

Financial Statements  
for the 1<sup>st</sup> quarter of fiscal year ending March 31, 2016  
(From Apr. 1, 2015 to Jun. 30, 2015)

## Summary of consolidated results

**JMS Co., Ltd.**

Company Code No. 7702

August 7, 2015

# Highlights in Business Results



## Increased both in sales and profit for the 1st Quarter of FYE Mar. 2016

( %: compared with previous year)

Sales: JPY 13,841 million, Up 13.1%

Sales	[Japan] <ul style="list-style-type: none"><li>-Increased sales of hemodialysis machines</li><li>-Launch of blood bags with leukocyte reduction filter</li></ul>
	[Overseas] <ul style="list-style-type: none"><li>-Continued growth in the sales of apheresis kits</li><li>-Strong sales of AV fistula needles</li></ul>

Operating Income: JPY 57 million

Ordinary loss: JPY 11 million

Profit attributable to owners of parent: JPY 14 million

Profit	<ul style="list-style-type: none"><li>-Increase of gross profit due to a sales increase</li><li>-Recorded the loss of abandonment of inventories.</li></ul> <p>On the other hand, we have added the deferred tax assets.</p>
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# Consolidated Business Results



Increased both in sales and profit

(unit: JPY million)

	Results Apr. - Jun. 2014	Results Apr. - Jun. 2015	Year – over – Year
Sales	12,236	13,841	13.1%
Operating Income (loss)	(182)	57	—%
Ordinary loss	(128)	(11)	—%
Profit attributable to owners of parent	(253)	14	—%
Net Income per share	JPY (5.21)	JPY 0.30	---

Exchange Rate (average during period)

(unit: JPY)

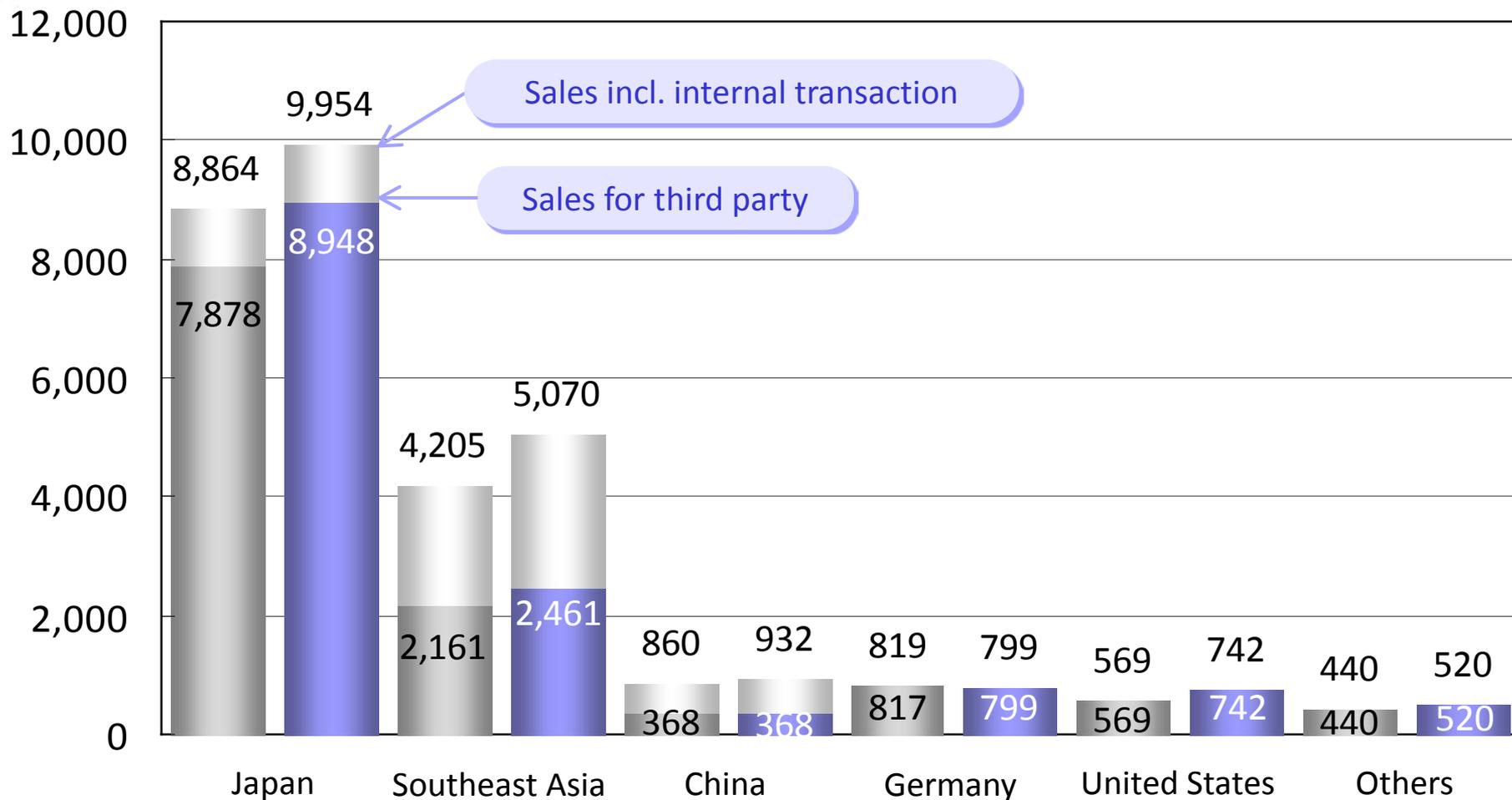
US Dollar	102.16	121.36	---
Euro	140.79	134.18	---
Singapore Dollar	81.55	90.34	---

# Sales by segment (geographical area)



(unit: JPY million)

Apr. – Jun. 2014      Apr. – Jun. 2015

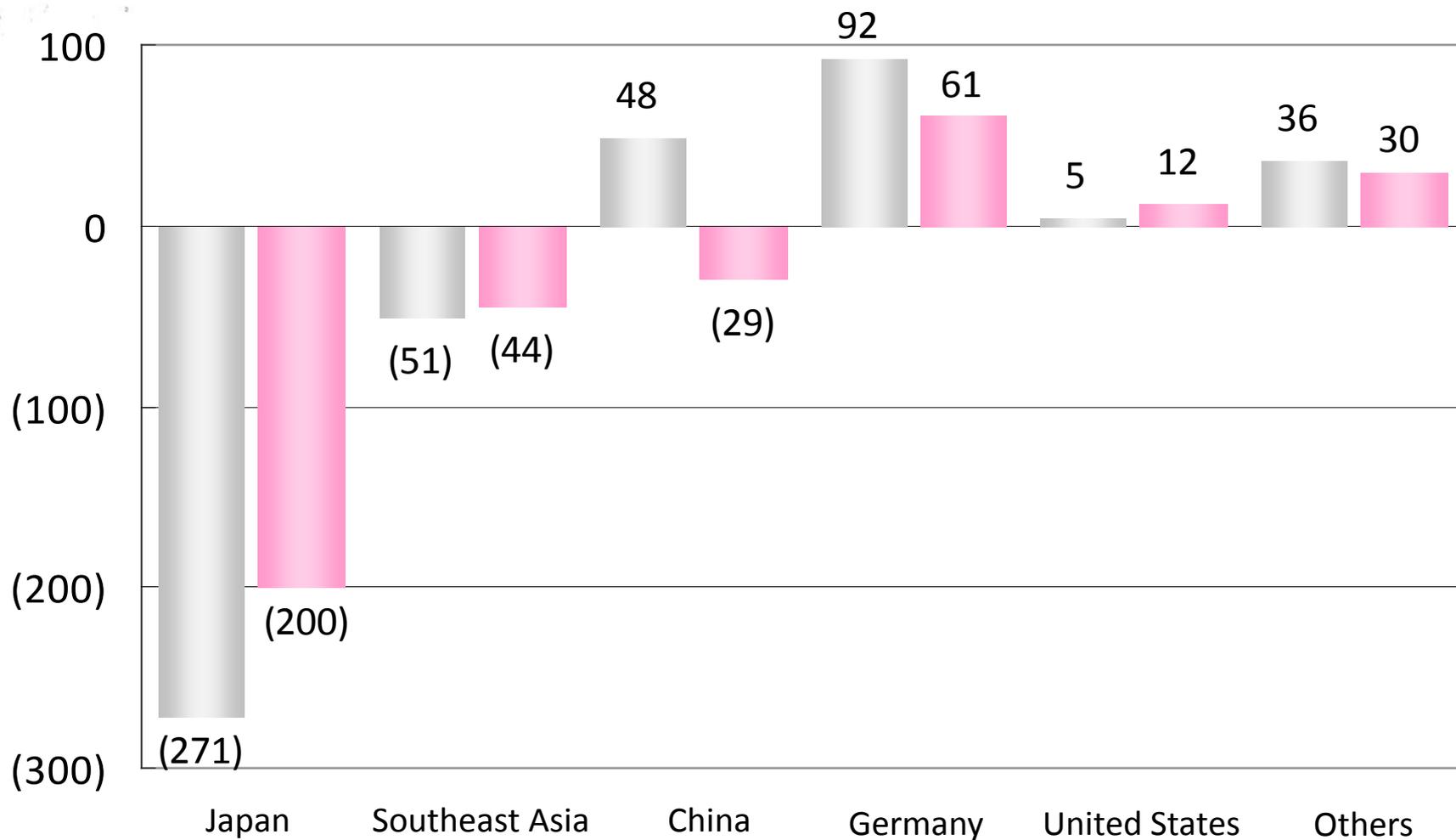


# Profit by segment (geographical area)



(unit: JPY million)

Apr. – Jun. 2014      Apr. – Jun. 2015



# Summary by segment (geographical area)



#: year-over-year



Japan

Sales	9,954 JPY mil.	12.3%
Ordinary loss	(200) JPY mil.	—%

-Increased sales of hemodialysis machines as well as launch of blood bags with leukocyte reduction filter raised net sales



Southeast Asia

Sales	5,070 JPY mil.	20.6%
Ordinary loss	(44) JPY mil.	—%

-Continued growth in the sales of apheresis kits raised net sales



China

Sales	932 JPY mil.	8.4%
Ordinary loss	(29) JPY mil.	—%

-Despite the sales drop of AV fistula needles for the domestic market, increase of yen equivalent by weak yen raised net sales



## 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.



## Blood bags with leukocyte reduction filter

It is a blood bag used for blood storage and blood transfusion collected by blood donation. It has a filter to reduce leukocyte which is one of the reasons that cause side effects after blood transfusion.

# Summary by segment (geographical area)



#: year-over-year



Germany

Sales	799 JPY mil.	(2.4%)
Ordinary Income	61 JPY mil.	(34.2%)

-Increased sales of dialysis therapy chairs for Australian market was offset by decrease of sales in yen equivalent by weak yen, reducing net sales



United States

Sales	742 JPY mil.	30.3%
Ordinary Income	12 JPY mil.	126.4%

-Strong sales of AV fistula needles for North America market raised net sales



Others

Sales	520 JPY mil.	18.3%
Ordinary Income	30 JPY mil.	(14.9%)



## AV Fistula Needle

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

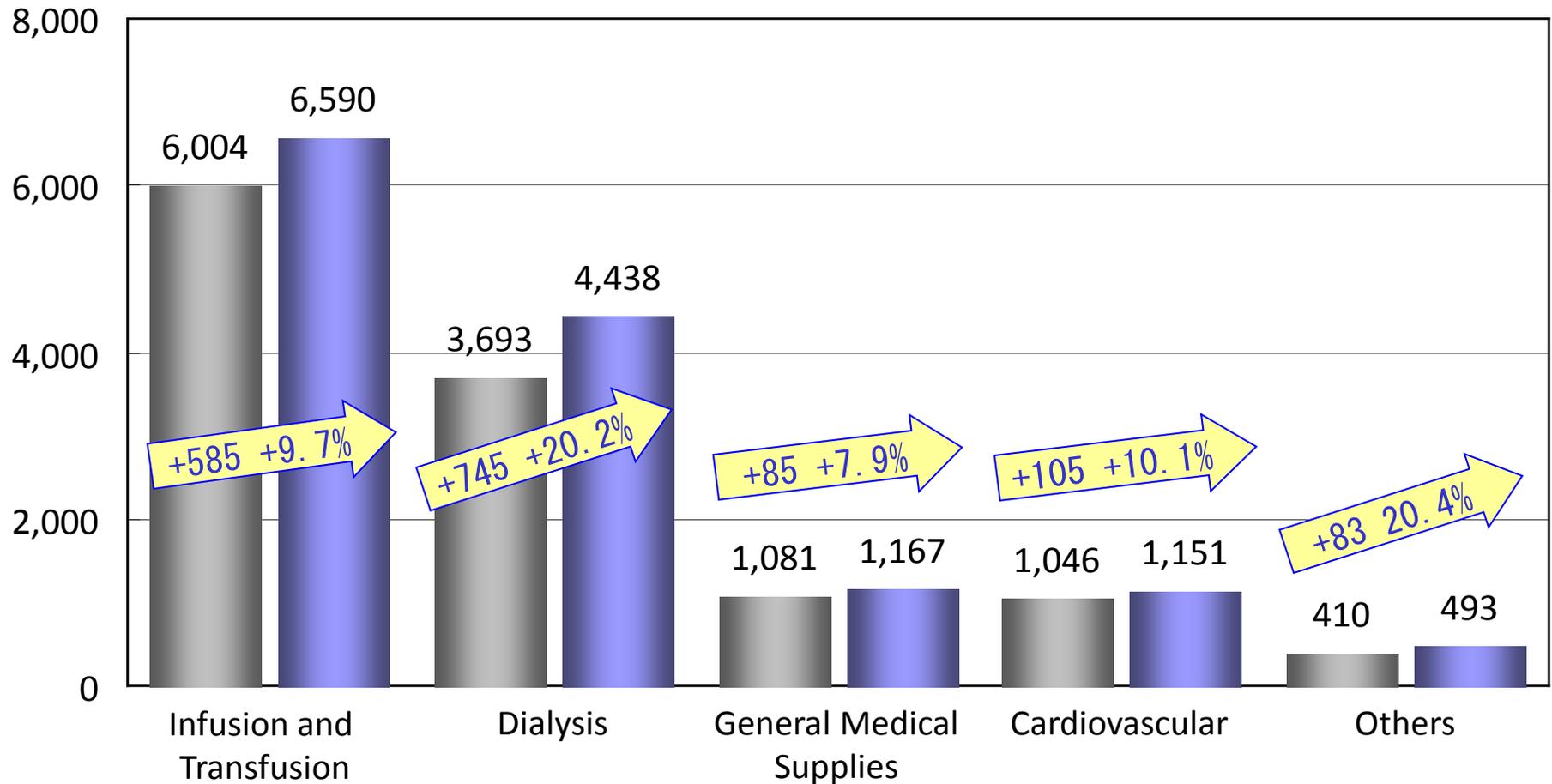
# Sales by Business Segment



(unit: JPY million)

Apr. – Jun. 2014

Apr. – Jun. 2015

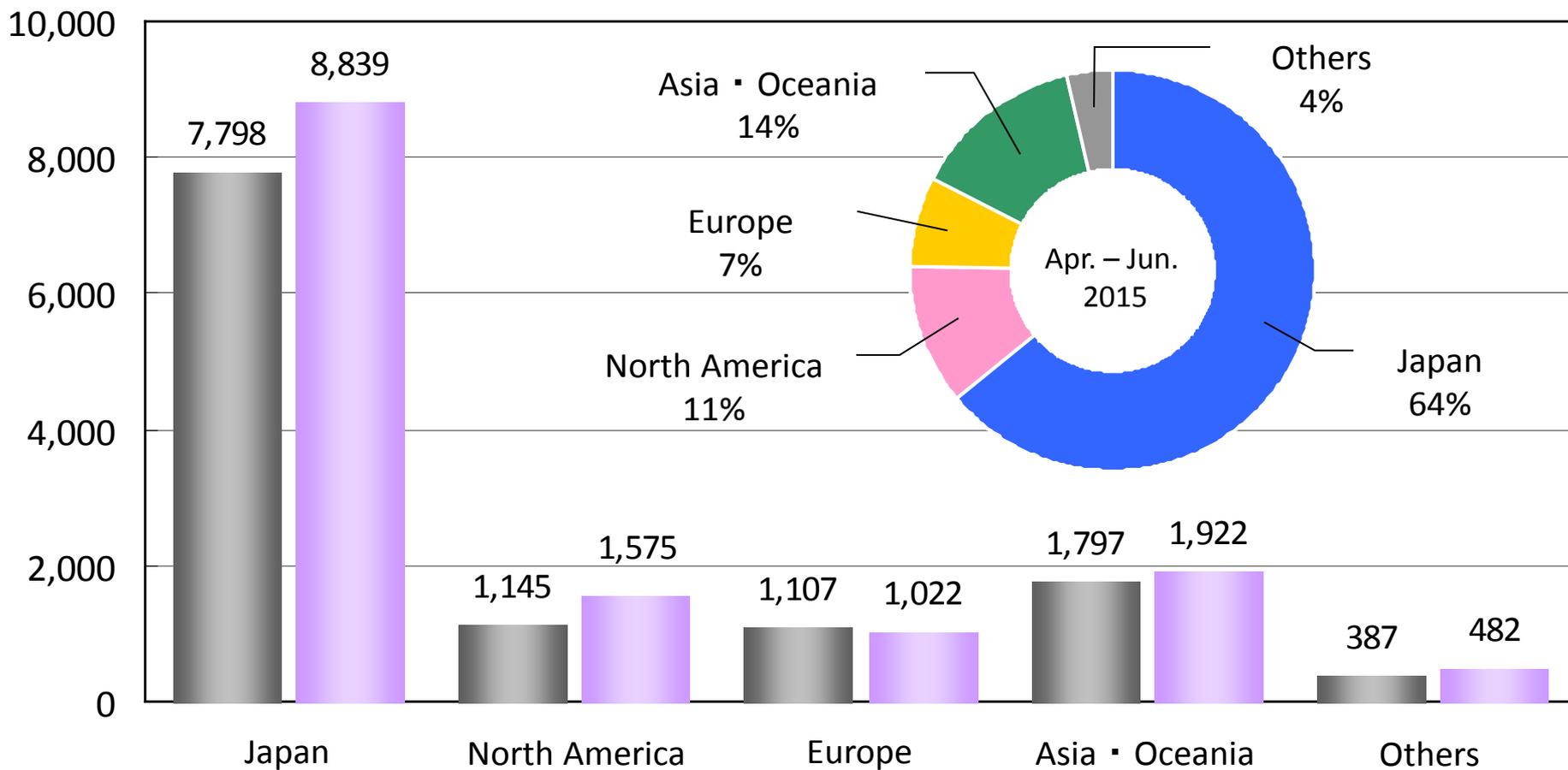


# Sales by Segment (Customer's Location)



Apr. – Jun. 2014      Apr. – Jun. 2015

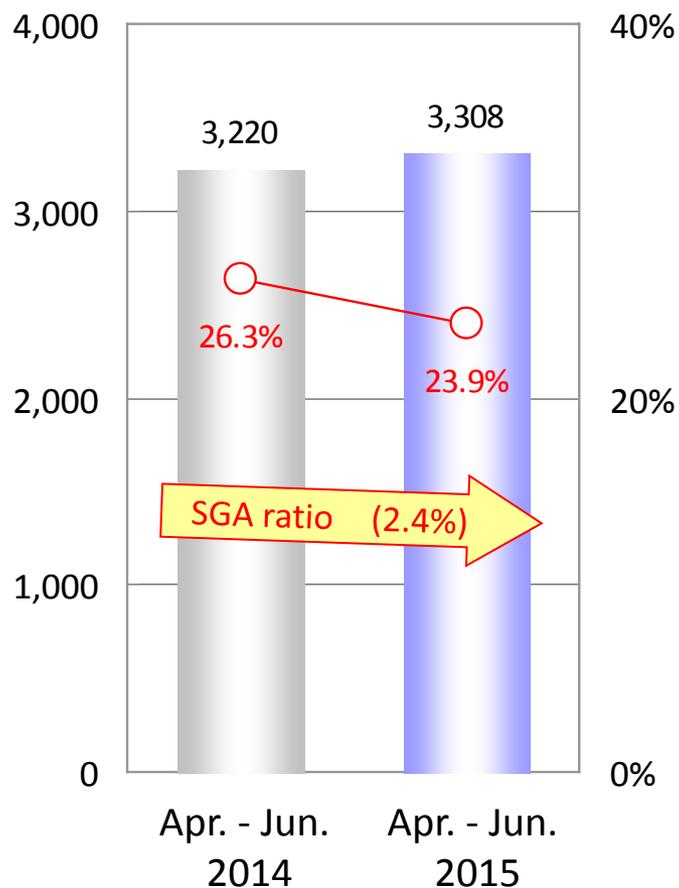
(unit: JPY million)



# Selling, General and Admin. Expenses



(unit: JPY million)



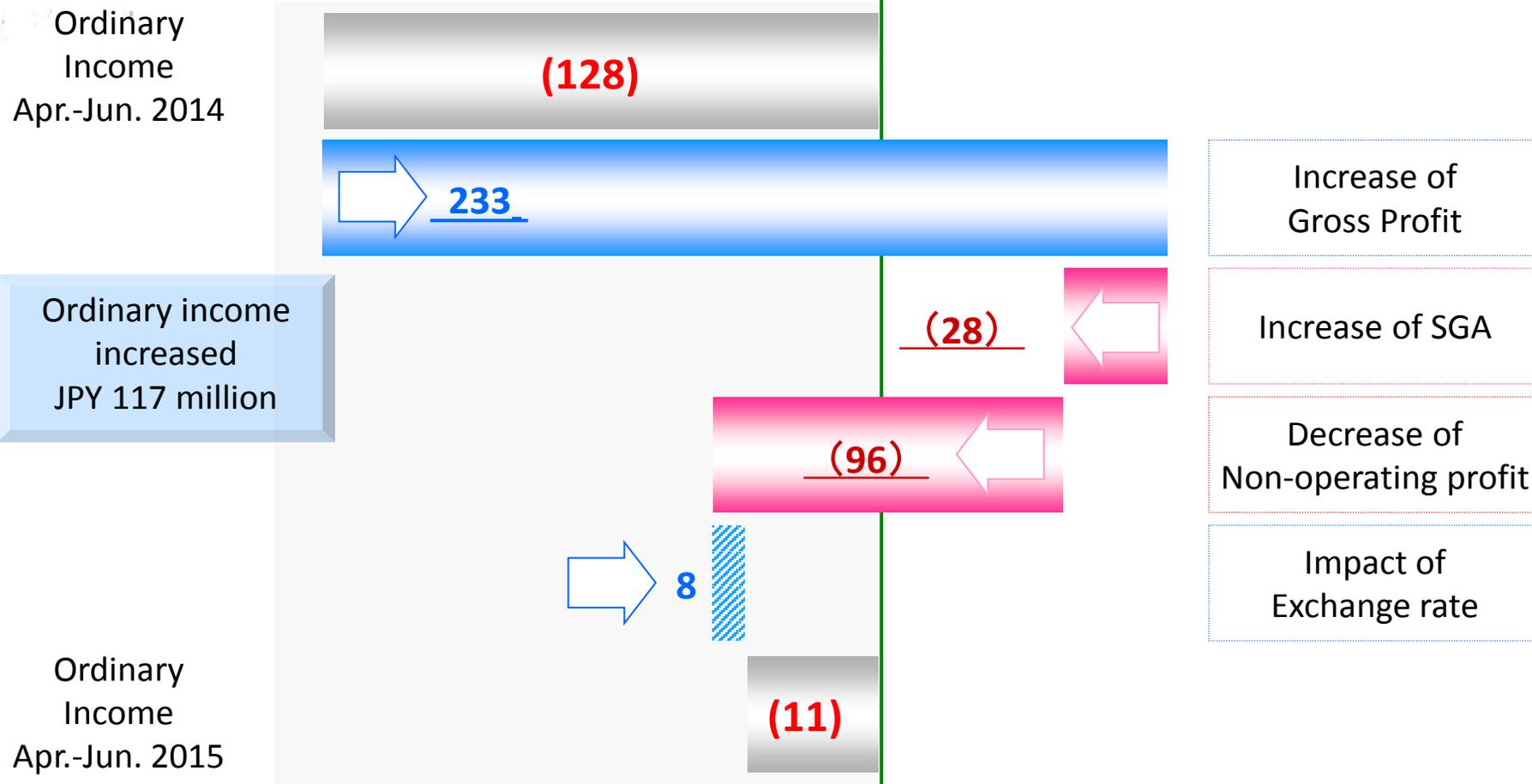
(unit: JPY million)

	Apr. - Jun. 2014	Apr. - Jun. 2015	Diff.	Year-over-Year
Labor Cost	1,393	1,447	53	3.9%
Transport	410	401	(9)	(2.3%)
R & D	275	283	7	2.9%
Depreciation	104	101	(3)	(3.2%)
Others	1,036	1,075	39	3.8%
<b>Total</b>	<b>3,220</b>	<b>3,308</b>	<b>88</b>	<b>2.7%</b>

# Ordinary Income : Compared with the previous year



(unit: JPY million)



The underlined figures exclude impact of exchange rate.

# Forecast for FYE Mar. 2016



(unit: JPY million)

	FYE Mar. 2015 Result	FYE Mar. 2016 Forecast	Year -over- Year
Sales	55,401	58,000	4.7%
Operating Income	378	700	84.7%
Ordinary Income	373	800	114.3%
Profit attributable to owners of parent	139	500	259.5%
Net profit per hare	JPY 2.85	JPY 10.26	---

Exchange Rate (average during period)

(unit: JPY)

US Dollar	109.93	115.00	---
Euro	140.42	125.00	---
Singapore Dollar	85.21	92.00	---



**We marked our 50th anniversary of the foundation on June 12th.**

- Acquiring naming rights of "ASTER PLAZA", public facilities of Hiroshima City.  
Apr. 20, 2015
- Launching new product "Pocket LDF" , Small Laser Doppler Blood Flow Sensor.  
Dec. 17, 2014
- Obtaining a sales permit of Central Dialysate Delivery System in China.  
Nov. 6, 2014
- Applying new non biological coating materials to Cardiovascular Products.  
Oct. 8, 2014



Public facilities of Hiroshima City "ASTER PLAZA"  
The name of the facility has changed to "JMS ASTER PLAZA" from June 1, 2015.



## The Bridge to Good Health Care

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.