

Nissha Co., Ltd.

Financial Results for FY2018.12 Q3 ended September 30, presentation Q&A

(November 7, 2018)

- Q1. Product demand of Devices Business was pushed backward from Q3 to Q4. Is this because of some specific products?
- A1. That is a general tendency.
- Q2. Is operation rate of Device Business going up in Q4 rather than Q3?
- A2. We think Q4 to be higher.
- Q3. How much was net sales for tablet devices in Devices Business?
- A3. Roughly 10 billion JPY in Q3 (July-September)
- Q4. What are technical characteristics of this year's touch sensors?
- A4. Frame space is getting narrower along enlargement of display area. Technical difficulty level is further raised.
- Q5. Which markets will be in scope in the collaboration with Lens Technology?
- A5. In addition to IT market, we could assume automotive market in mid-term.
- Q6. How long is product life cycle in Medical Technologies Business, especially in the contract manufacturing services?
- A6. It is relatively long. It is one of the reasons to enter medical device market.
- Q7. EBIDTA in Q4 in Medical Technologies Business seems to be higher than that in the Q3. What are reasons behind?
- A7. The expenses for the M&A implemented in the 1^{st} half recurred in Q3, and we do not expect that in Q4.
- Q8. Was the quality problems at overseas factories of Industrial Materials Business solved?
- A8. It is improving, but not completely solved. We would like to settle it within this year.
- Q9. Information and Communication Business announced a business restructuring plan. What is expectation of operating profit in Information and Communication Business in 2019?
- A9. The business restructuring plan is designed it to be profitable.