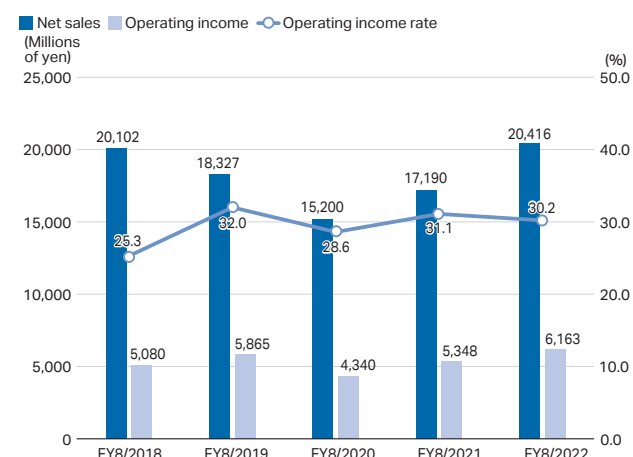


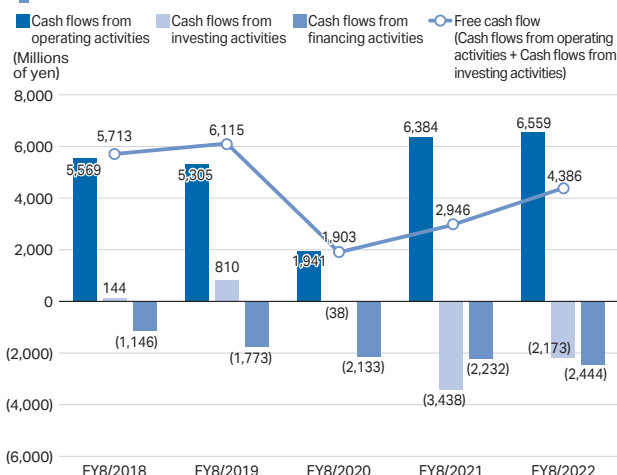
Financial & Non-Financial Data

Financial/Non-Financial Highlights

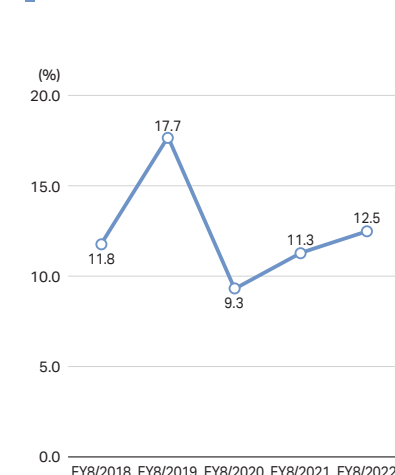
Net sales/Operating income/Operating income rate



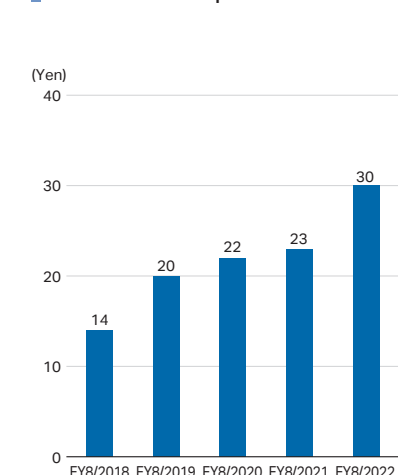
Cash flow



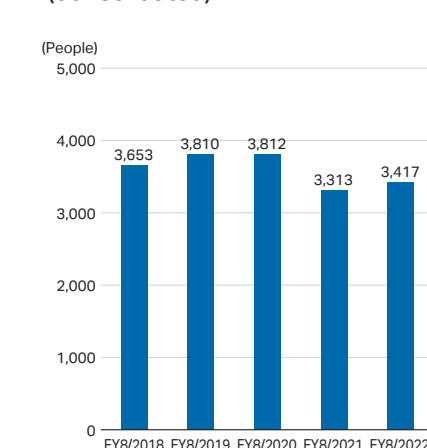
ROE



DPS Dividend per share



Number of employees (consolidated)



Financial & Non-Financial Changes (11 Years)

11 Years' Data	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
(Millions of yen)											
Net sales	9,693	9,342	11,440	13,833	16,555	17,167	20,102	18,327	15,200	17,190	20,416
Operating income	3,480	3,017	3,900	4,178	4,245	4,261	5,080	5,865	4,340	5,348	6,163
Operating income rate	35.9%	32.3%	34.1%	30.2%	25.6%	24.8%	25.3%	32.0%	28.6%	31.1%	30.2%
Ordinary income	3,518	3,271	4,040	4,346	4,055	4,624	5,221	5,688	4,424	5,679	7,544
Net income attributable to owners of parent	2,179	2,180	2,606	2,932	3,005	3,315	3,770	6,101	3,329	4,291	5,290
ROE	11.7%	10.9%	11.8%	11.6%	11.1%	11.6%	11.8%	17.7%	9.3%	11.3%	12.5%
(Millions of yen)											
Cash flows from operating activities	2,895	2,077	3,417	2,923	3,567	4,793	5,569	5,305	1,941	6,384	6,559
Cash flows from investing activities	(288)	(614)	(1,677)	(3,974)	(2,605)	(2,230)	144	810	(38)	(3,438)	(2,173)
Cash flows from financing activities	(1,150)	(1,666)	(707)	(860)	(1,488)	(1,052)	(1,146)	(1,773)	(2,133)	(2,232)	(2,444)
(Yen)											
EPS Earnings per share	21.3	21.7	26.2	29.5	30.4	33.7	38.3	62.0	33.8	43.6	53.8
DPS Dividend per share	6.9	6.9	8.0	8.9	10.0	11.3	14.0	20.0	22.0	23.0	30.0
Dividend payout ratio	32.4%	31.8%	30.5%	30.1%	32.9%	33.6%	36.5%	32.3%	65.0%	52.8%	55.8%
(Millions of yen)											
Total assets	21,242	23,019	26,285	30,940	29,922	34,542	37,683	39,813	39,289	42,693	50,113
Total liabilities	2,094	2,156	2,915	3,605	3,140	4,063	4,136	4,486	2,723	3,490	4,698
Total equity	19,148	20,862	23,370	27,334	26,781	30,478	33,546	35,327	36,566	39,202	45,414
Equity capital ratio (%)	90.1%	90.6%	88.9%	88.3%	89.5%	89.0%	89.0%	88.7%	93.1%	91.8%	90.6%
(Employees)											
Number of employees (consolidated)	2,581	2,621	2,919	3,229	3,266	3,230	3,653	3,810	3,812	3,313	3,417
Number of employees (non-consolidated)	324	326	326	334	325	315	302	315	320	333	350
Ratio of female employees (non-consolidated)	56.7%	55.2%	53.1%	52.4%	50.5%	48.9%	45.7%	44.8%	43.1%	42.0%	40.6%
Ratio of female managerial employees (non-consolidated)	0.0%	0.0%	0.0%	4.0%	4.0%	4.0%	3.7%	7.4%	6.5%	6.1%	4.3%
Ratio of R&D staff (non-consolidated)	16.0%	18.9%	24.2%	23.1%	23.6%	24.6%	27.7%	34.0%	32.9%	33.1%	30.1%
Ratio of R&D expenses to net sales	9.1%	8.6%	9.3%	8.8%	7.7%	7.1%	8.0%	9.3%	10.7%	8.7%	7.6%
Total number of patents owned	239	291	310	333	359	400	429	443	480	468	464
Number of patents owned in Japan	67	82	89	87	89	90	90	90	84	78	82
Number of patents owned overseas	172	209	221	246	270	310	339	353	396	390	382

(Note) The Company implemented a 1:3 share split on common shares on September 1, 2015, and also on September 1, 2019.
Earnings per share and Dividend per share shown in this page are calculated under the assumption that this share split was conducted at the beginning of FY2012 (September 2011).

Stock Information

Basic information (as of August 31, 2022)

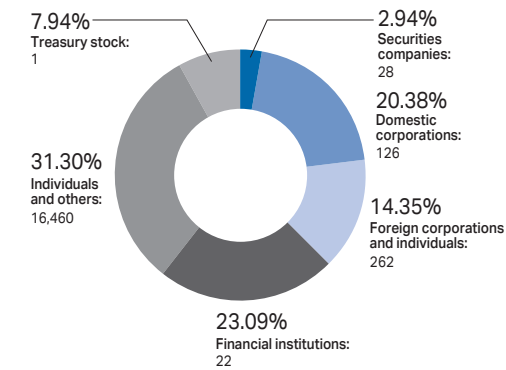
Total number of authorized shares	356,400,000
Total number of shares outstanding	106,911,000
Number of shareholders (excluding holders of shares less than one unit)	14,794

(Note 1) On December 23, 2022, the company issued 62,000 common shares as restricted stock. As of the date of issue of this report, the current total number of shares outstanding is 106,973,000.

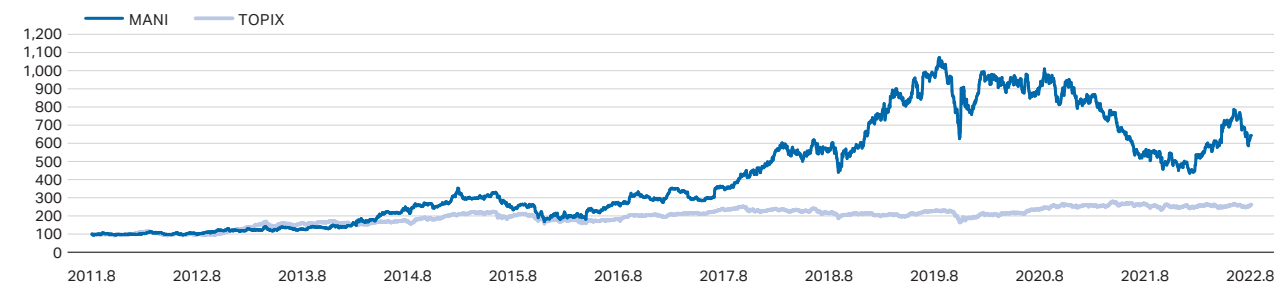
Major shareholders (as of August 31, 2022)

Excluding MANI	Name of shareholder	Number of shares held (thousand shares)	Shareholding/ownership ratio
1	The Master Trust Bank of Japan, Ltd. (Trust Account)	13,367	13.58%
2	Manix Co., Ltd.	11,100	11.28%
3	Matsutanigiken Co., Ltd.	5,084	5.17%
4	Custody Bank of Japan, Ltd. (Trust Account)	4,334	4.40%
5	Mani Matsutani Medical Scholarship Foundation	2,700	2.74%
6	Kanji Matsutani	2,269	2.31%
7	Masamitsu Matsutani	2,264	2.30%
8	CEPLUX THREADNEEDLE (LUX)	2,048	2.08%
9	Masamitsu Co., Ltd.	2,048	2.08%
10	Masaaki Matsutani	2,011	2.04%

Distribution of shares by shareholder type (as of August 31, 2022)



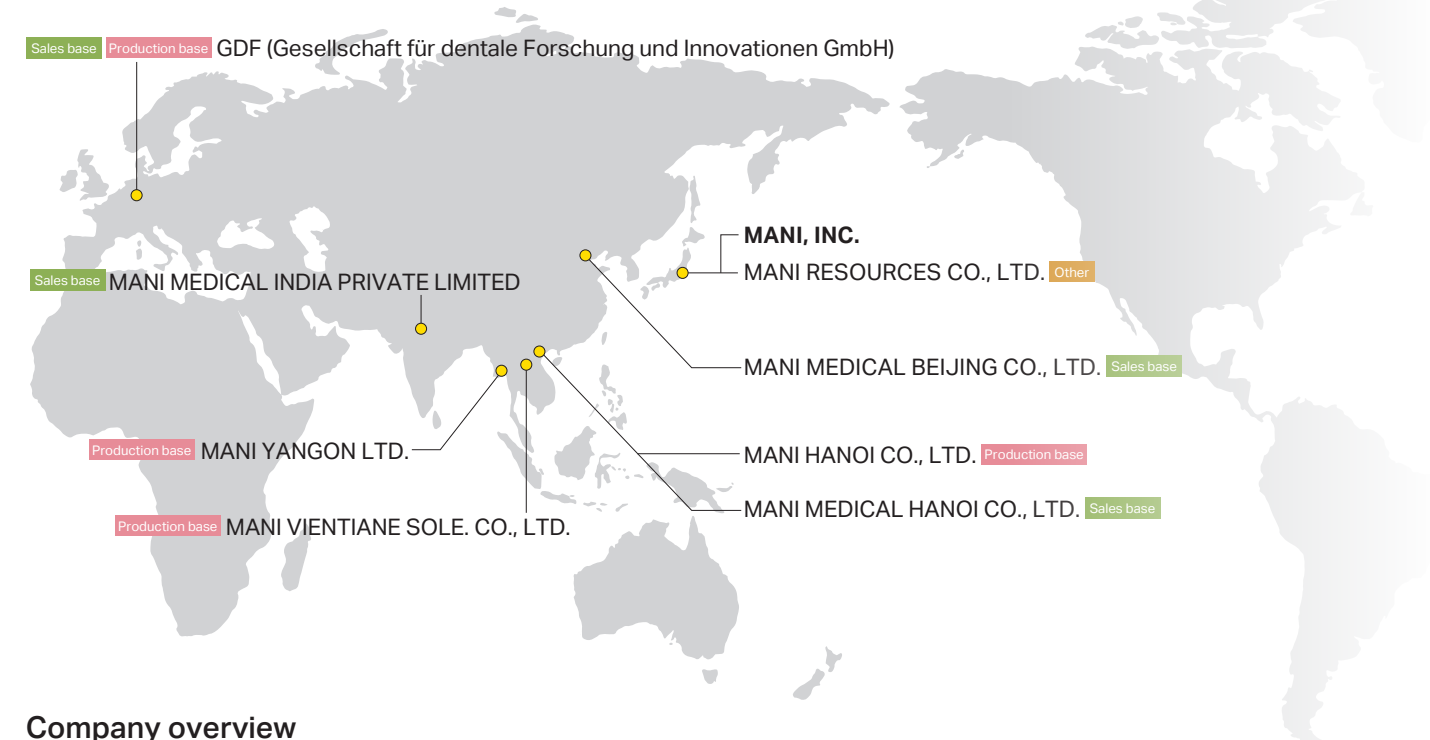
Share price (indexed with September 2011 share price treated as 100)



(Note 2) The Company implemented a 1:3 share split on common shares on September 1, 2015, and also on September 1, 2019. The share price movement shown in this page is calculated under the assumption that this share split was conducted at the beginning of FY2012 (September 2011).

Company Information

Consolidated subsidiaries



Company overview

Company name	MANI, INC.
Founded	December 24, 1959
Representative	CEO, COO Masahiko Saito
Capital	JPY 988 million (as of August 2022)
Employees	350 (as of August 2022)
URL	https://www.mani.co.jp
Listing	The Tokyo Stock Exchange (Prime Market) Securities code: 7730
Fiscal year	From September 1 to August 31 of the following year
Business outline	<ul style="list-style-type: none"> Manufacturing and distribution of medical devices Import and sale of medical devices Subsidiary businesses



Communication with Stakeholders —MANI IR

IR Activities: Basic Policy

The company has positioned "the building of long-term relations of trust with all stakeholders, including shareholders and investors" as one of its key management matters. The company will do so through timely, appropriate, and fair disclosure of necessary and sufficient information for making investment decisions.

In addition to the disclosure of information in accordance with the Companies Act, Financial Instruments and Exchange Act, and Timely Disclosure Rules stipulated by the Tokyo Stock Exchange, the company is also endeavoring to actively disclose information that is outside of this scope to enable a deeper understanding of MANI, and to acquire an appropriate appraisal of the company through constructive dialogue with all shareholders and investors, which will lead to improving corporate value in the medium to long term.

Measures for investors

Measures for domestic investors

- Timely and appropriate disclosure, enhancement of materials for disclosure
- Financial results briefings for analysts held by President & Representative Executive Officer
- On-demand distribution of results briefings video
- Meetings held for individuals and small groups
- Enhancement and timely update of the IR site

Measures for overseas institutional investors

- Enhancement of English materials for disclosure
- On-demand distribution of results briefings video (English version)
- Meetings held for individuals and small groups
- Enhancement and timely update of the IR site (English version)

Measures for individual investors

- Timely and appropriate disclosure, enhancement of materials for disclosure
- Enhancement of the IR site
- Participation in events for individual investors
- Daily response to questions



Results of IR activities

	FY8/2026	FY8/2021	FY8/2022
Face-to-face meetings with institutional investors	206	172	203
Financial results briefings for analysts	0 (Note)	1 (Note)	2
Briefings for individual investors	0 (Note)	0 (Note)	2

(Note) In the fiscal years ended August 31, 2020 and August 31, 2021, due to the spread of COVID-19, videos of these meetings were distributed instead of in-person meetings being held.

Policy for Compilation of the Integrated Report

Basic approach

This report mainly covers the results of MANI and the Group companies (eight consolidated subsidiaries) in the fiscal year ended August 31, 2022 (from September 1, 2021 to August 31, 2022). It also includes some information directly before and after this period.

Matters for attention concerning future forecasts

Any statements in the contents of the MANI® Integrated Report 2022 that are not historical facts are forward-looking statements based on the forecasts and plans concerning the future of MANI, INC. These forward-looking statements include risks, uncertainties, and other factors, and the actual results and performance, etc., may vary from these forward-looking statements.

• Date of issue: May 2023