Company Profile
‘For all the people around the world to keep their smile.’
That is our, ARKRAY’s, wish.

ARKRAY, Inc. is focused on always providing new value to our customers and this is based on our founder’s drive for taking on challenges. This drive has been key over the years as we built up our own, rare business style and maintained a comprehensive approach to the development, manufacture and distribution of the sample test devices, diagnostic reagents and diagnostic support tools needed for clinical testing.

In recent years, markets have undergone fundamental changes on a global scale and the value that the medical field demands has diversified. To achieve an even higher degree of customer satisfaction, we must continue creating value but in a new way. Of course we will continue providing accurate and rapid data needed for the diagnosis, treatment and monitoring of disease, but we must also turn our attention to health maintenance and improvement.

We will apply the technology and experience we have accrued over the past half century and continue to take on new challenges so that we can answer the diverse needs of our customers whilst maintaining both their health and happiness.

Takeshi Matsuda
President and CEO
Business Outline

ARKRAY’s business segments

Brand concept
ARKRAY means “radiance of life”. ARKRAY tries to bring “radiance of life” to all people with its science technology.

○ Development
ARKRAY develops products that focus on diabetes testing and urinalysis in addition to other simple test equipment that supports both medical professionals and patients alike.

○ New Business
ARKRAY provides healthy food to support individuals who are concerned about their health, well-being, and life style. ARKRAY also develops functional food materials.

Development / Point of Care
Development / Laboratory

Development / Self-Care
New Business / Functional Material
Clinical Examination

ARKRAY offers sophisticated products and real time diagnosis in less time than others. Our products satisfy the needs in every corner of the medical field. As a pioneer in the field of automated analysis systems, ARKRAY introduces equipment that plays a central role in clinical examination.

Laboratory Products

ARKRAY attends to every customer need by offering various diabetes, urinalysis and genetic testing instruments. Our products range from simple, easy-to-use equipment for bedside testing at medical clinics to high speed/ high throughput equipments for clinical laboratories.

<table>
<thead>
<tr>
<th>Diabetes Diagnosis</th>
<th>Urinalysis</th>
<th>Genetic testing</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADAMS™ A1c</td>
<td>AUITION HYBRID™</td>
<td>i-densy™</td>
</tr>
<tr>
<td>HA-8180V</td>
<td>AU-4050</td>
<td>IS-5320</td>
</tr>
</tbody>
</table>

Point of Care (POC) Products

ARKRAY provides POC systems that support real-time inspections at medical clinics and enable easy-network construction through computerized management on wide-ranging inspection items.

<table>
<thead>
<tr>
<th>Dry Chemistry</th>
<th>Electrolyte</th>
<th>Urinalysis</th>
<th>Urinalysis</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPOTCHEM™ EZ</td>
<td>SPOTCHEM™ EL</td>
<td>AUITION ELEVEN™</td>
<td>PocketChem™ UA</td>
</tr>
<tr>
<td>SP-4430</td>
<td>SE-1520</td>
<td>AE-4020</td>
<td>PU-4010</td>
</tr>
</tbody>
</table>

Self-Care Products

ARKRAY’s self-care products enable diabetic patients to control their blood glucose levels themselves. The products are designed to be easy-to-use, fast, and accurate.

<table>
<thead>
<tr>
<th>Blood Glucose meter</th>
<th>Lancing device</th>
</tr>
</thead>
<tbody>
<tr>
<td>GLUCOCARD™ X-mini plus</td>
<td>Multilancet-Device</td>
</tr>
</tbody>
</table>
New Business

ARKRAY has over 40 years of experience improving the quality of life of diabetic patients worldwide.

ARKRAY has been leading the industry with its unique technology by focusing primarily on diabetes-related products for medical institutions. ARKRAY is the self-monitoring blood glucose (SMBG) leader in Japan as we have the largest market share. In addition, ARKRAY also works on developing functional materials that help patients improve their quality of life.

Development of materials used for functional food

“Metabolic syndrome” and “anti-aging” are two words that are heard almost everyday. They are perceived as keywords to health-conscious people. ARKRAY has succeeded in developing materials for its functional food that address both anti-metabolic syndrome and anti-aging.

**Anti-aging**

- **Anthemis nobilis**
- **Houttuynia cordata**
- **Vitis vinifera**
- **Cotagrus scoparinus**
- **Citrus unshiu Marc.**
- **Citrus depressa HAYATA**

**AG Herb MIX**
The herbal extract, AG Herb MIX, is a new anti-aging dietary supplement with anti-glycation effect. It is produced using extracts from 4 kinds of herbs (Roman chamomile, dokudami, hawthorn berry and grape leaf)

**Cryptobeta**
The Satsuma mandarin extract, Cryptobeta, is produced from the concentrated residue of Satsuma mandarin, and supplied in orange paste form. It contains concentrated beta-cryptoxanthin.

**Biletin**
The shikuwasha extract, Biletin, is produced from the extract of Okinawan shikuwasha fruit. It is supplied in powder form (light yellow or yellow) and contains concentrated nobiletin.
ARKRAY’s corporate overview

Research & Development
Satisfy user needs with cutting-edge technology. ARKRAY takes a future-oriented approach to developing new products.

Production & Distribution
ARKRAY ensures high level manufacturing, administration and distribution through our own factories both at home and abroad.

Sales
ARKRAY’s representatives are known for their expertise, knowledge, commitment, and service.

Maintenance Service
Besides our support system which ensures our customers’ satisfaction, ARKRAY serves new needs of customers who ask for nearly new equipment.
Research & Development

Every member of ARKRAY maintains the founder’s philosophy, “I thrive on challenges”. Our world-class technology comes from this spirit.

ARKRAY has made a commitment to leverage our technology and develop our own products. This commitment is established by our continuous efforts through R&D. ARKRAY consistently conducts all activities necessary for production from research to development through distribution. This is what ARKRAY’s business style is all about.

Research

ARKRAY’s research is based on a future-oriented approach. ARKRAY solicits the potential of emerging technology including genome research that focuses on genetic testing as highlighted in the diagnostic index.

Product Development

ARKRAY has created products in the most efficient manner by developing equipment and test reagents simultaneously. Ideas and opinions are shared between divisions to develop effective products.
ARKRAY pursues high-quality and high-efficient production system.

Production & Distribution
ARKRAY cannot manufacture high-quality products without strict quality control. ARKRAY has proudly achieved ISO9001 and ISO14001 for their clinical test instruments and in vitro diagnostic devices.

Sales
ARKRAY responds to customer needs and provides products to match market demands.

Domestic sales
Our sales representatives provide consulting services to medical professionals and end-users and software services to hospital management.
International sales

ARKRAY products are distributed in over 80 countries. ARKRAY exhibits at tradeshows worldwide and conducts market research through local distributors. To provide comprehensive support to our overseas distributors, ARKRAY offers product training and support materials in multiple languages. ARKRAY strives to achieve higher market share by expanding its network around the world. We have sales offices in Europe, USA, China, and other locations.

To be the brand of choice, ARKRAY must manufacture high-quality products in an efficient and cost-effective manner. ARKRAY Factory has focused on establishing cost-effective production in order to meet the growing demand of the world market. To achieve this, ARKRAY has opened plants in China, USA, the Philippines, and other locations, in addition to multiple plants in Japan.
Maintenance Service

ARKRAY ensures high-quality after-sale service while developing a business that creates new values.

**Maintenance Service**

“Prompt and appropriate responses”

This is what ARKRAY’s service principle is all about. This principle is materialized by our “telephone center” and “after-sales” support system using navigation system. If a customer calls ARKRAY’s telephone center, an operator listens to the customer and explains a repair method over the phone. If on-site assistance is required, our navigation system searches our field service representatives in the vicinity of the customer and requests him/her to serve the customer in a proper way.

**TELEPHONE CENTER**

“Refreshed Equipment” business

As a pioneer in the field of clinical inspection devices, ARKRAY has always looked for ways that enables our customers to use our testing equipment as long as possible. We established a new business division in 2004, where pre-owned testing equipment is refurbished. We call this refurbished product “Refreshed equipment”. We plan to expand this new division into other area of business in the future.
History

1960
- 1960. 6 Tadashi Doi, the late Chairman, establishes KDK Corporation as a private company to develop and manufacture various precision parts for Shimadzu Corporation. Develops KBr, the nation's first infrared synthetic single crystal.

1970
- 1970. 3 Develops RaBA-3010, rapid blood analyzer with digital display.
- 1970. 4 Develops EYETONE, a portable glucose analyzer completely in-house.
- 1972. 11 Develops AUTION ANALYZER UA6, the nation's first automated urine analyzer.
- 1975. 9 EYETONE wins the grand prize in the trade show held in Czechoslovakia for 2 consecutive years.

1980
- 1981. 3 Develops HA-8110, the world's first automatic glycol-hemoglobin analyzer.

1990
- 1990. 10 Establishment of Konan Factory for production and distribution of reagents.
- 1995. 6 Introduces the new corporate brand name ARKRAY.
- 1996. 11 Acquires the certificate of ISO 9001. Acquires the certificate of ISO 14001.
- 1997. 11 Establishment of ARKRAY Factory, Inc.

2000
- 2000. 6 40th anniversary of establishment. Changes our company name from "KDK CORPORATION" to "ARKRAY, Inc."
- 2001. 2 Establishment of ARKRAY Optron, Inc.
- 2004. 4 Establishment of ARKRAY Infinity, Inc.
- 2004. 11 Establishment of a sales office in The Netherlands: ARKRAY Europe, B.V.
- 2006. 4 Establishment of a sales office in the US: ARKRAY America, Inc.
- 2006. 5 Establishment of a sales office in the US: ARKRAY USA, Inc.
- Establishment of a manufacturing facility in the US: ARKRAY Factory USA, Inc
- 2006. 6 Launches new business of developing materials used for functional food.
- 2007. 12 Establishment of ARKRAY PIRAMAL Medical Pvt. Ltd. in India.
- 2008. 5 Start of direct sales of GLUCOCARD, self-monitoring of blood glucose meters for diabetics.
- 2008. 8 Opens the Daruma Dojo training facility.
- 2009. 5 Establishment of a sales office in France: ARKRAY SAS.
- 2009. 10 Investment in ELITECH France SAS.

2010
- 2010. 6 50th anniversary of establishment. Changes company logo in commemoration of the 50th anniversary.
- 2010. 8 Establishment of ARKRAY NEXT, Inc.
- 2010. 11 Establishment of a sales office in the US: U.S ARKRAY, Inc.
- 2011. 1 Opens Kyoto Laboratory.
- 2012. 3 Establishment of a development facility in China: ARKRAY Tech Xi'an, Inc.
- 2012. 11 Establishment of a sales office in Indonesia: PT. ARKRAY
- 2013. 3 Establishment of a manufacturing facility in Russia: ARKRAY Ltd.
- 2013. 5 Establishment of R & D Center in Singapore.
- 2014. 4 Establishment of a sales office in the Philippines: ARKRAY Co. Ltd., Inc.
## Company Profile

<table>
<thead>
<tr>
<th><strong>Trade Name</strong></th>
<th>ARKRAY, Inc.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Head Office</strong></td>
<td>Kyoto Miyuki Bldg. 10F, 689 Takanna-cho, Nakagyo-ku, Kyoro 604-8153, JAPAN</td>
</tr>
<tr>
<td><strong>TEL</strong></td>
<td>+81-75-681-9003</td>
</tr>
<tr>
<td><strong>FAX</strong></td>
<td>+81-75-662-8977</td>
</tr>
<tr>
<td><strong>URL</strong></td>
<td><a href="http://www.arkray.co.jp/">http://www.arkray.co.jp/</a></td>
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<tr>
<td><strong>Established</strong></td>
<td>June 10, 1960</td>
</tr>
<tr>
<td><strong>Incorporated</strong></td>
<td>September 26, 1963</td>
</tr>
<tr>
<td><strong>Number of Employees</strong></td>
<td>1,682 (All ARKRAY group) as of November 1st, 2014</td>
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<tr>
<td><strong>Fiscal Year</strong></td>
<td>November to October</td>
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<table>
<thead>
<tr>
<th><strong>Trade Name</strong></th>
<th>ARKRAY Global Business, Inc.</th>
</tr>
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<tbody>
<tr>
<td><strong>Head Office</strong></td>
<td>Kyoto Miyuki Bldg. 10F, 689 Takanna-cho, Nakagyo-ku, Kyoro 604-8153, JAPAN</td>
</tr>
<tr>
<td><strong>TEL</strong></td>
<td>+81-75-662-8967</td>
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<tr>
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<td>+81-75-662-8973</td>
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<td><a href="http://www.arkray.co.jp/english/">http://www.arkray.co.jp/english/</a></td>
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<tr>
<td><strong>Principal Clients</strong></td>
<td>Active business in over 80 countries around the world</td>
</tr>
</tbody>
</table>

### Affiliates

- **Domestic**
  - ARKRAY Factory, Inc.
  - ARKRAY Factory, Inc. Kusatsu Factory
  - ARKRAY Marketing, Inc.
  - ARKRAY Infinity, Inc.
  - Karada Lab, Inc.

- **Overseas**
  - ARKRAY Tech Xi’an, Inc.
  - ARKRAY Factory Shanghai, Inc.
  - ARKRAY Factory Pinghu, Inc.
  - ARKRAY Marketing Shanghai, Inc.
  - ARKRAY Marketing Shanghai, Inc. Beijing Sales and Service Office
  - ARKRAY Global Business, Inc. Seoul Sales and Service Office
  - ARKRAY&PARTNERS Pte. Ltd.
  - PT. ARKRAY
  - ARKRAY Industry, Inc.
  - ARKRAY Co. Ltd., Inc.
  - ARKRAY Healthcare Pvt. Ltd.
  - ARKRAY Europe, B.V.
  - ARKRAY Factory Ltd.
  - ARKRAY Ltd.
  - Color Trading Sp. z o. o.
  - ARKRAY America, Inc.
  - ARKRAY Factory USA, Inc.
  - ARKRAY USA, Inc.
  - U.S. ARKRAY, Inc.
  - ARKRAY Global Business, Inc. Miami branch