H1 FY2025 (FYE3/2026) Financial Results Briefing Q&A Summary

Date: November 10, 2025

H1 Results

Q1: What was the background for the year-on-year order decline in China in the Analytical & Measuring Instruments (AMI) segment?

A1: The decline was due to delays in bidding for some government contracts. We expect public inspection demand, such as customs and food testing, to expand in the second half, leading to a recovery.

Q2: What was the background for the significant improvement in operating profit margin in the Medical Systems business in Q2?

A2: This improvement was led by service-related sales and new product introductions.

FY2025 Forecast

Q3: Regarding the indirect impacts of tariffs included in the FY2025 earnings forecast, what are the calculation methods and probabilities?

A3: As of the end of September, we estimated the impact based on reports from our sales offices, considering industries and customers likely affected by worsening market conditions due to tariffs.

Q4: Why is the operating profit margin for the AMI business expected to improve in the second half compared to the first half?

A4: We anticipate growth in the top line driven by new products.

Q5: What is the background for the projected growth rate of 10-13% for the AMI business in North America for FY2025?

A5: The Nexera QX System, developed in North America, has significantly contributed to the clinical market in Q2. Additionally, there is steady investment in battery and energy-related sectors, along with signs of renewed investment in the oil and gas sector.

AMI / Business Environment Outlook

Q6: What is the outlook for the AMI market environment from the second half of FY2025 to FY2026?

A6: We expect increased research and development investments across various industries in North America, Europe, China, and Asia. Our aim is to expand our business in markets where investments are growing.

Q7: What is the AMI growth outlook in China for FY2026?

A7: While we believe it will be difficult for overall private demand to recover, we expect investments in specific sectors such as pharmaceuticals, batteries, and semiconductors to increase. Overall, we anticipate steady performance with slight growth.

Q8: What is the AMI growth outlook in India from the second half of FY2025 to FY2026?

A8: In the short term, there are signs of delayed investments from some pharmaceutical companies, but our outlook remains unchanged regarding continued growth in the medium to long term.

Q9: It is expected that global investments in biopharmaceuticals will advance. What is the growth potential in this field?

A9: We acknowledge that we are latecomers compared to competitors in product development and other initiatives. Currently, we are advancing joint development and research in this field at our R&D Center in North America, and we believe we can achieve results within the next 2 to 3 years.

AMI / New Products

Q10: Are there any disclosures regarding the actual and target ratios of sales from new products?

A10: We aim for a new product sales ratio of 30%, but our current performance in AMI has not reached this target. We define new products as those released within three years of launch. After the third year, these products will be sold as existing products at the price set at launch, so even if the new product sales composition ratio does not reach 30%, the overall profit margin will still improve.

Q11: Regarding the sales contribution of development themes at the R&D Center in North America, what is the sales scale per theme and the variability in quarterly revenue growth?

A11: There are various sales targets for each theme, and since revenue fluctuations at the R&D Center are not the primary factor affecting the AMI revenue changes in North America, it is difficult to provide a direct answer.

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