

First Quarter of Fiscal Year Ending March 31, 2027 Consolidated Financial Results Briefing

Presentation Material

Aug 5, 2026



株式会社新日本科学

SHIN NIPPON BIOMEDICAL LABORATORIES, LTD.



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1. New Management Structure and Future Direction



Ryoichi Nagata, MD, PhD, FFPM
Representative Chairman, CEO

1



No Impact From the 2026 Kumamoto Earthquake on SNBL Facilities

2



New Management Structure Officially Launched

3



Construction Begins on World-Class EU-Compliant NHP Laboratory

Construction Begins on the EU-Compliant Laboratory

Groundbreaking Ceremony Held on June 30



Artist's Rendering of the Completed EU-Compliant Laboratory



2. FY3/27 Q1 Overview



Hideyuki Hiramama, MBA
Representative Director, President

1 FY3/27 Q1 Results



Revenue increased **21%** YoY, reaching a record high for a first-quarter.



Orders received in the nonclinical CRO business increased **23%** YoY to **¥9.9B**, driven by strong demand from U.S. and European clients, marking a record high for a first-quarter.

2 FY3/27 First Half and Full-Year Forecast

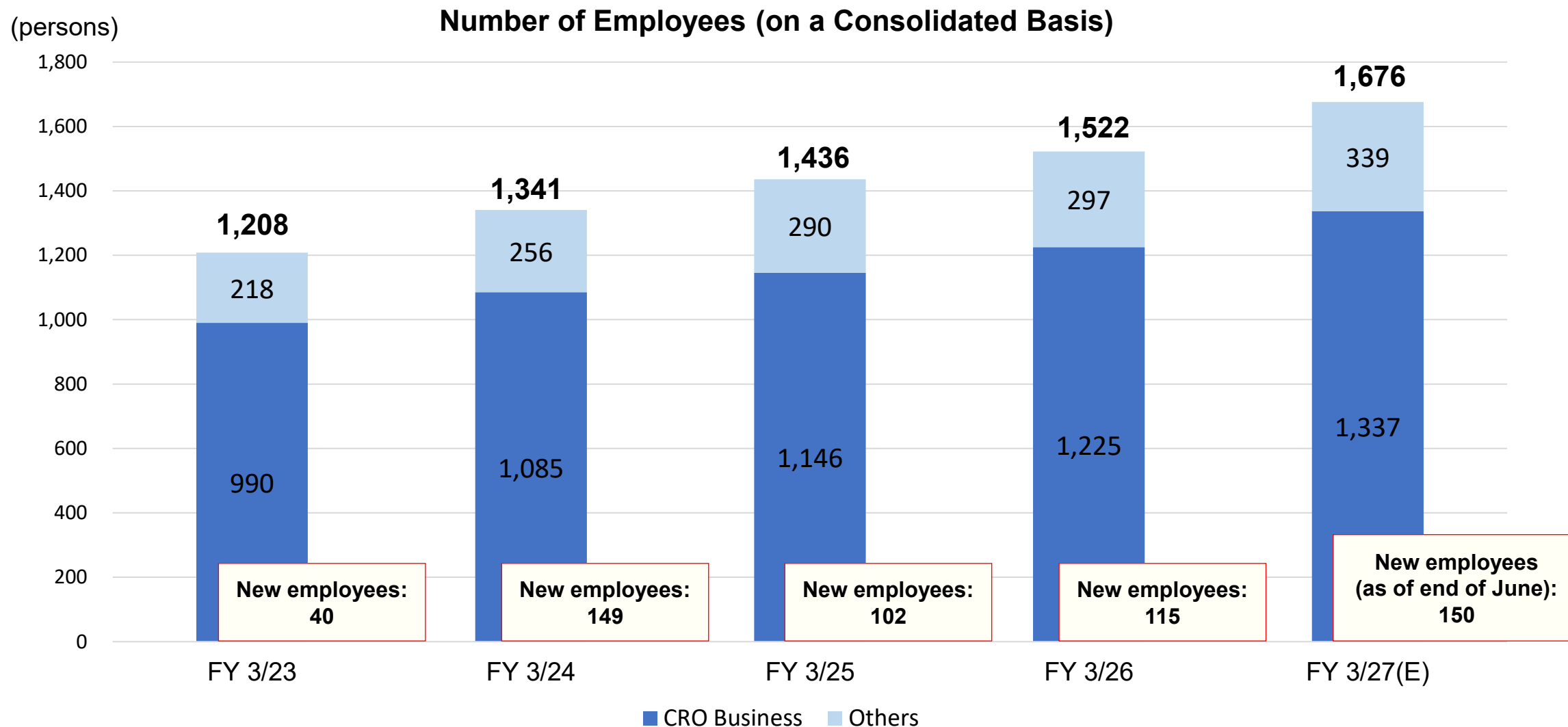


The first-half earnings forecast has been revised upward, while the full-year forecast remains unchanged from the initial forecast.



We are accelerating commercialization of Atzumi™ in the U.S. market through both business partnership opportunities and our own commercial activities.

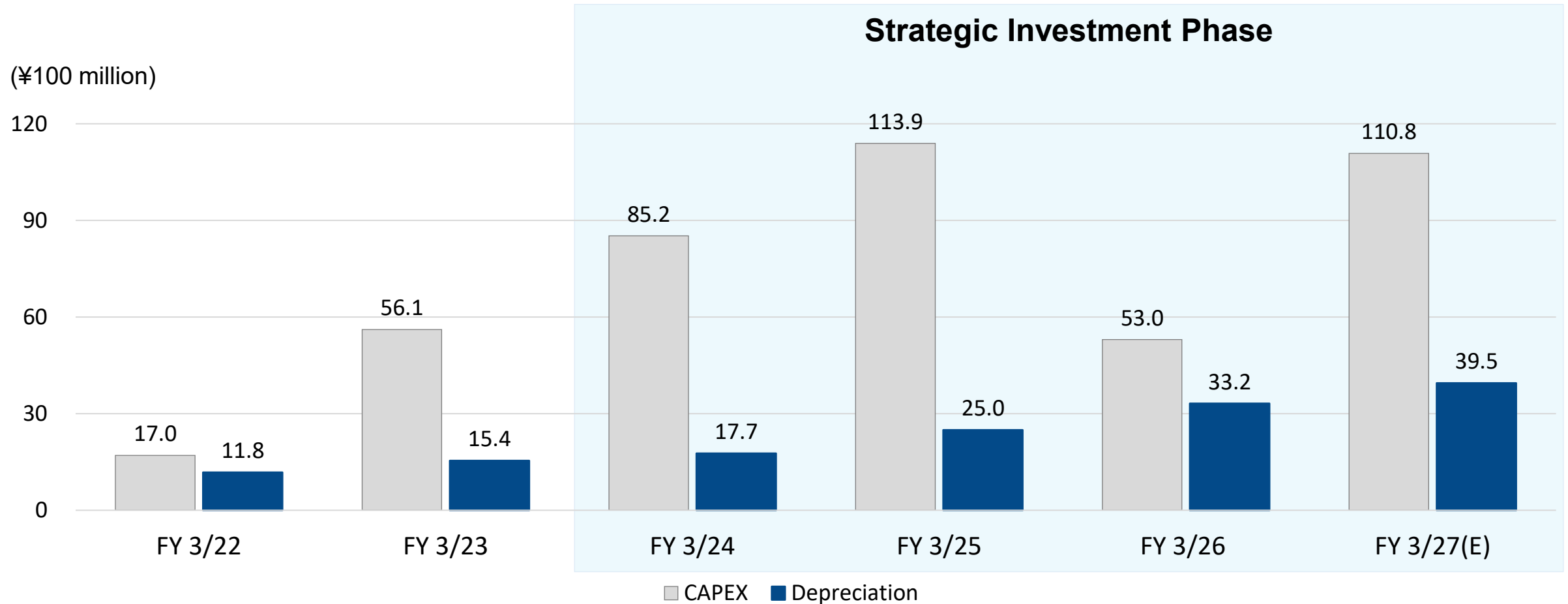
Significant Enhancement of Human Capital



Number of employees does not include part-time or temporary employees

Strategic Investments for Sustainable Growth

- Ongoing expansion of operational capacity to meet increased overseas nonclinical orders



3. Outline of FY3/27 Q1 Consolidated Financial Results



Toshiyuki Iwata, CMA

Honorary Executive Director, in charge of Sustainability

Head of IR & Corporate Communications

FY3/27 Q1 Consolidated Financial Results Highlights



- Q1 financial results significantly outperformed those of the previous year, primarily due to the timing change of revenue recognition for several projects in CRO business, as their completion had been shifted from FY3/26 to FY3/27 Q1.
- Q1 profits exceeded the initial plan, as recognition of expenses in TR business partially shifted to Q2 and beyond.

(¥100 million)	FY3/26 Q1 Results	FY3/27		
		Q1 Results	YoY Changes	
Revenue	64.7	78.6	+13.9	+21.5%
Operating Profit	-3.4	5.2	+8.6	--
Ordinary Profit	5.1	14.3	+9.2	+177.9%
Profit Attributable to Owner of Parent	2.6	10.6	+8.0	+308.6%

FY3/27 Q1 Earnings Structure

(¥ million)	FY3/25 Q1	FY3/26 Q1	FY3/27 Q1	Increase	
Revenue	5,549	6,477	7,868	+1,391	Revenue from many of the CRO business projects carried over from FY3/26 was recorded in Q1
Cost of Revenue	2,524	3,408	3,821	+413	
Labor Cost	1,915	1,968	2,157	+189	
Depreciation expense	406	614	639	+25	Depreciation expense on lab equipment increased YoY following the start of operations at the new research building
Gross Profit	3,024	3,069	4,047	+978	
GP Ratio	54.5%	47.4%	51.4%	4.1%	Higher facility utilization in the CRO business
SG&A Expenses	3,169	3,410	3,526	+116	
Personnel Expenses	976	1,034	1,201	+167	
R&D	617	748	691	-57	
Breeding & Maintenance	340	703	440	-263	Formulation and manufacturing costs related to Satsuma's FDA approval incurred in Q1 FY3/26
SG&A/Revenue Ratio	57.1%	52.6%	44.8%	-7.8%	
Operating Profit	-145	-340	521	+861	
OP Ratio	-2.6%	-5.2%	6.6%	11.8%	Costs for strengthening domestic NHP breeding framework recognized ahead of plan in Q1 FY3/26
Non-Operating Income	487	856	912	+56	
Share of Profit of Entities Accounted for Using Equity Method	768	725	830	+105	
Of Which, PPD-SNBL	681	700	718	+18	Higher profit from equity-method affiliate in China, driven by increased NHP sales volume and higher selling prices
FX Gain/Loss	-282	120	172	+52	
Ordinary Profit	342	515	1,433	+918	
Ordinary Profit Ratio	6.2%	8.0%	18.2%	10.3%	Weaker Japanese yen against the U.S. dollar QoQ

FY3/27 Q1 Earnings Structure by Segment

(¥ million)		FY3/25 Q1	FY3/26 Q1	FY3/27 Q1	YoY Increase	
CRO Business	Revenue	5,414	6,182	7,537	21.9%	
	OP	801	769	1,538	100.0%	
	OP Ratio	14.8%	12.4%	20.4%	--	☐ Higher facility utilization driven by revenue growth
	Share of profit of entities accounted for using equity method of which, PPD-SNBL	768	725	830	14.5%	
	Business Profit*	1,569	1,494	2,368	58.5%	
Translational Research Business	Revenue	20	47	59	25.5%	
	OP	-814	-1,101	-966	-	☐ Reflecting the expense recognition shifted to Q2 and later periods
	Of which, Satsuma excl Satsuma	-586	-746	-593	-	
Medipolis Business	Revenue	105	210	237	12.9%	
	OP	-99	33	16	-51.5%	☐ Higher depreciation expenses in the power generation business
US Property Management Business	Revenue	0	43	49	14.0%	
	OP	-2	-23	-28	--	
Other	Revenue	9	-5	-15	--	
	OP	-29	-19	-38	--	
Total	Revenue	5,549	6,477	7,868	21.5%	
	OP	-145	-340	521	--	
	OP Ratio	-2.6%	-5.2%	6.6%	--	

*Business Profit is a sum of operating profit and the share of profit of entities accounted for using the equity method.

Orders Received and Backlog in Nonclinical Business



Quarterly Orders Received in Nonclinical Business

(¥ million)

	FY 3/25					FY 3/26					FY 3/27	
	Q1	Q2	Q3	Q4	Full-year	Q1	Q2	Q3	Q4	Full-year	Q1	Full-year (E)
Orders Received	7,170	8,141	7,364	9,434	32,109	8,095	7,691	10,000	9,941	35,728	9,961	37,800
Japan	4,001	5,755	4,243	5,769	19,769	4,955	4,372	4,716	6,179	20,223	4,660	19,200
Overseas	3,170	2,385	3,120	3,665	12,340	3,140	3,319	5,284	3,762	15,505	5,301	18,600
US & Europe	1,659	1,994	2,825	3,303	9,781	3,060	2,862	4,215	3,087	13,225	4,280	16,200
Asia	1,510	391	295	362	2,559	80	457	1,069	674	2,280	1,021	2,400
Overseas Ratio	44.2%	29.3%	42.4%	38.8%	38.4%	38.8%	43.2%	52.8%	37.8%	43.4%	53.2%	49.2%
Cancellations	-2,153	-997	-737	-735	-4,622	-914	-626	-94	-736	-2,369	-1,012	-
New Orders Received	9,323	9,138	8,101	10,169	36,731	9,009	8,317	10,094	10,677	38,097	10,973	-
Backlog	36,053	35,877	35,568	34,394	34,394	36,120	36,486	41,559	40,920	40,920	44,060	-

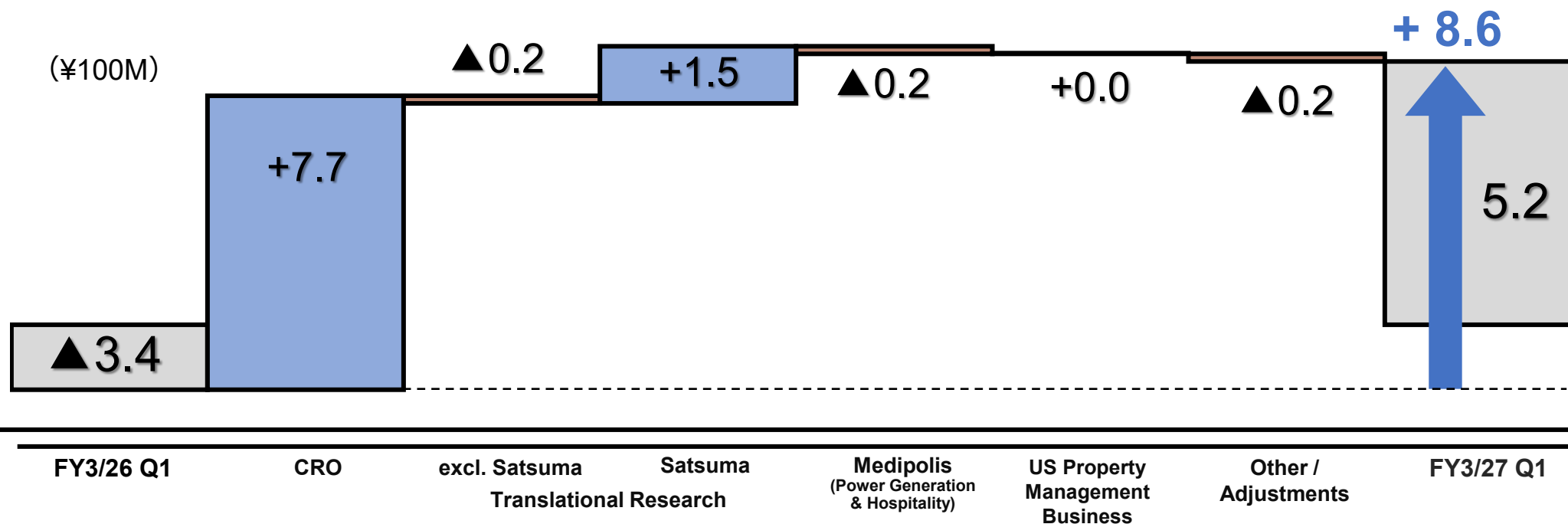
Note) 1. Cancellations are recorded as negative by date of occurrence.

2. For calculation of overseas orders received, an average USD/JPY exchange rate of each fiscal year is applied.

3. For calculation of overseas order backlog, a year-end exchange rate of each fiscal year is applied.

YoY Q1 Comparison of Consolidated Operating P/L FY3/27

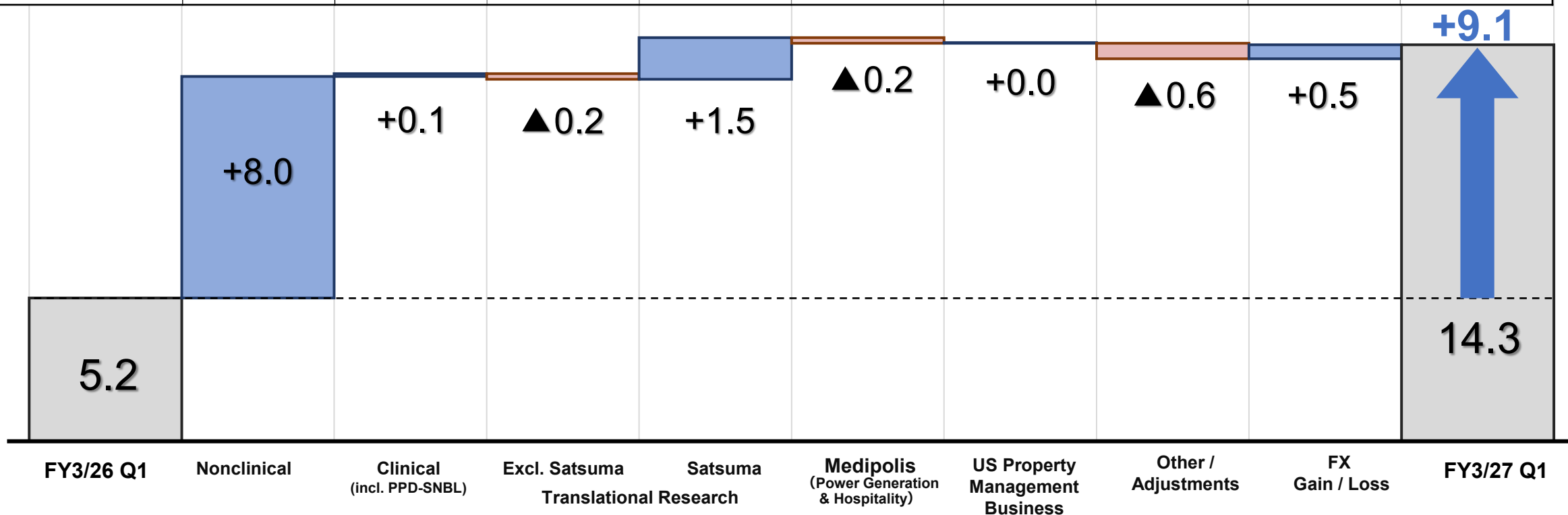
(¥100 million)	CRO Business	Translational Research Business		Medipolis Business (Power Generation & Hospitality)	US Property Management Business	Other / Adjustments	Operating Profit Total
		excl. Satsuma	Satsuma				
FY 3/27 Q1 Results	15.3	-3.7	-5.9	0.1	-0.2	-0.3	5.2
FY 3/26 Q1 Results	7.6	-3.5	-7.4	0.3	-0.2	-0.1	-3.4
YoY Changes	+7.7	-0.2	+1.5	-0.2	+0.0	-0.2	+8.6



YoY Q1 Comparison of Consolidated Ordinary P/L FY3/27



(¥100 million)									Ordinary Profit Total
	CRO Business		Translational Research Business		Medipolis Business (Power Generation & Hospitality)	US Property Management Business	Other / Adjustments	Foreign Exchange Gain / Loss	
	Nonclinical	Clinical (incl. PPD-SNBL)	excl. Satsuma	Satsuma					
FY 3/27 Q1 Results	16.6	7.0	-3.7	-5.9	0.1	-0.2	-1.3	1.7	14.3
FY 3/26 Q1 Results	8.6	6.9	-3.5	-7.4	0.3	-0.2	-0.7	1.2	5.2
YoY Changes	+8.0	+0.1	-0.2	+1.5	-0.2	+0.0	-0.6	+0.5	+9.1



Revision of FY3/27 H1 Earnings Forecast

- First-half earnings forecast revised upward
- The revision to first-half revenue is primarily driven by the solid performance of the CRO business
- The upward revision to operating profit reflects:
 1. Expected improvement in profitability in the CRO business
 2. The postponement of TR business expenses to the second half

(¥100 million)	FY3/26 1H Results	FY3/27				
		Initial H1 Forecast (Announced on May 11, 2026)	Revised H1 Forecast (Announced on Aug. 5, 2026)	Change from Initial Forecast	YoY Change	
Revenue	147.6	165.9	171.5	+5.5	+23.8	+16.1%
Operating Profit	0.4	4.6	12.4	+7.7	+11.9	+25.1x
Ordinary Profit	16.2	19.4	29.8	+10.4	+13.6	+83.6%
Profit Attributable to Owners of Parent	10.6	11.6	19.1	+7.5	+8.5	+80.6%

FY3/27 Financial Forecast



- Full-year earnings forecast remains unchanged from the initial forecast.
- The CRO business is expected to achieve double-digit growth in both revenue and profit. Driven by the CRO business, revenue is expected to reach a record high for the fifth consecutive year, while both operating profit and ordinary profit are expected to increase.

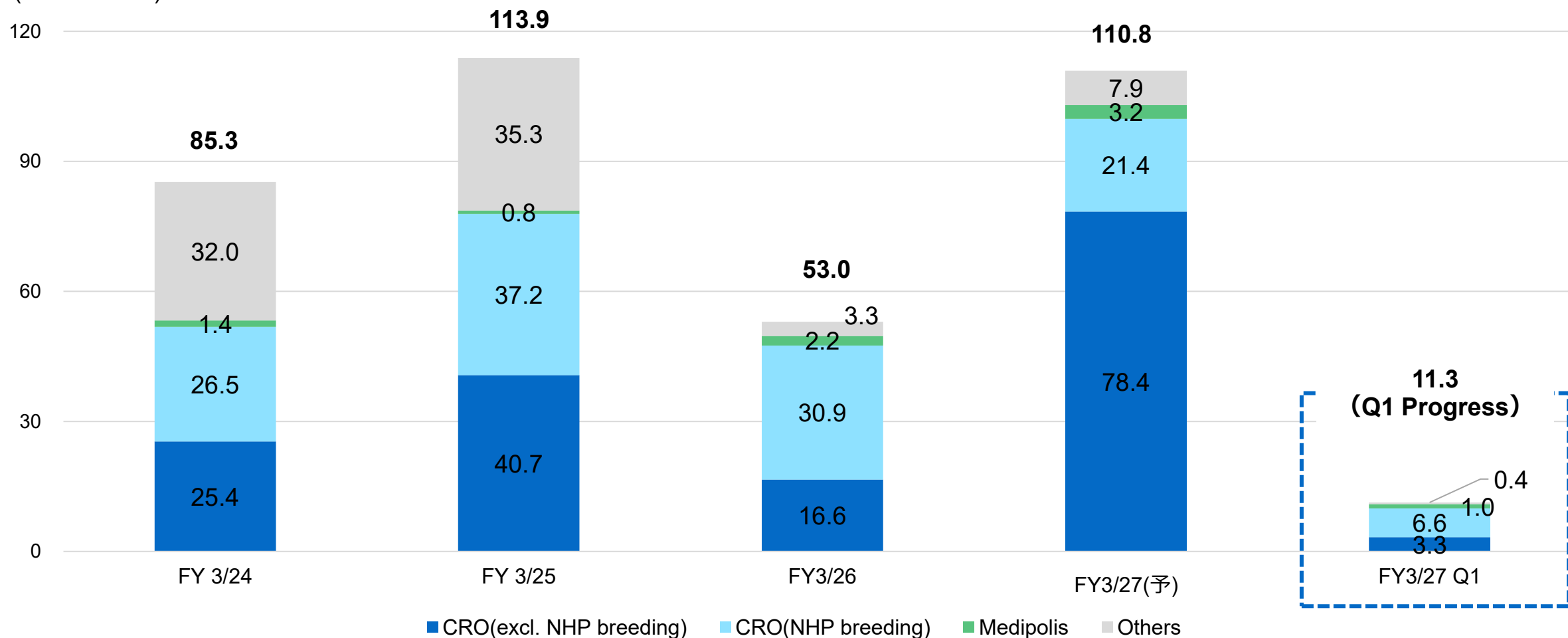
(¥100 million)	FY3/26	FY3/27		
		Full Year Forecast	YoY Change	
Revenue	325.2	380.0	+54.8	+16.9%
Operating Profit	26.5	30.0	+3.5	+13.2%
Ordinary Profit	58.3	60.0	+1.7	+2.9%
Profit Attributable to Owners of Parent	45.6	35.0	-10.6	-23.4%

(¥)	FY3/26	FY3/27 (E)	Estimated Impact of FX Rates*	
			Revenue	Operating Profit
USD Exchange Rate	151.06	150.00	+¥100 million	+¥70 million

*Impact of ¥1 depreciation (against USD)

■ Continuing investments to further strengthen order intake from U.S. and European clients, as we begin to see our strategic initiatives to materialize.

(¥100 million)



4. Business Topics:

I. CRO (Nonclinical)

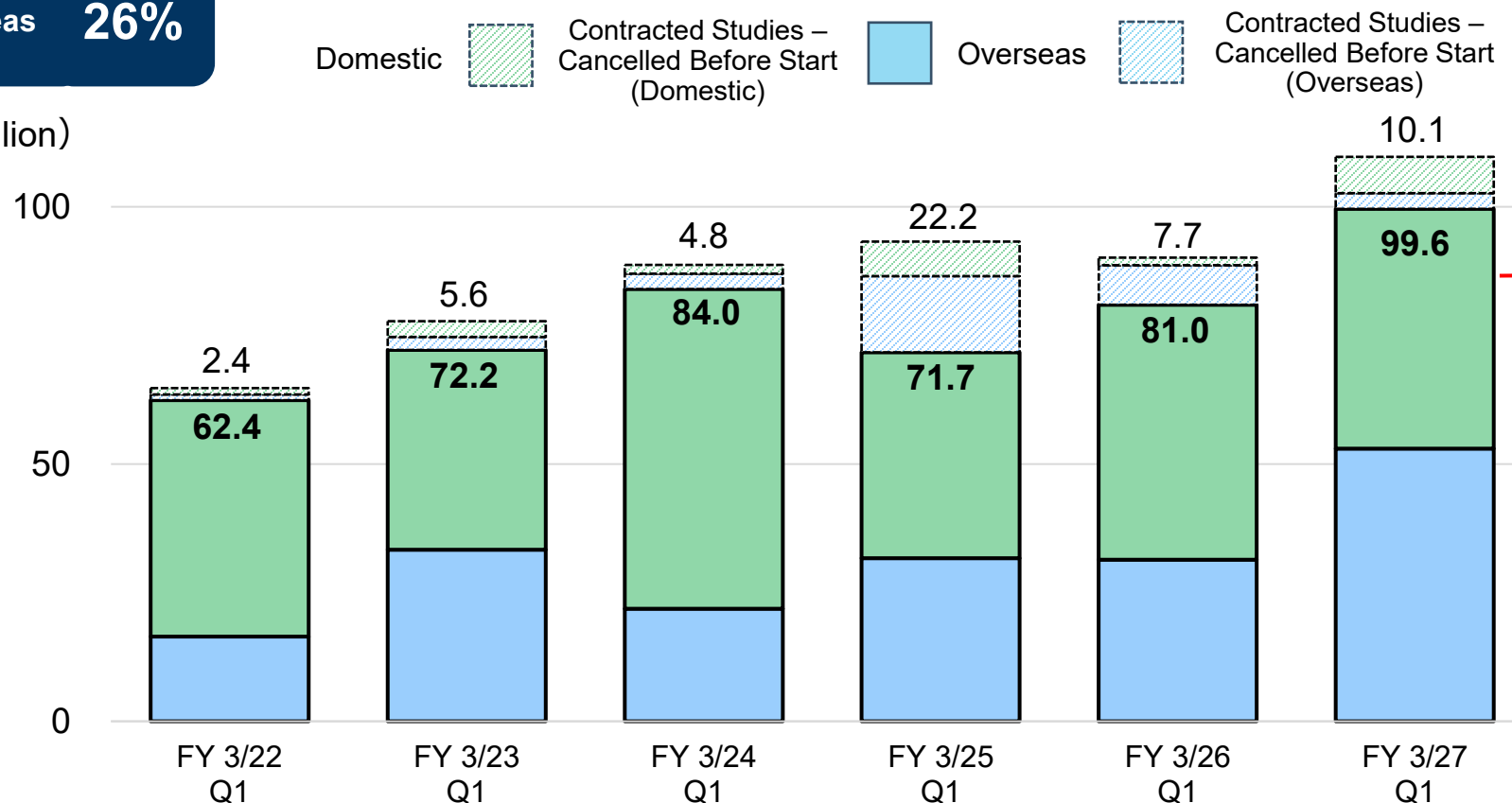


Hideshi Tsusaki, DVM, PhD
Executive Managing Director

CRO Business: Q1 FY3/27 Nonclinical Orders (in JPY)

5-Year CAGR
of Overseas
Orders **26%**

(¥100 million)



YoY +¥1.86B

Exchange rate
(average for the period)
¥160.72/\$

- Includes SNBL INA Ltd. from Q2 FY3/23
- Overseas order backlog is translated at each period-end exchange rate.

Order Backlog	¥17.22B	¥25.76B	¥33.33B	¥36.05B	¥36.11B	¥44.06B
Overseas Order Backlog	30.2%	45.8%	44.0%	43.7%	44.4%	53.7%
Overseas Orders	26.4%	46.2%	26.1%	44.2%	38.8%	53.2%

YoY +¥7.95B

CRO Business: Q1 FY3/27 Non-clinical Orders from Overseas (in USD)



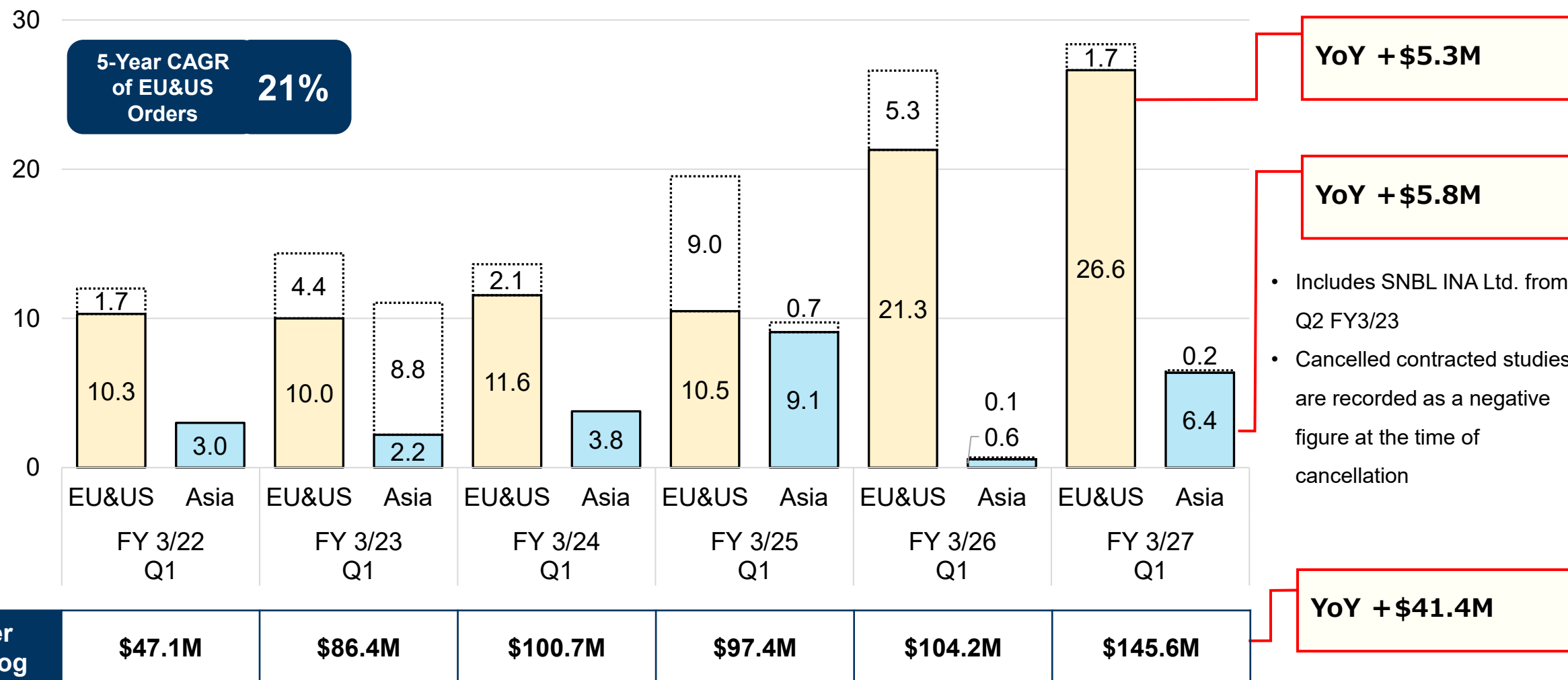
(US\$ million)



Contracted Studies

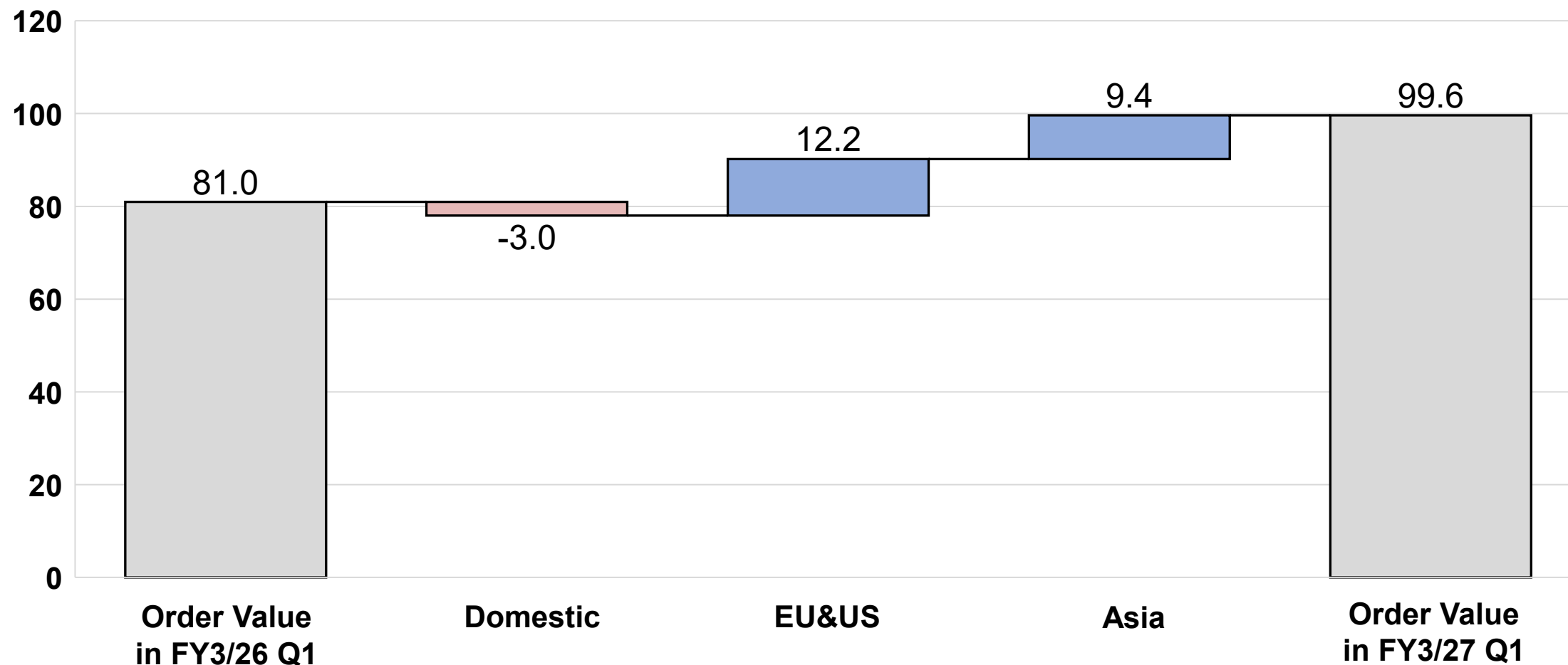


Contracted Studies – Cancelled Before Start



CRO Business: Q1 FY3/27 Analysis of Factors Affecting Orders

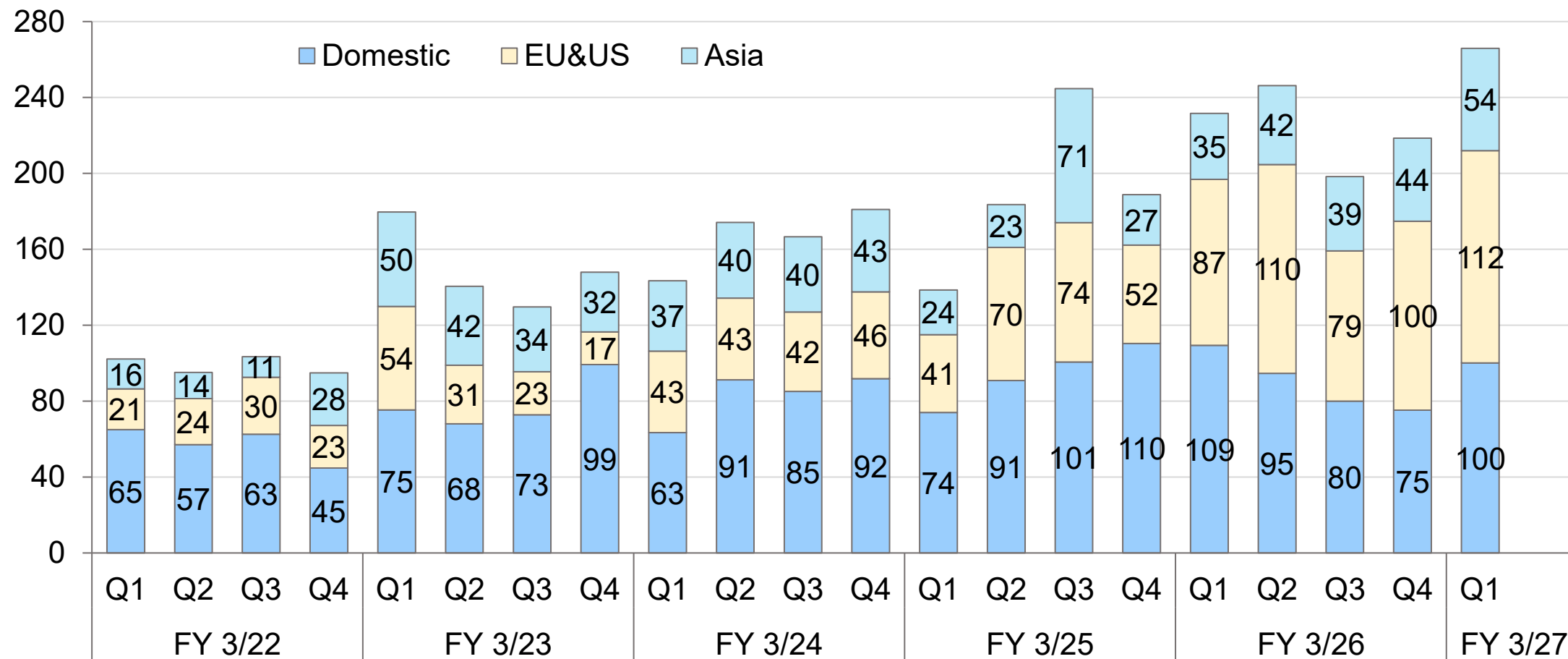
(¥100 million)



Order Value : ¥8.10B in FY 3/26 Q1 -> ¥9.96B in FY 3/27 Q1

CRO Business: Changes in Amounts of Submitted Estimates

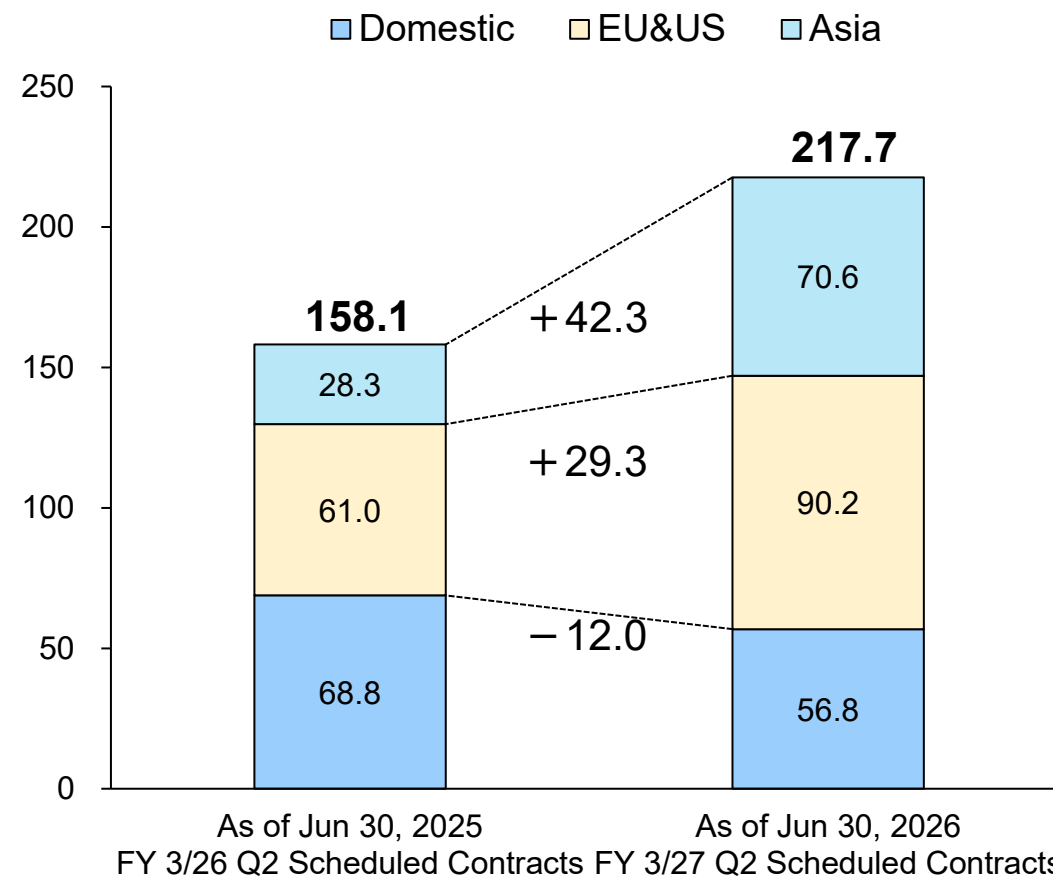
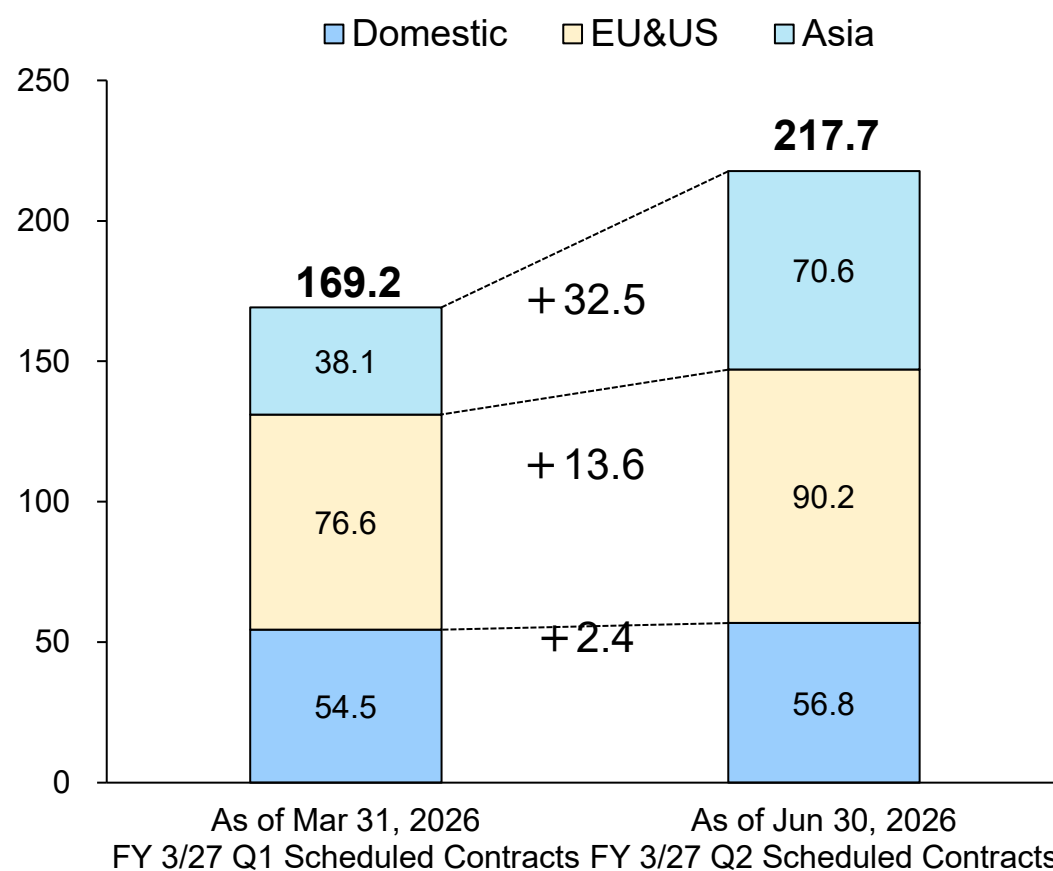
(¥100 million)



*Overseas inquiries are converted into yen using the average exchange rate for each period.

CRO Business: Inquiries in Q1 FY3/27

(¥100 million)

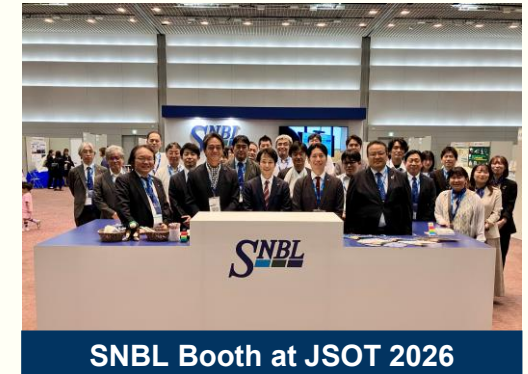


*Overseas inquiries are converted into yen using the average exchange rate for each period.



Domestic

- Decreased by JPY 296 million YoY (-6%).
 - Primarily due to an increase in study cancellations prior to initiation resulting from revisions to development plans by certain customers (JPY 558 million increase).
- New preferred agreements signed with a major domestic pharmaceutical company.
 - Preferred agreements have now been established with 4 major domestic pharmaceutical companies.
- Delivered 11 oral and poster presentations at domestic scientific conferences.
 - At the Annual Meeting of the Japanese Society of Toxicology (JSOT), Japan's largest conference in the field of safety assessment of pharmaceuticals and chemicals, held in Osaka in early July, we presented 9 abstracts.



Overseas

Asia

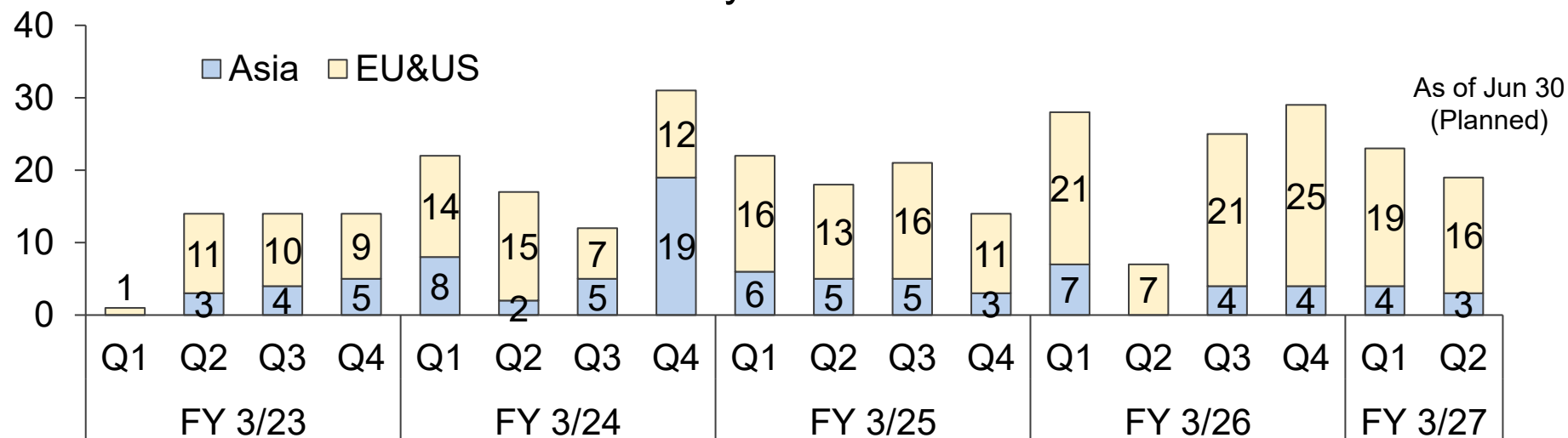
- Increased by JPY 941 million YoY (+1,175%).
- Received orders from several major South Korean pharmaceutical companies, including repeat customers. Received additional orders from multiple Chinese companies.



EU&US

- Increased by JPY 1,220 million YoY (+40%).
- Growth was driven primarily by increased demand for NHP studies, one of our core strengths.
- In Q1, conducted more than 66 face-to-face meetings through customer site visits, customer visits to Japan, and scientific conferences.
- Delivered one poster presentation at a scientific conference in the United States.

Number of Visits by Overseas Customers

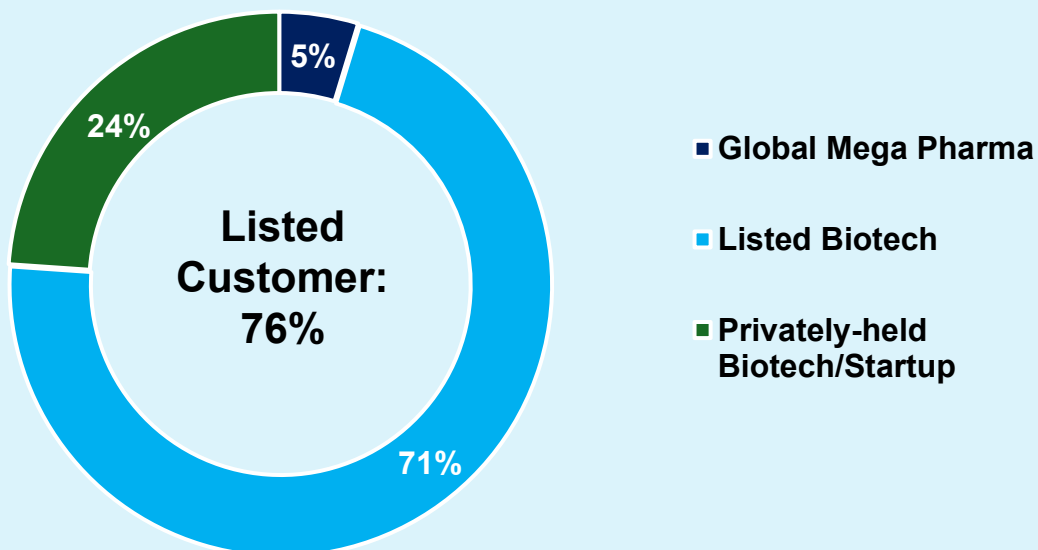




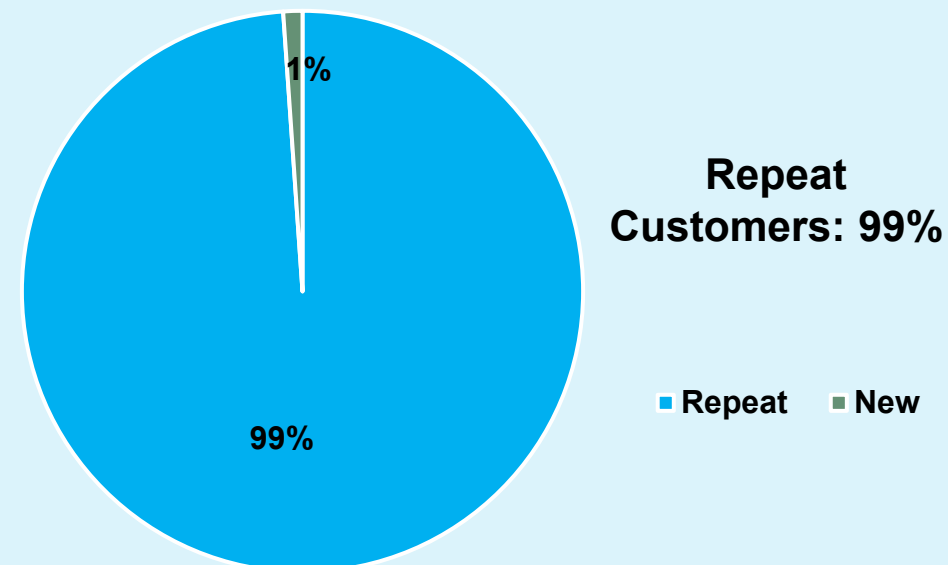
EU&US Customer Base

- Our customer base is primarily composed of listed biotech companies with multiple development pipelines, providing a foundation for stable recurring orders. We have contracts with, or active opportunities involving, 15 of the world's top 25 pharmaceutical companies by sales.
- Repeat customers account for 99% of our customer base, demonstrating strong satisfaction with our service quality.
- Supported by growth in both repeat and new customers, inquiries and quotation requests, key leading indicators of future orders, are trending at record-high levels in both volume and value.

EU & US Customer Segment Information (Order Value)



Proportion of Repeat Customers (Order Value)



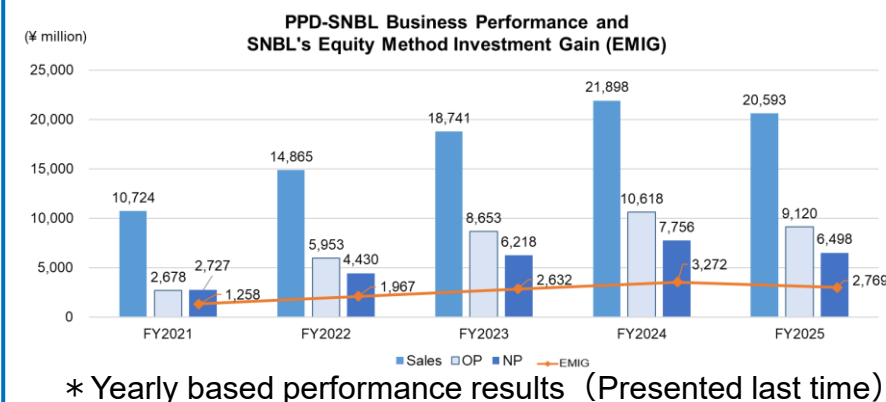
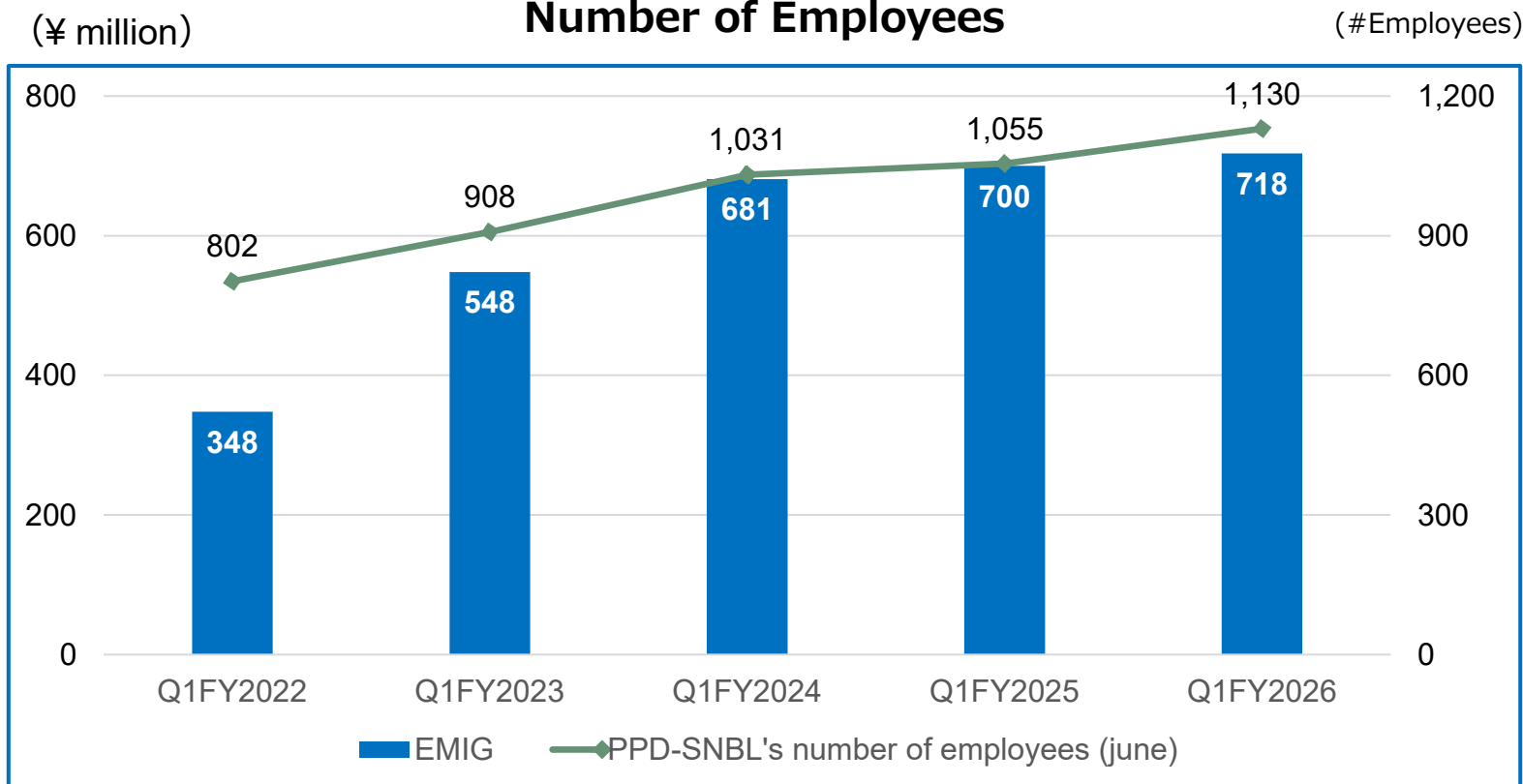
4. Business Topics: II. CRO (Clinical)



Ichiro Nagata, MD, PhD, MMH, MBA
Senior Executive Vice President

- PPD-SNBL's "Equity Method Investment Gain" for Q1 was ¥718M (an increase of ¥18M compared to Q1 of the previous year), marking a record high.
- The number of employees was 1,130 (as of the end of June 2026).

Trend in Equity Method Investment Gain and Number of Employees



4. Business Topics:

III. Translational Research (TR) / SNBL Global Gateway (SGG)



Ken Takanashi, MBA, CPA
Vice Chairman of the Board

- Established an agile management structure combining former leadership with deep Atzumi™ and U.S. biotech experience and SNBL executives, enabling close information sharing and efficient execution.
- Direct board participation by SNBL senior management strengthens governance and supports rapid decision-making.

Board of Directors

Ryoichi Nagata, MD, PhD, FFPM
Board Chairman

Hideyuki Hirama, MBA
Board Director

Ken Takanashi, MBA, CPA
Board Director

Thomas B. King, MBA
Board Director

Leadership Team



Thomas King
President Director



Tom O'Neil
Chief Financial Officer



Rob Janosky
Chief Commercial Officer



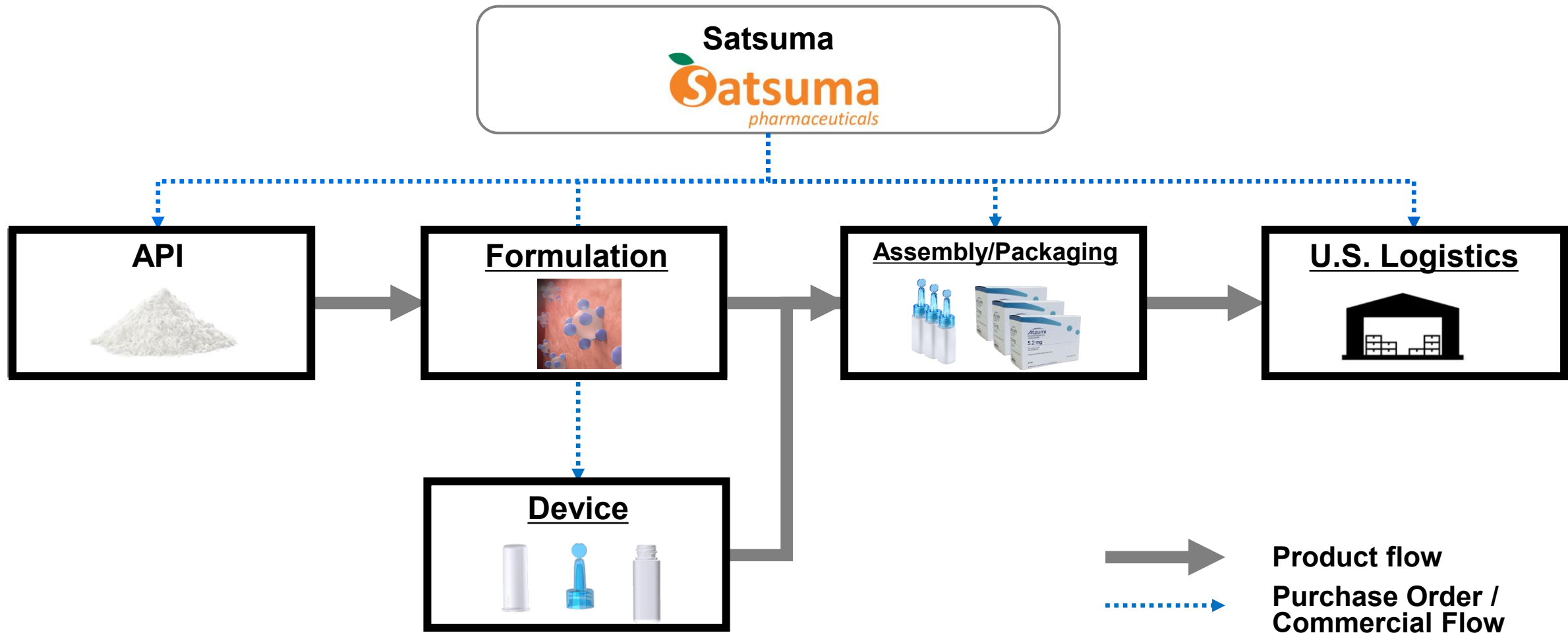
David Prichard
Chief Operating Officer



Koji Nakajima
Head of Corporate Strategy

TR: Building the Atzumi™ Commercial Supply Chain

- Key manufacturing partnerships are in place and U.S. logistics capabilities are being established, keeping the Atzumi™ commercial supply chain on track for launch.



- At AHS 2026 (American Headache Society), the largest professional society in the field of migraine in the United States, by two active clinicians (KOLs) affiliated with leading migraine centers

AHS Poster Presentation



KOL Information and Presentation Topics



Theme1 : Comparison of FDA-Approved Intranasal Acute Migraine Treatment Adverse Event Profiles

KOL1 : Amaal Starling, MD

Affiliated with the [Mayo Clinic Headache Center](#)

One of the largest headache specialty clinics in the U.S.



Theme2 : Pharmacokinetic Comparison of STS101 (DHE Nasal Powder) with Liquid Nasal Spray and Injectable DHE Formulations

KOL2 : Jihan Grant, MD

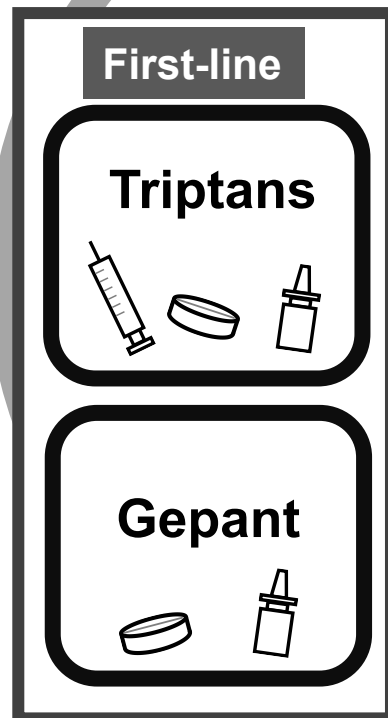
Affiliated with [Mount Sinai Health in New York](#)

Headache Medicine Specialist at Mount Sinai, New York

- Feedback from AHS confirmed strong interest in DHE-based second-line treatments, supporting expectations for a successful Atzumi™ launch.

Acute Migraine Treatment

DHE: For patients in whom first-line medications are ineffective, DHE treatment exerts its effects through a unique and diverse set of mechanisms of action, resulting in a low rate of headache recurrence and sustained efficacy.



Second-line

DHE
etc..

Current DHE Products



Atzumi™

- ✓ DHE therapy, which has a proven track record of effectiveness by injection, is now available in an intranasal powder form
- ✓ Has the lowest incidence of adverse events among non-oral acute migraine treatments
- ✓ A delivery device offering excellent ease of use and portability

TR: Latest Research Findings on the U.S. Migraine Market

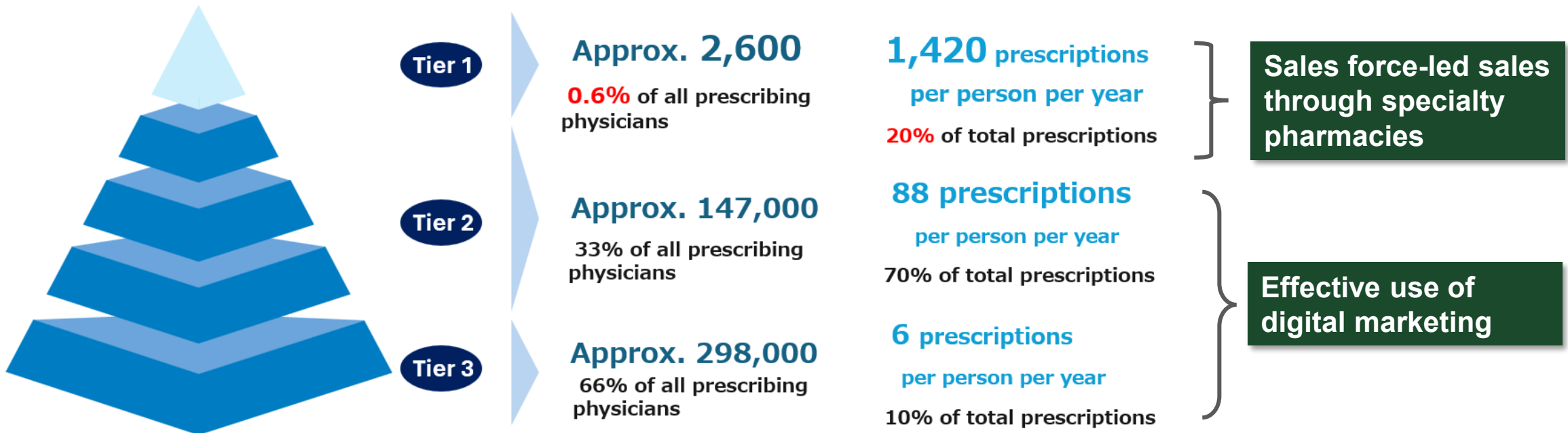
- The U.S. acute migraine market has a distinctive structure in which just 2,600 physicians (0.6% of all prescribers) account for 20% of all prescriptions
- By targeting key demographics through specialty pharmacies and leveraging digital marketing, efficient market penetration is possible with a reduced investment

U.S. Physicians Prescribing Migraine

Medications: 448,000 in total

Number of physicians

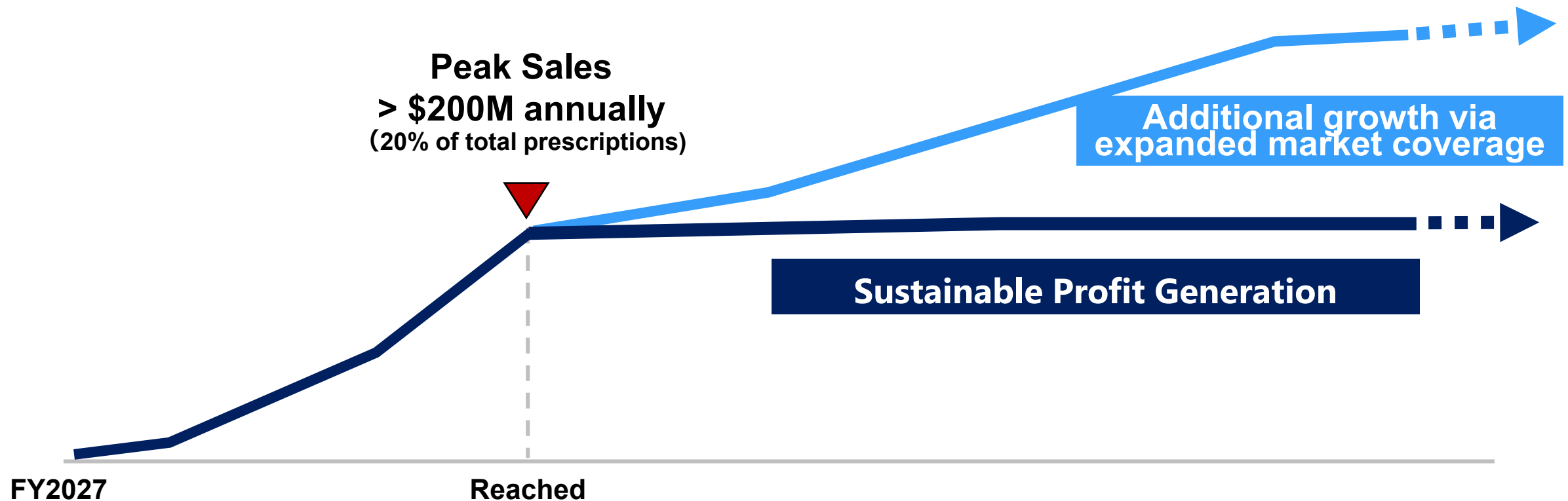
Prescriptions per physician and prescription share



TR: Atzumi™ Growth Potential and Long-Term Value Creation

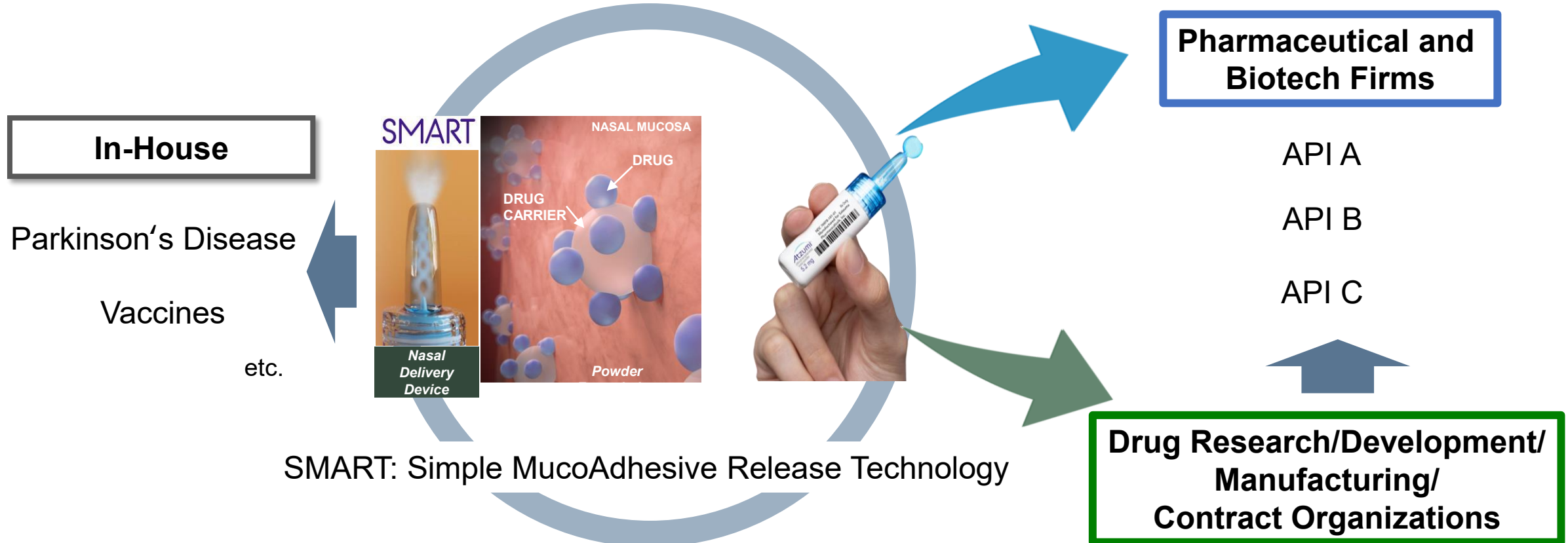


- Atzumi™ is projected to generate peak annual sales of over \$200 million (approximately ¥30 billion) by reaching only 2,600 high-prescribing physicians.
- Expanded sales coverage offers further upside, with patent protection supporting long-term revenue generation.



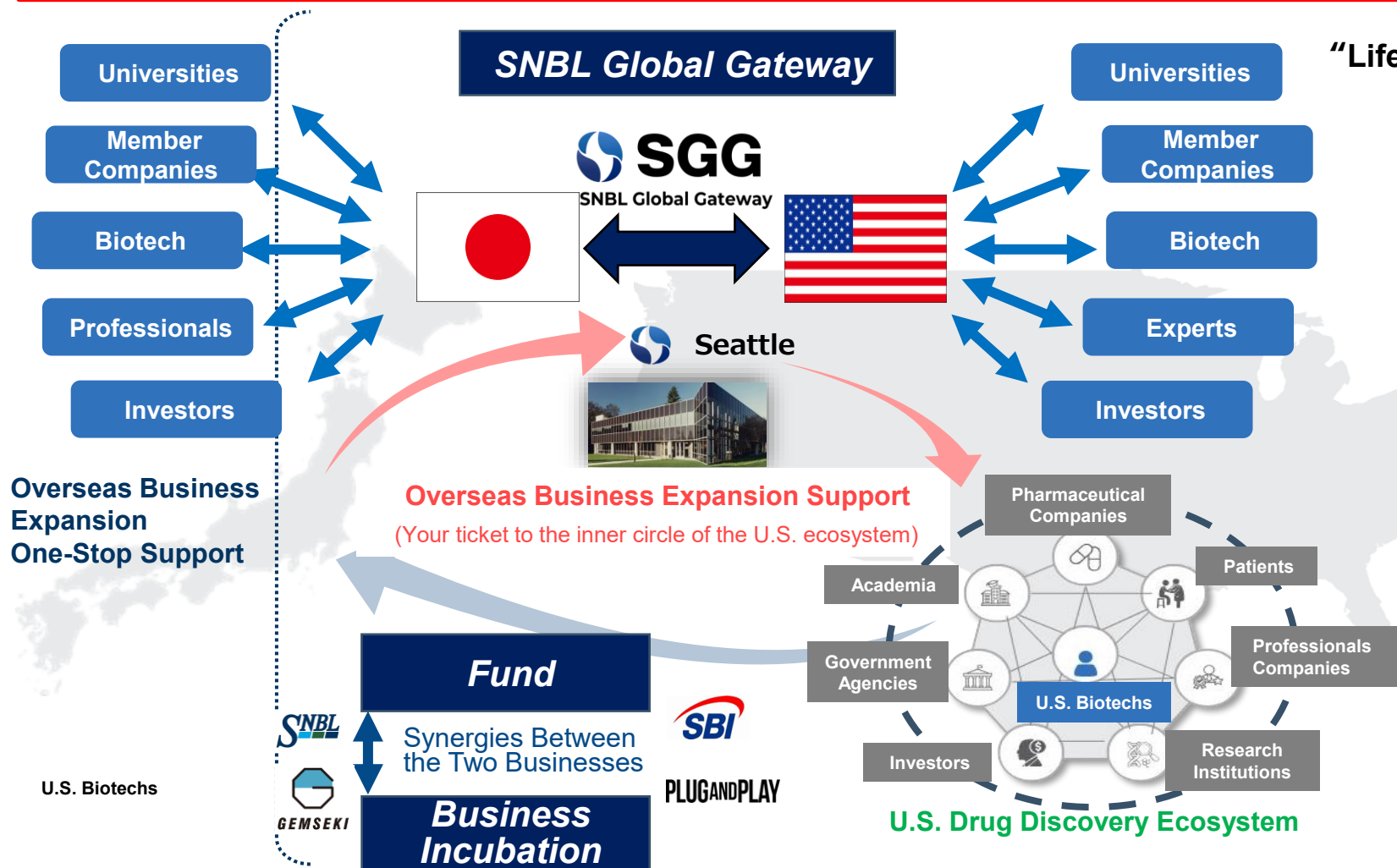
TR: Expand Opportunities for Applying SMART Technology

- Maximizing the value of SMART technology through both internal development and external licensing opportunities.



SGG: Global Drug Discovery Support Services

- To foster the SGG community and create business opportunities, an event co-hosted by SGG, the City of Kobe, and Seattle Children's Research Institute was held in May, attracting 190 industry professionals from Japan and the U.S. over two days.



"Life Science Gateway 2026 Seattle and Japan"



- SGG membership continues to grow, particularly among Japanese biotech companies, creating increasing opportunities for cross-border collaboration across the Japan-U.S. life sciences ecosystem.

5. Q&A





Financial Data

(In millions of yen)	FY 3/2022	FY 3/2023	FY 3/2024	FY 3/2025	FY 3/2026	FY 3/2027 Forecast
Revenue	17,748	25,090	26,450	32,413	32,524	38,000
YoY(%)	17.5%	41.4%	5.4%	22.5%	0.3%	16.8%
Gross profit	9,687	13,046	14,282	16,960	16,238	19,107
Ratio of gross profit to revenue (%)	54.6%	52.0%	54.0%	52.3%	49.9%	50.3%
Operating profit	4,195	5,245	4,162	2,985	2,653	3,000
YoY(%)	65.9%	25.0%	-20.6%	-28.3%	-11.1%	13.1%
Share of profit of entities accounted for using equity method	1,439	2,489	2,751	3,513	2,780	2,895
Ordinary profit	7,078	9,194	7,015	6,450	5,833	6,000
Profit before income taxes	8,183	7,759	6,974	6,013	6,247	5,830
Income taxes	1,016	1,708	1,456	1,148	1,713	2,330
Profit attributable to owners of parent	7,127	6,060	5,531	4,924	4,566	3,500
Profit per share (yen)	171.20	145.56	132.86	118.29	109.69	84.07
Overseas sales	3,091	6,575	8,637	10,889	11,448	--
Overseas sales ratio	17.4%	26.2%	32.7%	33.6%	35.2%	--
Cash and deposits	6,629	25,751	10,275	12,032	18,536	--
Revenue from international sponsors	22,181	25,751	29,252	32,124	34,649	--
Net assets	19,723	26,359	34,160	40,085	43,489	--
Total assets	39,312	57,242	76,302	92,416	105,055	--
Interest-bearing debt	9,281	18,931	26,331	34,606	41,259	--
Equity ratio (%)	49.8%	45.8%	44.7%	43.3%	41.0%	--
Capital expenditures	1,703	5,614	8,525	11,390	5,304	11,086
Depreciation	1,177	1,544	1,774	2,496	3,318	3,948
R&D expenses	425	683	1,741	2,217	2,400	2,435
Ratio of R&D expenses to revenue (%)	2.4%	2.7%	6.6%	6.8%	7.4%	6.4%
Number of employees at the end of the fiscal year	994	1,208	1,341	1,436	1,522	1,676
ROE (%)	40.4%	26.5%	18.3%	13.3%	11.0%	--
ROA (%)	18.6%	19.0%	10.5%	7.6%	5.9%	--
ROIC (%)	18.4%	17.9%	10.3%	10.4%	8.4%	--
Ratio of operating profit to revenue (%)	23.6%	20.9%	15.7%	9.2%	8.2%	7.9%
Ratio of ordinary profit to revenue (%)	39.9%	36.6%	26.5%	19.9%	17.9%	15.8%
Cash dividends per share (yen)	40.0	50.0	50.0	50.0	50.0	50.0
Dividend payout ratio (%)	23.4%	34.3%	37.6%	42.3%	45.6%	59.5%

Cautionary Notes



1. Projected results are based on information available to the Company at the time of writing, as well as certain assumptions judged by the Company to be reasonable. Various risks and uncertain factors could cause actual results to differ materially from these projections. This material does not constitute a solicitation of application to acquire or an offer to sell any security in Japan or elsewhere. This material is presented to inform stakeholders of the views of SNBL's management but should not be relied on solely in making investment and other decisions. You should rely on your own independent examination of us before investing in any securities issued by our company. SNBL shall accept no responsibility or liability for damage or loss caused by any error, inaccuracy, misunderstanding or changes of target figures or any other use of this material.
2. Information about pharmaceutical products (including products currently in development) included in this material is not intended to constitute an advertisement nor medical advice.
3. The presentation slides are based on “Consolidated Financial Results for the Three Months of the Fiscal Year Ending March 31, 2027 (Under Japanese GAAP)”. Figures rounded to the nearest 100 million Japanese yen and percentage to one decimal place.
4. This English presentation was translated from the original Japanese version. In the event of any inconsistency between the statements in the two versions, the statements in the Japanese version shall prevail.

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