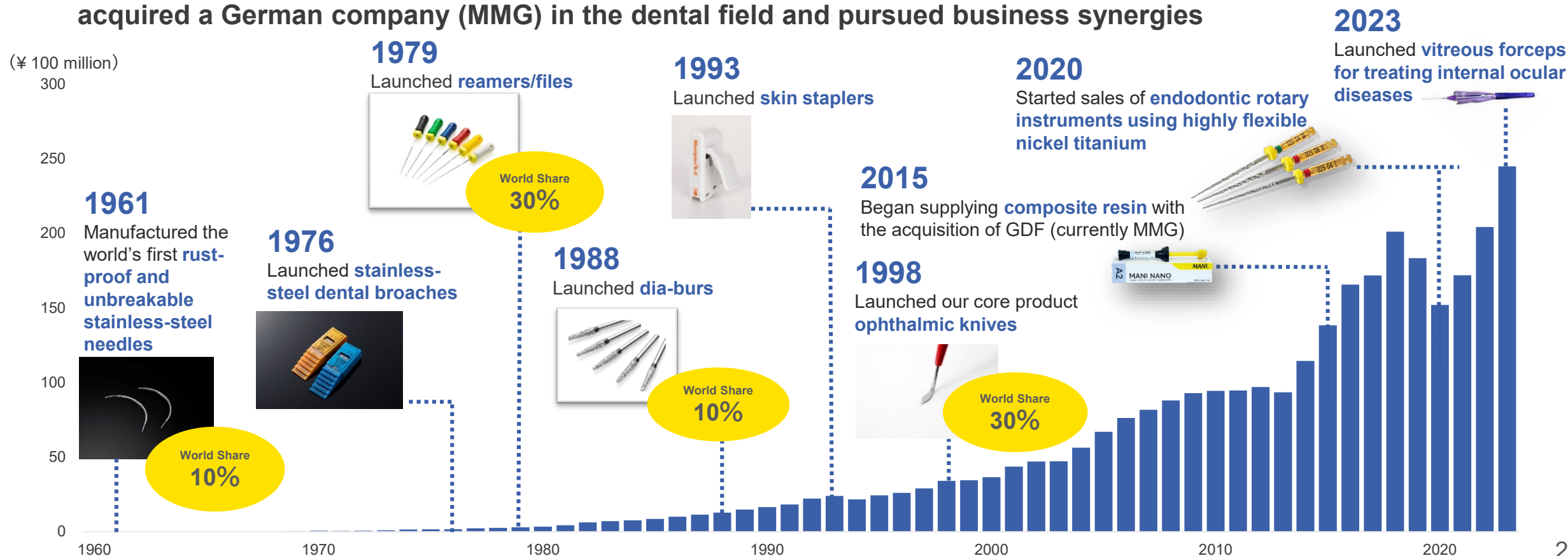
Ophthalmic knives
global share
approx. **30%**

Global Network



History

- Since our foundation, MANI has consistently worked on the development, production, and sales of small-scale consumer healthcare products
- **We acquired a high global market share with a business model that specializes in niche products**
(Differentiate from world-class companies such as Johnson & Johnson, Alcon and Dentsply Sirona)
- **In addition to establishing a high-quality, low-cost manufacturing system in Vietnam, in recent years we acquired a German company (MMG) in the dental field and pursued business synergies**



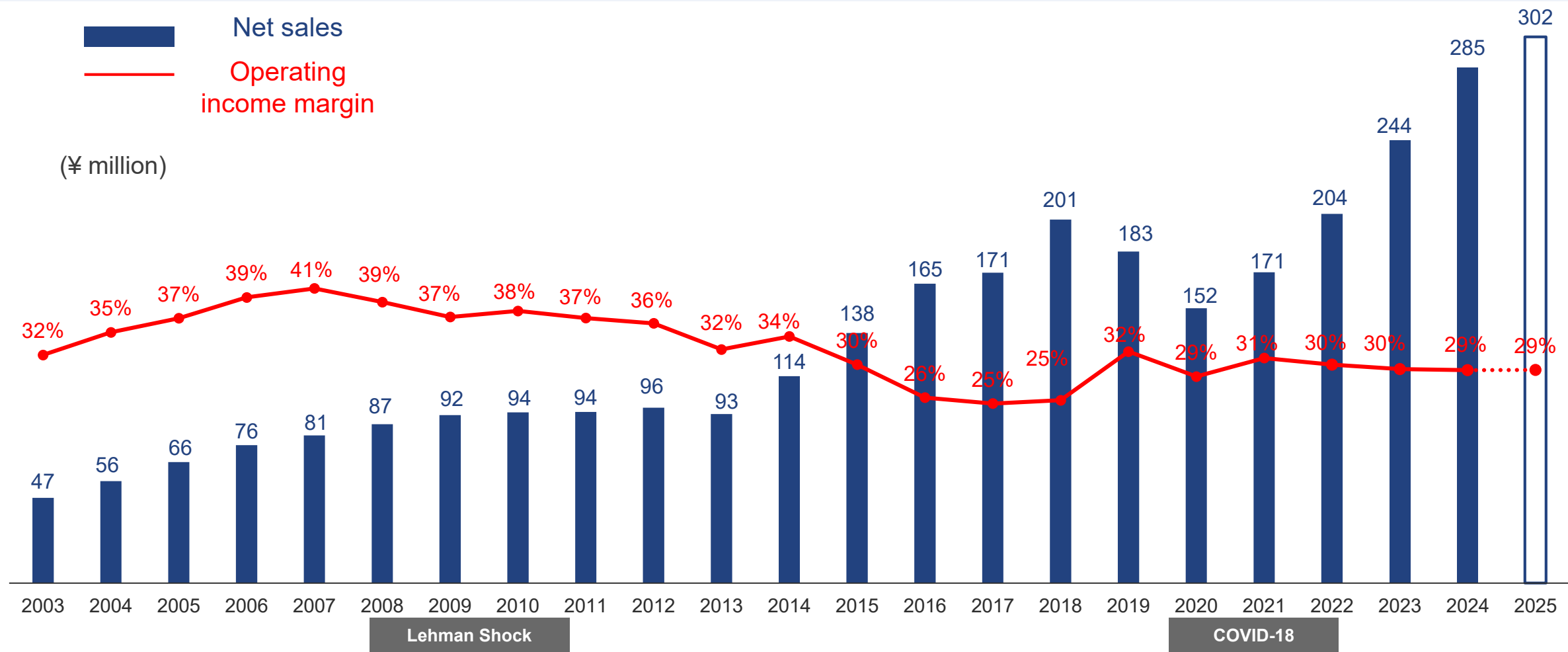
Strategy Planning Criteria “Off-Limits” Management

Clarify the trade-off (Off-Limits) and carry it out

1. We do not deal in products other than medical devices.
2. We do not aim for quality other than the best in the world.
3. We do not deal in products with a short market trend.
4. We do not enter markets other than niche markets
(annual global market of around ¥500 billion or less)

Achieving Long-Term Growth (1)

- Achieve both sales growth and high profit margins
- Business model that has resilience in the recession period (high income margin even in the event of the Lehman shock and COVID-19 shock)



Achieving Long-Term Growth (2)

MANI's share price outperformed than TOPIX (Tokyo Stock Price Index)



(Note) This graph was on data from "Speeda"



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