Nissha Co., Ltd.

Financial Results for FY2025 Q3 Presentation

Q&A Overview

(November 11, 2025)

Q1. Please explain your sensitivity to exchange rates.

A1. A depreciation of JPY 1 against the U.S. dollar has a positive impact of approximately 600 million yen on net sales and approximately 80 million yen on operating profit on a full-year basis. For Q4 only, we assume roughly one quarter of this impact. The assumed exchange rate for Q4 is JPY 140/USD, which we consider a conservative assumption.

Q2. What is the reason for the projected decrease in net sales of Sustainable Materials in the Industrial Materials business in Q4?

A2. In addition to the reactionary decline following front-loaded demand in Q3, we expect the overall demand environment in the market to be slow. Furthermore, our Q4 forecast assumes a stronger yen than the actual Q3 exchange rate, which also affects net sales on projection negatively. We expect demand to recover from Q1 of the next fiscal year onward and recognize this as a temporary decline in demand.

Q3. Regarding the medical devices CDMO in the Medical Technologies business, for which types of devices are your customers seeing sluggish sales?

A3. While the overall medical devices CDMO market remains active, among the products we contract, certain devices—such as surgical instruments used for gastrectomy—are seeing slower sales, and some models are reaching end-of-life, resulting in a temporary stagnation in demand.