

Nissha Co., Ltd.
Financial Results for FY2023 Q1 Presentation
Q&A Overview
(May 11, 2023)

- Q1. Regarding the Q1 results of the Devices business, what was the reason why the operating profit decreased year-on-year more than the decrease in net sales?
- A1. The model mix for tablet devices has changed unfavorably. In addition, the operating profit in the last year was pushed up due to the gains from high operation.
- Q2. Regarding the Q2 forecast for the Devices business, what is the reason for the decrease in sales and the increase in operating profit compared to the Q1 results?
- A2. The model mix for tablet devices is expected to improve.
- Q3. Do you see any change in new business opportunities for tablet devices in 2024 and beyond in the Devices business?
- A3. No change. We will maintain the business structure in preparation for the demand increase in next fiscal year.
- Q4. What is the reason for the downward revision of the demand outlook for Sustainable Materials in the Industrial Materials business?
- A4. We have taken into account the impact of inventory adjustments by our customers in North America and South America.

Q5. How is the progress on profitability improvement of the Industrial Materials business?

A5. Currently, profits are shrinking due to demand declining, but the profit structure has not deteriorated.

Q6. What is financial outlook for the Medical Technologies business in 2024?

A6. We expect net sales and operating profit to increase toward the 2025 target.

Q7. How is the progress of M&A?

A7. We are always considering it. We would like to carry out after careful examination so as not to get a high price.

Q8. What are your thoughts on TSE's request for companies with PBR below 1x?

A8. We believe it is important to improve the profitability of our businesses.