



Financial Statements  
for the Fiscal Year Ended March 31, 2016  
(From Apr. 1, 2015 to Mar. 31, 2016)

## Summary of consolidated results

**JMS Co., Ltd.**

Company Code No. 7702

May 13, 2016

# Highlights in Business Results



(unit: JPY million)

	Apr. - Mar. 2015 Results	Apr. - Mar. 2016 Results	Diff.	Year- over - Year
Sales	55,401	57,636	2,235	4.0%
Operating Income	378	1,422	1,043	275.3%
Ordinary Income	373	1,252	879	235.4%
Profit attributable to owners of parent	139	754	615	442.5%
Net Income per share	JPY 2.85	JPY 15.48	---	---

Exchange Rate (average during period)	US Dollar	109.93	120.14
	Euro	140.42	134.31
	Singapore Dollar	85.21	86.70

(unit: JPY)

**Increased in sales (12th straight year) and profit for the FYE Mar. 2016**

Sales	Japan	-Launch of blood bags with leukocyte reduction filter -Increased sales of cardiopulmonary equipment
	Overseas	-Continued growth in the sales of apheresis kits -Increased sales of AV fistula needles

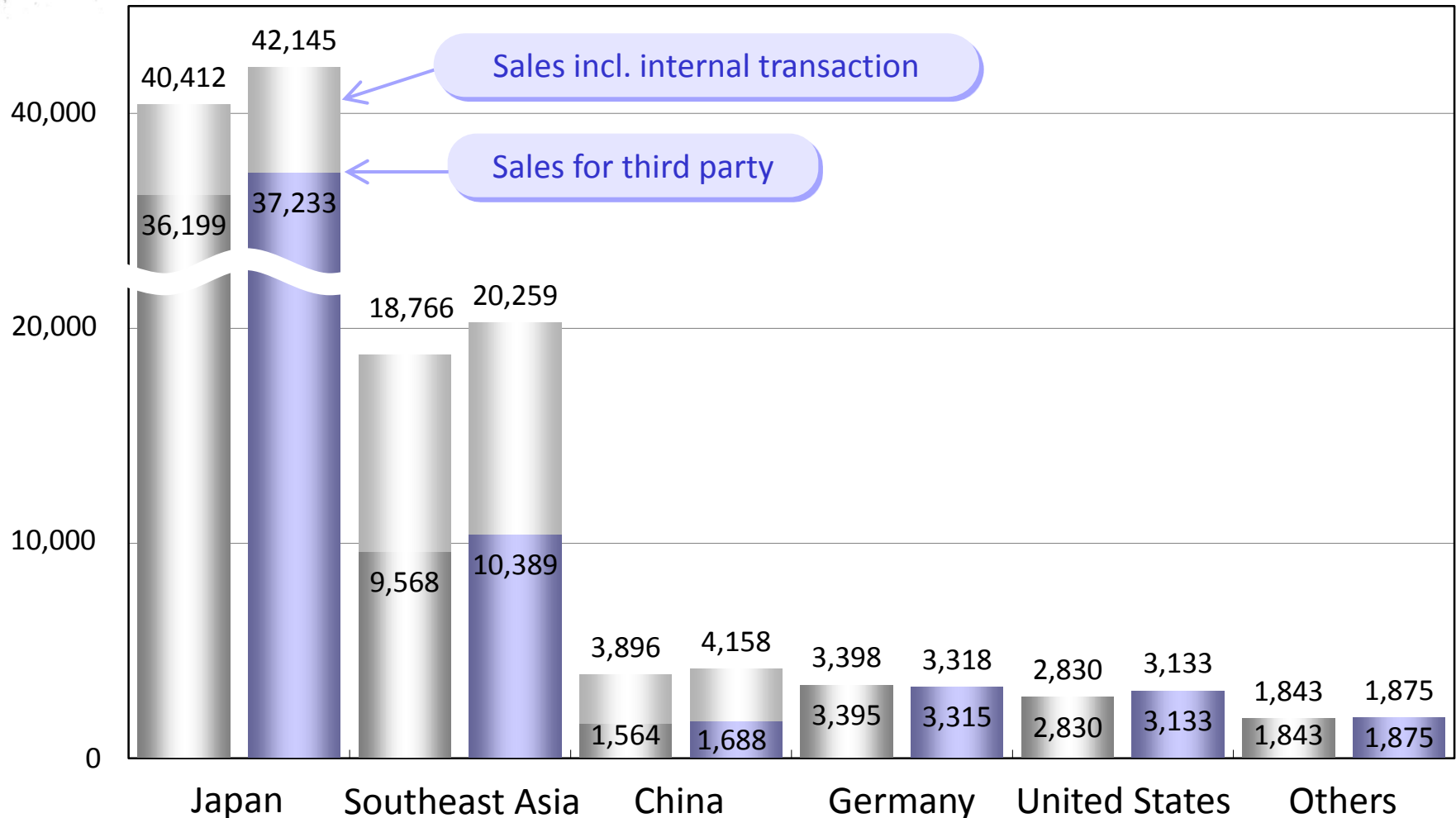
Profit	-Increase of gross profit due to a sales increase -Reduction of contribution of the cost as well as favorable foreign exchange conditions
Dividend forecast	-Annual dividend: JPY 10 per share (Interim dividend JYP 4 per share and year-end dividend JYP 6 including commemorative dividend of JYP 2 for the 50th anniversary)

# Sales by segment (geographical area)

(unit: JPY million)

Apr. – Mar. 2015

Apr. – Mar. 2016

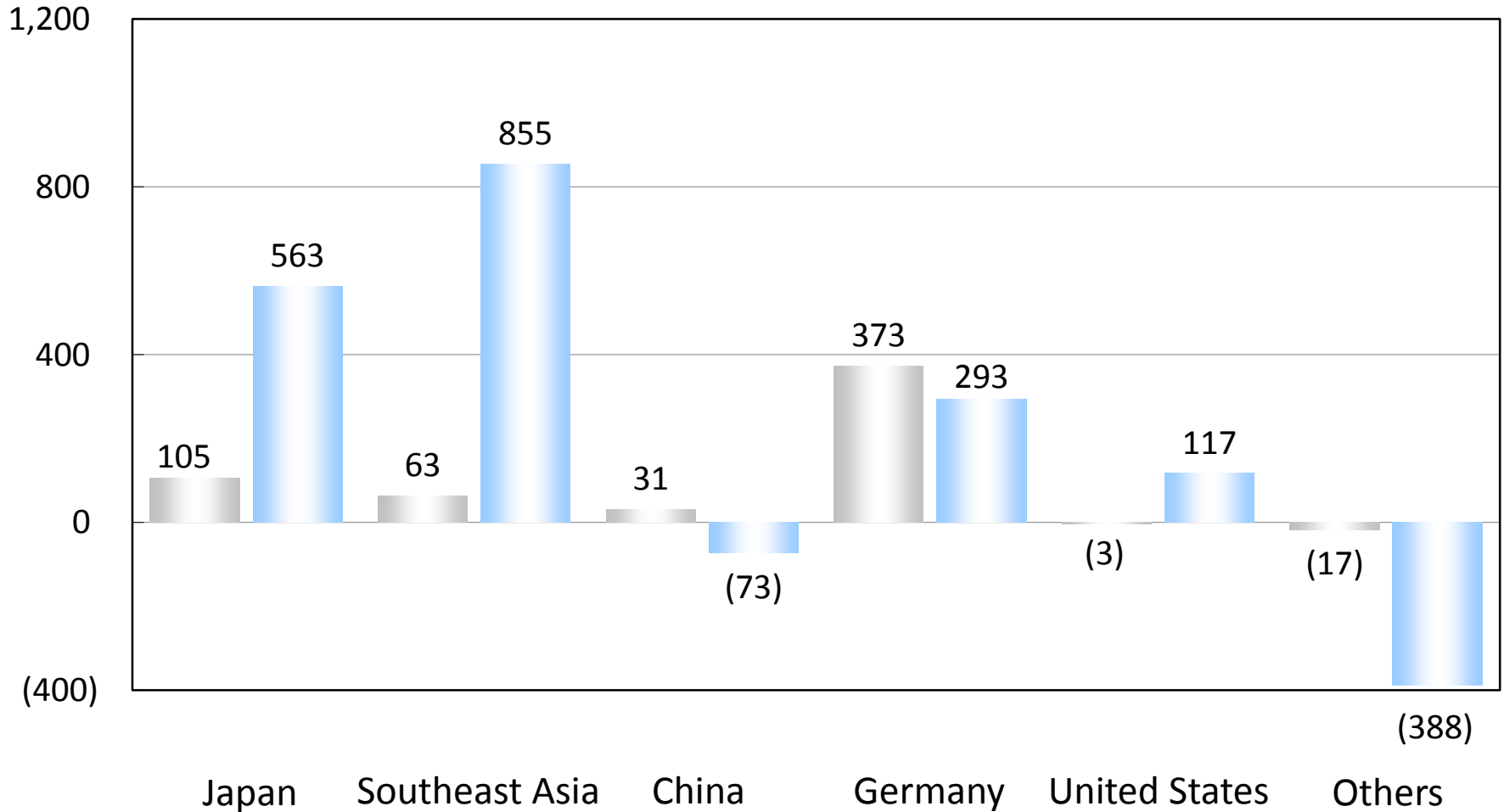


# Profit by segment (geographical area)

(unit: JPY million)

Apr. – Mar. 2015

Apr. – Mar. 2016



# Summary by segment (geographical area)



Japan

Sales	42,145 JPY mil.	4.3%
Ordinary Income	563 JPY mil.	432.7%

-Increased sales of cardiopulmonary equipment as well as launch of blood bags with leukocyte reduction filter raised net sales  
 -The influence of sales increase and cost reduction in addition to dividends received resulted in a profit



Southeast Asia

Sales	20,259 JPY mil.	8.0%
Ordinary Income	855 JPY mil.	1,239.5%

-Continued growth in the sales of apheresis kits for North America raised net sales  
 -Favorable currency impact on sales in foreign currency transaction resulted in a profit

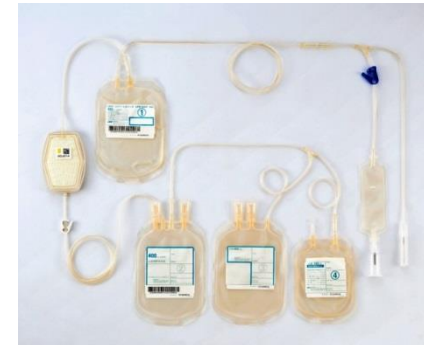


China

Sales	4,158 JPY mil.	6.7%
Ordinary loss	(73) JPY mil.	—%

-Strong sales of Infusion Set for Japan market raised net sales  
 -Unfavorable currency impact on the sales on a yen basis transaction resulted in a loss

( %: year-over-year )



## 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)



## Germany

Sales	3,318 JPY mil.	(2.3%)
Ordinary Income	293 JPY mil.	(21.4%)

-Increased sales of AV fistula needles for hemodialysis in Europe was offset by decrease of sales in yen equivalent by strong yen, reducing net sales  
 -Higher import cost with weak Euro resulted in a profit



## United States

Sales	3,133 JPY mil.	10.7%
Ordinary Income	117 JPY mil.	— %

-Strong sales of AV fistula needles for South and Central America market raised net sales  
 -The influence of reduced provision for allowance for doubtful accounts led to a profit



## Others

Sales	1,875 JPY mil.	1.8%
Ordinary loss	(388) JPY mil.	— %

( %: year-over-year )



### AV Fistula Needle

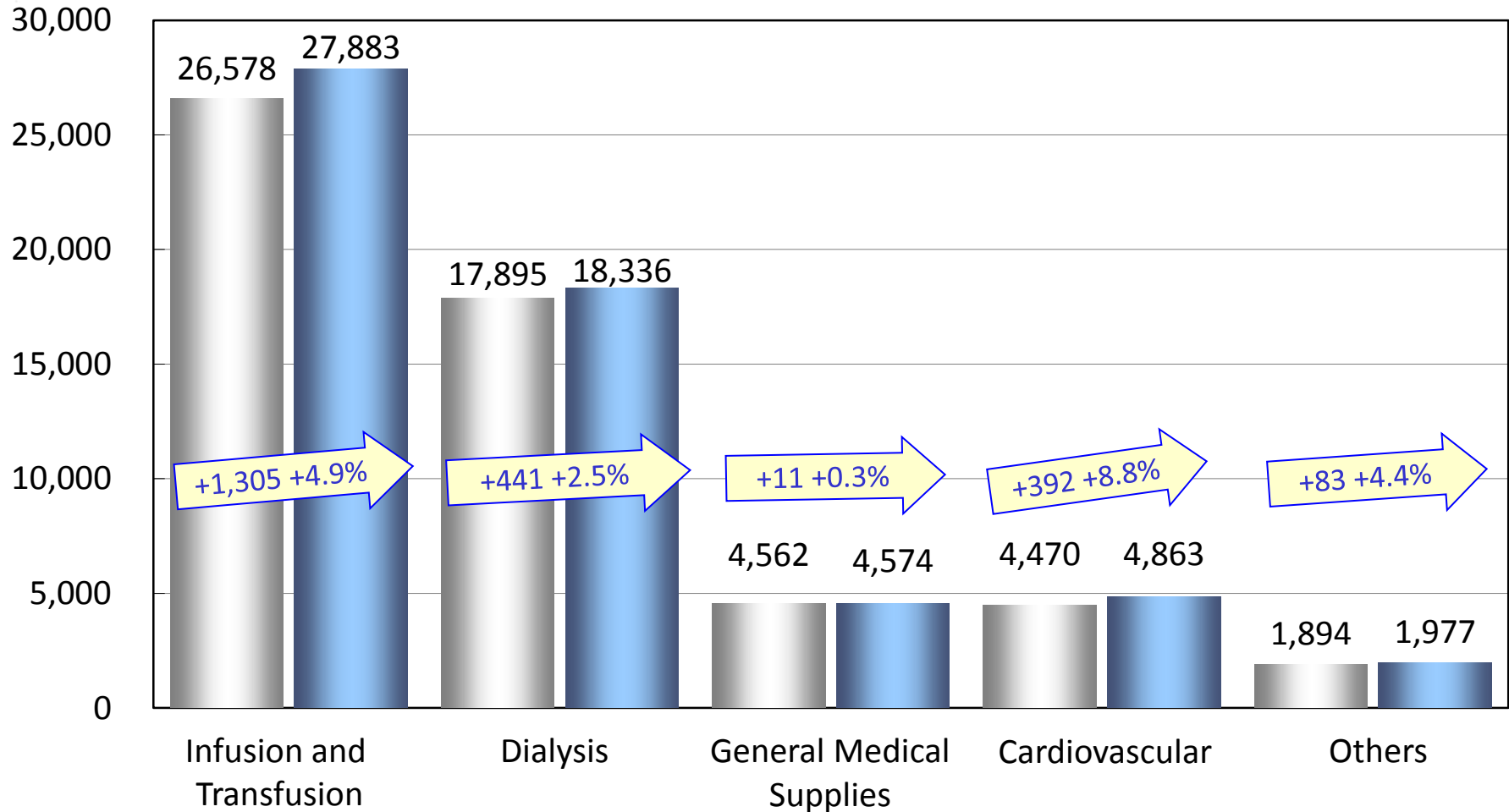
AV fistula needle is for pulling blood from a patient during a dialysis therapy.

# Sales by Business Segment

(unit: JPY million)

Apr. – Mar. 2015

Apr. – Mar. 2016



# Sales by Segment (Customer's Location)

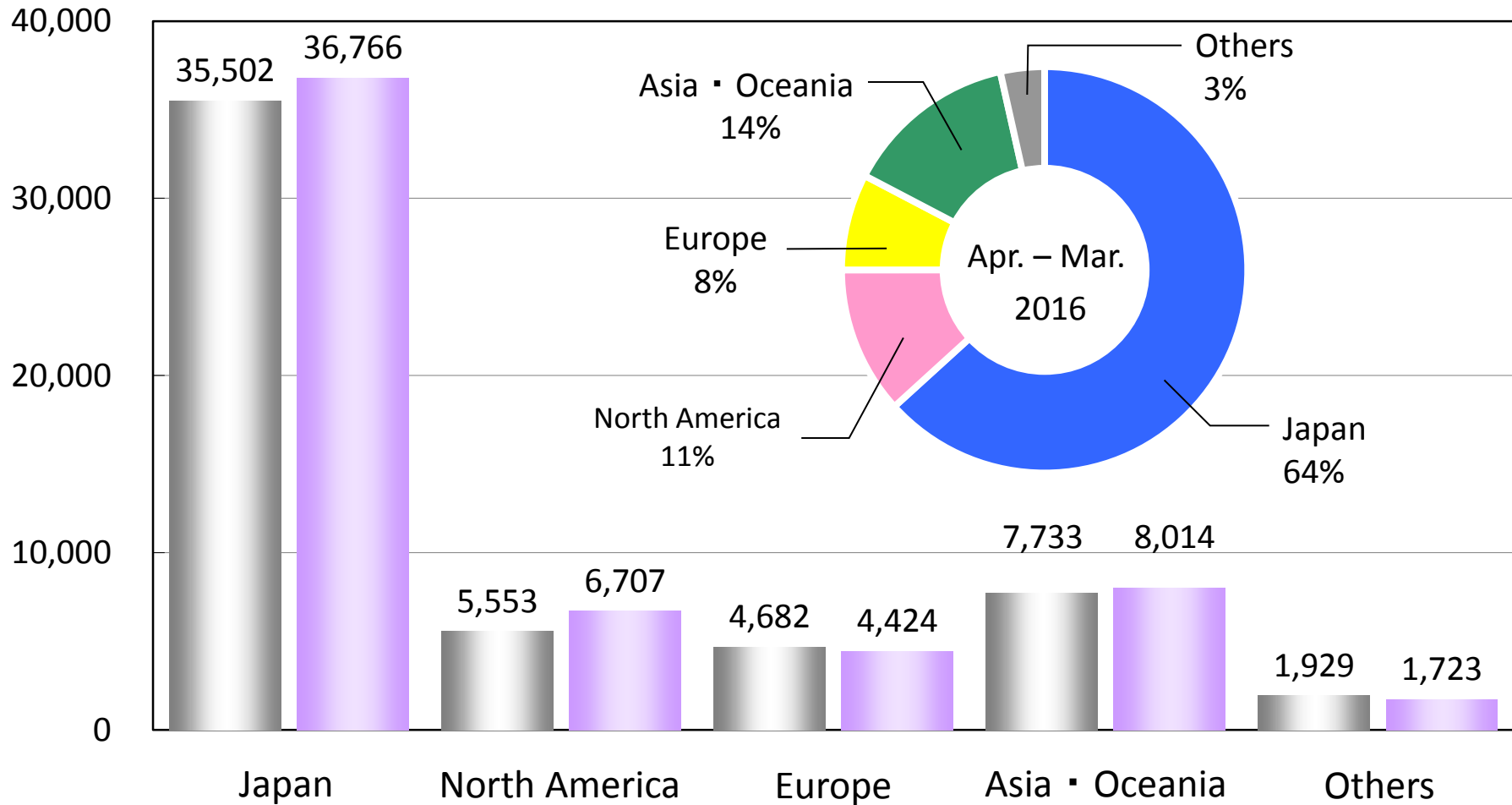
(unit: JPY million)



Apr. - Mar. 2015



Apr. - Mar. 2016

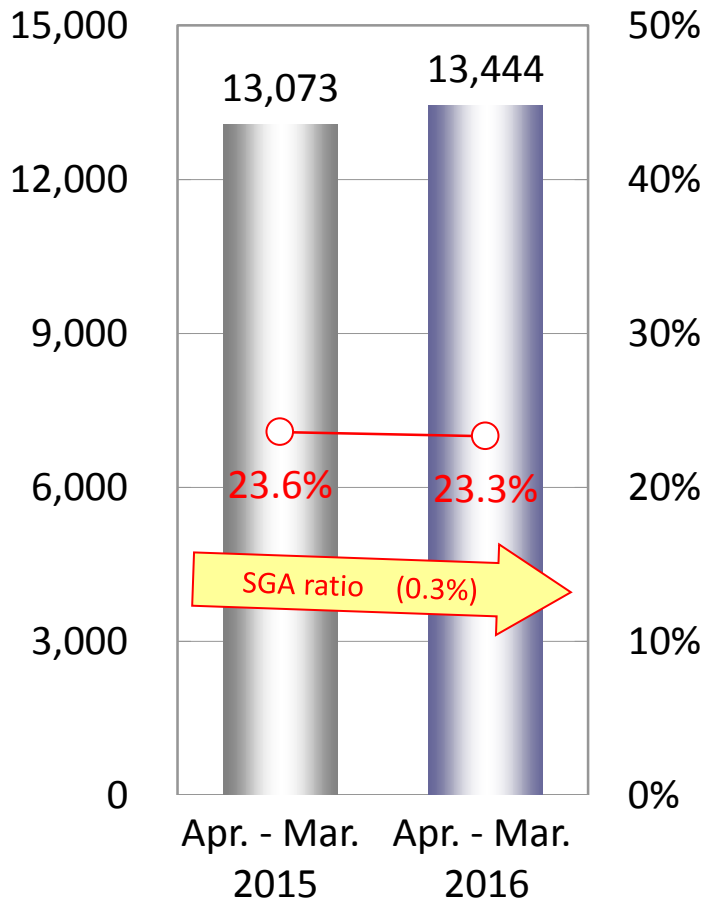




# Selling, General and Admin. Expenses



(unit: JPY million)



(unit: JPY million)

	Apr. - Mar. 2015	Apr. - Mar. 2016	Diff.	Year-over-Year
Labor Cost	5,669	5,780	111	2.0%
Transport	1,581	1,647	66	4.2%
R & D	1,215	1,258	42	3.5%
Depreciation	428	412	(15)	(3.7%)
Others	4,178	4,346	167	4.0%
<b>Total</b>	<b>13,073</b>	<b>13,444</b>	<b>371</b>	<b>2.8%</b>

# Ordinary Income: Compared with the previous year



(unit: JPY million)



Ordinary Income  
Apr.-Mar. 2015

373



820

Ordinary income increased  
JPY 879 million

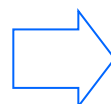
Increase of  
Gross Profit

Increase of SGA

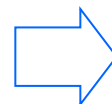
Increase of  
Non-operating profit

Impact of  
Exchange rate

(287)



25



320

Ordinary Income  
Apr.-Mar. 2016

1,252

The underlined figures exclude impact of exchange rate.

# Forecast for FYE Mar. 2017



(unit: JPY million)

	FYE Mar. 2016 Result	FYE Mar. 2017 Forecast	Year-over-Year
Sales	57,636	58,000	0.6%
Operating Income	1,422	1,100	(22.7%)
Ordinary Income	1,252	1,100	(12.2%)
Profit attributable to owners of parent	754	600	(20.5%)
Net Income per share	JPY 15.48	JPY 12.31	---

## Exchange Rate (average during period)

US Dollar	120.14	110.00	---
Euro	134.31	125.00	---
Singapore Dollar	86.70	82.00	---

Influence of appreciation of the yen, reduction in reimbursement price, and depreciation burden due to new plant establishment and plant extension is estimated. Strive to develop to the business promptly with increased production capacity.

# Topics < Apr. 2016 – May. 2016 >



- Holding the completion ceremony of the new facility of Izumo Plant.  
May. 6, 2016
- Holding the inauguration ceremony of JMS Healthcare PHL, Inc. .  
Apr. 25, 2016



Izumo Plant

A white building of the top right corner the new facility



JMS Healthcare PHL, Inc.



## 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.