

January 5, 2018

NIPRO CORPORATION
(Code Number: 8086)

New Year's Message from President Sano of Nipro Corporation

Delivered January 5, 2018

At the New Year's morning assembly held on January 5(Fri), 2018, Yoshihiko Sano, president of Nipro Corporation, delivered his new years' message for 2018, summarized below:

[Theme]

From a user's viewpoint, we continue to improve our R&D, production, and sales and marketing capabilities to increase the competitiveness of our products and grow our business globally.

[Summary]

Last year, the United States became somewhat inward-looking, and its commitment to the values of freedom, equality, democracy and other global principles became shaky. The year 2017 also witnessed increasing terrorist attacks, an arms race and religious conflicts. It was a year of uncertainty and instability.

Despite this international situation, the Nipro Group continues its efforts to lay the foundation for business growth from a user's viewpoint, focusing on the following priority issues for 2018.

I hope that this year will be a year of incredible success in both our business growth and your personal development, with a strong willingness to follow the PDCA cycle for continuous improvement.

■ Priority Issues for 2018

1. Developing and commercializing new products
2. Enhancing overseas technical sales competencies to receive more repeat orders
3. Pushing ahead with measures to make overseas factories operating in the red turn a profit
4. Laying the foundation for overseas sales of vascular products (establishing an overseas sales channel and creating a unit capable of technical sales)
5. Launching a cellular therapy product business
6. Achieving zero defects, stable quality and cost reduction
7. Improving manufacturing productivity and increasing sales in the pharmaceutical business with a focus on both own-brand generic medicine manufacturing and OEM (contract manufacturing)

8. Establishing and strengthening a sales unit that systematizes therapy information and therapy operations (“systematization sales unit”)
9. Increasing cooperation among ten divisions according to product to improve product competitiveness
10. Promoting role sharing between ten divisions and other organizations in the Group to improve Group-wide efficiency