

# IR Materials -Q3 FY3/26-

February 9, 2026  
Nipro Corporation

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# Q3 FY3/26 Summary & TOPICS

## Sales

- Sales of the Medical segment increased steadily, driven by strong overseas demand for dialyzers and continued solid demand for high-value-added products in the B2B business. The Pharmaceutical segment remained at the same level as the previous fiscal year. In the PharmaPackaging segment, sales were sluggish in Europe and the U.S. net sales increased by ¥8,020 million YoY.
- Both in the domestic market and in overseas market, we refrained from pursuing excessive volume in highly price-competitive areas and continued to implement a management approach that prioritizes profitability.

## Operating Profit

- Although labor and logistics expenses continued to rise, raw material costs decreased, and sales at appropriate price levels improved through effective price pass-through measures.
- With profitability positioned as a key management priority, gross profit showed an improvement, demonstrating steady progress toward a more resilient operating structure that supports sustainable growth while maintaining strict cost discipline.

## TOPICS Initiatives for Creating the New Normal in Healthcare

### World's First\*1 Intravascular (Neuro) OCT Imaging System (nOCT) Clinical Trial Commences

- Spryte Medical, a newly acquired subsidiary, has received FDA approval for an Investigational Device Exemption (IDE) to begin clinical trials in the U.S. (BDD\*2 and TAP\*3)
- With strong support from the FDA, we have made substantial progress toward bringing this innovative technology to market, advancing the precision of brain aneurysm treatment.

\*1 Featured in Science as a world-first technology

\*2 BDD : Breakthrough Device Designation

\*3 TAP : Total Product Life Cycle Advisory Program

### Application for Full Approval of the Regenerative Medicine Product "STEMIRAC"

- Submitted the full approval application for "STEMIRAC" to the Ministry of Health, Labor and Welfare (November 14th, 2025). Aims to establish a novel treatment contributing to the improvement of functional impairments associated with spinal cord injury.
- Building on the scientific evidence of safety and efficacy accumulated in clinical practice, steadily advancing toward future value creation.

# Q3 FY3/26 Results

(¥ 100 million)	Q3 FY03/25	Q3 FY03/26	Change (Change %)	FY03/26 Results Excl. Impact (Change %)	FY03/25 Forecast (Profit ratio)	Quarterly Results				
						FY03/25		FY03/26		
						Q3	Q4	Q1	Q2	Q3
<b>Net sales</b>	4,792.8	<b>4,873.0</b>	+80.2 +1.7%	+123.4 +2.6%	<b>6,770.0</b>	<b>1,672.6</b>	<b>1,653.0</b>	<b>1,592.2</b>	<b>1,581.6</b>	<b>1,699.2</b>
<b>Cost of sales</b>	3,335.5	<b>3,360.0</b>	+24.4 +0.7%	+62.2 +1.9%	<b>4,710.0</b>	<b>1,158.8</b>	<b>1,201.4</b>	<b>1,090.6</b>	<b>1,081.9</b>	<b>1,187.3</b>
<b>Gross profit</b> (*1)	1,457.2 30.4%	<b>1,513.0</b> 31.0%	+55.7 +3.8%	+61.2 +4.2%	<b>2,060.0</b> 30.4%	<b>513.8</b> 30.7%	<b>451.6</b> 27.3%	<b>501.5</b> 31.5%	<b>499.6</b> 31.6%	<b>511.8</b> 30.1%
<b>SG&amp;A expenses</b>	1,235.1 25.8%	<b>1,245.5</b> 25.6%	+10.3 +0.8%	+23.2 +1.9%	<b>1,690.0</b> 25.0%	<b>426.3</b> 25.5%	<b>407.6</b> 24.7%	<b>429.4</b> 27.0%	<b>418.3</b> 26.5%	<b>397.7</b> 23.4%
<b>Operating profit</b>	222.0 4.6%	<b>267.4</b> 5.5%	+45.4 +20.5%	+38.0 +17.1%	<b>370.0</b> 5.5%	<b>87.4</b> 5.2%	<b>43.9</b> 2.7%	<b>72.1</b> 4.5%	<b>81.2</b> 5.1%	<b>114.0</b> 6.7%
<b>Ordinary profit</b> (*2)	140.0 2.9%	<b>176.0</b> 3.6%	+36.0 +25.7%	-	<b>242.0</b> 3.6%	<b>95.1</b> 5.7%	<b>-31.9</b> -1.9%	<b>35.1</b> 2.2%	<b>47.1</b> 3.0%	<b>93.7</b> 5.5%
<b>Profit attributable to owners of parent</b>	65.9 1.4%	<b>166.8</b> 3.4%	+100.8 +153.0%	-	<b>129.5</b> 1.9%	<b>64.6</b> 3.9%	<b>-14.8</b> -0.9%	<b>32.7</b> 2.1%	<b>26.3</b> 1.7%	<b>107.7</b> 6.3%

(\*1) Effect of unrealized gains on gross profit

Q3 FY03/25 -¥1,930 million

Q3 FY03/26 +¥1,140 million

(\*2) Foreign exchange gains

Q3 FY03/25 -¥1,400 million

Q3 FY03/26 +¥1,600 million

- Net sales** Net sales increased by ¥8,020 million YoY, due to strong sales of dialyzers in the U.S., Europe, and China in overseas medical-related businesses and higher sales of SafeTouch PSV in B2B business.
- Gross profit** Gross profit as a whole increased by ¥5,570 million YoY although labor costs rose, driven by price pass-through measures, product portfolio streamlining, and a decrease in raw material costs.
- Operating profit** Operating profit increased by ¥4,540 million YoY, as higher net sales and a restraint on the increase in cost of sales more than offset the increase in SG&A expenses, which rose due to higher labor costs both domestic and overseas, as well as higher transportation expenses in North, Central, and South America and Europe.
- Ordinary profit** Despite increases in equity-method investment losses and interest expenses, ordinary profit increased by ¥3,600 million YoY, primarily due to a ¥3,000 million improvement in foreign exchange gains and losses.
- Profit** Profit increased by ¥10,080 million YoY, mainly due to the special gain of ¥5,160 million recorded from the step acquisition of G2/Spryte, among other factors.

# SG&A Expenses: Major Accounts

	Q3 FY03/25 (¥ 100 million)	Q3 FY03/26		Change (Change %)	FY03/26 Forecast (Achievement %)
		Actual	% of Total		
Personnel	406.1	422.7	33.9%	+16.6 +4.1%	565.3 74.8%
R&D (*1)	160.5	159.4	12.8%	-1.1 -0.7%	208.2 76.6%
Transportation	118.7	127.2	10.2%	+8.4 +7.1%	176.9 71.9%
Depreciation (*2)	115.3	106.3	8.5%	-8.9 -7.8%	155.1 68.6%
Commission expenses (*3)	75.1	76.8	6.2%	+1.7 +2.3%	109.7 70.0%
Promotion (*4)	62.5	65.2	5.2%	+2.7 +4.4%	84.1 77.6%
Travel & transportation	34.5	36.6	2.9%	+2.0 +6.0%	51.3 71.4%
Storage	30.0	31.9	2.6%	+1.8 +6.2%	39.0 81.9%
Others	232.1	219.1	17.6%	-13.0 -5.6%	300.4 72.9%
<b>Total</b>	<b>1,235.1</b>	<b>1,245.5</b>	<b>100.0%</b>	<b>+10.3 +0.8%</b>	<b>1,690.0 73.7%</b>

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

\*2: Depreciation, goodwill amortization

\*3: Commission expenses, consulting expenses

\*4: Sales commissions, samples, advertising, and entertainment expenses

**Personnel expenses** | Personnel expenses increased by ¥1,660 million YoY due to increase in employees and base salary domestically and internationally.

**Transportation expenses** | Overseas freight charges in North, Central, and South America and Europe increased by ¥840 million YoY.

**Promotion expenses** | Exhibition costs for the Osaka-Kansai Expo pavilion and other factors increased ¥270 million YoY.

# R&D Expenses

	Q3 FY03/25 (¥ 100 million)	Q3 FY03/26	Change (Change %)	FY03/26 Forecast (Achievement %)
<b>Medical (*1)</b>	113.1	<b>112.7</b>	-0.3 -0.4%	151.7 74.3%
<b>Pharmaceutical (*1)</b>	66.6	<b>66.3</b>	-0.2 -0.4%	91.1 72.8%
<b>Pharma Packaging (*1)</b>	4.5	<b>3.4</b>	-1.1 -24.4%	7.2 47.9%
<b>Total (*2)</b>	184.3	<b>182.5</b>	-1.7 -1.0%	250.0 73.0%

(\*1) The aggregation method has been revised based on the definition of R&D expenses in the accounting standards.

(\*2) Including R&D expenses in manufacturing costs and SG&A Expenses.

- ✓ **While strengthening our earnings structure, we will continue to make robust growth investments in key areas.**
  - With an eye toward entering the acute dialysis treatment market, we are advancing the development of high-value-added, QOL-enhancing products, including blood purification devices.
  - For vascular products, launching a new thrombectomy system for deep venous thrombosis in overseas markets and accelerating product development for growing markets and new therapeutic areas.

# Capex and Depreciation

	Capex				Depreciation			
	Q3 FY03/25	Q3 FY03/26	Change (Change %)	FY03/25 Forecast (Achievement %)	Q3 FY03/25	Q3 FY03/26	Change (Change %)	FY03/25 Forecast (Achievement %)
(¥ 100 million)								
<b>Medical-Related</b>	257.3	<b>216.5</b>	-40.7 -15.8%	336.2 64.4%	249.7	<b>268.2</b>	+18.4 +7.4%	388.0 69.1%
<b>Pharmaceutical-Related</b>	150.7	<b>156.8</b>	+6.1 +4.1%	257.2 61.0%	113.8	<b>107.0</b>	-6.8 -6.0%	143.9 74.4%
<b>PharmaPackaging</b>	61.8	<b>38.7</b>	-23.1 -37.4%	62.2 62.3%	56.4	<b>45.3</b>	-11.0 -19.6%	69.7 65.1%
<b>Other</b>	17.3	<b>14.0</b>	-3.3 -19.1%	51.6 27.2%	37.7	<b>36.7</b>	-1.0 -2.8%	47.6 77.1%
<b>Total</b>	487.2	<b>426.2</b>	-61.0 -12.5%	707.1 60.3%	457.8	<b>457.3</b>	-0.5 -0.1%	649.2 70.4%

## Capex

Medical-related investments, in total of ¥21,650 million, included expanding a new dialyzer line at the Odate Plant, production-capacity expansion at the Thailand Plant, factory expansion and investments in equipment and fixtures at dialysis centers in the Americas, and investments for increasing dialyzers at the Vietnam Plant. However, compared to the previous fiscal year, there was a decrease of ¥4,070 million due to the completion of dialyzer-related investments at the Odate Plant and Hefei Plant in the previous fiscal year.

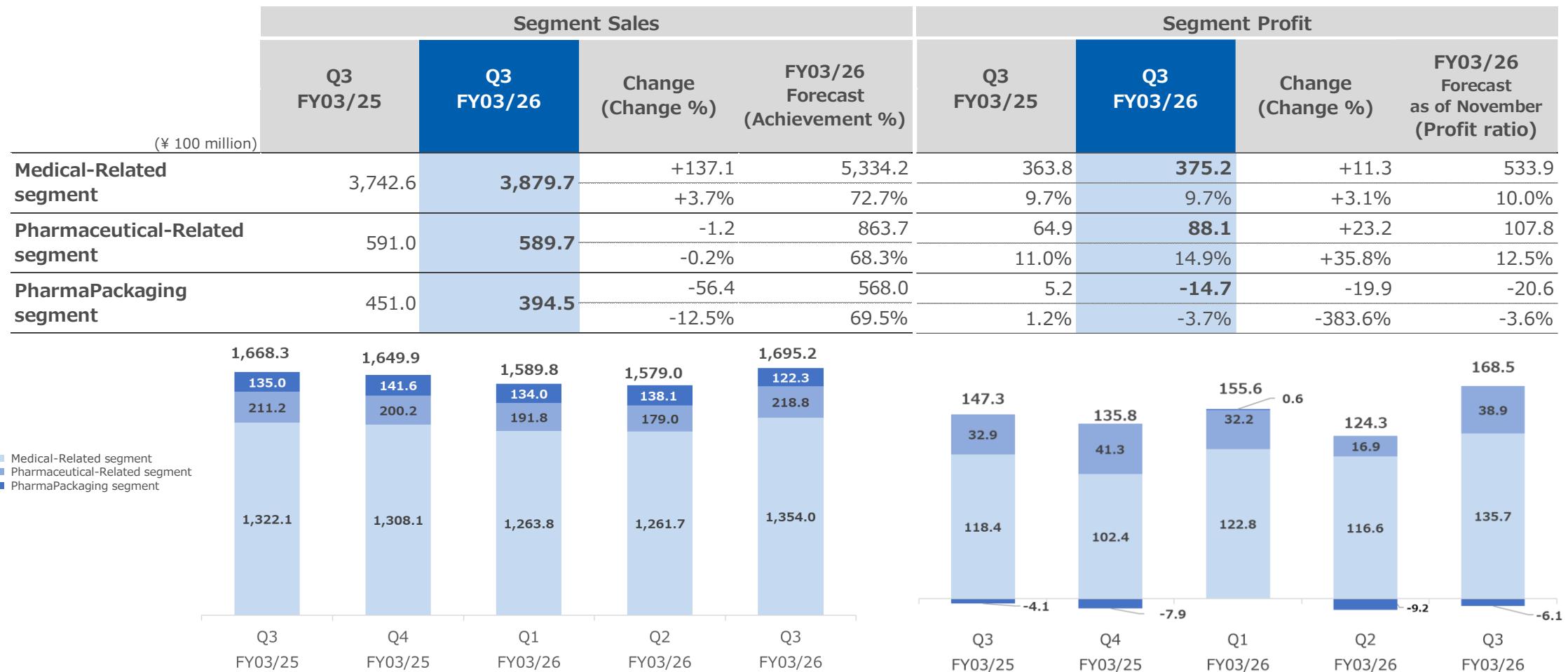
Pharmaceutical-related investments, in total of ¥15,680 million, including the construction of a new general formulations building at the Nipro Pharma Ohmi Plant and the expansion of the Ise Plant. As a result, investments increased by ¥610 million compared to the previous fiscal year.

PharmaPackaging investments, in total of ¥3,870 million, included renovation investment at the U.S. plant, and equipment and capacity-related investments at the Germany and France plants. However, compared to the previous fiscal year, there was a decrease of ¥2,310 million because the previous fiscal year included syringe production-expansion investments in Germany, expansion investment at the U.S. plant, and vial production-capacity expansion in China.

## Depreciation

Although medical-related depreciation increased due to the establishment of a new seventh factory at the Odate Plant, depreciation expenses remained at the same level as the previous fiscal year due to a decrease in depreciation of Nipro Pharma's machinery and equipment related to pharmaceuticals, as well as impairment losses at PharmaPackaging in France.

# Segment Sales and Segment Profit



**Medical-Related segment** Segment profit increased by ¥1,130 million YoY, as higher depreciation, labor, and personnel expenses were offset by rising sales and a decrease in raw material costs.

**Pharmaceutical-Related segment** Segment profit increased by ¥2,320 million YoY, as profitability improved through price increases reflecting higher raw material and labor costs, as well as product portfolio streamlining, despite a decline in sales.

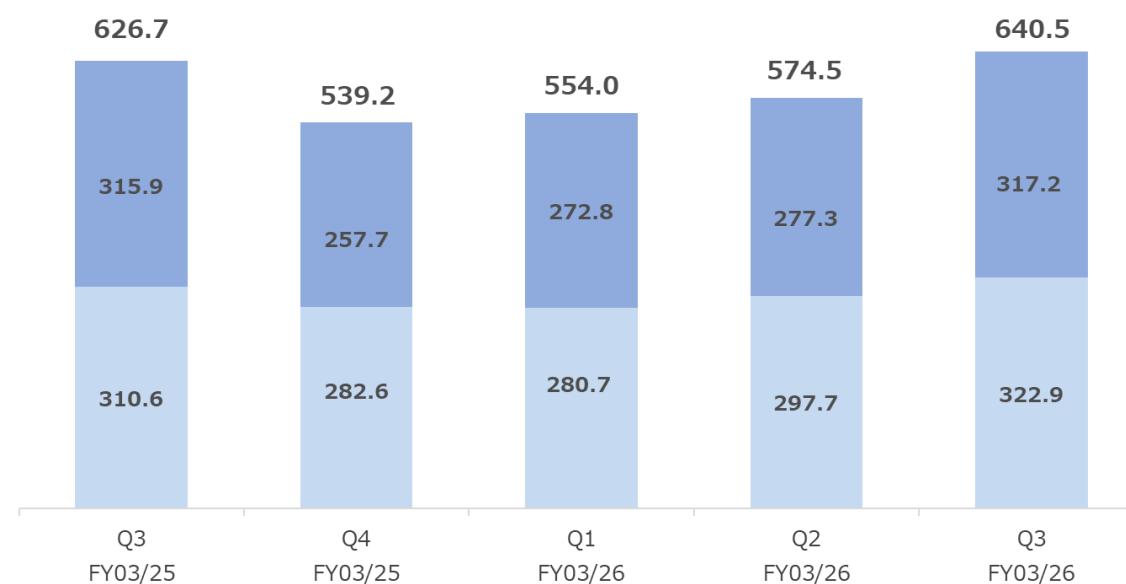
**PharmaPackaging segment** Segment profit decreased by ¥1,990 million YoY due to a decline in sales.

# (1) Medical-Related Segment Sales (Domestic)

Net sales (¥ 100 million)	Q3 FY03/25	Q3 FY03/26	Change (Change %)	FY03/26 Forecast (Achievement %)
<b>Domestic business</b>	1,738.0	<b>1,769.2</b>	+31.2 +1.8%	2,439.8 72.5%
<b>Medical devices</b>	876.3	<b>901.4</b>	+25.0 +2.9%	1,261.7 71.4%
<b>Pharmaceuticals</b>	861.1	<b>867.4</b>	+6.2 +0.7%	1,178.1 73.6%

## Quarterly Sales Trends

(¥ 100 million)



■ Medical devices ■ Pharmaceuticals

## Medical devices : YoY + ¥2,330 million

◆ Reasons are as follows: \* unit : million ¥

Dialyzers	-660	Limited shipments of the Fineflux product have been lifted, but the impact continues.
Needles	+1,630	The passing through of costs, etc.
Infusion-related products	+570	The passing through of costs, etc.
Vascular products	+570	Successful expansion of indications and market growth for drug-coated balloons. Strong sales performance in peripheral balloon catheters.

## Pharmaceuticals : YoY + ¥620 million

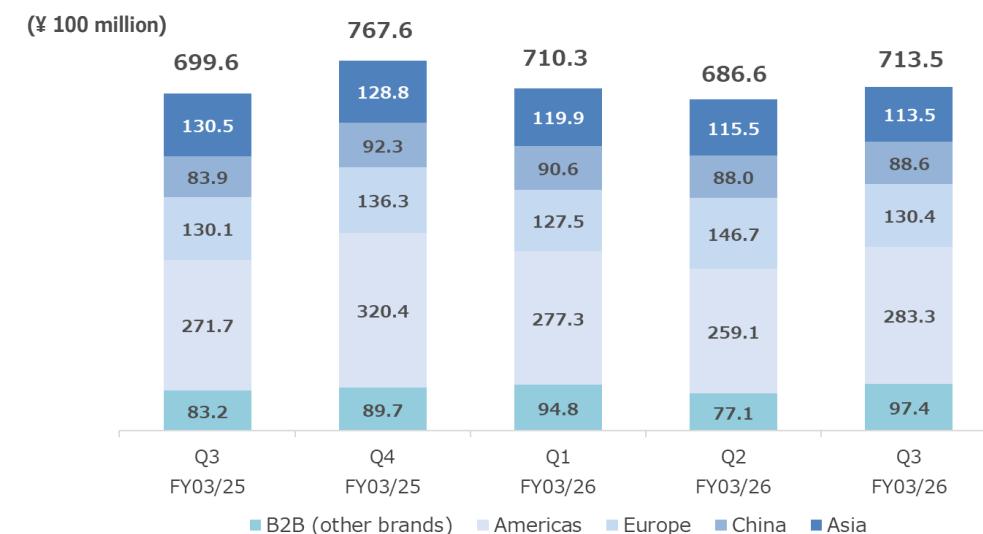
◆ Reasons are as follows: \*unit : million ¥

Oral drugs	-1,960	While the volume increased due to selective medical treatment, the overall sales volume decreased due to product reorganization. Falling drug prices continue to have an impact.
External preparations and patches	-1,590	Decrease in sales volume.
Injectable drugs and infusion products	+4,770	Lifting of limited shipments of antimicrobial agents, Increase in sales volume of BS products and pre-filled syringe products.

# (1) Medical-Related Segment Sales (Overseas)

Net sales (¥ 100 million)	Q3 FY03/25	Q3 FY03/26	Change (Change %)	FY03/26 Forecast (Achievement %)
<b>Overseas business</b>	2,005.0	<b>2,110.5</b>	+105.4 +5.3%	2,894.1 72.9%
<b>B2B (other brands)</b>	240.1	<b>269.4</b>	+29.3 +12.2%	355.9 75.7%
<b>Nipro brands</b>	1,764.9	<b>1,841.0</b>	+76.0 +4.3%	2,538.2 72.5%
<b>Americas</b>	758.4	<b>819.9</b>	+61.5 +8.1%	1,060.1 77.3%
<b>Europe</b>	388.7	<b>404.6</b>	+15.9 +4.1%	562.1 72.0%
<b>Asia</b>	368.6	<b>349.0</b>	-19.5 -5.3%	536.2 65.1%
<b>China</b>	249.1	<b>267.3</b>	+18.1 +7.3%	379.8 70.4%

## Quarterly Sales Trends



Although the prioritization of accounts-receivable collection, particularly in Asia, and the recoil from last year's large tender activities had a negative impact, strong performance in dialyzers and B2B business offset these factors. As a result, full-year results are expected to exceed the previous fiscal year and be in line with the forecast.

## B2B : YoY +¥2,930 million

◆ Reasons are as follows: \*unit : million ¥

Needles	Stronger sales of SafeTouch PSV in Americas and Europe.	
Diabetes-related products	Demand for GLP-1 needles decreased due to the growing presence of competing products. *Demand is expected to remain at last year's level for the full year.	

## Nipro brand : YoY +¥7,600 million

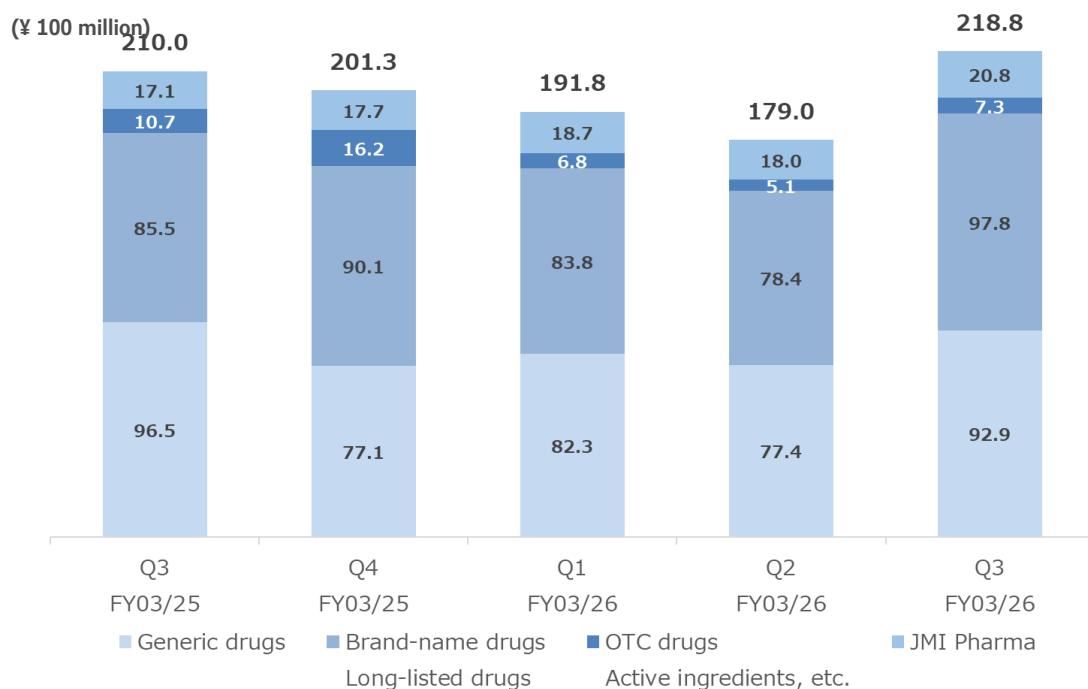
◆ Reasons are as follows: \*unit : million ¥

Americas	+6,150	Dialyzers	Increased due to large contracts in North America and tender activities in Mexico.
		Dialysis machine	Increased due to large contracts.
		Injectable drugs and infusion products	Increased due to large contracts.
Europe	+1,590	Dialyzers	Increased due to stronger sales of ATA and HX dialyzers.
		Dialysis machine	Increased due to stronger sales in Western Europe and Africa.
		Other dialysis-related products	Increased due to stronger sales of blood circuits.
		Injectable drugs and infusion products	Increased due to stronger sales of liquid dialysis solution.
		Vascular products	Increased due to stronger sales of balloon catheters and Y-connectors.
		Dialyzers	In Indonesia the policy impacts have proceeded at slowed pace the shift to single-use products, and customers' inventory adjustments are continuing.
Asia	-1,950	Dialysis machine	In Pakistan, accounts-receivable collection was prioritized, leading to restrained sales volumes.
		Dialyzers	Decreased as a reaction to last year's large tender activities in India and the Middle East.
China	+1,810	Dialyzers	Increased due to officially start of centralized procurement and an increase in sales volume
		Dialysis Centers	Increased due to patient growth and the expansion of dialysis centers.

## (2) Pharmaceutical-Related Segment Sales

Net sales (¥ 100 million)	Q3 FY03/25	Q3 FY03/26	Change (Change %)	FY03/26 Forecast (Achievement %)
<b>Pharmaceutical-Related</b>	589.9	<b>589.7</b>	-0.1 -0.0%	863.7 68.3%
<b>Generic drugs</b>	258.2	<b>252.7</b>	-5.4 -2.1%	318.7 79.3%
<b>Brand-name drugs</b>	244.6	<b>260.1</b>	+15.5 +6.3%	430.6 60.4%
<b>Long-listed drugs</b>				
<b>OTC drugs</b>	31.5	<b>19.2</b>	-12.2 -38.9%	37.5 51.3%
<b>Active ingredients, etc.</b>				
<b>JMI Pharma</b>	55.4	<b>57.5</b>	+2.0 +3.8%	76.9 74.9%

### Quarterly Sales Trends



### Generic drugs : YoY - ¥540 million

◆ Reasons are as follows: \*unit : million ¥

Injectable drugs	+620	Increase in orders for mainstay anti-cancer drugs. *vs Q2 : +1,310 million Sales growth of new anti-cancer drugs.
Oral drugs	-1,000	Decrease in orders. *vs Q2 : Almost flat
External use drugs	-160	Impact of items that will no longer be accepted for consignment. *vs Q2 : +230 million Customer inventory accumulation before the end of the contract.

### Brand-name/long-listed drugs : YoY +¥1,550 million

◆ Reasons are as follows: \*unit : million ¥

Injectable drugs	+1,990	Increase in orders for existing products, implementing passing through of costs. *vs Q2 : +790 million Increased sales of new consignment products.
Oral drugs	-120	Decrease in orders for long-term listed products due to the impact of the Selected Medical Care System. *vs Q2 : +950 million Increased sales of new consignment products.
External use drugs	-320	Decrease in orders. *vs Q2 : +180 million Increase in orders due to recovery in demand.

### OTC drugs, active ingredients, etc. : YoY - ¥1,220 million

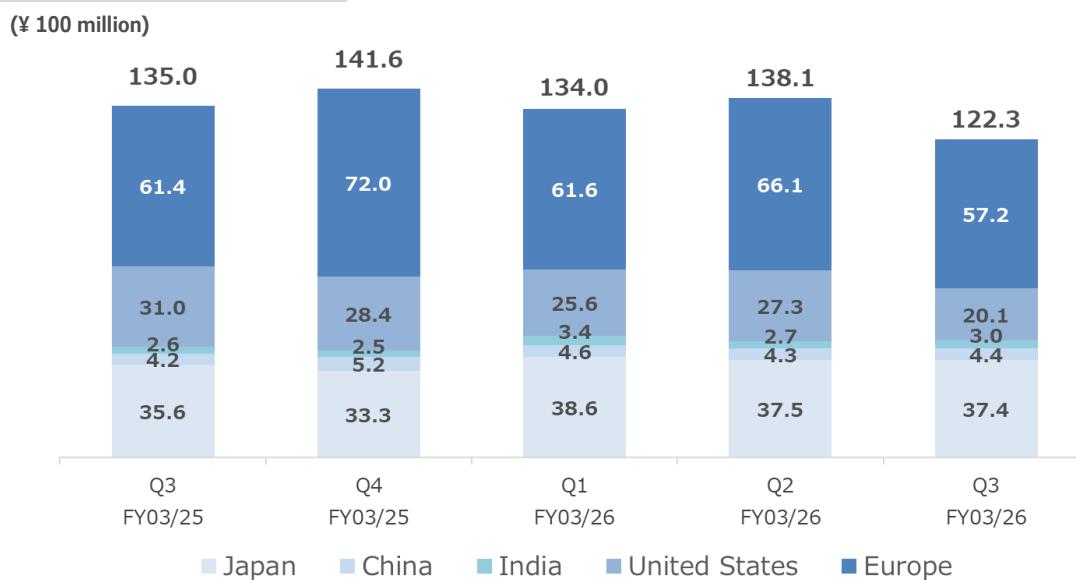
◆ Reasons are as follows: \*unit : million ¥

External use drugs	-1,270	Impact of items that will no longer be accepted for consignment. *vs Q2 : Almost flat
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### (3) PharmaPackaging Segment Sales

Net sales (¥ 100 million)	Q3 FY03/25	Q3 FY03/26	Change (Change %)	FY03/26 Forecast (Achievement %)
PharmaPackaging	451.0	394.5	-56.4 -12.5%	567.9 69.5%
Japan	109.6	113.6	+3.9 +3.6%	145.9 77.9%
Overseas	341.3	280.9	-60.4 -17.7%	422.0 66.6%
Europe	208.8	184.9	-23.8 -11.4%	286.5 64.6%
United States	101.2	73.1	-28.1 -27.8%	117.1 62.5%
China	19.3	13.4	-5.8 -30.5%	4.3 311.9%
India	11.9	9.3	-2.5 -21.6%	13.9 67.3%

#### Quarterly Sales Trends



#### Japan : YoY + ¥390 million

◆ Reasons are as follows: \*unit : million ¥

Japan +390 Sales of Glass tubing and dental-related products, medical injection sets products increased

#### Overseas : YoY - ¥6,040 million

◆ Reasons are as follows: \*unit : million ¥

Europe -2,380 Sales of cartridges were strong, but sales of sterilized syringes, which were strong last year, decreased due to the impact of new entrants.

U.S. -2,810 Sales of high-value-added glass tubing for biopharmaceuticals were strong, but sales of vials continued to decline due to the impact of inventory adjustments for glass containers worldwide.

# Appendix

# Exchange rate, sensitivity / Product Category

## <Average rate>

	FY2024				FY2025						FY2024 As of Dec. 31	FY2025 As of Dec. 31
	Jan-Mar	Jan-Jun	Jan-Sep	Jan-Dec	Jan-Mar	Jan-Jun	Jan-Sep	Jan-Dec	Forecast			
¥/USD	149.88	154.06	151.59	152.24	151.21	147.48	147.78	—	139.00	¥/USD	158.18	156.56
¥/EUR	162.15	166.12	164.61	164.36	159.35	162.24	165.57	—	158.00	¥/EUR	164.92	184.33
¥/CNY	20.74	21.25	21.05	21.12	20.75	20.34	20.48	—	20.00	¥/CNY	21.67	22.36

## <Closing rate>

## <Estimates of Forex sensitivity>

	Net Sales	Operating Profit
¥100M		
¥/USD	10.1	0.5
¥/EUR	6.0	2.3
¥/CNY	18.4	8.4

## <Product Category>

Medical devices	
Dialyzers	Dialyzers (artificial kidneys), HDF filters
Dialysis machine	Dialysis systems, maintenance, dialysis machine 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), etc.
Diabetes-related products	Insulin needles, blood glucose meters (for overseas markets), lancets
Advanced therapy-related products	Mechanical circulatory support, cardiopulmonary bypass products
Other products	Medical instruments, blood-related products, cell culture-related products, gloves, etc.

Pharmaceuticals	
Oral drugs	Oral drugs
Injectable drugs and infusion products	Syringe kits, vial formulations, dual chamber bags (PLW), powdered dialysate, dialysis fluids, etc.
External use drugs and patches	External use drugs, patches
Others, in vitro diagnostics, etc.	Reagents, pharmaceuticals, blood glucose meters, etc.

Pharma Packaging	
Glass tubing-related products	Medical-use glass tubing, non-medical use glass tubing, 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 Segment and Product Category

Product	Segment (¥ 100 million)	Medical -Related	Pharmaceutical -Related	Pharma Packaging	Other	Total
Medical devices	<b>Q3 FY03/26</b>	<b>2,874.8</b>	-	(*3) 33.8	-	<b>2,908.7</b>
	Q3 FY03/25	2,766.5	-	(*3) 32.9	-	2,799.4
Pharmaceuticals	<b>Q3 FY03/26</b>	(*1) <b>1,004.7</b>	(*2) <b>589.7</b>	<b>8.4</b>	-	<b>1,602.9</b>
	Q3 FY03/25	(*1) 974.3	(*2) 591.0	5.0	-	1,570.4
Pharma Packaging	<b>Q3 FY03/26</b>	-	-	<b>351.5</b>	-	<b>351.5</b>
	Q3 FY03/25	1.7	-	411.9	-	413.6
Other	<b>Q3 FY03/26</b>	<b>0.1</b>	-	<b>0.7</b>	<b>8.9</b>	<b>9.7</b>
	Q3 FY03/25	0.0	-	1.1	8.1	9.2
<b>Total</b>	<b>Q3 FY03/26</b>	<b>3,879.7</b>	<b>589.7</b>	<b>394.5</b>	<b>8.9</b>	<b>4,873.0</b>
	Q3 FY03/25	3,742.6	591.0	451.0	8.1	4,792.8

\*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 (¥ 100 million)	Medical -Related	Pharmaceutical -Related	Pharma Packaging	Other	Total
		Medical -Related	Pharmaceutical -Related	Pharma Packaging	Other	Total
Japan	Q3 FY03/26	<b>1,772.6</b>	527.8	113.9	8.8	<b>2,423.3</b>
	Q3 FY03/25	1,740.2	530.0	109.9	8.1	2,388.4
Overseas Total	Q3 FY03/26	<b>2,107.0</b>	61.9	280.5	0.1	<b>2,449.7</b>
	Q3 FY03/25	2,002.3	60.9	341.0	-	2,404.3
Americas	Q3 FY03/26	<b>898.5</b>	-	68.7	0.1	<b>967.4</b>
	Q3 FY03/25	826.6	-	98.5	-	925.3
Europe	Q3 FY03/26	<b>511.4</b>	3.8	186.3	-	<b>701.6</b>
	Q3 FY03/25	478.2	2.4	205.5	-	686.3
China	Q3 FY03/26	<b>269.9</b>	0.1	14.4	-	<b>284.5</b>
	Q3 FY03/25	252.1	0.2	20.7	-	273.1
Asia Other	Q3 FY03/26	<b>427.2</b>	57.9	10.9	-	<b>496.1</b>
	Q3 FY03/25	445.2	58.2	16.1	0.0	519.5
Total	Q3 FY03/26	<b>3,879.7</b>	589.7	394.5	8.9	<b>4,873.0</b>
	Q3 FY03/25	3,742.6	591.0	451.0	8.1	4,792.8

# Net Sales by Product Category (1)

	(\$ 100 million)	Overall				Overseas				Japan			
		Q3 FY03/25	Q3 FY03/26	Change	Change %	Q3 FY03/25	Q3 FY03/26	Change	Change %	Q3 FY03/25	Q3 FY03/26	Change	Change %
Medical devices	Dialyzers	799.1	835.6	+36.4	+4.6%	623.9	667.2	+43.2	+6.9%	175.1	168.4	-6.7	-3.8%
	Dialysis machine	224.0	228.8	+4.8	+2.1%	171.6	182.5	+10.8	+6.3%	52.3	46.3	-6.0	-11.5%
	Other dialysis-related products	458.3	492.8	+34.5	+7.5%	392.0	425.2	+33.1	+8.5%	66.3	67.6	+1.3	+2.1%
	<b>Dialysis-related products total</b>	<b>1,481.5</b>	<b>1,557.3</b>	<b>+75.8</b>	<b>+5.1%</b>	<b>1,187.6</b>	<b>1,274.9</b>	<b>+87.2</b>	<b>+7.3%</b>	<b>293.8</b>	<b>282.4</b>	<b>-11.3</b>	<b>-3.9%</b>
	Needles (*1)	443.3	480.9	+37.6	+8.5%	296.7	316.5	+19.7	+6.7%	146.5	164.4	+17.8	+12.2%
	Vascular products	249.4	266.7	+17.2	+6.9%	62.2	72.5	+10.2	+16.5%	187.1	194.2	+7.0	+3.7%
	Infusion-related products	180.5	185.7	+5.2	+2.9%	74.9	75.4	+0.5	+0.7%	105.6	110.3	+4.6	+4.4%
	Testing products (*1)	57.9	56.6	-1.3	-2.3%	32.4	28.2	-4.1	-12.9%	25.5	28.3	+2.8	+11.2%
	Diabetes-related products	101.9	90.0	-11.9	-11.7%	92.7	79.8	-12.9	-14.0%	9.1	10.1	+1.0	+11.6%
	Advanced therapy-related products (*2)	73.6	73.9	+0.2	+0.4%	18.2	18.0	-0.2	-1.3%	55.3	55.8	+0.5	+0.9%
	Other products	207.2	190.7	-16.5	-8.0%	122.2	104.0	-18.1	-14.9%	85.0	86.6	+1.6	+2.0%
<b>Category Total</b>		<b>2,795.6</b>	<b>2,902.1</b>	<b>+106.4</b>	<b>+3.8%</b>	<b>1,887.3</b>	<b>1,969.6</b>	<b>+82.2</b>	<b>+4.4%</b>	<b>908.3</b>	<b>932.5</b>	<b>+24.2</b>	<b>+2.7%</b>
Pharmaceuticals (own brand)	Oral drugs	368.3	348.7	-19.6	-5.3%	0.1	0.1	+0.0	+5.6%	368.1	348.5	-19.6	-5.3%
	Injectable drugs and infusion products	458.3	530.4	+72.1	+15.7%	110.4	134.9	+24.4	+22.1%	347.8	395.5	+47.6	+13.7%
	External use drugs and patches	60.1	43.4	-16.6	-27.7%	-	-	-	-	60.1	43.4	-16.6	-27.7%
	Others, in vitro diagnostics, etc.	87.5	82.0	-5.5	-6.3%	2.6	2.1	-0.4	-16.1%	84.9	79.8	-5.0	-6.0%
	<b>Category Total</b>	<b>974.3</b>	<b>1,004.7</b>	<b>+30.3</b>	<b>+3.1%</b>	<b>113.2</b>	<b>137.3</b>	<b>+24.0</b>	<b>+21.2%</b>	<b>861.1</b>	<b>867.4</b>	<b>+6.3</b>	<b>+0.7%</b>
Regenerative medicines	Regenerative medicine products	3.7	6.5	+2.7	+72.6%	-	-	-	-	3.7	6.5	+2.7	+72.6%

(\*1) Phlebotomy needles etc. included in "Testing products" have been changed to "Needles" from this fiscal year.

(\*2) Following the renaming of the business division, the terminology "Surgical device-related products" has been revised to "Advanced therapy-related products".

# Net Sales by Product Category (2)

	(¥ 100 million)	Overall				Overseas				Japan			
		Q3 FY03/25	Q3 FY03/26	Change	Change %	Q3 FY03/25	Q3 FY03/26	Change	Change %	Q3 FY03/25	Q3 FY03/26	Change	Change %
Pharmaceuticals (contract manufacturing)	Oral drugs	218.8	207.8	-11.0	-5.0%	0.4	0.2	-0.1	-36.7%	218.4	207.5	-10.8	-5.0%
	Injectable drugs and infusion products	259.6	289.1	+29.5	+11.4%	4.1	3.1	-0.9	-23.4%	255.4	285.9	+30.4	+11.9%
	External use drugs and patches	42.7	27.3	-15.4	-36.1%	0.4	0.3	-0.1	-33.3%	42.2	27.0	-15.2	-36.1%
	Others, in vitro diagnostics, etc.	19.3	16.3	-3.0	-15.5%	+0.4	0.6	+0.1	-	18.9	15.7	-3.1	-16.9%
	<b>Category Total</b>	<b>540.5</b>	<b>540.6</b>	<b>+0.0</b>	<b>+0.0%</b>	<b>5.4</b>	<b>4.3</b>	<b>-1.0</b>	<b>-20.0%</b>	<b>535.1</b>	<b>536.2</b>	<b>+1.1</b>	<b>+0.2%</b>
Pharmaceuticals (JMI Pharma)	Oral drugs	54.9	56.9	+1.9	+3.6%	54.9	56.9	+1.9	+3.6%	-	-	-	-
	Injection and infusion products	0.5	0.6	+0.1	+19.7%	0.5	0.6	+0.1	+19.7%	-	-	-	-
	<b>Category Total</b>	<b>55.4</b>	<b>57.5</b>	<b>+2.0</b>	<b>+3.8%</b>	<b>55.4</b>	<b>57.5</b>	<b>+2.0</b>	<b>+3.8%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Pharma Packaging	Glass tubig-related products	100.3	92.4	-7.9	-7.9%	81.2	72.2	-8.9	-11.1%	19.1	20.1	+1.0	+5.6%
	Glass ampoules	61.7	58.1	-3.5	-5.8%	61.6	58.0	-3.5	-5.8%	0.1	0.1	+0.0	-0.1%
	Glass vials	123.1	83.6	-39.5	-32.1%	106.5	69.6	-36.9	-34.6%	16.5	13.9	-2.6	-15.7%
	Glass syringes	77.0	56.1	-20.9	-27.1%	76.9	55.8	-21.0	-27.3%	0.1	0.2	+0.1	+82.1%
	Rubber stoppers and plugs	10.5	11.7	+1.1	+11.4%	0.0	0.0	+0.0	+157.6%	10.5	11.6	+1.1	+11.1%
	Plastic containers	15.3	16.0	+0.6	+4.4%	0.0	-	+0.0	-100.0%	15.3	16.0	+0.6	+4.5%
	Thermos bottles	4.3	4.4	+0.1	+2.8%	-	-	-	-	4.3	4.4	+0.1	+2.8%
	Other products	21.1	29.0	+7.8	+37.2%	16.1	24.5	+8.4	+52.0%	4.9	4.4	-0.5	-10.9%
	<b>Category Total</b>	<b>413.6</b>	<b>351.5</b>	<b>-62.0</b>	<b>-15.0%</b>	<b>342.5</b>	<b>280.4</b>	<b>-62.1</b>	<b>-18.1%</b>	<b>71.1</b>	<b>71.1</b>	<b>+0.0</b>	<b>+0.0%</b>
Other	Sales of production machinery and real estate leasing	9.2	9.7	+0.5	+5.8%	0.2	0.3	+0.1	+45.4%	8.9	9.3	+0.4	+4.7%
<b>Consolidated Total</b>		<b>4,792.8</b>	<b>4,873.0</b>	<b>+80.2</b>	<b>+1.7%</b>	<b>2,404.3</b>	<b>2,449.7</b>	<b>+45.3</b>	<b>+1.9%</b>	<b>2,388.4</b>	<b>2,423.3</b>	<b>+34.8</b>	<b>+1.5%</b>

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