

October 9, 2025

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September 2025 Monthly KPI Fiscal Year Ending October 2025

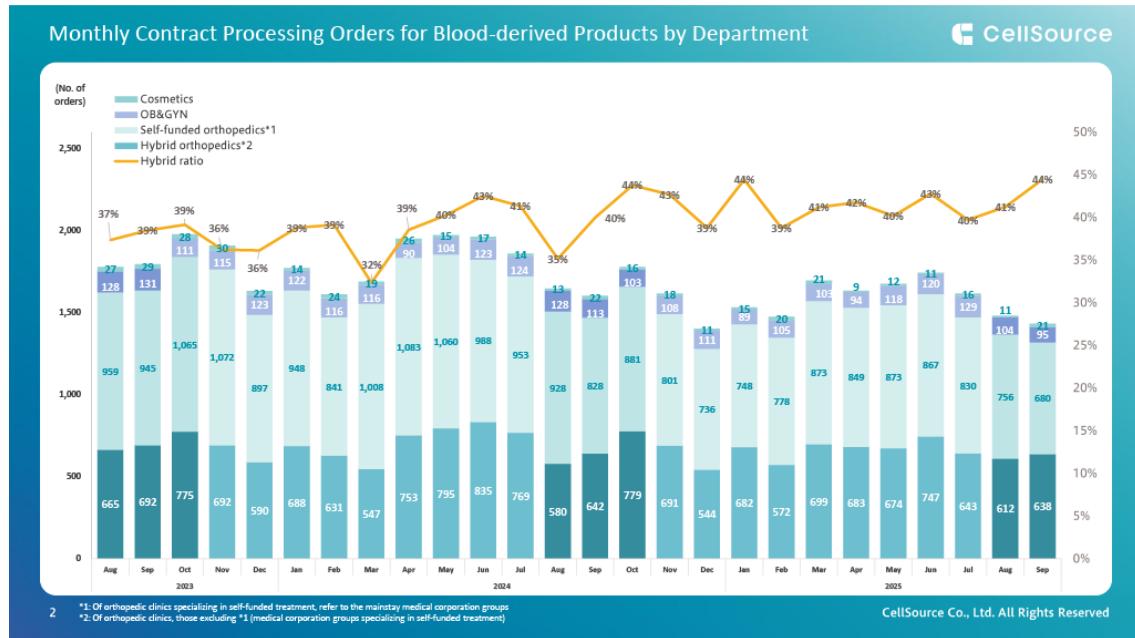
We are pleased to announce the KPI results for our contract processing services for September 2025, under the fiscal year ending October 2025. Please note that these figures are preliminary and may be subject to revision in quarterly reports or other disclosures.

1. Daily Average Number of Contract Processing Orders



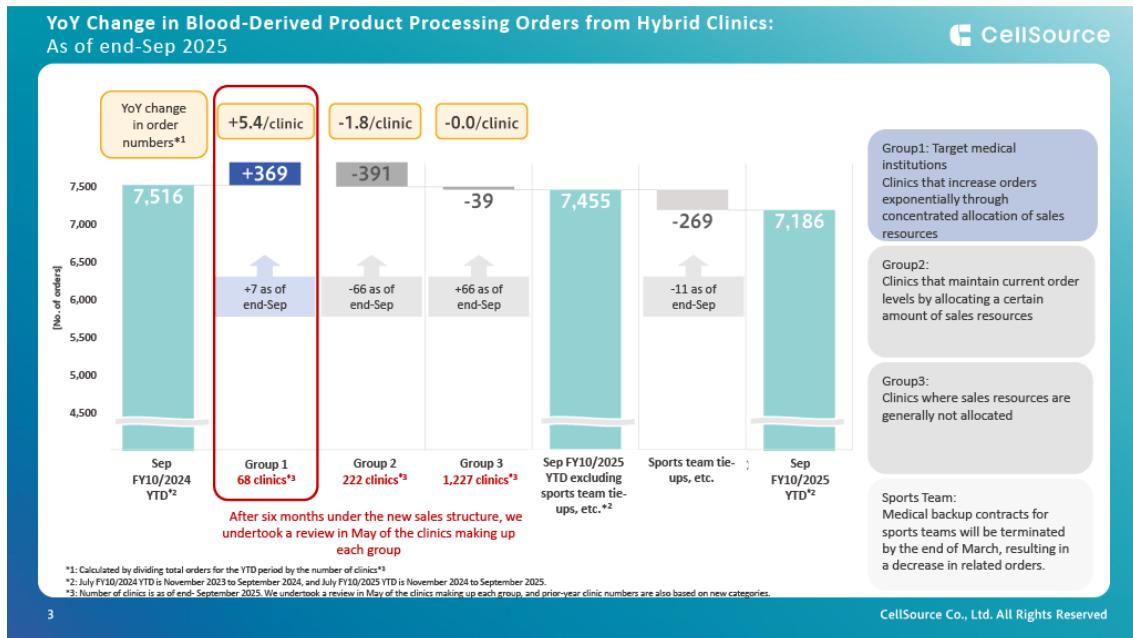
- The daily average number of contract processing orders was 51.2 orders, remaining almost flat compared to August. Although the number of contract processing orders for blood-derived products from hybrid orthopedics increased by 26 orders month-over-month, this gain was offset by a significant 76-order decrease in contract processing orders for blood-derived products from self-funded orthopedics, resulting in a lower total number of orders than the previous month.

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



- In September 2025, the number of contract processing orders for blood-derived products by department was as follows: 680 orders for self-funded orthopedics, representing a 10.1% decrease from the previous month, and 638 orders for hybrid orthopedics, an increase of 4.2% 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. Given the recent continued decrease in the number of orders, we are currently focused on identifying the causes and assisting in developing countermeasures, such as reviewing marketing strategies.
- For hybrid orthopedics, initiatives targeting key medical institutions are still ongoing. Details will be provided below.
- Orders for OB&GYN showed a slight decrease, but cosmetics showed a slight increase from the previous month.

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



- The number of orders (excluding those provided to sports teams) decreased by 61 orders from 7,516 orders year-on-year to 7,455 orders. Although "Group 1," which consists of our key medical institutions, expanded steadily and according to plan, the growth was not sufficient to fully absorb the decrease seen in "Group 2" and "Group 3," resulting in the overall total slightly decrease below the previous period's actual performance.
- Group 1 (key medical institutions): Steadily expanding its order volume, showing results from the concentrated investment of sales resources implemented to date, with a year-on-year increase of 369 orders (an increase of 5.4 orders per institution). Although the order increase for September alone temporarily slowed down, measures to achieve the goal of 1,000 orders in October, are ongoing as planned at the beginning of the fiscal period.
- Group 2 (institutions aiming to maintain order volume with limited resources): Aiming for the maintenance of current order volume through the allocation of a certain level of sales resources, but it saw a larger-than-anticipated drop of 391 orders year-on-year (a decrease of 1.8 orders per institution). We are currently formulating a sales strategy aimed at recovery to re-establish this group as a stable business foundation by increasing the concentration of sales resources for the next fiscal period.
- Group 3 (approximately 1,200 clinics with minimal resource allocation): Showed a year-on-year decrease of 39 orders (a decrease of 0.0 orders per institution). The month-over-month change in September was an increase of 66 orders, primarily due to growth in orders from some new medical institutions, which helped support the total number of orders.

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 120,000 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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