

FY3/2020 Full-Year Financial Results Briefing

A material for the conference call

**May 12, 2020
Japan Lifeline Co., Ltd.**

- 1. Overview of Financials of FY3/20 (Full-Year)**
- 2. Sales Highlights & Prospects**
- 3. Impact of COVID-19 on Business Performance**



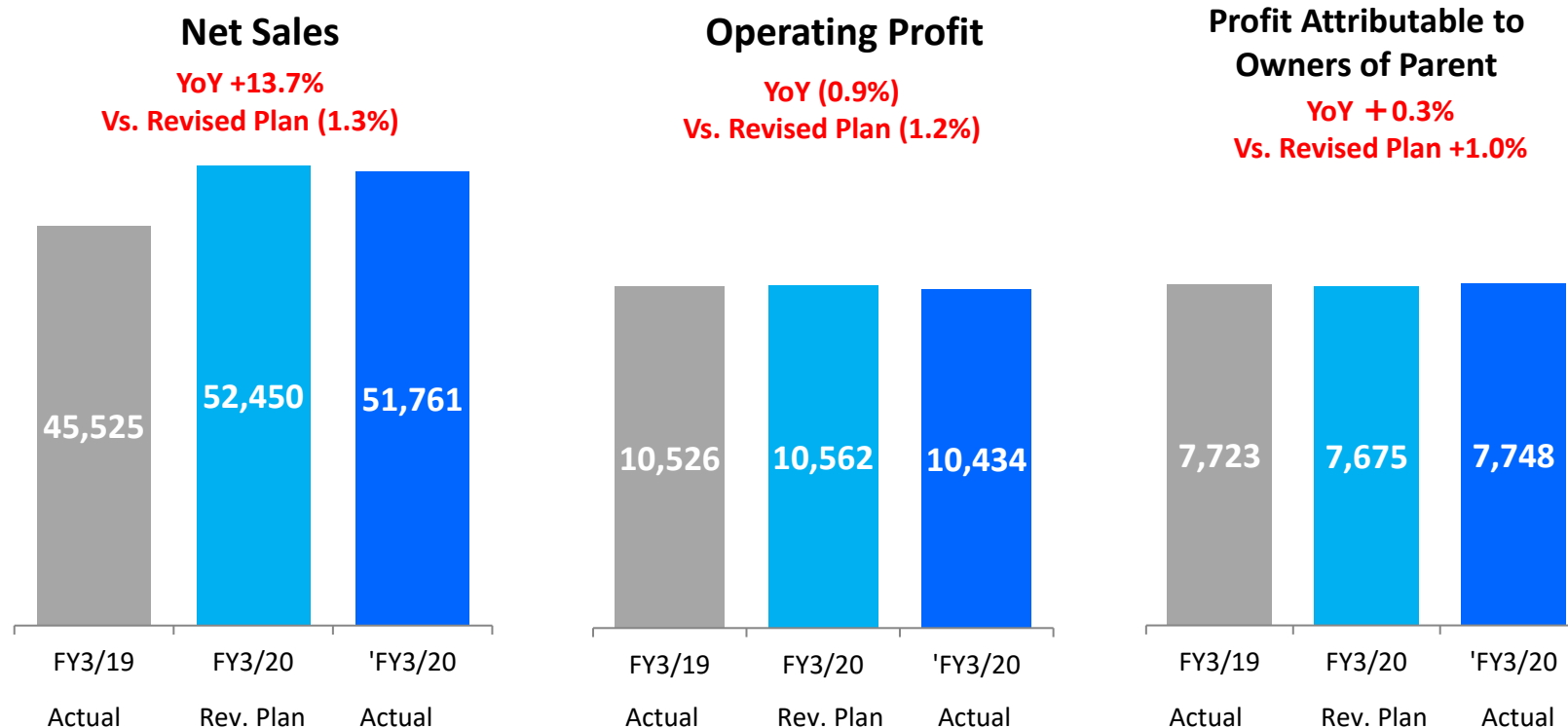
1. Overview of Financials of FY3/20 (Full-Year)

**Senior Vice President
Corporate Administration Headquarters**

Shogo Takahashi

Consolidated Financial Highlights for FY3/20 (Full-Year)

- BSC's CRM products played a key role to drive a double-digit revenue growth, absorbing the negative impact such as NHI reduction and the termination of some products of cardiovascular surgery.
- Operating profit stayed at the same level as the previous year due to the lower gross margin and the increase in SG&A expenses.
- Net profit outperformed the previous year and revised plan thanks to acquiring tax credits.



(Millions of yen)

Consolidated Financial Results for FY3/20 (Full-Year)

- Gross profit decreased due to the growth in third-party products and NHI reduction and such.
- S-ICD's contribution to profit was limited as it went through the initial sales period with less profit until Aug. 2019
- SG&A expenses increased due to sales support funds paid to BSJ and amortization expenses of the upfront payment.

Millions of yen	FY3/19 Actual	FY3/20 Rev. Plan (Announced on Nov 5, 2019)	FY3/20 Actual	YoY	Vs. Rev. Plan
Net Sales	45,525	52,450	51,761	+13.7%	(1.3%)
Gross Profit	27,822	29,592	29,191	+4.9%	(1.4%)
Gross Profit%	61.1%	56.4%	56.4%	(4.7pt)	0.0pt
Operating Profit	10,526	10,562	10,434	(0.9%)	(1.2%)
Operating Profit%	23.1%	20.1%	20.2%	(2.9pt)	+ 0.1pt
Ordinary Profit	10,808	10,784	10,425	(3.5%)	(3.3%)
Ordinary Profit%	23.7%	20.6%	20.1%	(3.6pt)	(0.5pt)
Net profit attributable to owners of parent	7,723	7,675	7,748	+0.3%	+ 1.0%
%	17.0%	14.6%	15.0%	(2.0pt)	+ 0.4pt

BSC's CRM products growing rapidly

- After the accelerated launch of exclusive S-ICD in Apr., all CRM products have been on full-fledged sale since Sep. 2019
- Tachy-related products drove net sales to double

In-house products stable

- Atrial fibrillation (AF)-related products grew in line with the increasing number of cases
- In surgery-related, open stent graft and vascular graft grew in sales volume

Challenges in new therapeutic area & overseas market

- Launched radiofrequency ablation system for liver cancer in Dec. 2019 to tap into GI area
- Started to export half-finished EP catheter to North-America
- Established a subsidiary in South Korea

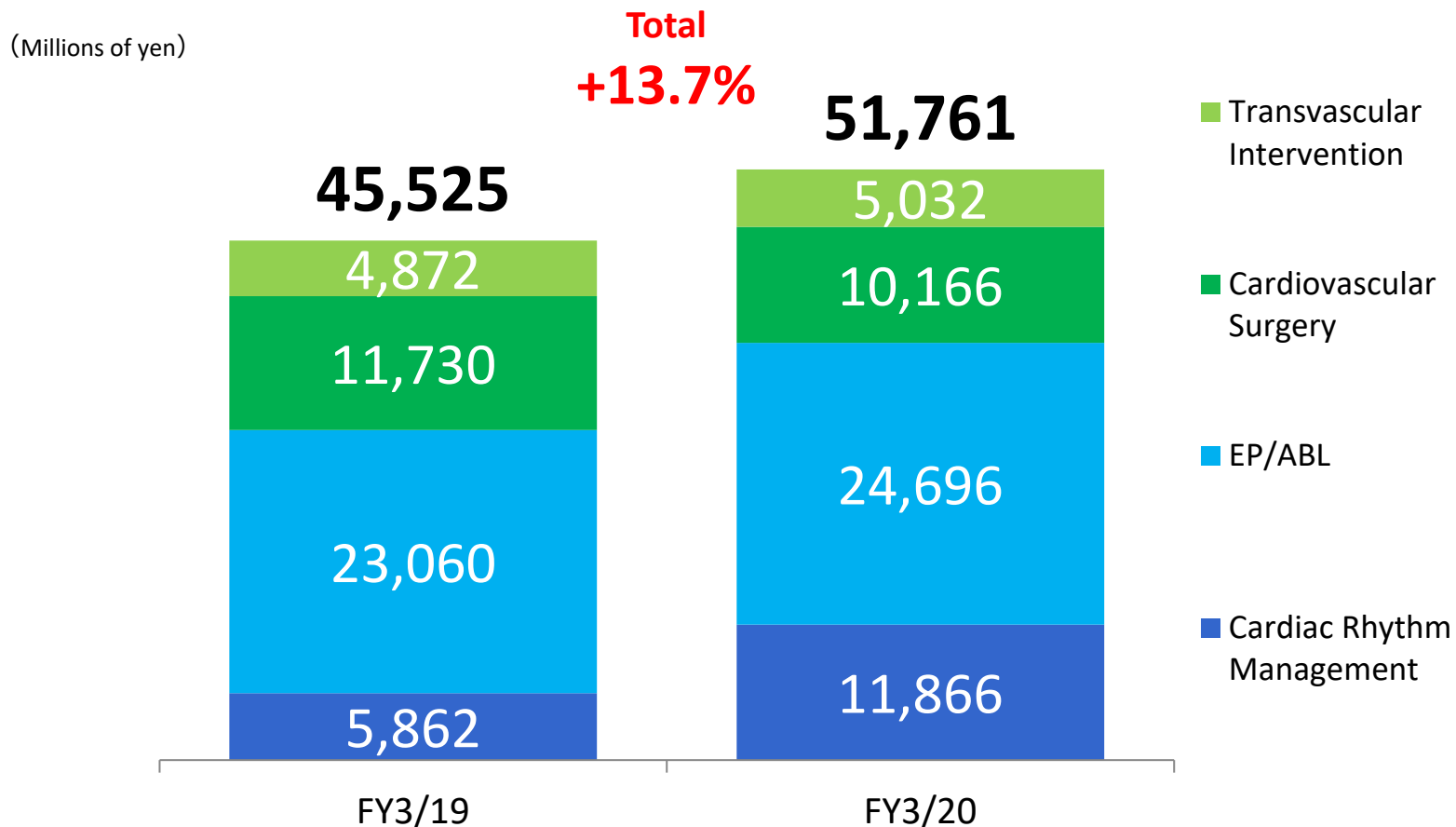
Impact of COVID-19

- A decrease in number of cases seen at some hospitals since late Mar.
- A certain impact on sales for FY3/20

FY3/20 (Full-Year) Sales by Product Category

A significant ¥6.2bln revenue growth after absorbing the negative factors*

***NOTE: NHI reduction (impact approx. 0.8bln yen), termination of some products in cardiovascular surgery (impact approx. 2.2bln yen)**



Cardiac Rhythm Management YoY +102.4%

- Pacemaker-related products grew substantially in short amount of time due to increased competitiveness with BSC's products
- Increased market share in tachy area with full-lineup of ICD-related products such as quality ICDs and CRT-Ds as well as S-ICDs

EP/Ablation YoY +7.1%

- AF-related products including *BeeAT* grew steadily in line with increasing number of cases
- General EP catheter decreased slightly due to the severe competition
- Esophageal temperature monitoring catheter stayed in the same level as the previous year
- *HeartLight* increased in sales volume. Keep up with efforts for more accounts

Cardiovascular Surgery YoY (13.3%)

- Sales of open stent graft continued to grow at double-digit
- Lower revenue caused by the termination of thoracic stent graft in Mar. 2019 and of heart valve-related products in May 2019

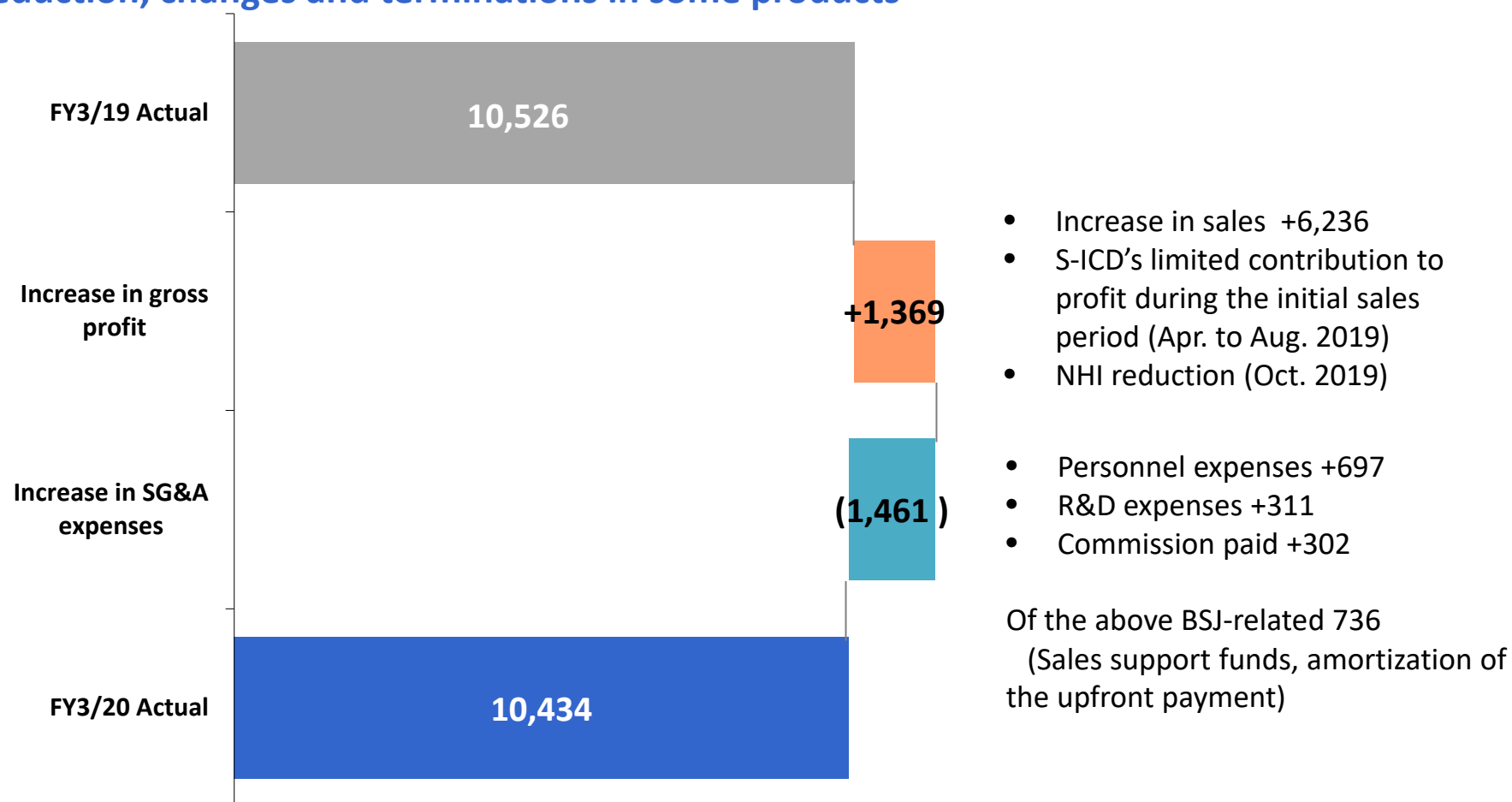
Transvascular Intervention YoY +3.3%

- Sales of drug-eluting coronary stent *Orsiro* grew thanks to excellent results of a clinical study and subsequent sales promotion and domestic studies
- The radiofrequency ablation system for liver cancer *arfa* launched in Dec. 2019, as the second in-house product in GI area following the colonic stent

Operating Profit for FY3/20 (Full-Year)

YoY (91mln yen)

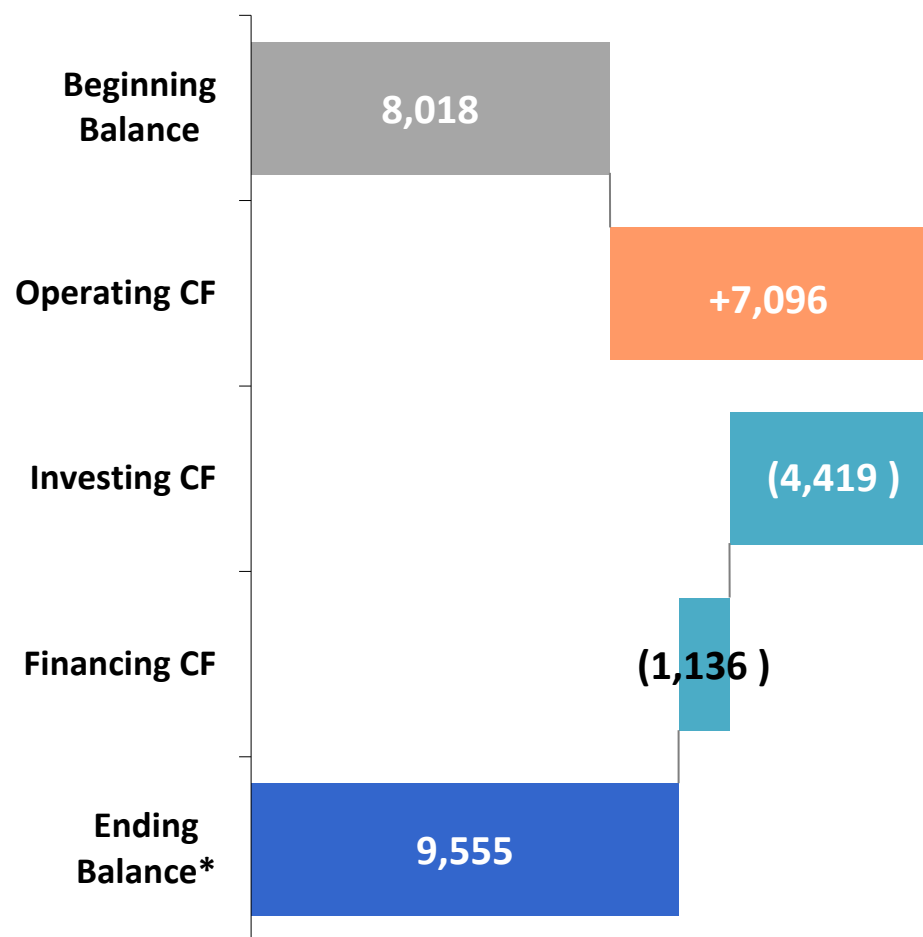
Profit growth levelled off as the fiscal year went through the transient period with NHI reduction, changes and terminations in some products



(Millions of yen)

Cash Flow for FY3/20 (Full-Year)

vs. Year End of FY3/19 +1,536 mln yen



(Millions of yen)

■ Operating CF

- [Increase] • Income before taxes +10,425
- Depreciation and amortization expenses +1,264
- [Decrease] • Increase in accounts receivable (1,598)
- Increase in inventory (1,123)
- Amounts of corporate tax paid (3,289)

■ Investing CF

- [Increase] • Proceeds from sales of investment securities +1,000
- [Decrease] • Purchase of property, plant and equipment (2,472)
- Payments for short-term loans (844)
- Payments for long-term loans (663)

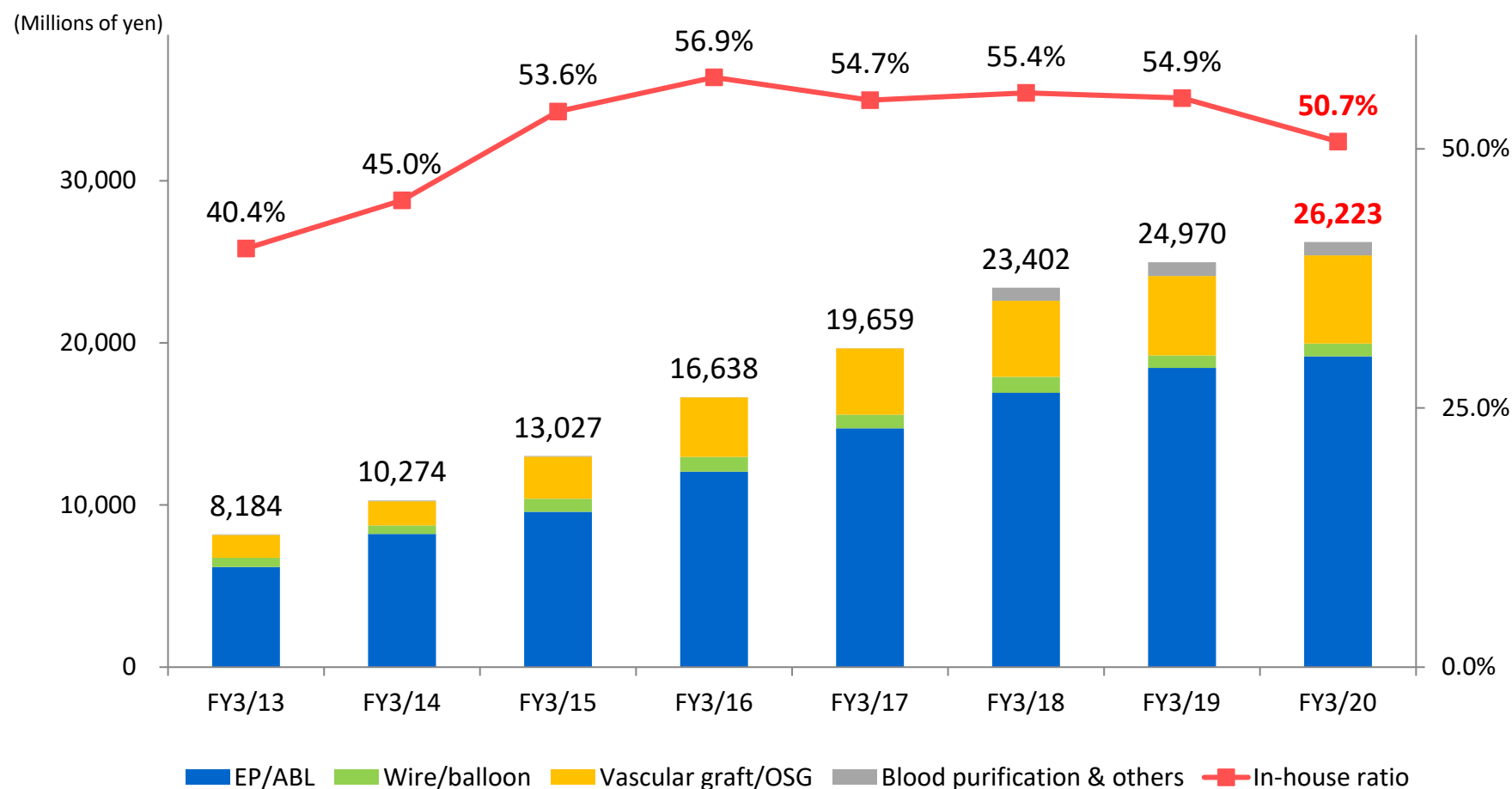
■ Financing CF

- [Increase] • Proceeds from long-term debt +2,405
- [Decrease] • Repayment of long-term debt (768)
- Cash dividends paid (2,332)

*Include the amount of negative 4mln yen regarding the translation difference of cash and cash equivalent

Sales of In-house Products

- In-house ratio decreased due to a significant growth in third-party products
- Aim to increase in-house ratio to 60% in medium term



The ratio of in-house products to non-consolidated sales is the ratio of in-house group products. Including blood purification from FY3/18

Completed factory-related capex with the completion of Malaysian Factory and the second building of Oyama Factory in FY3/20

Millions of yen		FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Capital expenditures		1,752	905	3,630	1,248	2,536 ^{*1}
Depreciation and amortization		717	753	953	1,176	1,264
R&D expenses		933	1,051	1,121	1,431	1,743
Employees at year-end	Consolidated	795	829	906	932	1,074 ^{*2}
	Non-consolidated	610	661	814	850	995 ^{*2}

^{*1} exclude non-consolidated capital investment approx. 2bln yen by JLL Malaysia Sdn. Bhd.

^{*2} consolidated/non-consolidated number of employees include employees on loan from BSJ to JLL

(Ref.) Sales by Product Category (Full-Year, YoY Comparison)

Millions of yen	FY3/19		FY3/20				Note
	Actual		Actual				
	Amount	Ratio	Amount	Ratio	Change	Change%	
Brady	5,169	11.4%	5,682	11.0%	512	9.9%	Pacemaker related
Tachy	496	1.1%	5,960	11.5%	5,464	1101.4%	ICD related
Others*	196	0.4%	223	0.4%	26	13.5%	Include AED
Cardiac Rhythm Management	5,862	12.9%	11,866	22.9%	6,003	102.4%	
EP catheter*	17,028	37.4%	17,915	34.6%	887	5.2%	Include internal atrial cardioversion catheter (BeeAT)
ABL catheter*	1,369	3.0%	1,421	2.7%	52	3.8%	Include laser balloon ablation catheter (HeartLight)
Others*	4,662	10.2%	5,358	10.4%	695	14.9%	Include radiofrequency atrial transseptal needle (RF Needle)
EP/ABL	23,060	50.7%	24,696	47.7%	1,635	7.1%	
Heart valve related	1,448	3.2%	259	0.5%	(1,189)	(82.1%)	
Vascular graft related*	9,133	20.1%	8,879	17.2%	(253)	(2.8%)	Include stent graft (abdominal/ thoracic) & Open Stent Graft
Blood purification*	1,070	2.4%	994	1.9%	(76)	(7.1%)	
Others	77	0.2%	32	0.1%	(44)	(57.5%)	Include oxygenator
Cardiovascular Surgery	11,730	25.8%	10,166	19.6%	(1,563)	(13.3%)	
Balloon catheter*	565	1.2%	453	0.9%	(111)	(19.7%)	
Guidewire*	403	0.9%	477	0.9%	74	18.5%	
Others*	3,903	8.6%	4,101	7.9%	197	5.1%	Include penetration catheter, atrial septum defect closing device, colonic stent, drug eluting coronary stent & products sold by subsidiaries
Transvascular Intervention	4,872	10.7%	5,032	9.7%	160	3.3%	
Total	45,525	100.0%	51,761	100.0%	6,236	13.7%	

* This symbol indicates in-house products are included

(Ref.) Sales by Product Category (Full-Year, Actual vs. Rev. Plan)

(Millions of yen)	FY3/20		FY3/20				Note
	Revised Plan		Actual				
	Amount	Ratio	Amount	Ratio	Change	Change%	
Brady	5,765	11.0%	5,682	11.0%	(83)	(1.5%)	Pacemaker related
Tachy	6,030	11.5%	5,960	11.5%	(69)	(1.2%)	ICD related
Others*	315	0.6%	223	0.4%	(92)	(29.3%)	Include AED
Cardiac Rhythm Management	12,112	23.1%	11,866	22.9%	(246)	(2.0%)	
EP catheter*	18,027	34.4%	17,915	34.6%	(112)	(0.6%)	Include internal atrial cardioversion catheter (BeeAT)
ABL catheter*	1,530	2.9%	1,421	2.7%	(108)	(7.1%)	Include laser balloon ablation catheter (HeartLight)
Others*	5,380	10.3%	5,358	10.4%	(21)	(0.4%)	Include radiofrequency atrial transseptal needle (RF Needle)
EP/ABL	24,938	47.5%	24,696	47.7%	(242)	(1.0%)	
Heart valve related	256	0.5%	259	0.5%	3	1.3%	
Vascular graft related*	8,946	17.1%	8,879	17.2%	(66)	(0.7%)	Include stent graft (abdominal/ thoracic) & Open Stent Graft
Blood purification*	1,136	2.2%	994	1.9%	(141)	(12.5%)	
Others	28	0.1%	32	0.1%	4	16.1%	Include oxygenator
Cardiovascular Surgery	10,367	19.8%	10,166	19.6%	(200)	(1.9%)	
Balloon catheter*	498	1.0%	453	0.9%	(44)	(8.9%)	
Guidewire*	466	0.9%	477	0.9%	11	2.4%	
Others*	4,067	7.8%	4,101	7.9%	33	0.8%	Include penetration catheter, atrial septum defect closing device, colonic stent, drug eluting coronary stent & products sold by subsidiaries
Transvascular Intervention	5,032	9.6%	5,032	9.7%	0	0.0%	
Total	52,450	100.0%	51,761	100.0%	(688)	(1.3%)	

* This symbol indicates in-house products are included

(Ref.) Consolidated P/L (Full-Year)

Millions of yen	FY3/19		FY3/20			
	Actual		Actual			
	Amount	Ratio	Amount	Ratio	Change	Change%
Net sales	45,525	100.0%	51,761	100.0%	6,236	13.7%
Cost of Goods Sold	17,703	38.9%	22,570	43.6%	4,866	27.5%
Gross Profit	27,822	61.1%	29,191	56.4%	1,369	4.9%
SG&A	17,295	38.0%	18,756	36.2%	1,461	8.4%
Operating Profit	10,526	23.1%	10,434	20.2%	(91)	(0.9%)
Non-operating income	571	1.3%	891	1.7%	320	56.0%
Non-operating expenses	289	0.6%	900	1.7%	611	211.5%
Ordinary Profit	10,808	23.7%	10,425	20.1%	(382)	(3.5%)
Extraordinary income	5	0.0%	3	0.0%	(1)	(30.6%)
Extraordinary expenses	12	0.0%	4	0.0%	(8)	(66.6%)
Profit before tax	10,801	23.7%	10,425	20.1%	(376)	(3.5%)
Tax expenses	3,077	6.8%	2,676	5.2%	(400)	(13.0%)
Profit attributable to owners of parent	7,723	17.0%	7,748	15.0%	24	0.3%

(Ref.) Consolidated P/L (Full-Year, vs. Rev. Plan)

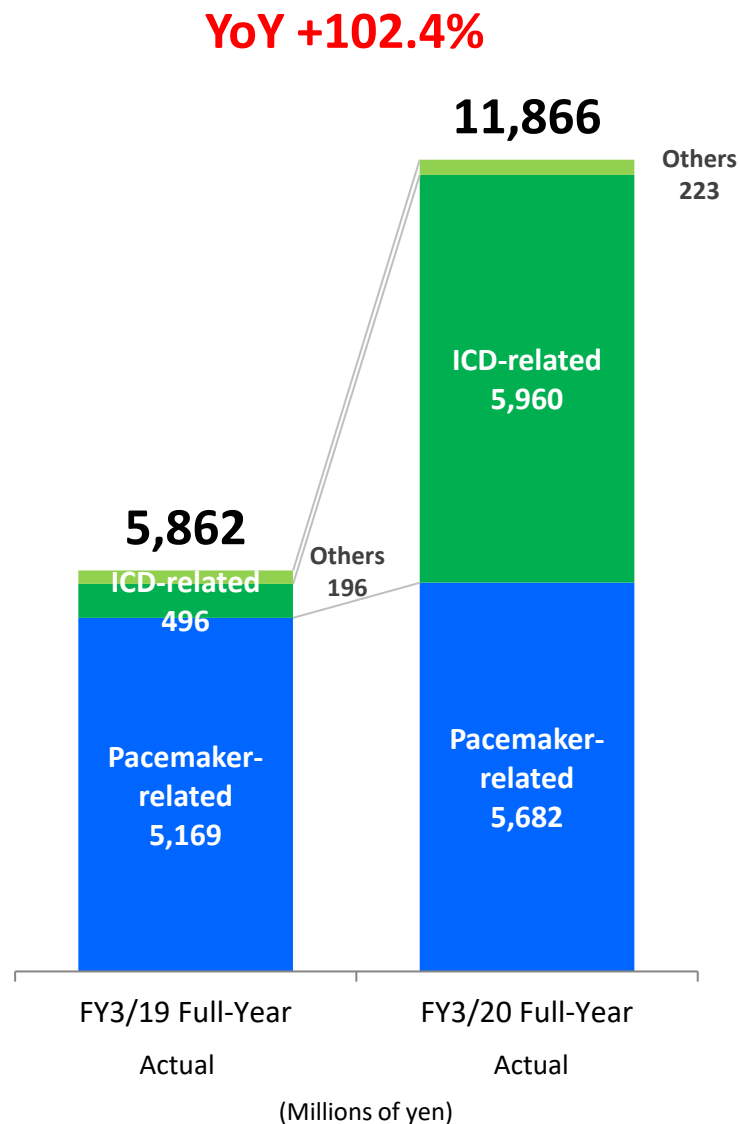
Millions of yen	FY3/20		FY3/20			
	Revised Plan		Actual			
	Amount	Ratio	Amount	Ratio	Change	Change%
Net sales	52,450	100.0%	51,761	100.0%	(688)	(1.3%)
Cost of Goods Sold	22,857	43.6%	22,570	43.6%	(287)	(1.3%)
Gross Profit	29,592	56.4%	29,191	56.4%	(401)	(1.4%)
SG&A	19,030	36.3%	18,756	36.2%	(273)	(1.4%)
Operating Profit	10,562	20.1%	10,434	20.2%	(127)	(1.2%)
Non-operating income	827	1.6%	891	1.7%	64	7.8%
Non-operating expenses	604	1.2%	900	1.7%	295	48.8%
Ordinary Profit	10,784	20.6%	10,425	20.1%	(358)	(3.3%)
Extraordinary income	1	0.0%	3	0.0%	2	190.6%
Extraordinary expenses	1	0.0%	4	0.0%	3	273.1%
Profit before tax	10,784	20.6%	10,425	20.1%	(359)	(3.3%)
Tax expenses	3,109	5.9%	2,676	5.2%	(432)	(13.9%)
Profit attributable to owners of parent	7,675	14.6%	7,748	15.0%	73	1.0%

2. Sales Highlights & Prospects

**President and CEO
Keisuke Suzuki**

Cardiac Rhythm Management

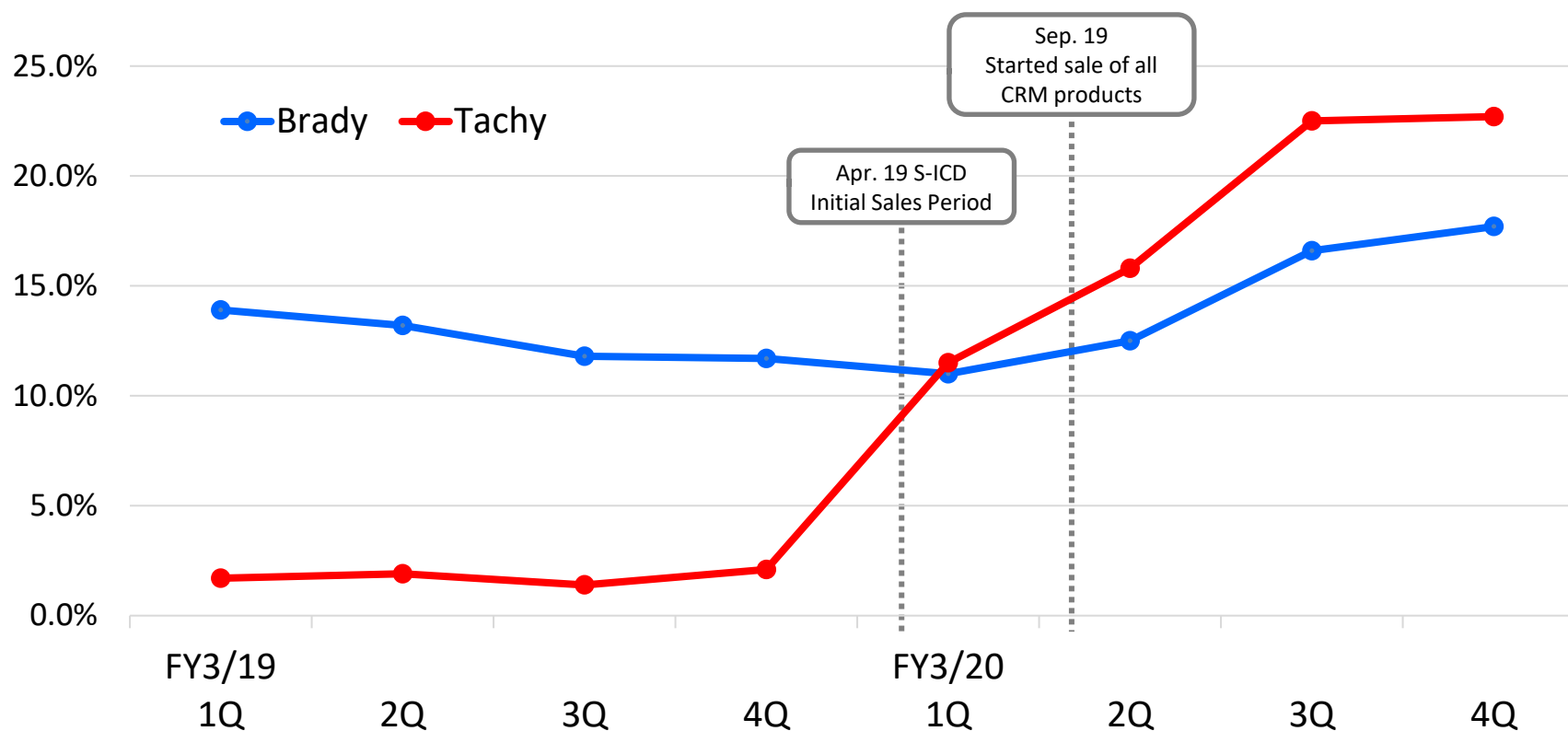
CRM FY3/20 (Full-Year) vs. Previous Year



- **ICD-related products contributed to double the revenue**
 - Exclusive distribution agreement for BSC's CRM products
 - Since Apr. 2019 S-ICD initial sales period
 - Since Sept. 2019 all CRM products on sale
- **Pacemaker-related products grew steadily**
 - Increased sales volume to gain more market share
- **ICD-related products showed a significant growth**
 - Exclusive S-ICD
 - Broke away from brady-centered product portfolio after gaining excellent tachy products of BSC's

Completed the transition to BSC products






- Achieved the top share already in tachy area
- Keep up with efforts for more share in brady area as well



*Internal estimation based on papers published by JADIA

Aiming for more share in the future

Covers all therapeutic areas including exclusive S-ICD

Pacemaker-related: Bradycardia	ICD-related: Tachycardia
<p data-bbox="380 566 600 606">Pacemaker</p>  <p data-bbox="685 813 831 842">ACCOLADE</p>  <p data-bbox="701 1088 817 1128">CRT-P</p> <p data-bbox="356 1305 492 1334">VISIONIST</p>	<p data-bbox="1451 470 1758 507">S-ICD EXCLUSIVE</p>  <p data-bbox="1373 798 1554 826">EMBLEM MRI</p> <p data-bbox="1256 896 1326 936">ICD</p>  <p data-bbox="1115 1313 1308 1342">RESONATE ICD</p> <p data-bbox="1693 901 1816 941">CRT-D</p>  <p data-bbox="1632 1313 1861 1342">RESONATE CRT-D</p>

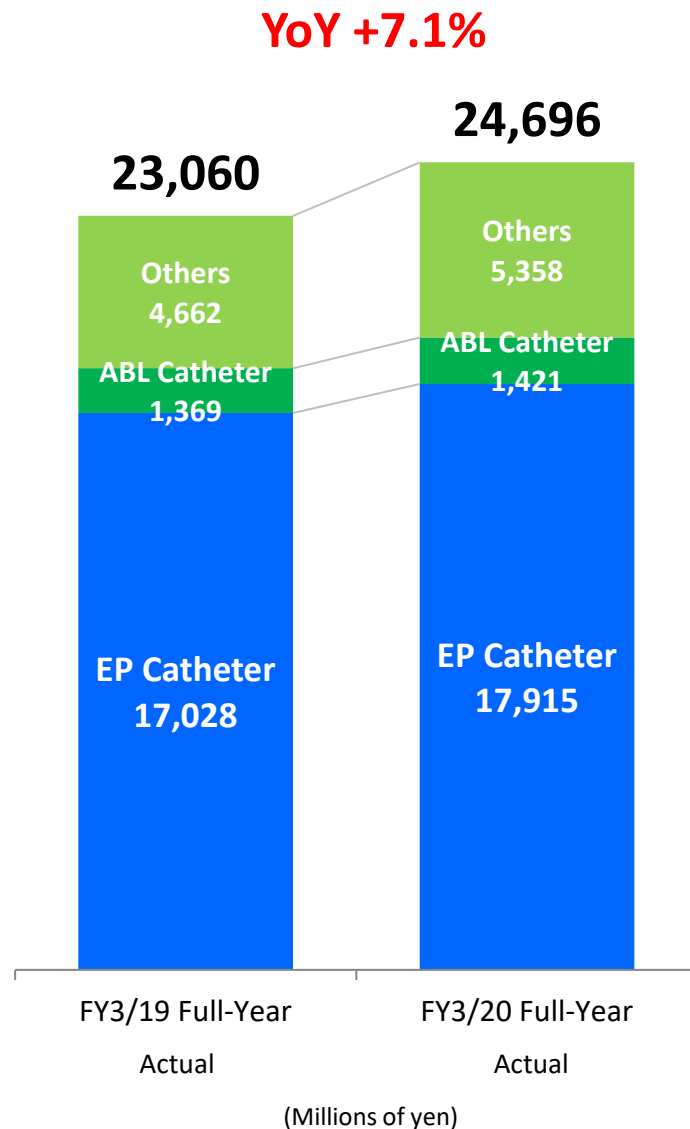
- BSC's unique diagnostic system *HeartLogic™*
 - A diagnostic function of heart failure to be equipped with *RESONATE CRT-D* (Scheduled launch in Sep. 2020)
 - Capable of identifying signs of heart failure with high accuracy in advance
 - 70% accuracy (MultiSENSE Study) 34 days before the event
 - Adopted multiple indexes (thoracic impedance, respiration, activity, heart rate, heart sounds)
 - Detect heart failure to avoid a worsening of prognosis
 - A study to evaluate the clinical efficacy is ongoing



Expect this unique diagnostic function to further strengthen the competitive edge of tachy products

EP/Ablation

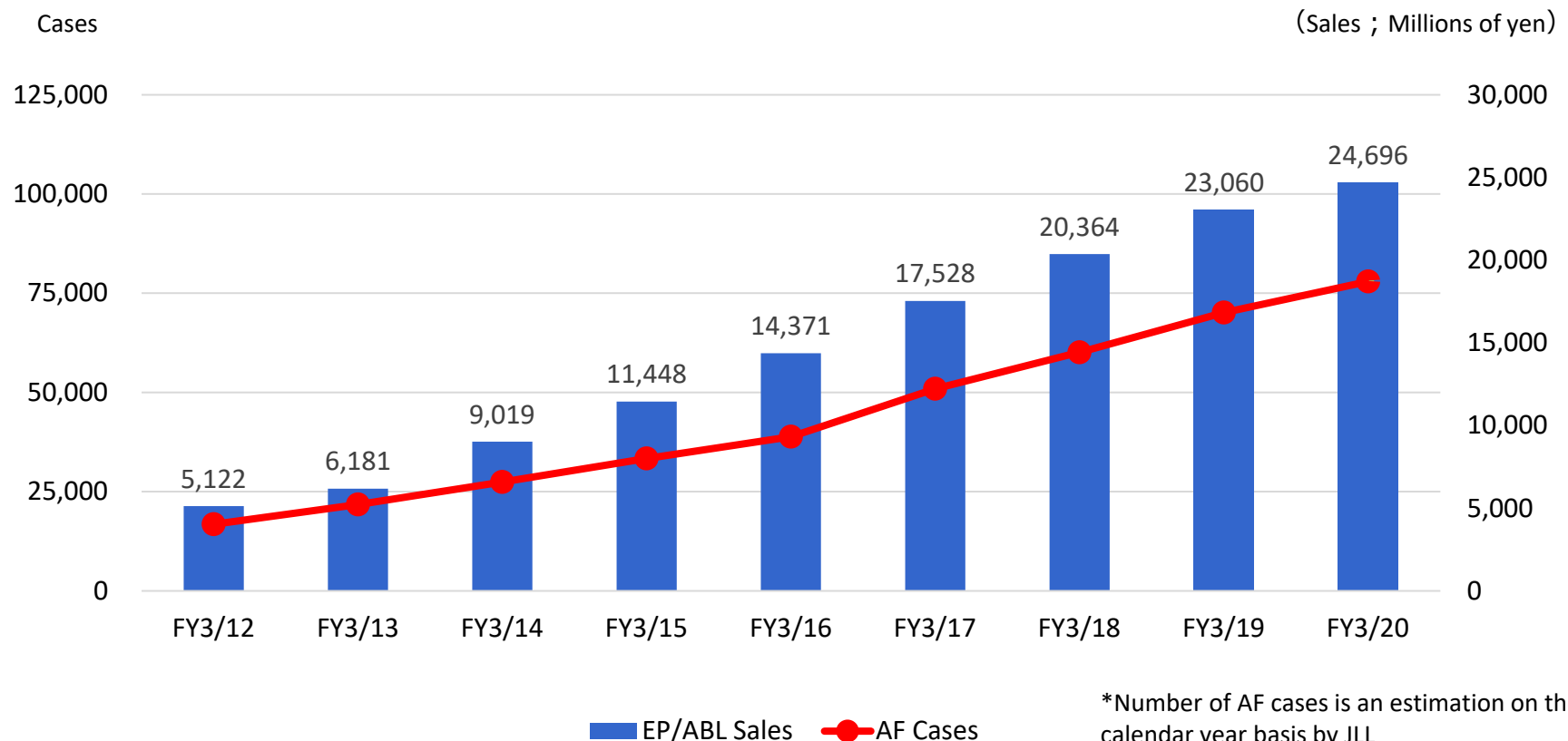
EP/Ablation FY3/20 (Full-Year) vs. Previous Year



- **AF-related products grew stably**
 - *BeeAT & RF needle* YoY +12%
- **NHI reduction**
 - Reimbursement for general EP diagnostic catheter dropped by 5% in Oct. 2019
- **Sales of *HeartLight* grew**
 - keep up with efforts for more share
- **Initiated export for North America**
 - Started to export half-finished products of limited models as for the beginning

EP/Ablation Number of AF Ablation Cases

- Number of AF ablation cases continued to grow at double-digit
- COVID-19 affected number of cases to some extent in late Mar.
- Number of possible patients remain at a high level



- A new generator for the internal atrial cardioversion system *SHOCK AT α*

- Launched in Feb. 2020
- Improved safety and usability
 - Improved detection accuracy with a new sensing mechanism adopted
 - Improved usability such as a shorter charge time and no need of changing batteries enabled by AC power newly adopted
 - Recording and downloading functions newly added



SHOCK AT α

“More safely and more accurately”
Reflect clinical needs to provide a better product

- **Launch of in-house EP catheter in North America**

- Baylis Medical (Canada) as a distributor
- Target models are limited to those with unique features and exported on the knock-down method
- JLL's first step in North American market



EP Star
6Fr EP Guiding Catheter

- **A new product of steerable sheath**

- *SureFlex* (manufactured by Baylis Medical)
- To be sold in domestic market
- Realize extended product portfolio combined with in-house *Guidee*
 - Realize a smooth interatrial septum puncture
 - Capable of maneuvering tips with precision



Steerable Sheath
SureFlex

**Strong partnership in both domestic sales
and overseas expansion**

- Endoscopic laser ablation catheter

- HeartLight
 - Manufactured by CardioFocus
 - Equipped endoscope enables direct viewing of pulmonary veins during ablation
 - Equipped balloon can fit with various anatomies of pulmonary veins
 - Expect long-term good clinical results
- Keep up with efforts for more new accounts
- To establish a dedicated website to raise awareness of the product



Endoscopic Laser Ablation System
HeartLight
Left: Catheter Right: Console

- Early launch of the successor product

- The next generation X3 enables to reduce the procedure time significantly
- Aim to launch it in FY3/22

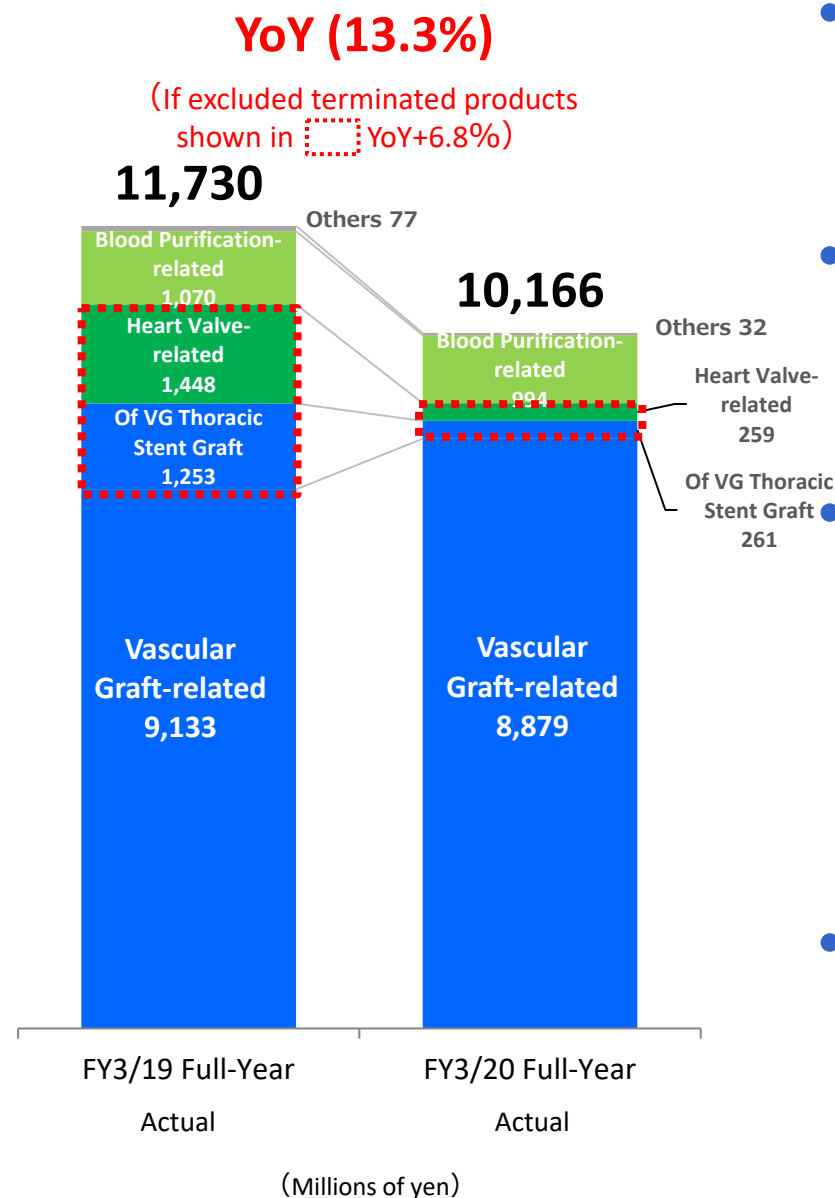


A-fib Navi
<https://www.shinbousaidou-navi.com/>

**Aim to strengthen treatment area
with the promising next generation**

Cardiovascular Surgery

Surgery FY3/20 (Full-Year) vs. Previous Year



- **Termination of some products**

- Heart valve, thoracic stent graft
- A decrease in sales (2,181) mln yen

- **Open stent graft**

- Exclusive in-house product *FROZENIX*
- Continued to grow at double-digit

- **Vascular graft**

- Abdominal products successfully expanded sales
- Employed with open stent graft, sales of four-branched vascular graft increased

- **Abdominal stent graft**

- Aim to gain more share by accumulating more clinical cases

- **Acquired CE mark for Open Stent Graft**

- *FROZENIX*
- Acquired CE mark in Mar. 2020
- Many clinical results in Japan
- Under negotiation with European distributors
- Aim to expand market channels following the Taiwan case in 2017



Open Stent Graft

FROZENIX

**Promote overseas expansion with in-house products
in cardiovascular surgery area as well**

Transvascular Intervention

Intervention FY3/20 (Full-Year) vs. Previous Year



- **Drug-eluting coronary stent**
 - Increased in sales volume
 - The increase was mild due to the drop (negative 10.4%) in NHI reimbursement price
- **Decreased due to competition**
 - Penetration catheter
 - Balloon catheter
- **A new product of guidewire fared well**
 - Strong sales of *Amati*
- **Entered liver cancer therapeutic area**
 - The new product *arfa* went on full-release in Dec. 2019

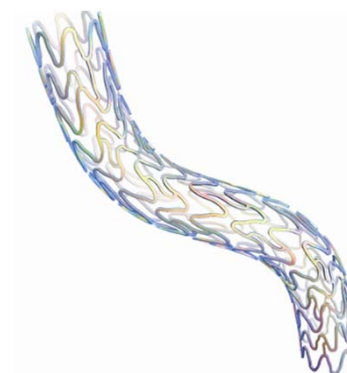
- **Orsiro continued to grow further**

- Acknowledged its clinical superiority over competitive products in BIOSTEMI trial
- Appeal *Orsiro's* superior features to customers to gain further share
- CASTLE Study* to be implemented in Japan as well

* Randomized Comparison "All-Comers" Study of Ultra Thin-Strut and Thin Strut Drug-ELuting Stents

- **A new product of guidewire fared well**

- Guidewire *Amati*
- Excellent torque, excellent traceability
- Improved stability and safety with the less coating at the tip



Drug-Eluting Coronary Stent
Orsiro



PTCA Guidewire
AMATI

Increased sales even in the severe competition

- **Radiofrequency ablation system for liver cancer *arfa***
 - In-house product and no other similar products made in Japan
 - Treat liver cancer by ablation with a percutaneous approach
 - Aim to expand market share since full-release in Dec. 2019
 - Developed with JLL's proprietary ablation technology
 - Capable of measuring the temperature of the tissues during ablation
 - Realized high operability



arfa Active Electrodes



arfa Generator

Tap into GI area as a new market

3. Impact of COVID-19 on Business Performance

Taking company-wide initiatives to prevent infections

Sales Offices

- Restrict on non-essential visits to hospitals
- Secure the logistics and distribution system as per normal

Working System

- Urge thorough implementation of teleworking
- Recommend staggered commuting

Preventive Measures Against Infections

- Urge thorough Handwashing, gargling and wearing masks
- Restrict internal/external meetings and recommend use of online meetings
- Prohibit meetings with customers in principle

Restrictions on Traffic

- Prohibit traffic between sales offices in principle
- Prohibit domestic/overseas business trips in principle

No impact observed on product supply at present

Domestic Factories (Toda, Ichihara and Oyama)

- Continue operations as per normal

Overseas Factories (Shenzhen, Malaysia)

- The Shenzhen Factory in China temporarily stopped operation but resumed from Feb. 17. Now almost back in normal operation.
- A certain impact observed in respect to Malaysia Factory due to the Movement Control Order, however, the factory is still in the state of preparation for mass production and thus no significant impact on product supply.

Contract Manufactures (Philippines and Malaysia)

- Rate of operation became lower due to measures such as lock-down but a certain amount of inventory is secured
- As for some products with low inventory levels, domestic factories already started substitution production.

Supplier of Third-Party Products (domestic/overseas)

- Secured a certain amount of domestic inventory
- Keep up with efforts to secure the stable product supply

Number of cases has been decreasing due to delaying operation schedule at hospitals

Late Mar. **A drop in number of cases observed at some hospitals but the company-wide impact was limited**

Apr. 7th **The emergency declaration by the government**

Early Apr. **Proposals by primary cardiovascular-related academic societies**

- Secure medical systems to treat emergency cases while preventing the collapse of the medical care system as a whole
- Delay elective surgery

Latest Sales Results for Apr. 2020

Sales for Apr. 2020 YoY (1.0%)

- Impact of COVID-19 is estimated to be approx. negative 13%

(Millions of yen)

Product Category	Sales Apr. 2020	Impact of COVID-19 (est.)	Status
Cardiac Rhythm Management	1,109	Approx. Neg. 12%	<ul style="list-style-type: none"> • A decrease typically seen in exchange cases • Restriction on visits affected acquiring new accounts of S-ICD
EP/Ablation	1,877	Approx. Neg. 16%	<ul style="list-style-type: none"> • Many cases are elective, subject to delaying schedule, causing smaller revenue • Affecting <i>HeartLight's</i> proctoring schedule
Cardiovascular Surgery	761	Approx. Neg. 2%	<ul style="list-style-type: none"> • Emergency cases account for many in this category and milder impact on sales compared to the others • Elective cases are postponed
Transvascular Intervention	313	Approx. Neg. 27%	<ul style="list-style-type: none"> • A drop in elective PCI cases observed • A temporary shift to drug treatment observed
Total	4,061	Approx. Neg. 13%	

Impact on sales

- Estimated impact in Apr. to be negative 13%. Anticipate further decrease in May.
- It is likely a peak of decreasing trend come in May, but hold no clear prospects in the long-term at present

Save SG&A expenses

- A number of primary academic societies announced postponement so that less sales activities and less related expenses expected

Fixed Costs

- A 500mln yen increase is expected with regards to BSJ-related expenses

**Forecast for FY3/21 is yet to be determined
due to several unclear factors**

**Scrutinize the impact and expect to announce the forecast at the time
of the announcement of 1Q financial results**

Forecast of Dividend at year-end of FY3/2021 to be determined

- **To update the dividend forecast upon the announcement of the forecast of the financial results**

Our dividend policy puts an importance on stable dividends

Anticipate to maintain the current level of dividends

Carefully watch and analyze the situations ongoing and update the mid-term plan after 2Q financial results.

Medium-Term Highlights

- **Established a new business platform in arrhythmia treatment area with the partnership with BSC**
- **EP/Ablation enjoys the continuous growth in AF cases and taps into the market with new products for further growth**
- **Made progress in overseas expansion and new therapeutic area. These challenges will help increase in-house ratio**
- **Finished with production systems build-up with completion of Malaysia Factory and the second building of Oyama Factory**

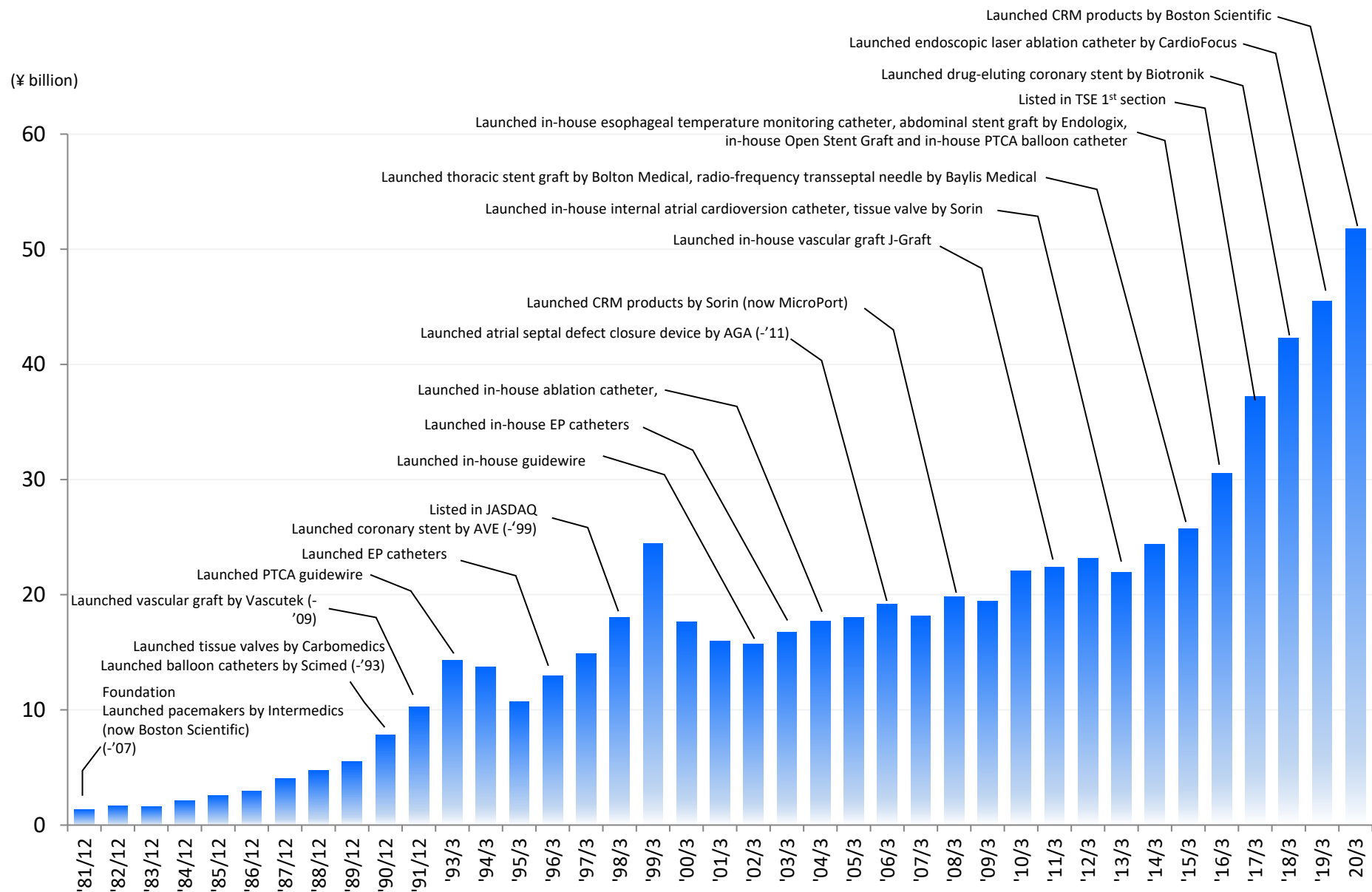
**Demands for medical devices remain robust
Continue to promote initiatives for further growth**

Company Overview

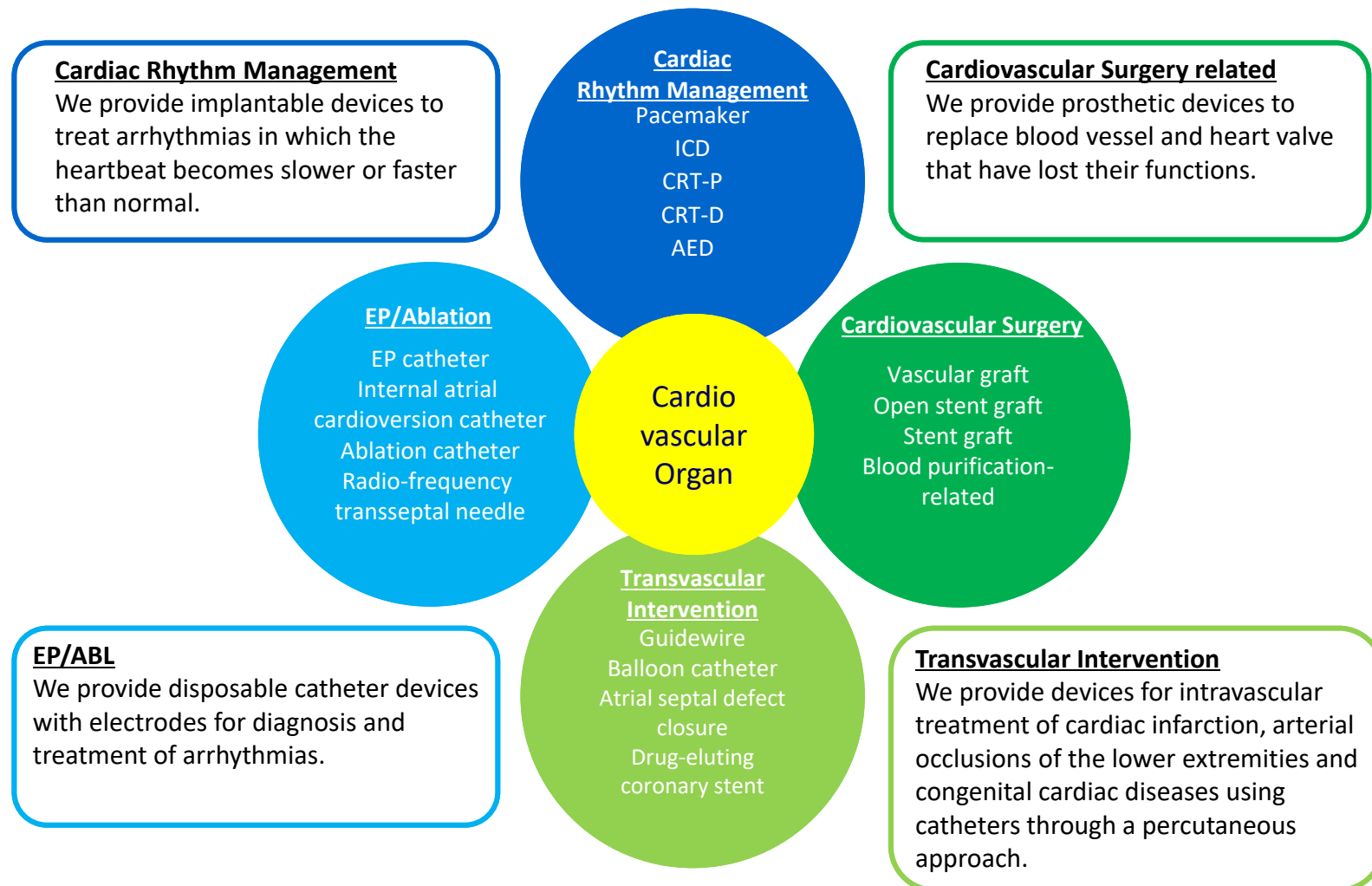
Company Overview

Company Name	Japan Lifeline Co., Ltd.
Chief Representative	President and CEO Keisuke Suzuki
Headquarters	Tennoz Ocean Square, 2-2-20, Higashishinagawa, Shinagawa-ku, Tokyo Japan
Established	February 6, 1981
Exchange	Tokyo Stock Exchange, First Section
Security Code	7575
Business Lines	Manufacture, marketing and export of medical devices; import and distribution of medical devices
Paid-in Capital	¥2,115 million
Number of Employees	1,074 (consolidated), 995 (non-consolidated) as of Mar. 31, 2020
Locations	48 sales offices (Domestic: 47, Overseas: 1), Haneda Logistics Center, Kansai Logistics Center, Research Center, Toda Factory, Oyama Factory, Ichihara Factory, Tennoz Accademia (Education Center) as of Mar.31, 2020
Consolidated Subsidiaries	Synexmed (Hong Kong) Limited, Synexmed (Shenzhen) Co., Ltd.

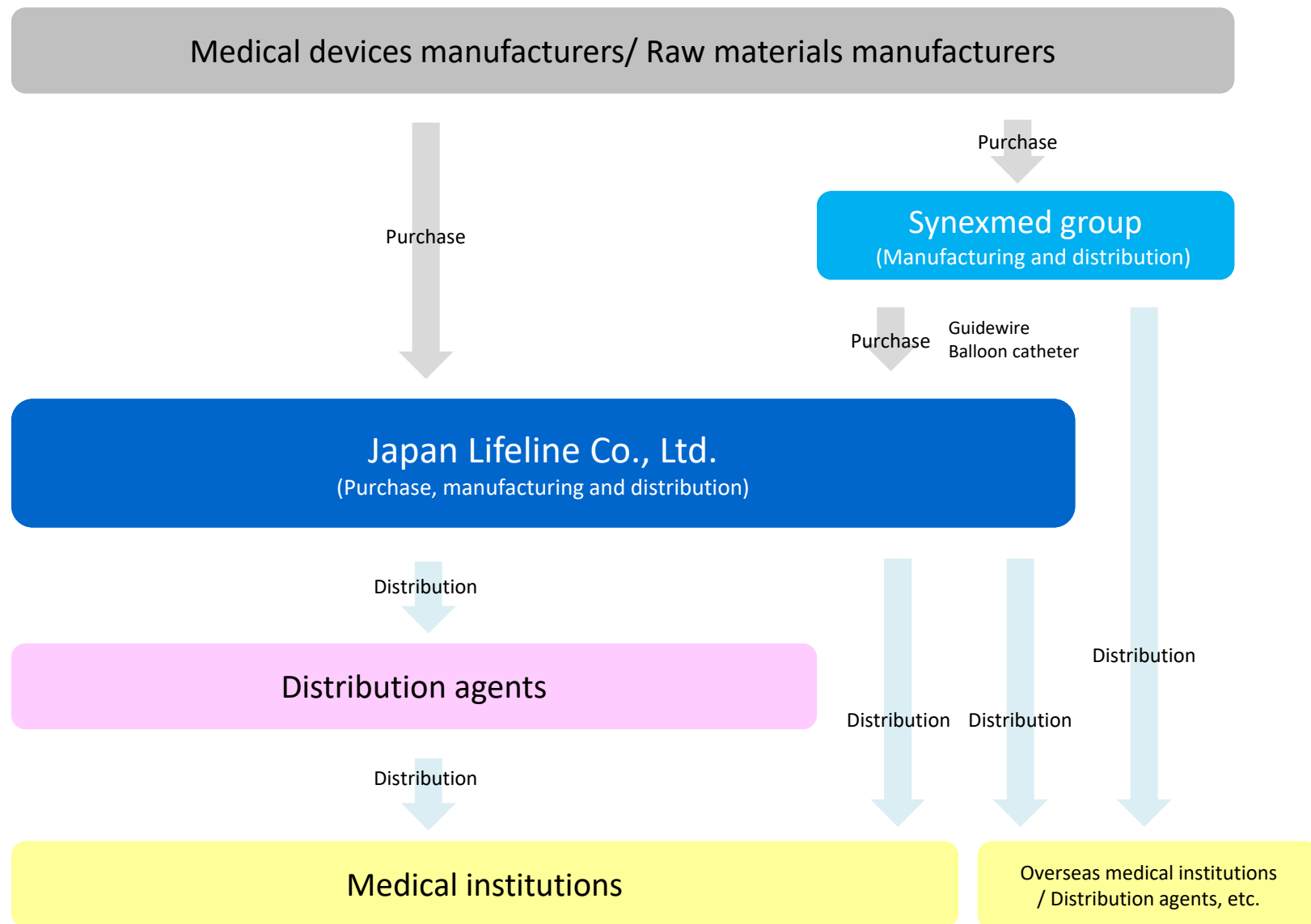
Track Record – Annual Revenue



JLL has been dealing with medical devices to treat heart diseases such as arrhythmias and myocardial infarction since its foundation. JLL's business domains are roughly divided into 4 parts; Cardiac Rhythm Management, EP/ABL, Cardiovascular Surgery and Transvascular Intervention.



Business System Chart



Main Products: Cardiac Rhythm Management

Cardiac Pacemaker

(Boston Scientific)



A pacemaker is used to treat arrhythmia, specifically bradycardia in which heartbeat becomes slower than normal. It gives an electric shock for heart to recover regular heartbeat.

An ICD is used to detect a ventricular fibrillation (VF), a type of lethal arrhythmia classified as tachycardia in which heartbeat becomes faster than normal. It delivers an electric shock to prevent cardiac arrest.

ICD (Implantable Cardioverter Defibrillator)

(Boston Scientific)



CRT-P (Cardiac Resynchronization Therapy Pacemaker)

(Boston Scientific)



A CRT-P is used for patients with severe heart failure to fix dyssynchrony of their heart and thus improve their heart's pumping function by giving electric shocks to both left and right ventricles of the heart.

S-ICD (Subcutaneous Implantable Cardioverter Defibrillator)

(Boston Scientific)



By utilizing S-ICD, all the systems get implanted subcutaneously so that any foreign materials do not remain in vessels nor in the heart, expecting less severe complications. In case of traditional ICDs, the lead is delivered through veins to be left in the heart

CRT-D (Cardiac Resynchronization Therapy Defibrillator)

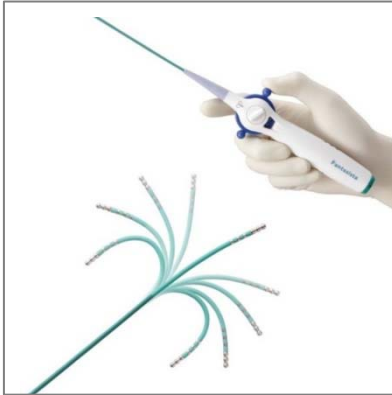
(Boston Scientific)



A CRT-D fixes the dyssynchrony of heart and improves the pumping function by giving electric shocks to both left and right ventricles to treat severe heart failure. In addition, it has a defibrillation function like an ICD.

Ablation Catheter

(In-house product)



An ablation catheter is used to cauterize abnormal electric pathways that can cause tachycardia with radiofrequency current flown from the electrode at the tip of the catheter.

An EP catheter is used to diagnose arrhythmia and judge the indication of possible methods of treatment. The catheter tip is equipped with electrodes, which measure the intracardiac potentials and identify the cause of arrhythmia by inducing it.

Electrophysiological (EP) Catheter

(In-house product)



Internal Atrial Cardioversion Catheter

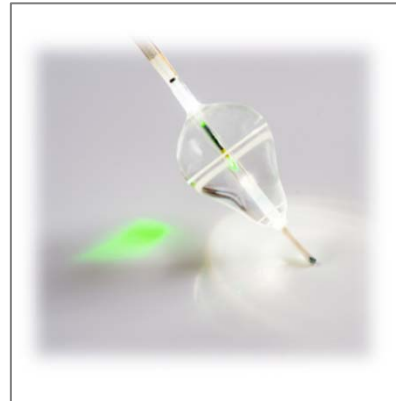
(In-house product)



An internal atrial cardioversion catheter stops atrial fibrillation less invasively by conducting cardioversion within the heart during an ablation treatment. In addition, it has a diagnostic function like a normal EP catheter.

Endoscopic Ablation Catheter

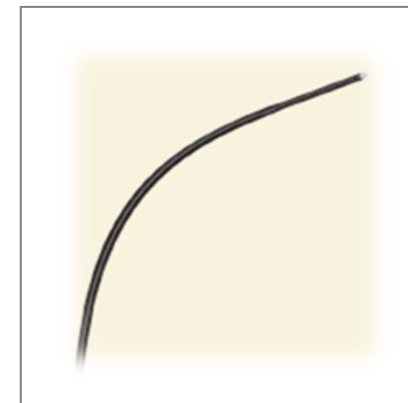
(Cardio Focus)



This device is used to cauterize abnormal electric pathways like ablation catheters. It is also equipped with advanced balloon technology, various types of laser output, and an endoscope, all of which help conduct procedures much safer and faster.

Radio-frequency Transseptal Needle

(BAYLIS MEDICAL)



A radio-frequency transseptal needle penetrates the heart wall (atrial septum), using RF to make a hole and pass an ablation catheter from right atrium to left atrium.

Main Products: Cardiovascular Surgery

Vascular Graft

(In-house product)



A vascular graft is used to replace an injured blood vessel with aortic aneurysm. This device is used in open chest surgery.

An open stent graft is often used with vascular grafts to provide treatment for aortic aneurysm. This device is fixed to the blood vessel with expanding force by the equipped stent inside in the aorta. As suturing of distal side of the aorta is not required, the surgery can be performed less invasively.

Open Stent Graft

(In-house product)



Stent Graft (abdominal)

(Endologix)



This device is used to treat aortic aneurysm without open chest surgery. Inserted percutaneously via catheter from the groin and placed at the treatment site, the procedure is much less invasive for patients.

This device is used for acute blood purification therapy, excluding toxic materials from blood

Blood Purification System

(In-house product)



Main Products: Transvascular Intervention

Balloon Catheter

(In-house product)



A balloon catheter is used to treat myocardial infarction and angina pectoris caused by clogging of the blood vessel (coronary artery) delivering oxygen and nutrients to the cardiac muscle. It expands a balloon mounted inside of it in the clogged blood vessel and secures blood flow again.

A guide wire is used to deliver the balloon catheter to the site of the clogged blood vessel. It is firstly delivered beyond the clogged blood vessel to secure a path so that a balloon catheter can go through along the guidewire.

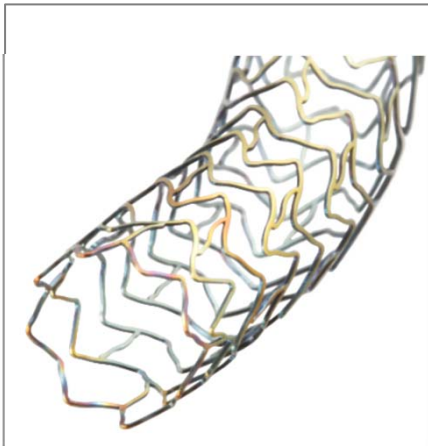
Guidewire

(In-house product)



Drug-Eluting Stent

(Biotronik AG)



A drug eluting stent is used to treat ischemic heart disease. Different from conventional bare metal stents, drug-eluting stents are applied with a drug that gradually oozes and helps prevent restenosis of the coronary artery.

This disc-shaped device is used to close a hole opened in the wall separating the right and left atria congenitally (ASD, or Atrial Septal Defect), without conducting open chest surgery.

Atrial Septal Defect Closure

(Occlutech Holding AG)



R&D

Research Center

(Toda City, Saitama)



Since Apr. 2018

Core Factory

Toda Factory

(Toda City, Saitama)



Since Jan. 2012

Mass Production

Oyama Factory

(Oyama City, Tochigi)



Since Oct. 2014

VG*1 / OSG*2

Ichihara Factory

(Ichihara City, Chiba)



Since Jan. 2011

Overseas Factory 1

Shenzhen Factory

SynexMed (Shenzhen, China)



Since Oct. 2010

Overseas Factory 2

Malaysia Factory

JLL Malaysia (Penang Prov. Malaysia)



To start operation from Jul. 2020

*1 Vascular graft *2 Open Stent Graft

Precautions

Among the descriptions in this document, the matters that are not historic fact are the forecast concerning the future of our company and the future prospects based on forecasts. Particularly, the matters concerning clinical trials, regulatory approval and launch timing, which are involved in introduction of products, are our company's prediction obtained from past experiences and available information. Since the actual result may be different from the forecast described in this document, due to the influences of various risks and uncertain factors, please do not depend on these forecasts excessively.

Contact:

Japan Lifeline Co., Ltd.
Corporate Strategy Office
TEL:03-6711-5214
E-Mail:ir@jll.co.jp
URL:<http://www.jll.co.jp>