



Briefing Material

for 3rd quarter ended Sep. 30, 2021

Nov. 12, 2021

NAKANISHI INC.

Disclaimer

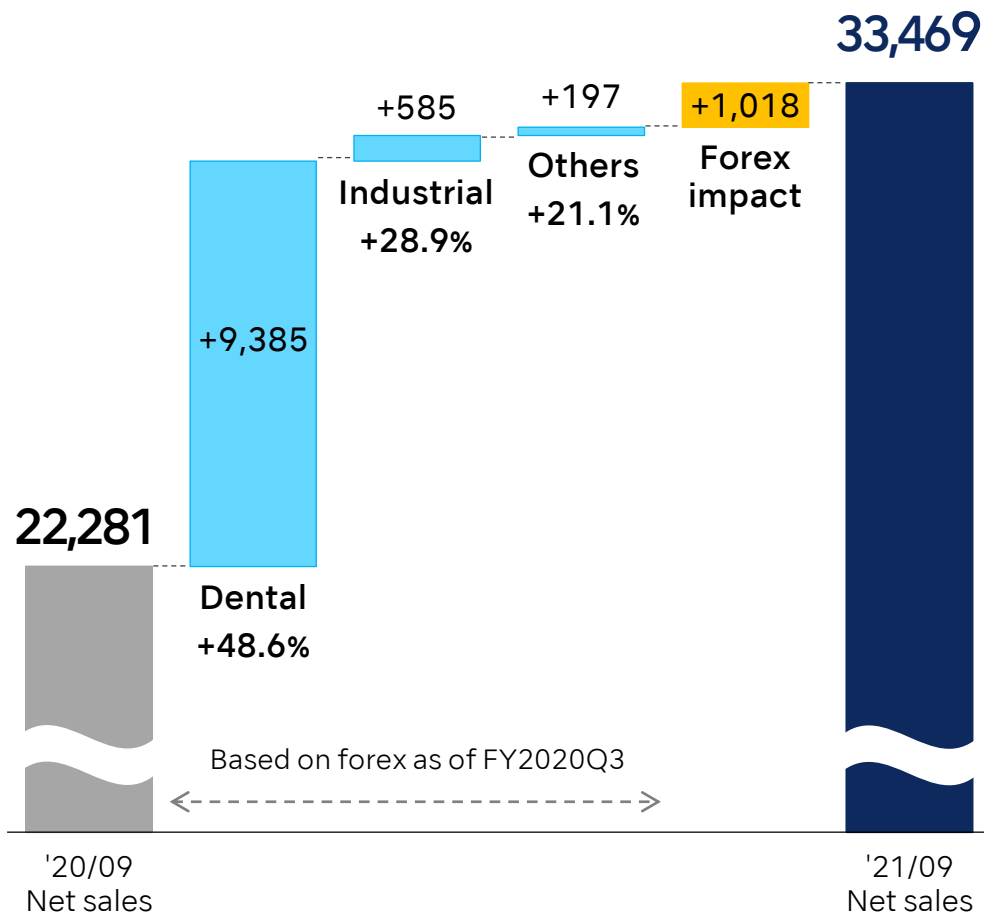
The information presented in these materials contains forward-looking statements about future business performance. These statements by definition involve risks and uncertainties and are not intended to guarantee future performance. Actual results in the future may differ from expectations and the projections presented in these materials due to changes in the global economy and fluctuations in foreign currency exchange rates and so on.

M of JPY	FY2021Q3	FY2020Q3	YoY Comparison	
	Actual	Actual	Amount	Ratio
Net sales	33,469	22,281	+11,187	+50.2 %
Gross Profits	20,473	13,241	+7,231	+54.6 %
Ratio to net sales	61.2 %	59.4 %	+ 1.8 pt	—
Operating Income	11,113	5,116	+5,997	+117.2 %
Ratio to net sales	33.2 %	23.0 %	+ 10.2 pt	—
Ordinary Income	11,266	5,303	+5,962	+112.4 %
Ratio to net sales	33.7 %	23.8 %	+9.9 pt	—
Profit attributable to owners of parents	8,096	3,893	+4,202	+107.9 %
Ratio to net sales	24.2 %	17.5 %	+6.7 pt	—
E P S (JPY)	93.45	44.94	—	—

Currency rate	FY2021Q3	FY2020Q3	YoY	FY2021	Comparison
	Actual	Actual	Comparison	Forecast	with Forecast
Against the US dollar (JPY)	108.55	107.48	+1.07	105.00	+3.55
Against the EURO (JPY)	129.94	121.27	+8.67	125.00	+4.94

- Forex impact : Net sales +1,018M of JPY (vs FY2020Q3 Actual) , +1,717M of JPY (vs FY2021Q3Forecast)
- Forex Sensibility : Annual sales turnover JPY/USD 82 M of JPY , JPY/EURO 74 M of JPY

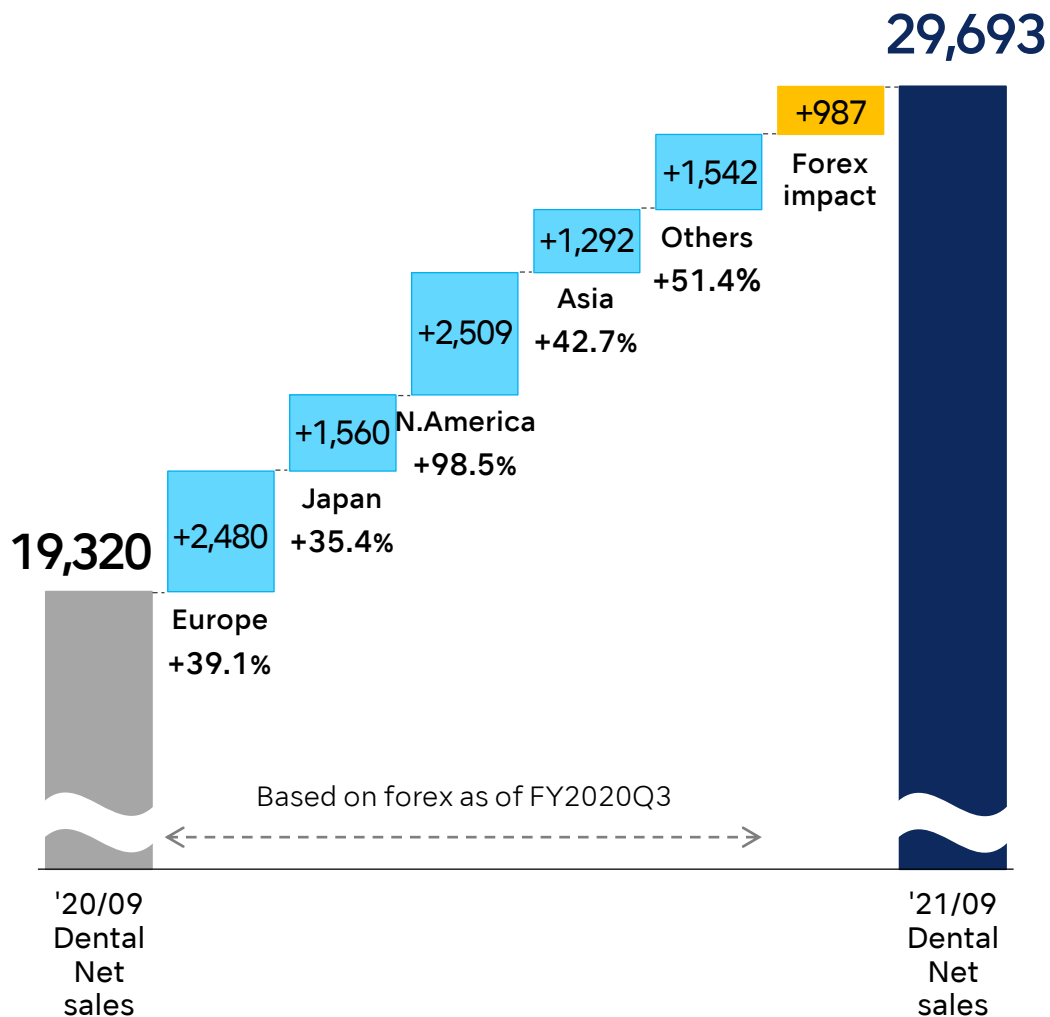
M of JPY



► Net sales by business segment

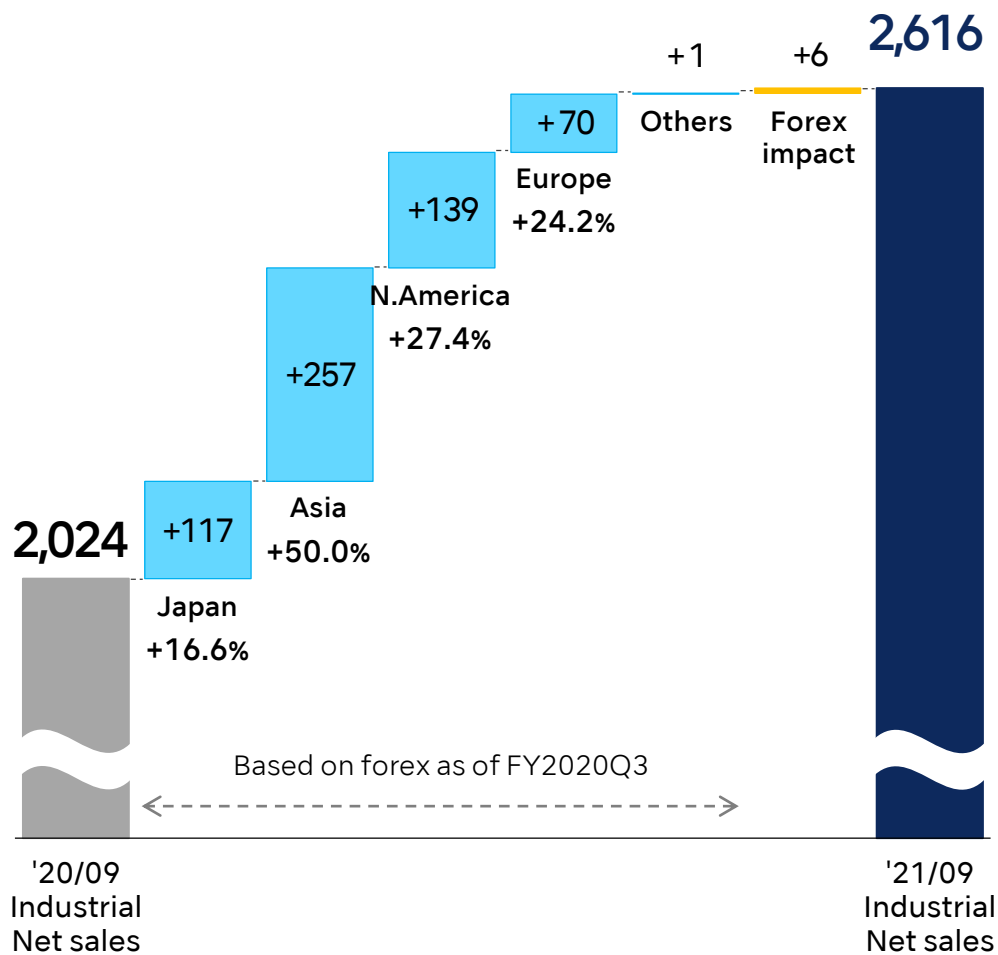
	FY2020Q3 Actual	FY2021Q3 Actual	Change
Dental	19,320	28,706	+9,385
Industrial	2,024	2,609	+585
Others	936	1,134	+197
Forex impact	—	+1,018	+1,018
Total	22,281	33,469	+11,187

M of JPY



	FY2020Q3 Actual	FY2021Q3 Actual	Change
Europe	6,335	8,815	+2,480
Japan	4,411	5,971	+1,560
North America	2,548	5,058	+2,509
Asia	3,026	4,319	+1,292
Others	2,998	4,540	+1,542
Forex impact	—	+987	+987
Total	19,320	29,693	+10,373

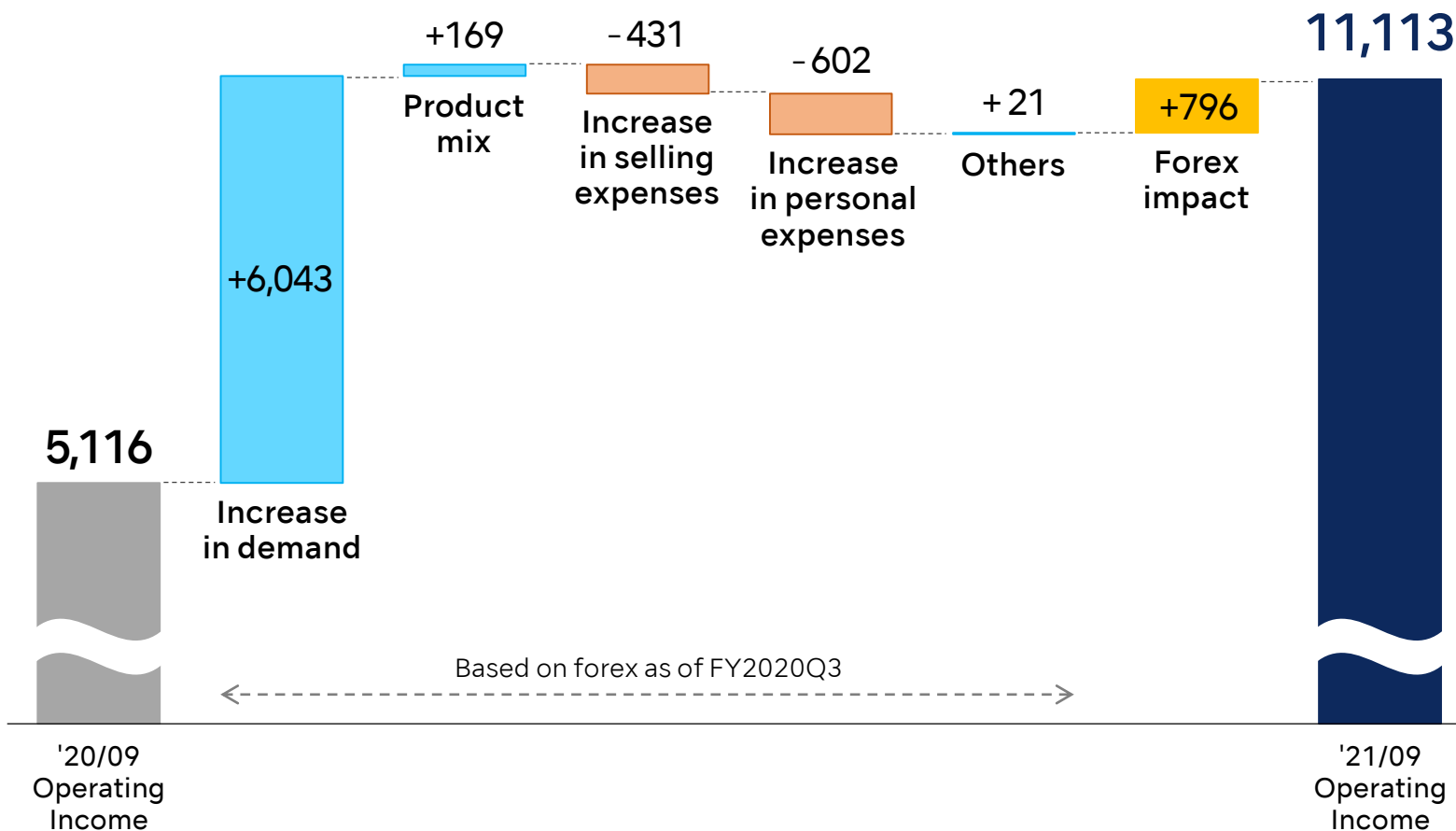
M of JPY


► Net sales of Industrial segment

	FY2020Q3 Actual	FY2021Q3 Actual	Change
Japan	707	824	+117
Asia	515	773	+257
North America	507	647	+139
Europe	289	359	+70
Others	3	4	+1
Forex impact	—	+6	+6
Total	2,024	2,616	+591

M of JPY

< Exchange rate >
 USD : 107.48JPY → 108.55JPY
 EURO : 121.27JPY → 129.94JPY



M of JPY	As of Sep. 30, 2021	As of Dec.31, 2020	Change	Note
Total assets	89,997	82,470	+7,526	· Cash and deposits +3,441
- Notes and accounts receivable-trade	5,143	5,158	-14	
- Inventories	10,995	10,604	+391	· Merchandise and finished goods +656 · Work in process -136 · Raw materials and supplies -128
Liabilities	8,367	6,198	+2,168	· Accounts payable-trade +281 · Other current liabilities +1,497
- Loans payable	100	100	—	
Net assets	81,630	76,272	+5,358	
- Retained earnings	82,758	77,435	+5,323	
Return on equity	13.7 %	8.7 %	+5.0 Pt	· FY2020Q3 7.1%
Return on assets	17.4 %	10.8 %	+6.4 Pt	· FY2020Q3 9.1%

	FY2021Q3 Actual	FY2020Q3 Actual	Change	Note
Capital investments	1,108	853	+255	
Depreciation expenses	1,303	1,290	+13	

M of JPY

		Japan	Export sub total	Europe	North America	Asia	Others	Total	
Dental	FY2020Q3 Actual	4,411	14,909	6,335	2,548	3,026	2,998	19,320	
	FY2021Q3 Actual	5,971	23,722	9,419	5,112	4,586	4,603	29,693	
	YoY	Amount	+1,560	+8,812	+3,083	+2,563	+1,560	+1,605	+10,373
		Ratio	+35.4%	+59.1%	+48.7%	+100.6%	+51.6%	+53.5%	+53.7%
Industrial	FY2020Q3 Actual	707	1,316	289	507	515	3	2,024	
	FY2021Q3 Actual	824	1,791	359	653	773	5	2,616	
	YoY	Amount	+117	+474	+70	+145	+257	+1	+591
		Ratio	+16.6%	+36.1%	+24.2%	+28.7%	+50.0%	+34.7%	+29.2%
Others	FY2020Q3 Actual	594	342	95	148	87	10	936	
	FY2021Q3 Actual	645	513	195	178	121	17	1,158	
	YoY	Amount	+51	+170	+100	+29	+34	+6	+222
		Ratio	+8.7%	+49.9%	+105.2%	+19.8%	+38.8%	+66.7%	+23.8%
Total	FY2020Q3 Actual	5,712	16,568	6,720	3,205	3,629	3,012	22,281	
	FY2021Q3 Actual	7,442	26,026	9,974	5,944	5,481	4,626	33,469	
	YoY	Amount	+1,729	+9,458	+3,253	+2,739	+1,851	+1,613	11,187
		Ratio	+30.3%	+57.1%	+48.4%	+85.5%	+51.0%	+53.6%	+50.2%

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