

Nissha Co., Ltd.
Financial Results for FY2024 Presentation
Q&A Overview
(February 13, 2025)

Q1. How do you prospect the Devices business for 2025?

A1. The demand for tablet devices is to decline by approximately 10.0 billion yen, compared to 2024. However, we plan to secure profits by reducing fixed costs through factory consolidation.

Q2. How do you forecast tablet devices demand and market share for the Devices business over the next three years?

A2. As tablet devices have matured as a product, we do not expect demand to grow. We do not intend to pursue market share in the low-end models. Instead, we will carefully monitor demand and strictly control costs. Even in a stagnant market, we aim for an operating profit margin of over 5%.

Q3. What factors are contributing to the improved profit margin in the Medical Technologies business plan for 2025?

A3. The increasing demand for medical devices CDMO and the growth of Isometric (micro molding), which we acquired in 2024, are contributing to the improved profit margin. Additionally, efficiency improvements and control of one-time expenses will enhance profitability.

Q4. How do you prospect the Industrial Materials business in 2025?

A4. In addition to price increases and production efficiency improvements, the full-year contribution from Cathtek (injection molding for medical devices), a highly profitable company we acquired in 2024, will enhance performance.

Q5. What is the anticipated impact on profits from the mass production of mobility exteriors in the Industrial Materials business starting from Q4 2025?

A5. Due to upfront investments required for the production ramp-up, there will be no profit contribution in 2025. Full-scale mass production will begin in 2026, with profit contributions expected from the latter half of the year.

Q6. With the full-scale production of mobility exteriors, what is the projected sales scale for decoration for mobility products in the Industrial Materials business?

A6. Under our 8th Medium-term Business Plan, we are targeting sales of 26.0 billion yen in 2026.

Q7. What is driving the increase in the net sales of Other business in 2025 plan, compared to 2024?

A7. We expect a sales contribution of 5.0 billion yen from Shigaken Pharm (OTC CDMO), which we acquired in January 2025.

Q8. Do you plan to conduct share buybacks in 2025?

A8. Our basic policy for shareholder returns is stable dividends. Regarding share buybacks, we will consider it within the scope of the 14 billion yen allocated for shareholder returns over three years, as outlined in our 8th Medium-term Business Plan.