

# IR Materials

Q1 FY03/25

August 8, 2024

NIPRO CORPORATION



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# Business Overview

## Manufacturing, Purchasing, Logistics

The new installation of dialyzer lines (Odate, Akita, and Hefei, China) in FY03/25 is shown below.

The 10th line at the Odate, Akita Plant and the 7th line of FB dialyzers will start operation in October 2024. The 11th line at the Odate, Akita Plant will be put in operation in April 2025.

2024												2025						
1	2	3			4	5	6	7	8	9	10		11	12	1	2	3	4
		<b>Hefei Plant</b>	<b>Odate Plant</b>								<b>Odate Plant</b>						<b>Odate Plant</b>	
		Dialyzers	Dialyzers								Dialyzers	FB Dialyzers					Dialyzers	
		4th line	9th line								10th line	7th line					11th line	
		began	began								began	began					began	
		operations	operations								operations	operations					operations	

## Sales

- Dialysis medical devices : Sales of dialyzers increased as we captured large projects in North America and commenced shipments for Egyptian government tenders, while there was also a switch from other companies in Europe and single-use applications spread in Asia. Dialysis centers multiplied in Central and South America and China.
- Vascular-related products : The indication of drug-eluting balloons expanded, and sales of scoring balloons increased.
- SD-related products : SD-related products remained steady due to stronger sales and increased maintenance contracts of HeartMate 3, resulting from an indication expansion, and greater sales of spinal cord products and others.
- Pharmaceuticals (own brand) : Sales of oral drugs decreased due to a fall in prices of drugs, including Nexium AG, and limited shipments.
- Pharmaceuticals (contract manufacturing) : In Japan, sales of GE products fell due to a decline in orders, but sales of Brand-name/long-listed products grew due to an increase in orders and the start of deliveries of new consigned products. Overseas, JMI Pharma enjoyed steady sales.
- Pharma packaging : In Europe, sales of sterilized syringes increased. In the U.S., sales declined due to lower demand for vials and glass tubes. In China, sales fell YoY since additional sales were recorded in the previous year as a result of excluding an entity from consolidation, associated with the transfer of interest of subsidiaries.

## Conclusion of Contracts of Positive Impact Financing and Social Loan (May 28)

Positive impact finance is a loan agreement intended to support corporations in comprehensively analyzing and evaluating the impacts of (both positive and negative) themes set as activities that influence the achievement of SDGs related to the environment, society and the economy on a continuous basis. As a social loan, the procured fund is to be appropriated to “businesses that solve social issues.”

# Q1 FY03/24 Results

	Q1 FY03/24	Q1 FY03/25	Change	First-Half Forecast (Achievement rate)	FY03/25 Forecast	Quarterly Results				
						FY03/24				FY03/25
						Q1	Q2	Q3	Q4	Q1
(¥100 million)										
<b>Net sales</b>	1,405.9	<b>1,523.9</b>	+118.0 +8.4%	3,166.2 48.1%	<b>6,450.0</b>	1,405.9	1,452.7	1,532.7	1,476.5	1,523.9
<b>Cost of sales</b>	975.3	<b>1,064.8</b>	+89.5 +9.2%	2,211.7 48.1%	<b>4,525.0</b>	975.3	1,025.3	1,070.0	1,084.0	1,064.8
<b>Gross profit</b> (*1)	430.6 30.6%	<b>459.0</b> 30.1%	+28.4 +6.6%	954.4 48.1%	<b>1,925.0</b> 29.8%	430.6 30.6%	427.4 29.4%	462.7 30.2%	392.5 26.6%	459.0 30.1%
<b>SG&amp;A expenses</b>	357.2 25.4%	<b>401.1</b> 26.3%	+43.9 +12.3%	808.2 49.6%	<b>1,600.0</b> 24.8%	357.2 25.4%	365.9 25.2%	373.9 24.4%	392.8 26.6%	401.1 26.3%
<b>Operating profit</b>	73.3 5.2%	<b>57.8</b> 3.8%	△15.5 △21.1%	146.2 39.5%	<b>325.0</b> 5.0%	73.3 5.2%	61.5 4.2%	88.8 5.8%	△0.3 △0.0%	57.8 3.8%
<b>Ordinary profit</b> (*2)	89.0 6.3%	<b>64.2</b> 4.2%	△24.8 △27.9%	126.4 50.8%	<b>276.0</b> 4.3%	89.0 6.3%	58.3 4.0%	52.8 3.4%	△5.1 △0.3%	64.2 4.2%
<b>Profit attributable to owners of parent</b>	40.9 2.9%	<b>26.2</b> 1.7%	△14.7 △35.9%	61.0 43.0%	<b>158.0</b> 2.4%	40.9 2.9%	58.4 4.0%	26.9 1.8%	△15.2 △1.0%	26.2 1.7%

- **Net sales**

Net sales as a whole increased YoY. Whereas net sales in Japan were down due to a fall in drug prices of Nexium AG, overseas, sales of medical devices were strong in the B2B business and the dialysis field in all regions, and sales of pharma packaging were robust in Europe.

- **Gross profit**

Gross profit margin decreased YoY due to disposal of inventories caused by the absorption-type merger of ES Pharma, and a delay in shipments of highly profitable products until the next term in the medical business, in addition to increases in raw material costs and depreciation resulting from continuous capital investment in the medical and pharmaceutical businesses.

- **Operating profit**

Operating profit margin dropped YoY due to increases in personnel expenses and commission expenses in overseas subsidiaries and a rise in depreciation because of capital investment in Japan and overseas.

- **Ordinary profit**

Ordinary profit margin decreased YoY due to a loss in investment in affiliated companies and higher interest expenses despite an increase of ¥270 million in foreign exchange gains.

- **Profit**

Profit decreased YoY since in the previous fiscal year, there was a gain on the sale of cross-held stocks and subsidy income from the government related to capital investment in the Pharmaceutical-Related business.

(\*1) Effect of unrealized gains on gross profit  
Q1 FY03/24 -¥1,840 million  
Q1 FY03/25 -¥400 million

(\*2) Foreign exchange gains (losses)

Q1 FY03/24 ¥2,800 million  
Q1 FY03/25 ¥3,070 million



# SG&A Expenses

	Q1 FY03/24	Q1 FY03/25		Change	Change (%)	FY03/25 Forecast
		Actual	% of Total			
(¥100 million)						
<b>Personnel</b>	119.1	<b>134.1</b>	33.4%	+15.0	+12.6%	<b>514.4</b>
<b>R&amp;D (*1)</b>	39.8	<b>44.4</b>	11.1%	+4.6	+11.6%	<b>190.0</b>
<b>Transportation</b>	34.4	<b>35.4</b>	8.8%	+1.0	+2.9%	<b>176.4</b>
<b>Depreciation (*2)</b>	31.8	<b>37.3</b>	9.3%	+5.5	+17.3%	<b>132.7</b>
<b>Promotion (*3)</b>	26.0	<b>24.9</b>	6.2%	△1.1	△4.2%	<b>96.5</b>
<b>Commission expenses (*4)</b>	15.9	<b>24.5</b>	6.1%	+8.6	+54.1%	<b>99.8</b>
<b>Travel &amp; transportation</b>	10.4	<b>11.3</b>	2.8%	+0.9	+8.7%	<b>52.2</b>
<b>Storage</b>	8.4	<b>9.5</b>	2.4%	+1.1	+13.1%	<b>31.9</b>
<b>Other</b>	70.9	<b>79.4</b>	19.8%	+8.5	+11.9%	<b>305.7</b>
<b>Total</b>	357.2	<b>401.1</b>	100.0%	+43.9	+12.3%	<b>1,600.0</b>

\*1: R&D expenses, experimentation and research expenses, and development amortization

\*2: Depreciation, goodwill amortization

\*3: Sales commissions, samples, advertising, and entertainment expenses

\*4: Commission expenses, consulting expenses

- **Personnel expenses** Personnel expenses increased ¥1,500 million YoY due to a base salary hike in Japan and the impact of overseas foreign exchange.
- **Research and development expenses** R&D expenses grew ¥460 million YoY. The main factors are explained in the next slide.
- **Depreciation** Depreciation increased ¥550 million YoY due to the conclusion of large contracts for the acquisition of dialysis clinics in North America and Central and South America, particularly in Chile, and the new inclusion of dialysis centers in China due to consolidation.
- **Commission expenses** Commission expenses increased ¥860 million YoY due in large part to an rise in expenses related to patents and software license contract fees as well as expenses related to the obtaining of certification for dialysis devices in Europe.

# SG&A Expenses: R&D Expenses

(*1) (¥100 million)	Q1 FY03/24	Q1 FY03/25	Change (Change %)	FY03/25 Forecast
<b>Medical</b>	(*2) 23.5	<b>24.8</b>	+1.3 +5.5%	101.6
<b>Pharmaceutical</b>	19.2	<b>20.7</b>	+1.5 +7.8%	85.0
<b>Pharma Packaging</b>	0.7	<b>0.8</b>	+0.1 +14.3%	3.4
<b>Total</b>	43.5	<b>46.4</b>	+2.9 +6.7%	190.0

\*1: Including research and development expenses in manufacturing costs.

\*2: Figures for the previous fiscal year have also been revised since research and development expenses for outsourcing were recorded from the current fiscal year.

- **Medical** Up ¥130 million YoY this year due to the development of new vascular products.
- **Pharmaceutical** Up ¥150 million YoY due to an increase in research expenses for outsourcing for hypochlorous acid water.
- **PP** Development expenses for new glass products slightly increased ¥10 million YoY.

# Capex and Depreciation

	Capex				Depreciation			
	Q1 FY03/24	Q1 FY03/25	Change (Change %)	FY03/25 Forecast (% achievement)	Q1 FY03/24	Q1 FY03/25	Change (Change %)	FY03/25 Forecast (% achievement)
(¥100 million)								
<b>Medical-Related</b>	64.4	<b>126.6</b>	+62.2 +96.6%	384.0 33.0%	60.9	<b>81.2</b>	+20.3 +33.3%	318.1 25.5%
<b>Pharmaceutical-Related</b>	44.8(*1)	<b>62.5</b>	17.7 +39.5%	103.0 60.7%	33.9	<b>37.0</b>	+3.1 +9.1%	156.1 23.7%
<b>Pharma Packaging</b>	38.1	<b>20.2</b>	△17.9 △47.0%	125.0 16.2%	14.9	<b>17.8</b>	+2.9 +19.5%	67.7 26.3%
<b>Other</b>	15.9	<b>3.7</b>	△12.2 △76.7%	12.0 30.8%	12.5	<b>12.2</b>	△0.3 △2.4%	56.2 21.7%
<b>Total</b>	163.4	<b>213.2</b>	+49.8 +30.5%	624.0 34.2%	122.5	<b>148.3</b>	+25.8 +21.1%	598.1 24.8%

\*1: The plan is to reduce some of them with subsidies during the current fiscal year.

## ● Capex

In Medical-Related, capex increased YoY due to continued investment in a new building for dialyzers at the Odate Plant and the implementation of capital investment in dialyzer lines in China.

In Pharmaceutical-Related, capex increased YoY following on from the previous fiscal year as Nipro Pharma recorded a cost for new construction at the Ohmi Plant.

In Pharma Packaging, capex decreased YoY due to a decline in investments in Germany and France despite the implementation of plant expansion investment in the U.S.

In Other items, capex was down YoY since in the previous fiscal year, investment was made in new construction at the Saitama Pharmaceutical Research Institute.

## ● Depreciation

Depreciation finished as planned as there were no substantial delays in construction in all segments, and all facilities began operations.



# P&L Excluding Forex Impact

	Q1 FY03/24	Q1 FY03/25	Exchange rate Impact*	Q1 FY03/25 Results Excl. Impact	Change (%)
(¥100 million)	[a]	[b]	[c]	[d=b-c]	[d÷a]
<b>Net sales</b>	1,405.9	1,523.9	+74.4	<b>1,449.5</b>	+3.1%
<b>Cost of sales</b>	975.3	1,064.8	+36.2	<b>1,028.6</b>	
<b>Gross profit</b>	430.6	459.0	+38.2	<b>420.8</b>	△2.3%
<b>(%)</b>	30.6%	30.1%		<b>29.0%</b>	
<b>SG&amp;A expenses</b>	357.2	401.1	+19.6	<b>381.5</b>	
<b>Operating profit</b>	73.3	57.8	+18.6	<b>39.2</b>	△46.5%
<b>(%)</b>	5.2%	3.8%		<b>2.7%</b>	
<b>Non-operating income</b>	38.5	40.8	+2.7	<b>38.1</b>	
<b>Non-operating expenses</b>	22.9	34.5		<b>34.5</b>	
<b>Ordinary profit</b>	89.0	64.2	+21.3	<b>42.9</b>	△51.8%
<b>Extraordinary income</b>	23.9	0.4		<b>0.4</b>	
<b>Extraordinary losses</b>	19.3	3.4		<b>3.4</b>	
<b>Profit before tax</b>	93.6	61.2	+21.3	<b>39.9</b>	△57.4%
<b>Income taxes</b>	49.3	31.0	+10.8	<b>20.2</b>	
<b>Profit attributable to non-controlling interests</b>	3.3	3.9		<b>3.9</b>	
<b>Profit</b>	40.9	26.2	+10.5	<b>15.7</b>	△61.6%

\*Total foreign currency transactions converted to yen using the difference from previous year's rate. Forex impact on yen-denominated transactions has not been taken into account.

Average exchange rate	Jan-Mar 2023	Jan-Mar 2024	FY-end rate	Dec. 2022	Mar. 2023	Jun. 2023	Sep. 2023	Dec. 2023	Mar. 2024	Jun. 2024
<b>1 USD</b>	133.44	149.88	<b>1 USD</b>	132.70	133.53	144.99	149.58	141.83	151.41	161.07
<b>1 EUR</b>	143.96	162.15	<b>1 EUR</b>	141.47	145.72	157.60	158.00	157.12	163.24	172.33
<b>1 CNY</b>	19.43	20.74	<b>1 CNY</b>	19.01	19.42	19.94	20.46	19.93	20.83	22.04



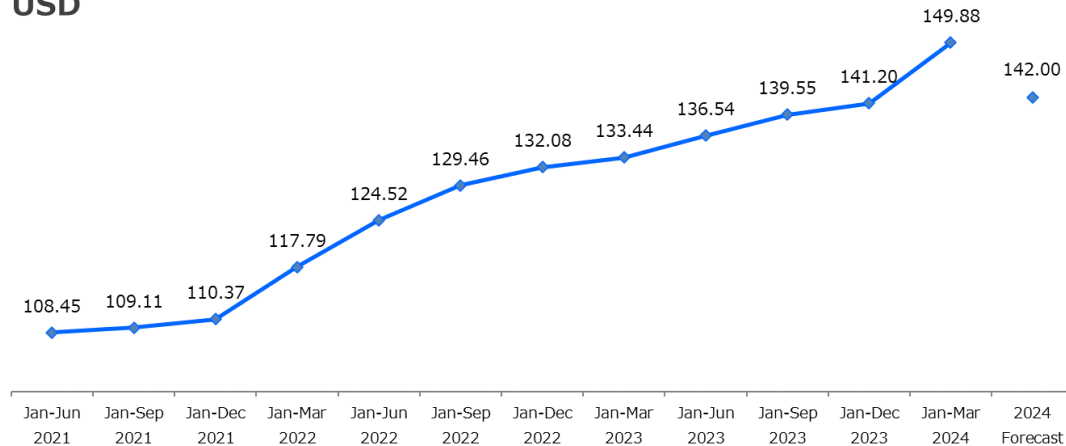
# Exchange Rate Sensitivity

## Annual impact of a ¥1 change in exchange rate

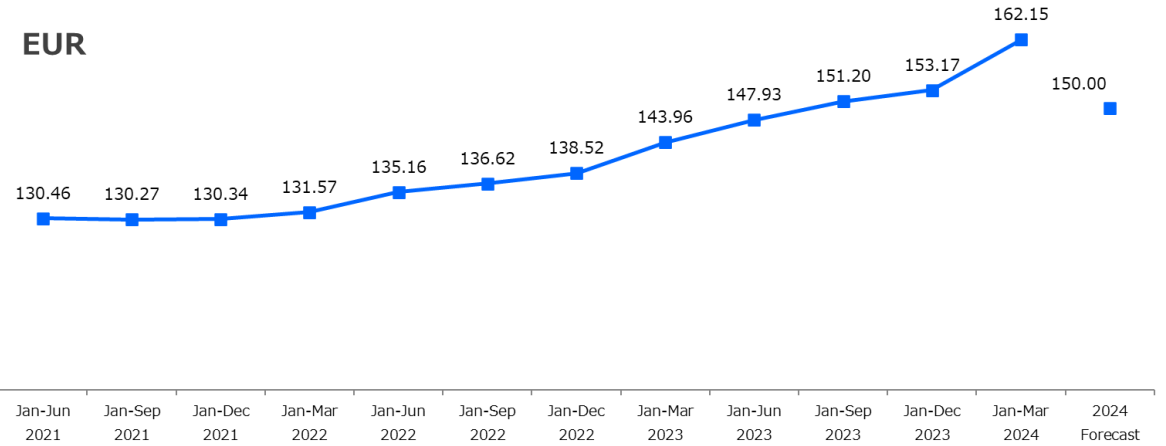
(¥100 million)	USD	EUR	CNY
Net sales	8.9	13.1	16.9
Operating profit	1.3	2.1	6.5

## Average exchange rate

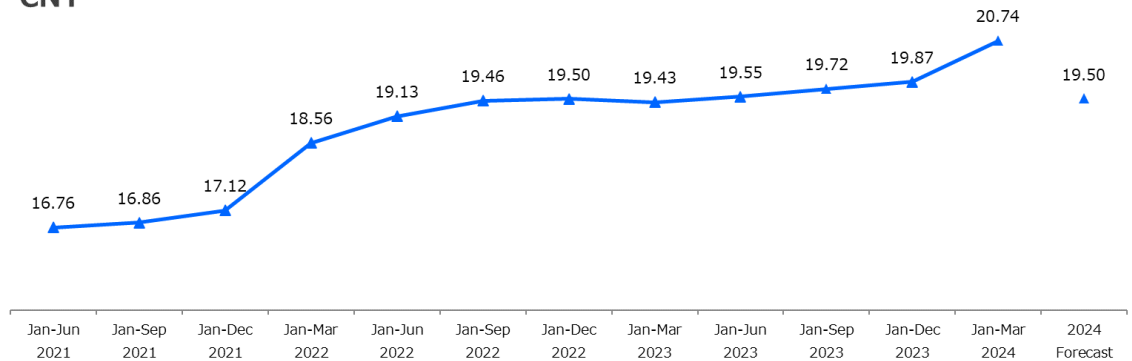
### USD



### EUR



### CNY



# Net Sales and Operating Profit by Segment

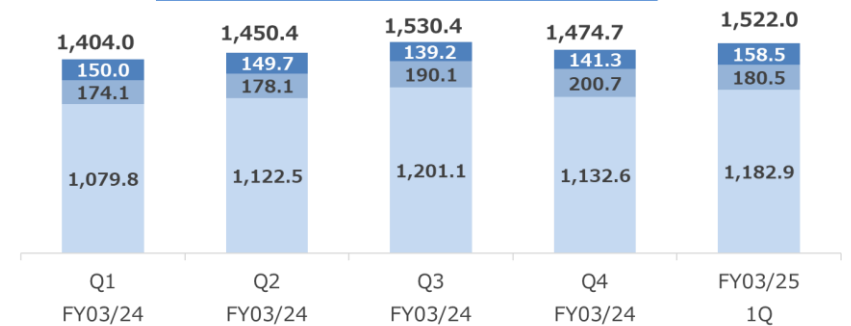
(¥100 million)

Net sales	Q1 FY03/24	Q1 FY03/25	Change (Change %)	FY03/25 Forecast
Medical-Related	1,079.8	<b>1,182.9</b>	+103.1 +9.5%	5,013.0
Pharmaceutical-Related	174.1	<b>180.5</b>	+6.4 +3.7%	812.5
Pharma Packaging	150.0	<b>158.5</b>	+8.5 +5.7%	618.2

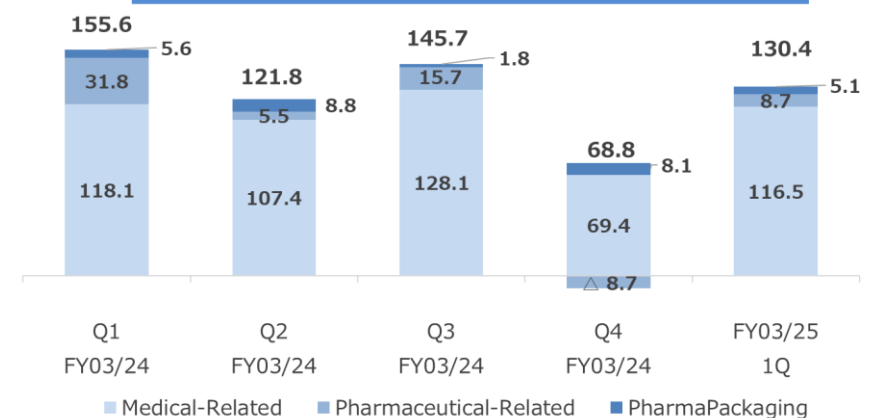
(¥100 million)

Operating profit	Q1 FY03/24	Q1 FY03/25	Change (Change %)	FY03/25 Forecast
Medical-Related	118.1 10.9%	<b>116.5</b> 9.8%	△1.6 △1.4%	471.0 9.4%
Pharmaceutical-Related	31.8 18.3%	<b>8.7</b> 4.8%	△23.1 △72.6%	90.3 11.1%
Pharma Packaging	5.6 3.7%	<b>5.1</b> 3.2%	△0.5 △8.9%	26.0 4.2%

Quarterly Sales Trends (¥100 million)



Quarterly Operating profit Trends (¥100 million)



## ● Medical-Related

Despite strong sales of medical devices overseas, operating profit as the whole of the segment slightly decreased YoY. This was due to the disposal of inventories associated with the absorption-type merger of ES Pharma in addition to a decline in the drug price of Nexium AG in domestic pharmaceuticals and surging costs resulting from increases in raw material costs and depreciation costs.

## ● Pharmaceutical-Related

Net sales grew due to strong sales of the new consigned products of injections and topical formulations that are brand-name/long-listed drugs although sales of GE products decreased due to a lower level of orders. However, operating profit fell YoY due to a delay in shipments of highly profitable products until the next term in the medical business in addition to increases in raw material and labor costs.

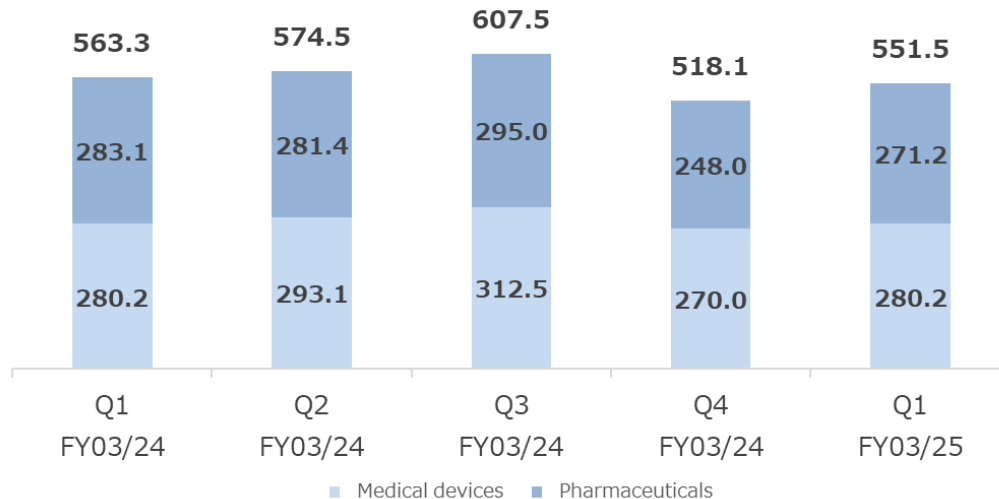
## ● Pharma Packaging Business

Whereas net sales grew, operating profit fell YoY due to increased labor costs and depreciation.

# Segment Results – (1) Medical-Related (Domestic)

Net sales	¥100 million			
	Q1 FY03/24	Q1 FY03/25	Change (Change %)	FY03/25 Forecast
<b>Domestic business</b>	563.3	<b>551.5</b>	△ 11.8 △ 2.1%	2,367.0
<b>Medical devices</b>	280.2	<b>280.2</b>	+0.0 0.0%	1,194.0
<b>Pharmaceuticals</b>	283.1	<b>271.2</b>	△ 11.9 △ 4.2%	1,173.0

Quarterly Sales Trends (¥100 million)



## ● Medical devices

Sales of dialyzers grew ¥120 million YoY due to an increase in sales of HDF filters.

Sales of needles, infusion-related products, and testing products increased ¥640 million, ¥250 million, and ¥120 million YoY, respectively, due to passing higher costs on to sales prices and a rebound from the slump thanks to the easing of COVID-19.

Sales of SD-related products grew ¥170 million YoY due to increases in sales and maintenance contracts associated with an indication expansion for HeartMate 3 and greater sales of spinal-cord-related products and others.

Sales of vascular-related products increased ¥120 million YoY due to an indication expansion for drug-eluting balloons and higher sales of scoring balloons. In China, net sales were down ¥1,450 million YoY due to the transfer of sales from a subsidiary under the domestic Medical-Related business to a subsidiary under the overseas Medical-Related business.

## ● Pharmaceuticals

Sales of oral drugs decreased ¥1,250 million YoY as sales volumes fell due to a reduction in drug prices, including Nexium AG, and the impact of limited shipments.

Sales of injections and infusions decreased ¥70 million YoY due to the impact of the limited shipments and shipment suspension of Medical-handled infusions while the NHI drug price of re-priced unprofitable products rose in injections of own brand GE (antibiotic preparations and infusion formulations).

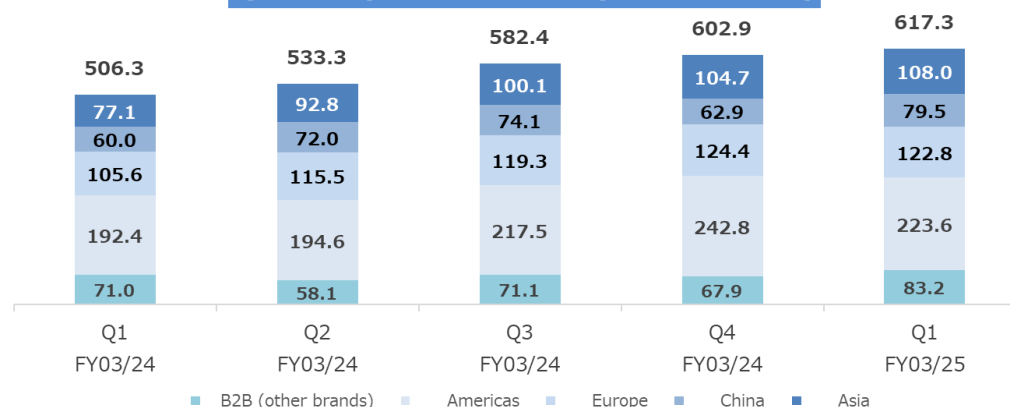
Sales of Other and in-vitro diagnostics increased ¥120 million YoY since the sale of combo kits that could simultaneously detect both COVID-19 and influenza started in the second half of the previous year.

# Segment Results – (1) Medical-Related (Overseas)

(¥100 million)

Net sales	Q1 FY03/24	Q1 FY03/25	Change (Change %)	FY03/25 Forecast
Overseas business	506.3	617.3	+111.0 +21.9%	2,594.0
B2B (other brands)	71.0	83.2	+12.2 +17.2%	312.5
Nipro brands	435.2	534.0	+98.8 +22.7%	228.1
Americas	192.4	223.6	+31.2 +16.2%	997.0
Europe	105.6	122.8	+17.2 +16.3%	469.4
Asia	77.1	108.0	+30.9 +40.1%	447.0
China	60.0	79.5	+19.5 +32.5%	368.0

Quarterly Sales Trends (¥100 million)



## ● B2B

Sales of insulin needles were strong due to higher demand for GLP-1 in Europe, resulting in a ¥1,220 million YoY increase.

## ● Nipro brand

In the Americas, net sales rose ¥ 3,120 million YoY due to an expansion in dialysis centers in Chile and Guatemala and the capturing of government tenders for dialysis equipment in Honduras and Mexico although in North America, sales of dialyzers remained flat, when excluding the impact of the yen's depreciation, despite a sales volume increase due to the conclusion of large contracts.

In Europe, net sales increased ¥1,720 million YoY due to the start of shipments of dialyzers, injections and infusions for the Egyptian Government's tenders and a switch from other companies as well as the impact of the yen's depreciation.

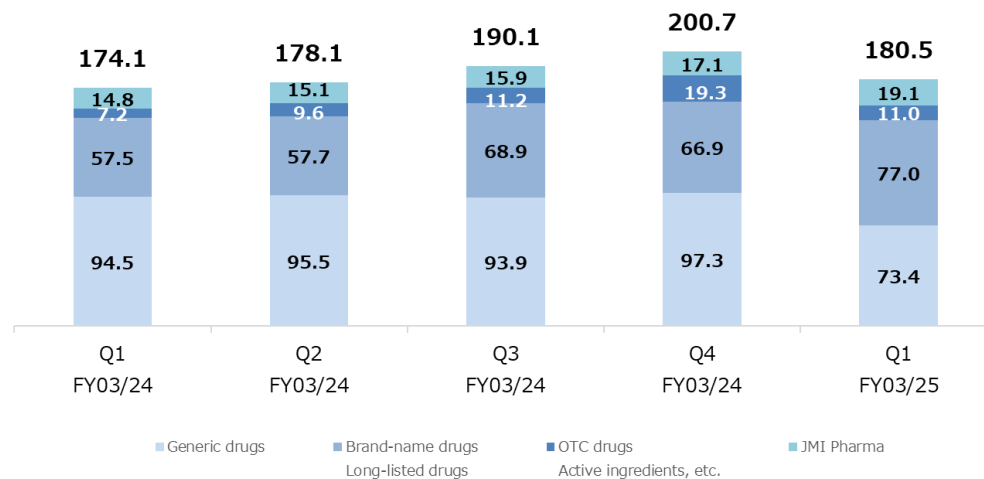
In Asia, sales of dialyzers rose due to the shift to single use in Indonesia. Net sales increased ¥3,090 million YoY due to the effect of the yen's depreciation and increases in sales of dialysis equipment, needles, infusion sets and Surefusers for governments.

In China, dialysis centers expanded. Net sales increased ¥1,950 million YoY since sales of vascular-related products were transferred from a subsidiary under the domestic Medical-Related business to a subsidiary under the overseas Medical-Related business.

# Segment Results – (2) Pharmaceutical-Related

Net sales	(¥100 million)			
	Q1 FY03/24	Q1 FY03/25	Change (Change %)	FY03/25 Forecast
<b>Pharmaceutical-Related</b>	174.1	<b>180.5</b>	+6.4 +3.7%	812.5
<b>Generic drugs</b>	94.5	<b>73.4</b>	△ 21.1 △ 22.3%	347.0
<b>Brand-name drugs Long-listed drugs</b>	57.5	<b>77.0</b>	+19.5 +33.9%	334.9
<b>OTC drugs Active ingredients, etc.</b>	7.2	<b>11.0</b>	+3.8 +52.8%	63.5
<b>JMI Pharma</b>	14.8	<b>19.1</b>	+4.3 +29.1%	67.0

Quarterly Sales Trends (¥100 million)



## ● Generic drugs

Sales of oral drugs fell ¥1,200 million YoY due to a decline in orders.

Sales of injections dropped ¥790 million YoY due to a decrease in orders for main anticancer drugs and the end of consignment of products.

Sales of topical formulations fell ¥120 million YoY due a decline in orders associated with the end of consignment of products.

## ● Brand-name/long-listed drugs

Sales of oral drugs rose ¥370 million YoY due to an increase in orders.

Sales of injections grew ¥910 million YoY due to the start of deliveries of new consigned products and an increase in orders for existing items.

Sales of topical formulations rose ¥660 million YoY due to the commencement of deliveries of new consigned products.

## ● OTC drugs, active ingredients, etc.

Sales grew ¥380 million YoY due to an increase in one-time revenue from validation and a higher level of orders for OTC topical formulations.

## ● JMI Pharma

Net sales of JMI Pharma grew 20.1% YoY on a local currency basis due to putting 15 new products on the market and a growing number of adopting institutions in addition to increased promotion to physicians and a focus on chronic disease drugs.

Net sales increased 28.6% YoY on a Japanese yen basis due to the impact of exchange rate fluctuations.

# Segment Results – (3) Pharma Packaging

Net sales	(¥100 million)			
	Q1 FY03/24	Q1 FY03/25	Change (Change %)	FY03/25 Forecast
<b>Pharma Packaging</b>	150.0	<b>158.5</b>	+8.5 +5.7%	618.2
<b>Japan</b>	32.3	<b>37.1</b>	+4.8 +14.9%	140.4
<b>Overseas</b>	117.7	<b>121.3</b>	+3.6 +3.1%	477.7
<b>Europe</b>	60.0	<b>72.9</b>	+12.9 +21.5%	289.9
<b>Americas</b>	36.4	<b>35.8</b>	△ 0.6 △1.6%	147.5
<b>China</b>	18.3	<b>7.3</b>	△ 11.0 △60.1%	19.4
<b>India</b>	2.9	<b>5.2</b>	+2.3 +79.3%	20.8

## ● Japan

Net sales were up ¥480 million YoY due to higher demand for vials from customers and the acquisition of new customers for plastic parts for kits.

## ● Overseas

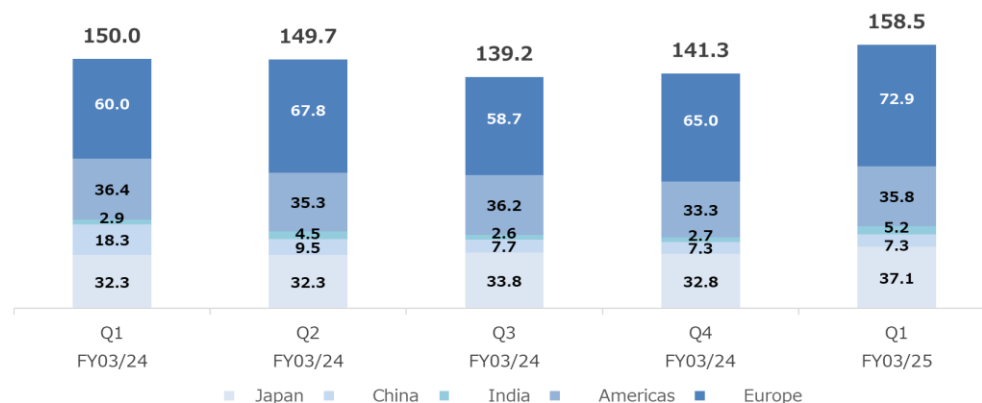
In Europe, net sales rose ¥1,290 million YoY due to an increase in sales of sterilized syringes.

In the U.S., where the Group sells glass tubes and vials, net sales declined 1.6%, but actually decreased 14.0% YoY on a local currency basis, excluding the effect of exchange rates, showing a plunge in demand.

In China, net sales declined ¥1,100 million YoY since additional sales were recorded in the previous year as a result of excluding an entity from consolidation, associated with the transfer of interest of subsidiaries.

In India, net sales grew ¥230 million YoY due to growth in demand for vials and ampoules in addition to the acquisition of new customers for glass tubes.

Quarterly Sales Trends (¥100 million)



# Net Sales by Segment and Product Category

Segment Product	Segment (¥100 million)	Medical-Related	Pharmaceutical- Related	Pharma Packaging	Other	Total
Medical devices	Q1 FY03/25	<b>875.4</b>	<b>0.0</b>	(*3) <b>11.5</b>	<b>0.0</b>	<b>887.0</b>
	Q1 FY03/24	768.2	0.0	10.0	0.0	778.3
Pharmaceuticals	Q1 FY03/25	(*1) <b>306.6</b>	(*2) <b>180.5</b>	<b>1.3</b>	<b>0.0</b>	<b>488.4</b>
	Q1 FY03/24	311.1	174.1	2.0	0.0	487.3
Pharma packaging	Q1 FY03/25	<b>0.7</b>	<b>0.0</b>	<b>145.3</b>	<b>0.0</b>	<b>146.1</b>
	Q1 FY03/24	0.3	0.0	137.7	0.0	138.1
Other	Q1 FY03/25	<b>0.0</b>	<b>0.0</b>	<b>0.3</b>	<b>1.8</b>	<b>2.3</b>
	Q1 FY03/24	0.0	0.0	0.2	1.8	2.1
Total	Q1 FY03/25	<b>1,182.9</b>	<b>180.5</b>	<b>158.5</b>	<b>1.8</b>	<b>1,523.9</b>
	Q1 FY03/24	1,079.8	174.1	150.0	1.8	1,405.9

\*1: In-house generic drugs

\*2: Contract manufacturing of pharmaceuticals

\*3: Needles, infusion-related products, testing products

# Net Sales by Segment and Region

Region	Segment	Medical-Related	Pharmaceutical-Related	Pharma Packaging	Other	Total
	(¥100 million)					
Japan	Q1 FY03/25	552.1	159.9	37.2	1.8	751.2
	Q1 FY03/24	551.4	158.1	32.4	1.8	744.0
Overseas total	Q1 FY03/25	630.7	20.5	121.2	0.0	772.6
	Q1 FY03/24	528.3	15.9	117.5	0.0	661.9
Americas	Q1 FY03/25	247.8	0.0	35.2	0.0	283.1
	Q1 FY03/24	218.2	0.0	33.8	0.0	252.0
Europe	Q1 FY03/25	151.5	0.6	72.0	0.0	224.2
	Q1 FY03/24	125.1	0.4	62.2	0.0	187.8
China	Q1 FY03/25	82.0	0.1	7.3	0.0	89.5
	Q1 FY03/24	76.9	0.0	18.3	0.0	95.4
Other Asia	Q1 FY03/25	149.2	19.8	6.6	0.0	175.7
	Q1 FY03/24	108.0	15.3	3.2	0.0	126.6
Total	Q1 FY03/25	1,182.9	180.5	158.5	1.8	1,523.9
	Q1 FY03/24	1,079.8	174.1	150.0	1.8	1,405.9

## ● By region

Net sales were strong in all regions, with Japan making up 49.3% of net sales and overseas 50.7%.

## ● By segment

Regarding medical devices in Japan, sales of needles, infusion-related products and testing products rose due to the passing on of higher costs to sales prices. On the other hand, in Pharmaceuticals, sales of oral drugs, including Nexium AG, fell. In international medical devices, sales of insulin needles were strong in the wake of increased demand for dialyzers in Europe, the U.S. and Asia, and GLP-1 in Europe's B2B in addition to the yen's depreciation.

Dialysis centers multiplied in Central and South America and China.

In Pharmaceutical-Related, overseas sales of JMI Pharma were steady.

In Japan, net sales slightly increased due to the commencement of deliveries of new consigned products in brand-name/long-listed products although sales of GE products decreased due to a decline in orders.

In Pharma Packaging, net sales grew due to higher demand for sterilized syringes in Europe and vials and ampoules in India. In the U.S., sales of vials and glass tubes declined due to lower demand. In China, net sales declined YoY since additional sales were recorded in the previous year as a result of excluding an entity from consolidation, associated with the transfer of interest of subsidiaries.



# Product Category

Medical devices	
Dialyzers	Dialyzers (artificial kidneys), HDF filters
Dialysis equipment	Dialysis systems, maintenance, dialysis equipment parts
Other dialysis-related products	Blood circuits, AVF needles, etc.
Needles	PSV needles, safetouch needles, etc.
Vascular products	Catheter sets for cardiovascular treatments, thrombus aspiration catheters, etc.
Infusion-related products	Infusion sets, IV cannulas, etc.
Testing products	Neotube (vacuum blood collection tube), blood collection needles, etc.
Diabetes-related products	Insulin needles, blood glucose meters (for overseas markets), lancets
Surgical device-related products	Mechanical circulatory support, cardiopulmonary bypass products, orthopedic products
Other products	Medical instruments, blood-related products, cell culture-related products, gloves, etc.
Pharmaceuticals	
Oral drugs	Oral drugs
Injection and infusion products	Syringe kits, vial formulations, dual chamber bags (PLW), powdered dialysate, dialysis fluids, etc.
External preparations and patches	External preparations, patches
Others, in vitro diagnostics, etc.	Reagents, pharmaceuticals, blood glucose meters, etc.
Pharma packaging	
Glass tube-related products	Medical-use glass tubes, non-medical use glass tubes, glass raw materials
Glass ampoules	Ampoules (single tip, double tip)
Glass vials	Vials (blowback, screw, sterilized, etc.)
Glass syringes	Syringes (luer lock, luer slip, sterilized, etc.)
Rubber stoppers and plugs	Rubber stoppers, plugs, closures, and caps
Plastic containers	Plastics
Thermos bottles	Glass for thermos bottles
Other products	Glass containers and others, special glass containers, cartridge glass and others, etc.

# Net Sales by Product Category (1)

Business Category (¥100 million)		Overall				Overseas				Japan			
		Q1 FY03/24	Q1 FY03/25	Change	Change %	Q1 FY03/24	Q1 FY03/25	Change	Change %	Q1 FY03/24	Q1 FY03/25	Change	Change %
Medical devices	Dialyzers	213.7	245.7	+32.0	+15.0%	158.7	189.5	+30.7	+19.4%	54.9	56.2	+1.2	+2.3%
	Dialysis equipment	48.2	72.9	+24.7	+51.2%	32.2	56.7	+24.4	+75.8%	15.9	16.2	+0.2	+1.5%
	Other dialysis-related products	127.3	141.0	+13.6	+10.7%	106.8	120.1	+13.3	+12.5%	20.5	20.8	+0.3	+1.5%
	<b>Dialysis-related products total</b>	<b>389.3</b>	<b>459.7</b>	<b>+70.3</b>	<b>+18.1%</b>	<b>297.8</b>	<b>366.4</b>	<b>+68.6</b>	<b>+23.0%</b>	<b>91.4</b>	<b>93.2</b>	<b>+1.7</b>	<b>+2.0%</b>
	Needles	113.9	134.6	+20.6	+18.1%	76.7	90.3	+13.6	+17.8%	37.2	44.2	+7.0	+18.8%
	Vascular products	77.8	83.1	+5.3	+6.8%	17.1	21.3	+4.2	+24.6%	60.7	61.8	+1.0	+1.8%
	Infusion-related products	48.0	57.3	+9.3	+19.4%	18.9	24.6	+5.7	+30.5%	29.1	32.7	+3.5	+12.2%
	Testing products	32.4	29.8	△2.5	△8.0%	23.3	20.2	△3.1	△13.5%	9.0	9.6	+0.5	+6.5%
	Diabetes-related products	24.9	30.0	+5.0	+20.4%	20.9	27.0	+6.0	+28.7%	3.9	3.0	△0.9	△23.4%
	Surgical device-related products	21.6	23.8	+2.1	+9.9%	4.5	5.0	+0.4	+9.9%	17.0	18.7	+1.6	+9.9%
	Other products	68.3	66.9	△1.3	△1.9%	40.2	39.4	△0.8	△2.2%	28.0	27.5	△0.4	△1.5%
<b>Category Total</b>	<b>776.6</b>	<b>885.7</b>	<b>+109.0</b>	<b>+14.0%</b>	<b>499.8</b>	<b>594.5</b>	<b>+94.6</b>	<b>+18.9%</b>	<b>276.8</b>	<b>291.2</b>	<b>+14.3</b>	<b>+5.2%</b>	
Pharmaceuticals (own brand)	Oral drugs	132.5	119.8	△12.6	△9.6%	0.1	-	△0.1	△100.0%	132.3	119.8	△12.5	△9.5%
	Injection and infusion products	136.4	143.0	+6.6	+4.9%	27.1	34.4	+7.3	+27.2%	109.3	108.6	△0.7	△0.7%
	External preparations and patches	17.9	18.1	+0.1	+1.0%	-	-	-	-	17.9	18.1	+0.1	+1.0%
	Others, in vitro diagnostics, etc.	24.2	25.5	+1.3	+5.4%	0.8	0.9	0.0	+11.4%	23.3	24.6	+1.2	+5.2%
	<b>Category Total</b>	<b>311.1</b>	<b>306.6</b>	<b>△4.5</b>	<b>△1.5%</b>	<b>28.1</b>	<b>35.4</b>	<b>+7.2</b>	<b>+25.9%</b>	<b>283.0</b>	<b>271.1</b>	<b>△11.8</b>	<b>△4.2%</b>
Regenerative medicines	Regenerative medicine products	1.6	1.2	△0.4	△25.4%	-	-	-	-	1.6	1.2	△0.4	△25.4%

# Net Sales by Product Category (2)

Business Category (¥100 million)		Overall				Overseas				Japan			
		Q1 FY03/24	Q1 FY03/25	Change	Change %	Q1 FY03/24	Q1 FY03/25	Change	Change %	Q1 FY03/24	Q1 FY03/25	Change	Change %
Pharmaceuticals (contract manufacturing)	Oral drugs	74.4	66.4	△7.9	△10.7%	0.1	0.1	0.0	+44.8%	74.2	66.2	△8.0	△10.8%
	Injection and infusion products	72.0	72.5	+0.5	+0.8%	0.8	0.9	+0.1	+12.0%	71.1	71.6	+0.4	+0.7%
	External preparations and patches	11.0	18.0	+6.9	+62.7%	-	0.1	+0.1	-	11.0	17.8	+6.7	+61.4%
	Others, in vitro diagnostics, etc.	3.8	5.7	+1.8	+50.0%	0.1	+0.1	0.0	+27.3%	3.6	5.5	+1.8	+50.8%
	<b>Category Total</b>	<b>161.3</b>	<b>162.7</b>	<b>+1.4</b>	<b>+0.9%</b>	<b>1.1</b>	<b>+1.4</b>	<b>+0.3</b>	<b>+30.8%</b>	<b>160.1</b>	<b>161.2</b>	<b>+1.1</b>	<b>+0.7%</b>
Pharmaceuticals (JMI Pharma)	Oral drugs	14.7	18.9	+4.2	+28.7%	14.7	18.9	+4.2	+28.7%	-	-	-	-
	Injection and infusion products	0.1	0.1	0.0	+35.7%	0.1	0.1	0.0	+35.7%	-	-	-	-
	<b>Category Total</b>	<b>14.8</b>	<b>19.1</b>	<b>+4.2</b>	<b>+28.7%</b>	<b>14.8</b>	<b>19.1</b>	<b>+4.2</b>	<b>+28.7%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Pharma Packaging	Glass tube-related products	33.0	35.2	+2.1	+6.6%	27.5	29.1	+1.5	+5.6%	5.4	6.0	+0.6	+11.8%
	Glass ampoules	21.8	23.4	+1.6	+7.6%	21.7	23.4	+1.6	+7.7%	0.0	0.0	0.0	△22.6%
	Glass vials	51.7	44.9	△6.7	△13.1%	47.4	39.4	△7.9	△16.8%	4.3	5.4	+1.1	+27.3%
	Glass syringes	14.8	24.2	+9.4	+63.5%	14.7	24.1	+9.3	+63.4%	0.0	0.0	0.0	+221.9%
	Rubber stoppers and plugs	4.4	3.5	△0.8	△19.5%	1.2	-	△1.2	△100.0%	3.2	3.5	+0.3	+12.0%
	Plastic containers	5.1	5.5	+0.4	+8.2%	-	0.0	0.0	-	5.1	5.5	+0.4	+8.2%
	Thermos bottles	1.3	1.3	0.0	+2.2%	-	-	-	-	1.3	1.3	0.0	+2.2%
	Other products	5.7	7.7	+1.9	+34.5%	5.0	5.6	+0.6	+12.2%	0.6	2.0	+1.3	+197.5%
	<b>Category Total</b>	<b>138.1</b>	<b>146.1</b>	<b>+8.0</b>	<b>+5.8%</b>	<b>117.8</b>	<b>121.8</b>	<b>+3.9</b>	<b>+3.4%</b>	<b>20.2</b>	<b>24.2</b>	<b>+4.0</b>	<b>+20.0%</b>
Other	Sales of production machinery and real estate leasing	2.1	2.3	+0.1	+5.8%	0.0	0.2	+0.1	+165.5%	2.0	2.0	0.0	△1.0%
<b>Consolidated Total</b>		<b>1,405.9</b>	<b>1,523.9</b>	<b>+117.9</b>	<b>+8.4%</b>	<b>661.9</b>	<b>772.6</b>	<b>+110.7</b>	<b>+16.7%</b>	<b>744.0</b>	<b>751.2</b>	<b>+7.2</b>	<b>+1.0%</b>

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