



*http://www.jms.cc/*  
Company Code No. 7702

Financial Statements  
for the 3<sup>rd</sup> quarter of fiscal year ending March 31, 2014  
(From Apr. 1, 2013 to Dec. 31, 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



**4th straight year of increased sales, but decreased profit for the 3<sup>rd</sup> Quarter of FYE Mar. 2014**

(%: compared with previous year)

**Sales: JPY 39,840 million, up 8.5%**

Sales	[Japan] -Continued growth in the sales of Infusion / Transfusion products and medical gloves
	[Overseas] -Positive sales of apheresis kits for an OEM business -Continued growth in the sales of blood bags -Influence of exchange conversion by the weak yen

**Operating income: JPY 600 million, down 63.6%,**

**Ordinary income: JPY 916 million, down 52.7%, Net income: JPY 580 million, down 58.4%**

Profit	-Due to the increase of labor costs as well as depreciation cost of automated equipments for production enhancement etc.
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# Consolidated Business Results



4th straight year of increased sales, but decreased profit (unit: JPY million)

	Apr. - Dec. 2012 Results	Apr. - Dec. 2013 Results	Year -over- Year
Sales	36,733	39,840	8.5%
Operating Income	1,649	600	(63.6%)
Ordinary Income	1,937	916	(52.7%)
Net Income	1,394	580	(58.4%)
Net Income per share	JPY 32.31	JPY 11.89	---

Exchange Rate (average during period) (unit: JPY)

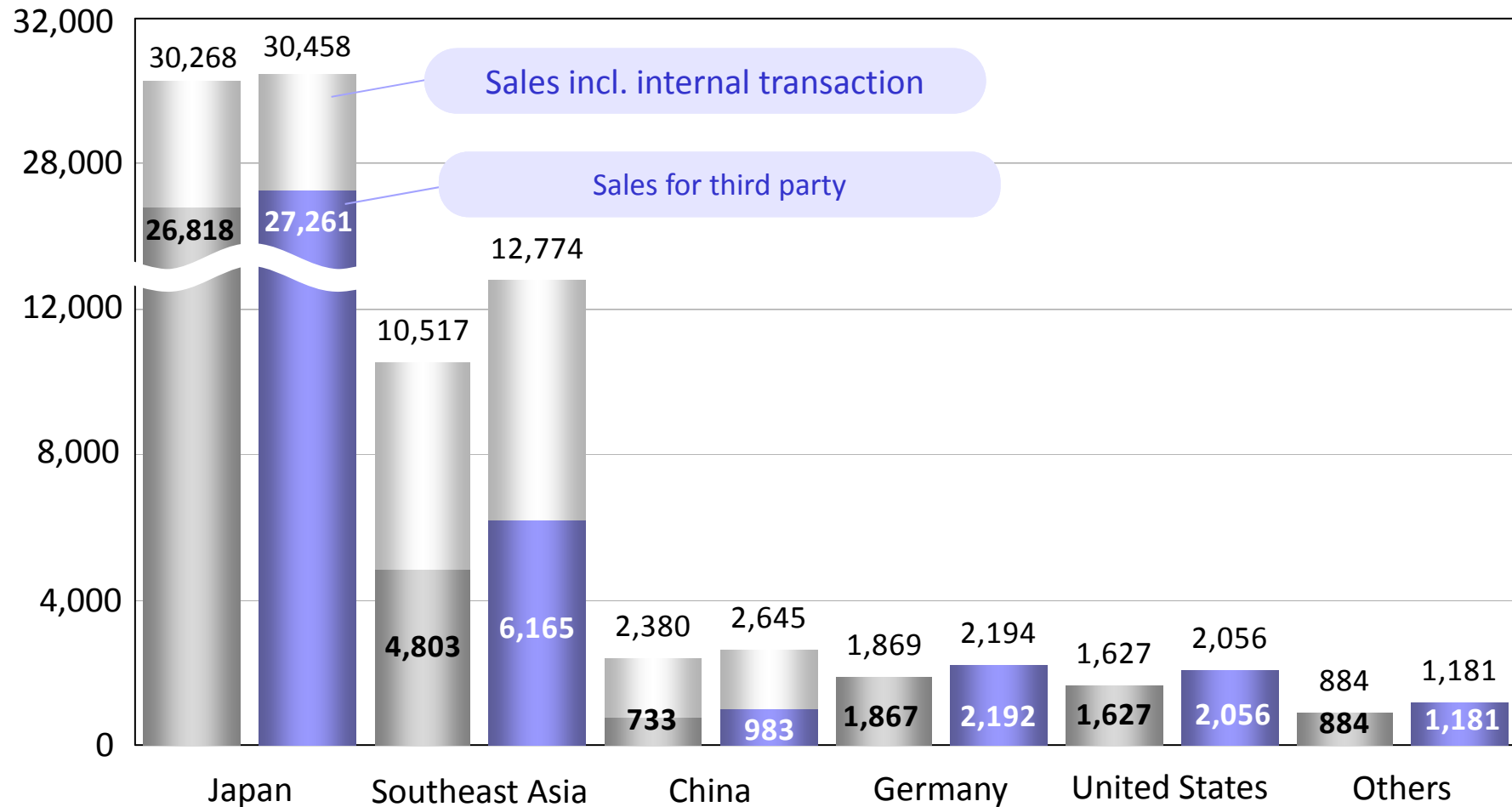
US Dollar	80.00	99.39	---
Euro	101.75	127.35	---
Singapore Dollar	64.28	79.16	---

# Sales by segment (geographical area)



(unit: JPY million)

Apr. – Dec. 2012      Apr. – Dec. 2013

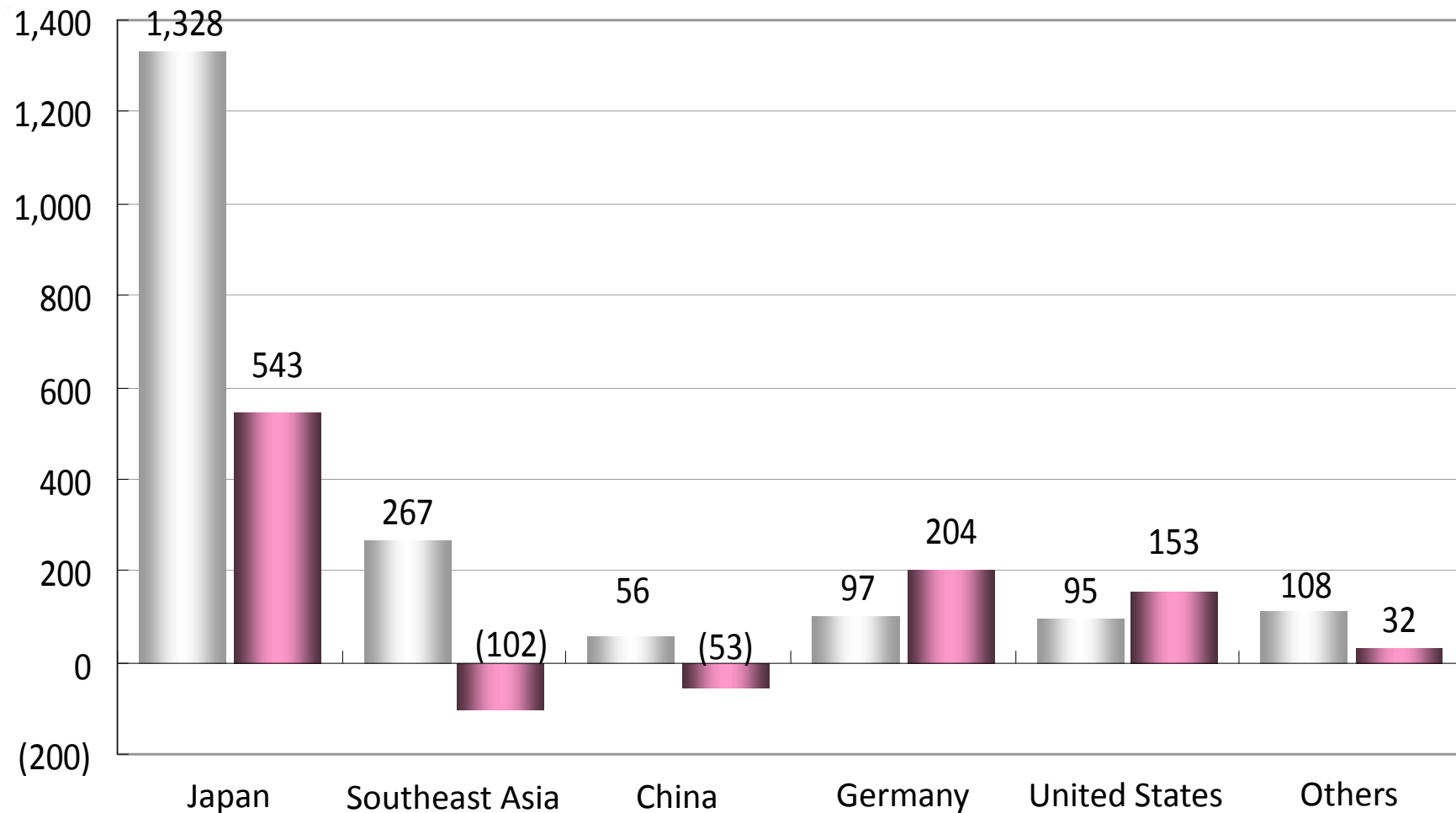


# Profit by segment (geographical area)



(unit: JPY million)


Apr. – Dec. 2012      Apr. – Dec. 2013



# Summary by segment (geographical area)




%: year-over-year



**Japan**

Sales	30,458 JPY mil.	0.6%
Ordinary Income	543 JPY mil.	(59.1%)


-Despite the stagnant sales of hemodialysis machine, the sales of Infusion / Transfusion products and medical gloves increased net sales



**Southeast Asia**

Sales	12,774 JPY mil.	21.5%
Ordinary Income	(102) JPY mil.	—

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



**China**

Sales	2,645 JPY mil.	11.2%
Ordinary Income	(53) JPY mil.	—

-Continued growth in the sales of AV fistula needles for Western and the domestic markets 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	2,194 JPY mil.	17.4%
Ordinary Income	204 JPY mil.	109.0%

-Despite the sales drop of AV fistula needles for EU nations, strong sales of blood purification products raised net sales



United States

Sales	2,056 JPY mil.	26.4%
Ordinary Income	153 JPY mil.	60.7%

-Despite the sales drop of AV fistula needles for North America, growth of blood bags sales raised net sales



Others

Sales	1,181 JPY mil.	33.6%
Ordinary Income	32 JPY mil.	(70.3%)



## AV Fistula Needle

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



## 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.

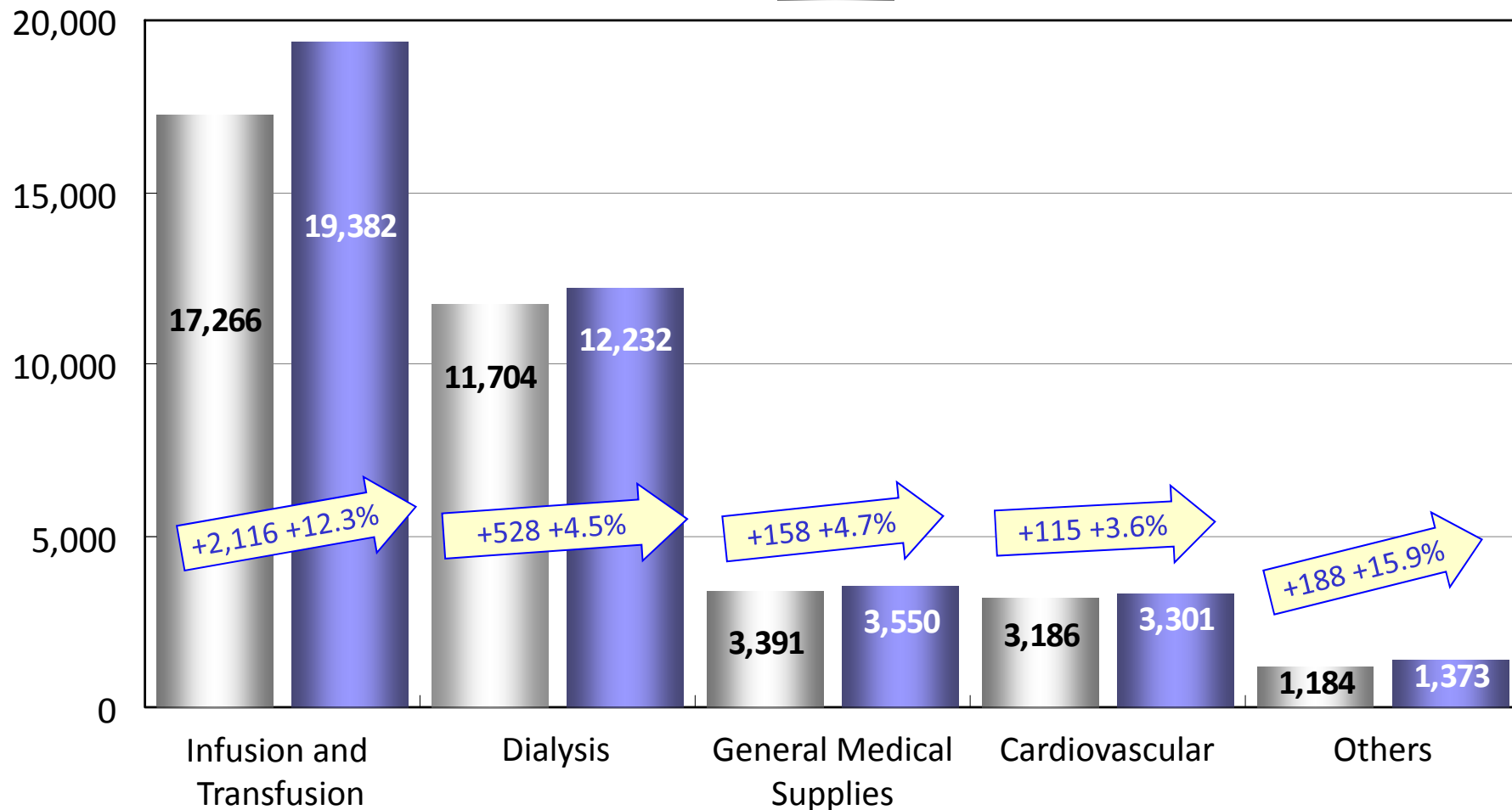
# Sales by Business Segment



(unit: JPY million)

Apr. – Dec. 2012

Apr. – Dec. 2013



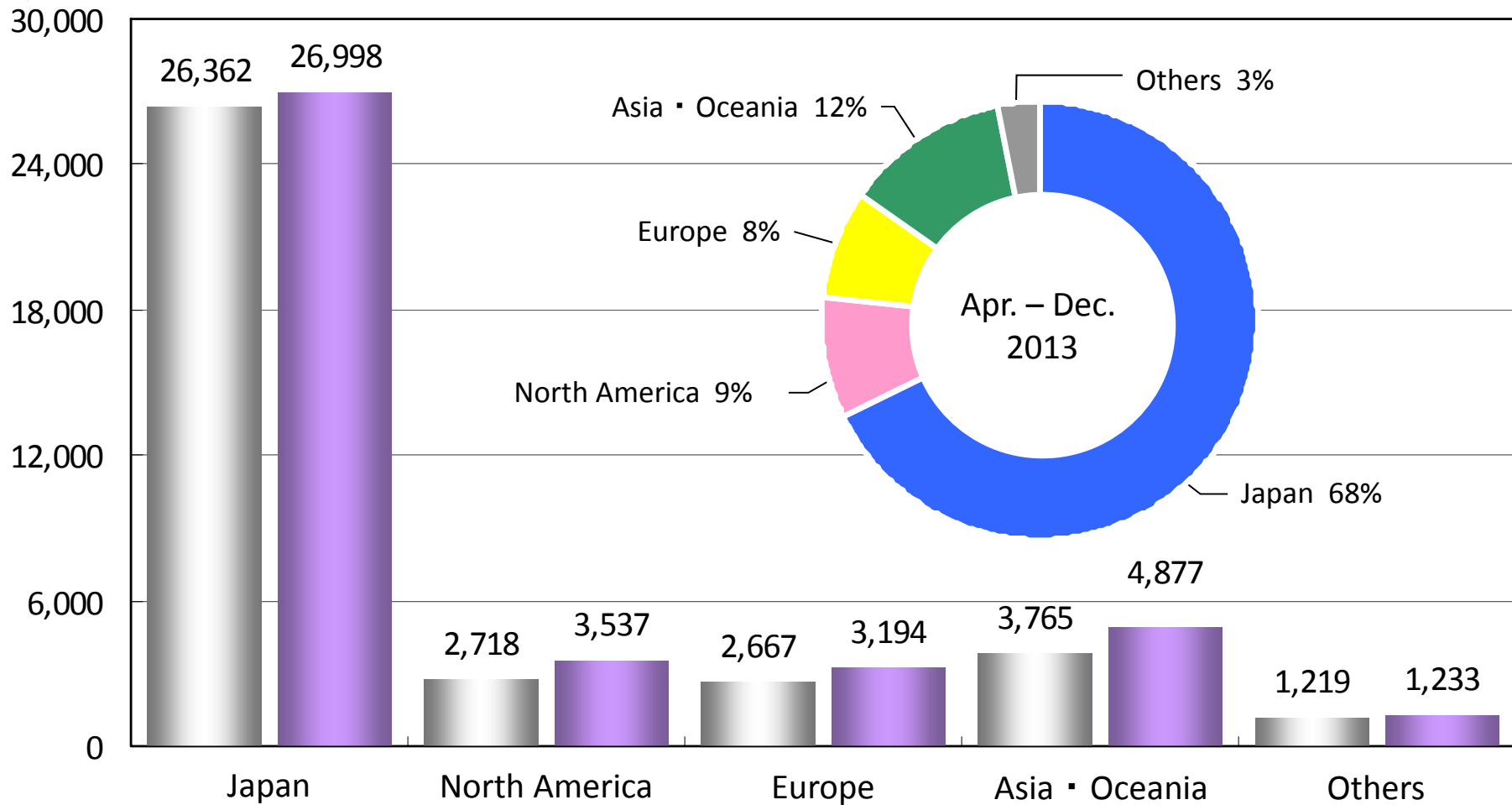


# Sales by Segment (Customer's Location)



Apr. – Dec. 2012      Apr. – Dec. 2013

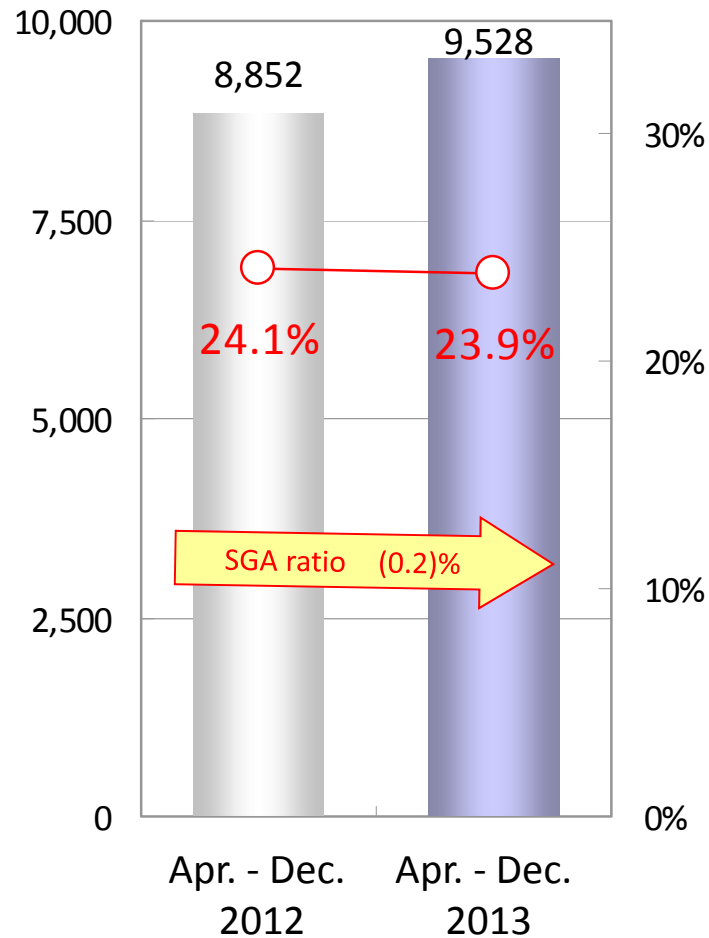
(unit: JPY million)



# Selling, General and Admin. Expenses



(unit: JPY million)

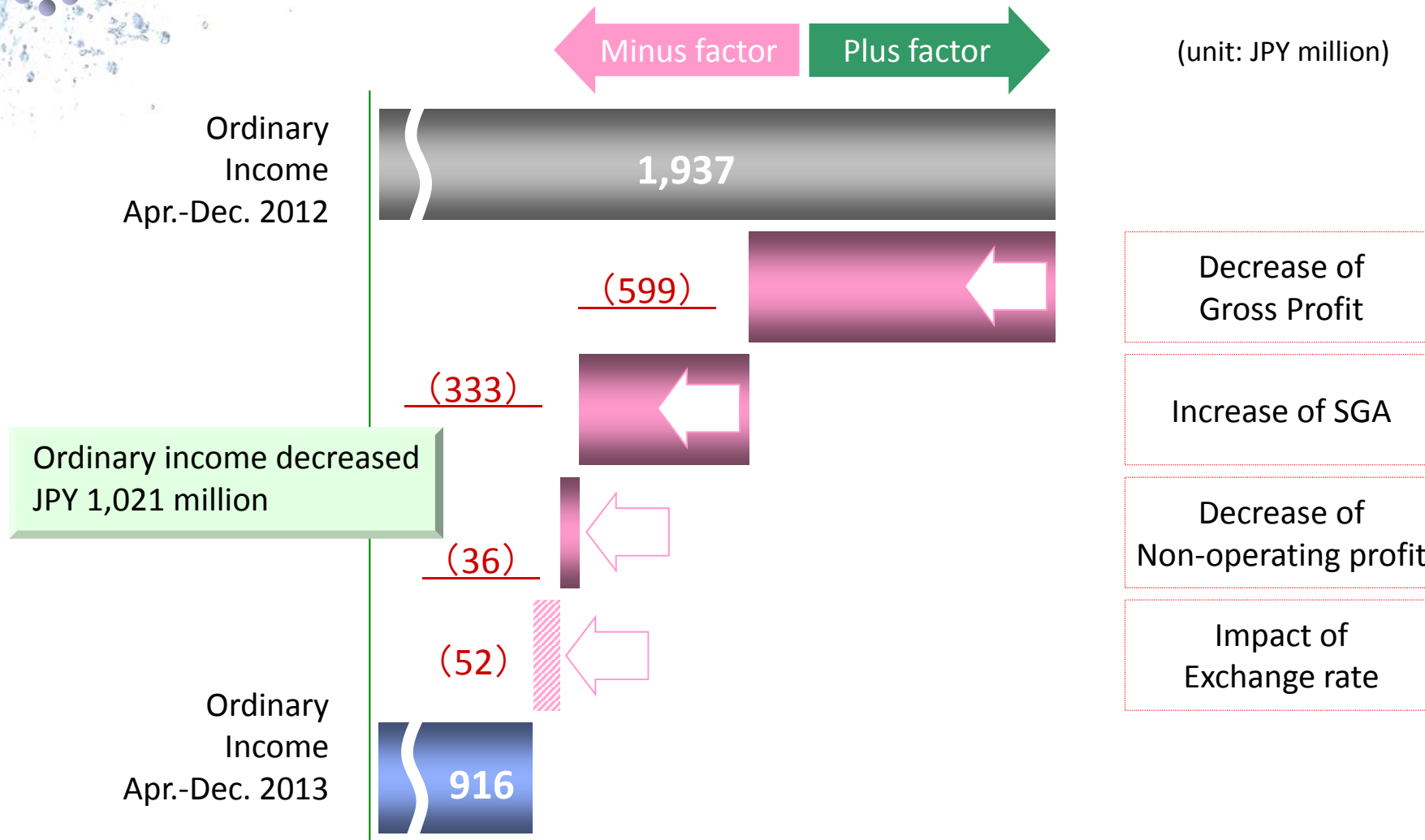


(unit: JPY million)

	Apr. - Dec. 2012	Apr. - Dec. 2013	Diff.	Year-over-Year
Labor Cost	3,918	4,185	267	6.8%
Transport	1,052	1,210	158	15.0%
R & D	945	859	(85)	(9.1%)
Depreciation	257	298	41	16.1%
Others	2,679	2,973	294	11.0%
<b>Total</b>	<b>8,852</b>	<b>9,528</b>	<b>675</b>	<b>7.6%</b>

# Ordinary Income: Compared with the previous year

(unit: JPY 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	Year -over- Year
Sales	49,068	52,500	7.0%
Operating Income	1,594	1,000	(37.3%)
Ordinary Income	1,879	1,200	(36.2%)
Net Profit	1,277	600	(53.0%)
Net profit per hare	JPY 29.41	JPY 12.30	---

Exchange Rate (average during period)

(unit: JPY)

US Dollar	83.10	97.00	---
Euro	102.63	127.00	---
Singapore Dollar	66.88	79.00	---

- Date shows the press release date in Japan.

- Patent and Know-How License Agreement with Huaren Pharmaceutical Co., Ltd. ,  
regarding medical devices and pharmaceutical drugs for Peritoneal Dialysis

Dec. 10, 2013

- Supply of blood bag to the Japanese Red Cross Society

Oct. 25, 2013



The blood bag for blood donation

- Launching new product

Surgeon's Gloves, "GAMMEX Powder-free AF (Accelerator-Free) Micro"

Oct. 04, 2013

Surgeon's Gloves

**「GAMMEX Powder-free AF (Accelerator-Free) Micro」**





## The Bridge to Good Health Care

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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.