

Financial Results for The First Quarter of FY2025 (Ended June 30, 2025)

Aug. 8, 2025

H.U. Group Holdings, Inc.

(TSE: 4544)

Notes & references:

- * The financial information in this document follows Japanese GAAP, with the exception for EBITDA (Operating Profit + Depreciation + Goodwill Impairment), which is a non-GAAP measure.
- * In some cases, “Net profit/loss attributable to shareholders of the parent company” may be abbreviated as “Net profit/loss”.
- * Figures are generally rounded to the nearest whole number. As a result of rounding, there may be instances where the totals do not exactly match the sum of the individual figures.

* Abbreviations:

LTS: Lab Testing and its related Services

IVD: In-Vitro Diagnostics

HS: Healthcare-related Services

HUHD: H.U. Group Holdings, Inc.

FMS: Facility Management Service

OP: Operating profit

Or. profit: Ordinary profit

FY2025: Fiscal year ending March 31, 2026

CDMO: Contract Development and Manufacturing Organization

Exchange rates in this report:

FY2024 Q1 : 1USD = 155.89 JPY 1EURO = 167.89 JPY

FY2025 Q1 : 1USD = 144.61 JPY 1EURO = 163.80 JPY

Executive Summary

The Group

- Operating profit: ¥0.87 B, on track with the plan
 - +¥0.25 B YoY, and +¥0.89 B QoQ
- Pro forma operating profit: ¥1.34 B (excluding M&A expenses of ¥0.47 B)

LTS

- Genetic testing and esoteric testing: ongoing growth
- Marginal profit growth driven mainly by service and price optimization, offsetting the one-time cost of AkirunoCube, and resulting in OP growth
- AkirunoCube full operations accelerating profitability improvement
 - Legacy system (mainframe) shutdown completed. Efficiency benefiting from July
- Operating profit: in line with the plan

IVD

- NEURO-related sales: ¥1.7 B, doubling FY2024 Q1 on strong growth
- CDMO sales: +4%² YOY, stable growth
- Base business operating profit (excluding M&A costs): meeting plan

1. A cost of hypercare following the new system launch and support for the legacy system (mainframe) shutdown
2. Excluding FX impact

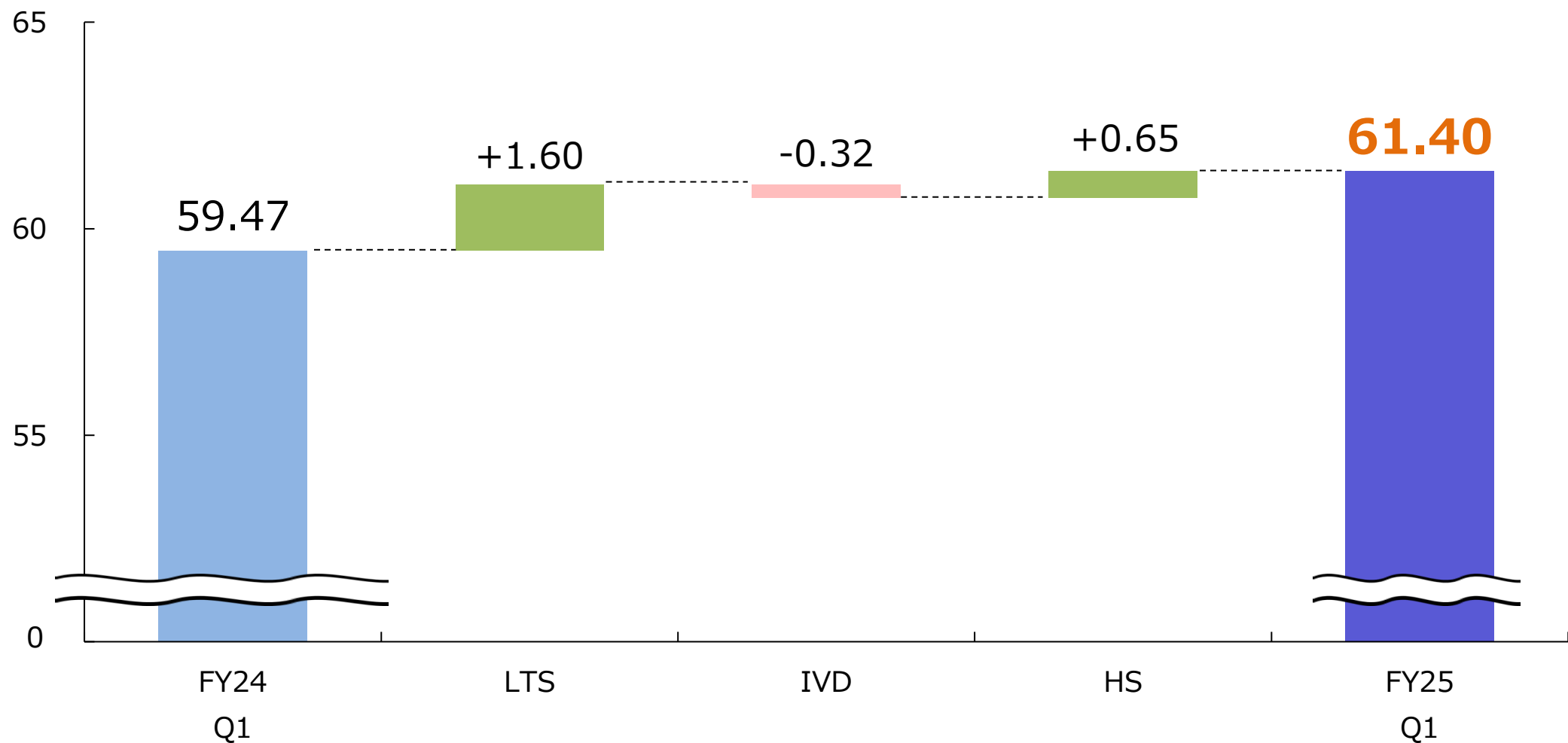
Consolidated Results for FY2025 Q1

(¥ billion)

| | FY2024 Q1 | | FY2025 Q1 | | Change | |
|------------------------------|--------------|--------------|--------------|--------------|--------------|---------------|
| | Results | Profit ratio | Results | Profit ratio | | |
| Net sales | 59.47 | | 61.40 | | +1.93 | +3.2% |
| LTS | 37.70 | | 39.30 | | +1.60 | +4.2% |
| IVD | 14.42 | | 14.10 | | -0.32 | -2.2% |
| HS | 7.34 | | 7.99 | | +0.65 | +8.9% |
| EBITDA | 5.68 | 9.6% | 6.31 | 10.3% | +0.63 | +11.0% |
| LTS | 1.39 | 3.7% | 2.62 | 6.7% | +1.24 | +88.9% |
| IVD | 4.24 | 29.4% | 3.64 | 25.8% | -0.61 | -14.3% |
| HS | 0.91 | 12.4% | 1.14 | 14.2% | +0.22 | +24.5% |
| H.U.Group | -0.86 | | -1.09 | | -0.22 | — |
| Operating profit/loss | 0.62 | 1.0% | 0.87 | 1.4% | +0.25 | +39.9% |
| LTS | -1.64 | -4.3% | -0.80 | -2.0% | +0.84 | — |
| IVD | 2.93 | 20.3% | 2.31 | 16.4% | -0.62 | -21.2% |
| HS | 0.53 | 7.2% | 0.75 | 9.4% | +0.23 | +42.8% |
| H.U.Group | -1.20 | | -1.39 | | -0.19 | — |
| Or. profit/loss | 0.64 | 1.1% | -0.49 | -0.8% | -1.13 | — |
| Net profit/loss | 0.18 | 0.3% | -1.20 | -2.0% | -1.37 | — |

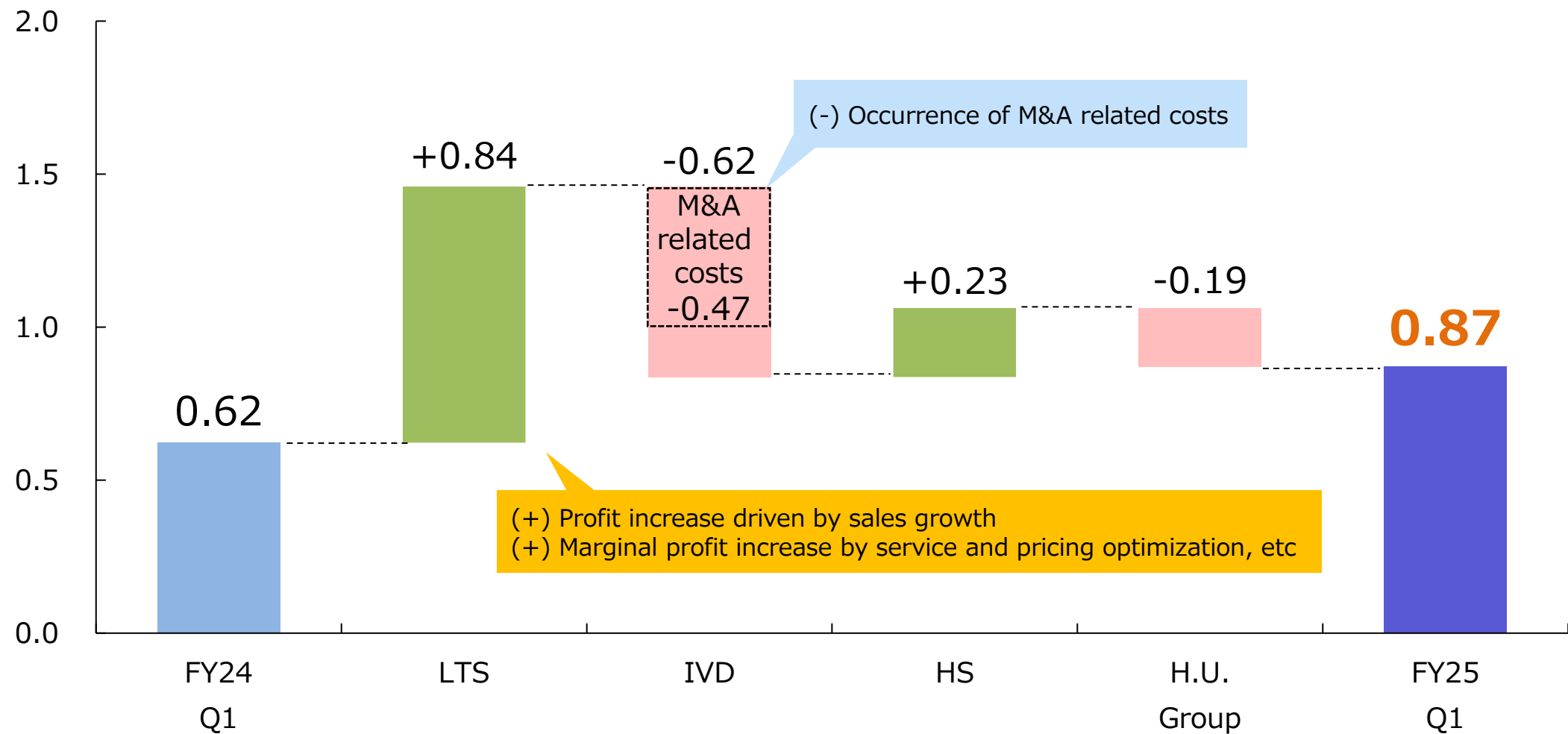
Consolidated Net Sales Changes

(¥ billion)

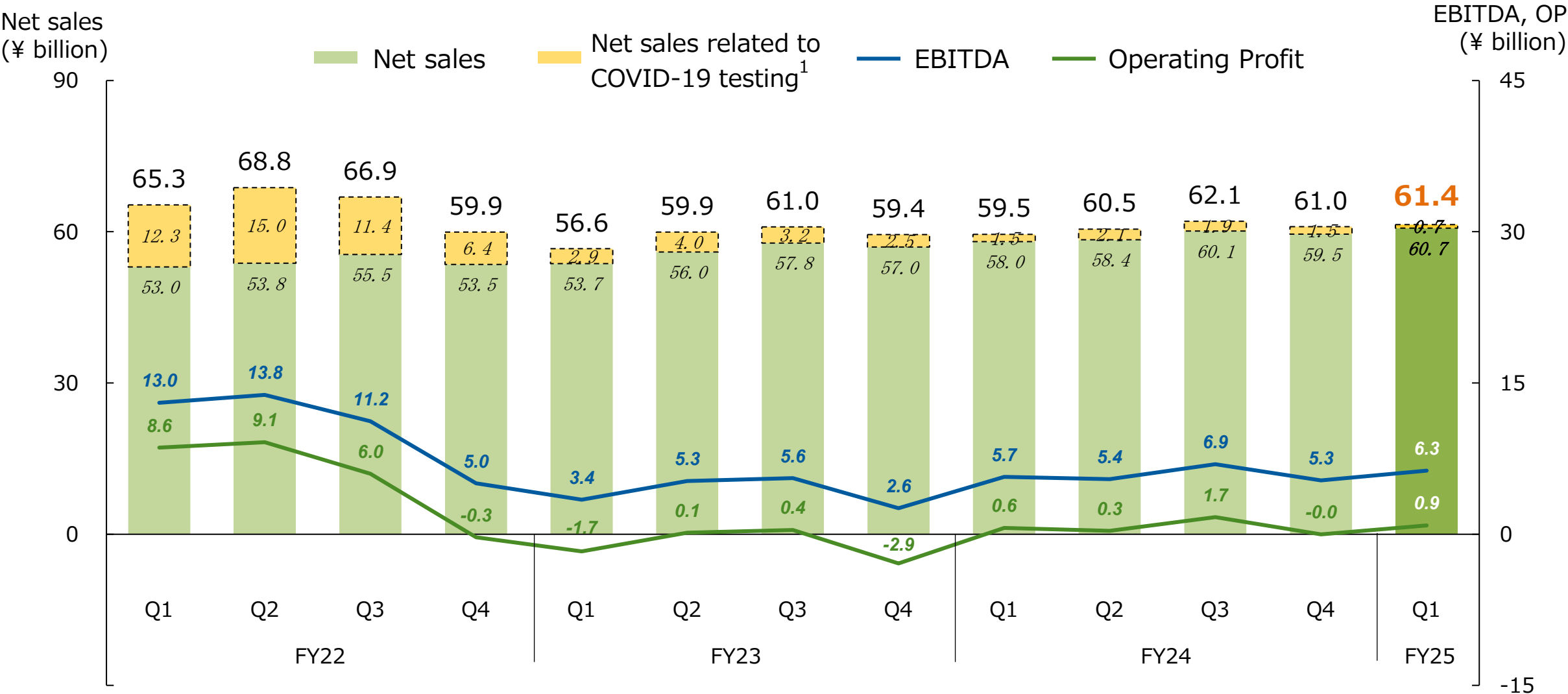


Consolidated Operating Profit Changes

(¥ billion)

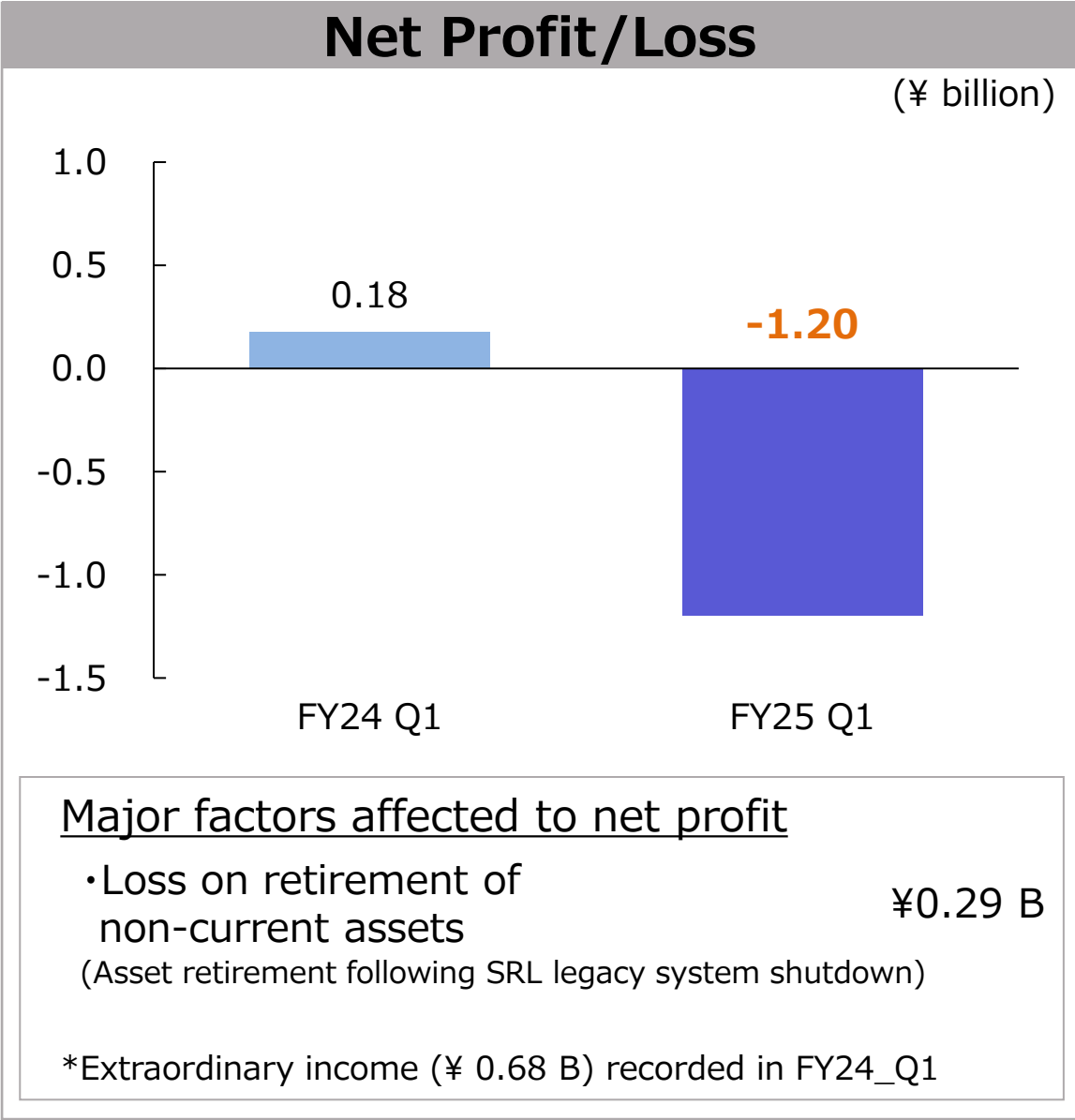
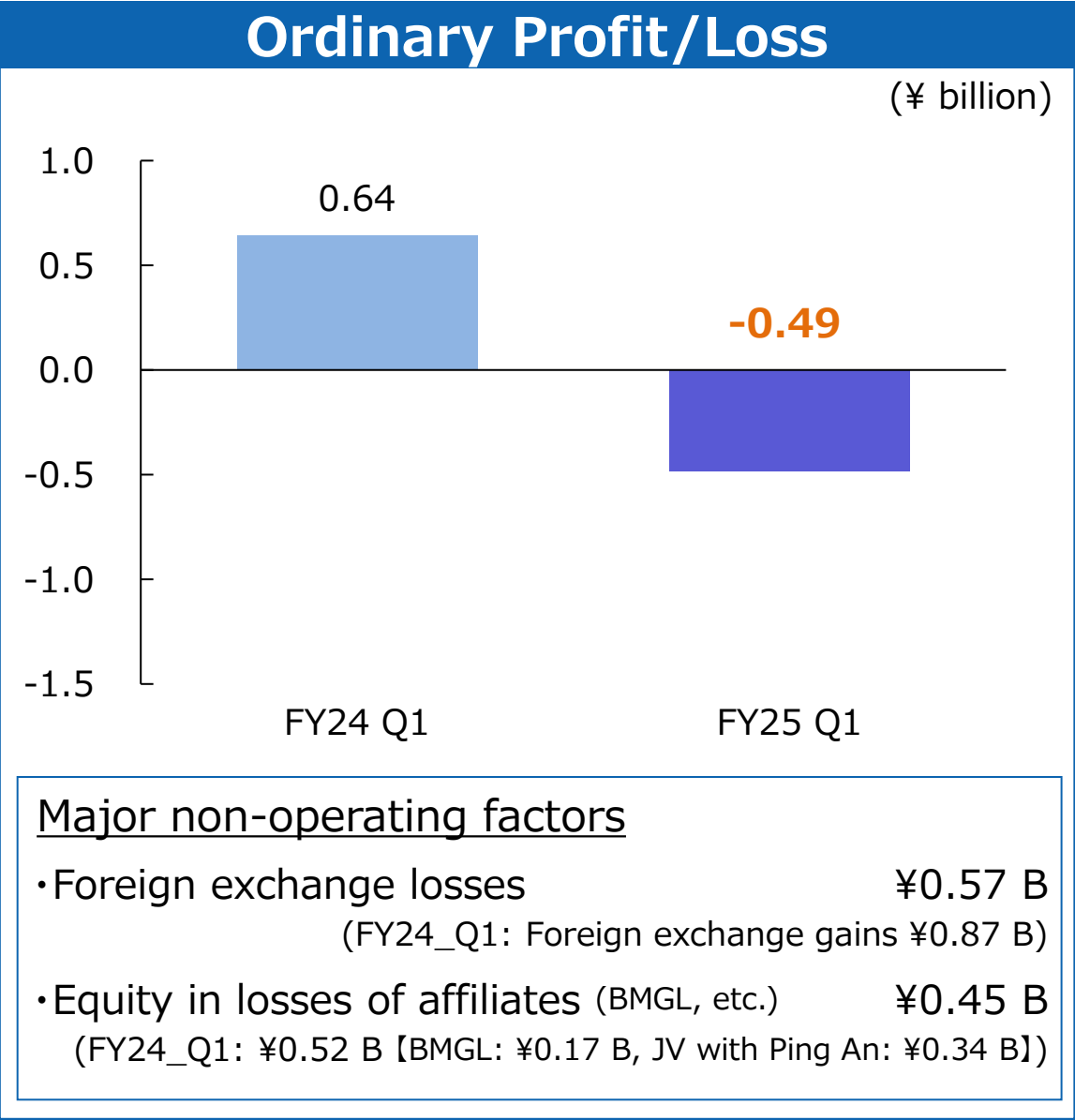


Quarterly Performance

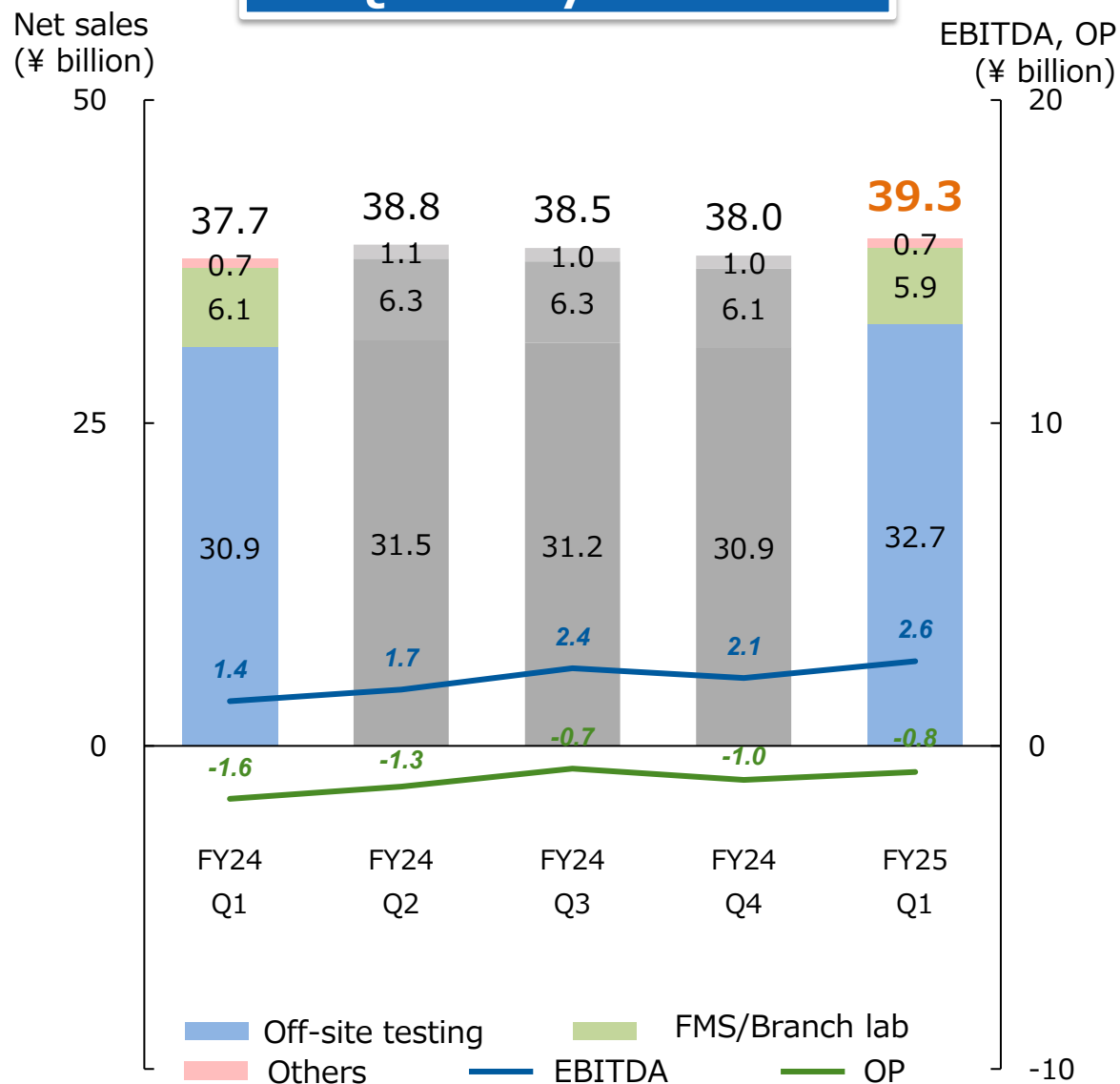


1. Reflecting post-COVID-19 normalization, from FY2025 Q1, sales related to COVID-19 (yellow portion) reporting IVD separately.
LTS COVID-19-related sales included in base sales (green portion) due to minor amount

Consolidated Ordinary Profit/Loss & Net Profit/Loss



Quarterly Results



YoY Comparison

(¥ billion)

| | FY24_Q1 | FY25_Q1 | Change | |
|------------|-------------|-------------|--------|--------|
| Net sales | 37.70 | 39.30 | +1.60 | +4.2% |
| Off-site | 30.89 | 32.68 | +1.78 | +5.8% |
| FMS/Branch | 6.09 | 5.94 | -0.15 | -2.5% |
| Others | 0.72 | 0.68 | -0.03 | -4.6% |
| EBITDA | Ratio 1.39 | Ratio 2.62 | +1.24 | +88.9% |
| OP | Ratio -1.64 | Ratio -0.80 | +0.84 | - |

Key points

Net sales

- Genetic testing and esoteric testing: +7% each

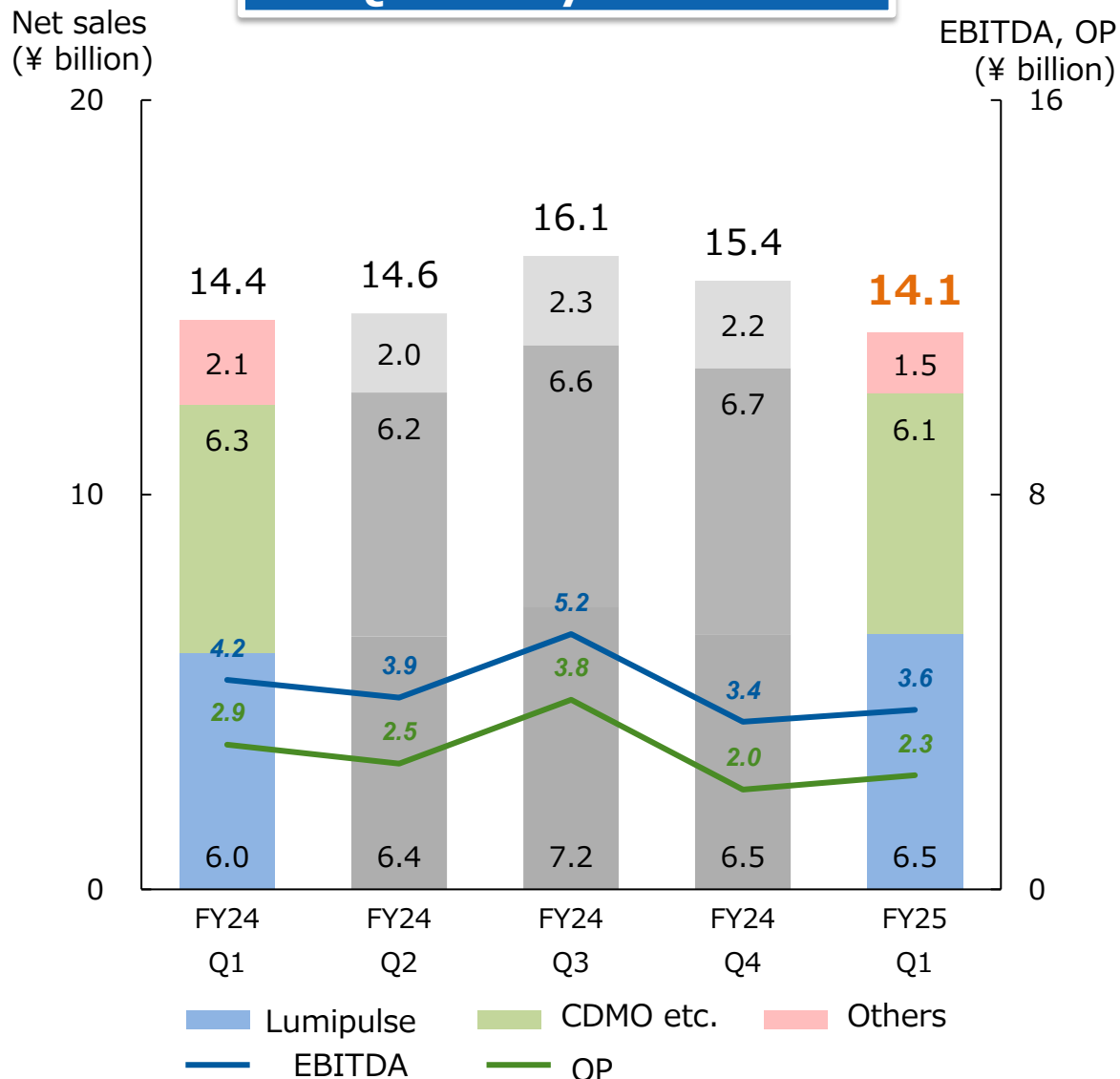
Operating Profit

- Profit increase driven by sales growth
- Marginal profit increase from service and pricing optimization, etc.
- AkirunoCube-related costs increased. Operating profit positive excludes one-time costs

AkirunoCube-related costs

| | FY24_Q1 | FY25_Q1 | (¥ billion) |
|-----------------------|---------|---------|-------------|
| One-time costs | 0.5 | 0.9 | |
| Depreciation expenses | 1.5 | 2.0 | |
| Running costs | 1.5 | 1.5 | |
| Total costs | 3.4 | 4.4 | |

Quarterly Results



YoY Comparison

(¥ billion)

| | FY24_Q1 | FY25_Q1 | Change | |
|-------------------------------------|---------|---------|--------|--------|
| Net sales | 14.42 | 14.10 | -0.32 | -2.2% |
| Lumipulse | 5.99 | 6.47 | +0.49 | +8.2% |
| Japan | 4.73 | 4.46 | -0.27 | -5.6% |
| Overseas | 1.26 | 2.01 | +0.76 | +60.1% |
| CDMO etc. | 6.30 | 6.08 | -0.22 | -3.5% |
| Others | 2.14 | 1.55 | -0.59 | -27.6% |
| EBITDA Ratio | 4.24 | 3.64 | -0.61 | -14.3% |
| OP Ratio | 2.93 | 2.31 | -0.62 | -21.2% |
| Lumipulse inter-segment transaction | 0.96 | 0.81 | -0.15 | -15.9% |

Key points

Net sales

- Base business: +5% YoY¹, driven by NEURO and CDMO
 - Overseas Lumipluse NEURO: ¥ 1.7 B (×2 YoY)
 - CDMO: stable growth (+4%, YoY)¹
- COVID-19-related sales: ¥0.7 B (FY24_Q1: ¥1.1 B)

Operating profit

- In line with the plan, excluding recorded M&A-related costs of ¥0.47 B

FX impact (net sales: -¥0.58 B, OP: -¥0.08 B)

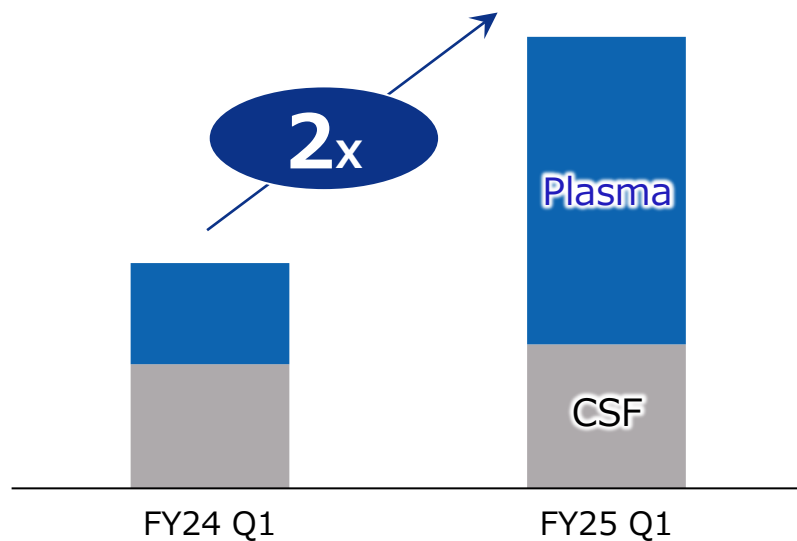
1. excluding FX impact

IVD Topics 1 : NEURO

Lumipulse NEURO Reagent Sales

- **Plasma reagent growth leading NEURO reagent sales**
 - ✓ Sales growth driven mainly by U.S. and EU markets
 - ✓ Sales of other RUO reagents (besides pTau217 and β -Amyloid 1-42 reagents) growing steadily

Lumipulse NEURO Reagent Sales



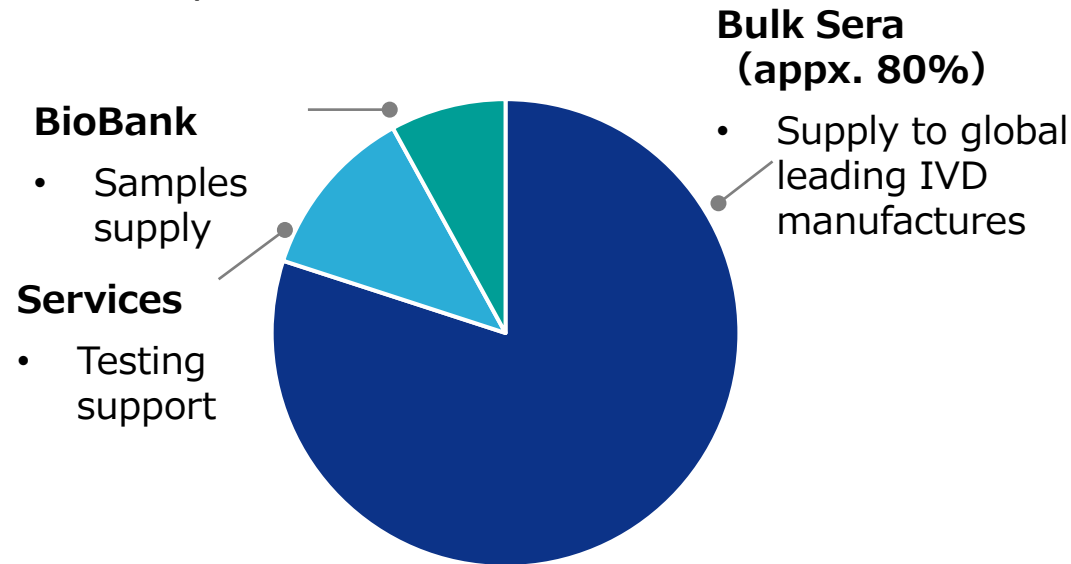
Global Regulatory Status

- **U.S: FDA approved on May 16** 
 - ✓ Plasma pTau217/ β -Amyloid 1-42 ratio reagent
 - ✓ World's first Plasma pTau217 reagent to aid Alzheimer's Disease diagnosis
- **Japan, EU: Application in preparation (Aiming to apply within the year)**  
- **India: Approved in June via local partner** 
- **China: Application in preparation via local partner company** 

IVD Topics 2 : M&A

Business Overview

- ✓ Company Name : Plasma Services Group (PSG)
- ✓ Foundation : 2004
- ✓ Location : U.S. New Jersey
- ✓ Employee : 13
- ✓ Business portfolio :

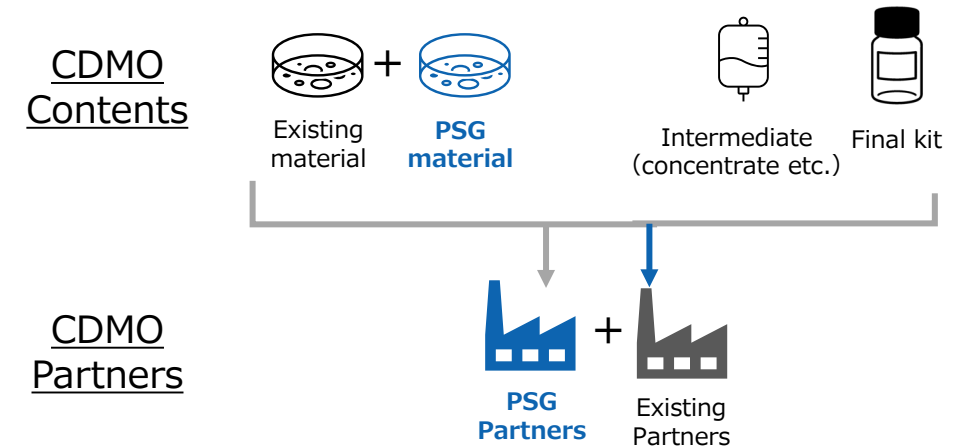


Data: Plasma sample sales global market CAGR : 10%/year

Strategic significance

● Advancing the CDMO business

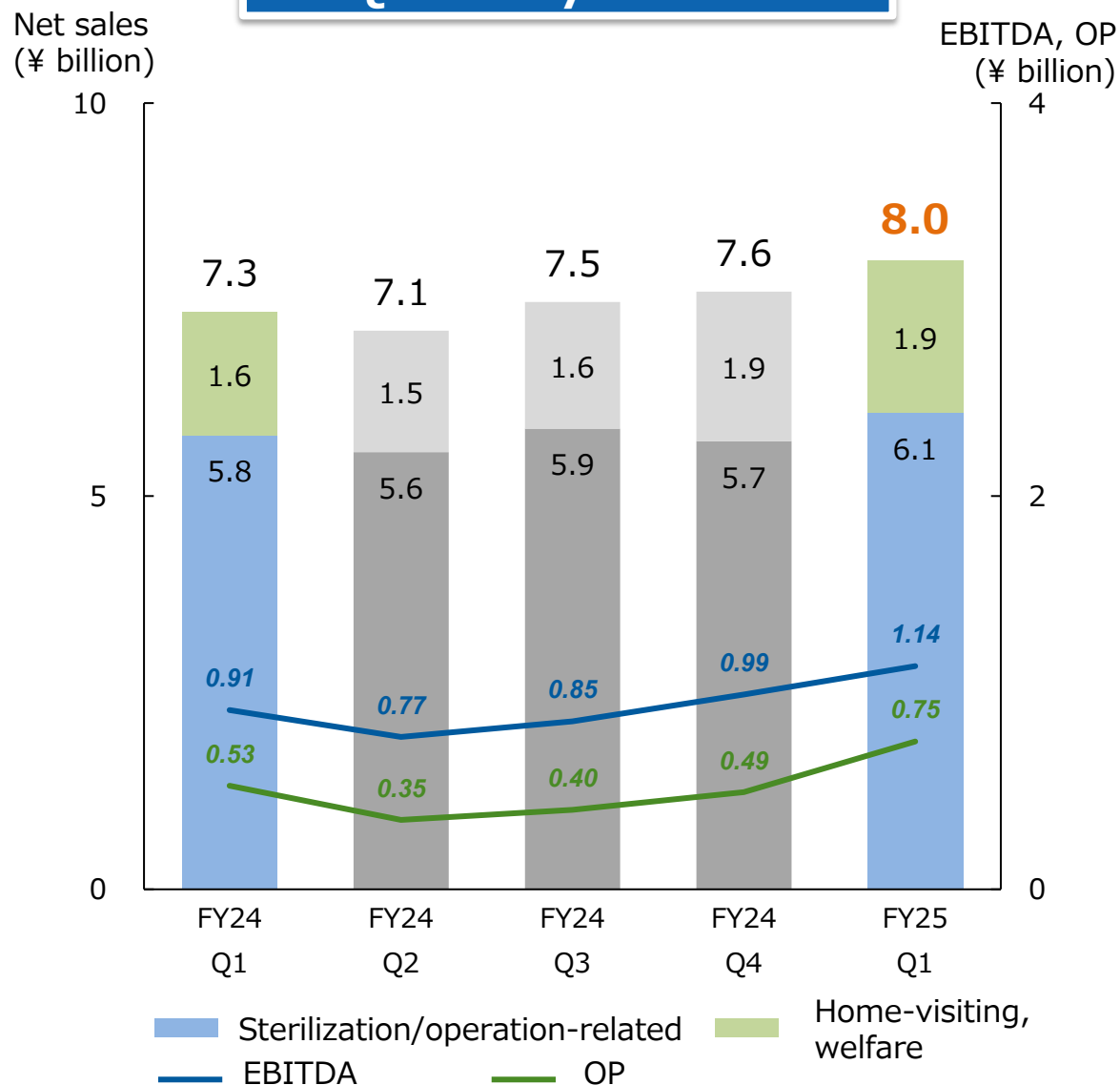
「Contents Expansion」 × 「Partners Expansion」



● Supporting faster development of high value-added reagents

- ✓ Access to rare clinical samples for reagent performance evaluation via in-house channels

Quarterly Results



YoY Comparison

(¥ billion)

| | FY24_Q1 | FY25_Q1 | Change | |
|---------------------------------|---------|---------|--------|--------|
| Net sales | 7.34 | 7.99 | +0.65 | +8.9% |
| Sterilization/operation-related | 5.77 | 6.06 | +0.29 | +5.0% |
| Home-visiting, welfare | 1.57 | 1.93 | +0.36 | +23.2% |
| EBITDA | 0.91 | 1.14 | +0.22 | +24.5% |
| OP | 0.53 | 0.75 | +0.23 | +42.8% |

Key points

Net sales

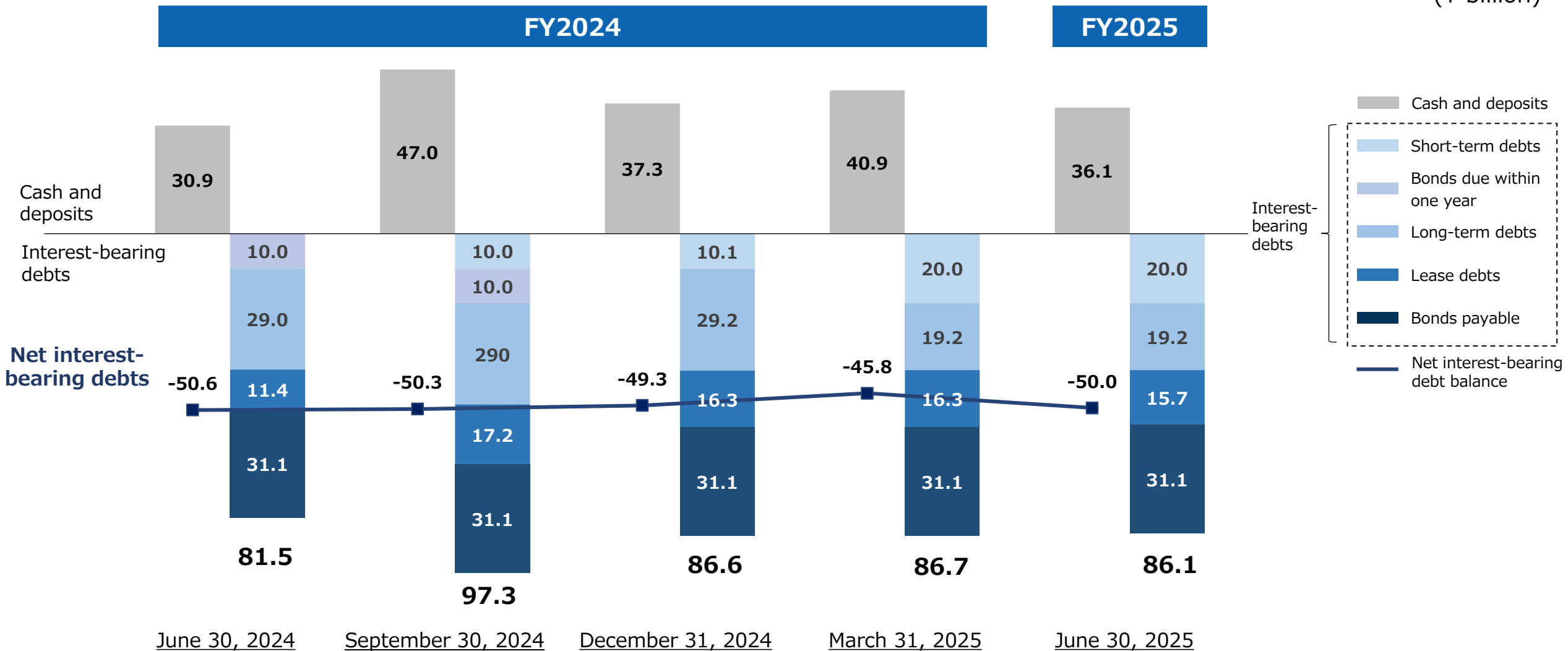
- Sterilization/operation-related business: stable growth
- Home-visiting business: sales contribution from GAIA medicare consolidation (from Dec. 2024)

Operating profit

- Profit increase driven by sales growth and price optimization in sterilization/operation-related business

Cash and Deposits / Interest-bearing Debts

(¥ billion)



【Contact information】

IR/SR Department

Email : ir@hugp.com

Disclaimer regarding forward-looking statement:

The performance forecast provided in this document is prepared by the management based on currently available information and various hypotheses and ideas including significant risks or uncertainties. Please be aware that the actual performance may turn out to be different from the forecast as a result of various contributing factors.

Factors affecting the performance include, among others, aggravation of the economic situation, fluctuation of the exchange rate, change of regulatory, statutory, and administrative requirements, delayed launch of new products, pressures from the product strategies of competitive companies, and decline of the sales potential of existing products.