

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 rounded and connected appearance. The logo is centered horizontally in the upper half of the slide.

# NISSHA

## Financial Results for FY2021 Q3 Ended September 30, 2021

November 10, 2021  
Junya Suzuki  
President and CEO  
Nissha Co., Ltd.

# Highlights

EMPOWERING YOUR VISION

## FY2021 Q3 Results (9 months ended)

- Significant increase in profit YoY (1USD=JPY107)
  - Net sales 145.5 billion yen, Operating profit 15.4 billion yen, Profit before tax 16.9 billion yen, Profit attributable to owners of parent 14.5 billion yen
  - Industrial Materials: Strong product demand for both decoration and sustainable materials.
  - Devices: Strong product demand for tablet devices continued, while demand for smartphones declined in Q3. Profit structure improved with equalization of production volumes.
  - Medical Technologies: Recovery trend from COVID-19 continued. Rising the costs of raw materials and labor in US depressed profitability.

## Forecast for FY2021

- Full-year forecast remains unchanged (Q4: 1USD=JPY105)
  - Net sales 186.5 billion yen, Operating profit 17.0 billion yen, Profit before tax 18.0 billion yen, Profit attributable to owners of parent 15.2 billion yen

## Topics

- Dividend forecast was revised: Special dividend of 10 yen will be paid in addition to ordinary dividend of 15 yen per share (end of the year).
- Application for selection of Prime Market in Tokyo Stock Exchange's new market segments.

# FY2021 Q3 (9 months) Results

- Steady demand for main three businesses
- Significant increase in profit due to the equalization of production volumes and improvement of profit structure

(Millions of JPY)

	FY2020 Q3 (Jan.-Sep.) Results	FY2021 Q3 (Jan.-Sep.) Results	YoY
Net sales	128,785	145,532	+13.0%
Industrial Materials	35,155	44,291	+26.0%
Devices	72,743	78,071	+7.3%
Medical Technologies	15,354	17,776	+15.8%
Others	5,531	5,392	-2.5%
Operating profit	3,903	✓ 15,443	+295.6%
Operating profit margin	3.0%	✓ 10.6%	+7.6pt
Profit before tax	3,910	16,903	+332.3%
Profit attributable to owners of parent	4,055	14,517	+257.9%
Forex	¥107/\$	¥107/\$	

# FY2021 Q3 (3 months) Results

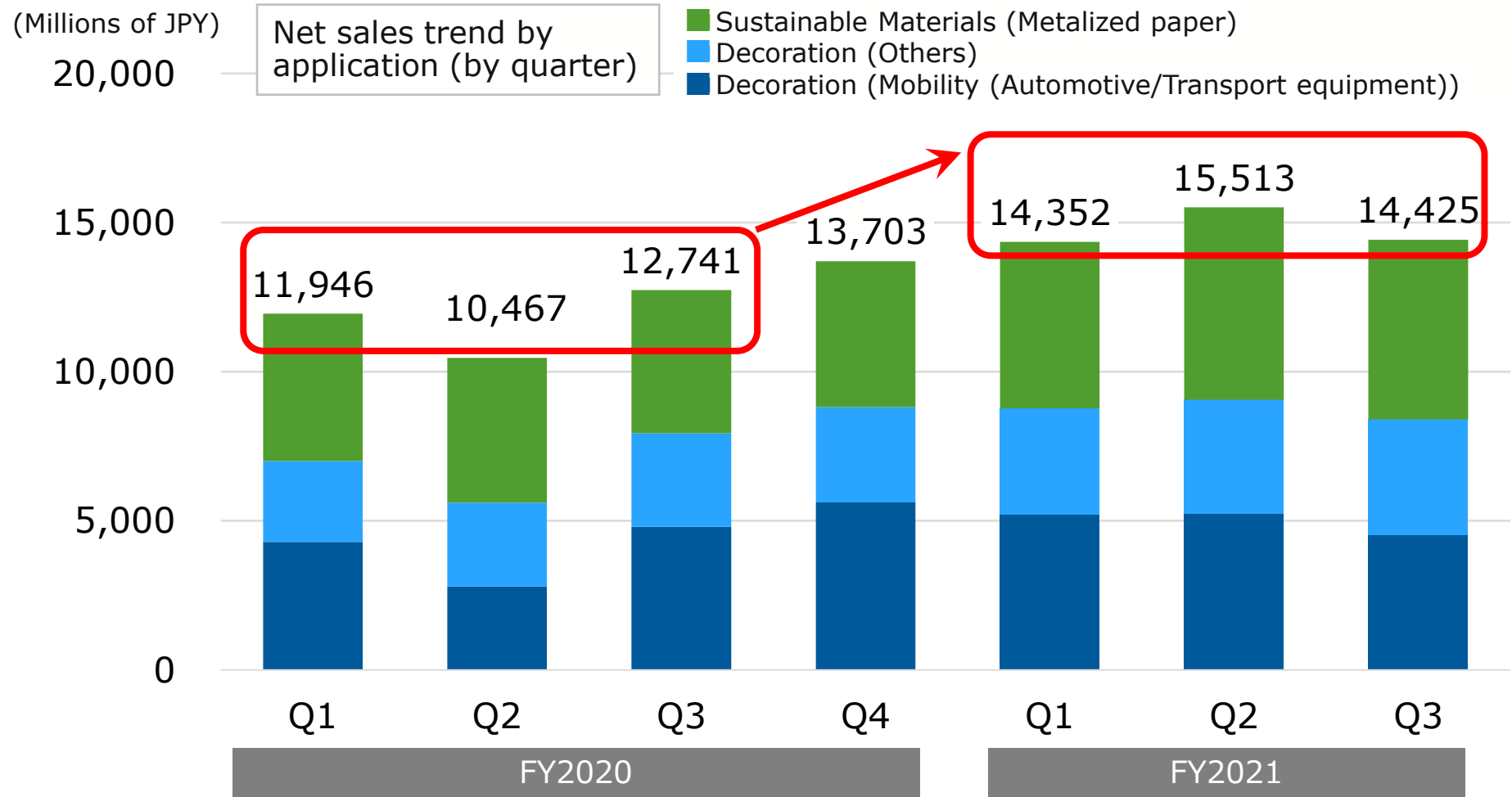
- Achieved an increase in profit despite a decrease in net sales YoY due to the demand decline for smartphones.

(Millions of JPY)

	FY2020 Q3 (Jul.-Sep.) Results	FY2021 Q2 (Apr.-Jun.) Results	FY2021 Q3 (Jul.-Sep.) Results	YoY	QoQ
Net sales	51,620	50,444	47,948	-7.1%	-4.9%
Industrial Materials	12,741	15,513	14,425	+13.2%	-7.0%
Devices	32,153	27,002	25,547	-20.5%	-5.4%
Medical Technologies	5,068	6,098	6,266	+23.6%	+2.8%
Others	1,657	1,829	1,709	+3.1%	-6.6%
Operating profit	4,453	5,528	4,612	✓+3.6%	-16.6%
Operating profit margin	8.6%	11.0%	9.6%	+1.0pt	-1.4pt
Profit before tax	4,370	6,014	4,692	+7.4%	-22.0%
Profit attributable to owners of parent	3,574	5,167	3,930	+10.0%	-23.9%
Forex	¥106/\$	¥108/\$	¥109/\$		

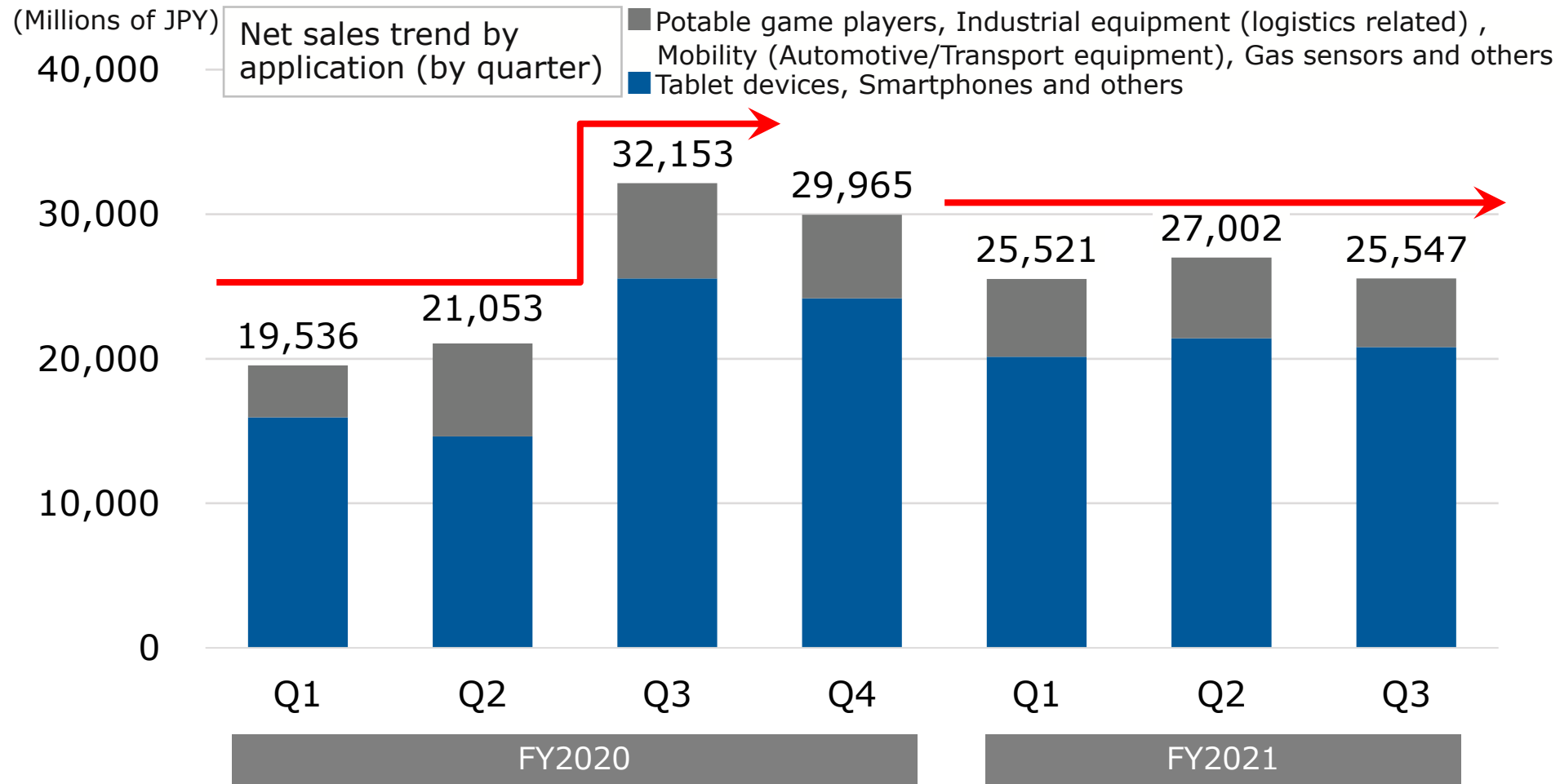
# Industrial Materials

- Strong product demand continued for both decoration and sustainable materials YoY.



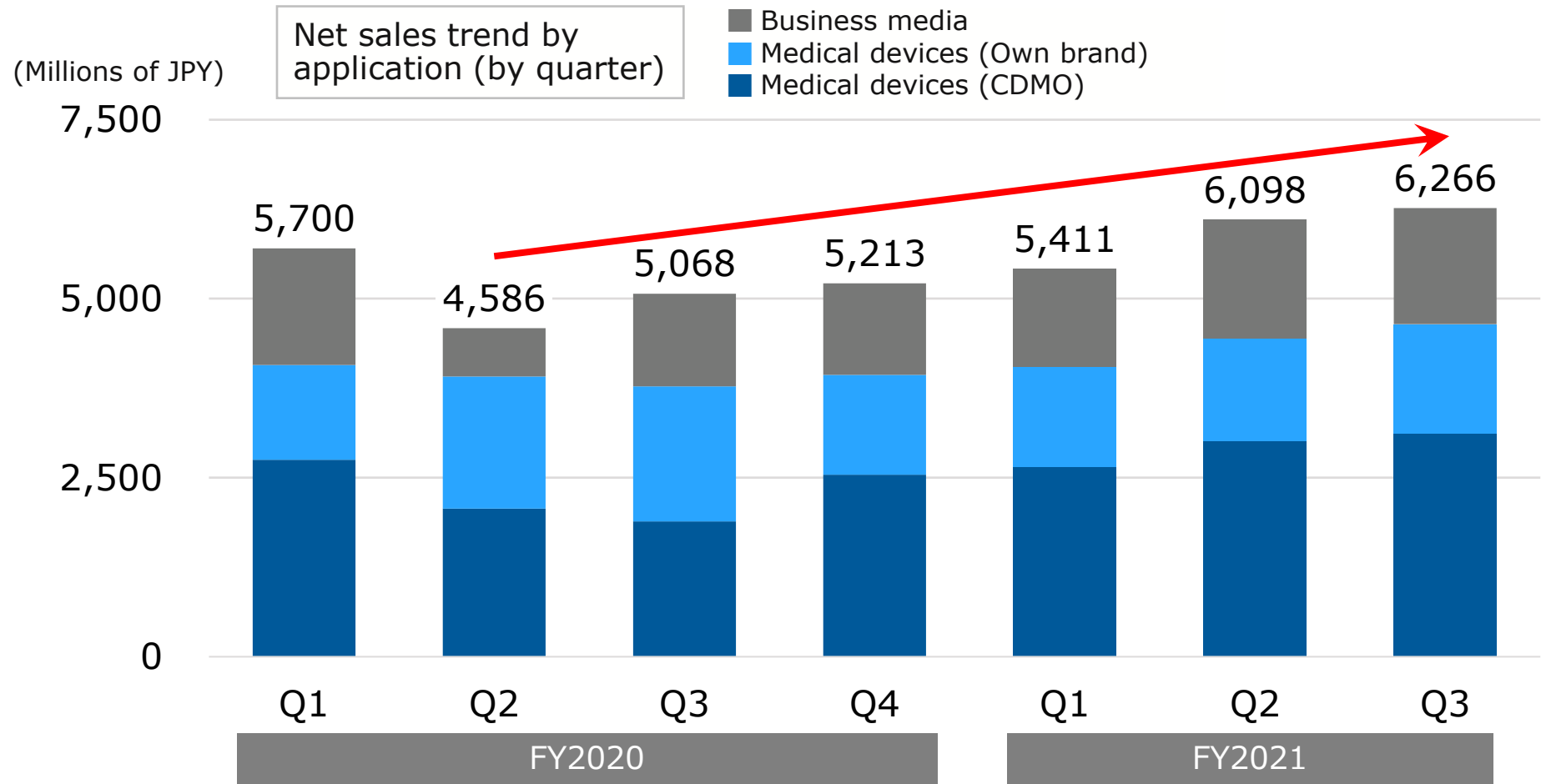
# Devices

- Equalization of production volumes continued.
- Q3: Product demand for tablet devices was strong, while that for smartphones decreased.



# Medical Technologies

- Recovery trend from COVID-19 continued.



# Full-year forecast remains unchanged

- Breakdown by business for operating profit was adjusted.
- Reflected the profitability improvement in Devices and the rising costs of raw materials and labor in Medical Technologies.

(Millions of JPY)

	FY2020 Full-year Results	FY2021 Full-year Previous forecast (Aug. 5)	FY2021 Full-year Adjusted forecast (Nov. 11)	YoY
Net sales	180,006	186,500	186,500	+3.6%
Industrial Materials	48,858	58,400	58,400	+19.5%
Devices	102,708	96,000	96,000	-6.5%
Medical Technologies	20,568	24,200	24,200	+17.7%
Others	7,870	7,900	7,900	+0.4%
Operating profit	7,290	17,000	17,000	+133.2%
Operating profit margin	4.0%	9.1%	9.1%	+5.1pt
Industrial Materials	869	4,800	4,800	+452.4%
Devices	10,131	13,400	✓ 13,800	+36.2%
Medical Technologies	989	1,400	✓ 1,000	+1.1%
Others	-4,700	-2,600	-2,600	-
Profit before tax	7,051	18,000	18,000	+155.3%
Profit attributable to owners of parent	7,069	15,200	15,200	+115.0%
Forex	¥106/\$	¥105/\$	¥106/\$	-

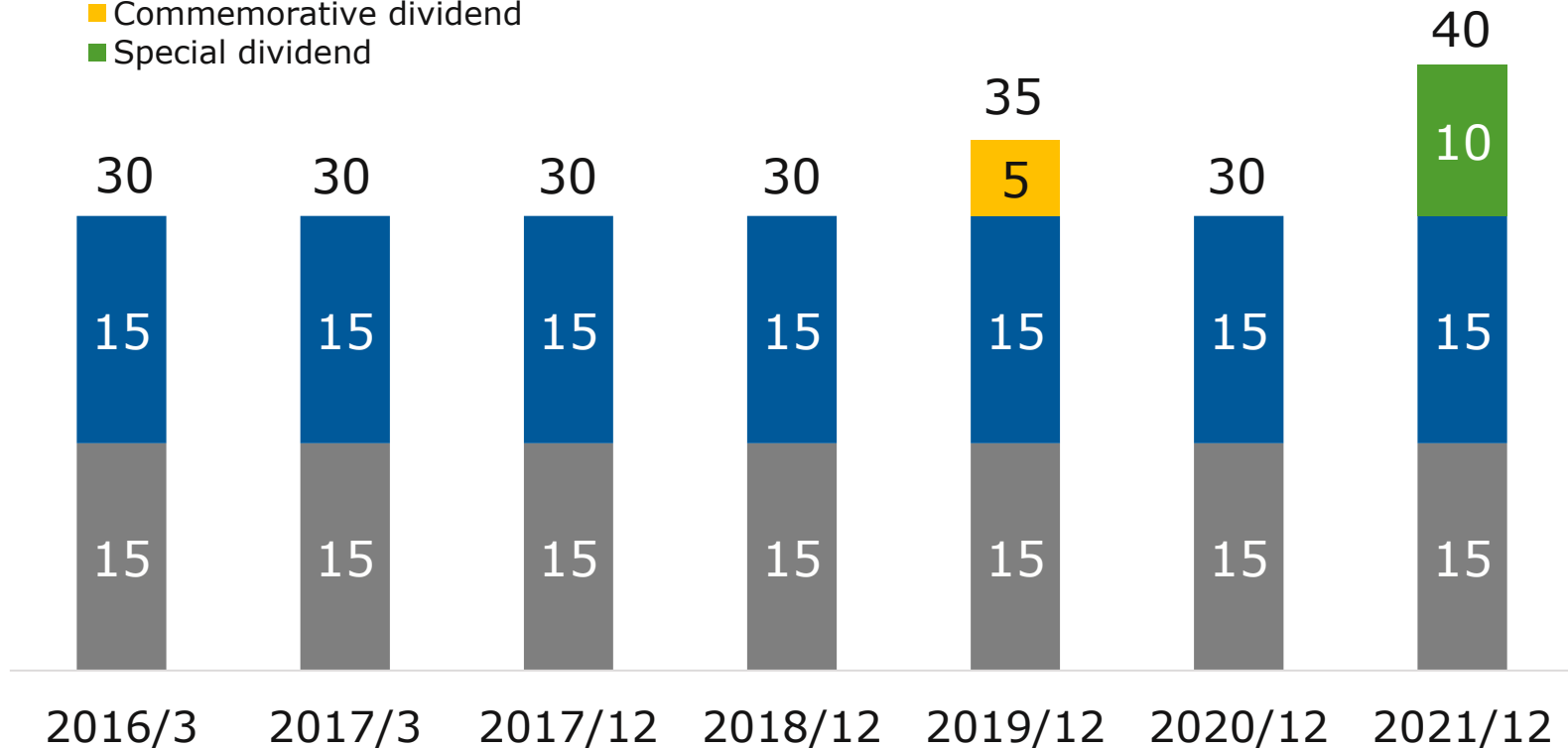


# Revision of dividend forecast

- Special dividend (10 yen) is planned based on the progress of business results for the current fiscal year.
  - Annual dividend 40 yen: Ordinary dividend 30 yen + Special dividend 10 yen

## Annual dividends per share (yen)

- Ordinary dividend (Interim dividend)
- Ordinary dividend (Year-end dividend)
- Commemorative dividend
- Special dividend



## Reference:

Capital investment, Depreciation and amortization,  
M&A investment, R&D

(Millions of JPY)

	Q1 (Jan.-Mar.) Results	Q2 (Apr.-Jun.) Results	Q3 (Jul.-Sep.) Results
Capital investment	1,038	3,068	1,203
Depreciation and amortization	2,314	2,309	2,296
M&A investment	–	–	–
R&D	677	714	721

Among the information included in this presentation and provided at investor briefings and conferences, performance targets, plans, outlooks, strategies and other information that is not constituted of actual past facts, is information that has been judged reasonable by the managers of the Company based on the information available at the time of its creation and contains elements of risk and uncertainty. Actual business results may differ greatly depending on various factors such as economic trends, market demand, and fluctuations in exchange rates.