

Global Product Strategy

Vascular Business Division
<Yasushi Oyama>



1

Overview of the Vascular Business Division

- Product Portfolio
- Organizational Structure

2

Japanese Domestic Market

- Flagship Products

3

Global Expansion

- Sales by Country
- Flagship Products for Global Expansion

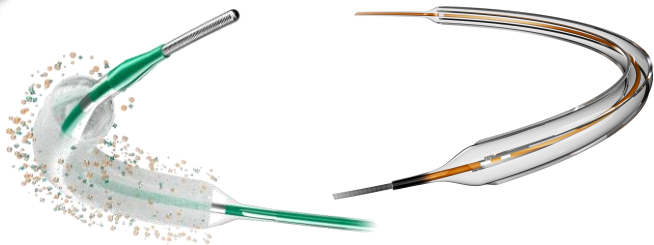
1. Overview of the Vascular Business Division

Product Portfolio / Organizational Structure

- ▶ Responsible for minimally invasive endovascular therapeutic devices and diagnostic/Imaging solutions

Therapeutic devices

Coronary / Peripheral / Neuro
/ Aneurysm



Diagnosis / Imaging systems

IVUS / NIRS / OCT /
Healthcare IT



Accessories

Y-Connectors/ Inflation
Devices



▶ Unifying under the NIPRO Brand from April 2026

Accelerating global expansion

Goodman Co., Ltd.



Nipro Vascular Corporation

Company name change and organizational restructuring of Goodman Co., Ltd.

Global Vascular HQ



Vascular Business Division

Integration of Global Vascular HQ into the Vascular Business Division.

Infraredx

Avantec



**NIPRO Vascular
Innovations Americas
(NVIA)**

Integration of two overseas subsidiaries.

2. Japanese Domestic Market

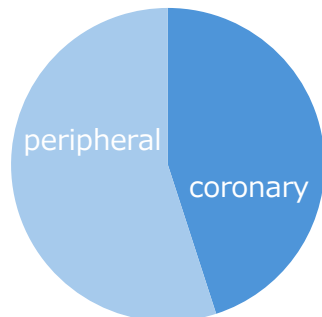
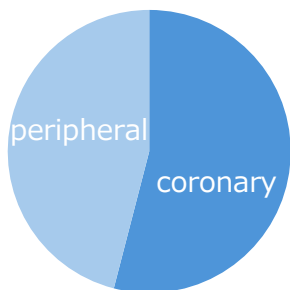
Flagship Products

Coronary & Peripheral procedural cases (2021-2030)

(Cases)

2021

2030

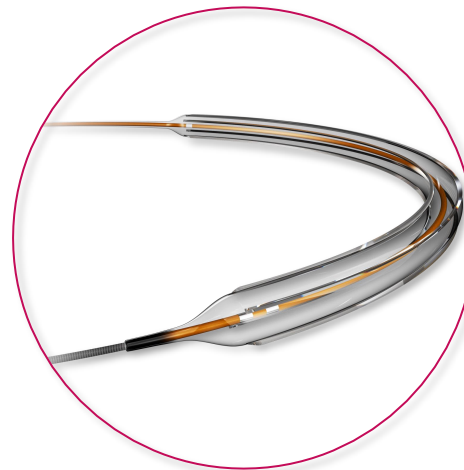


- Approx. 450,000 – 550,000 cases / year.
- Total cases expected to increase slightly until 2030.

Japan Market Trend

- ▶ Coronary: Slight decline
- ▶ Peripheral: Gradual growth

Reference:(1)(2) in-house data



(Peripheral)

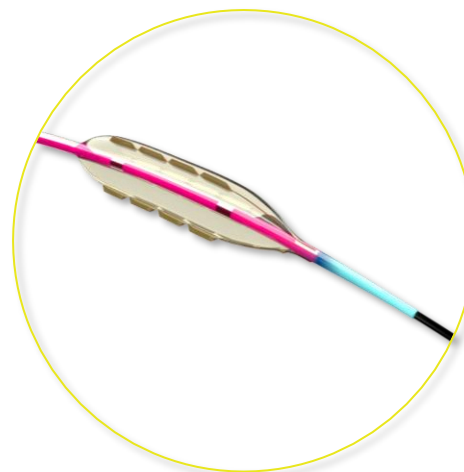
Integrated Element Design

High Pressure Balloon

Long Balloon

Proprietary Design
/New Device

Full Launch from April 2026
Created New Market Segment



(Coronary)

Integrated Element Design

High Pressure Balloon

Advanced Manufacturing Technology

5th-Generation Model

Launch from March 2026
Expanding Market Share

3. Overseas Expansion

Sales by Country

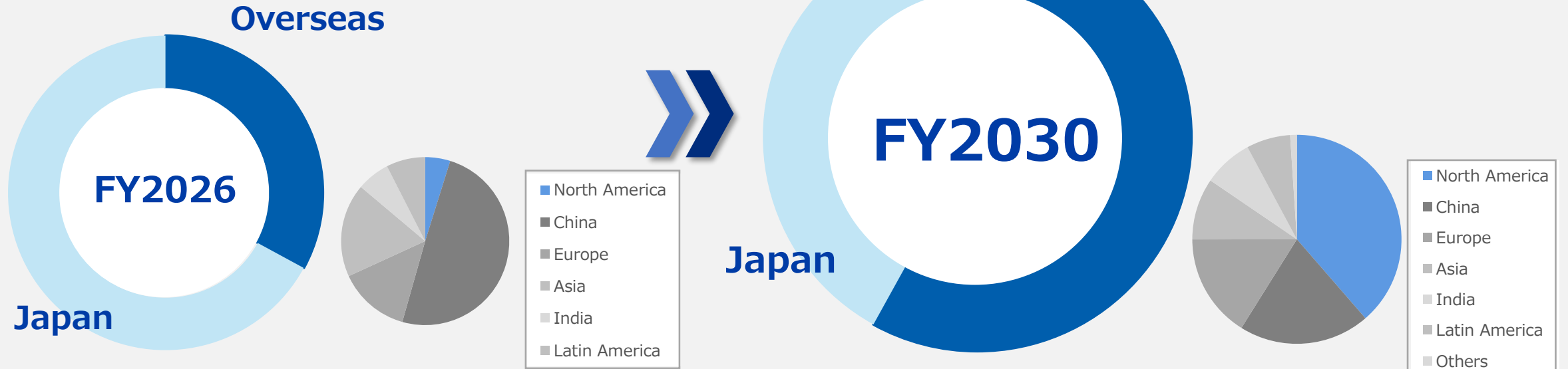
/ Flagship Products for Global Expansion

Sales Mix by Country (2026 vs 2030)

Accelerating revenue growth through the full-scale global expansion of our flagship products.

Increase in overseas sales ratio

Revenue Mix



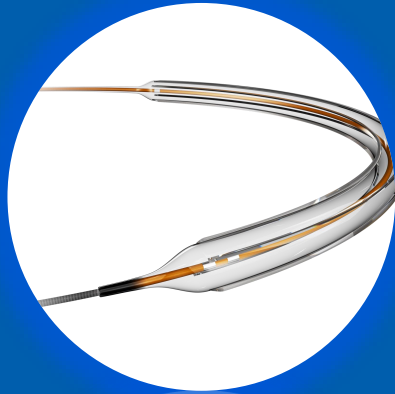
Flagship Products for Global Expansion

NSE Series in Europe and the U.S.



Aperta NSE
(Coronary Scoring Balloon)

Established a strong market position in Japan



Aperta NSE PTA
(Peripheral Scoring Balloon)

Only-One Scoring High pressure Long balloon

Accelerating Global Expansion of the Aperta NSE Series.

- The Aperta NSE series has established a strong market position in Japan.
- Commercialization has already begun in Europe and Asia, building a solid global footprint.
- The next strategic milestone is expansion into the U.S., the world's largest market.

※1 ※2 U.S. Specialty Balloon Market Trends

2025

Approx. **270,000 – 330,000** units

Approx. JPY **25 – 30** billion



2030

Approx. **410,000 – 510,000** units

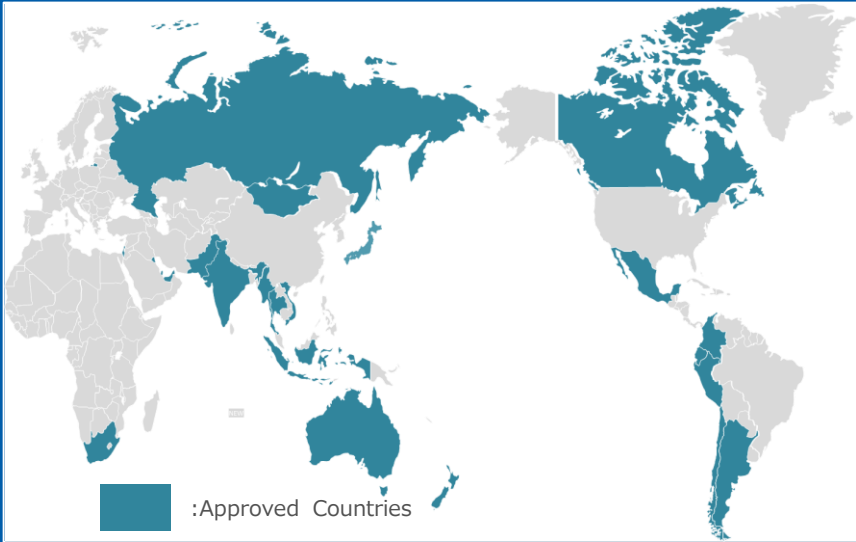
Approx. JPY **32 – 39** billion

Reference:
(1)(2) in-house data

Flagship Products for Global Expansion

GUIDEPLUS (Coronary Guide Extension Catheter)

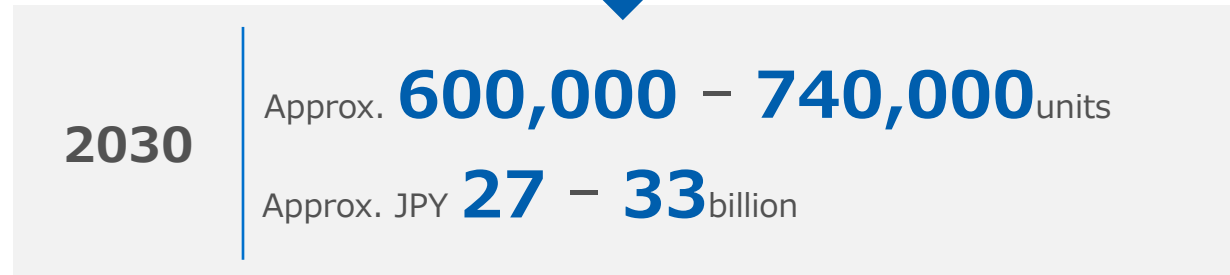
No.1 share in Japan



A catheter designed to provide delivery support for combination devices in the treatment of complex and challenging coronary lesions.

- ▶ Sales launch planned in Brazil, China, and Europe

※1 Global Market Trends for Guide Extension



Reference: (1)in-house data
 ※Share : Global market (excluding Japan)

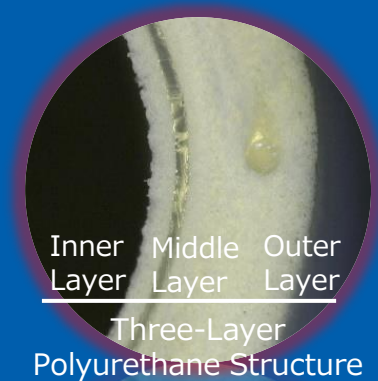
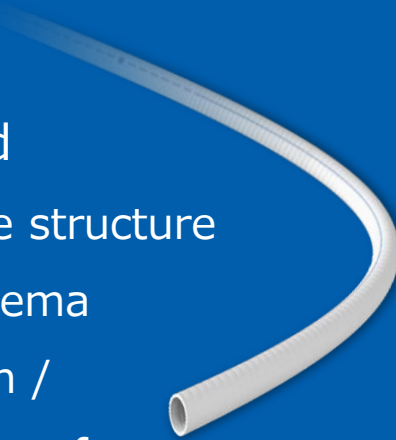
Flagship Products for Global Expansion

U.S. Expansion of Vectra Vascular Graft

(Vascular Graft for Vascular Access)

One-of-a-kind

- Three-layer polyurethane structure
- Reduce postoperative edema
- Enables early cannulation / hemostasis after 24 hours of implantation
- Low risk of seroma



Since **1997**

- Over 90,000 units implanted in Japan over 28 years.
- A key product supporting NIPRO's Total Access Care.
- The U.S. market is expected to expand, supported by favorable reimbursement conditions.

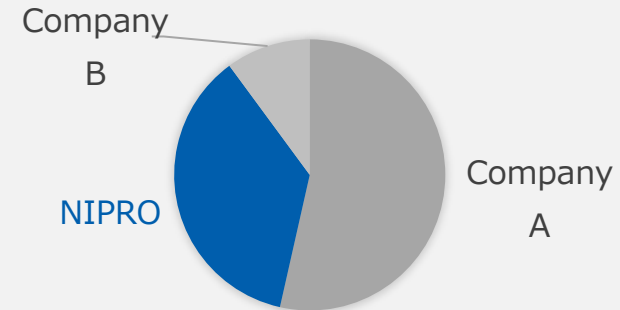
※1 U.S. Market for Dialysis Vascular Grafts (2022)

Vascular Graft

Approx. **40,000 – 60,000** units

Approx. JPY **9 – 11** billion

Japan Market Share

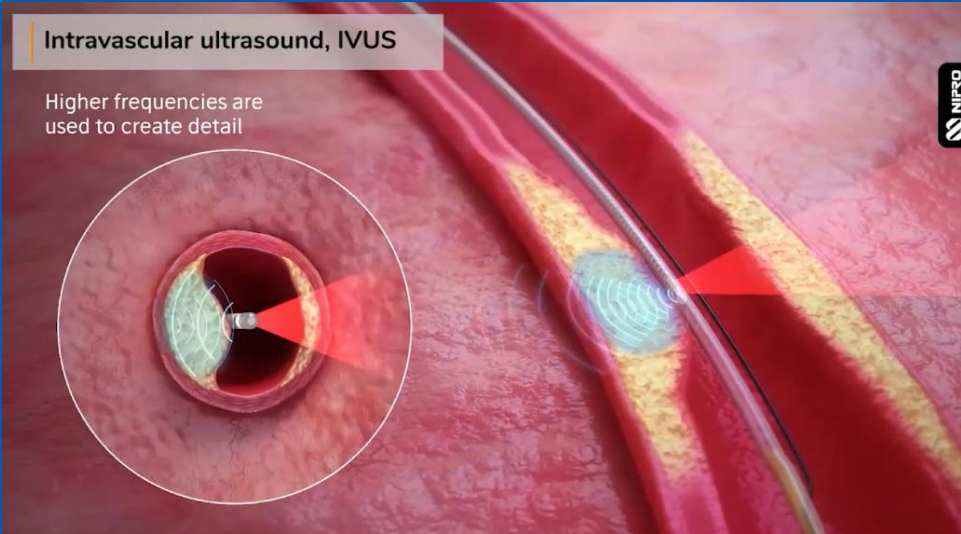


Reference:(1)in-house data

Global Expansion of Imaging Devices

One-of-a-kind/Global Expansion of NIRS + IVUS

The world only device capable of predicting future cardiac risks
 An innovative system combining NIRS and IVUS in a single catheter for detecting both plaque structure and composition



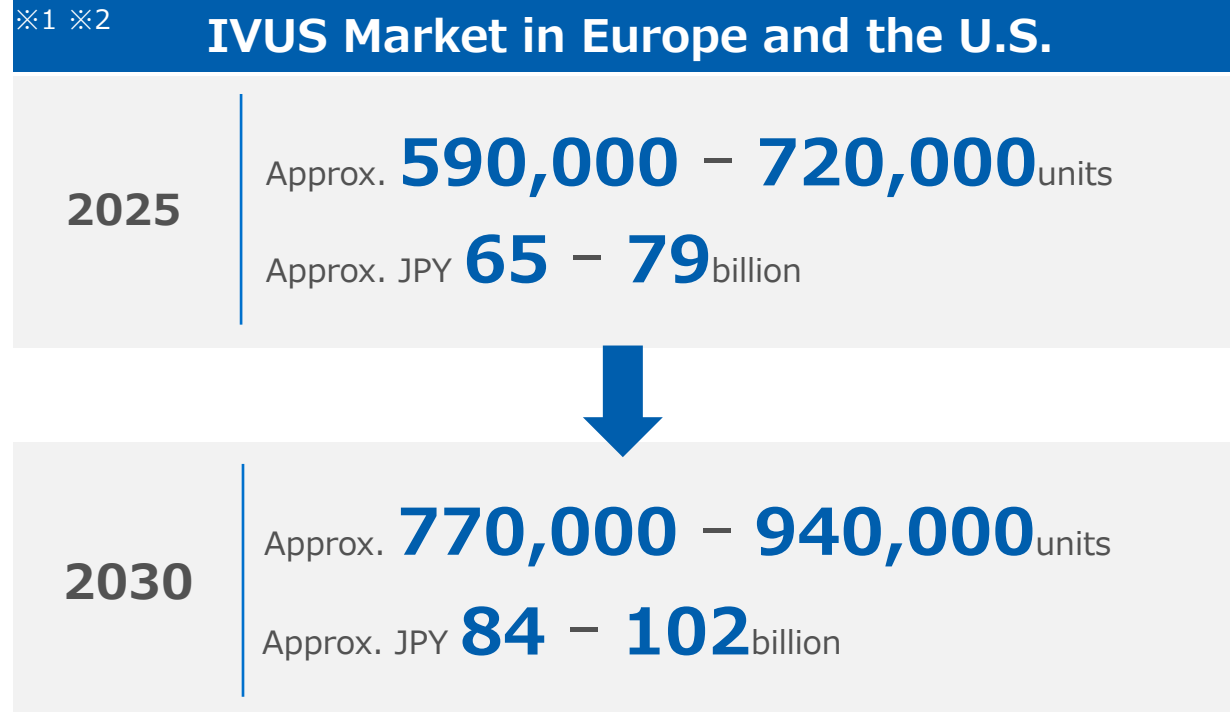
AI-software / Next generation catheter / Made in Japan
 Obtained higher reimbursement / Approved in more than 60 countries, including Japan, Europe and the U.S.

Developing a peripheral IVUS catheter lineup



- Target launch in 2027
- Pursuing synergy with other therapeutic devices in peripheral space

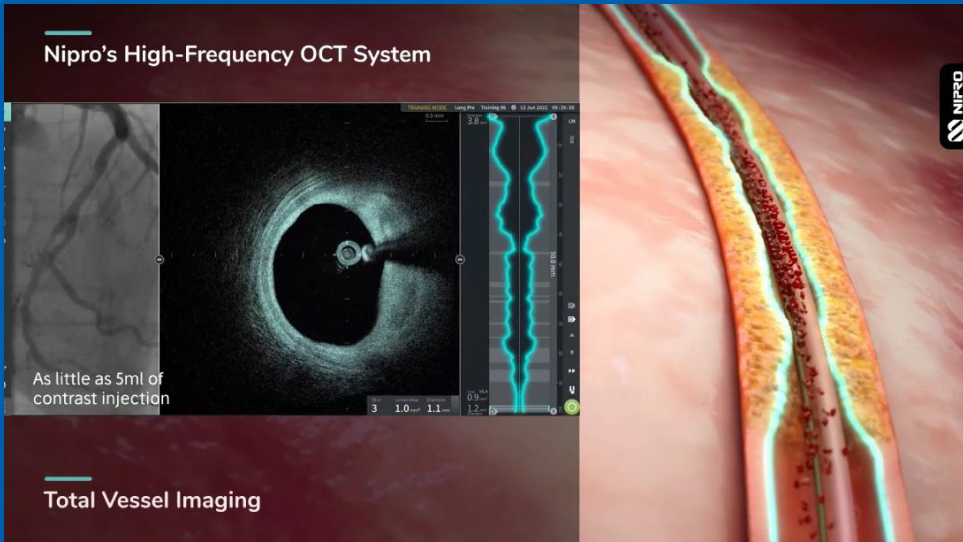
U.S. clinical guidelines (Class I, Level A) strongly recommend intravascular imaging for complex coronary interventions.



Reference:
 (1)(2)in-house data

Global Expansion of Imaging Devices

(OCT (Optical Coherence Tomography) System)



▶ New Products;

- AI enabled Angio-Coregistration Software
- Next generation catheter “Vis-Rx Prime”

- World’s smallest catheter
- High-speed pullback (100 mm/s)
- Improved lesion crossability



The Genuity OCT catheter will be marketed in the U.S. through a sales collaboration with GE HealthCare.

Global Market Trends



▶ Intravascular Imaging Market :

2024 Estimate: approx. USD 700 million

▶ approx. 6% annual growth¹

▶ Projected to expand to USD 1.2–1.4 billion by 2031²

▶ OCT Market :

Growing at over 12% annually, outperforming IVUS, with a continued shift toward OCT adoption.

Imaging Adoption in the U.S. Market



▶ Imaging Utilization Rate in PCI :

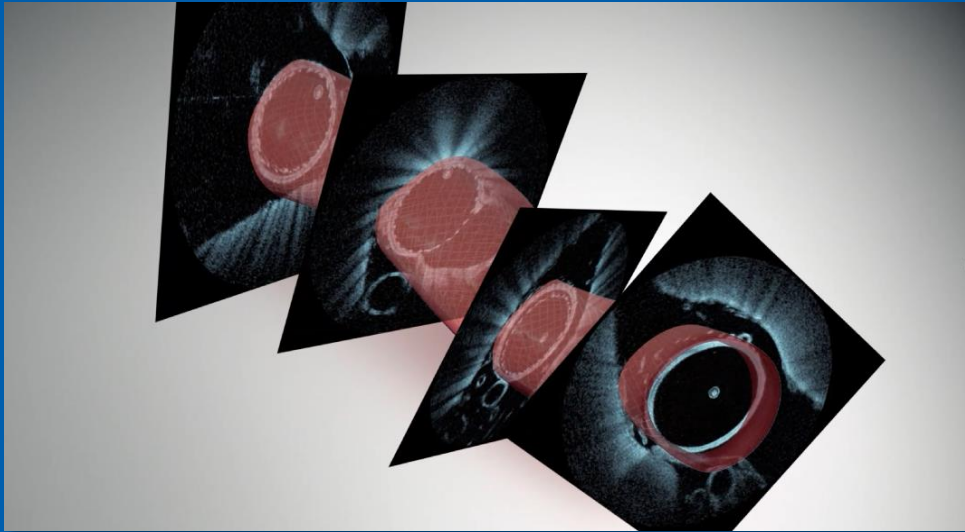
10% (2017) ▶ approx. 27–33% (2023) ³

Expected to expand to 56% by 2031²

Therapeutic Devices for the Future

Neurovascular Imaging (nOCT)

“See in the Dark”



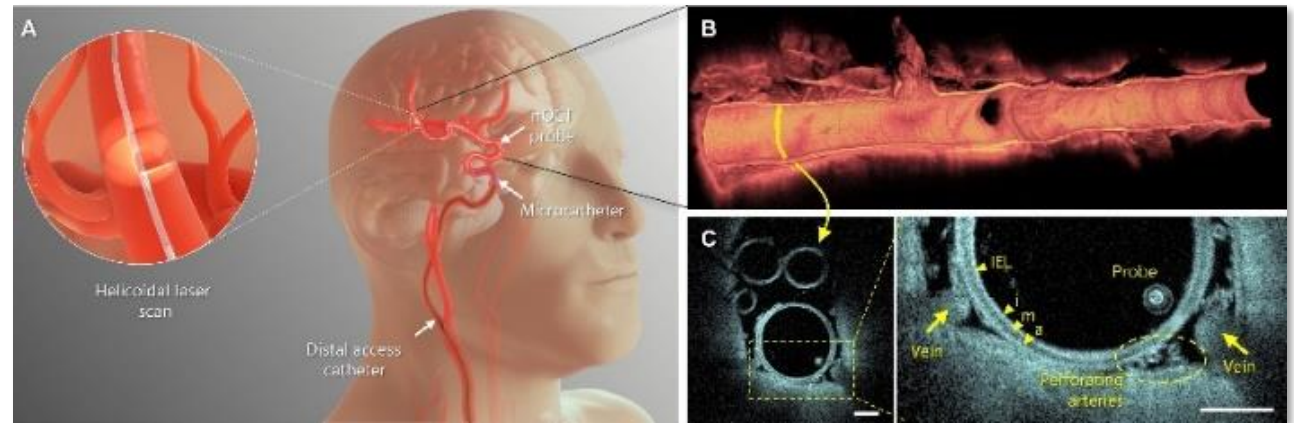
■ Neuro OCT (nOCT) Imaging Technology for visualizing;

- ① Vessel wall ② Plaque ③ Thrombus ④ Intracranial aneurysm

■ Neurospecific OCT technology

Across wide range of conditions—including aneurysms, atherosclerosis, and acute ischemic stroke—this technology enables the acquisition of previously unseen information and has strong potential to become a standard imaging modality for neurovascular treatment.

Lopes D, et al J Neurointerv Surg. 2026 Feb 20:jnis-2025-024359.



Designated by the U.S. FDA as:

- 1) Breakthrough Device Designation (BDD)
- 2) Total Product Life Cycle (TAP) Designation

※Reference : Spryte

Market Size
: USD 2.8 billion

Large, High-
Growth Market

Eligible Patient Cases
: 700,000

Target Market Share:
10% within five years

Aiming to secure premium reimbursement as a world-first technology

Enables detailed visualization of neurovascular arteries and surrounding regions

“One-of-a-kind device”

▼2026
INSYTE clinical study initiated (for the treatment of cerebral aneurysms)

Initiated a clinical trial toward FDA approval

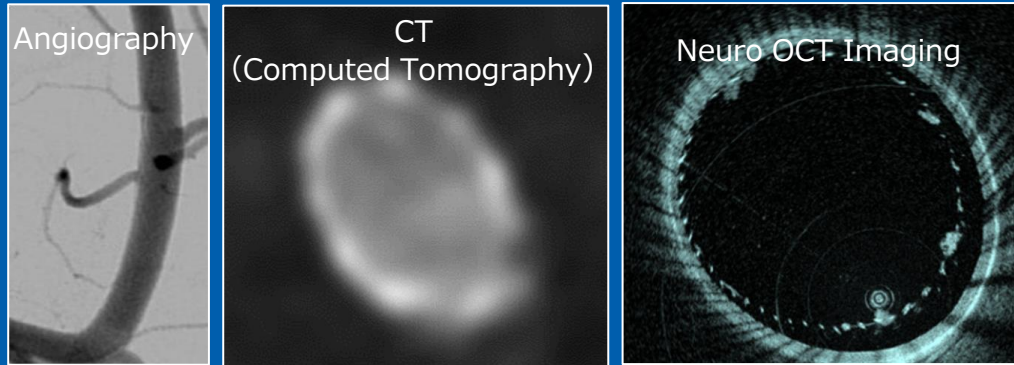
▼2027
Limited Launch

Establish a first-mover advantage

Therapeutic Devices for the Future

Neurovascular Imaging (nOCT)

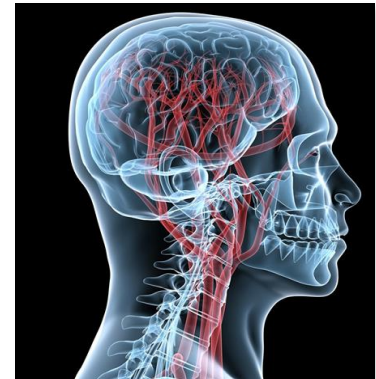
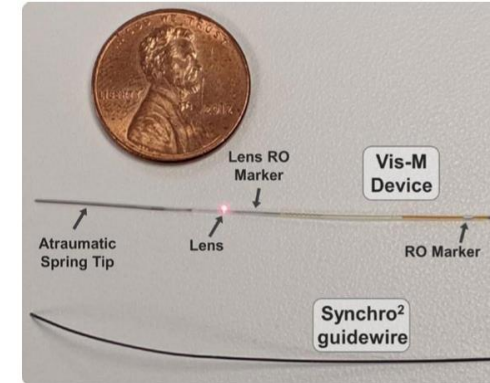
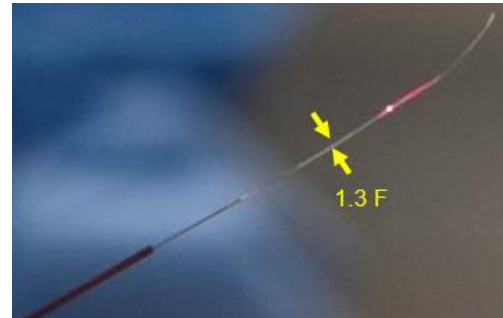
“See in the Dark”



- Images at >10× the resolution of today's conventional imaging technologies.
- Visualizes lesions before and after interventions.
- Provides clinically relevant treatment indicators required in real-world clinical settings.

Imaging cerebral arteries with a miniaturized highly flexible OCT probe

Imaging Probe “Vis-M”

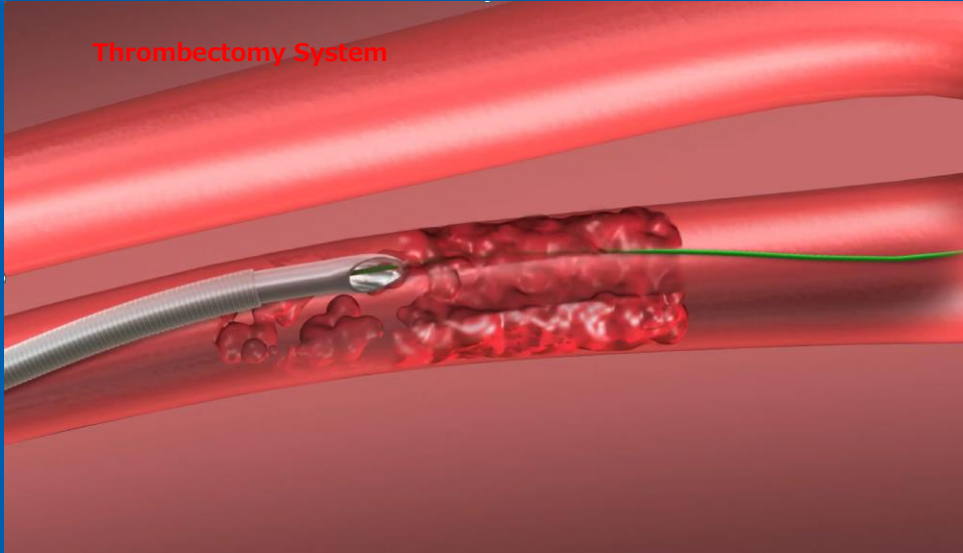


Examples of images obtained by nOCT

 Probe	 Aneurysm	 Post-Stent Placement	
Normal	Aneurysm	Post-Stent Placement	Vasospasm
 Plaque Capture *Lipid Plaque		 Thrombus	 Thrombus
Post-Plaque Rupture ICAD	Dissection	Hard Thrombus	Soft Thrombus

Therapeutic Devices for the Future

Venous Thrombectomy System

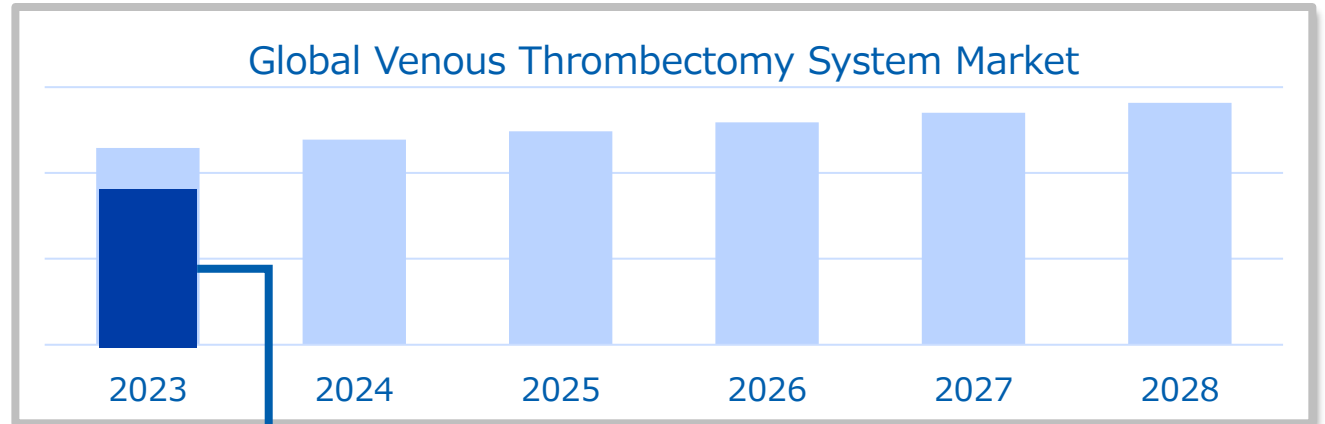


<Product Features>

- Unique combination of mechanical clot fragmentation and aspiration :
 - Enables effective thrombus removal
 - Allows efficient aspiration by mechanically fragmenting the thrombus
 - Expected reduction in procedure time



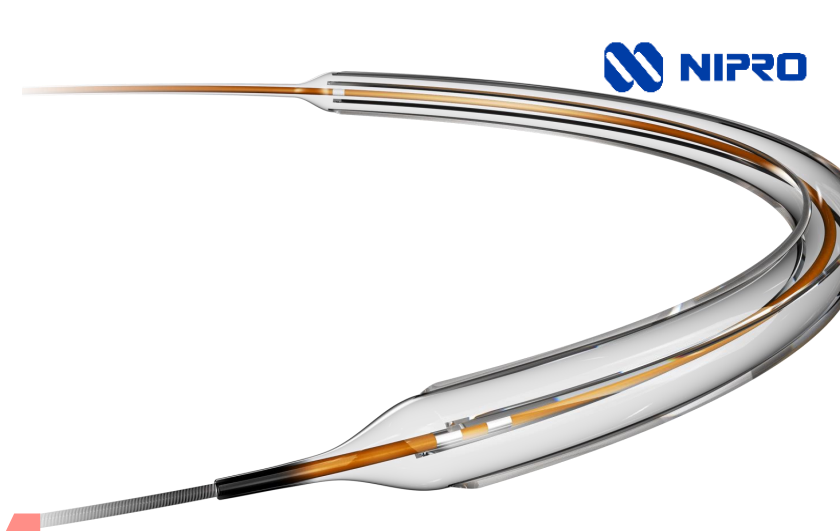
- ▶ February 2026 : Obtained FDA 510(k) clearance
- ▶ 2026 : Planned soft launch from the U.S.



2023 U.S. Venous Thrombectomy Systems by Company

Company	Share
A	50%
B	30%
C	15%
Other	5%
Total	100%

(1)(2)(3)in-house data



**See More, Prep More,
Know More, Heal More
From Heart to Whole Body**



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