

Financial Statements  
for the 1<sup>st</sup> quarter of fiscal year ending March 31, 2015  
(From Apr. 1, 2014 to Jun. 30, 2014)

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



## Decreased both in sales and profit for the 1<sup>st</sup> Quarter of FYE Mar. 2015

( %: compared with previous year)

Sales: JPY 12,236 million, down 2.0%

Sales

[Japan]

- Continued growth in the sales of cardiopulmonary blood tubing sets
- Sales drop of hemodialysis machine and its ancillary equipments, due to the reaction to the rush demand of consumption tax increase

[Overseas]

- Continued growth in the sales of AV fistula needles for Europe and China markets
- Positive sales of blood bags for Asia and Africa markets

Operating loss: JPY 182 million,

Ordinary loss: JPY 128 million , Net loss: JPY 253 million

Profit

- Influence of decreased sales despite the efforts to reduce labor cost

# Consolidated Business Results



## Decreased both in sales and profit

(unit: JPY million)

	Results Apr. - Jun. 2013	Results Apr. - Jun. 2014	Year – over – Year
Sales	12,490	12,236	(2.0%)
Operating Income	18	(182)	—%
Ordinary Income	130	(128)	—%
Net Income	6	(253)	—%
Net Income per share	JPY 0.14	JPY (5.21)	---

Exchange Rate (average during period)

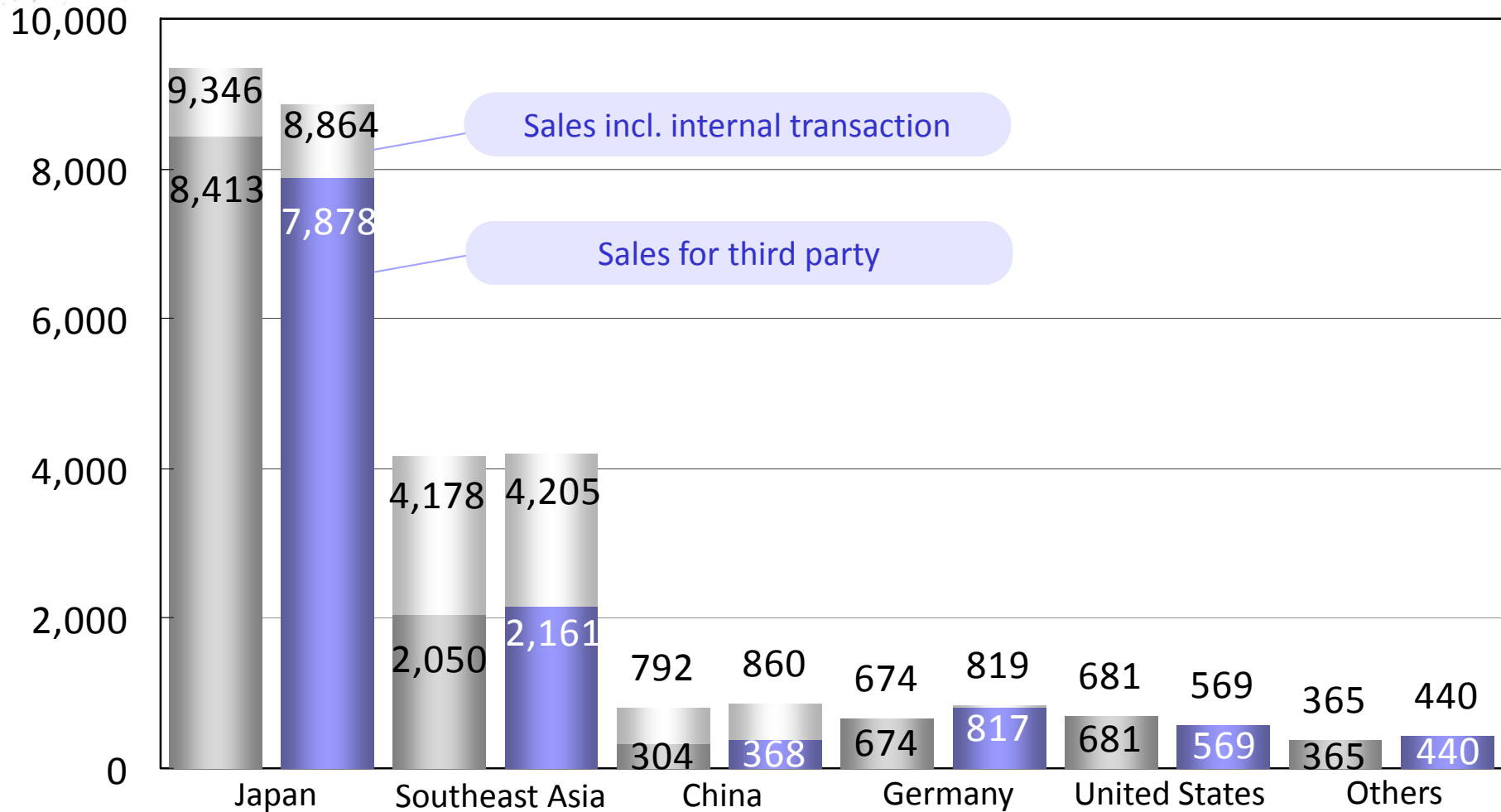
(unit: JPY)

US Dollar	98.76	102.16	---
Euro	122.04	140.79	---
Singapore Dollar	79.06	81.55	---

# Sales by segment (geographical area)

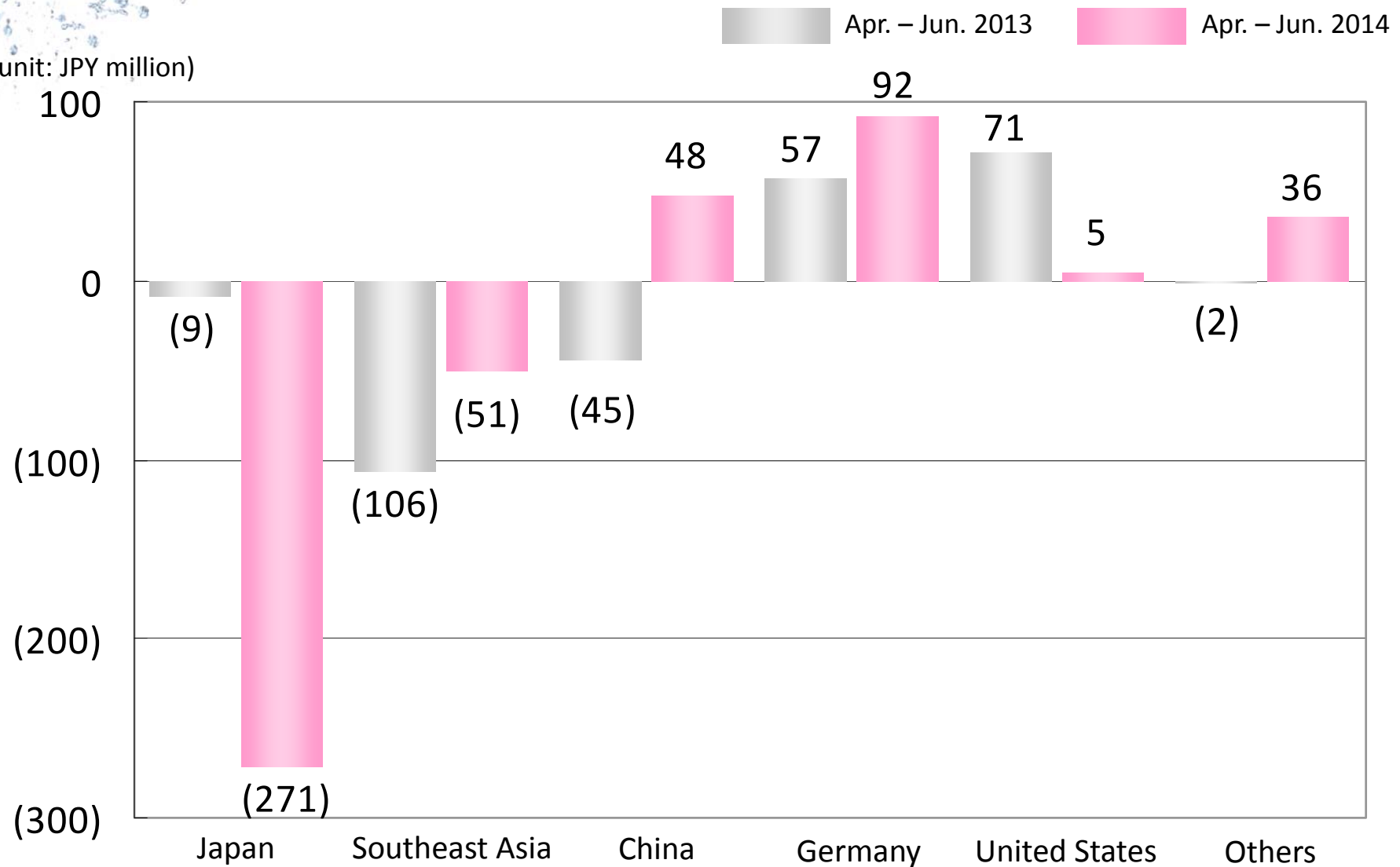
Apr. – Jun. 2013
  Apr. – Jun. 2014

(unit: JPY million)



# Profit by segment (geographical area)

(unit: JPY million)



# Summary by segment (geographical area)



?: year-over-year



Japan

Sales	8,864 JPY mil.	(5.2%)
Ordinary Income	(271) JPY mil.	—%

-Continued growth in the sales of cardiopulmonary blood tubing sets and AV fistula needles for Germany was offset by the sales drop of hemodialysis machine and its ancillary equipments, reducing net sales



Southeast Asia

Sales	4,205 JPY mil.	0.6%
Ordinary Income	(51) JPY mil.	—%

-Continued growth in the sales of blood bags for Indonesia raised net sales



China

Sales	860 JPY mil.	8.6%
Ordinary Income	48 JPY mil.	—%

-Continued growth in the sales of AV fistula needles for Western and the domestic markets raised net sales

## Pre-Connected cardiopulmonary blood tubing sets

Conventional cardiopulmonary blood tubing sets require to be connected with various medical devices and tubes. Pre-Connected cardiopulmonary blood tubing sets are made to order and ready to use. They are useful in reducing set-up time and errors in connections, promoting infection control, and contributing to waste reduction through minimal packaging.



## Hemodialysis Machines

Hemodialysis machine is a device for pulling blood from a patient into an extracorporeal circuit. The blood is purified by a dialyzer and returned to the patient by the hemodialysis machine.





# Summary by segment (geographical area)



?: year-over-year



Germany

Sales	819 JPY mil.	21.4%
Ordinary Income	92 JPY mil.	61.5%

-Strong sales of AV fistula needles for Europe raised net sales



United States

Sales	569 JPY mil.	(16.4%)
Ordinary Income	5 JPY mil.	(92.0%)

-Sales drop of blood bags for the South and Central America reduced net sales



Others

Sales	440 JPY mil.	20.5%
Ordinary Income	36 JPY mil.	—%



## AV Fistula Needle

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



## Blood bags

Blood bag is used for collection, storage and transfusion of blood.

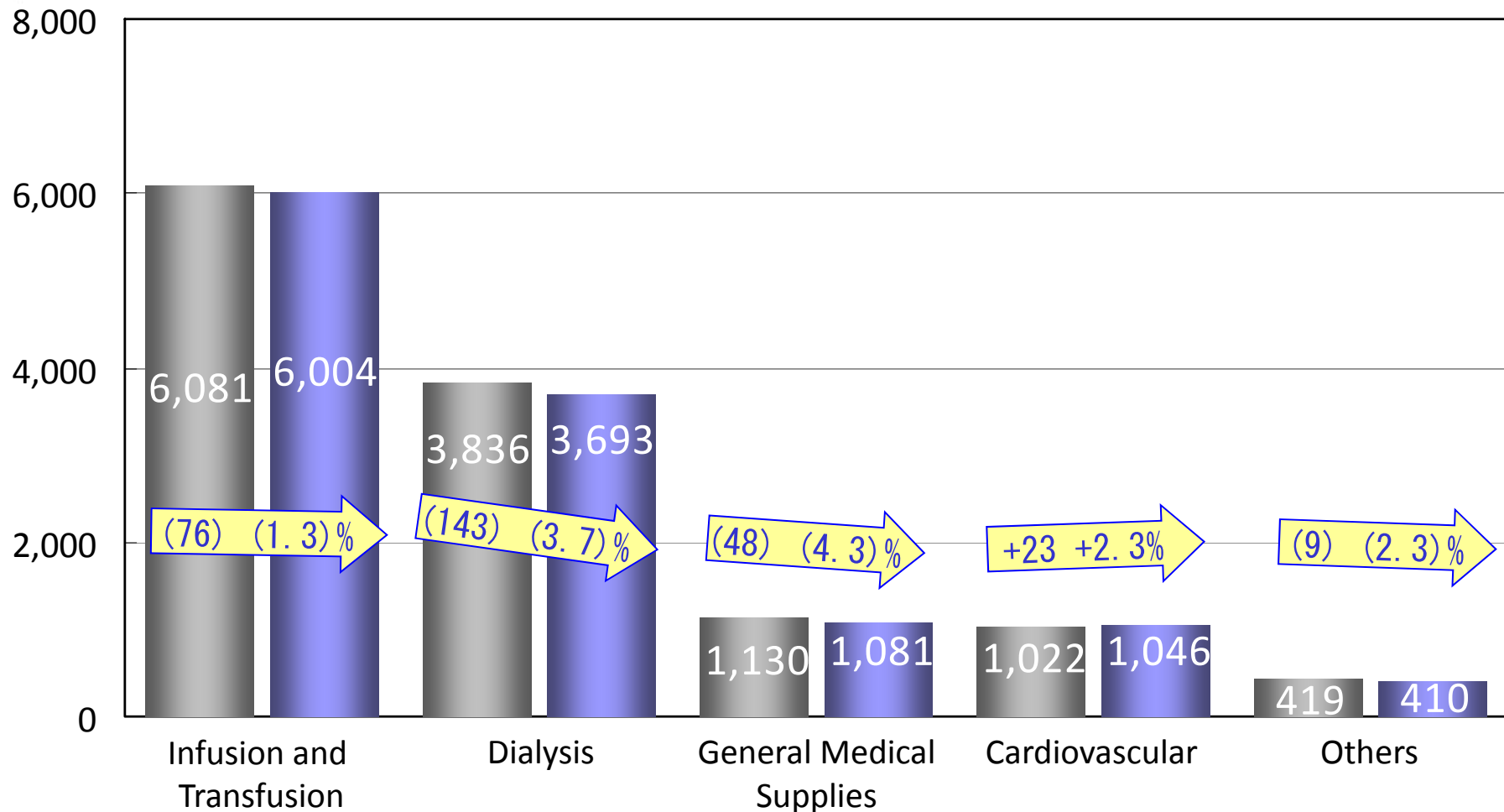
# Sales by Business Segment



(unit: JPY million)

Apr. – Jun. 2013

Apr. – Jun. 2014





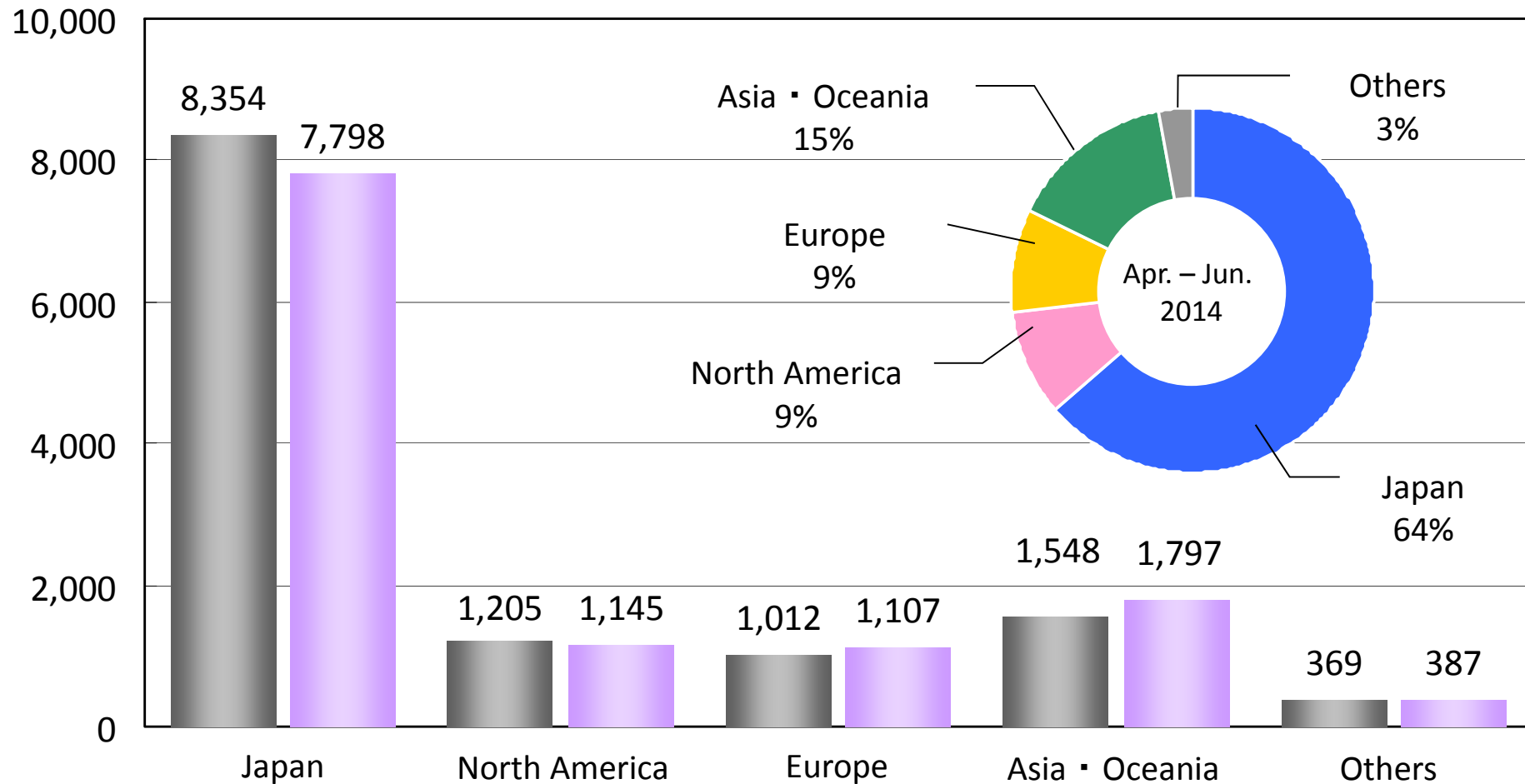
# Sales by Segment (Customer's Location)



Apr. – Jun. 2013

Apr. – Jun. 2014

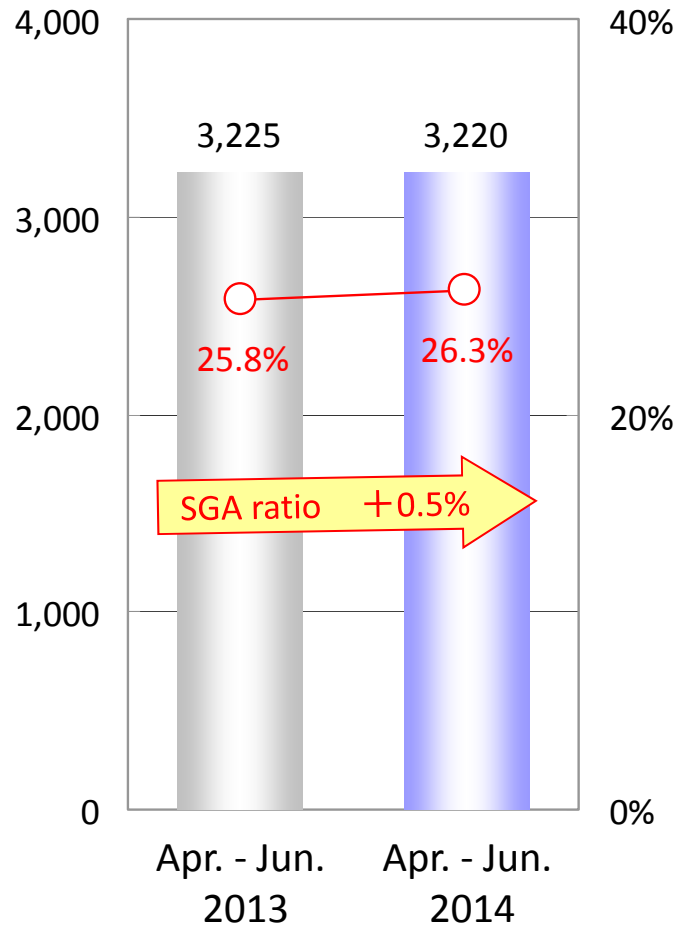
(unit: JPY million)



# Selling, General and Admin. Expenses



(unit: JPY million)



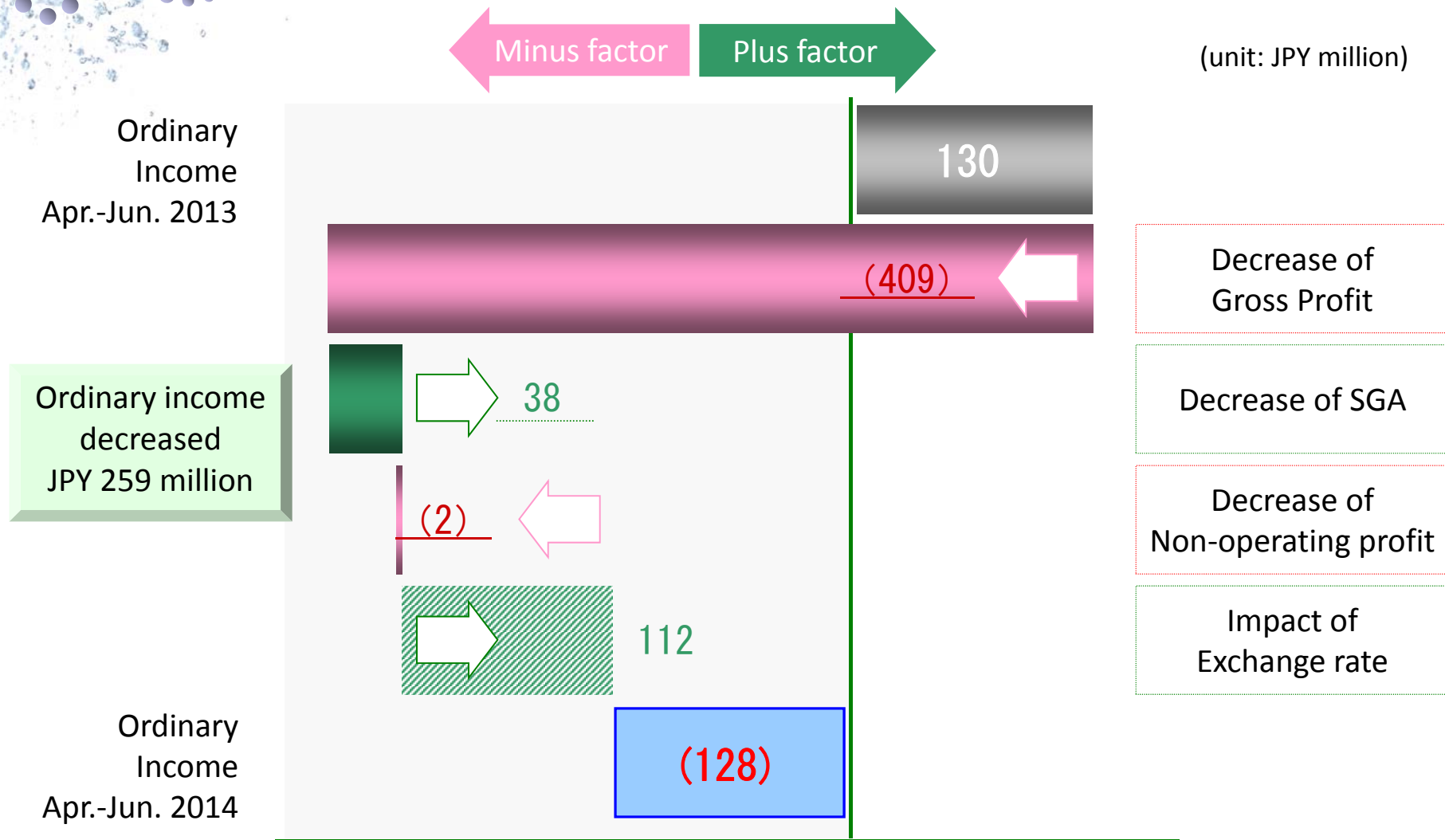
(unit: JPY million)

	Apr. - Jun. 2013	Apr. - Jun. 2014	Diff.	Year-over-Year
Labor Cost	1,408	1,393	(15)	(1.1%)
Transport	393	410	17	4.5%
R & D	292	275	(16)	(5.8%)
Depreciation	95	104	9	9.7%
Others	1,036	1,036	(0)	(0.1%)
<b>Total</b>	<b>3,225</b>	<b>3,220</b>	<b>(5)</b>	<b>(0.2%)</b>

# Ordinary loss : Compared with the previous year



(unit: JPY million)



The underlined figures exclude impact of exchange rate.

# Forecast for FYE Mar. 2015



(unit: JPY million)

	FYE Mar. 2014 Result	FYE Mar. 2015 Forecast	Diff.
Sales	53,860	56,000	4.0%
Operating Income	900	1,200	33.2%
Ordinary Income	1,187	1,400	17.9%
Net Profit	207	800	285.7%
Net profit per share	JYP 4.25	JPY 16.14	---

Exchange Rate (average during period)

(unit: JPY)

US Dollar	100.24	100.00	---
Euro	129.68	134.00	---
Singapore Dollar	79.62	81.00	---

# Topics

< Dec. 2013 – Jun. 2014 >



- Date shows the press release date.

-Establishment of New Company in the Philippines and Factory Building at IZUMO plant for production capacity enhancement.

Jun. 2, 2014

-Business alliance in the field of hemodiafiltration with Asahi Kasei Medical Co., Ltd.

Apr. 7, 2014

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

Dec. 10, 2013



New Company in the Philippines (Rendering)



IZUMO plant (Rendering)



## 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.