



Financial Statements  
for the 2<sup>nd</sup> quarter of fiscal year ending March 31, 2017  
(From Apr. 1, 2016 to Sep. 30, 2016)

## Summary of consolidated results

**JMS Co., Ltd.**

Company Code No. 7702

November 10, 2016

# Highlights in Business Results



(unit: JPY million)

	Apr. - Sep. 2015 Results	Apr. - Sep. 2016		Diff.	Year -over- Year	Diff. from forecast
		Previous Forecast	Results			
Sales	28,147	28,500	27,526	(621)	(2.2%)	(3.4%)
Operating Income	523	500	592	69	13.2%	18.6%
Ordinary Income	430	500	699	268	62.5%	39.9%
Profit attributable to owners of parent	288	300	409	121	42.2%	36.6%
Net Income per share	JPY 5.91	JPY 6.15	JPY 8.41	---	---	---

Exchange Rate (average during period)  (unit: JPY)	US Dollar	121.80	110.00	105.29
	Euro	134.17	125.00	124.62
	Singapore Dollar	89.13	82.00	77.65

**Decreased in sales, but increased in profit(2nd straight year) for the 2nd Quarter of FYE Mar. 2017**

Sales	Japan	-Increased sales of Enteral nutrition system products -Increased sales of Blood bags with leukocyte reduction filter
	Overseas	-Continued growth in the sales of apheresis kits -Adverse influence of the strong yen in foreign currency translation

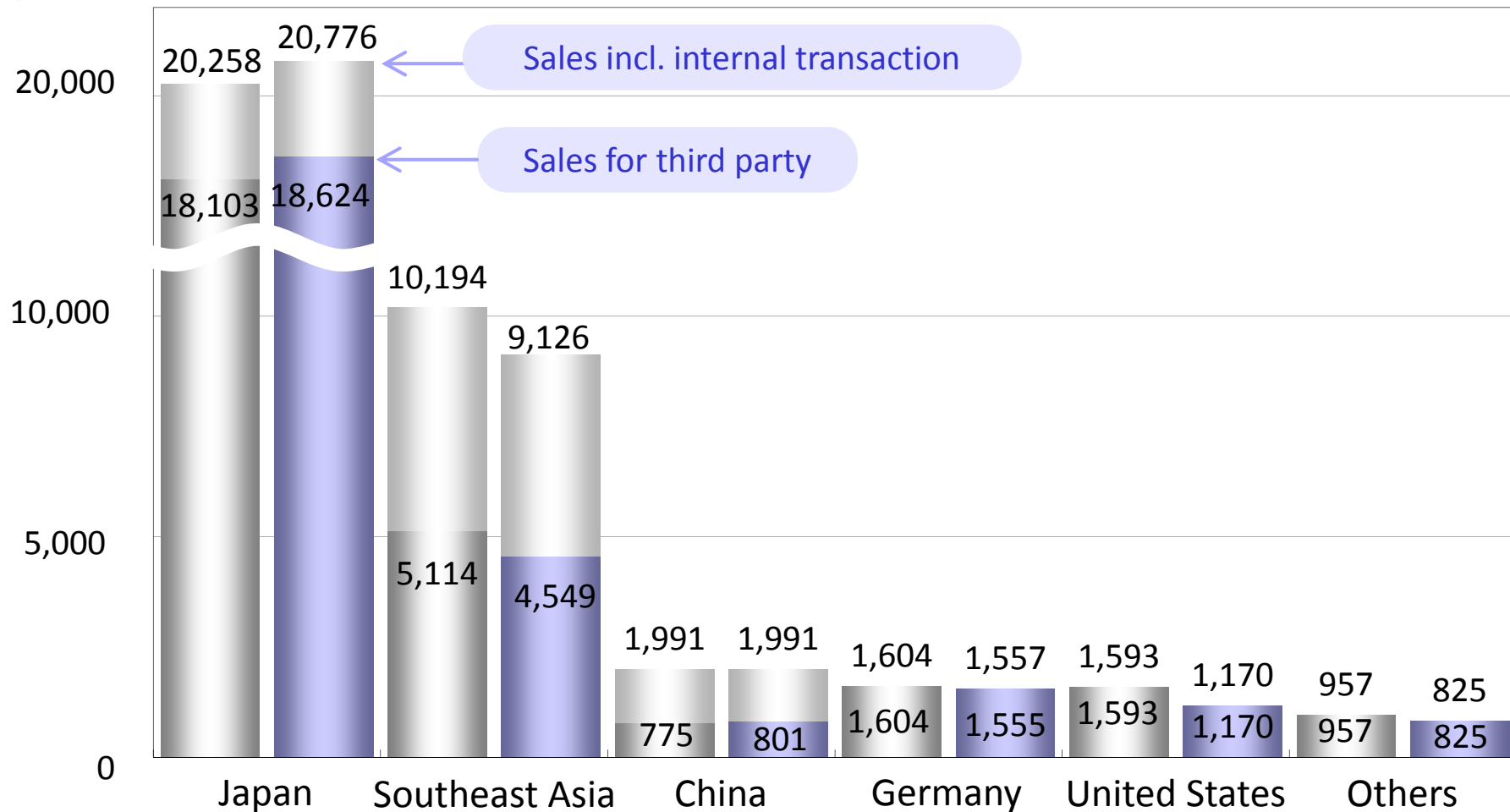
Profit	-Improvement of profitability, due to sales increase of high-value-added products -Increase in profit, despite the increase of depreciation burden for large-scale investment
Dividend forecast	-Interim dividend: JPY 4 per share

# Sales by segment (geographical area)

(unit: JPY million)

Apr. – Sep. 2015

Apr. – Sep. 2016

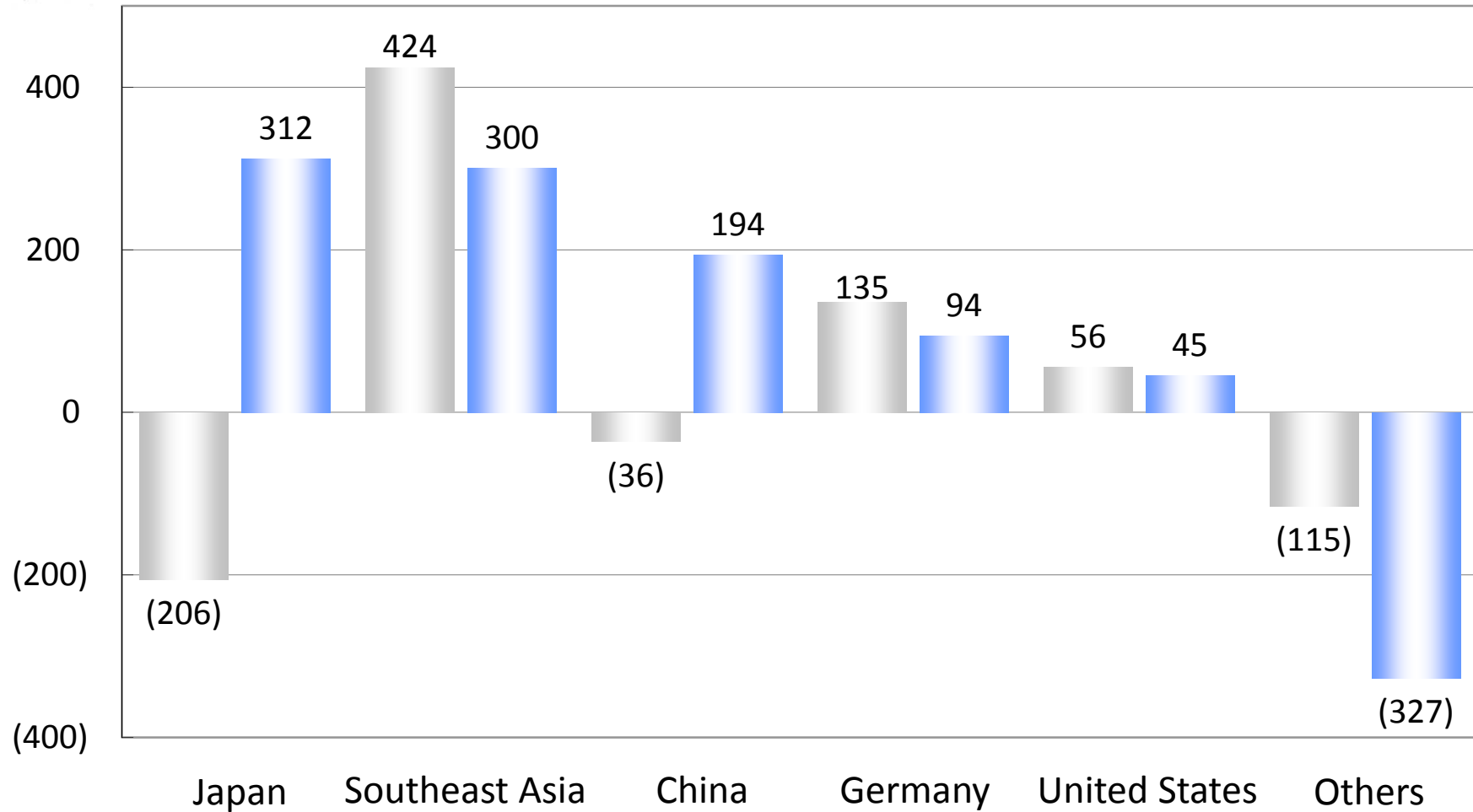


# Profit by segment (geographical area)

(unit: JPY million)


Apr. – Sep. 2015

Apr. – Sep. 2016



# Summary by segment (geographical area)


?: year-over-year



**Japan**

Sales	20,776 JPY mil.	2.6%
Ordinary Income	312 JPY mil.	—%


-Increased sales of Enteral nutrition system products raised net sales



**Southeast Asia**

Sales	9,126 JPY mil.	(10.5%)
Ordinary Income	300 JPY mil.	(29.3%)

-Continued growth in the sales of apheresis kits for North America was offset by decrease in yen translation with strong yen, reducing net sales



**China**

Sales	1,991 JPY mil.	0.01%
Ordinary Income	194 JPY mil.	—%

-Increased sales of Infusion Set for Japan market was offset by decrease in yen translation with strong yen, raising net sales

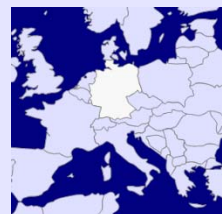


## Enteral Nutrition Systems

Enteral Nutrition Systems is designed for use when providing nutrition treatment (which uses a tube to send nutrients directly into the patient's body) to patients who have difficulty absorbing nutrients through standard meals.

## Summary by segment (geographical area)

?: year-over-year



Germany

Sales	1,557 JPY mil.	(2.9%)
Ordinary Income	94 JPY mil.	(30.3%)

-Increased sales of AV fistula needles for the domestic market was offset by decrease in yen translation with strong yen, reducing net sales



United States

Sales	1,170 JPY mil.	(26.6%)
Ordinary Income	45 JPY mil.	(20.4%)

-Weak sales of AV fistula needles for North America market reduced net sales



Others

Sales	825 JPY mil.	(13.8%)
Ordinary Income	(327) JPY mil.	— %



### AV Fistula Needle

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

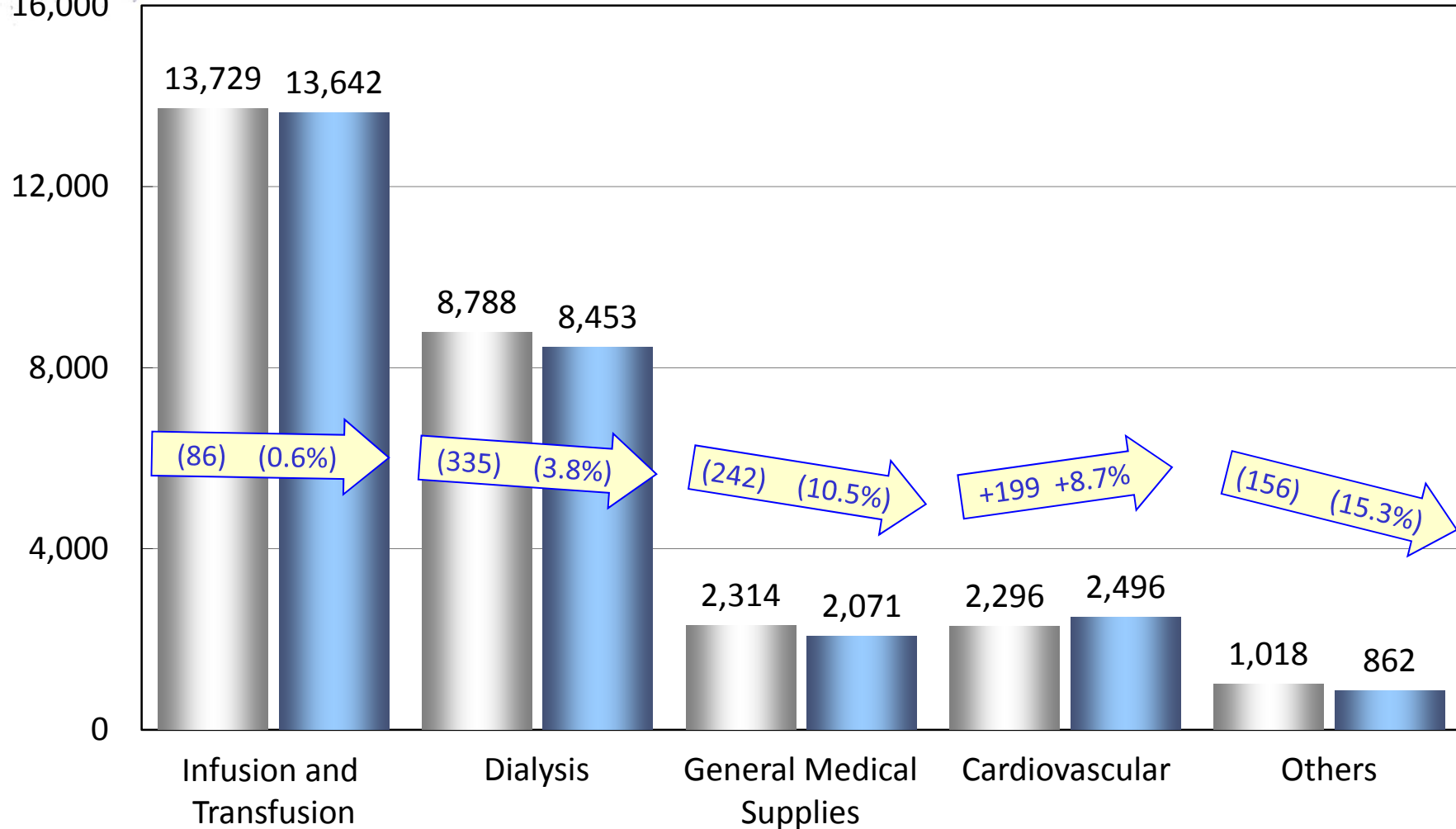
# Sales by Business Segment



(unit: JPY million)  
16,000

Apr. – Sep. 2015

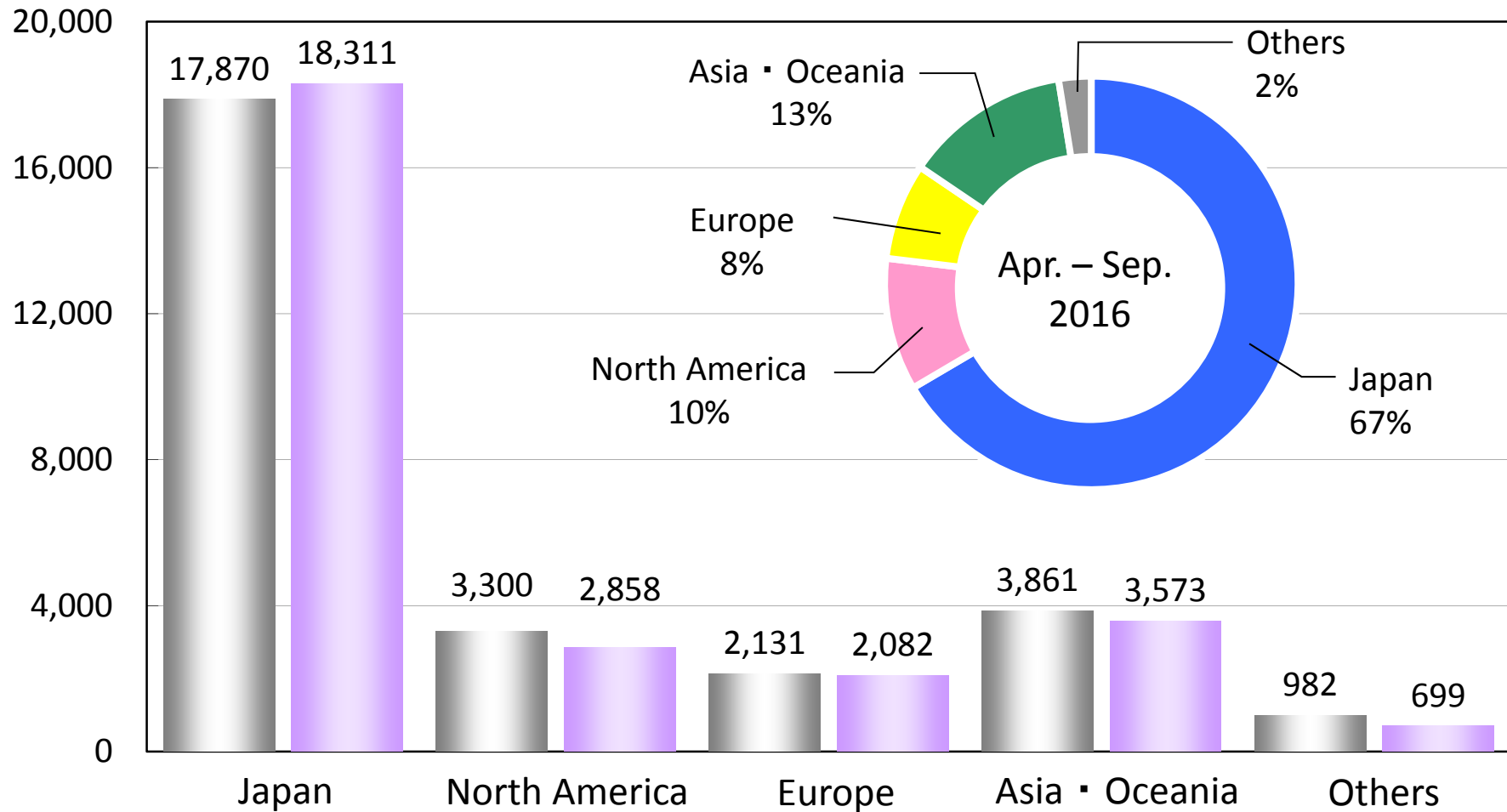
Apr. – Sep. 2016



# Sales by Segment (Customer's Location)

Apr. – Sep. 2015
  Apr. – Sep. 2016

(unit: JPY million)

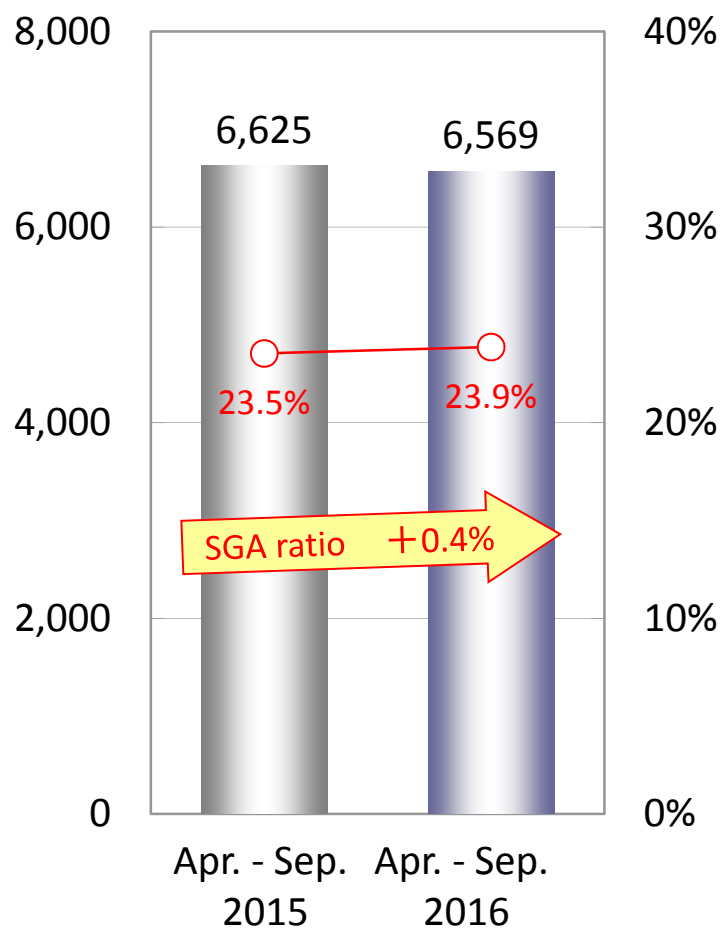




# Selling, General and Admin. Expenses



(unit: JPY million)



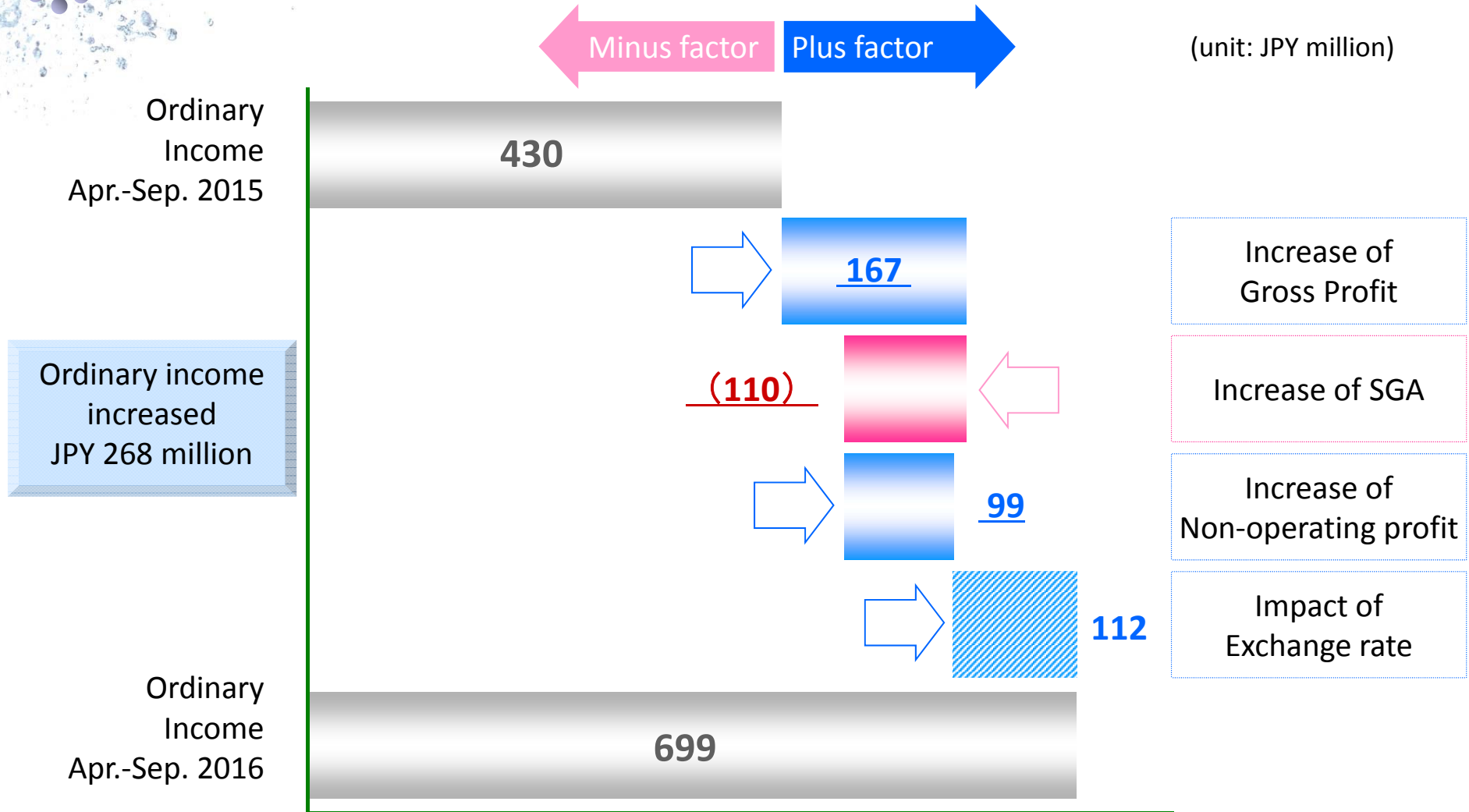
(unit: JPY million)

	Apr. - Sep. 2015	Apr. - Sep. 2016	Diff.	Year-over-Year
Labor Cost	2,900	2,870	(30)	(1.0%)
Transport	810	778	(32)	(4.0%)
R & D	570	646	75	13.2%
Depreciation	204	195	(9)	(4.4%)
Others	2,138	2,078	(60)	(2.8%)
<b>Total</b>	<b>6,625</b>	<b>6,569</b>	<b>(55)</b>	<b>(0.8%)</b>

# Ordinary Income: Compared with the previous year



(unit: JPY million)



The underlined figures exclude impact of exchange rate.

# Forecast for FYE Mar. 2017



(unit: JPY million)

	FYE Mar. 2016 Result	FYE Mar. 2017 Forecast		
		Previous Forecast	New Forecast	Year -over- Year
Sales	57,636	58,000	56,000	(2.8%)
Operating Income	1,422	1,100	1,100	(22.7%)
Ordinary Income	1,252	1,100	1,200	(4.2%)
Profit attributable to owners of parent	754	600	900	19.3%
Net Income per share	JPY 15.48	JPY 12.31	JPY 18.47	---

## Exchange Rate (average during period)

US Dollar	120.14	110.00	105.00
Euro	134.31	125.00	119.00
Singapore Dollar	86.70	82.00	76.00

Consolidated business forecast for the fiscal year ending March 31, 2017 has been revised, due to the above mentioned business results.

# Topics < Apr. 2016 – Oct. 2016 >

※Announcement date

-Launching new product “Oxia ACF” , Filter -integrated membrane oxygenator

Jul. 21, 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



「Oxia ACF」



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.