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3rd Quarter Financial Results for FYE June, 2012

May 15, 2012

(Securities code : 7747

2nd section of the Tokyo Stock Exchange,
2nd section of the Nagoya Stock Exchange,)



FYE 6/2012 Q3 YTD Main Points (Consolidated)

■ Net sales 10,968 million yen ($\Delta 8.9\%$ over last year same period)

- Decreased being influenced by Thailand Flooding, High Yen Valuation, Stock Purchase for Direct Business etc., while in-market demands remain firm.

Increase of income factor	}	<ul style="list-style-type: none"> - Sales in Medical Business increased, especially at EU market. Brisk Transition from change of distributors. - Impact of Thailand flooding from Q2
Decrease in income factor	}	<ul style="list-style-type: none"> - Adjustment of cutback of supply for domestic direct sales due to distributor inventory reduction, in-hospital stock purchase (return goods). - Unfavorable exchange rates (high yen, cheap dollar and Euro), led to drop in sales ($\Delta 230$million yen)

■ Operating and Ordinary Incomes will exceed the plan, despite influences by Thailand Flooding, High Yen Valuation, Stock Purchase for Direct Business, etc.

- Gross profit 7,518 million yen ($\Delta 7.3\%$ over last year same period) (gross margin 68.5%, 1.2points over last FY)
 - Fixed costs incurred by halt of operations in Thailand factory due to flooding accounted as Extraordinary losses.
- Operating income 1,781 million yen ($\Delta 37.7\%$ over last year same period)
 - Increase of R&D cost as part of project to strengthen R&D (1,347 million yen) (increase of 60 million yen over last year same period, 12.3% sales increase)
 - Increase in expenses related to developing sales channels, etc.
- Ordinary income 1,915 million yen ($\Delta 32.3\%$ over last year same period)
 - Non-operating income 95 million yen due to exchange rate (last period' foreign exchange loss 62 million yen)
- Net income (Q3 YTD) 418 million yen ($\Delta 77.8\%$ over last year same period)
 - Insurance payments due to natural disaster accounted as Extraordinary gains (1,071 million yen)
 - Losses incurred by natural disaster accounted as Extraordinary losses (2,207 million yen)
 - ※ "Disaster insurance income " and "Loss due to disaster" do not reflect monetary amount; they reflect only accounting of partial values understood to this point.



Highlight

	FYE 6/2011 Q3 YTD		FYE 6/2012 Q3 YTD			
	Amount (mil.yen)	Ratio (%)	Amount (mil.yen)	Ratio (%)	Year on year	
					Changes (mil.yen)	Changes (%)
Net sales	12,039	100.0	10,968	100.0	△1,070	△8.9
Gross profit	8,109	67.4	7,518	68.5	△590	△7.3
Operating income	2,859	23.8	1,781	16.2	△1,077	△37.7
Ordinary income	2,828	23.5	1,915	17.5	△912	△32.3
Net income (Q3 YTD)	1,883	15.6	418	3.8	△1,464	△77.8
EPS (JPY)	118.78	-	26.47	-	△92.31	-



Net Sales by Segment Division

	FYE 6/2011 Q3 YTD		FYE 6/2012 Q3 YTD			
	Amount (mil.yen)	Ratio (%)	Amount (mil.yen)	Ratio (%)	Changes (mil.yen)	Changes (%)
Medical	9,633	80.0	8,939	81.5	△693	△7.2
Device	2,405	20.0	2,028	18.5	△377	△15.7
Total amount	12,039	100.0	10,968	100.0	△1,070	△8.9

(Reference)

Medical Field	10,727	89.1	9,946	90.7	△781	△7.3
Industrial Field	1,311	10.9	1,021	9.3	△289	△22.1

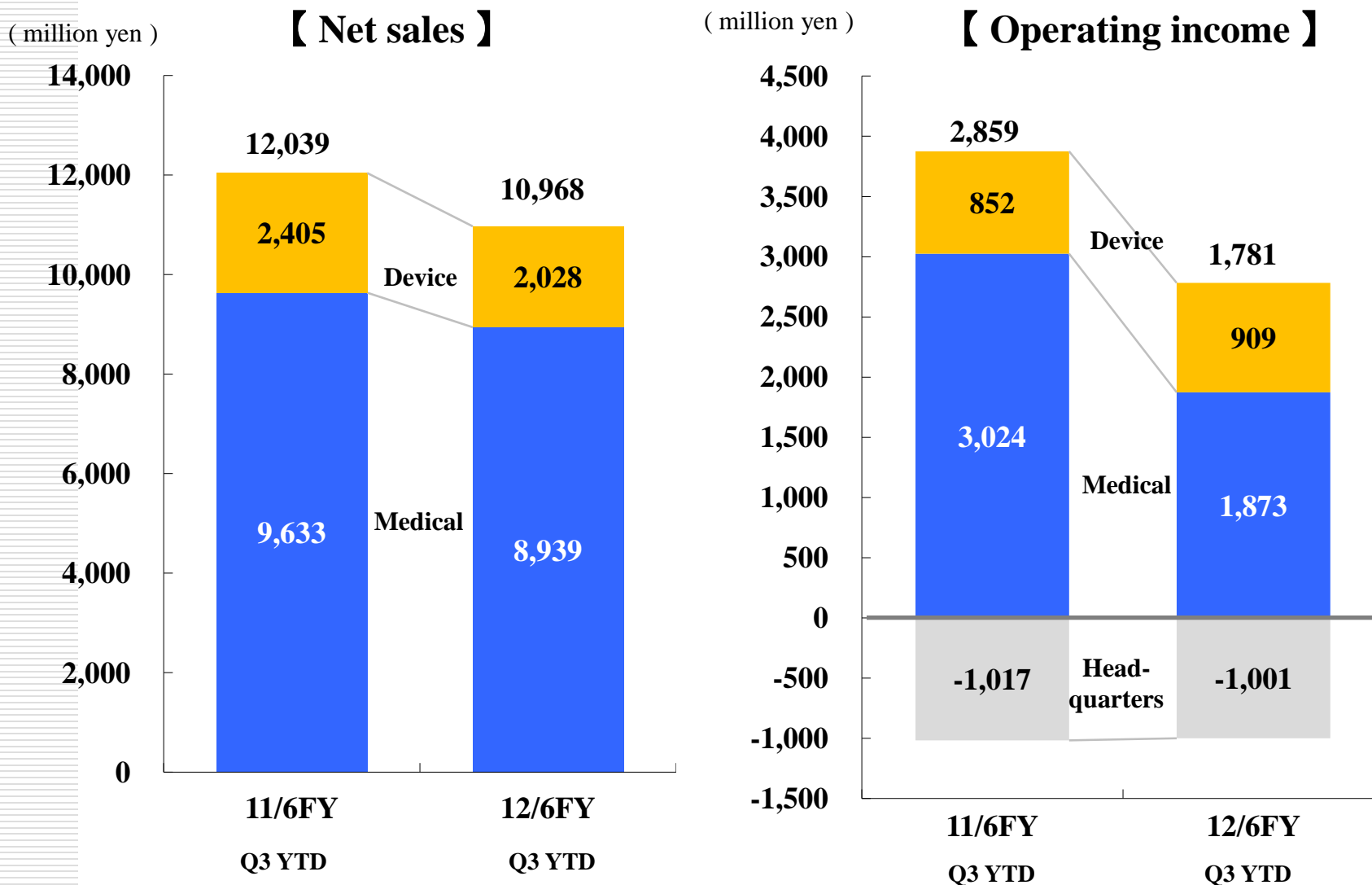


Operating Income by Segment Division

	FYE 6/2011 Q3 YTD		FYE 6/2012 Q3 YTD			
	Amount (mil.yen)	Ratio (%)	Amount (mil.yen)	Ratio (%)	Changes (mil.yen)	Changes (%)
Medical	3,024	78.0	1,873	67.3	Δ1,150	Δ38.1
Device	852	22.0	909	32.7	+56	+6.7
Subtotal	3,877	100.0	2,783	100.0	Δ1,094	Δ28.2
Erasing & Head quarters	Δ1,017	-	Δ1,001	-	+16	Δ1.6
Total Amount	2,859	-	1,781	-	Δ1,077	Δ37.7

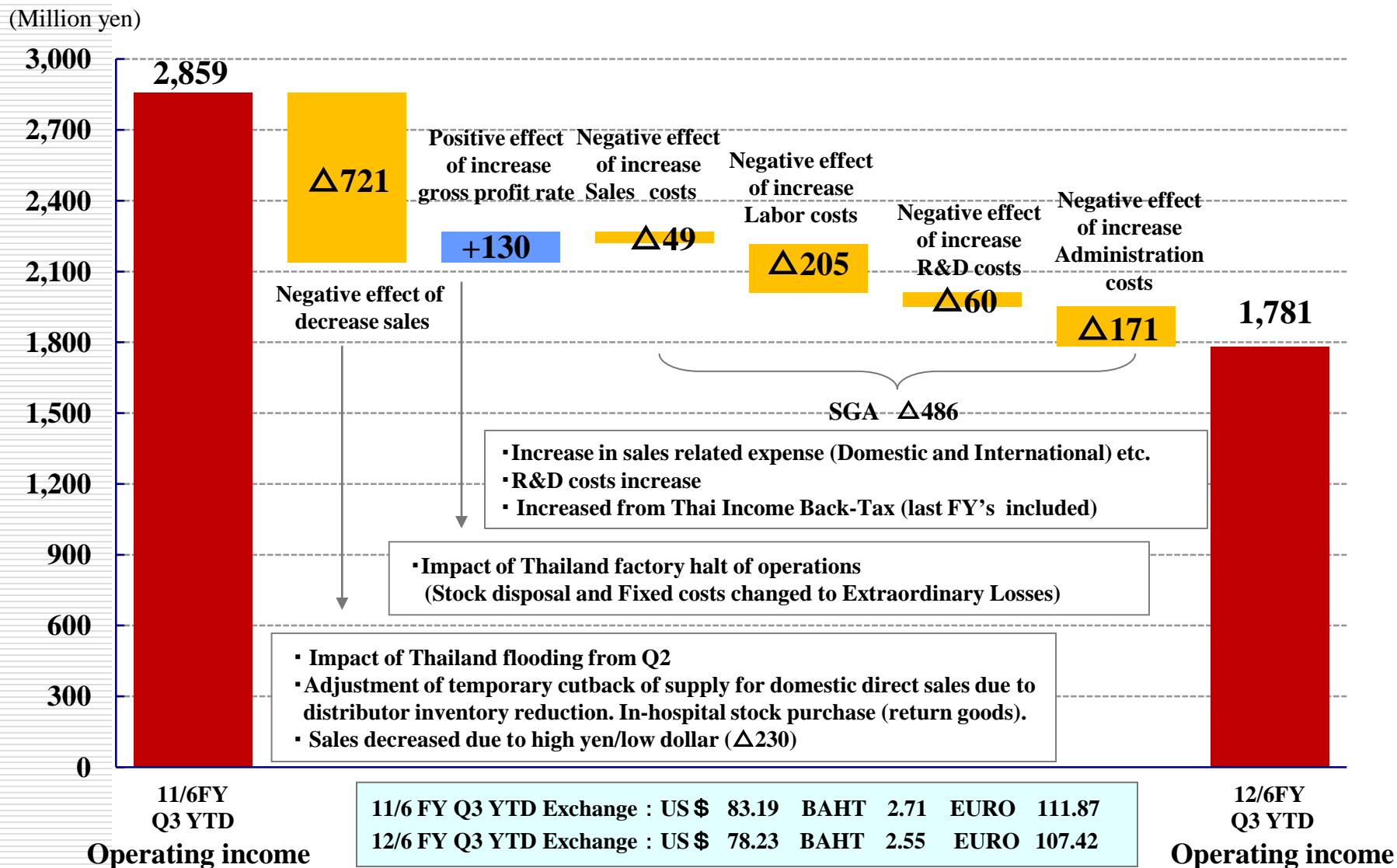


Earnings Performance by Segment Division





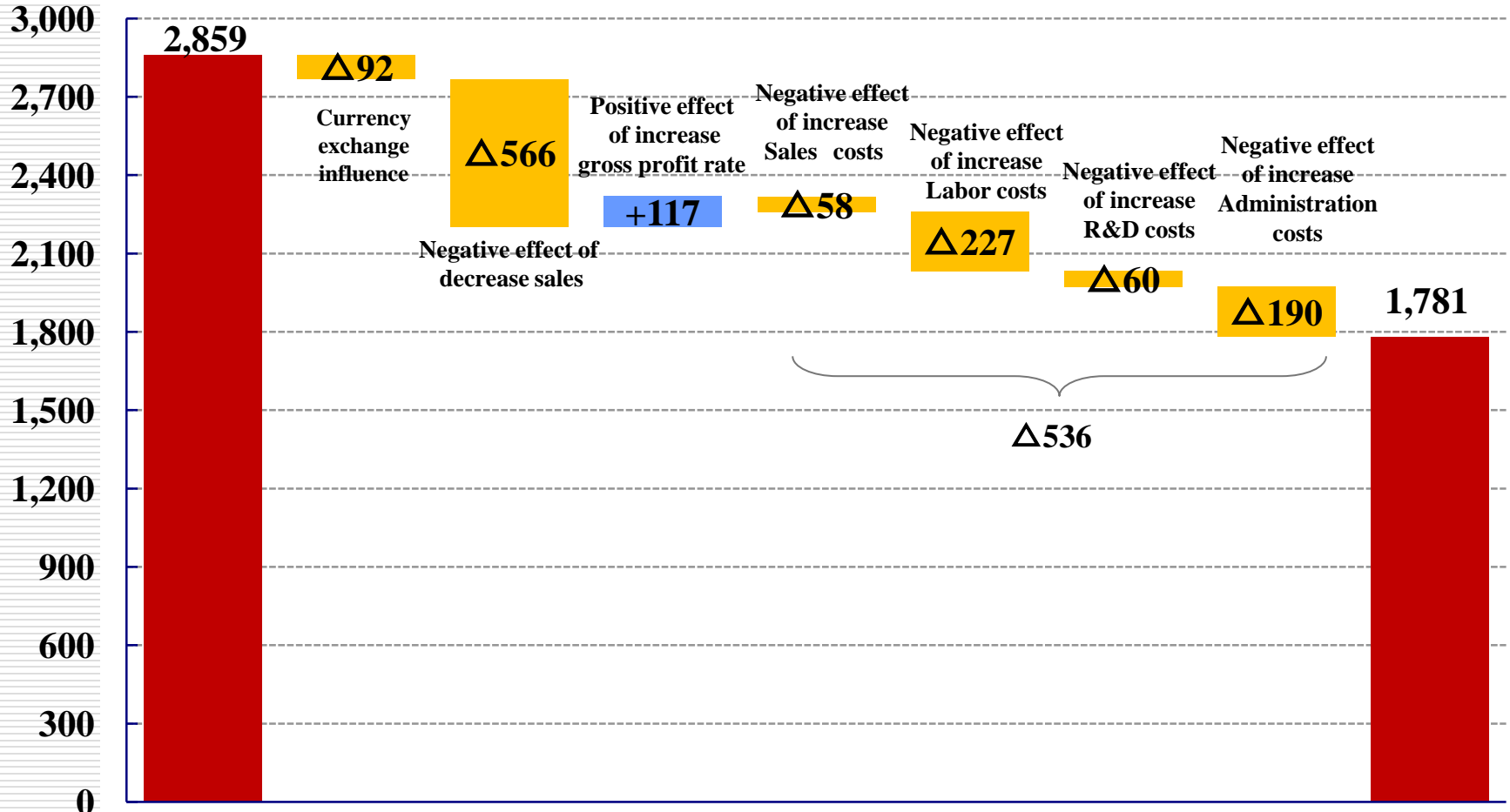
Attribution analysis of Operating Income – 1 (Exchange rate fluctuations included)





Attribution analysis of Operating Income – 2 (Exchange rate fluctuations excluded)

(Million yen)



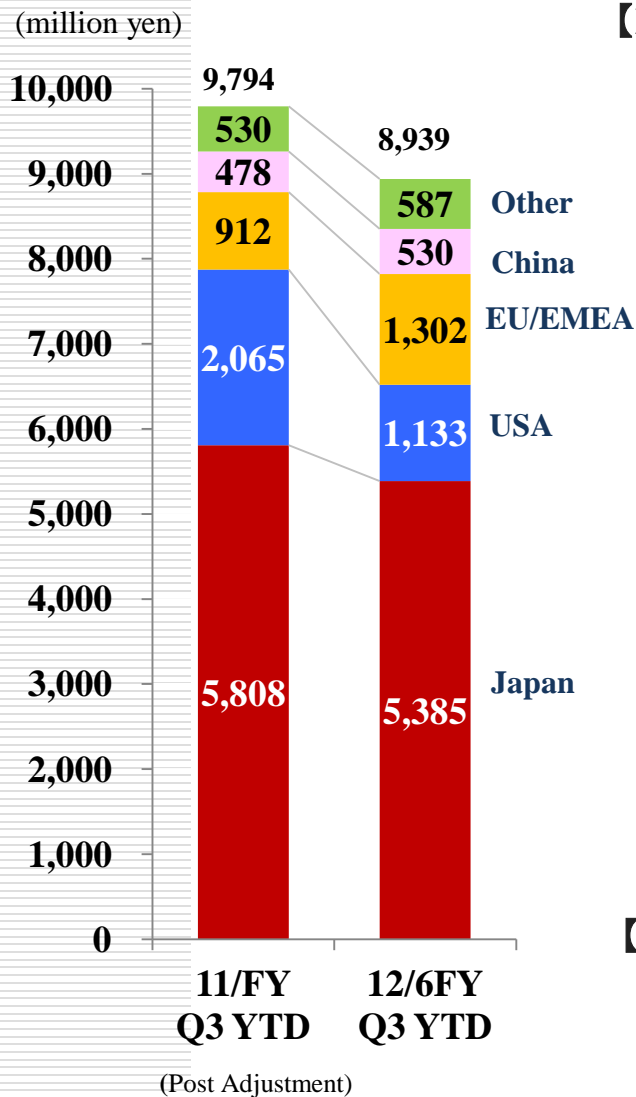
11/6FY
Q3 YTD
Operating income

11/6 FY Q3 YTD Exchange : US \$	83.19	BAHT	2.71	EURO	111.87
12/6 FY Q3 YTD Exchange : US \$	78.23	BAHT	2.55	EURO	107.42

12/6FY
Q3 YTD
Operating income



Per Segment by Medical Division (by Geography-1)



【Net Sales】

- **Japan** : Temporal decrease of sales due to direct business of PTCA GW
 - **PTCA-GW** : For domestic direct sales, in-hospital consignment owned by former distributor were purchased (returned goods) and distributor's in-house stock was adjusted downward. Thus, sales decreased temporarily, while in-market sales progressed well, mainly from "SION series"
 - Increases in sales of the Corsair Penetration Catheter
 - OEM Business (Endoscope related products) decreased due to Thailand Flooding.

- **Foreign** : Business progressed well especially in EU, despite being affected by high yen valuation. Temporary adjustment to US shipments caused by Thailand flooding
 - Unfavorable exchange rates (high yen, cheap dollar and Euro) ($\Delta 175$ million yen)
 - U S A : Weak dollar valuations and impact of Thailand factory flooding led to adjustment of supply of PTCA GW to Abbott
 - E U : Sales progressed well due to change of distributors of PTCA GW, despite being influenced from EURO currency depreciation.
 - China : PTCA GW business progressed well despite being affected by dollar depreciation and Thailand Flooding.

【 Operating income 】

- Sales decreased, then SGA increased from Sales-related Expenditure increase for preparation of direct business, R&D Expense increase for emphasized development. Thus profit decreased.



Per Segment by Medical Division (by Geography-2)

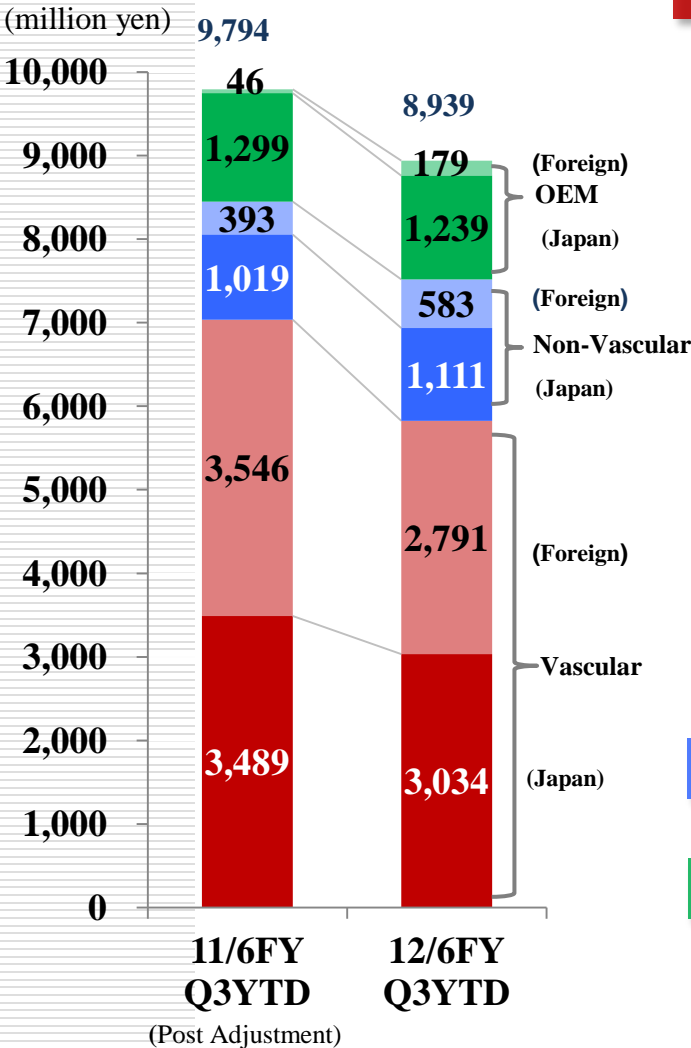
(million yen)

	11/6FY Q3 YTD		12/6FY Q3 YTD	(Post Adjustment) YOY	
	Pre Adjustment	Post Adjustment *		Changes (mil.yen)	Changes (%)
(Exchange rate : USD)	83.19		78.23	△4.96	△6.0
Net sales	9,633	9,794	8,939	△854	△8.7
Japan	5,737	5,808	5,385	△422	△7.3
Foreign	3,895	3,986	3,554	△432	△10.8
USA	1,974	2,065	1,133	△931	△45.1
EU/EMEA	912	912	1,302	+390	+42.8
China	478	478	530	+52	+10.9
Other	530	530	587	+57	+10.7
Operating income	3,024	—	1,873	△1,150	△38.1

* : (Post Adjustment) Adjustment due to segment reclassification of Asahi Intecc GMA CO., LTD.



Per Segment by Medical Division (by Treatment-1)



Vascular

- **Japan** : For domestic direct sales, in-hospital consignment owned by former distributor were purchased (returned goods) and distributor's in-house stock was adjusted to reduced. Thus, sales decreased temporarily, while in-market sales progressed well , mainly from "SION series"
- **Foreign** : Business progressed well especially in EU, despite being affected by high yen valuation. Temporary adjustment to US shipments caused by Thailand flooding
 - U S A : Weak dollar valuations and impact of Thailand factory flooding led to adjustment of supply of PTCA GW to Abbott
 - E U : Sales progressed well due to change of distributors of PTCA GW, despite being influenced from EURO currency depreciation.
 - China : PTCA GW business progressed well despite being affected by dollar depreciation and Thailand Flooding.

Non-Vascular

- **Main increases in peripheral and abdominal vessel devices**

OEM

- **Japan** : Decreased of Endoscope related products due to Thailand Flooding.
- **U S A** : OEM Business of cardio vascular mini-guide wires increased.



Per Segment by Medical Division (by Treatment-2)

(million yen)

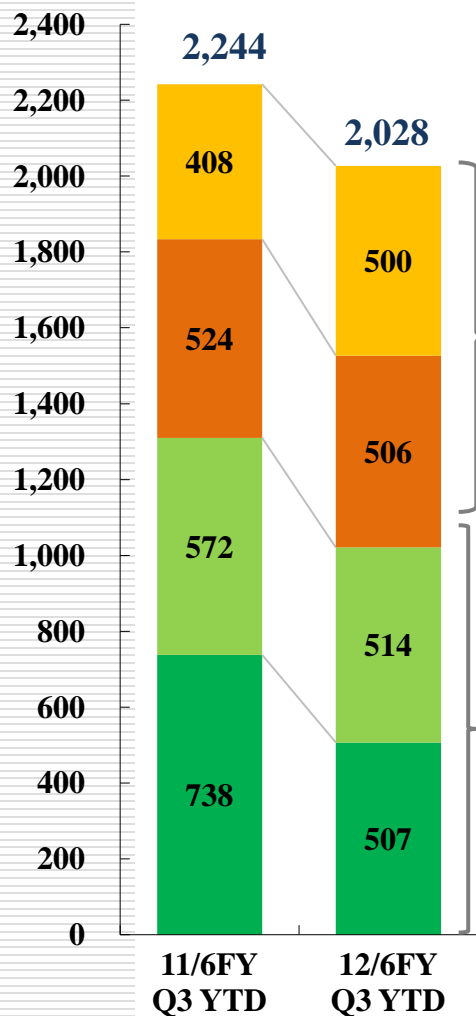
	11/6FY Q3 YTD		12/6FY Q3 YTD	(Post Adjustment) YOY	
	Pre Adjustment	Post Adjustment *		Changes (mil.yen)	Changes (%)
(Exchange rate : USD)	83.19		78.23	△4.96	△6.0
Net sales	9,633	9,794	8,939	△854	△8.7
Japan	5,737	5,808	5,385	△422	△7.3
Foreign	3,895	3,986	3,554	△432	△10.8
Vascular	7,036	7,036	5,825	△1,211	△17.2
Japan	3,489	3,489	3,034	△455	△13.1
Foreign	3,546	3,546	2,791	△755	△21.3
Non-Vascular	1,251	1,412	1,694	+281	+19.9
Japan	948	1,019	1,111	+92	+9.0
Foreign	302	393	583	+189	+48.2
OEM	1,345	1,345	1,419	+74	+5.6
Japan	1,299	1,299	1,239	△59	△4.6
Foreign	46	46	179	+133	+290.9

* : (Post Adjustment) Adjustment due to segment reclassification of Asahi Intecc GMA CO., LTD.



Per Segment by Device Division -1

(million yen)



【Net Sales】

- High yen valuations ($\Delta 54$ million yen) and stoppage of supply due to Thailand factory flooding led to loss.

Medical Components

- Increase in components to US for vascular diagnostic devices.

Industrial Components

- Parts supply for Overseas OA apparatus market increased.

- Due to halt of operations at the Thailand factory due to flooding, some orders were subcontracted to other manufacturers and others were put on back order, leading to overall loss in sales

【Operating income】

- Increase in inter-segment transactions and decrease of sales and fixed costs led to overall gain

(Post Adjustment)



Per Segment by Device Division -2

(million yen)

	11/6FY Q3 YTD		12/6FY Q3 YTD	(Post Adjustment) YOY	
	Pre Adjustment	Post Adjustment *		Changes (mil.yen)	Changes (%)
(Exchange rate : USD)	83.19		78.23	Δ4.96	Δ6.0
Net sales	2,405	2,244	2,028	Δ215	Δ9.6
Japan	1,333	1,263	1,013	Δ249	Δ19.7
Foreign	1,072	981	1,014	+33	+3.4
Medical Components	1,094	933	1,006	+73	+7.9
Japan	595	524	506	Δ18	Δ3.5
Foreign	499	408	500	+91	+22.4
Industrial Components	1,311	1,311	1,021	Δ289	Δ22.1
Japan	738	738	507	Δ231	Δ31.3
Foreign	572	572	514	Δ58	Δ10.1
Operating income	852	—	909	+56	+6.7

* : (Post Adjustment) Adjustment due to segment reclassification of Asahi Intecc GMA CO., LTD.



Reference : P/L

	FYE 6/2011 Q3 YTD		FYE 6/2012 Q3 YTD			
	Amount (mil.yen)	Ratio (%)	Amount (mil.yen)	Ratio (%)	Changes (mil.yen)	The main comparison factors
Net sales	12,039	100.0	10,968	100.0	△1,070	Temporary adjustment caused by Thailand flooding Supply adjustment for domestic direct business and returned goods. Unfavorable exchange rates △230 million yen
Cost of Sales	3,929	32.6	3,450	31.5	△479	Thailand factory fixed costs changed to Extraordinary losses for duration of halted operations
Gross profit	8,109	67.4	7,518	68.5	△590	
SGA	5,249	43.6	5,736	52.3	+486	Increase in sales costs and R&D costs
Operating income	2,859	23.8	1,781	16.2	△1,077	
Non-operating income	83	0.7	183	1.7	+99	Foreign exchange gain +95
Non-operating expense	114	0.9	48	0.4	△65	Foreign exchange loss △62
Ordinary income	2,828	23.5	1,915	17.5	△912	
Extraordinary gain	2	-	1,091	9.9	+1,088	Disaster insurance income for Thailand Flooding 1,071million yen
Extraordinary loss	299	2.5	2,328	21.2	+2,028	Loss due to disaster by Thailand flooding 2,207million yen
Net income	1,883	15.6	418	3.8	△1,464	
Comprehensive income	1,981	16.5	529	4.8	△1,451	

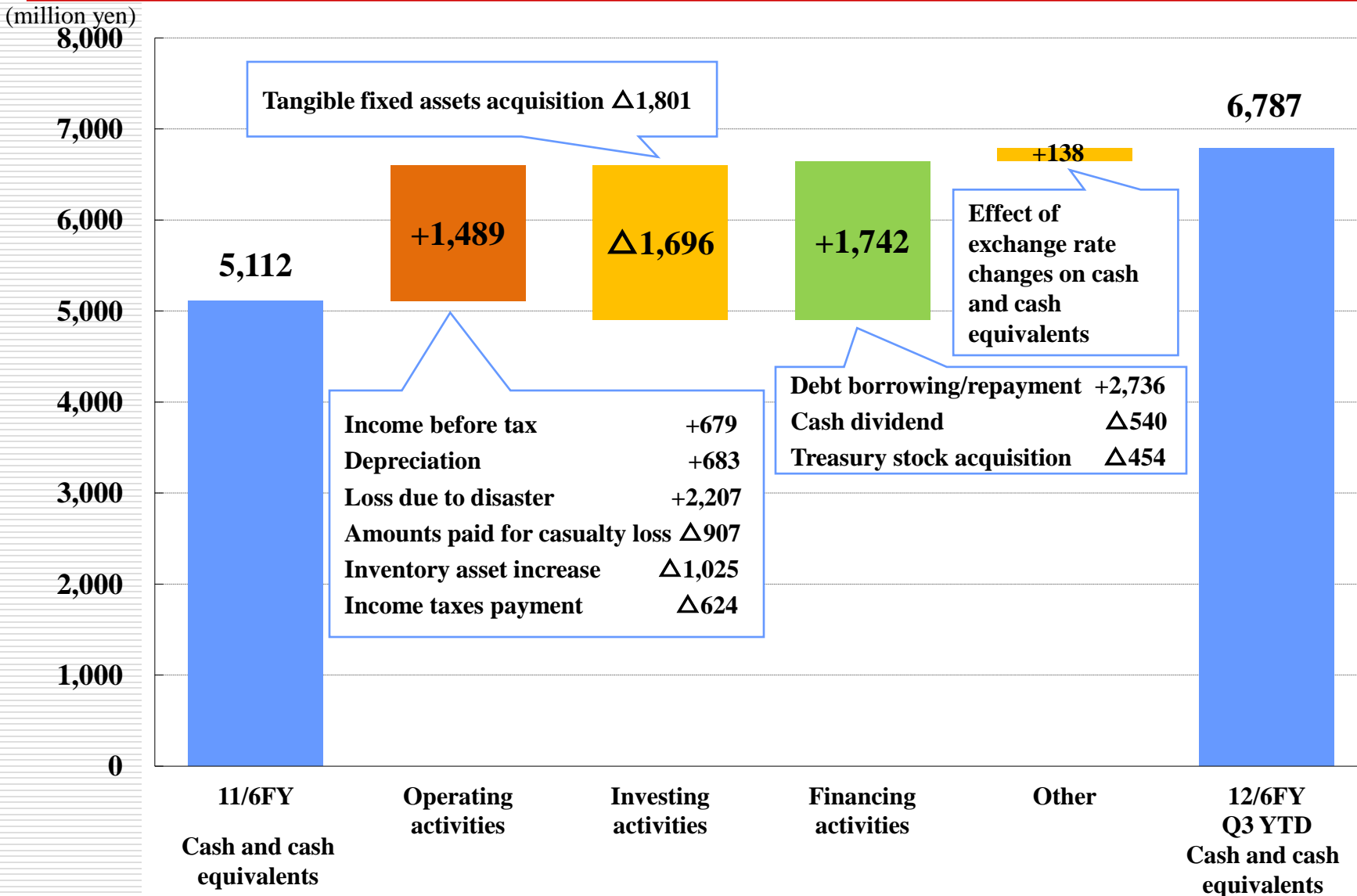


Reference : B/S

		FYE 6/2011		FYE 6/2012 Q3 YTD			
		Amount (mil.yen)	Ratio (%)	Amount (mil.yen)	Ratio (%)	Changes (mil.yen)	The main comparison factors
Assets	Current assets	13,687	56.4	16,487	59.5	+2,800	Cash and deposits +2,427 Negotiable certificate of deposit Δ 750 Inventory assets +547 Other, mainly premium in arrears +619
	Fixed assets	10,592	43.6	11,222	40.5	+629	Tangible fixed assets +797 Investments and other assets Δ 98
Total assets		24,280	100.0	27,710	100.0	+3,430	
Liabilities	Current liabilities	5,103	21.0	7,029	25.4	+1,926	Accounts payables +286 Short-term debt +760 Provision for loss on disaster +380 Other +455
	Fixed liabilities	4,278	17.6	6,218	22.4	+1,939	Long-term debt +1,992
Total liabilities		9,381	38.6	13,247	47.8	+3,866	
Total net assets		14,898	61.4	14,462	52.2	Δ 435	Treasury stock Δ 454
Total liabilities & net assets		24,280	100.0	27,710	100.0	+3,430	



Reference : C/F





Caution Regarding Information Presented

All forward looking statements contained herein, including sales forecasts, outlooks, and strategic plans, are based on the best currently available data; however, risk and uncertainty are involved in these statements. Please note that actual results may differ greatly from plans presented here.

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