

The Nissha logo is rendered in a bold, white, sans-serif font. The letters are closely spaced, with the 'i' and 's' in 'NISSHA' being particularly prominent. The background is a blue-tinted photograph of a modern glass-walled building with a grid-like structure.

# NISSHA

## Financial Results for FY2022 Q1 Ended March 31, 2022

May 12, 2022

Junya Suzuki

President and CEO

Nissha Co., Ltd.

# Highlights

## FY2022 Q1 Result

- Tailwinds
  - Steady product demand in non-IT priority markets (Medical Devices, Mobility, and Sustainable Materials)
  - Product price increase carried out (Metallized paper, etc.)
- Headwinds
  - Cost soaring continue (raw materials, labors, and energy costs), especially in the US and Europe
  - Fluctuation/delay in demand due to supply constraints

## FY2022 Forecast

- H1 forecast has been revised upward
  - Reviewed Q2 demand trends and profitability based on Q1 results
- Full-year forecast: Reflected H1 forecast revision

# FY2022 Q1 Results

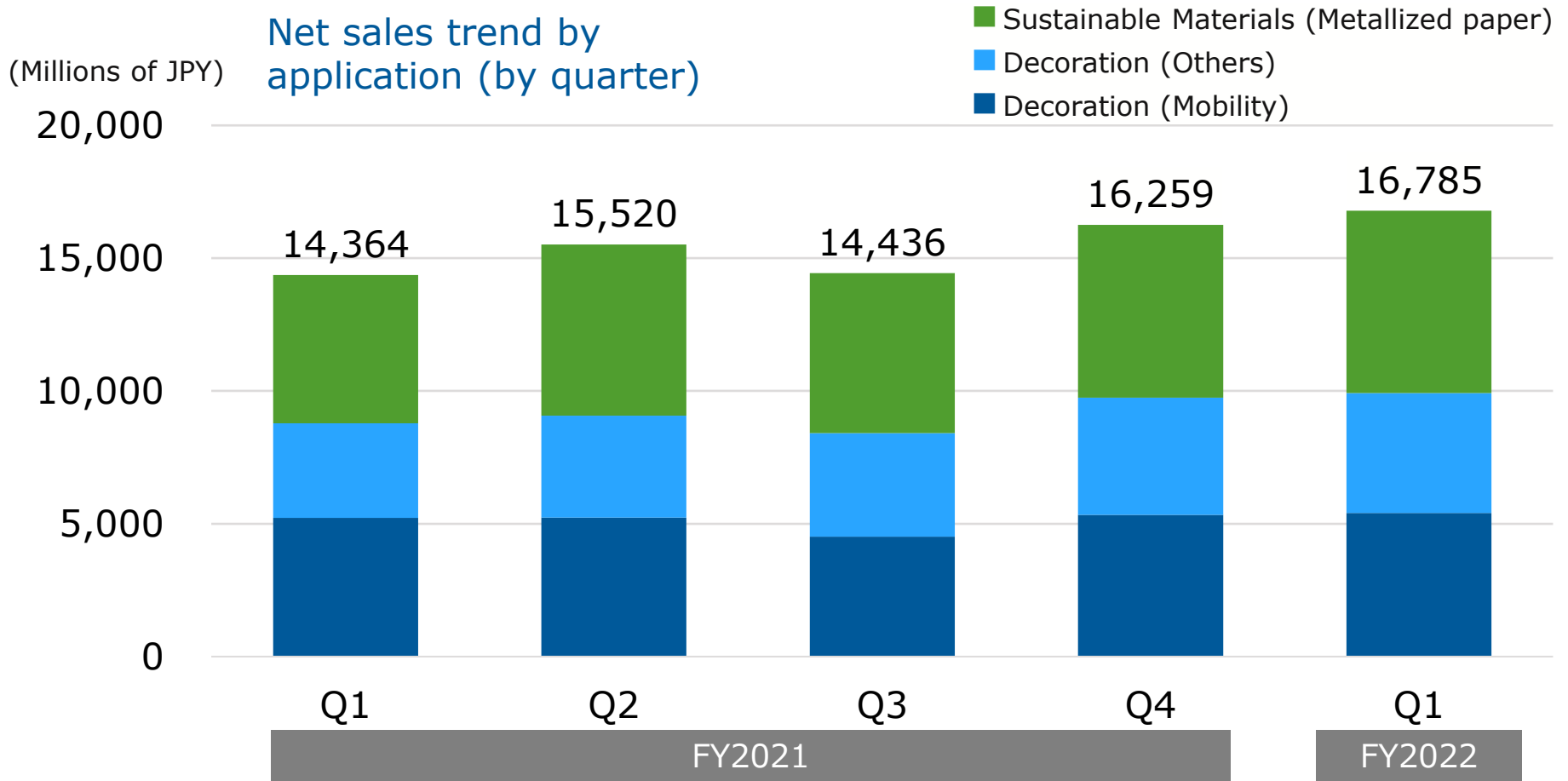
- While product demand for smartphones in Devices decreased, product demand in Industrial Materials and Medical Technologies increased steadily.
- Profitability improved QoQ despite cost increase.

(Millions of JPY)

	FY2021 Q1 Results	FY2021 Q4 Results	FY2022 Q1 Results		
				YoY	QoQ
Net sales	47,139	43,752	41,412	-12.1%	-5.3%
Industrial Materials	14,364	16,259	16,785	+16.9%	+3.2%
Devices	25,515	18,900	15,946	-37.5%	-15.6%
Medical Technologies	5,411	6,399	6,685	+23.5%	+4.5%
Others	1,847	2,192	1,994	+8.0%	-9.0%
Operating profit	5,315	1,906	2,494	-53.1%	✓ +30.8%
Operating profit margin	11.3%	4.4%	6.0%	-5.3pt	+1.6pt
Profit before tax	6,210	2,581	3,565	-42.6%	+38.1%
Profit attributable to Owners of parent	5,433	1,327	3,280	-39.6%	+147.2%
Forex	¥103/\$	¥111/\$	¥113/\$		

# Industrial Materials

- Steady product demand
- Product price increased in Sustainable Materials due to cost soaring



## Newly opened "Nissha Sustainable Technology Center" Development base for Sustainable Molded Products

### Development

Nissha Sustainable Technology Center  
(Koka, Shiga pref.)



Production  
process

Transfer

Engineering  
know-how

### Mass Production

Nissha Schuster Kunststofftechnik  
(Injection molding in Germany)



### ecosense molding

Nissha provides sustainable molded products (ecosense molding), made mainly from plant-based materials such as pulp, to alternate petroleum-based plastics



Pulp-based trays for auto-injectors  
for a European pharmaceutical company

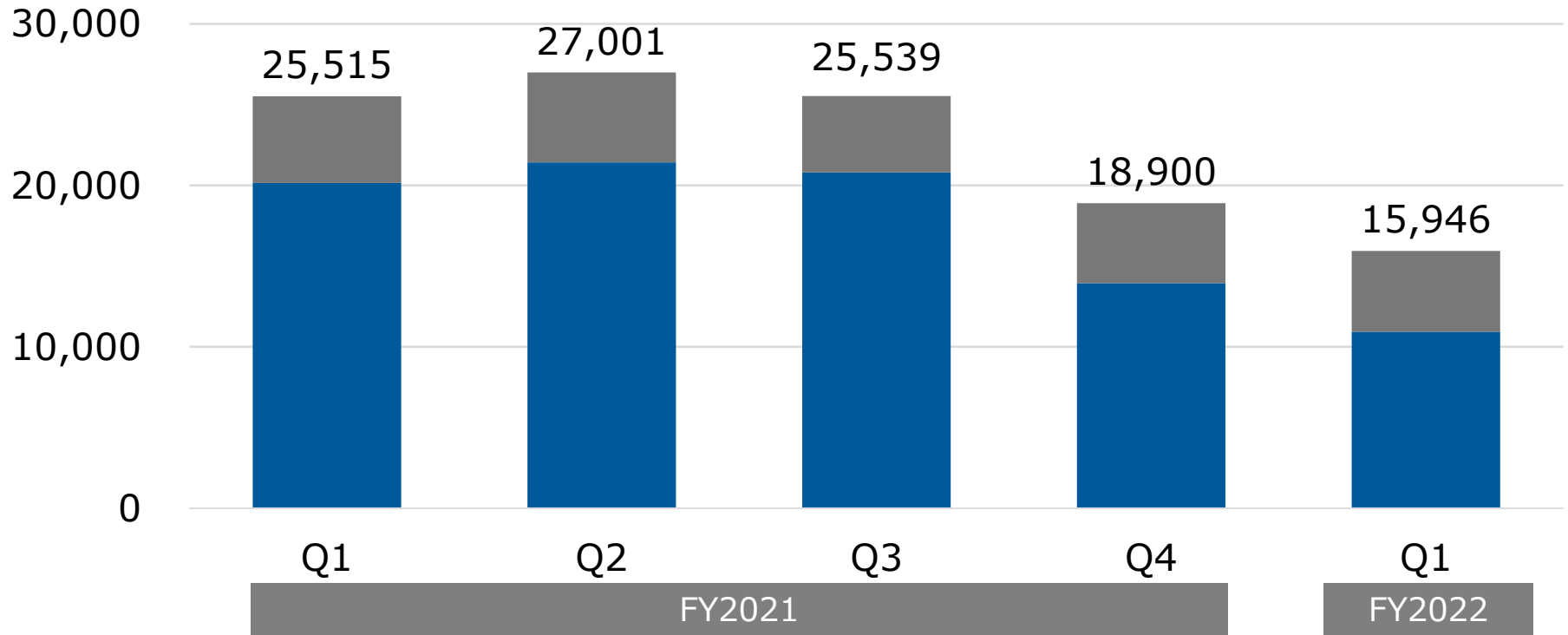
# Devices

- Demand for smartphones declined, as assumed.
- Demand for tablet devices has been pushed back to Q2.

Net sales trend by application (by quarter)

■ Portable game players, Industrial equipment (logistics related), Mobility, Gas sensors and others  
■ Tablet devices, Smartphones and others

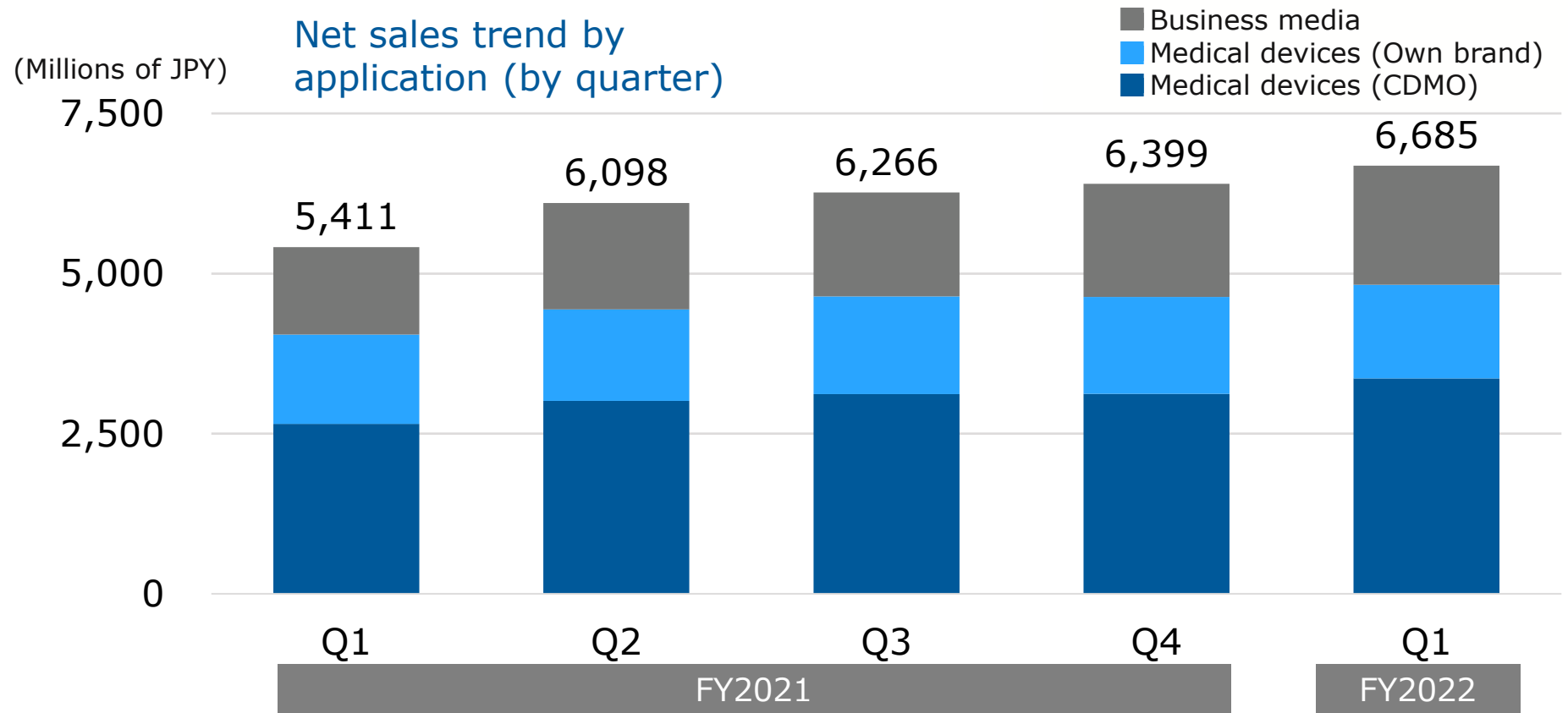
(Millions of JPY)



# Medical Technologies

EMPOWERING YOUR VISION

- Strong demand mainly on CDMO
- Cost soaring of raw materials, transportation, and labor depressed profits (2021 Q3~)
- Carrying out product price increase and cost reduction to improve profitability



# Revision of the forecast

Net sales and operating profit for H1 and full-year has been revised upward (H2 remained as is).

Reviewed H1 demand and profitability based on Q1 results.

(Millions of JPY)

	Previous forecast (February 14)			Revised forecast (May 12)		
	FY2022 Full-year Forecast	FY2022 H1 Forecast	FY2022 H2 Forecast	FY2022 Full-year Forecast	FY2022 H1 Forecast	FY2022 H2 Forecast
Net sales	175,500	83,500	92,000	178,400	86,400	92,000
Industrial Materials	62,500	30,500	32,000	64,700	✓32,700	32,000
Devices	77,000	35,400	41,600	77,700	✓36,100	41,600
Medical Technologies	28,000	13,700	14,300	28,000	13,700	14,300
Others	8,000	3,900	4,100	8,000	3,900	4,100
Operating profit	11,500	4,400	7,100	12,500	5,400	7,100
Operating profit margin	6.6%	5.3%	7.7%	7.0%	6.3%	7.7%
Industrial Materials	5,400	2,500	2,900	5,800	✓2,900	2,900
Devices	8,300	3,200	5,100	8,700	✓3,600	5,100
Medical Technologies	1,400	600	800	1,100	300	800
Others	-3,600	-1,900	-1,700	-3,100	-1,400	-1,700
Profit before tax	11,000	4,200	6,800	13,300	6,500	6,800
Profit attributable to owners of parent	7,800	3,000	4,800	10,000	5,200	4,800
Forex	¥113/\$	¥113/\$	¥113/\$	¥113/\$	¥113/\$	¥113/\$



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

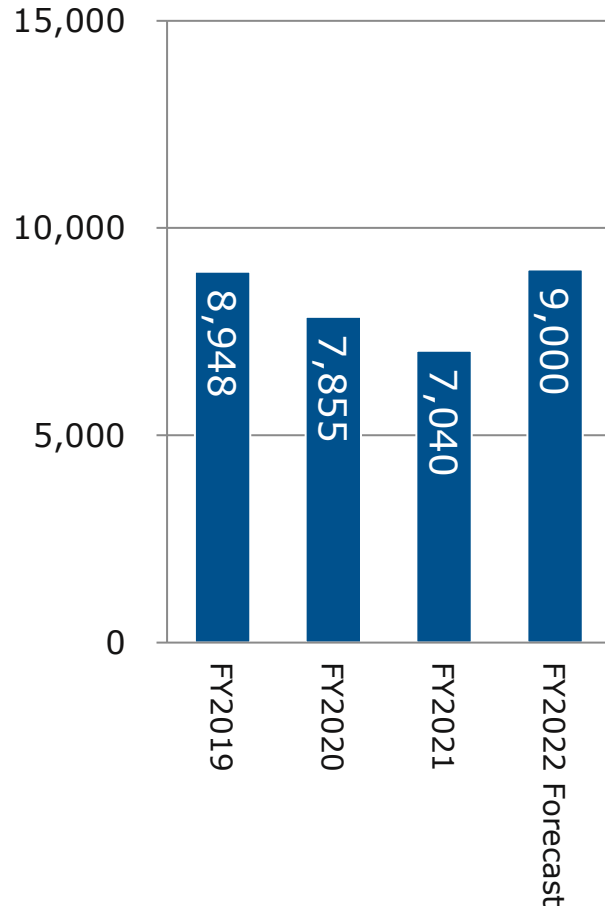
(Millions of JPY)

	FY2022 Q1 Results
Capital investment	1,784
Depreciation and amortization	2,280
M&A investment	-
R&D	842

# Reference: Capital investment, Depreciation and amortization, R&D

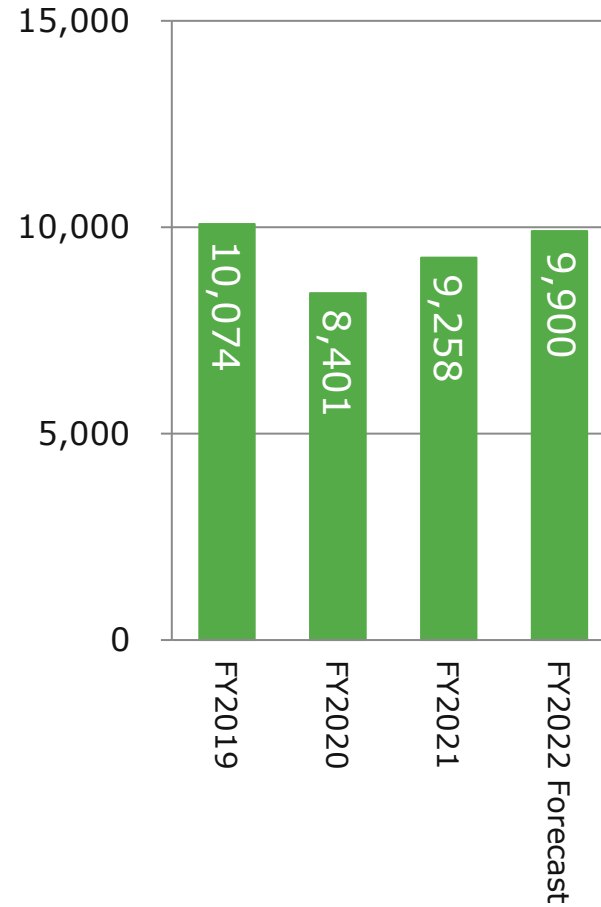
## Capital investment

(Millions of JPY)



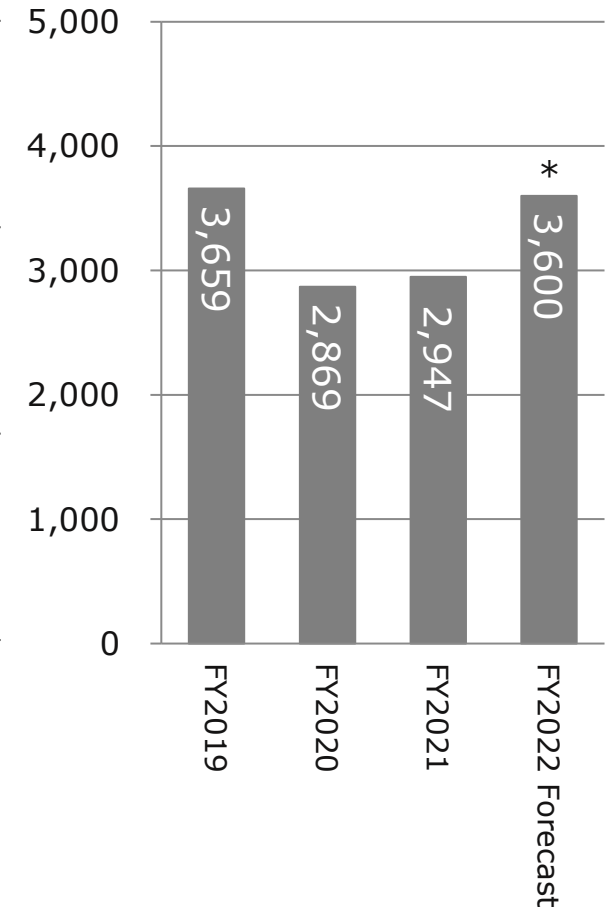
## Depreciation and amortization

(Millions of JPY)



## R&D

(Millions of JPY)



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.