

The Nissha logo is rendered in a bold, white, sans-serif font. The letters are closely spaced, and the 'i' and 's' characters have a distinctive, slightly irregular shape. The logo is centered horizontally and positioned in the upper half of the slide.

NISSHA

Financial Results for
FY2018.12 Q1
Ended March 31, 2018

May 10, 2018
Junya Suzuki
President and CEO
Nissha Co., Ltd.

Highlights

FY2018.12 Q1 Results

- Progressed mostly as forecasted. (average forex: ¥109/\$, period-end forex: ¥106/\$)
 - Net sales: 36.3 billion yen, EBITDA: 0.5 billion yen, Operating loss: 1.8 billion yen, Ordinary loss: 3.6 billion yen, Net loss: 3.6 billion yen
 - Devices: Demand for smart phones and tablet devices was low as forecasted.
 - Industrial Materials: Demand progressed as forecasted, primarily for the automotive market.
 - Medical Technologies: Demand progressed steadily, primarily for the contract manufacturing services for medical devices.

FY2018.12 Business Forecast Q2 and onwards to the year-end

- Revise downward H1 and the full year business forecast (Assumed forex: ¥110/\$)
 - Revise downward by reflecting the weaker forecasts in Q2.
 - Devices: Q2 demand for smart phones will sharply decrease and it will cause the factory operation rate down. No significant change in the overall forecast has been seen in H2.
 - Others: Expected as originally forecasted.

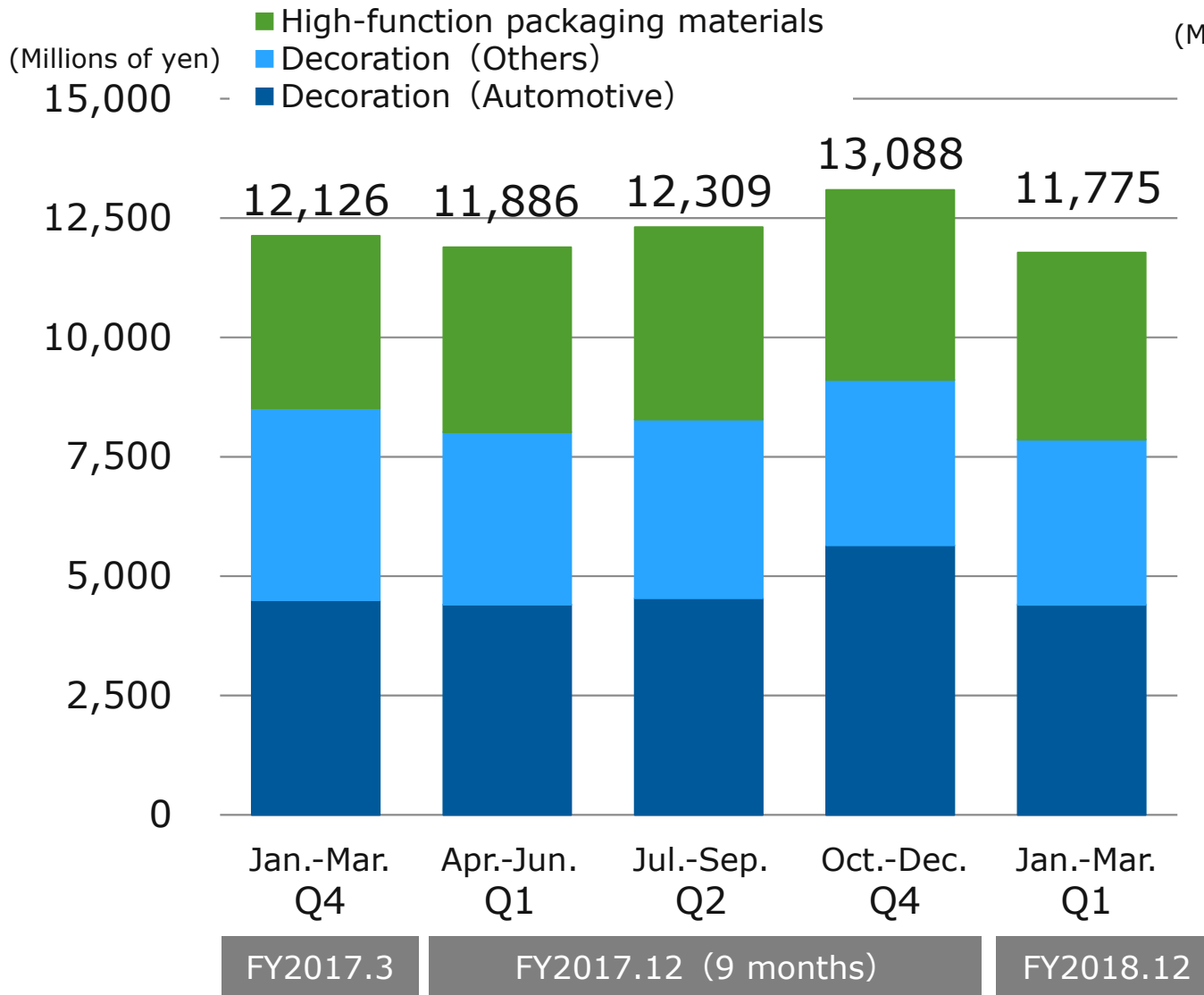
FY2018.12 Q1 Results

Millions of yen

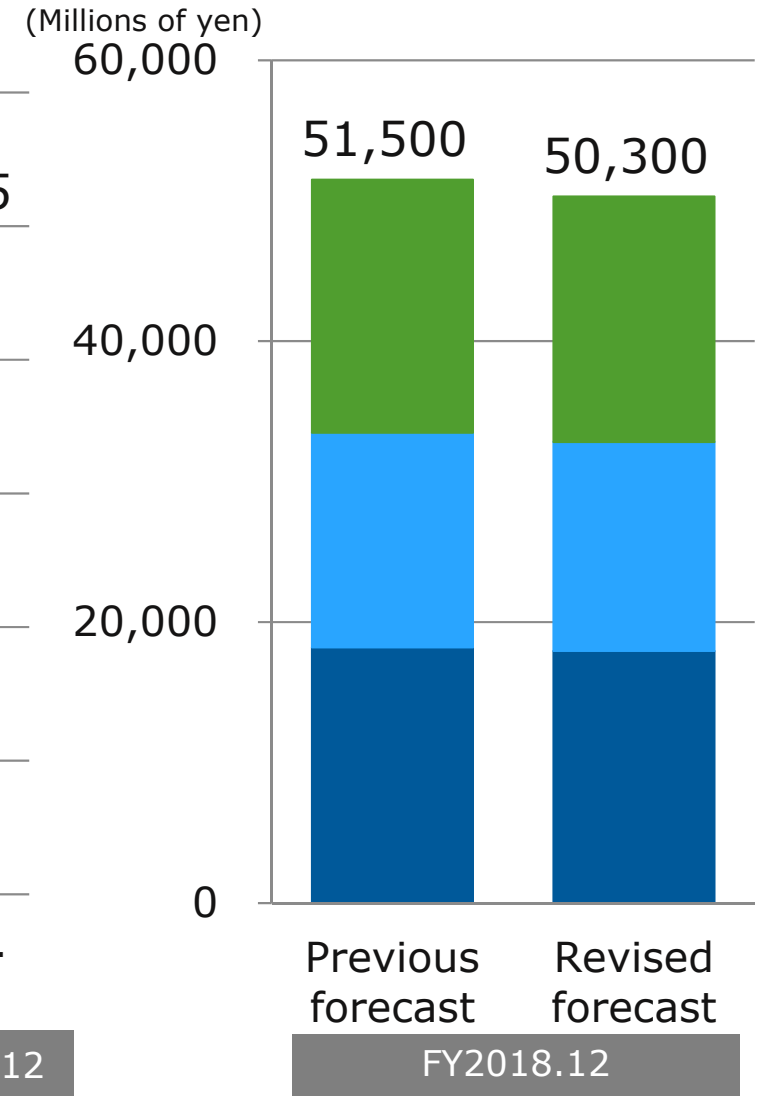
	FY2017.3 Jan.-Mar. results	FY2017.12 Oct.-Dec. results	FY2018.12 Jan.-Mar. (Q1) results	YoY	QoQ
Net sales	33,963	64,503	36,314	+6.9%	- 43.7%
Industrial Materials	12,126	13,088	11,775	-2.9%	- 10.0%
Devices	13,878	41,917	15,687	+13.0%	- 62.6%
Medical Technologies	4,114	5,085	4,880	+18.6%	- 4.0%
Information and Communication	3,772	4,310	3,873	+2.7%	- 10.1%
Others	74	103	97	+31.1%	- 5.8%
EBITDA	589	7,353	515	-12.7%	- 93.0%
EBITDA margin	1.7%	11.4%	1.4%	- 0.3pt	-10.0pt
Operating profit	- 2,273	4,439	- 1,829	-	-
Operating profit margin	- 6.7%	6.9%	- 5.0%	+1.7pt	- 11.9pt
Ordinary profit	- 2,642	5,362	- 3,663	-	-
Net profit	- 4,053	4,893	- 3,612	-	-
Forex	¥ 113/ \$	¥ 111/ \$	¥ 109/ \$		

Industrial Materials Progressed mostly as forecasted

Net sales trend by application (By quarter)



Net sales trend by application (Full year)

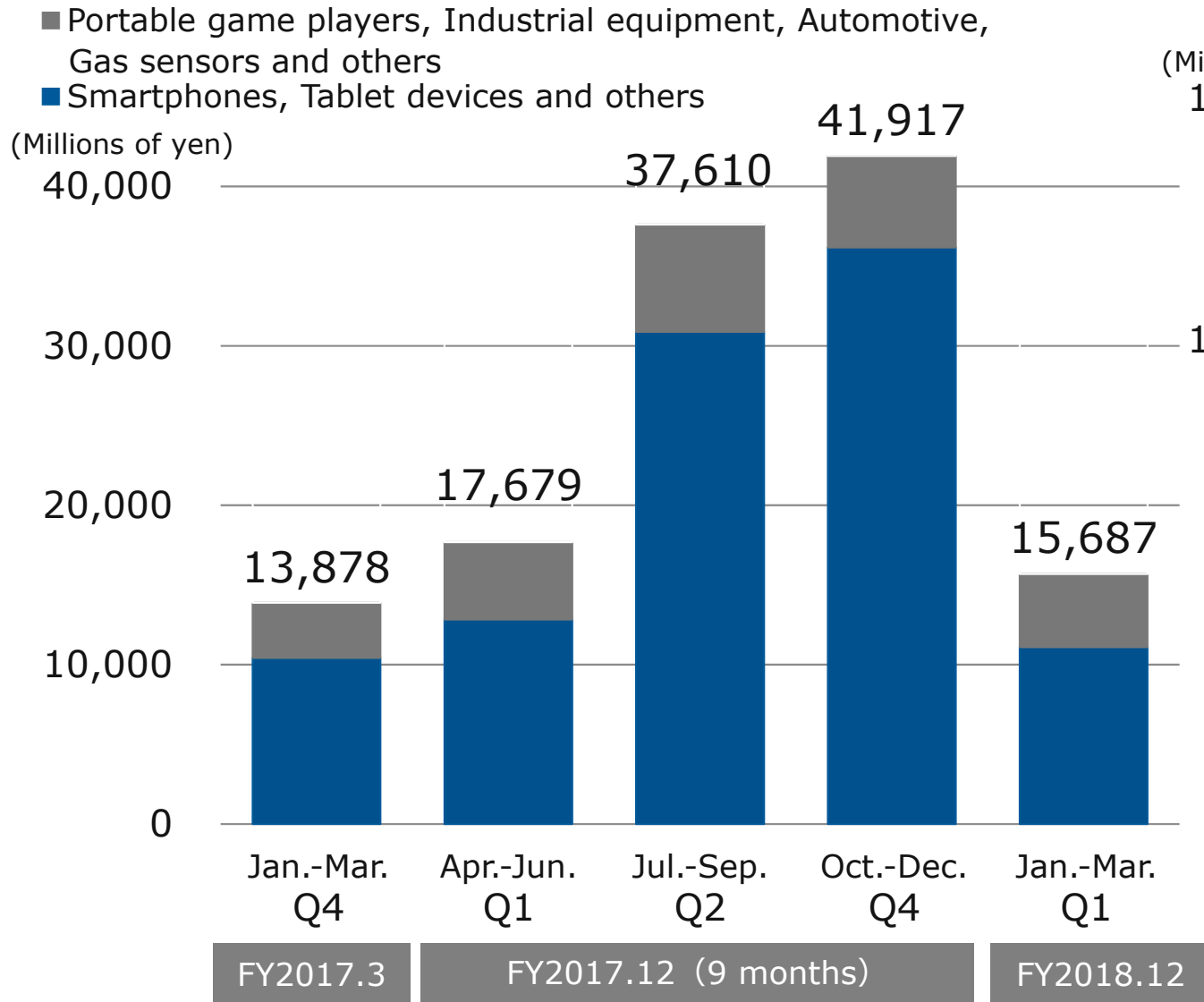


Devices

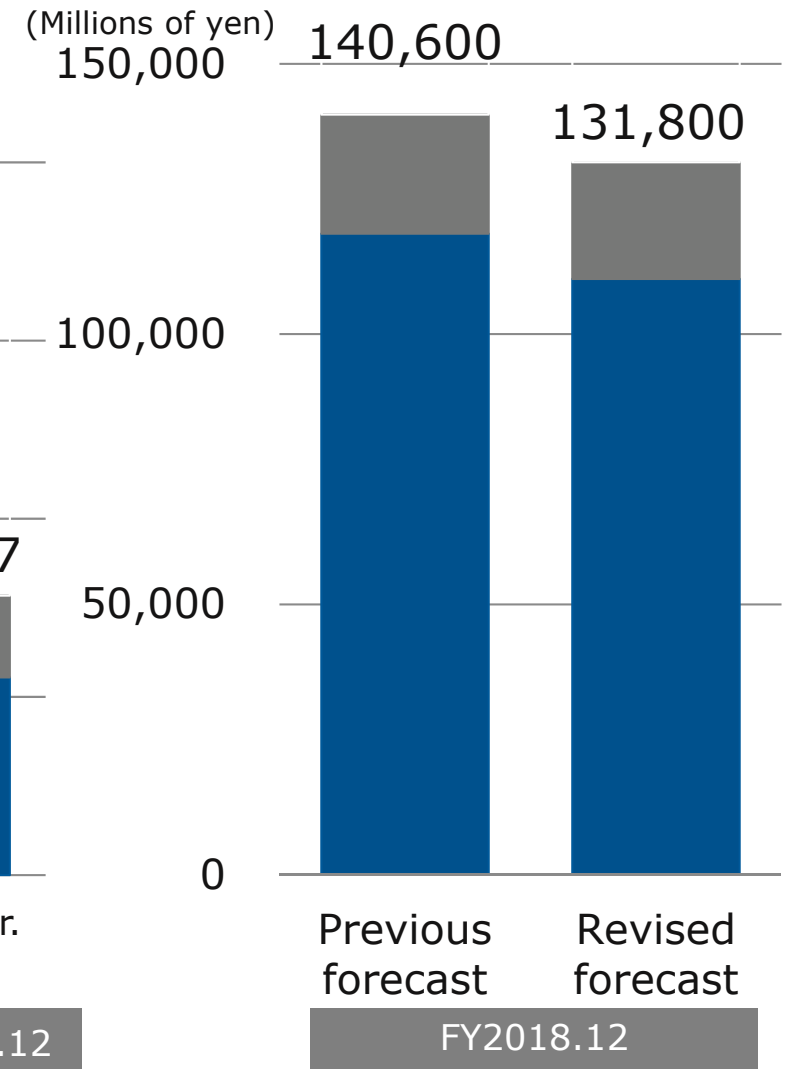
Q2: Demand for smart phones will be sluggish

H2: Expected as previously forecasted

Net sales trend by application (By quarter)



Net sales trend by application (Full year)



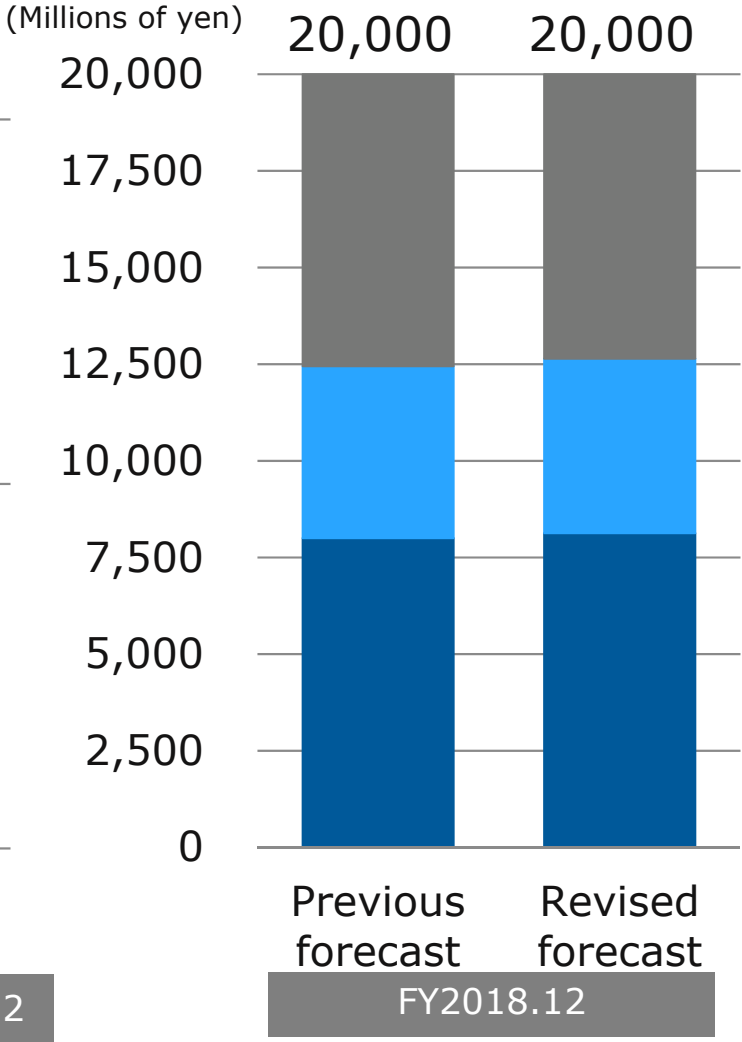
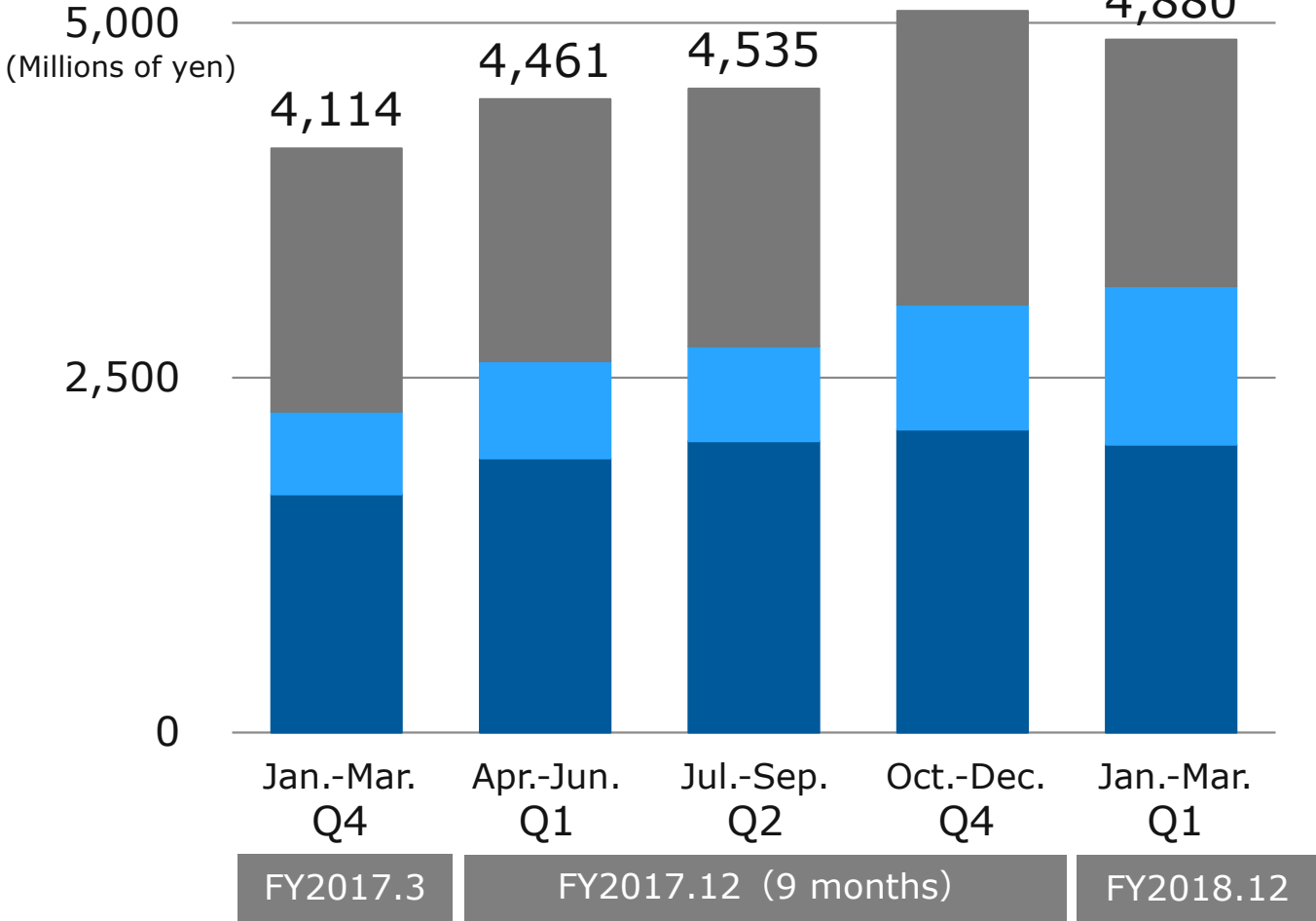
Medical Technologies

Progressed steadily as forecasted, primarily for the contract manufacturing services for medical devices

Net sales trend by application (By quarter)

Net sales trend by application (Full year)

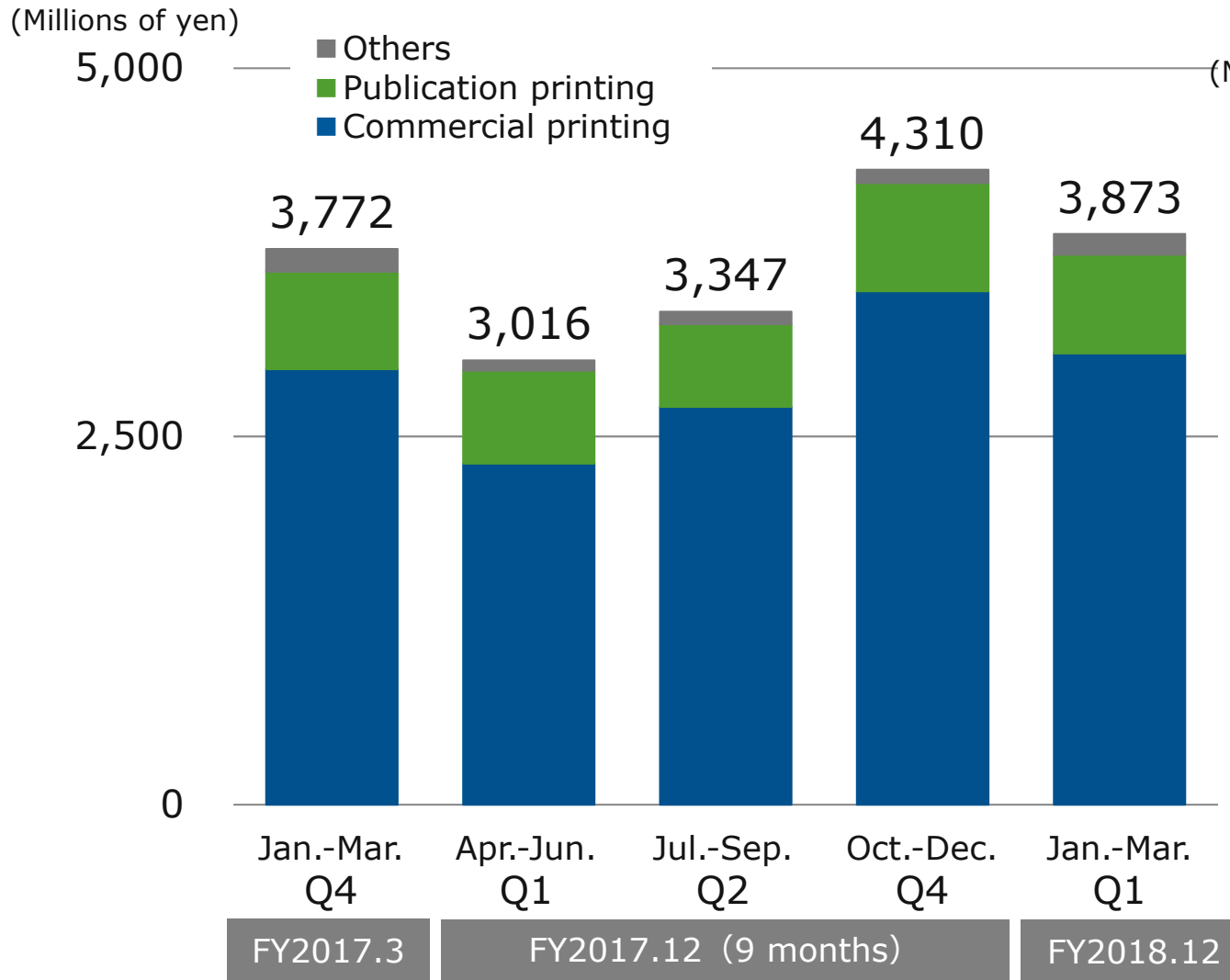
- Business media
- Medical devices (Own brand)
- Medical devices (Contract manufacturing)



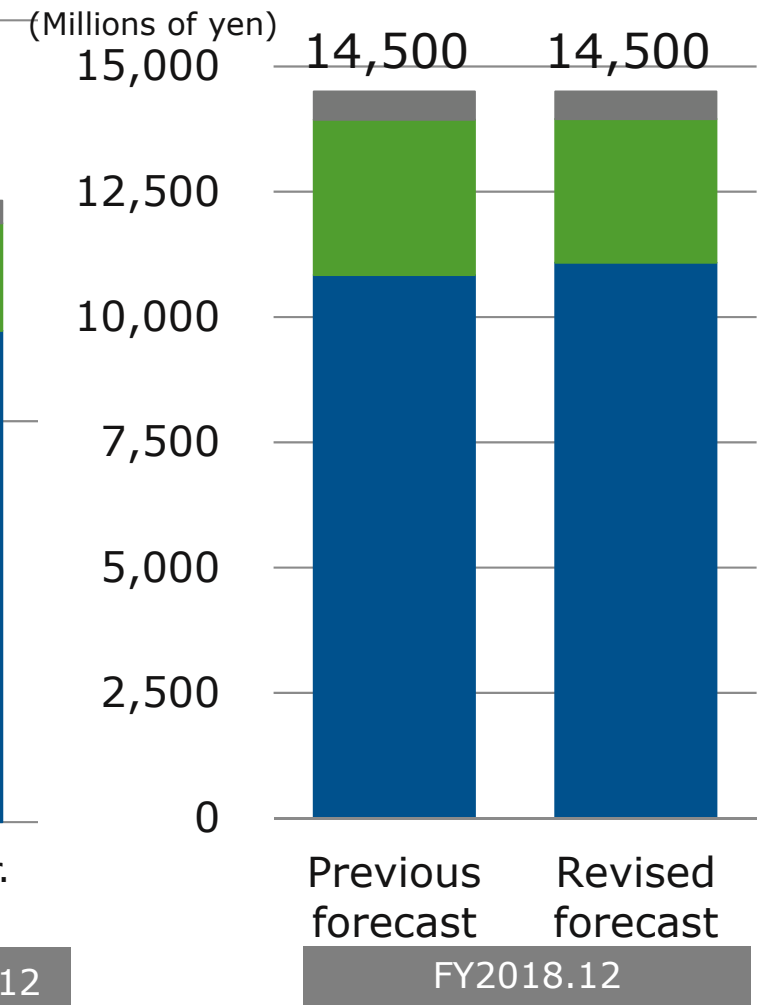
Information and Communication

Demand progressed mostly as forecasted

Net sales trend by application (By quarter)



Net sales trend by application (Full year)



Reference:

Capital investment, Depreciation cost and R&D cost

(Millions of yen)

	FY2018.12 Q1 (Jan.-Mar.) result
Capital investment	3,431
Depreciation cost	1,955
R&D cost	933

*The straight-line method has been used for the depreciation in the Company and its domestic consolidated subsidiaries since the first quarter ended March 31, 2018.

This document contains confidential information and any all rights regarding the document belong to the editor of the document. Therefore, any disclosure and/or leakage of the document to any third parties other than recipients of the documents, and copy, transfer and/or citation of the document without the prior authorization of the editor are strictly prohibited. In addition, any use of the document for the purpose other than original purpose for the disclosure of the document is also prohibited.