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# July 2025 Monthly KPI Fiscal Year Ending October 2025

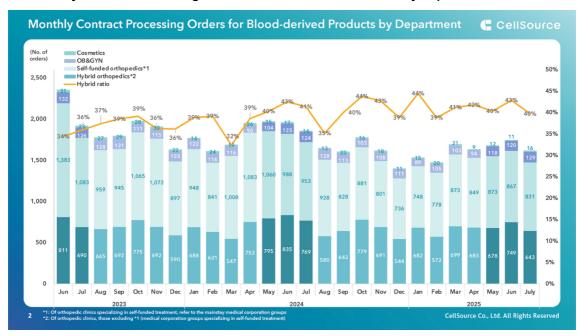
We are pleased to announce the KPI results for our contract processing services for July 2025, under the fiscal year ending October 2025. Please note that these figures are preliminary and may be subject to revision in quarterly reports or other disclosures.

## 1. Daily Average Number of Contract Processing Orders



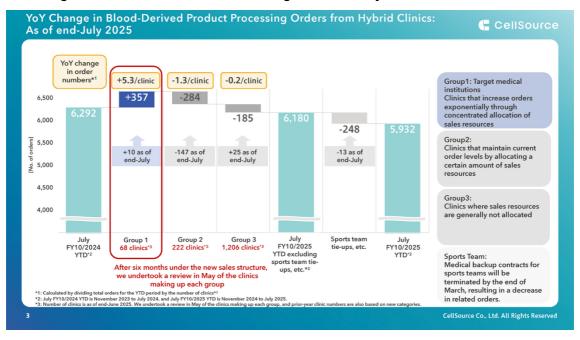
• The daily average number of contract processing orders decreased by 6.9 orders from June, coming to 55.4 orders. Both the number of contract processing orders for blood-derived products and for adipose-derived stem cell processing decreased compared to the previous month. The decrease in the number of orders for blood-derived products from hybrid orthopedics was significant, falling by 106 orders compared to the previous month. The number of contract processing orders of blood-derived products from self-funded orthopedics also decreased by 36 orders from the previous month.

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



- In July 2025, the number of contract processing orders for blood-derived products by department was as follows: 831 orders for self-funded orthopedics, representing a 4.2% decrease from the previous month, and 643 orders for hybrid orthopedics, a decrease of 14.2% from the previous month.
- For self-funded orthopedics, we have continued to strengthen the organizational structure of the medical corporation through business support services commenced in Q2. We remain focused 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 showed a slight increase from the previous month.

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



- Until July of the previous year, the temporary increase in order volume resulting from the launch of PFC-FD 2.0 in April continued. This trend was evident in Groups 2 and 3, and as a result, overall order numbers for the period decreased year-on-year. Although Group 1 continued to grow steadily, the decline was not fully offset and the total number —excluding "medical backup for sports teams"— was 112 less than the same period last year.
- Group 1 (key medical institutions): The focused allocation of resources continues to yield tangible
  results. While order numbers fluctuate monthly depending on the timing of various marketing initiatives,
  this group continues to show steady growth in order numbers. We will continue these targeted
  initiatives for the rest of the year 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 orders consistently despite slight monthly fluctuations and serve as a stable
  foundation for our business.
- Group 3 (approximately 1,200 clinics with minimal resource allocation): While total 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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