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June 2025 Monthly KPI Fiscal Year Ending October 2025

We are pleased to announce the KPI results for our contract processing services for June 2025, under the fiscal year ending October 2025. Please note that these figures are preliminary and may be subject to revision in quarterly reports or other disclosures.



1. Daily Average Number of Contract Processing Orders

- The daily average number of processing orders in April was 62.3, showing a significant increase of 4.3 daily average orders from May.
- While the number of blood-derived and adipose-derived processing orders for self-funded orthopedics remained nearly flat, blood-derived orders from our focus segment—hybrid orthopedics—rose sharply by 71 orders month-over-month.



2. Monthly Contract Processing Orders for Blood-derived Products by Department

- In June 2025, the number of blood-derived product processing orders was 867 for self-funded orthopedics, marking a slight decrease of 0.7% from the previous month, and 749 for hybrid orthopedics, reflecting a substantial 10.5% increase month-over-month.
- For self-funded orthopedics, our business support services for medical corporations had entered fullscale operation in Q2. We will continue to strengthen the organizational structure of the medical corporation in the second half of the fiscal year and focus on maintaining our planned monthly order volume (800–900 orders/month).
- For hybrid orthopedics, initiatives targeting key medical institutions are ongoing. Details will be provided below. Orders for OB&GYN and cosmetics remained mostly flat compared to the previous month.



3. Change in Blood-Derived Product Processing Orders from Hybrid Clinics

- Following the temporary spike in orders from the launch of PFC-FD 2.0 in April of the previous year, total order volume from hybrid clinics has declined year-on-year in Groups 2 and 3. However, due to growth in Group 1, overall order numbers—excluding "medical backup for sports teams"—remained flat year-on-year for the period under review.
- Group 1 (key medical institutions): The focused allocation of resources continues to yield tangible results. Both the monthly active rate (the ratio of institutions with at least one order in the month) and the number of orders per active institution improved year-on-year. We will continue these targeted initiatives into the second half to drive further order growth.
- Group 2 (institutions aiming to maintain order volume with limited resources): Though the order count decreased year-on-year due to the temporary surge caused by the PFC-FD 2.0 launch, these clinics continue to place consistent orders and serve as a stable foundation for our business.
- Group 3 (approximately 1,200 clinics with minimal resource allocation): While the total number of orders declined due to the post-launch adjustment of PFC-FD 2.0, orders per clinic remained nearly flat year-on-year. We will continue with our basic policy, prioritizing efficiency in sales activities.

CellSource Co., Ltd.

CellSource specializes in advancing the industrialization of regenerative medicine, providing services such as processing adipose-derived stem cells, synovial-derived stem cells, and blood, as well as offering regulatory compliance support to medical institutions engaged in regenerative medicine. Operating under a Specific Cell Processing Manufacturing License (Facility Number: FA3240004) in accordance with the Act on the Safety of Regenerative Medicine, it has handled over 110,000 cell-related procedures. With a wealth of experience, it strives to offer reliable services to medical institutions and contribute to research and technological development.

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