

Nissha Co., Ltd.
Presentation for Financial Results FY2022 Q3
Q&A Overview
(November 10, 2022)

Q1. Why did the Q3 operating profit of the Industrial Materials business decline from Q2?

A1. Due to demand slowdown for decoration for home appliances and impact of cost soaring.

Q2. What are measures to further improve profitability of the Medical Technologies business?

A2. We try to minimize the impact of labor cost soaring by automating production and streamlining production lines. We will also continue to increase product price.

Q3. What are prospects for FY2023?

A3. We are of the view that growth fields such as mobility and medical devices will be able to make up for demand decrease for smartphones on net sales. Profits may not grow as much as net sales due to impact such as cost inflation and exchange, but the profitability will be more stable.

Q4. What do you think about demand for tablet devices for FY2023?

A4. At this point, we expect it to be flat to this year, considering forecast from our customers and the competitive environment.

Q5. Will the demand expansion for alcohol checkers end up as a temporary special demand?

A5. Since it is necessary to replace the product after a certain period of time, continuous demand can be expected.

Q6. How do you see current M&A market?

A6. We would recently see a little downgraded valuation.