



Briefing Material

for 1st quarter ended Mar. 31, 2021

May. 7, 2021

NAKANISHI INC.

Disclaimer

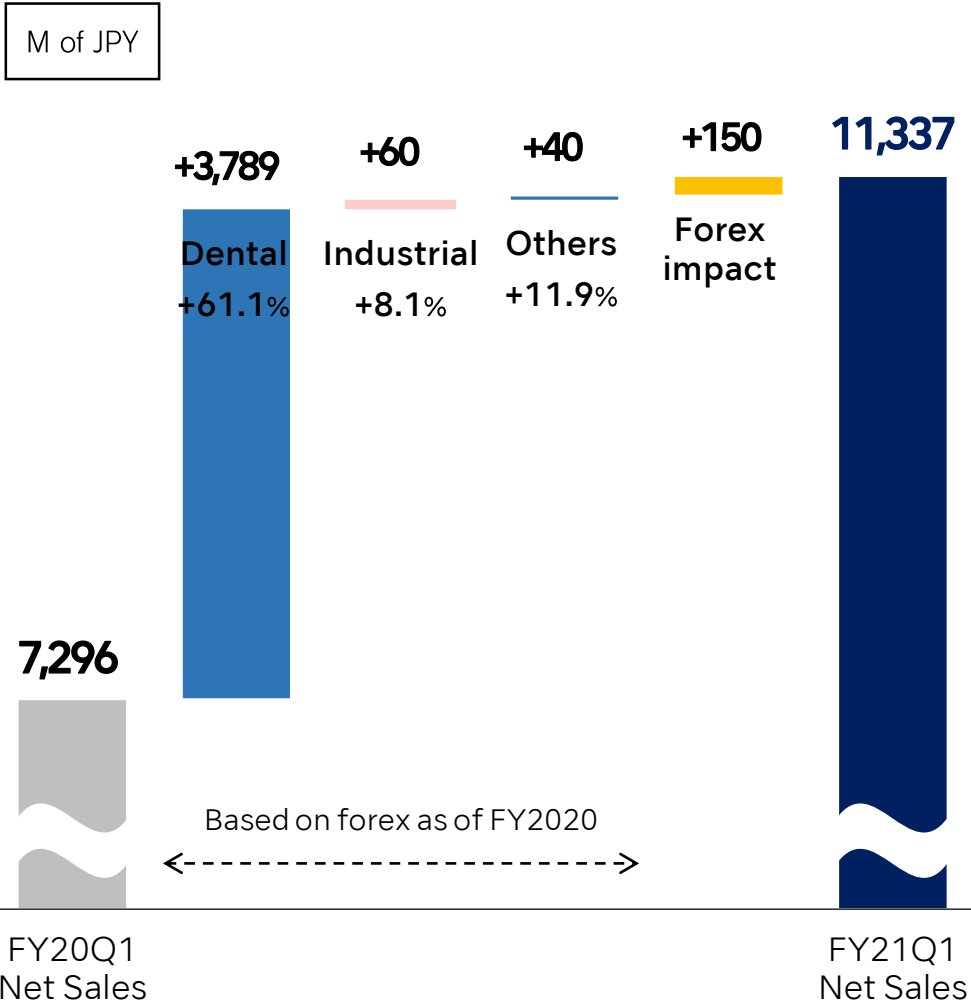
The information presented in these materials contains forward-looking statements about future business performance. These statements by definition involve risks and uncertainties and are not intended to guarantee future performance. Actual results in the future may differ from expectations and the projections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

M of JPY	FY2021 Q1	FY2020 Q1	YoY Comparison	
	Actual	Actual	Amount	Ratio
Net sales	11,337	7,296	+4,041	+55.4%
Gross Profits	6,728	4,119	+2,609	63.3%
Ratio to net sales	59.4%	56.5%	+2.9pt	-
Operating Income	3,675	1,109	+2,566	+231.3%
Ratio to net sales	32.4%	15.2%	+17.2pt	-
Ordinary Income	4,113	555	+3,558	+641.2%
Ratio to net sales	36.3%	7.6%	+28.7pt	-
Income attributable to owners of parents	3,074	442	+2,632	+595.3%
Ratio to net sales	27.1%	6.1%	+21.0pt	-
E P S (JPY)	35.48	5.10	-	-
Currency rate	FY2021 Q1 Actual	FY2020 Q1 Actual	YoY Comparison	
- Against the US dollar (JPY)	106.24	109.22	-2.98	-
- Against the EURO (JPY)	128.10	120.68	+7.42	-

▶ Forex impact : Net sales +150M of JPY (vs FY2020Q1 Actual), +414M of JPY (vs FY2021Q1 Forecast)

▶ Forex sensitivity : JPY/USD 65M of JPY , JPY/EURO 81M of JPY (Annual sales turnover)

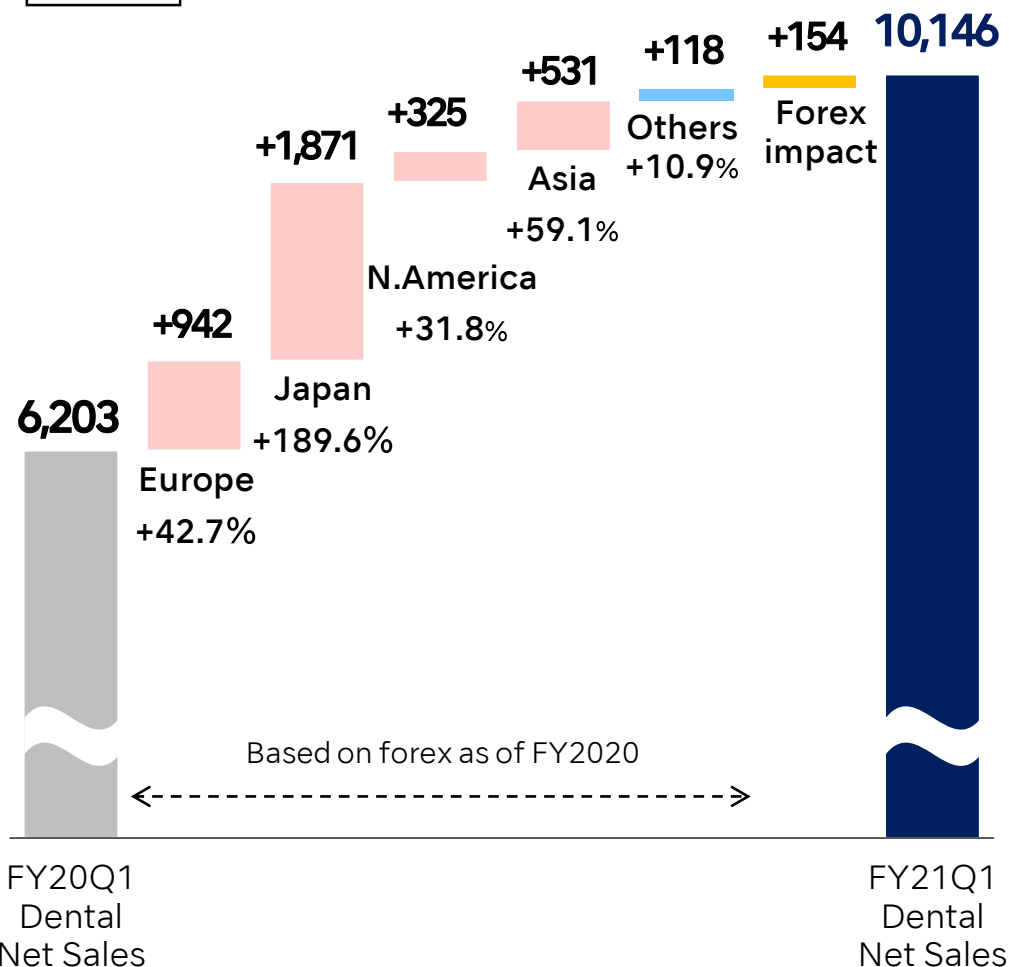
Change in net sales by business segment



► Net sales by Business segment

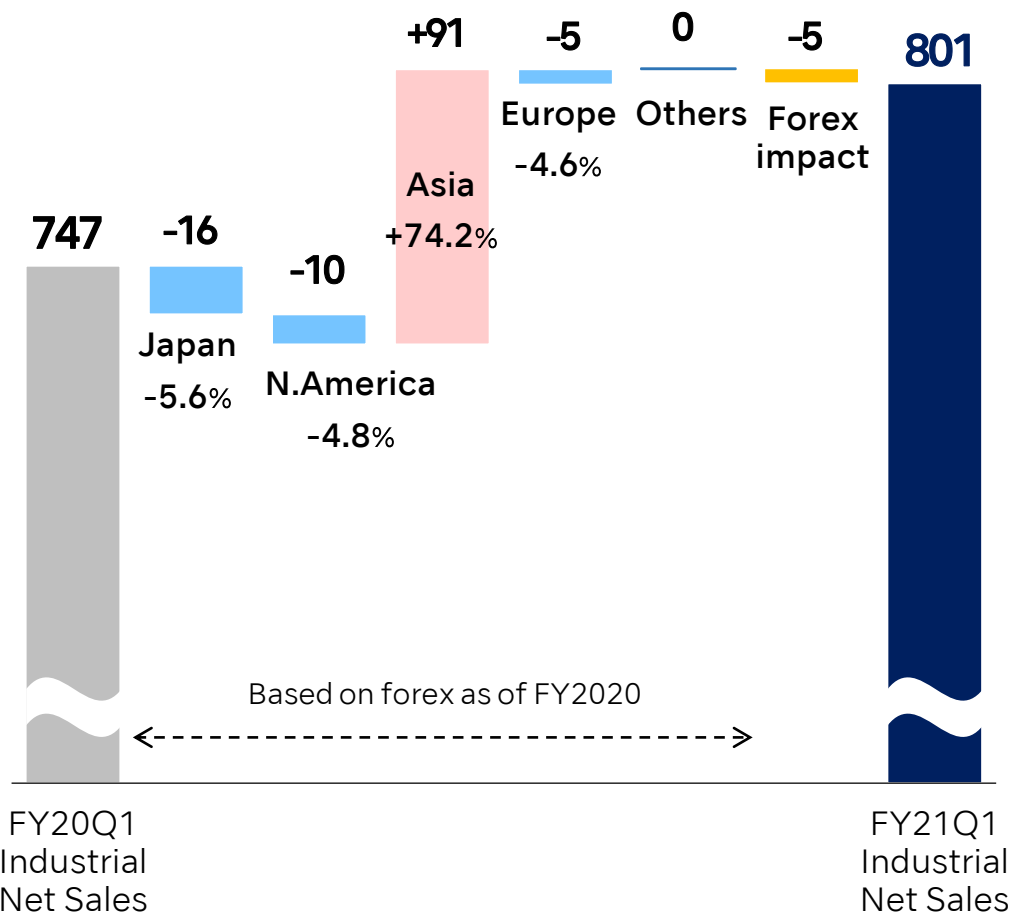
	FY2020 Q1 Actual	FY2021 Q1 Actual	Changes
Dental	6,203	9,992	+3,789
Industrial	747	807	+60
Others	345	386	+40
Forex impact	—	+150	+150
Total	7,296	11,337	+4,041

M of JPY


► Net sales of Dental segment

	FY2020 Q1 Actual	FY2021 Q1 Actual	Change
Europe	2,205	3,147	+942
Japan	986	2,857	+1,871
N.America	1,021	1,346	+325
Asia	899	1,431	+531
Others	1,091	1,209	+118
Forex impact	-	+154	+154
Total	6,203	10,146	+3,943

M of JPY

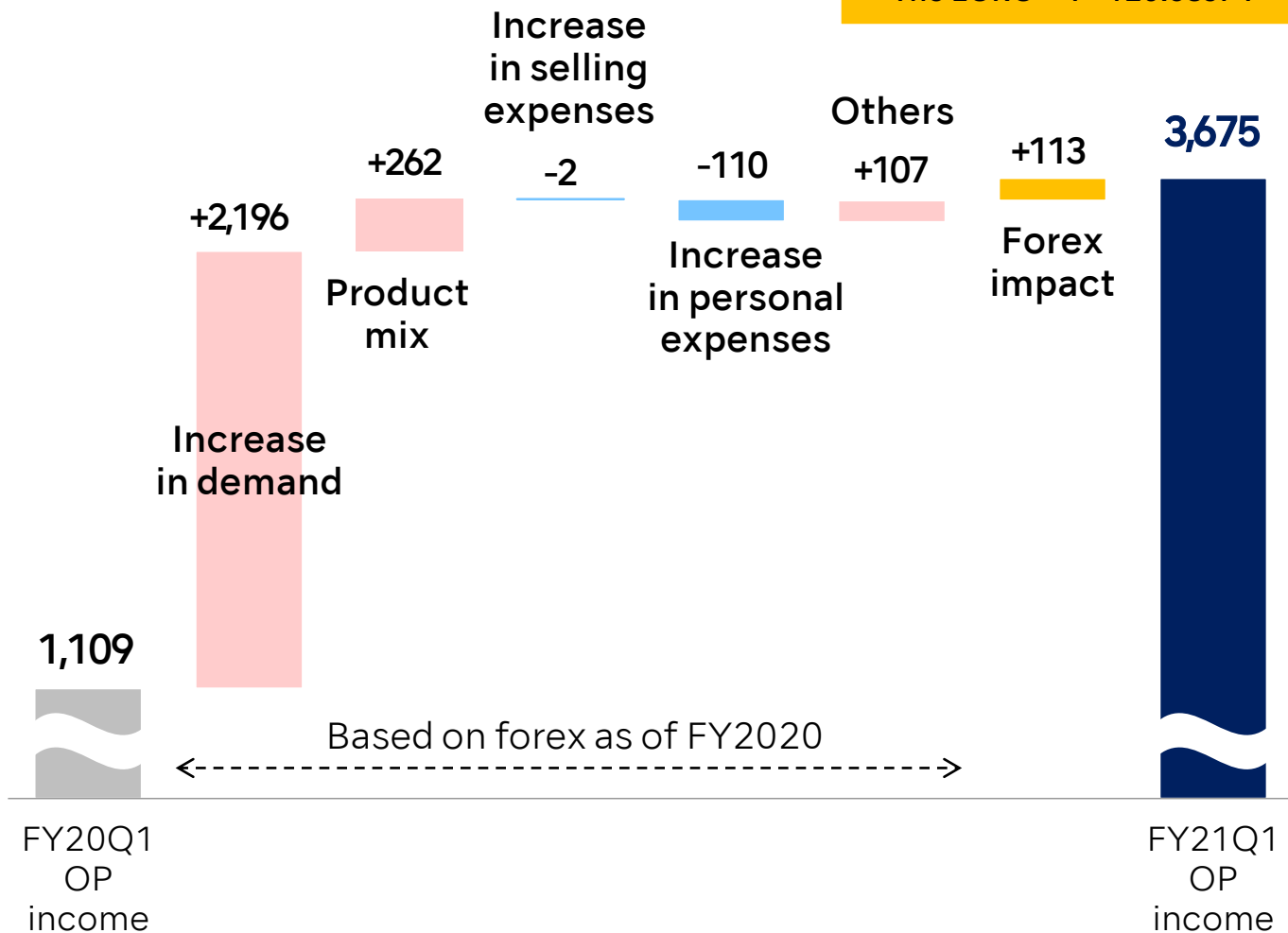


► Net sales of Industrial segment

	FY2020 Q1 Actual	FY2021 Q1 Actual	Change
Japan	289	273	-16
N.America	222	211	-10
Asia	124	216	+91
Europe	110	105	-5
Others	0	1	+0
Forex impact	—	-5	-5
Total	747	801	+54

M of JPY

Exchange rate
 The US dollar : 109.22JPY → 106.24JPY
 The EURO : 120.68JPY → 128.10JPY



M of JPY	As of Mar. 31, 2021	As of Dec. 31, 2020	Change
Total assets	85,695	82,470	+3,224
- Inventories	10,445	10,604	-158
Liabilities	6,958	6,198	+759
- Loans payable	100	100	-
Net assets	78,736	76,272	+2,464
- Retained earnings	79,210	77,435	+1,774
Return on Equity (ROE)	15.9%	8.7%	+7.2pt
Return on Assets (ROA)	19.6%	10.8%	+8.8pt

	FY2021 Q1 Actual	FY2020 Q1 Actual	Change
Capital investments	194	383	-189
Depreciation expenses	419	409	+10

M of JPY		Japan	Export sub total	Europe	N.America	Asia	Others	Total	
Dental	FY20Q1 Actual	986	5,216	2,205	1,021	899	1,091	6,203	
	FY21Q1 Actual	2,857	7,288	3,315	1,310	1,480	1,182	10,146	
	YoY	Amount	+1,871	+2,072	+1,110	+288	+581	91	+3,943
		Ratio	+189.6%	+39.7%	+50.4%	+28.3%	+64.6%	+8.4%	+63.6%
Industrial	FY20Q1 Actual	289	457	110	222	124	0	747	
	FY21Q1 Actual	273	528	105	205	216	1	801	
	YoY	Amount	-16	+70	-5	-16	+91	+0	+54
		Ratio	-5.6%	+15.5%	-4.6%	-7.4%	+74.2%	+50.4%	+7.3%
Others	FY20Q1 Actual	210	135	44	60	26	3	345	
	FY21Q1 Actual	223	165	64	60	34	5	388	
	YoY	Amount	+13	+30	+20	+0	+7	+1	+43
		Ratio	+6.4%	+22.3%	+45.3%	+0.7%	+29.5%	+44.6%	+12.6%
Total	FY20Q1 Actual	1,486	5,810	2,360	1,303	1,050	1,095	7,296	
	FY21Q1 Actual	3,354	7,982	3,486	1,576	1,731	1,188	11,337	
	YoY	Amount	+1,868	+2,172	+1,125	+272	+681	+93	+4,041
		Ratio	+125.7%	+37.4%	+47.7%	+20.9%	+64.8%	+8.5%	+55.4%