Q1 FY2027 Earnings Results

August 3, 2026

Kitazato Corporation

Summary of Q1 FY2027 Financial Results

Financial Highlights for 1Q FY2027

Net Sales: JPY3.0bn (+24%; JPY2.4bn in 1Q FY2026)

- Japan: Increased 11%, driven by solid one-off orders prompted by concerns over geopolitical tensions in the Middle East.
- Overseas: Increased 32%, led by Europe, the U.S., and other regions.
- Products: Sales increased across all product categories.

Net Income: JPY1.0bn (+35%; JPY0.7bn in 1Q FY2026)

- Gross Profit: Increased 20% mainly due to an increase in net sales, partly offset by the higher cost ratio due to a change in the product mix.
- Operating Profit: Increased 27%, reflecting higher gross profit and slightly lower SG&A expenses.
- Ordinary Profit: Increased 37%, reflecting foreign exchange gains and the absence of listing-related expenses recorded in 1Q FY2026.

Net Sales

1Q FY2026	1Q FY2027
JPY2.43bn	JPY3.01bn

+24.0%

Gross Profit

1Q FY2026	1Q FY2027
JPY1.56bn	JPY1.88bn

+20.2%

Operating Profit

1Q FY2026	1Q FY2027
JPY1.19bn	JPY1.51bn

+27.0%

Operating Profit Margin

1Q FY2026	1Q FY2027
49.1%	50.3%

+1.2 pts

Overseas Sales Ratio

1Q FY2026	1Q FY2027
63.2%	67.1%

+3.9 pts

Equity Ratio

2026.03	2027.06
93.2%	94.6%

+1.4 pts

* Comparisons are year on year.

Operating Results

■ Net sales amounted to JPY3,017m (+24.0%), while operating profit amounted to JPY1,517m (+27.0%).

■ The cost of sales ratio was 37.5% (+2.0%), while the SG&A expense ratio improved to 12.2% (−3.1%), resulting in a 1.2% improvement in the operating profit margin.

(JPY million)

	FY2026	FY2027				
	1Q Actual (A)	1Q Actual (B)	Change (B-A)	YoY (B/A)	Full-Year Forecast (C)	1Q Progress (B/C)
Net Sales	2,434	**3,017**	583	24.0%	**11,346**	26.6%
Cost of Sales	865 (35.5%)	**1,131** (37.5%)	265	30.7%	**3,767** (33.2%)	30.0%
SG&A Expenses	373 (15.3%)	**368** (12.2%)	-5	-1.4%	**1,463** (12.9%)	25.2%
Operating Profit	1,195 (49.1%)	**1,517** (50.3%)	322	27.0%	**6,115** (53.9%)	24.8%
Quarterly Net Income	745 (30.6%)	**1,007** (33.4%)	261	35.1%	**4,059** (35.8%)	24.8%

* Comparisons are year on year. Figures in parentheses indicate the ratio to net sales.

Net Sales by Region

- Net sales in Japan: JPY993m (+10.9%); overseas net sales: JPY2,024m (+31.6%).
- The overseas sales ratio increased to 67.1%, an improvement of 3.9%.

(JPY million)

	FY2026		FY2027			
	1Q Actual	Full-Year Actual	1Q Actual	YoY	Full-Year Forecast	1Q Progress
Net Sales	2,434	10,947	**3017**	24.0%	**11,346**	26.6%
Japan	895	3,660	**993**	10.9%	**3,691**	26.9%
Overseas	1,538	7,287	**2,024**	31.6%	**7,655**	26.4%
Europe	844	3,990	**1,135**	34.5%	**4,215**	26.9%
U.S.	242	1,120	**317**	30.8%	**1,205**	26.3%
China	133	672	**126**	-5.0%	**700**	18.1%
India	145	593	**154**	6.2%	**593**	26.0%
Other	173	909	**290**	67.9%	**941**	30.9%

* Comparisons are year on year.

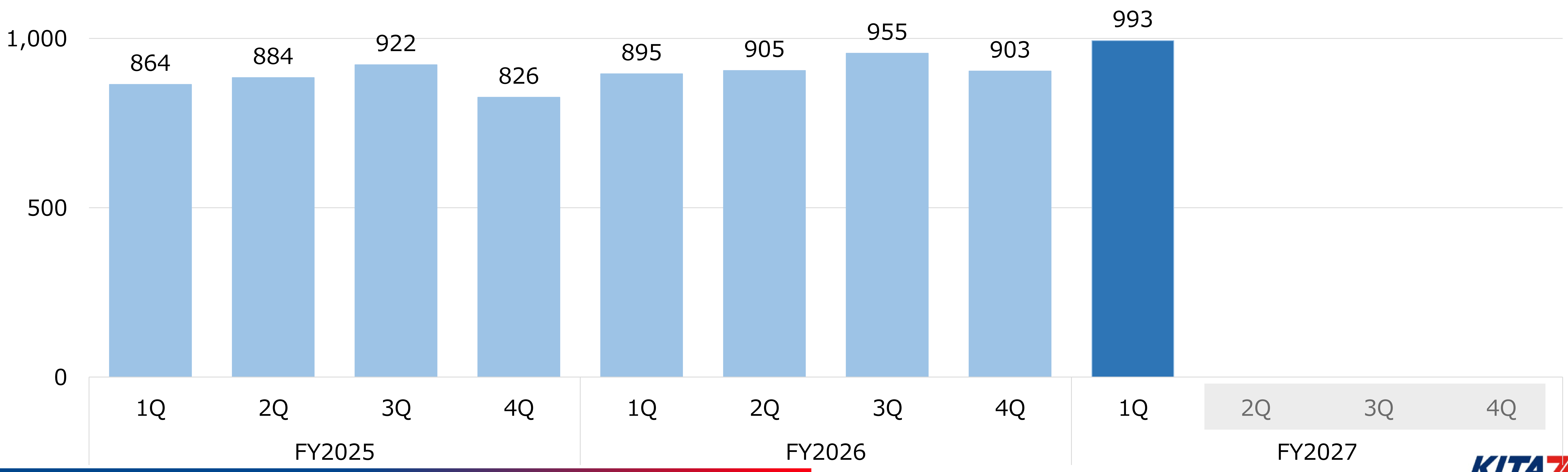
Net Sales by Region (Japan)

■ Net sales increased, supported by strengthened sales activities, including more frequent customer visits, as well as one-off orders placed due to concerns over geopolitical tensions in the Middle East.

	FY2026		FY2027			
	1Q Actual	Full-Year Actual	1Q Actual	YoY	Full-Year Forecast	1Q Progress
Japan	895	3,660	**993**	10.9%	**3,691**	26.9%

Net Sales Trend

(JPY million)

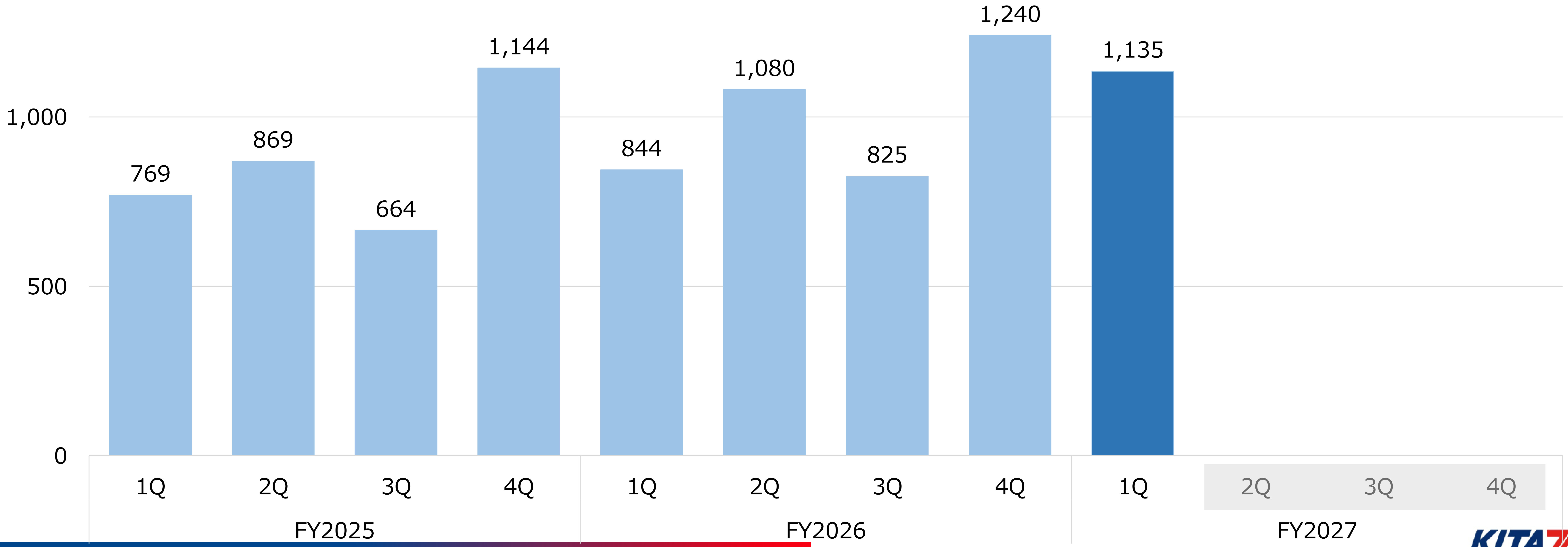


Net Sales by Region (Europe)

■ Sales increased as we continued to acquire new customers while sales to existing customers also expanded.

	FY2026		FY2027			
	1Q Actual	Full-Year Actual	1Q Actual	YoY	Full-Year Forecast	1Q Progress
Europe	844	3,990	**1,135**	34.5%	**4,215**	26.9%

Net Sales Trend (JPY million)



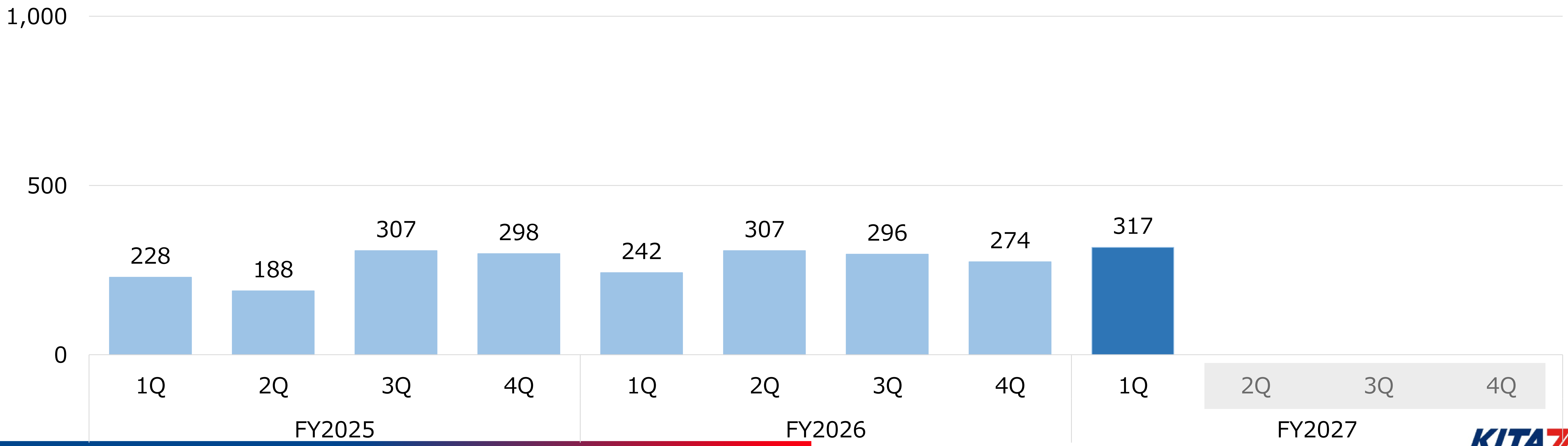
Net Sales by Region (United States)

■ Sales remained solid across all product categories.

	FY2026		FY2027			
	1Q Actual	Full-Year Actual	1Q Actual	YoY	Full-Year Forecast	1Q Progress
U.S.	242	1,120	**317**	30.8%	**1,205**	26.3%

Net Sales Trend

(JPY million)



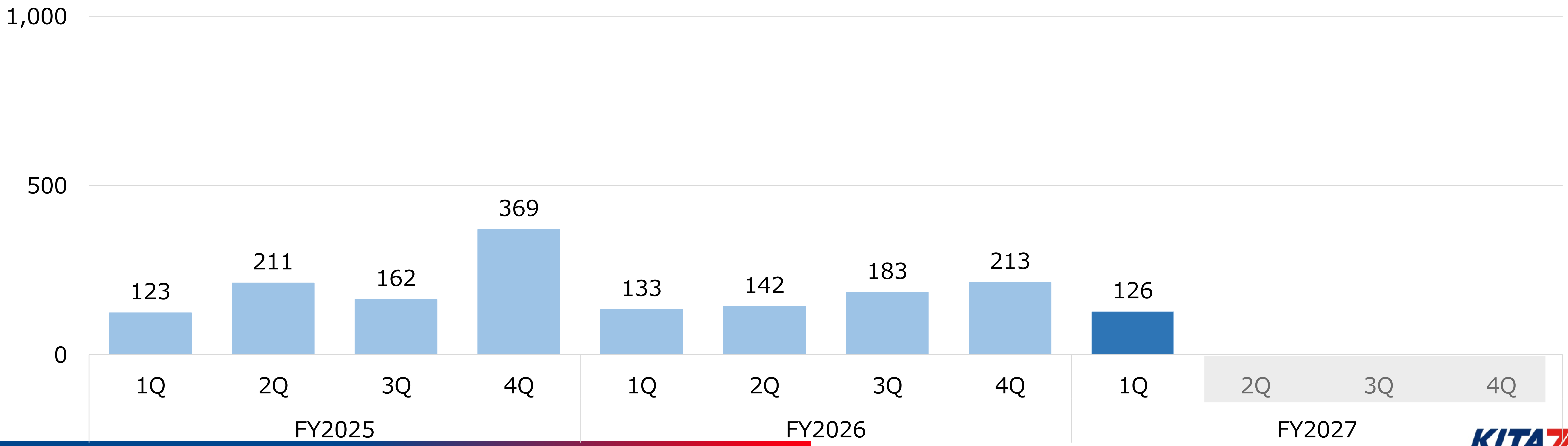
Net Sales by Region (China)

■ Net sales decreased due to the postponement of certain shipments, while underlying sales remained solid.

	FY2026		FY2027			
	1Q Actual	Full-Year Actual	1Q Actual	YoY	Full-Year Forecast	1Q Progress
China	133	672	**126**	-5.0%	**700**	18.1%

Net Sales Trend

(JPY million)

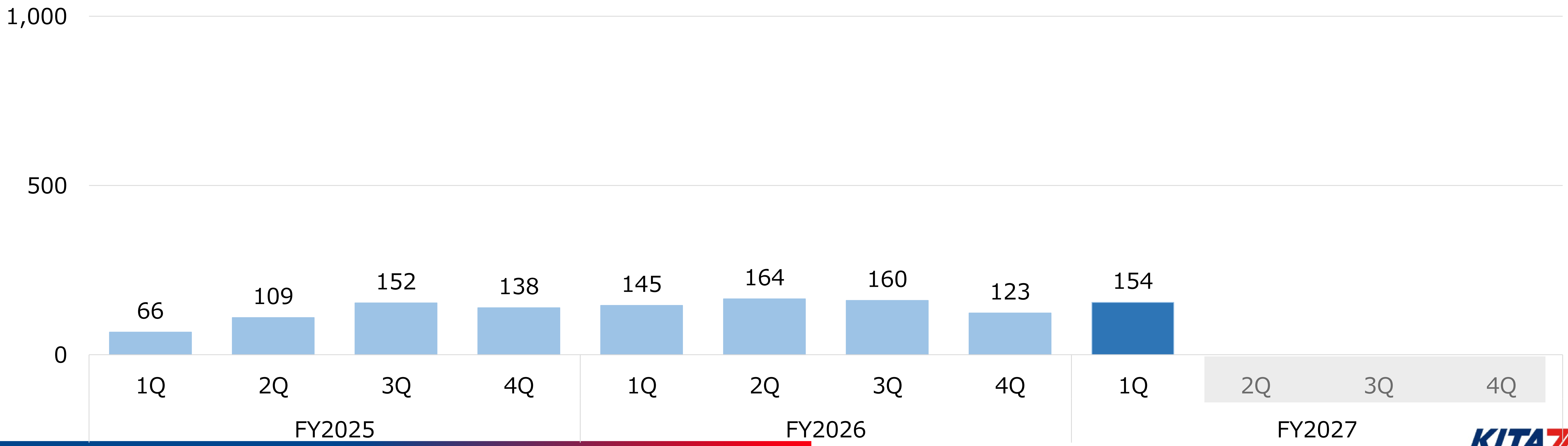


Net Sales by Region (India)

■ The impact of changes to the sales structure was limited, and sales remained solid.

	FY2026		FY2027			
	1Q Actual	Full-Year Actual	1Q Actual	YoY	Full-Year Forecast	1Q Progress
India	145	593	**154**	6.2%	**593**	26.0%

Net Sales Trend (JPY million)



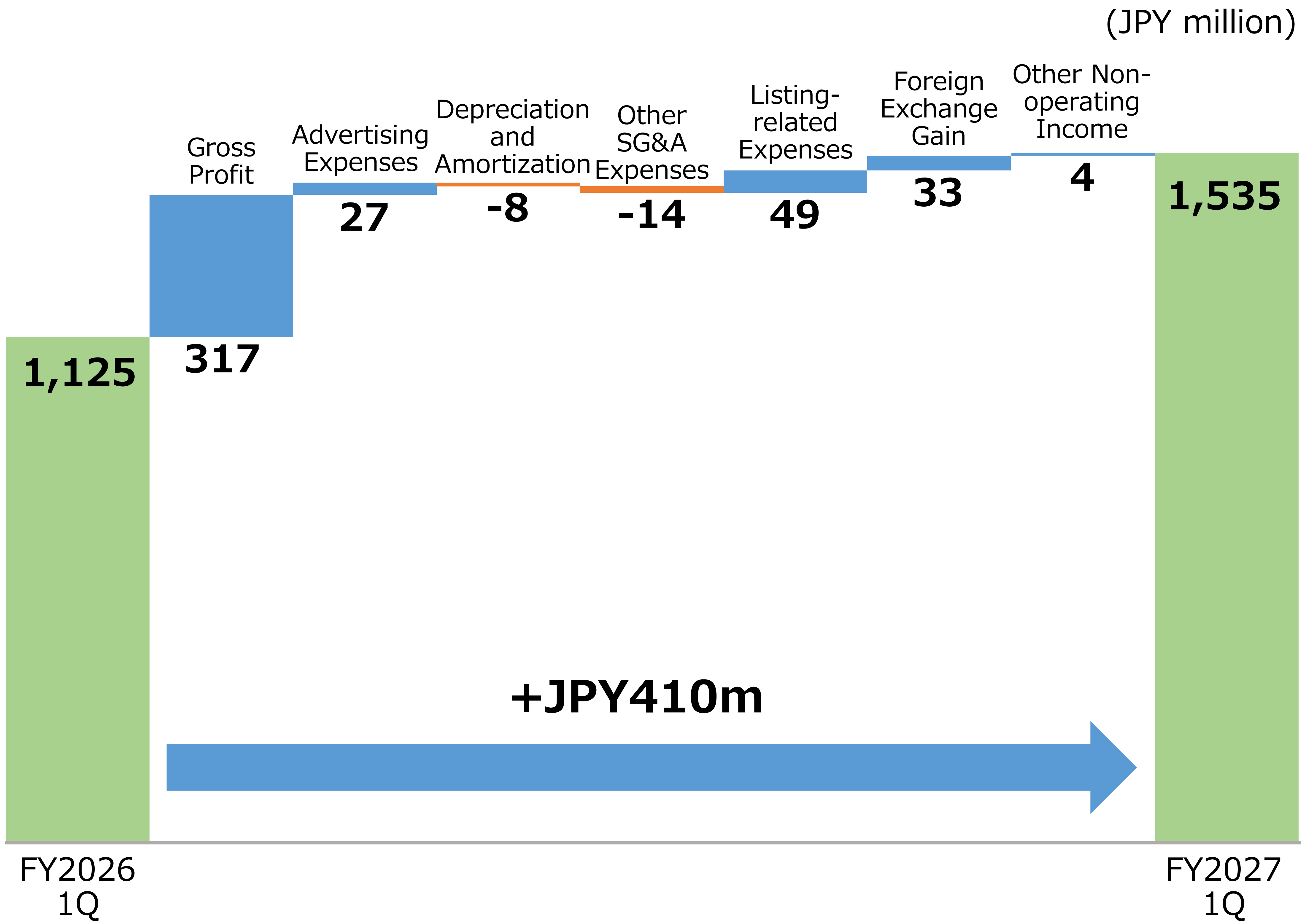
Net Sales by Product Category

■ Net sales increased year on year across all product categories.

(million yen)

	FY2026		FY2027			
	1Q Actual	Full-Year Actual	1Q Actual	YoY	Full-Year Forecast	1Q Progress
Net Sales	2,434	10,947	**3,017**	24.0%	**11,346**	26.6%
Media	923	4,004	**1,071**	16.0%	**4,157**	25.8%
Cryodevice	563	3,081	**810**	43.7%	**3,191**	25.4%
Medical Devices	606	2,512	**707**	16.5%	**2,620**	27.0%
Micro Tools	282	1,099	**362**	28.0%	**1,122**	32.3%
Other	56	249	**66**	17.3%	**253**	26.2%

Ordinary Profit Bridge (YoY)



■ Ordinary profit increased by JPY410m year on year to JPY1,535m.

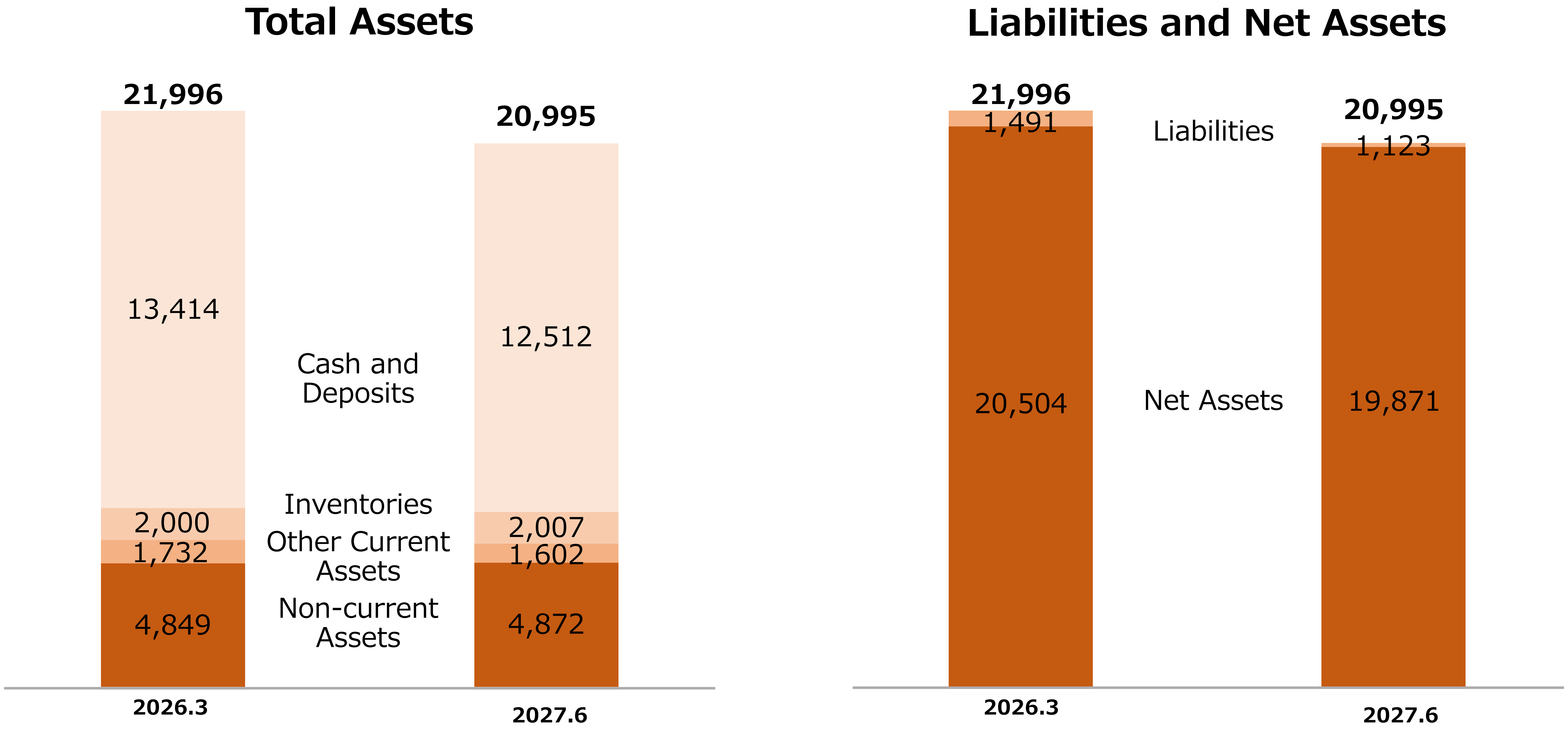
(JPY million)

- **Gross Profit** : **+317**
- **Advertising Expenses** : **+27**
- **Depreciation and Amortization** : **-8**
- **Other SG&A Expenses** : **-14**
- **Listing-related Expenses** : **+49**
- **Foreign Exchange Gain** : **+33**
- **Other Non-operating Income** : **+4**

Financial Position

■ As of the end of 1Q FY2027, the equity ratio improved to 94.6% from 93.2% at the end of FY2026.

(JPY million)



Consolidated Earnings Forecast for FY2027

■ There is no change to the earnings forecast announced on April 30, 2026.

(JPY million)

	2026.3 Actual	2027.3 Plan	YoY Change
Net Sales	10,947	**11,346**	3.6%
Operating Profit	5,858	**6,115**	4.4%
Operating Margin	53.5%	**53.9%**	0.4pt
Ordinary Profit	5,903	**6,137**	4.0%
Ordinary Margin	53.9%	**54.1%**	0.2pt
Net Income	3,895	**4,059**	4.2%
Net Income Margin	35.6%	**35.8%**	0.2pt

Kitazato Challenge 2036

Our Vision

"Happiness, for the Next Generations"

We contribute to improving healthcare so that patients can undergo fertility treatment while maintaining their well-being, and to creating a social environment where children can grow up healthy.

Our Initiatives in Clinical Practice

Research and Development to Improve Pregnancy Outcomes	Reducing Treatment Costs Through Affordable Media and Consumables	Technical Training and Scientific Support for Healthcare Professionals	Promoting Patient Understanding of Fertility Treatment	Supporting Healthcare Collaboration from Fertility Treatment to Obstetrics and Pediatrics

Public Policy and Social Initiatives

Enhanced Financial Support Programs	Expansion of Childcare and Educational Services	Support for Balancing Work and Childcare	Development of Housing and Community Infrastructure	Marriage Support and Public Awareness Initiatives

Contribute to addressing social challenges such as declining birth rates and population through fertility treatment

Create a society in which people can pursue parenthood while maintaining their well-being

Long-Term Vision

Kitazato Challenge 2036

Expand new businesses and M&A while strengthening our core business
Execute a three-stage growth strategy over the 10-year period from FY2027 to FY2036

FY2027 — FY2029 — FY2032 — FY2036

Stage 1 (3 Years): "Challenge"

Over Tokyo Tower 333 Plan

FY2027 – FY2029

Key Objectives

- Expand existing businesses
- Launch new businesses
- Explore and execute small-scale M&A
- Build a foundation for the next growth phase

Revenue Target JPY 33.3 billion

Stage 2 (3 Years): "Advance"

Over Sky Tree 634 Plan

FY2030 – FY2032

Key Objectives

- Expand new businesses
- Execute full-scale M&A
- Expand sales network and geographic coverage
- Accelerate growth

Revenue Target JPY 63.4 billion

Stage 3 (4 Years): "Improvement"

Over Burj Khalifa Plan

FY2033 – FY2036

Key objectives

- Advance business portfolio
- Maximize synergies
- Diversify revenue base
- Achieve transformative growth

Revenue Target JPY 83.0 billion

Progress of Stage 1 "Challenge"

Strengthening Our Core Businesses While Exploring New Growth Areas

FY2029 Net Sales Target

JPY33.3 billion

Core Businesses: JPY13.3 billion + New Businesses: JPY20.0 billion

Expand

- Strengthen the sales, manufacturing, and development functions of existing fertility treatment products
- Reduce costs, improve product mix, and expand overseas sales

Explore

- Explore opportunities in pharmaceuticals, IVD, CryoBank, AI, and clinic collaboration
- Evaluate new business opportunities through M&A, strategic alliances, and joint ventures

Progress

- **Company Name Change**
  Changed the Japanese company name to "Kitazato," unifying the brand name used in Japan and overseas to support global brand development.
- **Launch of a New Product**
  Launched Hypure® Oil, a new product utilizing our proprietary patented technology.
- **Acquisition of Intellectual Property Rights**
  Received a decision to grant a Japanese patent for a pelvic floor muscle support device.
- **Introduction of Automated Manufacturing Equipment for Oocyte Retrieval Needles**
  Automated the assembly process for oocyte retrieval needles, contributing to unmanned operation, higher productivity, and improved product quality.
- **Establishment of a Joint Venture in India**
  Strengthening sales promotion, customer support, and technical support capabilities in the Indian market.
- **Collaboration with SIOS Technology, Inc.**
  Commenced joint development of new AI-powered products.

+ Kitazato Smile Initiative

Donations to the J.POSH Scholarship Fund and the Pink Ribbon Fund
Made donations to support breast cancer patients and children who will lead the next generation.

Notes

Some of the information contained in this document includes statements regarding future performance. These statements do not guarantee future performance and involve risks and uncertainties. Please note that actual results may differ from these statements due to changes in the business environment and other factors.

This material is an English translation of the original Japanese-language material. In the event of any discrepancy between the English and Japanese versions, the Japanese version shall prevail.

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