Q2 FY2027 Earnings Results

October 29, 2026

Kitazato Corporation

Summary of Q2 FY2027 Financial Results

KITAZATO®

Financial Highlights for YTD Q2 FY2027

Net Sales: JPY6.0bn (+14.5%; JPY5.2bn in Q2 FY2026)

- Japan: Increase (+7.7%) driven by steady demand and temporary orders prompted by concerns over the situation in the Middle East
- Overseas: Increased 18.0%, led by Europe, and other regions.
- Products: Sales increased across all product categories.

Net Income: JPY2.0bn (+12.3%; JPY1.8bn in Q2 FY2026)

- Gross Profit: Increased by 9.1% due to higher sales, despite a rise in the cost of sales ratio resulting from changes in the product mix.
- Operating Profit: Increased by 8.8%, as higher gross profit offset the increase in SG&A expenses.
- Ordinary Profit: Increased by 13.5% due to subsidies related to capital expenditures and a decrease in listing-related expenses.

Net Sales

Q2 FY2026	Q2 FY2027
JPY5.24bn	JPY6.00bn

+14.5%

Gross Profit

Q2 FY2026	Q2 FY2027
JPY3.46bn	JPY3.77bn

+9.1%

Operating Profit

Q2 FY2026	Q2 FY2027
JPY2.76bn	JPY3.01bn

+8.8%

Operating Profit Margin

Q2 FY2026	Q2 FY2027
52.8%	50.2%

-2.6 pts

Overseas Sales Ratio

Q2 FY2026	Q2 FY2027
65.7%	67.7%

+2.0 pts

Equity Ratio

End of FY2026	End of Q2 FY2027
93.2%	92.6%

-0.6 pts

* Comparisons are year on year.

Operating Results

- Net sales amounted to JPY6,006m (+14.5%), while operating profit amounted to JPY3,014m (+8.8%).
- The cost of sales ratio rose to 37.1% (+3.1 pts), while the SG&A expense ratio declined to 12.7% (−0.5 pts), resulting in a 2.6-point decrease in the operating profit margin.
- Progress toward full-year forecasts: 52.9% for net sales and 49.3% for operating income

(JPY million)

	FY2026	FY2027				
	Q2 YTD Actuals (A)	Q2 YTD Actuals (B)	Change (B-A)	YoY (B/A)	Full-Year Forecast (C)	Q2 Progress (B/C)
Net Sales	5,247	**6,006**	758	14.5%	**11,346**	52.9%
Cost of Sales	1,784 (34.0%)	**2,228** (37.1%)	443	24.8%	**3,767** (33.2%)	59.1%
SG&A Expenses	693 (13.2%)	**763** (12.7%)	70	10.2%	**1,463** (12.9%)	52.2%
Operating Profit	2,769 (52.8%)	**3,014** (50.2%)	244	8.8%	**6,115** (53.9%)	49.3%
Quarterly Net Income	1,804 (34.4%)	**2,027** (33.8%)	222	12.3%	**4,059** (35.8%)	49.9%

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

Net Sales by Region

- Net sales in Japan: JPY1,939m (+7.7%); overseas net sales: JPY4,067m (+18.0%).
- The overseas sales ratio increased to 67.7%, an increase of 2.0%.

(JPY million)

	FY2026		FY2027			
	Q2YTD Actuals	Full-Year Actuals	Q2YTD Actuals	YoY	Full-Year Forecast	Q2 Progress
Net Sales	5,247	10,947	**6,006**	14.5%	**11,346**	52.9%
Japan	1,800	3,660	**1,939**	7.7%	**3,691**	52.5%
Overseas	3,447	7,287	**4,067**	18.0%	**7,655**	53.1%
Europe	1,924	3,990	**2,300**	19.5%	**4,215**	54.6%
U.S.	549	1,120	**606**	10.2%	**1,205**	50.3%
China	275	672	**323**	17.3%	**700**	46.2%
India	310	593	**249**	-19.7%	**593**	42.0%
Other	386	909	**588**	52.3%	**941**	62.6%

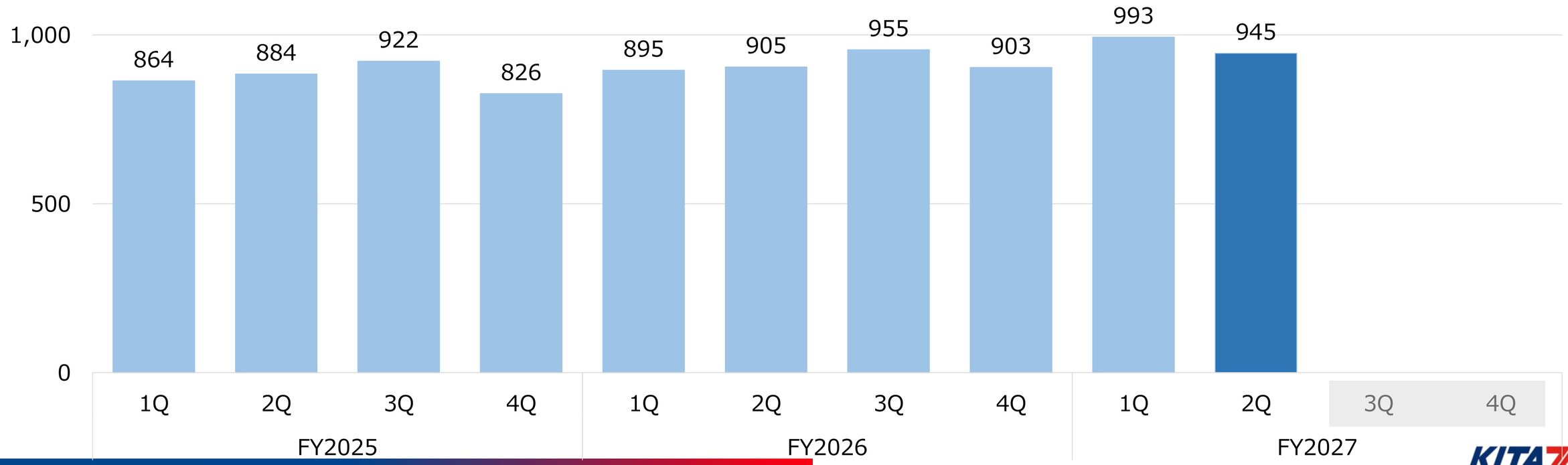
* Comparisons are year on year.

Net Sales by Region (Japan)

■ Performance remained solid, partly due to strengthened sales efforts. The second quarter did not see any rebound effects related to the impact of the Middle East situation that occurred in the first quarter.

	FY2026		FY2027			
	Q2 YTD Actuals	Full-Year Actuals	Q2 YTD Actuals	YoY	Full-Year Forecast	Q2 Progress
Japan	1,800	3,660	**1,939**	7.7%	**3,691**	52.5%

Net Sales Trend (JPY million)

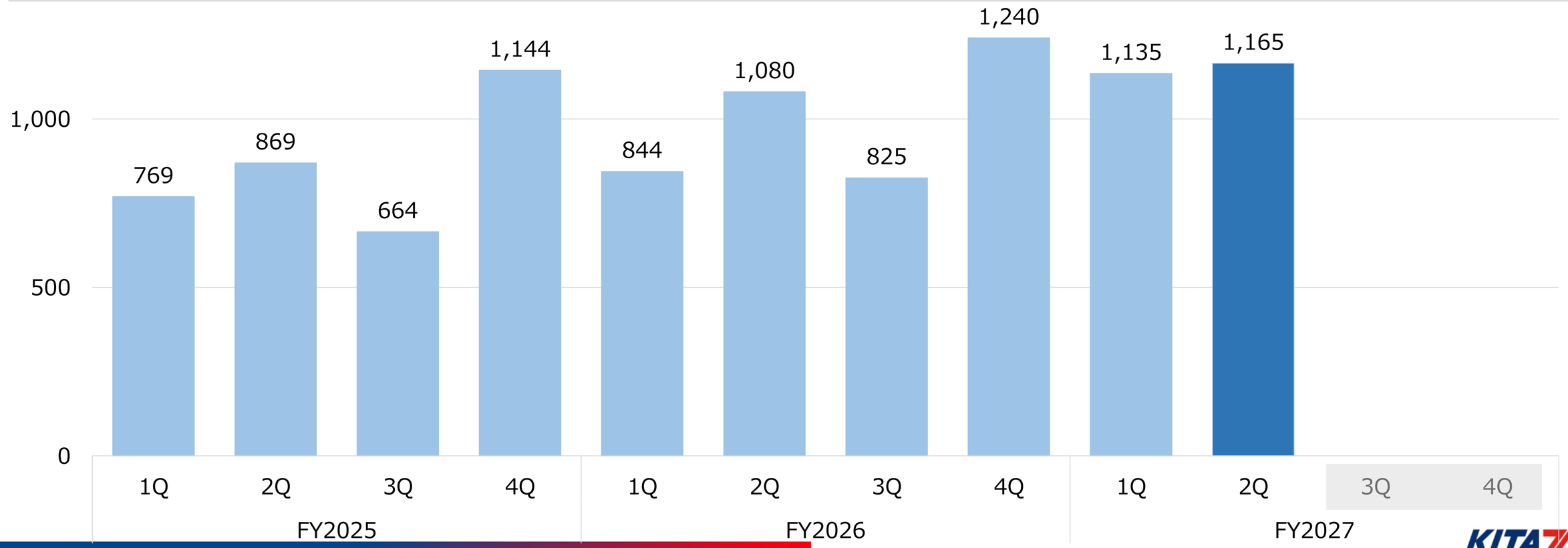


Net Sales by Region (Europe)

■ Following the initial orders from new customers in Q1, performance remained solid in Q2, supported by the launch of new products.

	FY2026		FY2027			
	Q2 YTD Actuals	Full-Year Actuals	Q2 YTD Actuals	YoY	Full-Year Forecast	Q2 Progress
Europe	1,924	3,990	**2,300**	19.5%	**4,215**	54.6%

Net Sales Trend (JPY million)



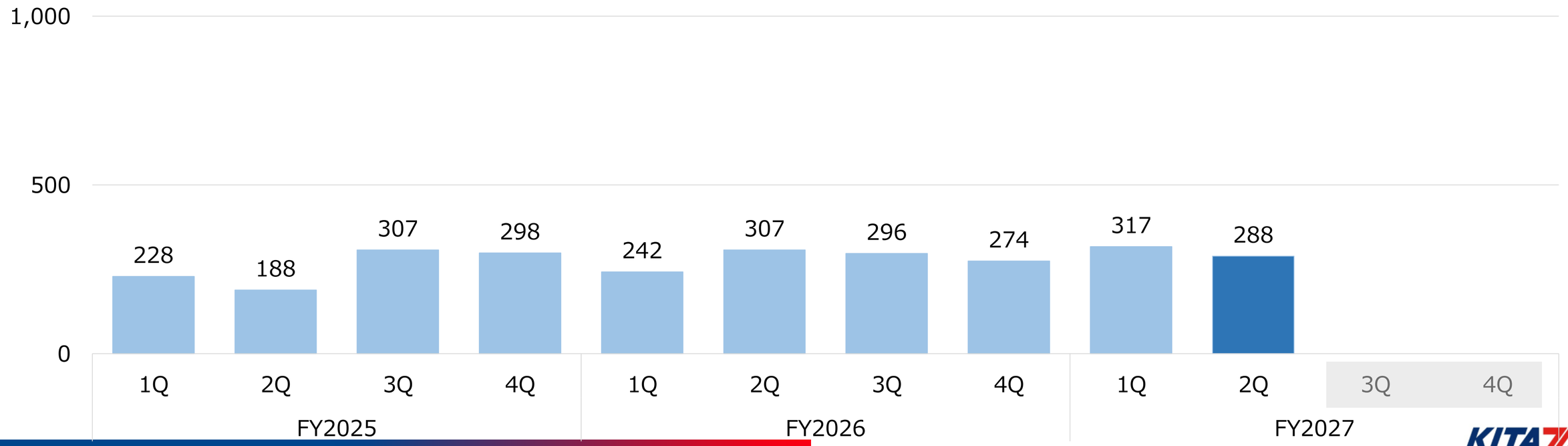
Net Sales by Region (United States)

■ Performance remained solid, supported by the launch of new and improved products.

	FY2026		FY2027			
	Q2 YTD Actuals	Full-Year Actuals	Q2 YTD Actuals	YoY	Full-Year Forecast	Q2 Progress
U.S.	549	1,120	**606**	10.2%	**1,205**	50.3%

Net Sales Trend

(JPY million)



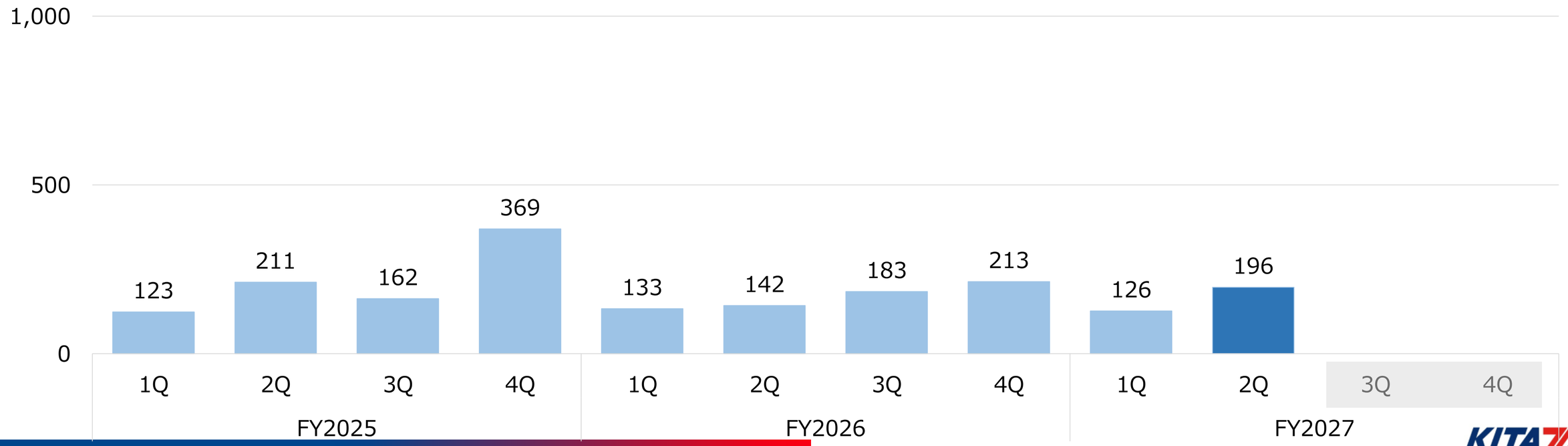
Net Sales by Region (China)

- Q2 sales increased due to the timing shift of shipments from Q1

	FY2026		FY2027			
	Q2 YTD Actuals	Full-Year Actuals	Q2 YTD Actuals	YoY	Full-Year Forecast	Q2 Progress
China	275	672	**323**	17.3%	**700**	46.2%

Net Sales Trend

(JPY million)



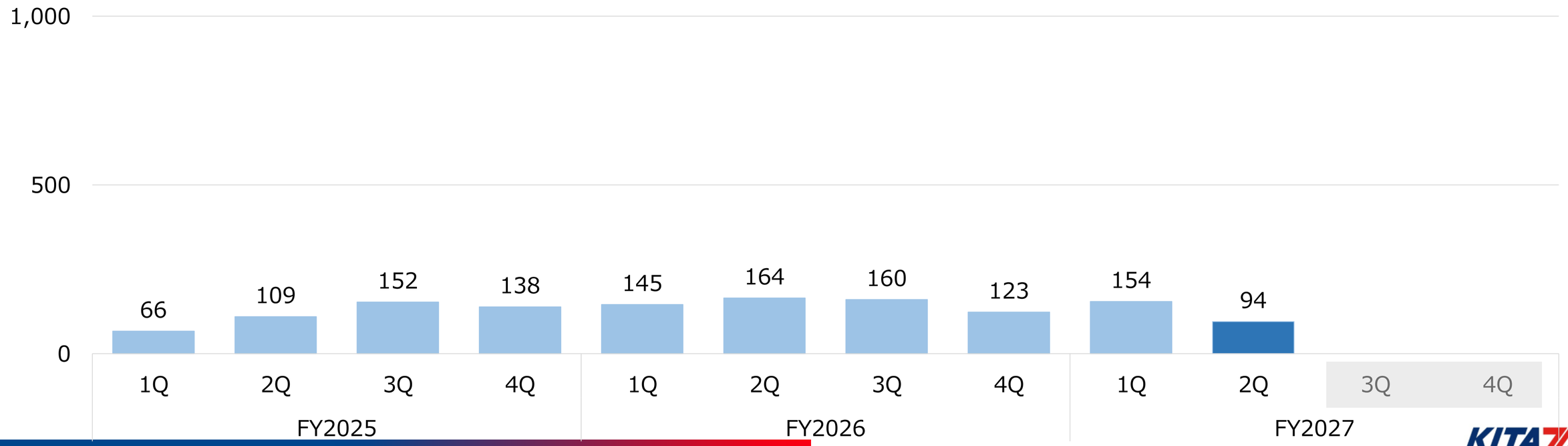
Net Sales by Region (India)

- Initial orders following the change in the sales structure have largely run their course.

	FY2026		FY2027			
	Q2 YTD Actuals	Full-Year Actuals	Q2 YTD Actuals	YoY	Full-Year Forecast	Q2 Progress
India	310	593	**249**	-19.7%	**593**	42.0%

Net Sales Trend

(JPY million)

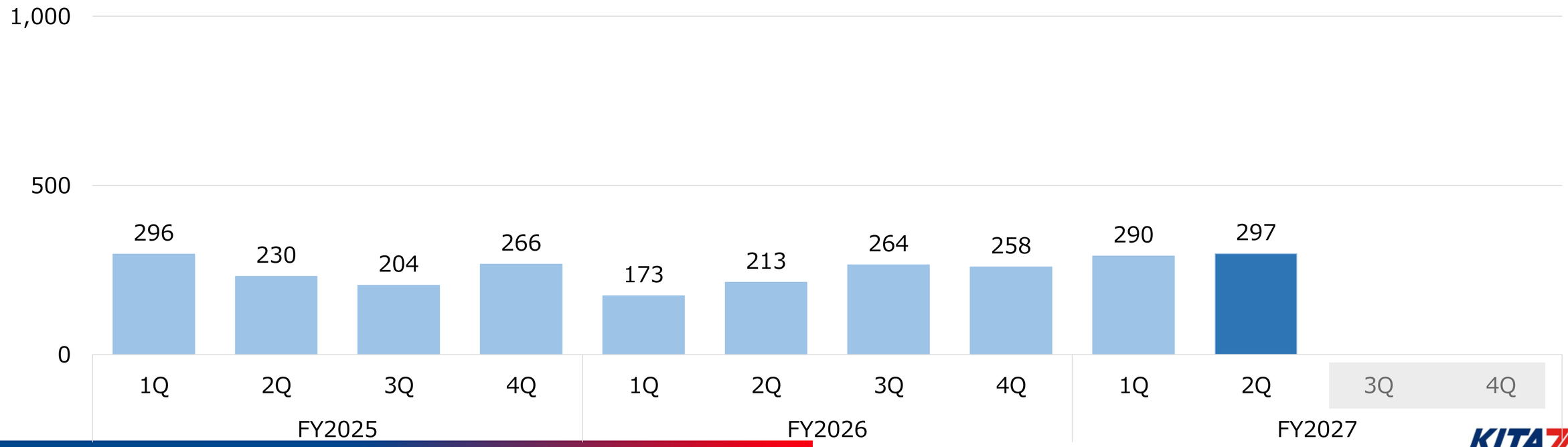


Net Sales by Region (Others)

- Sales to new distributors and customers have been strong.

	FY2026		FY2027			
	Q2 YTD Actuals	Full-Year Actuals	Q2 YTD Actuals	YoY	Full-Year Forecast	Q2 Progress
Others	386	909	**588**	52.3%	**941**	62.6%

Net Sales Trend (JPY million)



Net Sales by Product Category

■ In addition to expanded sales of Micro Tools, the temporary impact on Cryodevice in the previous year has been resolved.

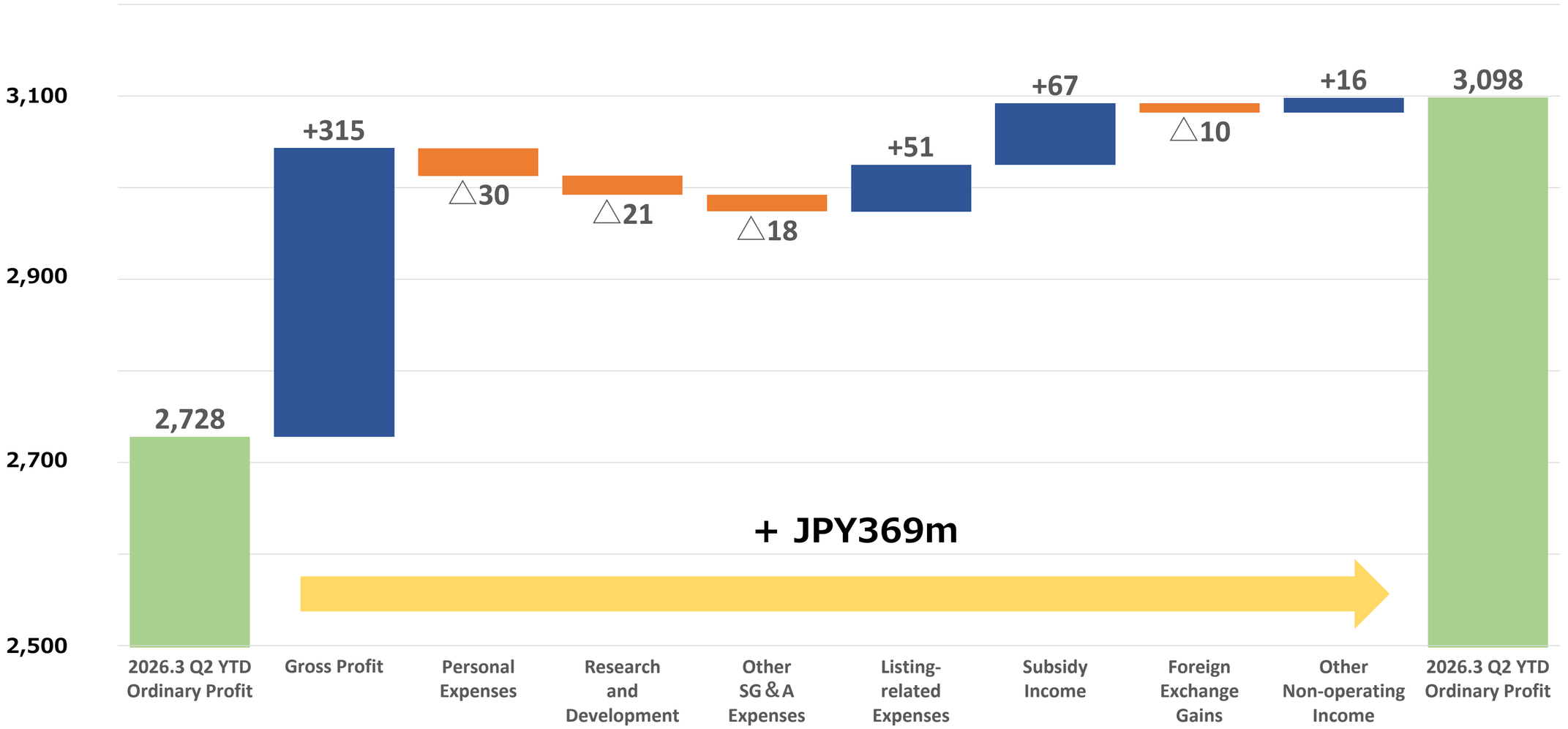
(million yen)

	FY2026		FY2027			
	Q2 YTD Actuals	Full-Year Actuals	Q2 YTD Actuals	YoY	Full-Year Forecast	Q2 Progress
Net Sales	5,247	10,947	**6,006**	14.5%	**11,346**	52.9%
Media	1,977	4,004	**2,077**	5.1%	**4,157**	50.0%
Cryodevice	1,354	3,081	**1,626**	20.1%	**3,191**	51.0%
Medical Devices	1,243	2,512	**1,350**	8.6%	**2,620**	51.5%
Micro Tools	551	1,099	**808**	46.5%	**1,122**	72.0%
Other	120	249	**144**	19.5%	**253**	56.9%

Ordinary Profit Bridge (YoY)

■ Ordinary profit increased by JPY369m to JPY3,098m.

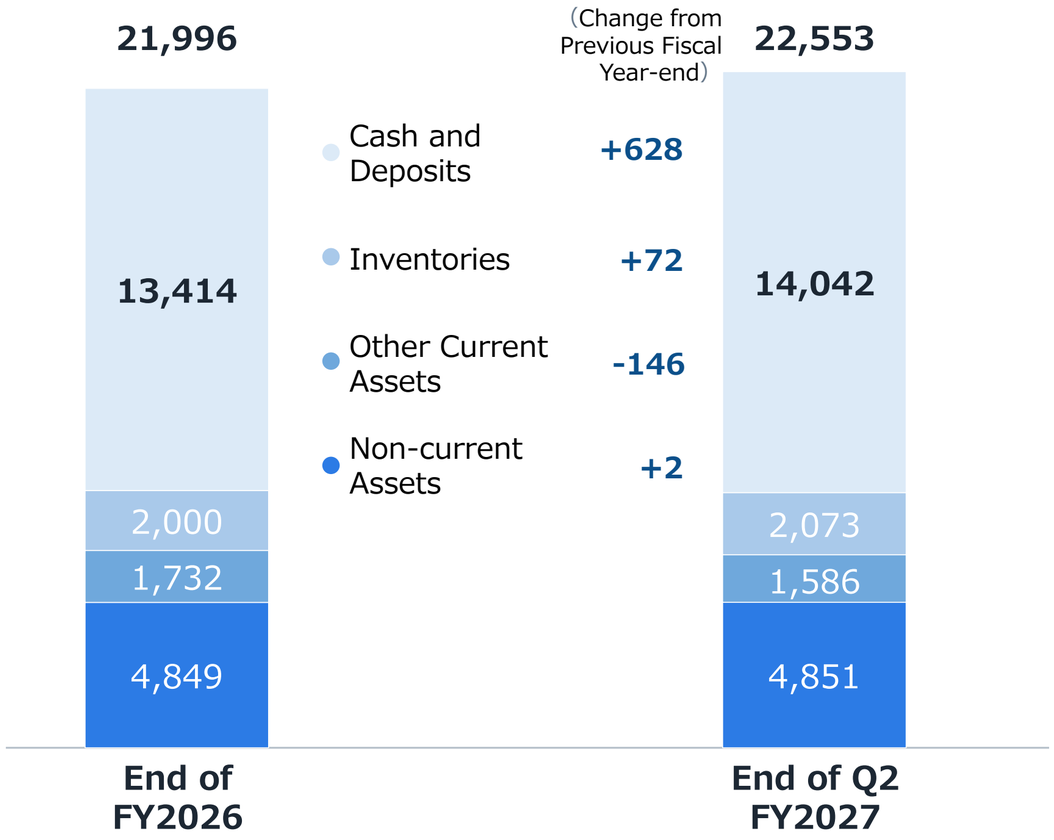
(JPY million)

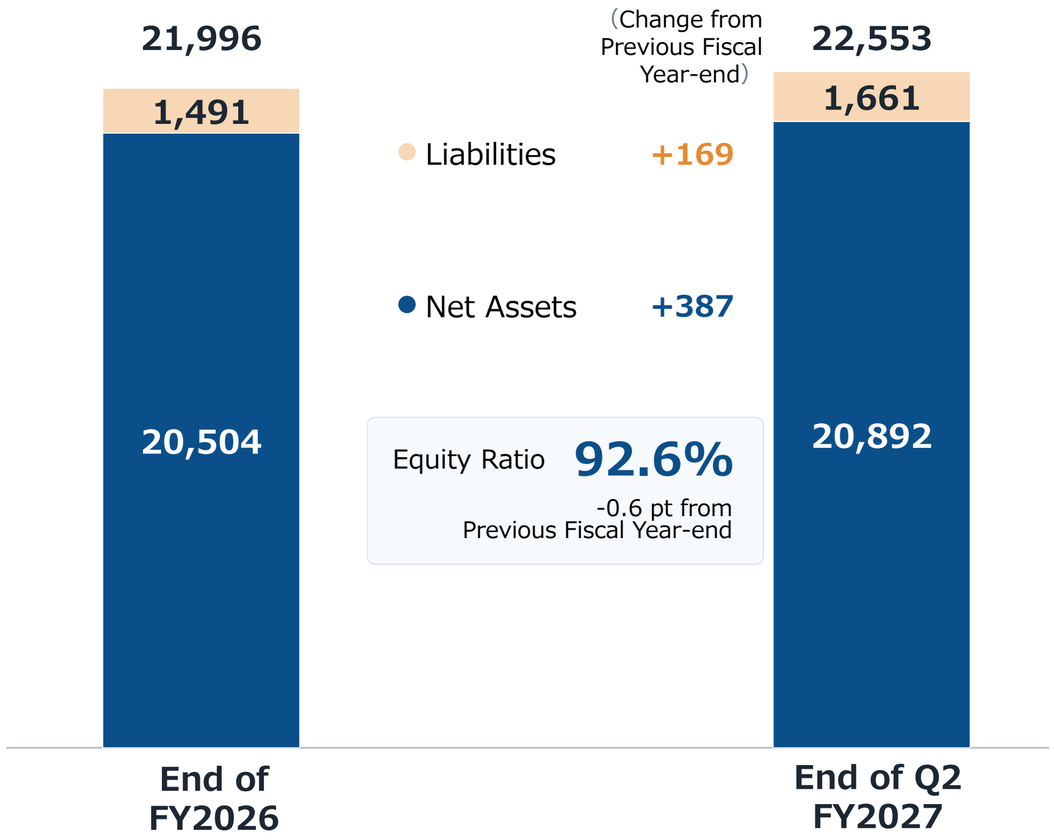


Financial Position

- Maintained a sound financial position, with an equity ratio of 92.6% (93.2% at the end of the previous fiscal year).

(JPY million)





Consolidated Earnings Forecast for FY2027

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

(JPY million)

	2026.3 Actuals	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

KITAZATO®

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

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

Launch of New Product

Launched “Hypure® Oil,” a new product utilizing our proprietary patented technology (June 2026)

Intellectual Property

Received a notice of allowance for a Japanese patent related to a “pelvic floor muscle support device” (June 2026)

Strengthening Manufacturing Capabilities

Introduced automated manufacturing equipment for oocyte retrieval needles (July 2026)

Strengthening Sales Capabilities

Established a joint venture in India (August 2026) and a European subsidiary (July 2026)

Strengthening R&D Capabilities

Commenced collaboration with SIOS Technology, Inc. (August 2026)

Strengthening Execution Capabilities

Changed the company name (July 2026) and continued recruiting specialized talent

+ Kitazato Smile Initiative

Supporting the Next Generation and Women’s Empowerment

Donations to the J.POSH Scholarship Fund and Pink Ribbon Fund (April 2026)

Environmental Conservation Initiatives

Launched the “Mobius Loop™” initiative as part of our efforts to promote a circular economy (September 2026)

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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