

## MEDICA 2017

Date ■ November 13-16, 2017 (Mon.-Thu.)  
Venue ■ Messe Düsseldorf

# Touch and Try Hot New Products!



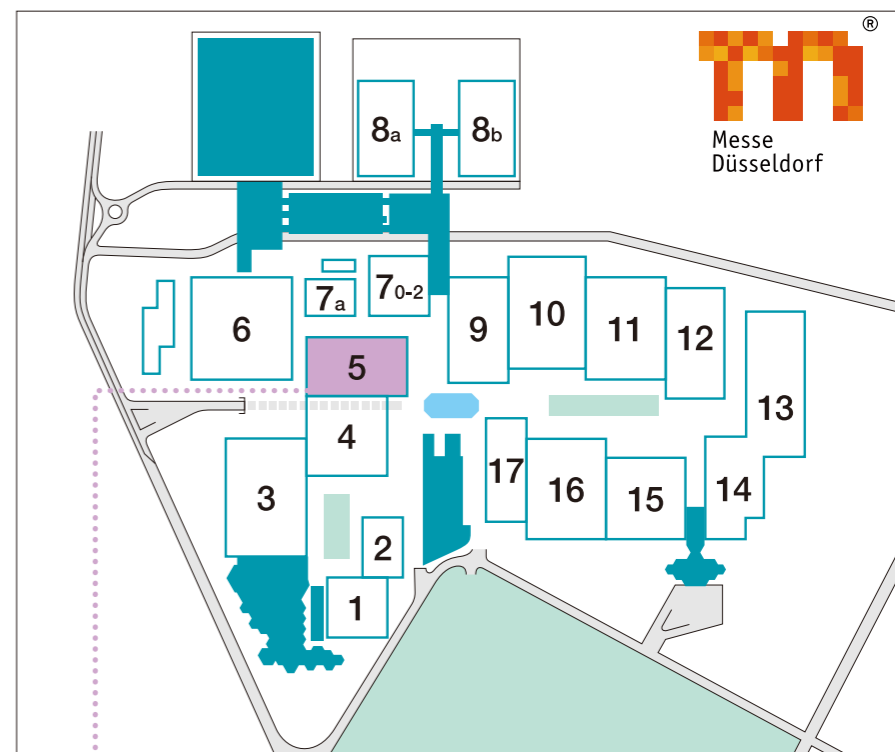
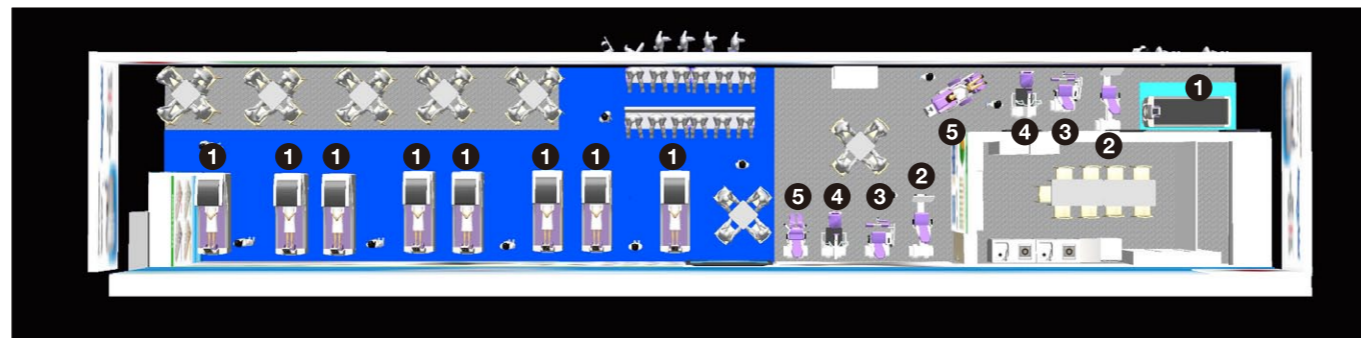
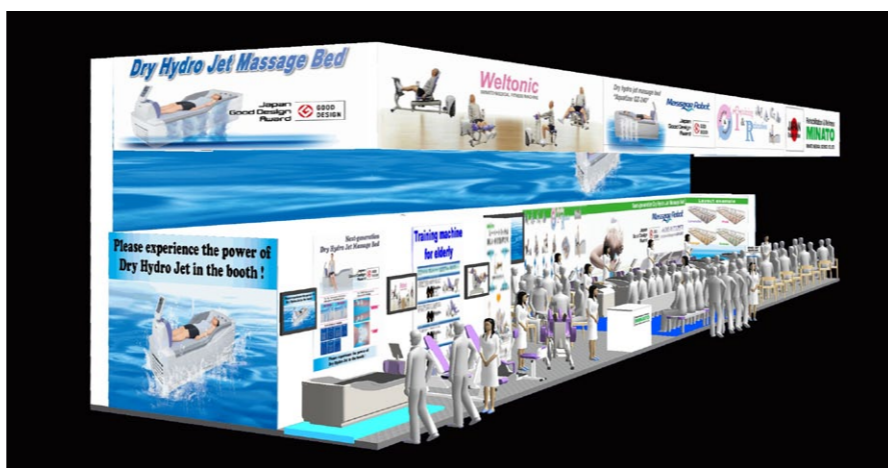
Minato Medical Science is a leading manufacturer with the largest share in various areas of the physiotherapy device market in Japan. The Aquatizer QZ-240, the crowning achievement of all of our technologies, is a state-of-the-art massage bed that provides unprecedented comfort. A hands-on exhibition of the Aquatizer QZ-240 and Weltonic WTS-L series will be held at the Minato Medical Science booth in the MEDICA 5th hall (No. 5/L39). Please come to the Minato Medical Science booth and experience the performance.

Minato Medical Science also has the largest share in the Japanese massage bed market. The most advanced product, the Aquatizer QZ-240, generates unprecedented stimulations and a wide variety of massage modes using its 4 nozzles. Minato Medical Science will set up a booth to hold a hands-on exhibition at MEDICA so people from all over the world can experience the comfort praised by visitors who have tried it at exhibitions in Japan. The 180 m<sup>2</sup> area will be equipped with 9 Aquatizer QZ-240 units. At the healing booth with comfort space, our experienced staff will offer hospitality and care to visitors

wanting to try our products. We welcome visitors tired of walking around the site, as well as those interested in the product's performance, to the Minato Medical Science booth in the

5th hall. We will also display the Weltonic WTS-L, a series of fitness machines that support elderly people's exercise and training. The machines use an electronic load system and come with a built-in muscle strength measurement function. Safe and efficient

training improves old people's physical functions and prevents them from requiring long-term care. The Weltonic WTS-L series and Aquatizer QZ-240 comprise a lineup of products that embody "Training & Relaxation," which is Minato Medical Science's theme for MEDICA 2017.



- 1 Dry Hydro Jet Massage Bed **AQUATIZER QZ-240SG**.....9
- 2 Minato Medical Fitness Machine **Weltonic WTS-01L**.....2
- 3 Minato Medical Fitness Machine **Weltonic WTS-02L**.....2
- 4 Minato Medical Fitness Machine **Weltonic WTS-03L**.....2
- 5 Minato Medical Fitness Machine **Weltonic WTS-04L**.....2

## World's Largest Scale Exhibition in Medical Field MEDICA 2016 REPORT

Minato Medical Science participated in the MEDICA 2016 exhibition last year, aiming to spread its ideal of "friendly healthcare," as well as products that have come about from it. Visitors had the chance to try out nine demonstration models of the dry hydro jet massage bed Aquatizer QZ-240 and experience their sheer comfort.

### Demonstration models consistently operating at full capacity

MEDICA 2016 was held on a scale worthy of its title, the world's largest. A total of 5,289 companies from 70 countries showcased their products. Of these, 113 were from Japan. During the 4-day period from Monday, November 14, 2016 to Thursday, November 17, 2016, the event drew a total of 127,800 visitors, whose nationalities covered 140 countries. Minato Medical Science's theme of MEDICA 2016 was "Training & Relaxation." In the approximately 138 sq. m. area inside Hall No. 5, we set up seven Aquatizer QZ-240 units and four fitness machine models of the Weltonic WT-L series and welcomed the visitors wishing to try them out. A line began to be formed from a little past noon on Day 1 with people who

wished to try out the products. Afterward, every day during the event, from 10:00 a.m. to 6:30 p.m., the equipment was consistently operating at full capacity. During the 4-day period, approximately 1,800 visitors came to the booth and experienced the comfort and performance of our products.

### Visitors rated the products highly after trying them out

A questionnaire taken after the trial showed that a majority of the visitors rated their experience highly and that many healthcare professionals wanted to have the equipment installed at their institutions. On the day of the event, many non-healthcare professionals also visited. The products also became popular among them as devices they wanted for their own personal use.

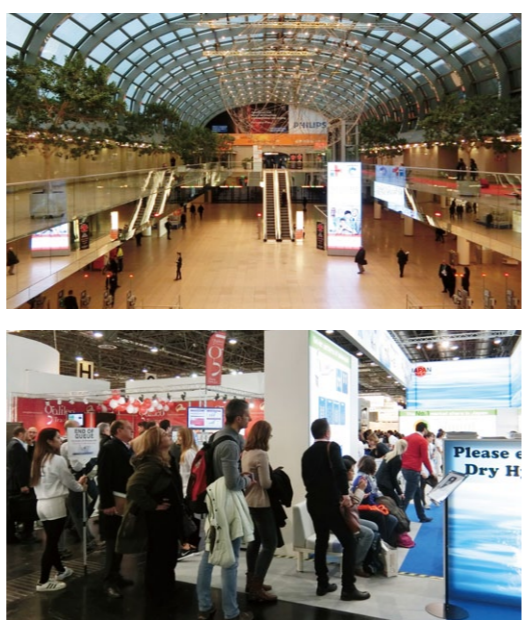


## Helping to extend healthy life years with a cycle of training and relaxation

The purpose of "Training & Relaxation," a theme that Minato Medical Science proposes at MEDICA 2017, is to extend healthy life years with the effective cycle of training and relaxation that the elderly carry out to maintain their physical functions. To prevent elderly people from falling and suffering other accidents and to ensure that they lead independent lives requiring no long-term care, it is important that they maintain their physical functions such as muscle strength, flexibility, and balance.

The Weltonic WTS-L series is a training machine designed for elderly people. It comprehensively improves the muscle power necessary in their daily lives. Featuring a low-impact and safe design, the machine aims to realize training that can be continued. The Aquatizer QZ-240SG, on the other hand, meticulously massages the entire body to ease fatigue and, at the same time, makes the body more flexible. If flexibility can be boosted before starting muscle training, users can carry out movements safely, and

training effects can also be increased. After-training massage using the QZ-240SG quickly cools down the body to ease muscular fatigue. The pleasant massage refreshes both the body and the mind, motivating the user to continue training. "Training & Relaxation" is the answer proposed by Minato Medical Science for solving the problem of aging faced by Japan. We are confident that our concepts and the product technologies that support them will be rated highly in Europe as well.





# Futuristic Comfort



Japan Good Design Award  
**GOOD DESIGN**

## Dry Hydro Jet Massage Bed **AQUATIZER QZ-240SG**

Minato Medical Science's "Aquatizer QZ" series has constantly provided state-of-the-art instruments through unique design concepts in the area of dry hydro jet massage beds. These achievements and technologies have now been leveraged to generate a brand new dry hydro jet massage bed.

The "QZ-240" is designed with futuristic style and equipped with cutting-edge features such as 4 nozzles, foot airbags, and an automatic height setting function. The new model offers the most advanced treatment, comfort, and operability of the dry hydro jet massage bed.

### 4 Nozzles with Switching Function (Wide Jets), Expanding the Variety of Treatment Options

Switching between the 4 nozzles (wide jets) and the 2 nozzles exponentially increases the variety of treatment options, including "wide-area treatment" and "intensive treatment for the target area." Combinations of

different nozzle movement speeds and jet intensities can provide a wide variety of effective massages. These features help provide custom-made treatments for patients with different conditions.



### Foot Airbags, gently holding the legs

#### Improved Feel of Stimulation

The foot airbags prevent the legs from spreading apart, holding them in the position best suited for treatment. With the legs held steady, the water jets can precisely target the calves and thighs, resulting in a greatly improved feel of stimulation.



#### Easily Found Body Rest Position

The Aquatizer QZ-240's design is so user-friendly that even first-time patients can easily understand where to lie, by reclining on the bed and placing their feet into the foot airbags.

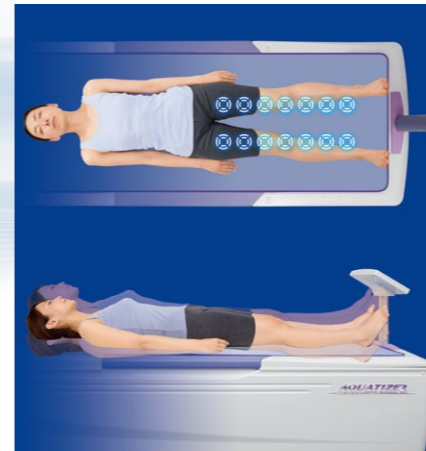
#### Reduced Head Movement

By gently holding the legs, the foot airbags keep the body position stable, reducing head movement.



Aquatizer QZ-240SG

With the legs held steady, the water jets can precisely target the calves and thighs. The airbags also keep the body position stable, reducing head movement.

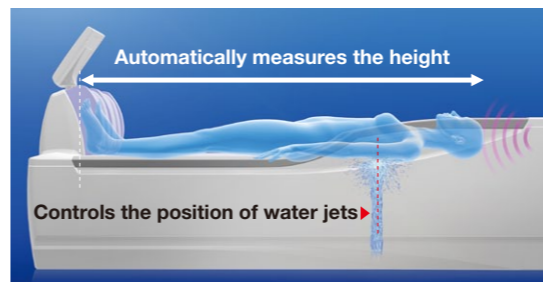
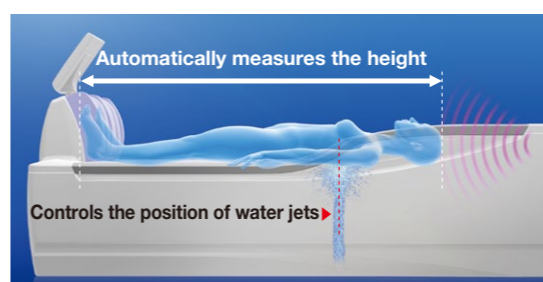


Previous Models of the Aquatizer

Legs are spread apart and moved outside the center zone of the water jets. The unstable body position also causes more head movement.

### Newly Mounted Sensor for Automatic Head Position Detection

When a patient lies on the bed, the sensor detects the head position, automatically measures the patient's height, and sets the area to be massaged according to the specified treatment site. Unlike previous models, the Aquatizer QZ-240 does not require individual height measurement, thus reducing burden on the staff.



### Won the Rehabilitation Innovation Award at the Elite Sports Expo held in London

At the Elite Sports Expo 2017 held in London from June 7 to 8, the Aquatizer QZ-240 won the Innovation Award in the Rehabilitation category.



A training machine exclusively for elderly users  
 Low impact  
 Lightweight and compact

## Weltonic WTS-L series

The Weltonic WTS-L series from Minato Medical Science uses an electric load system. It has excellent operability, is light-weight, and supports training with various functions enabled by the electric load system.



### Muscle strength measuring function

It has a muscle strength measuring function. Evaluation of the appropriate load before training enables efficient and safe training.

### Excellent operability

All operations other than positioning can be performed on the panel. In all models, the load can be adjusted in fine 10 N (1.02 kg) increments, and can be reproduced easily.

#### Leg press Weltonic WTS-01L

The machine trains and strengthens the leg muscles necessary for movements in our daily lives such as standing up, sitting down, squatting, and walking. The foot harness and motion of the seat enables an exercise that closely mimics actual movements.



**Muscles trained**  
 • Musculus quadriceps femoris  
 • Musculus gluteus maximus  
 • Hamstrings  
 • Musculus triceps surae



#### Leg extensions Weltonic WTS-02L

The range of motion of the knee joints is often small in elderly people. These exercises strengthen the musculus quadriceps femoris, especially the vastus medialis, thereby increasing the range of motion and length of stride, stabilizing the knees, and enabling individuals to climb stairs easily.



**Muscles trained**  
 • Musculus quadriceps femoris



#### Rowing Weltonic WTS-03L

The machine trains the musculus latissimus dorsi and the musculus rhomboidei to prevent and improve the hunched back condition sometimes seen in the elderly.



**Muscles trained**  
 • Musculus latissimus dorsi  
 • Musculus rhomboidei  
 • Musculus trapezius  
 • Musculus deltoides  
 • Musculus erector spinae



#### Abduction Weltonic WTS-04L

Weakening of the muscles around the waist leads to instability of the body. Exercise will increase stability of the pelvis, reduce wobbling while walking or standing on one leg, and prevent falling.



**Muscles trained**  
 • Musculus gluteus medius  
 • Musculus gluteus minimus  
 • Musculus tensor fasciae latae



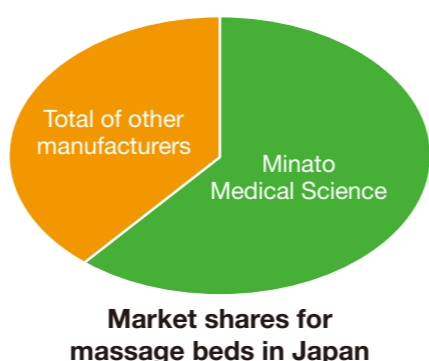
**DISTRIBUTORS WANTED!**

# Leading Manufacturer of Physiotherapy Devices

Minato Medical Science is a leading manufacturer with dominant shares in various physiotherapy device markets in Japan, where the needs for physiotherapy are rapidly increasing with the aging society.

According to the abridged life table for 2013, published by the Ministry of Health, Labour and Welfare, which oversees medicine, health, and welfare in Japan, average life expectancy is 80.21 years for men and 86.61 years for women. The mean value between men and women is the highest in the world, and life expectancy for women has held the world's top place for 29 consecutive years. As society ages, more people develop age-related chronic conditions that require less stressful treatment.

Minato Medical Science provides excellent physiotherapy devices, focusing on the goal "Sincerest efforts to develop the most patient-friendly medical devices." Among these devices, the Japanese market share is 74.5% for traction devices, including the world's first commercialized traction chair "Super Trac," and 61.2% for "Aquatizer" massage beds. Low-frequency therapy devices also claim one of the largest market shares in the industry.



### Changes in the dry hydro jet massage bed market in Japan

\*Study by Yano Research Institute Ltd.

