# Domestic Division Business Report

May 20, 2025
General Manager of Domestic Business Division
Kiyotaka Yoshioka



## **Domestic Division - Comparison with forecasts**

(¥ 100 million)

		FY03/25 Forecast	FY03/25 Actual	Change	Change (%)
Net	sales	235,653	227,133	- 8,520	- 3.6%
	Medical device	118,353	115,238	- 3,115	- 2.6%
	Pharma- ceutical	117,300	111,894	- 5,406	- 4.6%
Gross profit		72,368	70,067	- 2,301	- 3.2%
Operating profit		24,177	22,158	- 2,019	- 8.4%



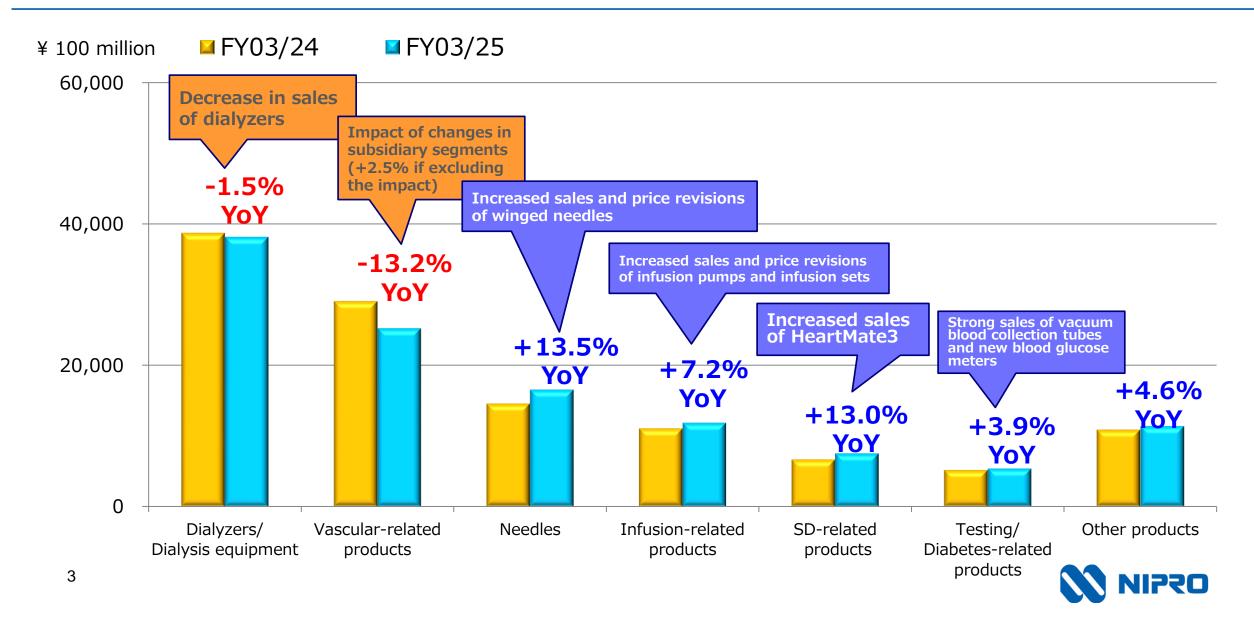
## **Domestic Division - Comparison with the previous year**

(¥ 100 million)

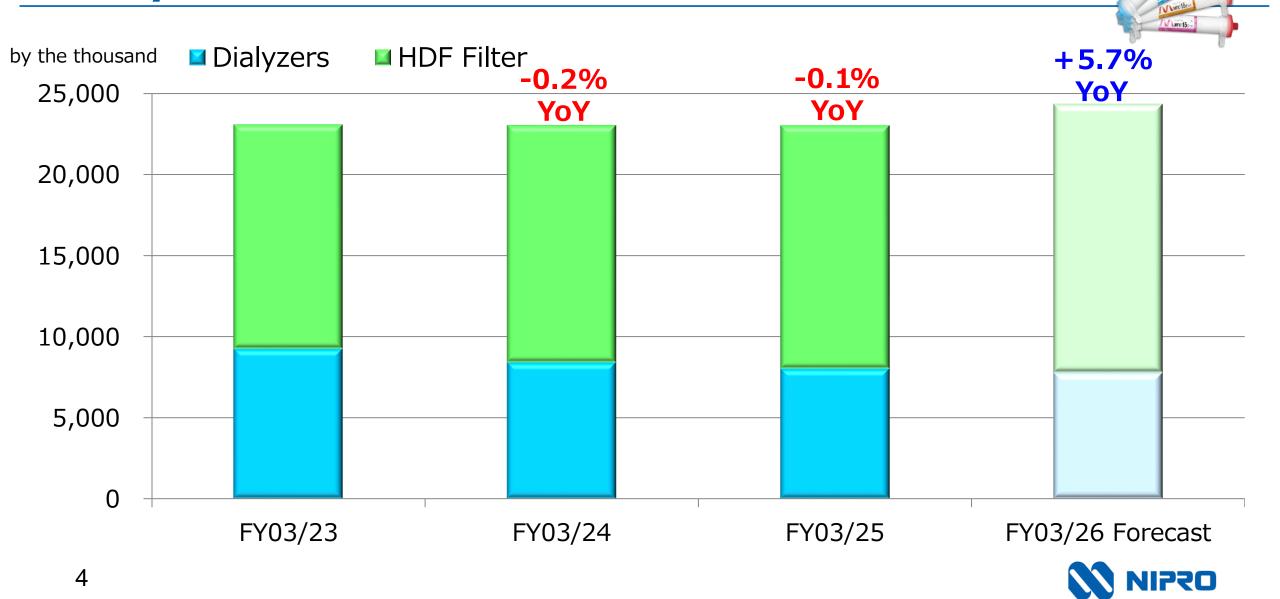
		FY03/24 Actual	FY03/25 Actual	Change	Change (%)
Net sales		225,656	227,133	+ 1,477	+ 0.7%
	Medical device	114,892	115,238	+ 346	+ 0.3%
	Pharma- ceutical	110,764	111,894	+ 1,130	+ 1.0%
Gross profit		70,018	70,067	+ 48	+ 0.1%
Operating profit		21,815	22,158	+ 343	+ 1.6%



#### **Domestic Medical devices - Net Sales by Product Category**



# **Dialyzers and HDF Filter - Sales volume trends**



#### **NIPRO HN LINE**

Medical device data communication support system from Nipro CHN°LINE® Electronic medical record Hospital Network Line Medical Electronic Blood Pressure Monitor Dry clinical chemistry analyzer Pulse oximeter **NIPRO HN LINE /ork-Style Reform** provement of Medical Safety General-purpose infusion pumps omoting efficiency of nursing Telemetric cardiac transmitter operations

"NIPRO HN LINE" supports the reform of work styles in the medical field through digital transformation.

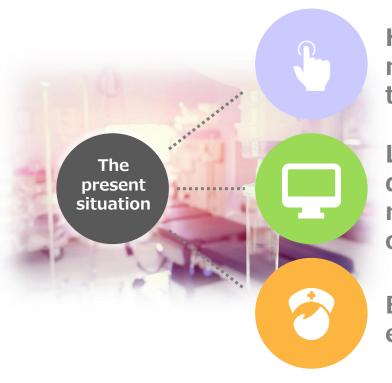


# SafeTech®Pro Infusion System

# Safetech



Aiming to improve the better quality of medical care in the field of critical care (ICU, operating room, emergency)



Have to pay close attention to medication management, thus each task takes time

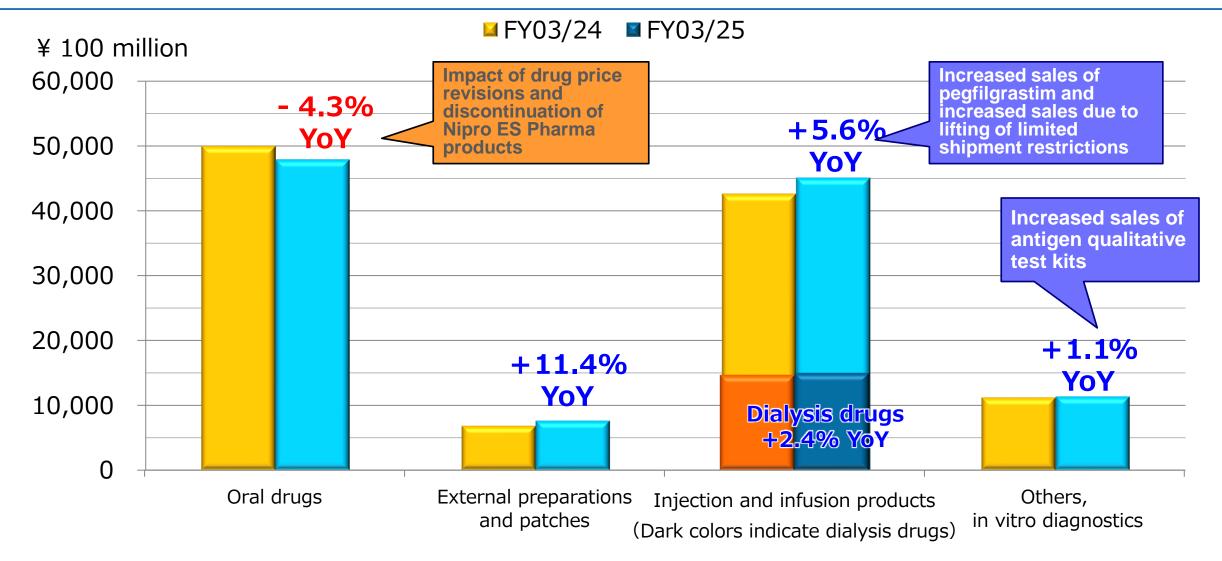
Limited workspace due to large number of devices and risk of omission of checking operational status

Busy workload for patient care and equipment management

Released on November 11, 2024

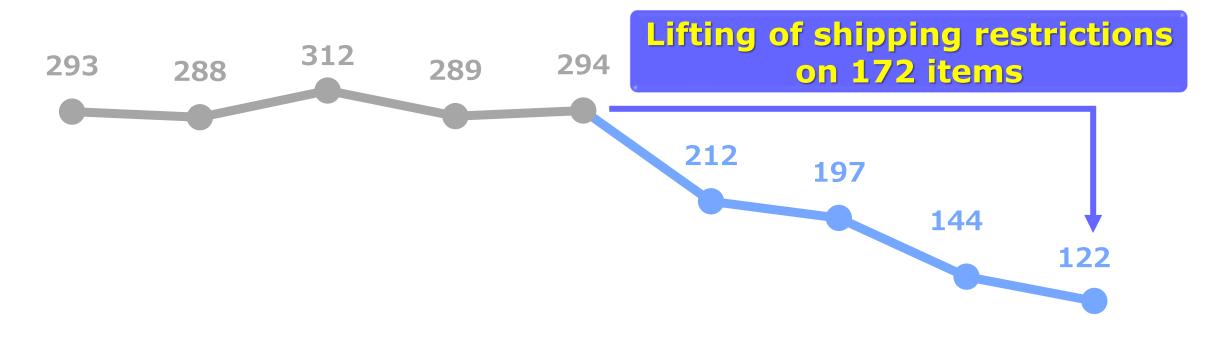


### **Domestic Pharmaceuticals - Net Sales by Product Category**





## Pharmaceuticals - Number of items shipped limited



Mar	Jun	Sep	Dec	Mar	Jun	Sep	Dec	Mar	
	FYO:	3/24			FYO:	3/25		FY03/26	



# **Domestic Division - FY03/26 Forecast**

(¥ 100 million)

		Q4 FY03/25	FY03/26 Forecast	Change	Change (%)
Net sales		227,133	241,321	+ 14,187	+ 6.2%
	Medical device	115,238	123,511	+ 8,273	+ 7.2%
	Pharma- ceutical	111,894	117,810	+ 5,916	+ 5.3%
Gross profit		70,067	72,548	+ 2,481	+ 3.5%
Operating profit		22,158	24,504	+ 2,345	+ 10.6%

