

Nissha Co., Ltd.
Financial Results for FY2024 Q3 Presentation
Q&A Overview
(November 8, 2024)

Q1. How is the demand for tablets in the Devices business compared to initial expectations? Also, what is the current operating status?

A1. We anticipated a decrease in Q4 demand, so it is generally in line with our assumptions. We optimize our workforce to align with demand.

Q2. What is the 2025 outlook for each business?

A2. In the Industrial Materials business, we expect increased demand for mobility. In addition to steady demand for interiors, mass production for exteriors will start in the latter half of the year. For medical devices within the Industrial Materials business, we anticipate a contribution of 1.2 to 1.3 billion yen in 2025 from the recently acquired Cathtek.

In the Devices business, demand for high-end tablet models is expected to decline. We will secure profitability by closely managing workforce optimization according to demand.

In the Medical Technologies business, sales growth is expected to continue. In terms of profits, temporary costs in 2024 are expected to dissipate, leading to improved profitability.

Q3. What are the targets in the operating profit margin for each business?

A3. The Industrial Materials business aims for 10% margin and the Devices business targets 5-6% in the medium-term. The Medical Technologies business aims for 8% in the short-term and 10% in the medium-term.

Q4. What is your approach to cash allocation?

A4. Our policy remains focused on growth investments, balancing these with shareholder returns.