

Nissha Co., Ltd.  
Financial Results for FY2020.12 Presentation  
Q&A Overview  
(February 12, 2021)

- Q1. Regarding FY2021 full-year forecast, please explain changes in sales and operating profit of each business division from the FY2020 results.
- A1. Product demand in Devices is expected to remain strong in H1. In H2, we will continue to monitor demand trends, such as the anticipated decrease in smartphones and the impact of the shortage of IC chips. Industrial Materials is expected to remain flat overall compared to FY2020. In Medical Technologies, demand for contract development and manufacturing (CDMO) will recover, and the own brand will not change significantly. The loss of reconciliations in FY2020 increased due to the impact of foreign exchange losses.
- Q2. What are the target areas for M&A in Medical Technologies?
- A2. We look at various areas in scope, and have opportunities. Areas that contribute to solving social issues will be prioritized and selected.
- Q3. Please explain about the profitability of Medical Technologies.
- A3. CDMO is highly profitable, and we plan to expand CDMO in the future to increase overall profitability. In addition, we will increase the value of the products provided by CDMO by utilizing synergies with processing technology for IT equipment in Devices and molding technology in Industrial Materials.