

Financial Statements  
for the 1<sup>st</sup> quarter of fiscal year ending March 31, 2014  
(From Apr. 1, 2013 to Jun. 30, 2013)

Summary of consolidated results

The assessment figures described on this report are based on available information at this moment, including uncertain data. Actual results may be different from the figures.

# Highlights in Business Results



## Increased in sales and decreased in profit for the 1<sup>st</sup> Quarter of FYE Mar. 2014

( %: compared with previous year)

Sales: JPY 12,490 million, up 5.5%

Sales	[Japan] -Continued growth in the sales of Infusion / Transfusion-related products and medical gloves
	[Overseas] -Positive sales of apheresis kits for the OEM business -Continued growth in the sales of AV fistula needles -Continued solid sales of safety scalp vein sets

Operating income: JPY 18 million (down 94.2%),

Ordinary income: JPY 130 million (down 69.7%), Net income: JPY 6 million (down 97.7%)

Profit	-Increase of labor costs in Southeast Asia -The temporary increase of selling expenses such as fees
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# Consolidated Business Results



## Increased in sales and decreased in profit

(unit: JPY million)

	Results Apr. - Jun. 2012	Results Apr. - Jun. 2013	Year – over – Year
Sales	11,843	12,490	5.5%
Operating Income	312	18	(94.2%)
Ordinary Income	430	130	(69.7%)
Net Income	284	6	(97.7%)
Net Income per share	JPY 6.59	JPY 0.14	---

Exchange Rate (average during period)

(unit: JPY)

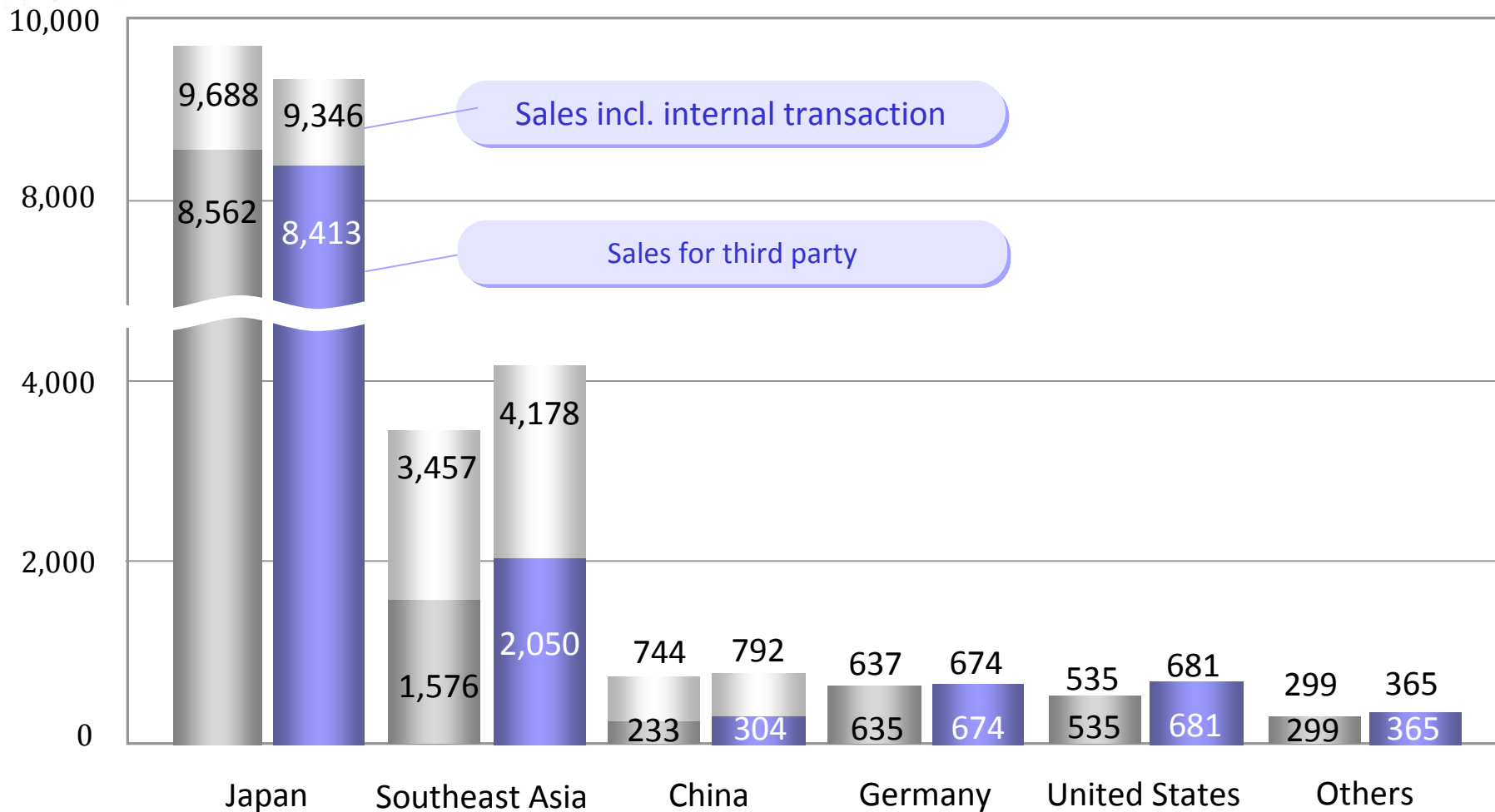
US Dollar	80.20	98.76	---
Euro	103.99	122.04	---
Singapore Dollar	63.44	79.06	---

# Sales by segment (geographical area)



(unit: JPY million)

Apr. – Jun. 2012      Apr. – Jun. 2013

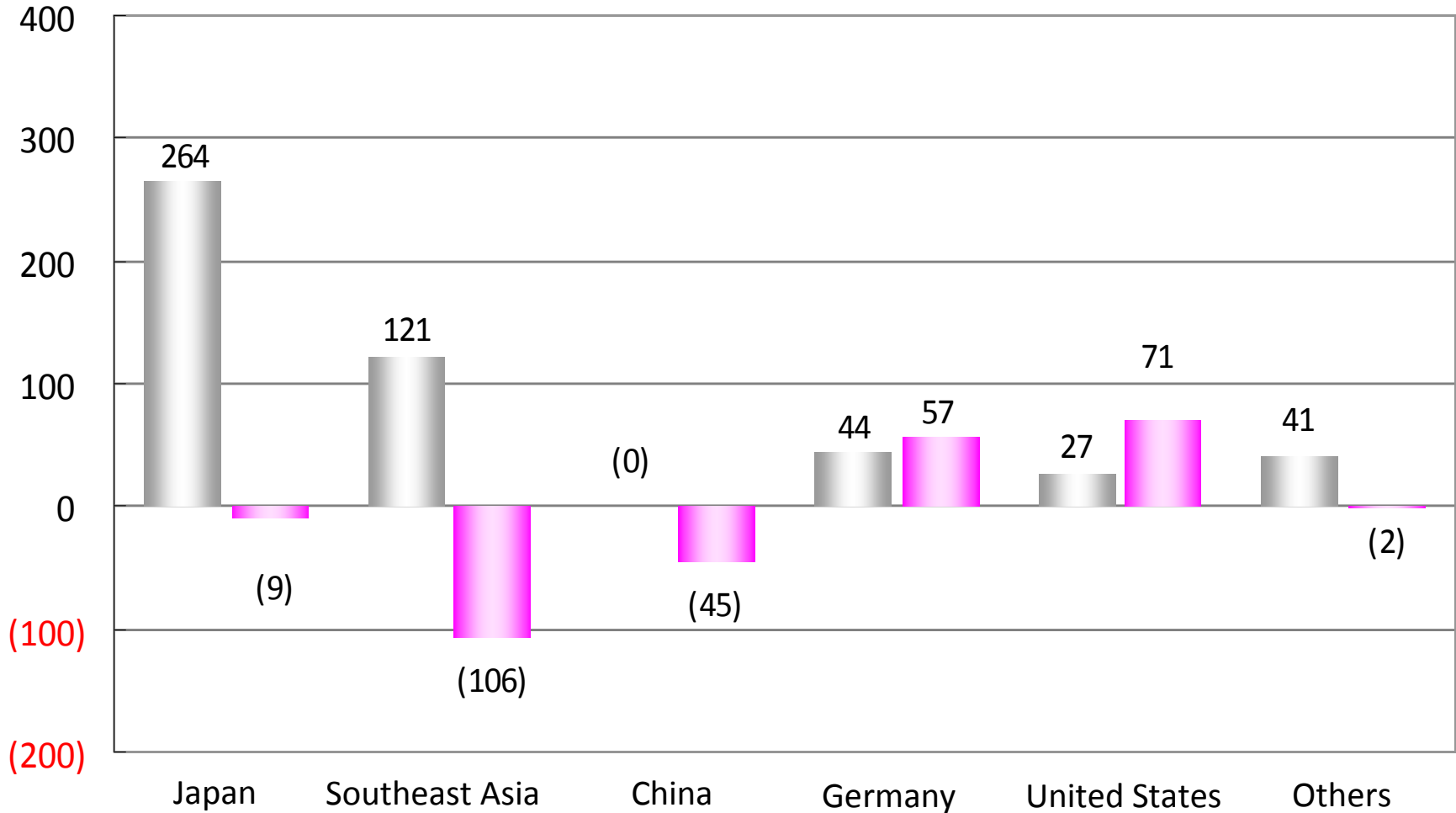


# Profit by segment (geographical area)



(unit: JPY million)

Apr. – Jun. 2012      Apr. – Jun. 2013



# Summary by segment (geographical area)



?: year-over-year



Japan

Sales 9,346 JPY mil. (3.5%)

Ordinary Income (9) JPY mil. —

-Continued growth in the sales of Infusion / Transfusion-related products and medical gloves was offset by the sales drop of hemodialysis machine and its ancillary equipments



Southeast Asia

Sales 4,178 JPY mil. 20.9%

Ordinary Income (106) JPY mil. —

-Despite the stagnant sales of hemodialysis blood tubing sets for Japan, apheresis kits for the OEM customer boosted net sales

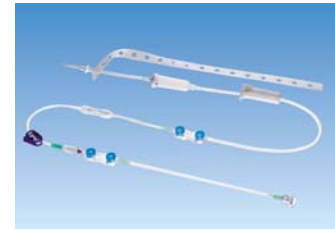


China

Sales 792 JPY mil. 6.5%

Ordinary Income (45) JPY mil. —

-Despite the sales drop of infusion sets for Japan, continued growth in the sales of AV fistula needles for Europe and the United States raised net sales



Infusion set with a needleless access port, "PLANECTA"

Infusion set is used for drug administration to a human body. "PLANECTA" is a needleless access port, allowing connections without a needle, which offers minimized infection risk to patients and medical staff by reducing the risk of contamination coming from blood or solution, and preventing needle-stick accidents.



Medical Gloves (Surgical, Examination and Treatment Use)

Gloves are used for various medical fields such as surgery and examination etc. Synthetic latex gloves for medical professionals with latex allergies are on our product lineup as well as natural latex gloves.



# Summary by segment (geographical area)



?: year-over-year



Germany

Sales	674 JPY mil.	5.9%
Ordinary Income	57 JPY mil.	30.4%

-Strong sales of dialysis therapy chair for Europe raised net sales



## AV Fistula Needle

AV fistula needle is for pulling blood from a patient during a dialysis therapy.



United States

Sales	681 JPY mil.	27.4%
Ordinary Income	71 JPY mil.	162.0%

-Continued solid sales of safety scalp vein sets for North America raised net sales



## Safety Scalp Vein set

Safety scalp vein set is an injection needle with tube for infusion and blood sampling. It has a safety function to prevent medical staff from accidental needle sticks.



Others

Sales	365 JPY mil.	21.9%
Ordinary Income	(2) JPY mil.	—

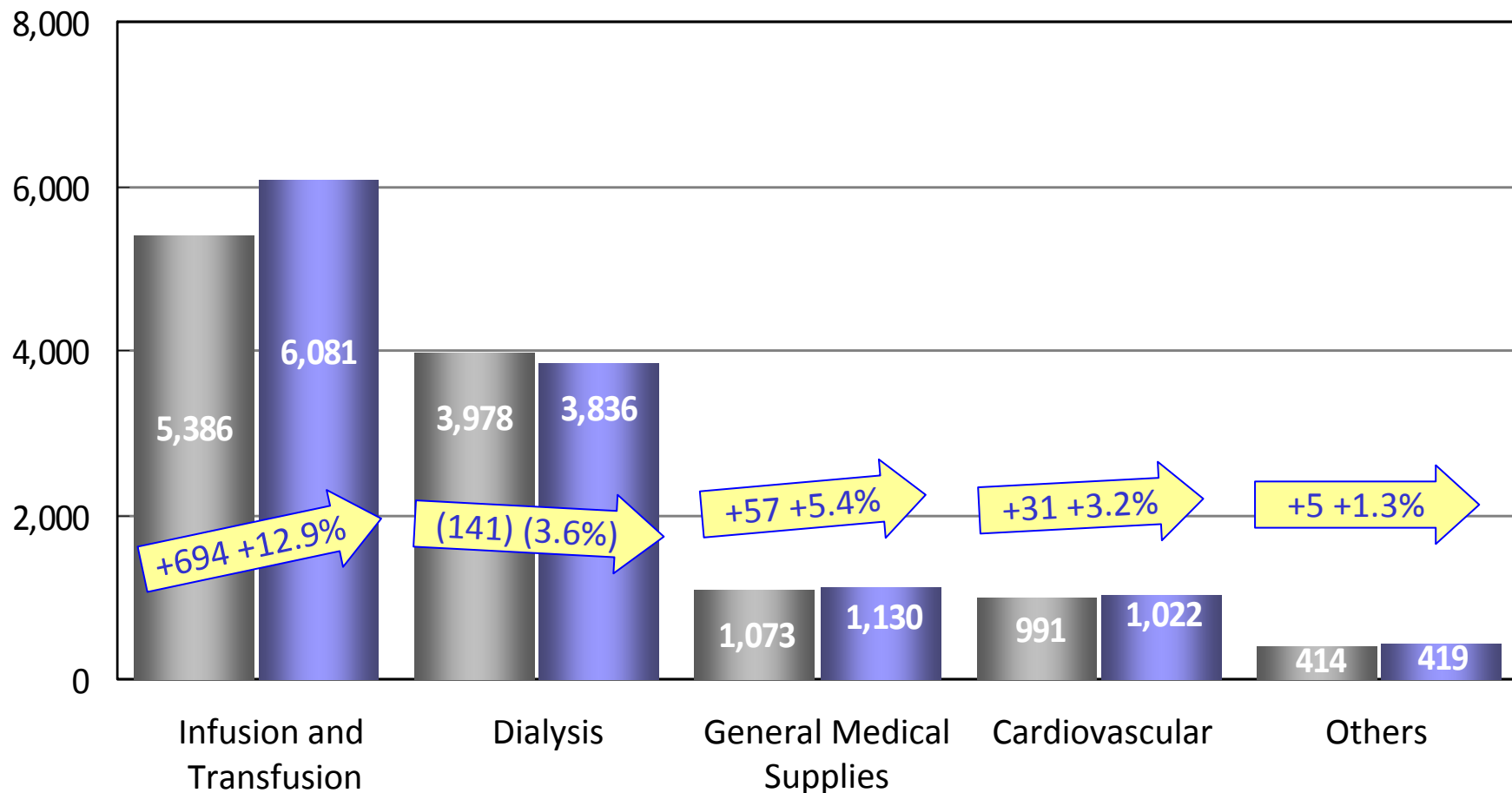
# Sales by Business Segment



(unit: JPY million)

Apr. – Jun. 2012

Apr. – Jun. 2013



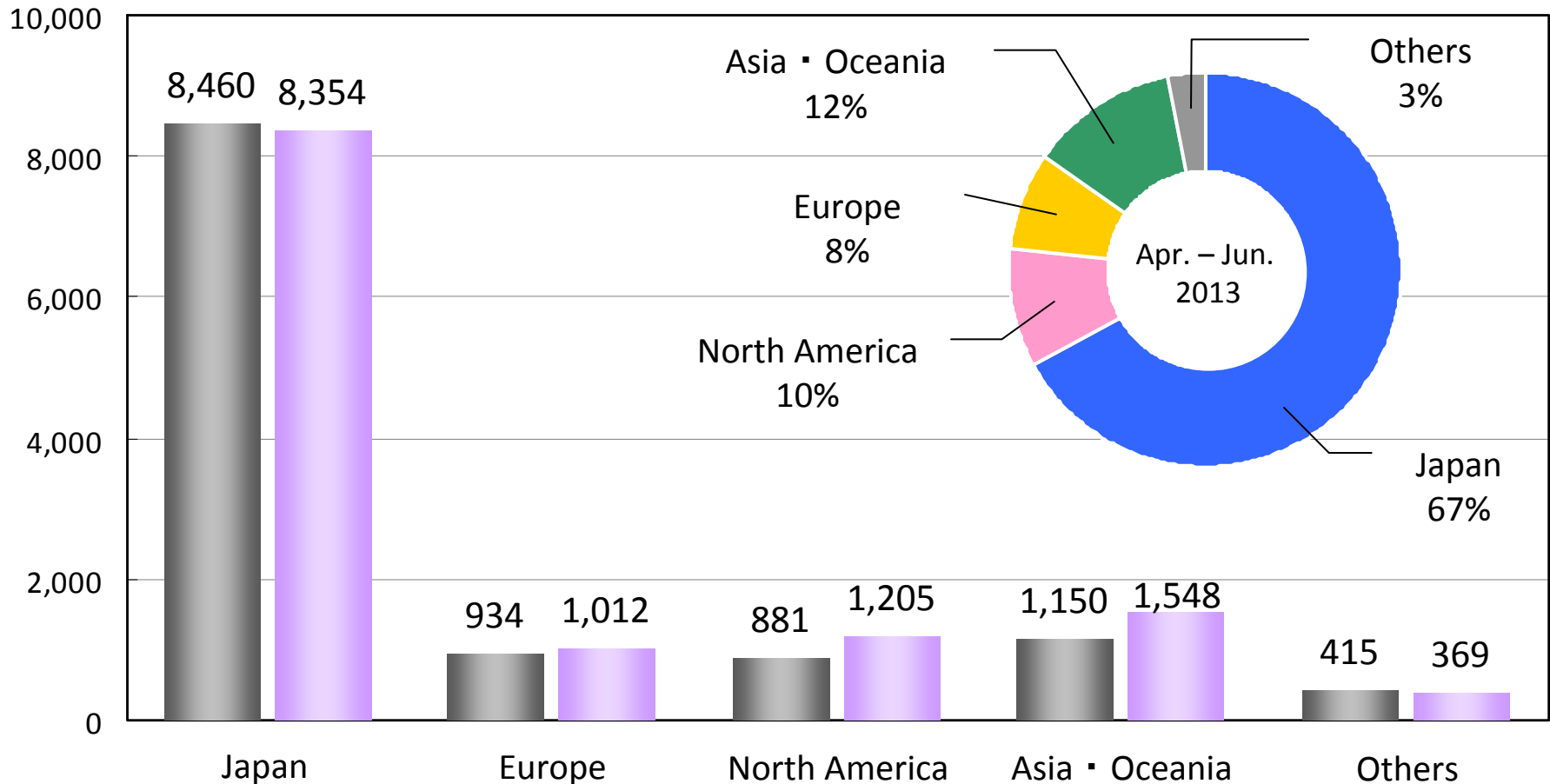


# Sales by Segment (Customer's Location)



Apr. – Jun. 2012
  Apr. – Jun. 2013

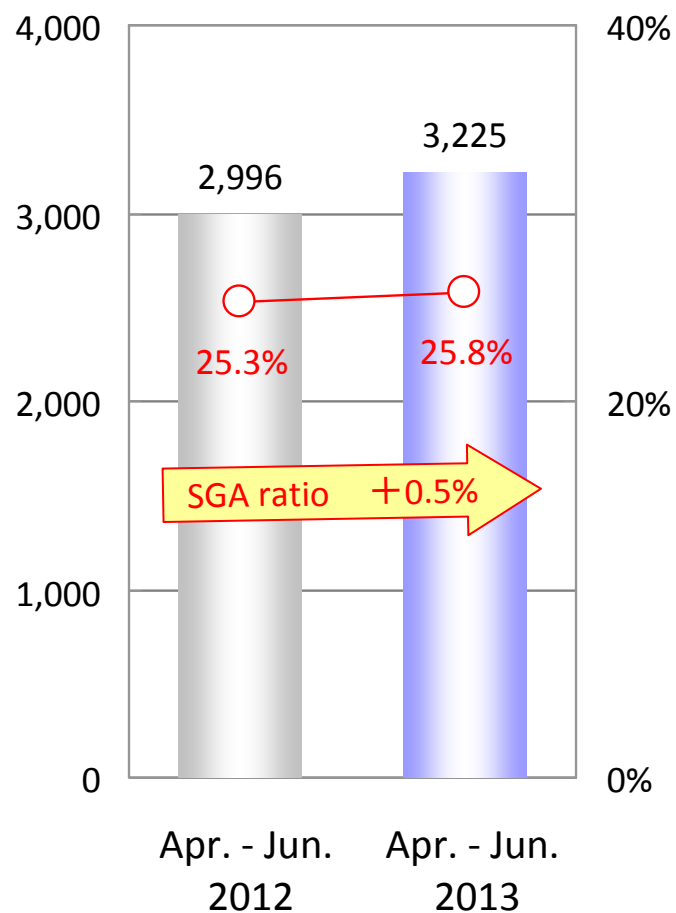
(unit: JPY million)



# Selling, General and Admin. Expenses



(unit: JPY million)



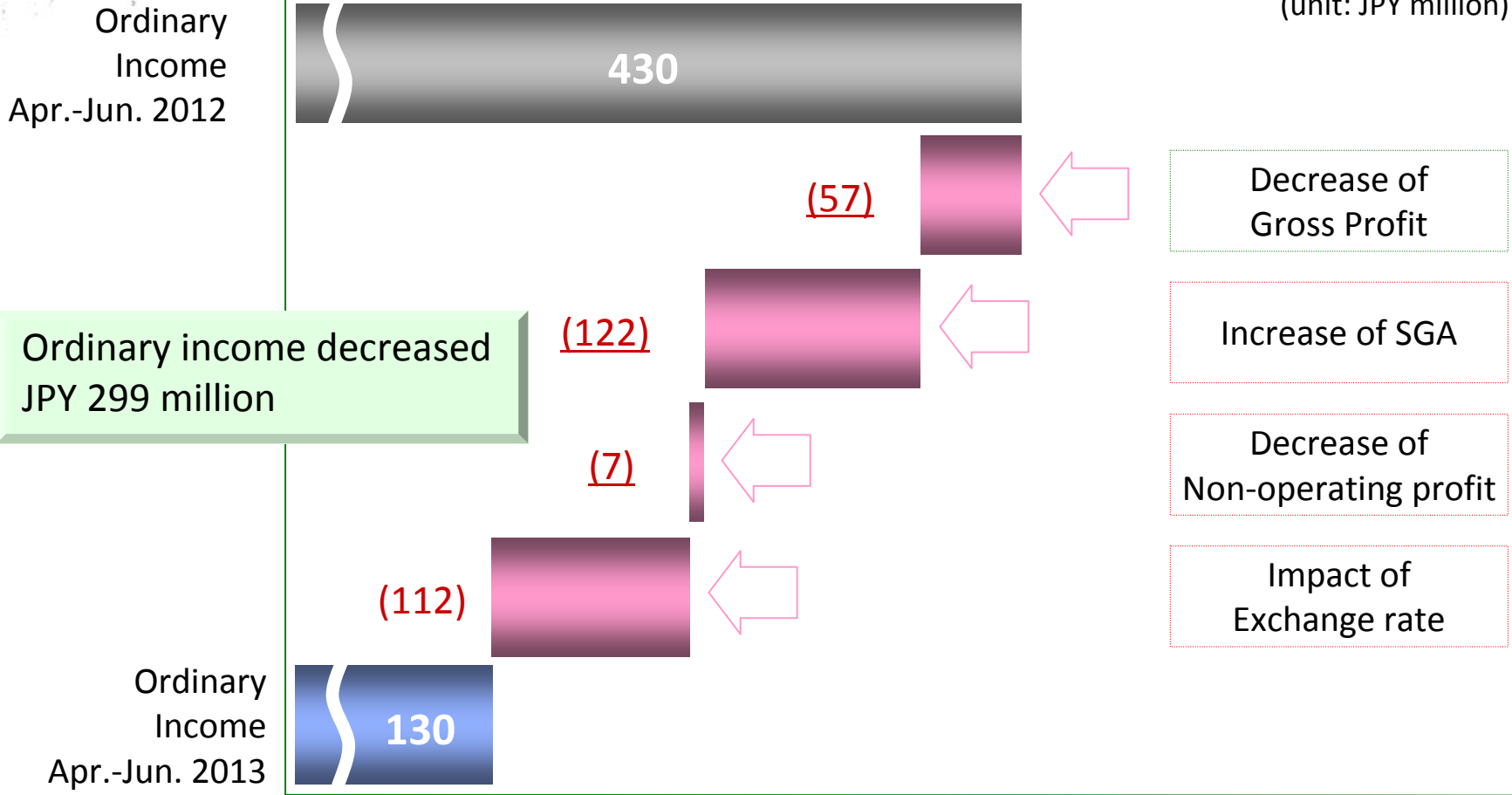
(unit: JPY million)

	Apr. - Jun. 2012	Apr. - Jun. 2013	Diff.	Year-over-Year
Labor Cost	1,338	1,408	69	5.2%
Transport	343	393	49	14.5%
R & D	317	292	(25)	(8.1%)
Depreciation	82	95	12	15.5%
Others	914	1,036	122	13.4%
<b>Total</b>	<b>2,996</b>	<b>3,225</b>	<b>229</b>	<b>7.7%</b>

# Ordinary Income: Compared with the previous year



(unit: JPY million)



Ordinary income decreased JPY 299 million

The underlined figures exclude impact of exchange rate.

# Forecast for FYE Mar. 2014



(unit: JPY million)

	FYE Mar. 2013 Result	FYE Mar. 2014 Forecast	Diff.
Sales	49,068	51,500	5.0%
Operating Income	1,594	2,100	31.7%
Ordinary Income	1,879	2,300	22.4%
Net Profit	1,277	1,400	9.6%
Net profit per share	JYP 29.41	JPY 28.70	---

Exchange Rate (average during period)

(unit: JPY)

US Dollar	83.10	95.00	---
Euro	102.63	120.00	---
Singapore Dollar	66.88	75.00	---

- Date shows the press release date.

- Launching new product “LEG SCIENCE MAI”, Medical elastic stockings.

Jun. 27, 2013



Medical elastic stockings  
“LEG SCIENCE MAI”

- Commissioned the development of blood flow meter to Pioneer Corporation.

Mar. 21, 2013

- Issuing of new shares by public offering and allocation to a third party.

Feb. 21, 2013

- Launching new product “PEGLOCK”, Gastrostomy feeding tube kit.

Feb. 15, 2013



Gastrostomy feeding tube kit  
“PEGLOCK”

# The Bridge to Good Health Care



JMS will continue its activities for contributing to medical care, with our corporate philosophy “Patient comes first”.

JMS continue to dedicate effort to creating happiness for patients, their families and medical staff in line with its basic principle, **“delivering goods and services for our customer’s satisfaction ”**.

Thank you very much for your patronage and support.