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## Acquisition of JAMECS Inc.

~ Further Development of M3's Advanced Medicine Platform Through Expansion in Ophthalmology ~

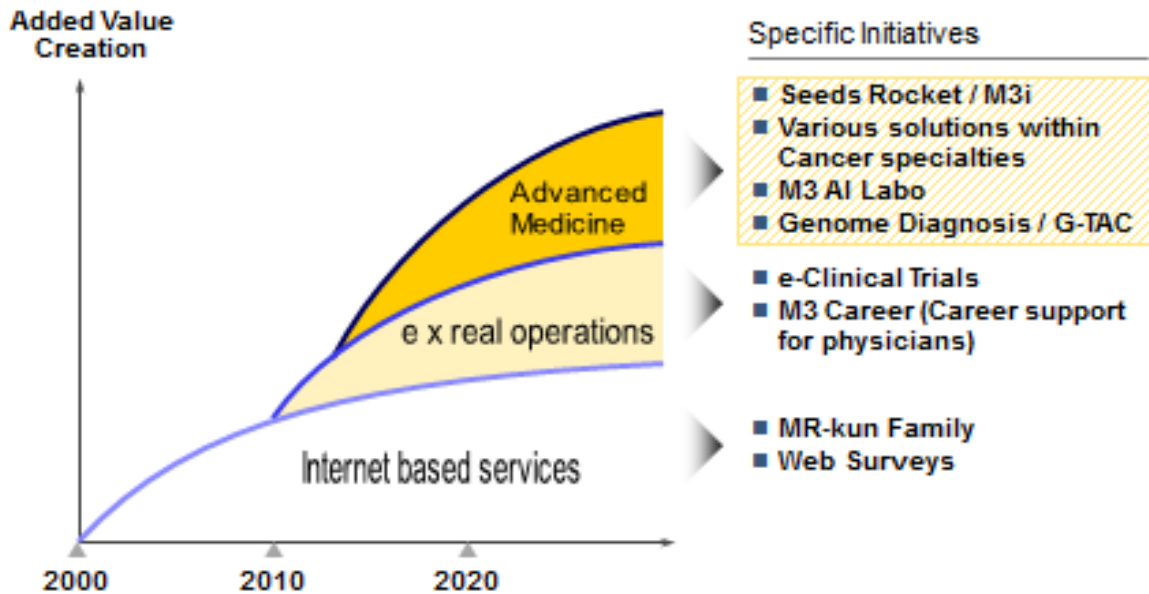
M3, Inc. (Headquarters: Tokyo, Japan; CEO: Itaru Tanimura; URL: <https://corporate.m3.com/en/>, "M3" below) announced the acquisition of all outstanding shares of JAMECS, Inc. (Headquarters: Tokyo, Japan; CEO: Tamotsu Hosokawa; URL: <http://www.jamecs.co.jp/>, "JAMECS," below).

### 1. Background

M3 operates m3.com, a specialized web portal for medical professionals that delivers healthcare related information to its 250+ thousand physician members in Japan, offering marketing and clinical trial services designed mainly for the pharmaceutical industry. Presence outside of Japan include the U.S., U.K., France, China, Korea and India, with aggressive business expansion overseas that has amassed over four million physicians as members across our global platforms, allowing for provision of services such as marketing support, marketing research, and job placement support that maximizes the platform value as a powerful media channel. Furthermore, in addition to receiving approval for the production and sale of "DuraBeam<sup>TM</sup>," an artificial dura mater developed based on technology research by Riken, the consolidation of COSMOTEC, a medical device distribution and consulting firm specializing in the area of cardiovascular surgery, has been a tremendous move forward in fortifying our business in the area of advanced medicine.

JAMECS has strength within the Tokyo metropolitan area and specializes in the area of ophthalmology, integrating functions of both medical equipment trading and consulting, and operates a unique business as a comprehensive planner within the ophthalmology field. Starting with ophthalmological device distribution, the group carries extensive expertise in advanced ophthalmology, and provides a wide range of consult, from device development to private practice management for ophthalmologists, offering comprehensive services within the ophthalmology industry to roughly 500 medical sites.

This initiative expands development area of M3's advanced medicine business into the field of ophthalmology and allows further fortification as the business as a third growth driver. Furthermore, by maximizing JAMECS's transactional relationships with medical institutions and their expertise in ophthalmological devices along with resources from M3's existing platform, we can accelerate the development of a new marketing platform that services the medical device industry.



## 2. Expected Synergies

Below are some expected synergies from this acquisition.

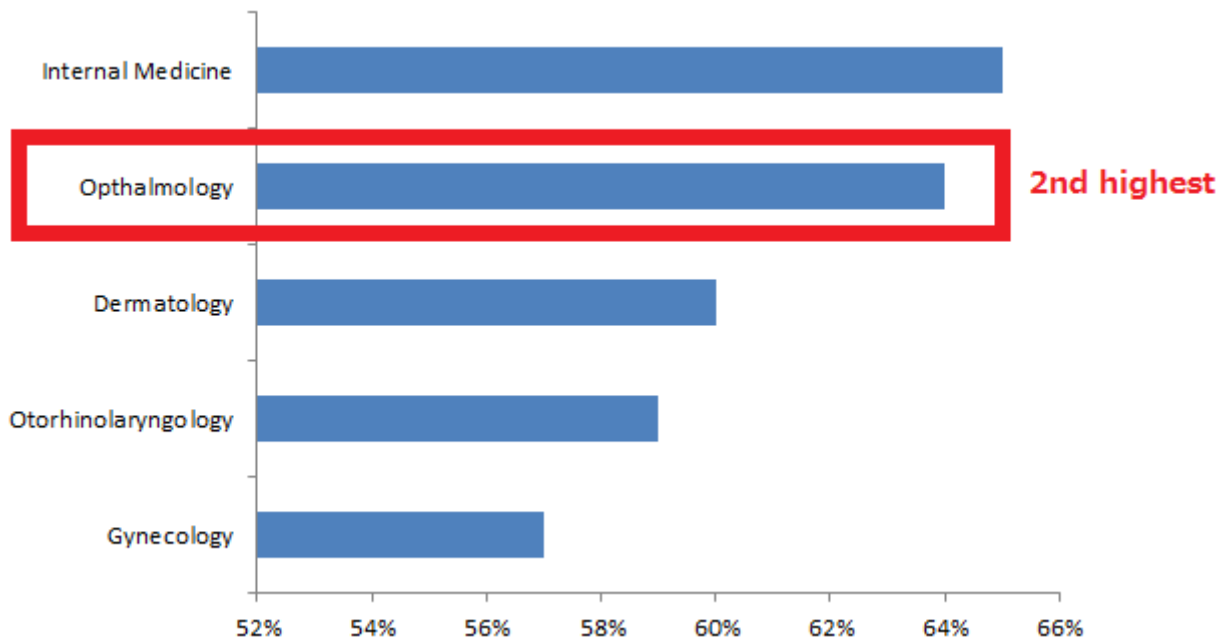
### (1) Broaden Areas of Development within Advanced Medicine

JAMECS has been leading the forefront in dissemination of cataract surgery in Japan over an extensive number of years, holding exclusive marketing rights to surgical equipment, and pressing forward with advanced medicine. Going forward, M3 group resources will be utilized for aggressive dissemination and distribution within Ophthalmology, of unique medical equipment and regenerative medicine created via the “Seeds Rocket Business,” as well as new domestic and global medical devices and materials within the ophthalmology brought forth through collaboration with M3 group’s medical device related entities.

### (2) Private Practice Management Support

Ophthalmologists rank second across all specialties in the ratio of doctors that own private practices, with 64% of all ophthalmologists holding their own offices. “m3.com” amasses information regarding roughly 4,000 cases of private practice deals annually, and offers consulting and management support for doctors desiring to newly launch their practices. JAMECS has highly experienced private practice consultants, allowing this initiative to accelerate the private practice support within Ophthalmology.

## Ratio of Doctors with Private Practices within Specialty (Top 5)



\* Excludes specialties with less than 1,000 identified doctors

Ref: Ministry of Health, Labour and Welfare 2014 Doctors, Dentists and Pharmacists Survey, Compiled by M3

### (3) Development of a New Marketing Platform

Jointly develop related services and a new marketing platform that links medical device makers to medical institutions within the Ophthalmology space, to become a foothold in expansion into other specialty areas.

#### ◆Company Overview

Name: JAMECS, Inc.

Established: January 1989

Location: Tokyo, Japan

URL: <http://www.jamecs.co.jp/>

CEO: Tamotsu Hosokawa

Business Area: Ophthalmological device distribution, private practice consulting, others