

Nihon Trim (6788)

Consolidated Fiscal Year (Million Yen)		Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent	EPS (Yen)	DPS (Yen)	BPS (Yen)
FY03/2019		15,179	2,250	2,121	1,250	157.05	60.00	2,162.68
FY03/2020		16,116	2,303	1,007	218	27.67	70.00	2,128.85
FY03/2021CoE		15,200	2,350	2,450	1,640	210.46	60.00	-
FY03/2020	YoY	6.2%	2.4%	(52.5%)	(82.5%)	-	-	-
FY03/2021CoE	YoY	(5.7%)	2.0%	143.1%	650.7%	-	-	-
Consolidated Half Year (Million Yen)		Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent	EPS (Yen)	DPS (Yen)	BPS (Yen)
Q1 to Q2 FY03/2020		8,693	1,615	1,517	1,002	-	-	-
Q3 to Q4 FY03/2020		7,423	687	(510)	(783)	-	-	-
Q1 to Q2 FY03/2021		7,393	1,160	1,230	796	-	-	-
Q3 to Q4 FY03/2021CoE		7,806	1,189	1,219	843	-	-	-
Q1 to Q2 FY03/2021	YoY	(15.0%)	(28.2%)	(18.9%)	(20.5%)	-	-	-
Q3 to Q4 FY03/2021CoE	YoY	5.2%	73.0%	-	-	-	-	-

Source: Company Data, WRJ Calculation

1.0 Executive Summary (14 January 2021)


Starting up Online Sale

Nihon Trim, mainly running operations to sell electrolyzed hydrogen water generator, is developing measures to nicely start up online sale. The Company saw almost no seminars held for its mainstay sales channel of so-called workplace sale in May 2020 due to the impacts stemming from COVID-19. However, this was followed by continued recovery in the number of seminars held, having resulted in the level as high as that of the same month of the previous year in October 2020. Meanwhile, on 8 December 2020, the Company launched “TRIM ION CURE”, developed to dedicate to direct sales through online sale. By the end of the fiscal year (March 2021), the Company is to implement upfront investment (some ¥300m) for sales promotion measures for online sale, implying that online sale is likely to take off on a full-fledged basis for FY03/2022. With respect to regenerative medicine and electrolyzed water dialysis system, the Company inevitably suffers from the impacts stemming from COVID-19 in the same way, but the Company suggests sales have recovered most recently for regenerative medicine owing to its successful focus on web marketing. At the same time, the Company claims long-term prospects are bright for regenerative medicine and electrolyzed water dialysis system. Shinkatsu Morisawa, the CEO, announced at financial results briefing held on 29 October 2020 that he was continuing to actively take management measures to gradually shift to “global medical company”.

IR representative: Corporate Planning Department (81-(0)6-6456-4633 / ir@nihon-trim.co.jp)

2.0 Company Profile

Shift to Global Medical Company

Company Name	NIHON TRIM CO., LTD. Website IR Information Share Price (Japanese)	
Established	12 June 1982	
Listing	1 March 2004: Tokyo Stock Exchange 1st section (ticker: 6788) 4 February 2003: Tokyo Stock Exchange 2nd section 28 November 2000: JASDAQ over-the-counter registration	
Capital	¥992m (as of the end of September 2020)	
No. of Shares	8,656,780 shares, including 881,458 treasury shares (as of the end of Sep. 2020)	
Main Features	<ul style="list-style-type: none"> ● Leading the market in Japan for electrolyzed hydrogen water generator, certified as controlled medical device for home use by MHLW ● Focus on face-to-face sale, while starting up online sale ● Promoting sales of regenerative medicine and electrolyzed water dialysis system 	
Business Segments	I . Water Healthcare Business II . Medical Business	
Top Management	CEO : Shinkatsu Morisawa	
Shareholders	Shinkatsu Morisawa 43.09%, Custody Bank of Japan, T. 9.56%, Master Trust Bank of Japan, T. 4.41%, Sumitomo Mitsui Banking Corporation 1.54% (as of the end of September 2020, but for treasury shares)	
Head Office	Kita-ku, Osaka-city, Osaka-prefecture, JAPAN	
No. of Employees	Consolidated: 578, Parent:334 (as of the end of September 2020)	

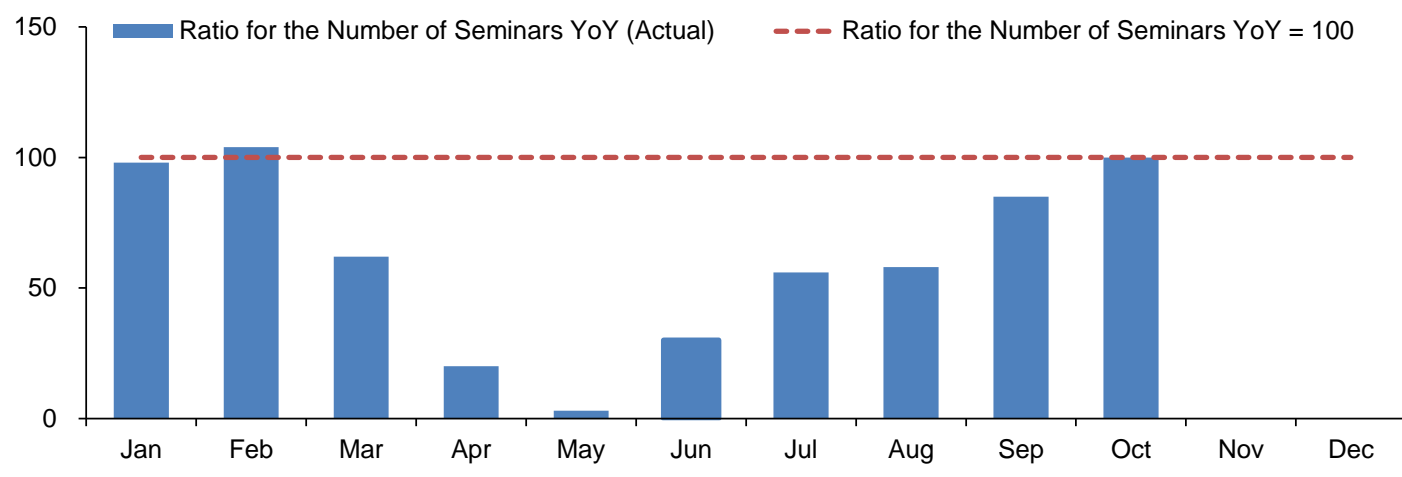
Source: Company Data

3.0 Recent Trading and Prospects

Q1 to Q2 FY03/2021 Results

In Q1 to Q2 FY03/2021, sales came in at ¥7,393m (down 15.0% YoY), operating profit ¥1,160m (down 28.2%), recurring profit ¥1,230m (down 18.9%) and profit attributable to owners of parent ¥796m (down 20.5%), while operating profit margin 15.7% (down 2.9% points). Assumptions of initial Company forecasts (announced on 14 May 2020) were well exceeded, i.e., by no less than ¥1,203m (19.4%) for sales and thus by ¥800m (222.2%) for operating profit.

The Number of Seminars Held per Month for Workplace Sale in CY2020

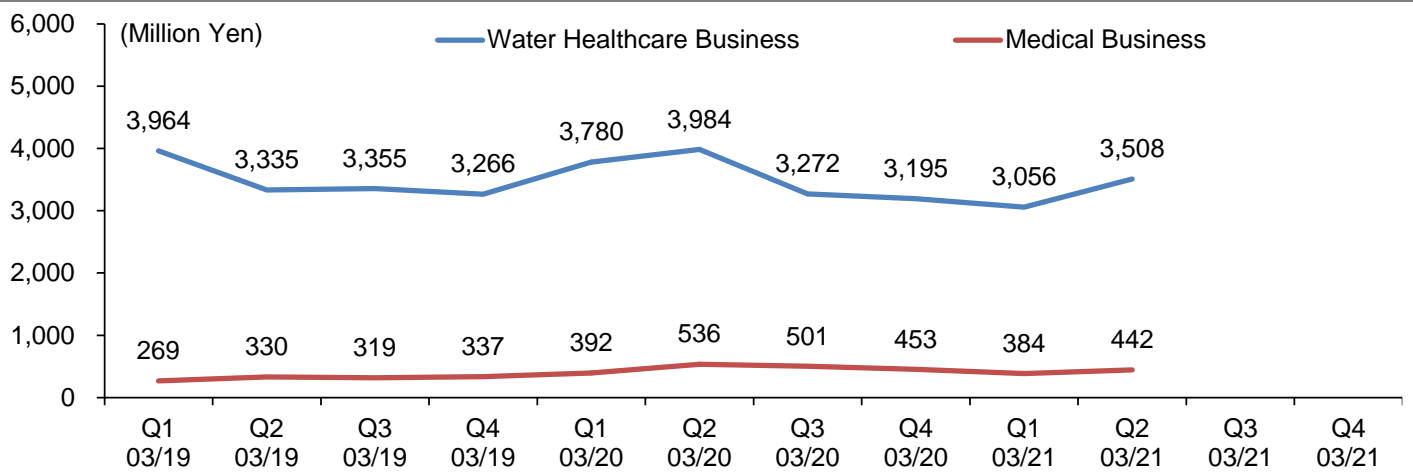


Source: Company Data, WRJ Calculation

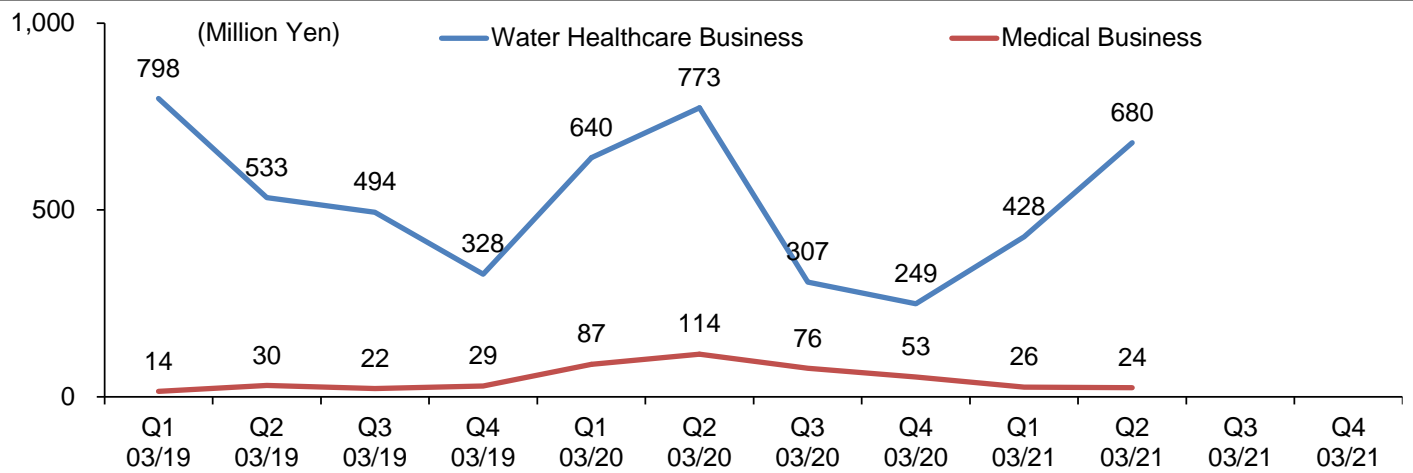
It appears that FY03/2021 initial Company forecasts were based on fairly conservative assumptions as were formulated under the circumstance of uncertainty due to the impacts stemming from COVID-19. For the mainstay workplace sale, the number of seminars held came down sharply at the beginning of the fiscal year (April 2020) and the Company hardly held seminars in May 2020. However, this was followed by some corporate lump adoptions driven by the measure to make proposal of Health and Productivity Management and by successful sales promotions mainly for local key smaller companies.

As performance by business segment in Q1 to Q2, Water Healthcare Business saw sales of ¥6,565m (down 15.5%), segment profit of ¥1,109m (down 21.6%) and segment profit margin of 16.9% (down 1.3% points), having accounted for 88.8% of sales as a whole for the Company and 95.6% of operating profit. Thus, the performance as a whole for the Company hinges on this business segment to a large extent. Meanwhile, Medical Business saw sales of ¥827m (down 10.8%), segment profit of ¥51m (down 74.5%) and segment profit margin of 6.2% (down 15.5% points).

Segment Sales



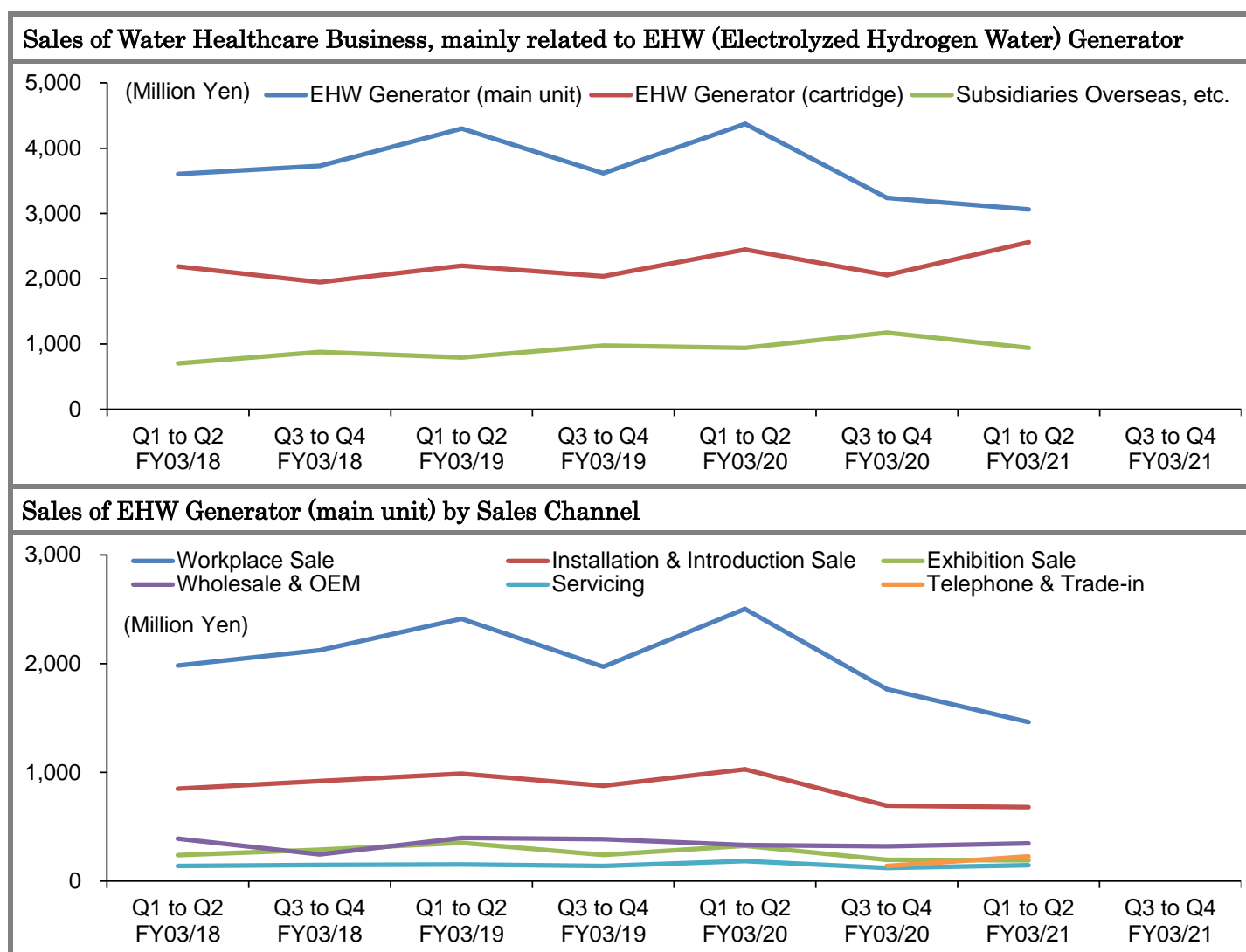
Segment Profit



Source: Company Data, WRJ Calculation



Water Healthcare Business

On the Water Healthcare Business side, the Company saw sales of ¥3,063m (down 30.0%) for electrolyzed hydrogen water generator (main unit) in Q1 to Q2, sales of ¥2,562m (up 4.7%) for electrolyzed hydrogen water generator (cartridge) and sales of ¥938m (down 0.3%) for subsidiaries overseas, etc. With respect to electrolyzed hydrogen water generator (main unit), sales declined sharply over the same period of the previous year due to the impacts stemming from COVID-19. However, the Company is currently going for prospective sales here to increase in the same criteria for H2. As mentioned earlier, the number of seminars held for the mainstay workplace sale has already recovered to the level as high as that of the previous year on a monthly basis, while the Company spots that efficiency of sales has improved. Meanwhile, the Company has been seen increase in sales of electrolyzed hydrogen water generator (cartridge), characterized by the feature as product of continued billing.



Source: Company Data, WRJ Calculation

Electrolyzed hydrogen water generator (main unit) is sold with a cartridge for water purification preinstalled, while it is recommended to replace cartridge generally every year (after 10,000 liters in terms of volume of water flow or some 27 liters per day) after starting up the use of main unit. In line with this replacement, the Company sees sales of electrolyzed hydrogen water generator (cartridge).

EHW Generator “TRIM ION GRACE”	Cartridge
 <p data-bbox="177 501 699 577">Standard price per unit: ¥248,000 (tax and installation expenses excluded)</p>	 <p data-bbox="932 501 1358 577">Standard price per unit: ¥12,000 (tax excluded)</p>

Source: Company Data

The Company’s electrolyzed hydrogen water generator is controlled medical device for home use, certified by MHLW (Ministry of Health, Labor and Welfare) for its effectiveness to straighten stomachs and intestines. Given the spread of COVID-19 at the moment, people are inclined to be interested in the Company’s electrolyzed hydrogen water generator in a respect that it is effective for straightening intestines which have something to do with immunizing power, according to the Company. In fact, “new practices of water healthcare” is advocated by the Company, which puts forward proposal to make a changeover from “clean water” to “water good for health” for everyday drinking.

When the current mainstay product “TRIM ION GRACE” is used for 5 years in accordance with the above-mentioned recommendation, cost would be some ¥7 per liter (including electric bill, etc.), implying a fairly high cost efficiency in a long-term perspective, compared with purchase of water in a plastic bottle and/or of water dispenser. Meanwhile, the Company sees high contentment and faithfulness amongst existing users, judging from ongoing increase in sales of cartridge.

Almost half of sales in electrolyzed hydrogen water generator (main unit) is accounted for by those of workplace sale by sales channel. For workplace sale, the Company’s representatives go to visit companies based on introduction by agencies such as major trading houses, manufacturers, co-ops, etc. to hold seminars to personnel belonging to a specific workplace and appeals to them about the key characteristics of the Company’s electrolyzed hydrogen water generator, etc. Sales of workplace sale are booked as a result of this. Most recently, the spread of COVID-19 has heightened awareness on health, driving efficiency of sales here, according to the Company. Meanwhile, for installation & introduction sale, sales are booked by those stemming from introduction to take place when the Company’s representatives go to install main unit at individual’s residence, i.e., the said individual introduces his or her relatives and/or friends to the representatives.

Elsewhere, for exhibition sale, sales are booked by those of exhibition sale in health clubs, mass retailers and department stores, while by wholesaling and sales on an OEM basis for wholesale & OEM. With respect to servicing, sales are booked by those stemming from encouraging users to replace main unit when providing maintenance services. Sales of telephone & trade-in are booked by those through encouraging replacement for those who using the same main unit for a long term, i.e., more than some 6 years. Thus, it should be the case that the Company is basically involved with face-to-face sale for main unit, when wholesale & OEM being excluded.

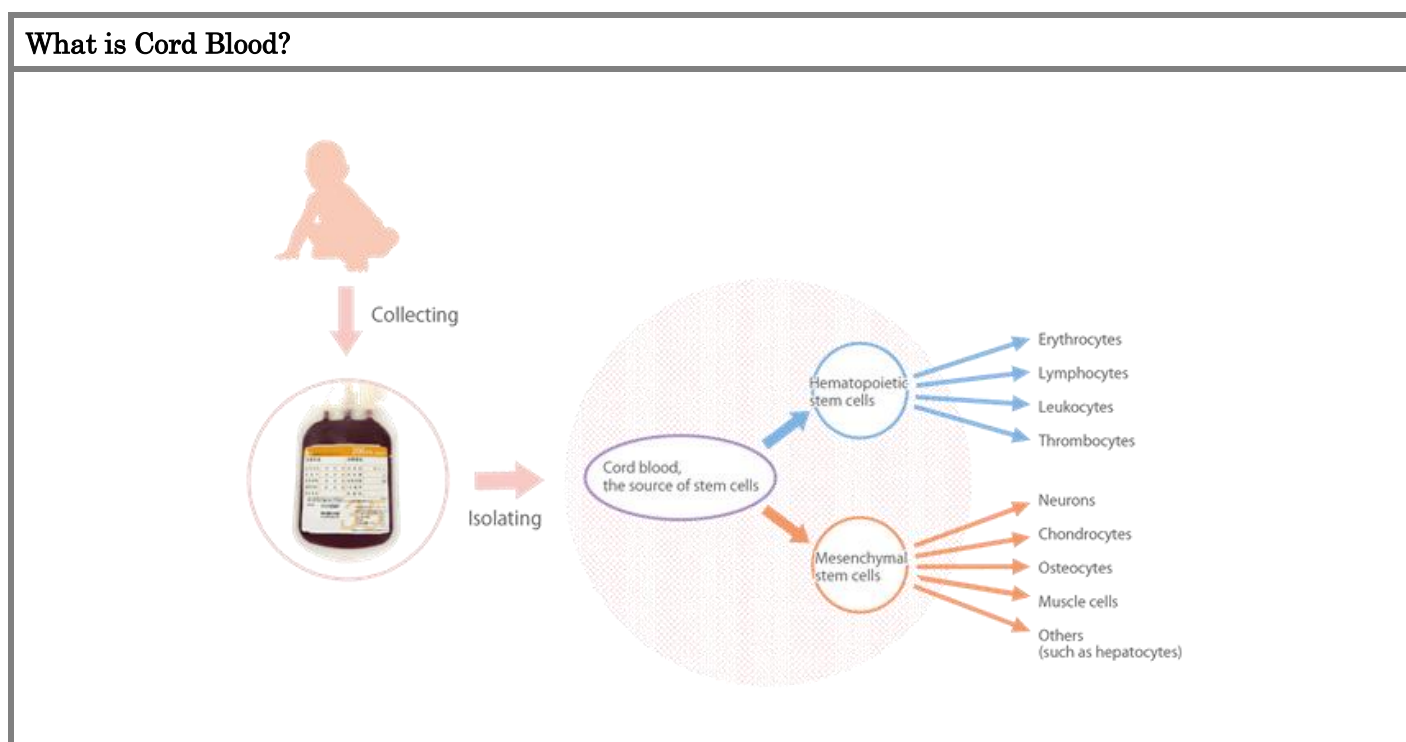
The Company says that it has cultivated customers as many as some 850,000 for electrolyzed hydrogen water generator to date, of which it directly manages some 500,000. Meanwhile, the number of households in Japan is some 50m, of which 10m could adopt electrolyzed hydrogen water generator for the future, according to the Company. Now, the Company also says that it is going for a target of achieving the number of customers as many as 3,000,000 and sales of cartridge as much as ¥20,000m (assuming annual replacement rate of 70%), when the said penetration is achieved.

The Company, trying to promptly see the number of customers as many as 3,000,000, currently focuses on a) establishment of online sale channel and b) development of new products that have utility broader than before. In fact, the Company is to implement upfront investment (some ¥300m) for sales promotion measures for online sale by the end of the fiscal year (March 2021), having launched low-priced “TRIM ION CURE”, developed to dedicate to direct sales through online sale on 8 December 2020. According to the Company, this makes it possible to appeal to user base broader than before.

Meanwhile, the Company is also exposed to sales of subsidiaries overseas, etc. on the Water Healthcare Business side, In Q1 to Q2, a subsidiary in China, Trim (Guangzhou) Water & Health Co., Ltd. saw sales of ¥35m (down 11.3%), while a subsidiary in Indonesia, PT SUPER WAHANA TEHNO, saw sales of ¥597m (up 2.8%). On top of this, the Company also saw sales of ¥306m (down 4.4%) for other operations. In Indonesia, the Company runs bottled water business through tie-up operations between its own local subsidiary and its local partner or one of Sinar Mas companies. Given the impacts stemming from COVID-19, the mainstay operations to wholesale water in plastic bottles to retailers suffered from decreased volume, but the other operations to distribute water by the gallon to each home saw firmness in sales.

Medical Business

On the Medical Business side, the Company has a large exposure to regenerative medicine in terms of sales. In Q1 to Q2, regenerative medicine saw sales of ¥684m (down 15.4%) and electrolyzed water dialysis & MGO admeasurement saw sales of ¥95m (up 4.2%). On top of this, other operations saw sales of ¥47m (up 73.5%). The Company's subsidiary StemCell Institute Inc., running Japan's largest (market share of some 99%) private cord blood bank, accounts for the bulk of sales in regenerative medicine, while this subsidiary has applied for listing on Tokyo Stock Exchange on 8 December 2020. Elsewhere, the Company is also involved with management of hospital in China through its equity method affiliate.



Source: [StemCell Institute Inc.](#)

Cord blood is blood going around between placenta and umbilical cord for unborn baby to obtain feeding and oxygen from mother, while stem cell, included here, has been gathering attention with respect to its potentials to develop innovative ways of medical treatment for diverse diseases. Since 1993, transplantation therapy for patients suffering from intractable hematologic diseases represented by leukemia has been established, while usefulness of cord blood has got acknowledged very well.

In Q1 to Q2, sales associated with storing of cord blood were sluggish due to restrictions on access to healthcare facilities due to the impacts stemming from COVID-19. Most recently, however, the Company suggests that sales have recovered to the level as high as the previous year owing to its successful focus on web marketing. Meanwhile, the Company suggests that demand for storing of cord blood will continue growing from a long-term perspective, currently expanding the facilities of CPC (Cell Processing Center) in Yokohama-city, Kanagawa-prefecture. As of March 2021, this expansion is scheduled to be completed and the maximum processing capacity after this is expected to reach 2.5 times the current level. On top of this, the Company suggests that this subsidiary has lots of potentials to see horizontal expansions to cell bank, development of cell pharmaceuticals, cultivation of markets overseas, etc. from a long-term perspective.

Multipatient Dialysate Delivery Equipment "EW-SP75"



Source: Company Data

The mainstay constituent of sales in electrolyzed water dialysis & MGO admeasurement is electrolyzed water dialysis system developed and put into the market by the Company. In Q1, the Company introduced multipatient electrolyzed water dialysis system (45 beds) for St. Luke's International Hospital (Chuo-ku, Tokyo) or the key facility in the Kanto region, which was followed by introduction of two units (90 beds, 63 beds), in Q2, for a major dialyzing hospital in Tokai region. To date, the situation has come to that the number of patients as many as some 2,000 are on dialysis in collective 716 beds with the Company's electrolyzed water dialysis system.

Generally speaking, hemodialysis is of operations to bring blood contaminated by uremic toxin out of human body and to go through dialyzer or artificial liver for the certain amount of blood brought out in order to return to human body after cleaning by means of waste removal, electrolyte replenishment and hydration adjustment. All those operations of hemodialysis require the use of dialysate as much as 120 liters per session and the dialysate is generated by dilution of undiluted solution or powder for dialysate with water for dialysis. The Company's electrolyzed water dialysis system is in charge of generating electrolyzed RO water as water for dialysis. Electrolyzed RO water here is generated by RO processing of electrolyzed cathode water containing hydrogen and thus unique features are added by dissolution of hydrogen within a certain amount. That is to say, biocompatibility is improved with hemodialysis, cutting back on side effects represented by oxidative stress.

A treatise posted on Scientific Reports or scientific magazine of England published in 2018 discusses that decrease and illness to lead to decrease came down by 41% with the Company's electrolyzed water dialysis system when compared with conventional equivalents. This has triggered significant increase in awareness on the Company's electrolyzed water dialysis system and thus expectations likewise. Meanwhile, going forward, the Company intends to expand into markets overseas in addition to Japan to set up the next-generation standard on a global basis.

Meanwhile, on 21 April 2020, the Company has launched new product “EW-SP75”, which is superior to existing ones for its standardization, downsizing and weight saving. The Company expects all those favorable features are to drive sales going forward. When compared with existing ones built on order, the number is to exponentially increase for healthcare institutions represented by hospitals that could adopt the system, according to the Company.

With respect to operations to run hospital in China, the performance is reflected at non-operating level as this is of equity method affiliate for the Company. In FY03/2020, the Company suffered from a substantial deficit stemming from here, due mainly to a factor that Beijing-based Han-Kun Hospital with which the Company is involved for management suffered from the impacts stemming from COVID-19. The Company thought that it took longer than expected to recover investments in this Beijing-based hospital, having had conservatively booked a provision for the full amount of the loans granted (¥1,100m). Given a situation that all the investments so far having had been written off by deficit so far including the provision, this Beijing-based hospital will not have anything to do with the performance as a whole for the Company in FY03/2021.

To date, this Beijing-based hospital has been awaiting approval for the application of public insurance and is at the stage of preparing for full-scale operations. When approved, it is expected that the number of patients will increase steadily as a result of the launch of medical treatments based on public insurance. It is also expected that the number of uncontrolled medical treatments, which are lucrative, will increase. In China, certain "medical zones" are allocated upon approval for the application of public insurance and the above-mentioned movements are supposed to accompany this.

Income Statement (Cumulative/Quarterly)

Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY	
(Million Yen)	03/2020	03/2020	03/2020	03/2020	03/2021	03/2021	03/2021	03/2021	Net Chg.	
Sales	4,172	8,693	12,467	16,116	3,441	7,393	-	-		(1,300)
Cost of Sales	1,181	2,505	3,633	4,757	1,010	2,172	-	-		(333)
Gross Profit	2,991	6,187	8,833	11,359	2,431	5,220	-	-		(967)
SG&A Expenses	2,263	4,572	6,833	9,056	1,975	4,059	-	-		(512)
Operating Profit	728	1,615	2,000	2,303	455	1,160	-	-		(455)
Non Operating Balance	(67)	(97)	(150)	(1,295)	26	70	-	-		+167
Recurring Profit	660	1,517	1,849	1,007	482	1,230	-	-		(287)
Extraordinary Balance	-	14	14	10	-	10	-	-		(3)
Profit before Income Taxes	660	1,532	1,863	1,018	482	1,240	-	-		(291)
Total Income Taxes	241	525	662	781	155	403	-	-		(122)
NP Belonging to Non-Controlling SHs	5	4	(4)	18	27	40	-	-		+36
Profit Attributable to Owners of Parent	414	1,002	1,205	218	299	796	-	-		(205)
Sales YoY	(1.4%)	+10.0%	+7.7%	+6.2%	(17.5%)	(15.0%)	-	-		-
Operating Profit YoY	(10.4%)	+17.4%	+5.7%	+2.4%	(37.4%)	(28.2%)	-	-		-
Recurring Profit YoY	(14.6%)	+14.1%	+2.5%	(52.5%)	(26.9%)	(18.9%)	-	-		-
Profit Attributable to Owners of Parent YoY	(13.6%)	+21.2%	+9.9%	(82.5%)	(27.6%)	(20.5%)	-	-		-
Gross Profit Margin	71.7%	71.2%	70.9%	70.5%	70.6%	70.6%	-	-		(0.6%)
Sales to SG&A Expenses Ratio	54.2%	52.6%	54.8%	56.2%	57.4%	54.9%	-	-		+2.3%
Operating Profit Margin	17.4%	18.6%	16.0%	14.3%	13.2%	15.7%	-	-		(2.9%)
Recurring Profit Margin	15.8%	17.5%	14.8%	6.3%	14.0%	16.6%	-	-		(0.8%)
Profit Attributable to Owners of Parent Margin	9.9%	11.5%	9.7%	1.4%	8.7%	10.8%	-	-		(0.8%)
Total Income Taxes/Profit before Income Taxes	36.5%	34.3%	35.6%	76.7%	32.3%	32.5%	-	-		(1.8%)
Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY	
(Million Yen)	03/2020	03/2020	03/2020	03/2020	03/2021	03/2021	03/2021	03/2021	Net Chg.	
Sales	4,172	4,520	3,773	3,649	3,441	3,951	-	-		(569)
Cost of Sales	1,181	1,324	1,127	1,123	1,010	1,162	-	-		(162)
Gross Profit	2,991	3,196	2,646	2,525	2,431	2,788	-	-		(407)
SG&A Expenses	2,263	2,308	2,261	2,222	1,975	2,084	-	-		(224)
Operating Profit	728	887	384	303	455	704	-	-		(182)
Non Operating Balance	(67)	(30)	(52)	(1,144)	26	43	-	-		+73
Recurring Profit	660	857	331	(841)	482	747	-	-		(109)
Extraordinary Balance	-	14	0	(3)	-	10	-	-		(3)
Profit before Income Taxes	660	871	331	(845)	482	758	-	-		(113)
Total Income Taxes	241	284	137	118	155	247	-	-		(36)
NP Belonging to Non-Controlling SHs	5	(1)	(8)	22	27	13	-	-		+14
Profit Attributable to Owners of Parent	414	588	202	(986)	299	497	-	-		(91)
Sales YoY	(1.4%)	+23.3%	+2.7%	+1.2%	(17.5%)	(12.6%)	-	-		-
Operating Profit YoY	(10.4%)	+57.4%	(25.5%)	(15.3%)	(37.4%)	(20.6%)	-	-		-
Recurring Profit YoY	(14.6%)	+53.7%	(30.1%)	-	(26.9%)	(12.8%)	-	-		-
Profit Attributable to Owners of Parent YoY	(13.6%)	+69.0%	(24.8%)	-	(27.6%)	(15.5%)	-	-		-
Gross Profit Margin	71.7%	70.7%	70.1%	69.2%	70.6%	70.6%	-	-		(0.1%)
Sales to SG&A Expenses Ratio	54.2%	51.1%	59.9%	60.9%	57.4%	52.7%	-	-		+1.7%
Operating Profit Margin	17.4%	19.6%	10.2%	8.3%	13.2%	17.8%	-	-		(1.8%)
Recurring Profit Margin	15.8%	19.0%	8.8%	(23.1%)	14.0%	18.9%	-	-		(0.0%)
Profit Attributable to Owners of Parent Margin	9.9%	13.0%	5.4%	(27.0%)	8.7%	12.6%	-	-		(0.4%)
Total Income Taxes/Profit before Income Taxes	36.5%	32.6%	41.4%	(14.1%)	32.3%	32.7%	-	-		+0.0%

Source: Company Data, WRJ Calculation

Segmented Information (Cumulative/Quarterly)

Segmented Information (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY Net Chg.
	Q1 03/2020	Q1 to Q2 03/2020	Q1 to Q3 03/2020	Q1 to Q4 03/2020	Q1 03/2021	Q1 to Q2 03/2021	Q1 to Q3 03/2021	Q1 to Q4 03/2021		
Water Healthcare Business	3,780	7,765	11,037	14,233	3,056	6,565	-	-	(1,199)	
Medical Business	392	928	1,430	1,883	384	827	-	-	(100)	
Sales	4,172	8,693	12,467	16,116	3,441	7,393	-	-	(1,300)	
Water Healthcare Business	(4.6%)	+6.4%	+3.6%	+2.2%	(19.1%)	(15.5%)	-	-	-	
Medical Business	+45.6%	+54.8%	+55.6%	+49.9%	(1.9%)	(10.8%)	-	-	-	
Sales (YoY)	(1.4%)	+10.0%	+7.7%	+6.2%	(17.5%)	(15.0%)	-	-	-	
Water Healthcare Business	90.6%	89.3%	88.5%	88.3%	88.8%	88.8%	-	-	-	
Medical Business	9.4%	10.7%	11.5%	11.7%	11.2%	11.2%	-	-	-	
Sales (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-	
Water Healthcare Business	640	1,414	1,721	1,971	428	1,109	-	-	(305)	
Medical Business	87	201	278	331	26	51	-	-	(150)	
Operating Profit	728	1,615	2,000	2,303	455	1,160	-	-	(455)	
Water Healthcare Business	(19.7%)	+6.2%	(5.7%)	(8.4%)	(33.1%)	(21.6%)	-	-	-	
Medical Business	+521.5%	+352.1%	+317.0%	+243.4%	(69.3%)	(74.5%)	-	-	-	
Operating Profit (YoY)	(10.4%)	+17.4%	+5.7%	+2.4%	(37.4%)	(28.2%)	-	-	-	
Water Healthcare Business	88.0%	87.5%	86.1%	85.6%	94.1%	95.6%	-	-	-	
Medical Business	12.0%	12.5%	13.9%	14.4%	5.9%	4.4%	-	-	-	
Operating Profit (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-	
Water Healthcare Business	16.9%	18.2%	15.6%	13.9%	14.0%	16.9%	-	-	(1.3%)	
Medical Business	22.3%	21.7%	19.4%	17.6%	7.0%	6.2%	-	-	(15.5%)	
Operating Profit Margin	17.4%	18.6%	16.0%	14.3%	13.2%	15.7%	-	-	(2.9%)	

Segmented Information (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY Net Chg.
	Q1 03/2020	Q2 03/2020	Q3 03/2020	Q4 03/2020	Q1 03/2021	Q2 03/2021	Q3 03/2021	Q4 03/2021		
Water Healthcare Business	3,780	3,984	3,272	3,195	3,056	3,508	-	-	(476)	
Medical Business	392	536	501	453	384	442	-	-	(93)	
Sales	4,172	4,520	3,773	3,649	3,441	3,951	-	-	(569)	
Water Healthcare Business	(4.6%)	+19.5%	(2.5%)	(2.2%)	(19.1%)	(11.9%)	-	-	-	
Medical Business	+45.6%	+62.3%	+57.0%	+34.3%	(1.9%)	(17.4%)	-	-	-	
Sales (YoY)	(1.4%)	+23.3%	+2.7%	+1.2%	(17.5%)	(12.6%)	-	-	-	
Water Healthcare Business	90.6%	88.1%	86.7%	87.6%	88.8%	88.8%	-	-	-	
Medical Business	9.4%	11.9%	13.3%	12.4%	11.2%	11.2%	-	-	-	
Sales (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-	
Water Healthcare Business	640	773	307	249	428	680	-	-	(93)	
Medical Business	87	114	76	53	26	24	-	-	(89)	
Operating Profit	728	887	384	303	455	704	-	-	(182)	
Water Healthcare Business	(19.7%)	+45.0%	(37.7%)	(23.8%)	(33.1%)	(12.1%)	-	-	-	
Medical Business	+521.5%	+274.0%	+246.4%	+78.8%	(69.3%)	(78.5%)	-	-	-	
Operating Profit (YoY)	(10.4%)	+57.4%	(25.5%)	(15.3%)	(37.4%)	(20.6%)	-	-	-	
Water Healthcare Business	88.0%	87.1%	80.1%	82.4%	94.1%	96.5%	-	-	-	
Medical Business	12.0%	12.9%	19.9%	17.6%	5.9%	3.5%	-	-	-	
Operating Profit (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-	
Water Healthcare Business	16.9%	19.4%	9.4%	7.8%	14.0%	19.4%	-	-	(0.0%)	
Medical Business	22.3%	21.3%	15.3%	11.8%	7.0%	5.5%	-	-	(15.7%)	
Operating Profit Margin	17.4%	19.6%	10.2%	8.3%	13.2%	17.8%	-	-	(1.8%)	

Source: Company Data, WRJ Calculation

Balance Sheet (Quarterly)

Balance Sheet (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY Net Chg.
	Q1 03/2020	Q2 03/2020	Q3 03/2020	Q4 03/2020	Q1 03/2021	Q2 03/2021	Q3 03/2021	Q4 03/2021		
Cash and Deposit	8,136	8,593	8,832	8,540	11,033	11,996	-	-	-	+3,403
Accounts Receivables	5,252	5,449	4,809	4,771	4,456	4,264	-	-	-	(1,184)
Inventory	964	821	926	974	1,066	964	-	-	-	+143
Other	796	689	776	188	573	486	-	-	-	(202)
Current Assets	15,150	15,552	15,345	14,474	17,130	17,712	-	-	-	+2,159
Tangible Assets	3,528	3,594	3,597	3,567	3,729	3,885	-	-	-	+291
Intangible Assets	553	546	534	569	568	556	-	-	-	+10
Investments and Other Assets	3,628	3,627	3,938	3,804	3,452	3,445	-	-	-	(182)
Fixed Assets	7,709	7,768	8,071	7,941	7,750	7,887	-	-	-	+119
Total Assets	22,860	23,321	23,416	22,416	24,880	25,600	-	-	-	+2,278
Accounts Payables, etc.	927	839	1,019	759	809	769	-	-	-	(69)
Corporate Bond	-	-	-	-	-	-	-	-	-	-
Long Term Debt (Less than 1 Year)	12	13	11	11	3,011	3,012	-	-	-	+2,999
Other	2,422	2,302	1,905	3,835	3,825	4,052	-	-	-	+1,749
Current Liabilities	3,362	3,155	2,936	4,606	7,646	7,834	-	-	-	+4,678
Corporate Bond	-	-	-	-	-	-	-	-	-	-
Long Term Debt	11	10	12	11	10	9	-	-	-	(1)
Other	2,133	2,223	2,355	674	660	697	-	-	-	(1,525)
Fixed Liabilities	2,144	2,233	2,368	686	671	706	-	-	-	(1,527)
Total Liabilities	5,507	5,389	5,304	5,293	8,317	8,540	-	-	-	+3,151
Shareholders' Equity	17,082	17,670	17,873	16,850	16,318	16,769	-	-	-	(901)
Other	270	261	238	272	244	290	-	-	-	+28
Net Assets	17,352	17,932	18,111	17,123	16,563	17,059	-	-	-	(872)
Total Liabilities and Net Assets	22,860	23,321	23,416	22,416	24,880	25,600	-	-	-	+2,278
Equity Capital	17,024	17,607	17,798	16,779	16,219	16,682	-	-	-	(925)
Interest-Bearing Debt	24	24	23	22	3,022	3,021	-	-	-	+2,997
Net Debt	(8,111)	(8,569)	(8,808)	(8,517)	(8,011)	(8,974)	-	-	-	(405)
Equity Ratio	74.5%	75.5%	76.0%	74.9%	65.2%	65.2%	-	-	-	(10.3%)
Net Debt Equity Ratio	(47.6%)	(48.7%)	(49.5%)	(50.8%)	(49.4%)	(53.8%)	-	-	-	(5.1%)
ROE (12 months)	7.0%	8.2%	7.8%	1.3%	0.6%	0.1%	-	-	-	(8.2%)
ROA (12 months)	8.6%	9.7%	9.2%	4.5%	3.5%	2.9%	-	-	-	(6.8%)
Days for Inventory Turnover	74	57	75	79	96	76	-	-	-	-
Quick Ratio	398%	445%	465%	289%	203%	208%	-	-	-	-
Current Ratio	451%	493%	523%	314%	224%	226%	-	-	-	-

Source: Company Data, WRJ Calculation

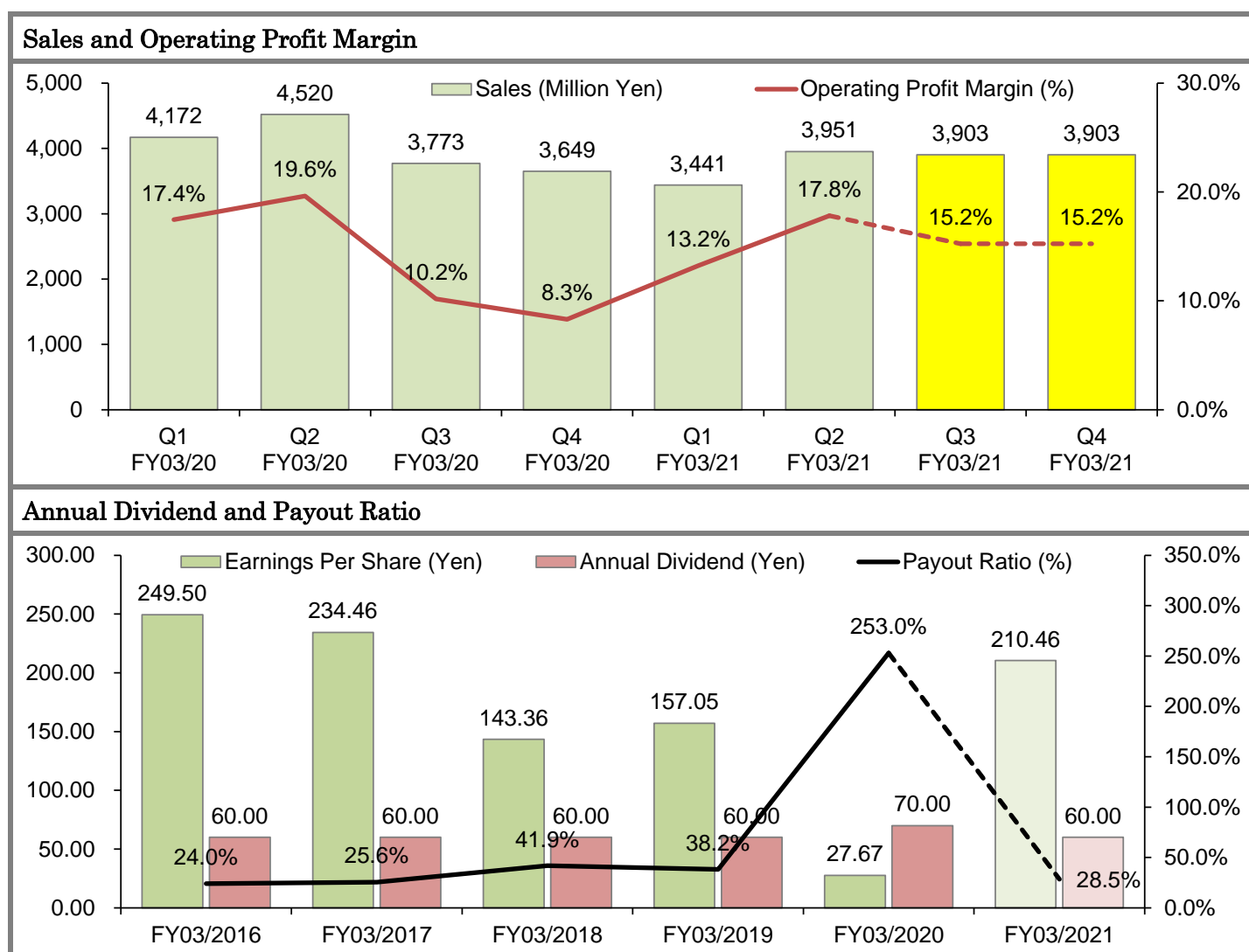
Cash Flow Statement (Cumulative)

Cash Flow Statement (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY Net Chg.
	Q1 03/2020	Q1 to Q2 03/2020	Q1 to Q3 03/2020	Q1 to Q4 03/2020	Q1 03/2021	Q1 to Q2 03/2021	Q1 to Q3 03/2021	Q1 to Q4 03/2021		
Operating Cash Flow	-	696	-	1,823	-	1,689	-	-	-	+992
Investing Cash Flow	-	(1,504)	-	(2,644)	-	(334)	-	-	-	+1,169
Operating Cash Flow and Investing Cash Flow	-	(807)	-	(820)	-	1,354	-	-	-	+2,161
Financing Cash Flow	-	(477)	-	(518)	-	2,116	-	-	-	+2,593

Source: Company Data, WRJ Calculation

FY03/2021 Company Forecasts

FY03/2021 Company forecasts (announced on 26 October 2020) are going for prospective sales of ¥15,200m (down 5.7% YoY), operating profit of ¥2,350m (up 2.0%), recurring profit of ¥2,450m (up 143.1%) and profit attributable to owners of parent of ¥1,640m (up 650.7%), while operating profit margin of 15.5% (up 1.2% points). When compared with initial Company forecasts, upward revision has been made, i.e., by ¥690m (4.8%) for sales and by ¥580m (32.8%) for operating profit.



Source: Company Data, WRJ Calculation (Q3 and Q4 FY03/2021: H2 Company forecasts, pro rata)

Following the above-mentioned upward revision for Company forecasts, prospective annual dividend has been also revised up. Initial Company forecasts were going for prospective annual dividend of ¥35.00m, i.e., halved from ¥70.00, implying payout ratio of 253.0%, in FY03/2020, due mainly to uncertainty associated with the impacts stemming from COVID-19. Meanwhile, Company forecasts are currently going for prospective annual dividend of ¥60.00, implying payout ratio of 28.5%, having been revised up by no less than ¥25.00. The Company aims to pay stable dividend as its basic dividend policy, while trying to increase the level of dividend in line with its performance.

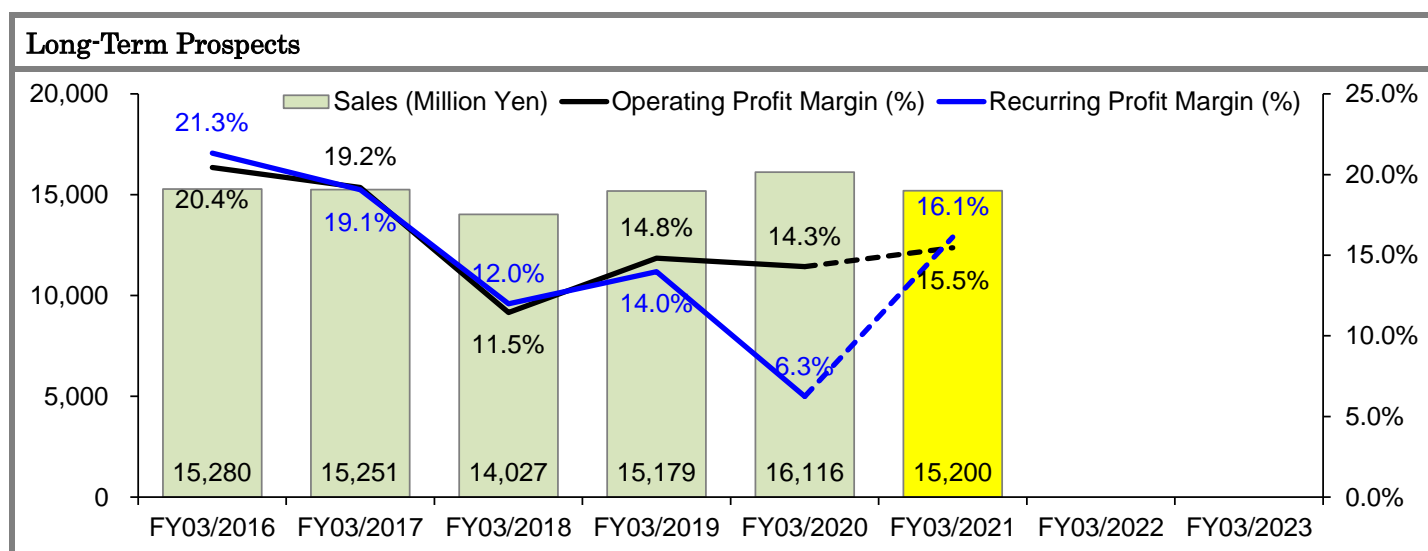
FY03/2021 Company Forecasts

Consolidated Fiscal Year (Million Yen)	Date	Event	Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent
FY03/2021CoE	14-May-20	Q4 Results	14,510	1,770	1,870	1,220
FY03/2021CoE	05-Aug-20	Q1 Results	14,510	1,770	1,870	1,220
FY03/2021CoE	26-Oct-20	Revision	15,200	2,350	2,450	1,640
		Amount of Gap	690	580	580	420
		Rate of Gap	4.8%	32.8%	31.0%	34.4%
FY03/2021CoE	29-Oct-20	Q2 Results	15,200	2,350	2,450	1,640
		Amount of Gap	0	0	0	0
		Rate of Gap	0.0%	0.0%	0.0%	0.0%
FY03/2021CoE	14-May-20	Q4 Results	14,510	1,770	1,870	1,220
FY03/2021CoE	29-Oct-20	Q2 Results	15,200	2,350	2,450	1,640
		Amount of Gap	690	580	580	420
		Rate of Gap	4.8%	32.8%	31.0%	34.4%
Consolidated Half Year (Million Yen)	Date	Event	Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent
Q1 to Q2 FY03/2021CoE	14-May-20	Q4 Results	6,190	360	410	260
Q1 to Q2 FY03/2021CoE	05-Aug-20	Q1 Results	6,190	360	410	260
Q1 to Q2 FY03/2021CoE	26-Oct-20	Revision	7,390	1,160	1,230	795
		Amount of Gap	1,200	800	820	535
		Rate of Gap	19.4%	222.2%	200.0%	205.8%
Q1 to Q2 FY03/2021Act	29-Oct-20	Q2 Results	7,393	1,160	1,230	796
		Amount of Gap	3	0	0	1
		Rate of Gap	0.0%	0.0%	0.0%	0.1%
Q1 to Q2 FY03/2021CoE	14-May-20	Q4 Results	6,190	360	410	260
Q1 to Q2 FY03/2021Act	29-Oct-20	Q2 Results	7,393	1,160	1,230	796
		Amount of Gap	1,203	800	820	536
		Rate of Gap	19.4%	222.2%	200.0%	206.2%
Consolidated Half Year (Million Yen)	Date	Event	Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent
Q3 to Q4 FY03/2021CoE	14-May-20	Q4 Results	8,320	1,410	1,460	960
Q3 to Q4 FY03/2021CoE	05-Aug-20	Q1 Results	8,320	1,410	1,460	960
Q3 to Q4 FY03/2021CoE	26-Oct-20	Revision	7,810	1,190	1,220	845
		Amount of Gap	(510)	(220)	(240)	(115)
		Rate of Gap	(6.1%)	(15.6%)	(16.4%)	(12.0%)
Q3 to Q4 FY03/2021CoE	29-Oct-20	Q2 Results	7,807	1,190	1,220	844
		Amount of Gap	(3)	0	0	(1)
		Rate of Gap	(0.0%)	0.0%	0.0%	(0.1%)
Q3 to Q4 FY03/2021CoE	14-May-20	Q4 Results	8,320	1,410	1,460	960
Q3 to Q4 FY03/2021CoE	29-Oct-20	Q2 Results	7,807	1,190	1,220	844
		Amount of Gap	(513)	(220)	(240)	(116)
		Rate of Gap	(6.2%)	(15.6%)	(16.4%)	(12.1%)

Source: Company Data, WRJ Calculation

Long-Term Prospects

The Company is planning to gradually shift to “global medical company”, setting the 5-year period through FY03/2019 to FY03/2023 as a period to make a certain progress for this. The Company also aims at efficient and robust management and uses recurring profit margin as the management indicator, going for prospective recurring profit margin of 25% or more as the target from a long-term perspective. On the other hand, in FY03/2020, recurring profit margin was 6.3% versus 16.1% in FY03/2021 Company forecasts. This is due mainly to a factor that one-time deficit at non-operating level in FY03/2020, stemming from operations to run hospital in China, is not to reappear for FY03/2021.



Source: Company Data, WRJ Calculation

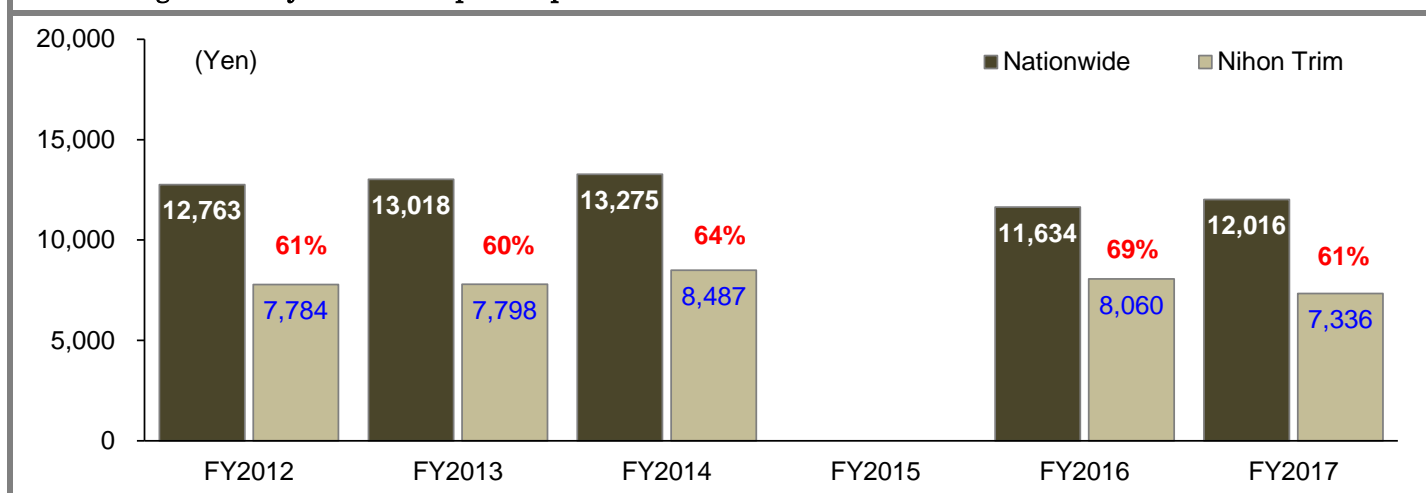
Shinkatsu Morisawa, the CEO, announced at financial results briefing held on 29 October 2020 that he was continuing to actively take management measures to gradually shift to “global medical company”, pushing forward “enhancement of direct sale (face-to-face sale, etc.) and online sale” as well as continually working to “elucidate the mechanism of electrolyzed hydrogen water”, while “encouraging expansion of business overseas” and “full-scale launch of electrolyzed hydrogen water dialysis business”. At the same time, he also mentioned “buildup and improvement of the foundations for regenerative medicine” and “hospital management business in China” as the key theme of management.

4.0 Business Model

Elucidating the Mechanism of Electrolyzed Hydrogen Water

The Company is actively working to "elucidate mechanism of electrolyzed hydrogen water" through collaborative study with industry, government, academia, etc. For example, the Company is conducting one on correlativity between practices of drinking electrolyzed hydrogen water and medical expenses with Susaki-city (Kochi-prefecture). For the Company's personnel who have the said practices, the average monthly medical expenses per person have remained at some 60% to 70% of the nationwide average, which is true even by age group, according to the Company. The Company's electrolyzed hydrogen water generator is controlled medical device for home use, certified by MHLW (Ministry of Health, Labor and Welfare) for its effectiveness to straighten stomachs and intestines. The Company suggests a potential that practices of drinking electrolyzed hydrogen water generated here could cut back on medical expenses on top of contributing to health gains.

The Average Monthly Medical Expenses per Person



Source: Company Data (FY2012 to FY2014: Japan Health Insurance Association, FY2015: not available due to changeover to KENPOREN and FY2016 to FY2017: KENPOREN or National Federation of Health Insurance Societies)

Meanwhile, the Company is conducting collaborative study on the impacts of drinking practices to lifestyle diseases with Susaki-city (Kochi-prefecture) and Kochi Medical School. Further, the Company suggests that some 7 treatises, collectively, are to be published towards the end of FY03/2021 through various collaborative study currently going on, e.g., ones on effects of drinking practices to diabetes with Tohoku University School of Medicine and ones on comprehensive study of electrolyzed hydrogen water (basic, animal and clinical trials all being simultaneously underway) with RIKEN. Achievements stemming from study like these will make progress with elucidation for mechanism of electrolyzed hydrogen water as well as formation of evidence, eventually realizing improved penetration for the Company's electrolyzed hydrogen water generator, according to the Company.

5.0 Financial Statements

Income Statement

Income Statement (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.CoE	YoY Net Chg.
	FY 03/2016	FY 03/2017	FY 03/2018	FY 03/2019	FY 03/2020	FY 03/2021	
Sales	15,280	15,251	14,027	15,179	16,116	15,200	(916)
Cost of Sales	3,840	3,860	4,225	4,332	4,757	4,450	(307)
Gross Profit	11,439	11,390	9,802	10,847	11,359	10,750	(609)
SG&A Expenses	8,315	8,461	8,196	8,596	9,056	8,400	(656)
Operating Profit	3,123	2,929	1,606	2,250	2,303	2,350	+46
Non Operating Balance	135	(23)	75	(128)	(1,295)	100	+1,395
Recurring Profit	3,258	2,905	1,681	2,121	1,007	2,450	+1,442
Extraordinary Balance	-	71	161	(66)	10	-	-
Profit before Income Taxes	3,258	2,976	1,842	2,055	1,018	-	-
Total Income Taxes	1,168	932	607	772	781	-	-
NP Belonging to Non-Controlling SHs	(14)	74	53	32	18	-	-
Profit Attributable to Owners of Parent	2,104	1,969	1,181	1,250	218	1,640	+1,421
Sales YoY	+19.1%	(0.2%)	(8.0%)	+8.2%	+6.2%	(5.7%)	-
Operating Profit YoY	+38.7%	(6.2%)	(45.2%)	+40.1%	+2.4%	+2.0%	-
Recurring Profit YoY	+28.9%	(10.8%)	(42.1%)	+26.2%	(52.5%)	+143.1%	-
Profit Attributable to Owners of Parent YoY	+61.0%	(6.4%)	(40.0%)	+5.8%	(82.5%)	+650.7%	-
Gross Profit Margin	74.9%	74.7%	69.9%	71.5%	70.5%	70.7%	+0.2%
Sales to SG&A Expenses Ratio	54.4%	55.5%	58.4%	56.6%	56.2%	55.3%	(0.9%)
Operating Profit Margin	20.4%	19.2%	11.5%	14.8%	14.3%	15.5%	+1.2%
Recurring Profit Margin	21.3%	19.1%	12.0%	14.0%	6.3%	16.1%	+9.9%
Profit Attributable to Owners of Parent Margin	13.8%	12.9%	8.4%	8.2%	1.4%	10.8%	+9.4%
Total Income Taxes/Profit before Income Taxes	35.9%	31.3%	33.0%	37.6%	76.7%	-	-

Source: Company Data, WRJ Calculation

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Segmented Information

Segmented Information (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.CoE	YoY Net Chg.
	FY 03/2016	FY 03/2017	FY 03/2018	FY 03/2019	FY 03/2020	FY 03/2021	
Water Healthcare Business	14,457	14,418	13,046	13,922	14,233	-	-
Medical Business	822	832	981	1,256	1,883	-	-
Sales	15,280	15,251	14,027	15,179	16,116	15,200	(916)
Water Healthcare Business	+20.9%	(0.3%)	(9.5%)	+6.7%	+2.2%	-	-
Medical Business	(6.3%)	+1.3%	+18.0%	+28.0%	+49.9%	-	-
Sales (YoY)	+19.1%	(0.2%)	(8.0%)	+8.2%	+6.2%	(5.7%)	-
Water Healthcare Business	94.6%	94.5%	93.0%	91.7%	88.3%	-	-
Medical Business	5.4%	5.5%	7.0%	8.3%	11.7%	-	-
Sales (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-
Water Healthcare Business	3,159	2,898	1,629	2,153	1,971	-	-
Medical Business	(35)	30	(23)	96	331	-	-
Operating Profit	3,123	2,929	1,606	2,250	2,303	2,350	+46
Water Healthcare Business	+43.3%	(8.3%)	(43.8%)	+32.1%	(8.4%)	-	-
Medical Business	-	-	-	-	+243.4%	-	-
Operating Profit (YoY)	+38.7%	(6.2%)	(45.2%)	+40.1%	+2.4%	+2.0%	-
Water Healthcare Business	101.1%	98.9%	101.5%	95.7%	85.6%	-	-
Medical Business	(1.1%)	1.1%	(1.5%)	4.3%	14.4%	-	-
Operating Profit (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-
Water Healthcare Business	21.9%	20.1%	12.5%	15.5%	13.9%	-	-
Medical Business	(4.4%)	3.7%	(2.4%)	7.7%	17.6%	-	-
Operating Profit Margin	20.4%	19.2%	11.5%	14.8%	14.3%	15.5%	+1.2%

Source: Company Data, WRJ Calculation

Balance Sheet

Balance Sheet (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.CoE	
	FY	FY	FY	FY	FY	FY	YoY
	03/2016	03/2017	03/2018	03/2019	03/2020	03/2021	Net Chg.
Cash and Deposit	12,595	11,480	11,520	9,885	8,540	-	-
Accounts Receivables	4,696	4,651	4,381	4,726	4,771	-	-
Inventory	701	809	934	1,036	974	-	-
Other	291	287	212	156	188	-	-
Current Assets	18,283	17,228	17,050	15,805	14,474	-	-
Tangible Assets	3,486	3,542	3,568	3,519	3,567	-	-
Intangible Assets	702	635	609	562	569	-	-
Investments and Other Assets	1,231	2,611	2,809	2,726	3,804	-	-
Fixed Assets	5,420	6,789	6,987	6,808	7,941	-	-
Total Assets	23,704	24,018	24,038	22,613	22,416	-	-
Accounts Payables, etc.	962	812	822	914	759	-	-
Corporate Bond	-	300	-	-	-	-	-
Long Term Debt (Less than 1 Year)	-	1,426	13	12	11	-	-
Other	2,563	1,785	2,249	3,706	3,835	-	-
Current Liabilities	3,526	4,323	3,085	4,632	4,606	-	-
Corporate Bond	300	-	-	-	-	-	-
Long Term Debt	1,126	-	1,497	12	11	-	-
Other	1,517	1,559	1,667	571	674	-	-
Fixed Liabilities	2,944	1,559	3,164	584	686	-	-
Total Liabilities	6,471	5,883	6,249	5,217	5,293	-	-
Shareholders' Equity	16,884	17,787	17,458	17,141	16,850	-	-
Other	349	347	330	253	272	-	-
Net Assets	17,233	18,135	17,788	17,395	17,123	-	-
Total Liabilities and Net Assets	23,704	24,018	24,038	22,613	22,416	-	-
Equity Capital	16,819	17,754	17,425	17,075	16,779	-	-
Interest-Bearing Debt	1,426	1,726	1,510	25	22	-	-
Net Debt	(11,168)	(9,753)	(10,009)	(9,860)	(8,517)	-	-
Equity Ratio	71.0%	73.9%	72.5%	75.5%	74.9%	-	-
Net Debt Equity Ratio	(66.4%)	(54.9%)	(57.4%)	(57.7%)	(50.8%)	-	-
ROE (12 months)	13.0%	11.4%	6.7%	7.2%	1.3%	-	-
ROA (12 months)	14.4%	12.2%	7.0%	9.1%	4.5%	-	-
Days for Inventory Turnover	67	77	81	87	75	-	-
Quick Ratio	490%	373%	515%	315%	289%	-	-
Current Ratio	518%	398%	553%	341%	314%	-	-

Source: Company Data, WRJ Calculation

Cash Flow Statement

Cash Flow Statement (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.CoE	
	FY	FY	FY	FY	FY	FY	YoY
	03/2016	03/2017	03/2018	03/2019	03/2020	03/2021	Net Chg.
Operating Cash Flow	2,573	1,438	2,151	1,875	1,823	-	-
Investing Cash Flow	(768)	(1,134)	(321)	(500)	(2,644)	-	-
Operating Cash Flow and Investing Cash Flow	1,804	303	1,830	1,375	(820)	-	-
Financing Cash Flow	(871)	(969)	(1,890)	(3,115)	(518)	-	-

Source: Company Data, WRJ Calculation

Per Share Data

Per Share Data (Before Adjustments for Split) (Yen)	Cons.Act FY 03/2016	Cons.Act FY 03/2017	Cons.Act FY 03/2018	Cons.Act FY 03/2019	Cons.Act FY 03/2020	Cons.CoE FY 03/2021	YoY Net Chg.
No. of Shares FY End (thousand shares)	8,657	8,657	8,657	8,657	8,657	-	-
Net Profit/ EPS (thousand shares)	8,437	8,402	8,244	7,962	7,895	-	-
Treasury Shares FY End (thousand shares)	248	323	542	761	775	-	-
Earnings Per Share	249.50	234.46	143.36	157.05	27.67	210.46	-
Earnings Per Share (fully diluted)	249.36	234.30	143.30	156.95	27.66	-	-
Book Value Per Share	2,000.12	2,130.27	2,147.35	2,162.68	2,128.85	-	-
Dividend Per Share	60.00	60.00	60.00	60.00	70.00	60.00	-
Per Share Data (After Adjustments for Split) (Yen)	Cons.Act FY 03/2016	Cons.Act FY 03/2017	Cons.Act FY 03/2018	Cons.Act FY 03/2019	Cons.Act FY 03/2020	Cons.CoE FY 03/2021	YoY Net Chg.
Share Split Factor	1	1	1	1	1	1	-
Earnings Per Share	249.50	234.46	143.36	157.05	27.67	210.46	-
Book Value Per Share	2,000.12	2,130.27	2,147.35	2,162.68	2,128.85	-	-
Dividend Per Share	60.00	60.00	60.00	60.00	70.00	60.00	-
Payout Ratio	24.0%	25.6%	41.9%	38.2%	253.0%	28.5%	-

Source: Company Data, WRJ Calculation

6.0 Other Information

Company History

Date	Events
June 1982	NIHON TRIM CO., LTD., established with an objective to manufacture and sell electrolyzed hydrogen water generator
May 1983	Electrolyzed hydrogen water generator “TRIM ION TI-100”, approved for the manufacture by the Ministry of Health and Welfare (58B-491) and launched
February 1990	Tosashimizu Factory (currently, Trim Electric Machinery Co., Ltd.), opened in Tosashimizu-city, Kochi-prefecture
April 1995	Collaborative study with the National Taiwan University, started
March 1996	Collaborative study with Laboratory of Cellular Regulation Technology of Kyushu University, started
April 1996	Trade right, assigned from Trim Electric Machinery Co., Ltd. and manufacturing division, given to the same
January 1998	Head office, moved to 1-8-34 Oyodonaka, Kita-ku, Osaka-city
November 2000	JASDAQ over-the-counter registration
September 2002	Kochi Factory of Trim Electric Machinery Co., Ltd., newly established in Nankoku-city, Kochi-prefecture and operations, started
February 2003	Listed on Second Section of Tokyo Stock Exchange
March 2004	Listed on First Section of Tokyo Stock Exchange
April 2004	Functional Water & Cell Analyzing Center Co., Ltd. or a venture company through industry-university cooperation with Kyushu University, established
October 2005	Trim (Guangzhou) Water & Health Co., Ltd., established in Guangzhou, Guangdong Province, China
October 2006	Capital injections in PT SUPER WAHANA TEHNO (equity method affiliate)
May 2007	TrimGen Holdings Co., Ltd. (holding company), established
November 2007	Trim Medical Institute Co., Ltd. or a venture company through industry-university joint cooperation with Tohoku University, established
January 2010	Recycling of cartridge (used in water purification), started
February 2012	Trim Life Support Co., Ltd., established
July 2012	PT SUPER WAHANA TEHNO, based in Indonesia, consolidated as subsidiary
August 2013	Head office, moved to 22nd floor, Herbis ENT Office Tower, 2-2-22 Umeda, Kita-ku, Osaka-city
September 2013	StemCell Institute Inc., consolidated as subsidiary
April 2014	Electrolyzed hydrogen water generator “TRIM ION HYPER”, launched
October 2014	Reduced Vegetable Water System (agriculture-use) “TRIM AG-10” and “TRIM AG-30”, launched
March 2015	TrimGen Holdings Co., Ltd., newly identified as Trim Medical Holdings Inc.
July 2015	Partnership agreement to promote Reduced Vegetables Project, concluded with Nankoku-city, JA of Nankoku-city, Kochi-prefecture and Kochi University

February 2016	Specific cell processed product manufacturing permission, based on “act on guarantee of safety concerning regenerative medicine, etc.”, obtained by cell treatment center of StemCell Institute Inc.
April 2016	Trim Medical Holdings Inc., participated in business to run hospital for medical treatment on chronic diseases in China
September 2016	Electrolyzed water(H ₂)-HD system “EW-SP11-HD”, launched
October 2016	Business-use water system “TI-10” and “TI-30”, launched
October 2016	Collaborative study division for electrolyzed water dialysis system with Tohoku University, established
May 2017	Trim Medical Holdings Inc., consolidated STREX Inc. as subsidiary
May 2017	Collaborative study with RIKEN, started
July 2017	“TRIM Electrolyzed Water Server”, launched
September 2017	Electrolyzed hydrogen water generator “TRIM ION GRACE”, launched
May 2018	Beijing-based Han-Kun Hospital, opened in China
June 2019	Bottled water “I’m fine”, renewed and launched
April 2020	The series for multipatient dialysate delivery equipment "EW-SP75", launched

Disclaimer

Information here is a summary of “IR Information” of the Company, compiled by Walden Research Japan, from a neutral and professional standing point, in the form of a report. “IR Information” of the Company comprises a) contents of our interview with the Company, b) contents of presentations for institutional investors, c) contents of timely disclosed information and d) contents of the homepage, etc.

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