Financial Highlights for 1st Quarter ended September 30, 2026 of FY2027

TAUNS Laboratories, Inc. (Code: 197A)

November 12, 2026

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Corporate Profile

Corporate Name	TAUNS Laboratories, Inc.			
Representative	Masaki Nonaka, President and CEO			
Foundation Establishment*	April 1987 April 2016(*Date of establishment of current corporation following the reorganization of group)			
Headquarters	761-1 Kamishima, Izunokuni-shi, Shizuoka 410-2325, Japan			
Capital (as of September 30, 2026)	404 million yen			
Board of Directors & Audit Committee (as of September 30, 2026)	President and CEO Director	Masaki Nonaka Masahiro Ito	Outside Director and Audit & Supervisory Committee Member Outside Director and Audit & Supervisory Committee Member Director and Audit & Supervisory Committee Member	Toshinori Mishina Osamu Chiba Caroline F. Benton
Shareholder Composition (as of June 30, 2026)	CITIC CAPITAL JAPAN PARTNERS Ⅲ, L.P. 39.09% Masaki Nonaka 29.27%			
Business Scope	Development, manufacture, sales and import/export of in vitro diagnostic and reagents Main products are antigen test kits for infectious diseases			
Sales	14,369 million yen (FY 2026)			
Number of Employees	421 (as of September 30, 2026)			
Total Assets	43,207 million yen (as of September 30, 2026) on a consolidated basis			
Location	Head Office/Kamishima Factory (Shizuoka), Fujisan Mishima Factory (Shizuoka), Shimizu-cho Office / R&D Center (Shizuoka), Tokyo Office			
Group Company	CLAIRVO TECHNOLOGIES, Inc.			
Main Clients	SUZUKEN CO., LTD., Roche Diagnostics K.K. and other companies			



Head Office/Kamishima Factory



Shimizu-cho Office / R&D Center



Fujisan Mishima Factory

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Management Philosophy

**Through proprietary in vitro diagnostics, we will enrich lives and provide peace of mind.
In order to do so, we will accumulate technology and knowledge,
and continue to develop and improve our products.**

Peace of mind through diagnostic technology.

Normal days that pass you by.

Special moments that are extraordinary.

All of these are sustained by unwavering peace of mind.

With our proprietary diagnostic technologies,

TAUNS assists in the diagnosis and early detection of diseases.

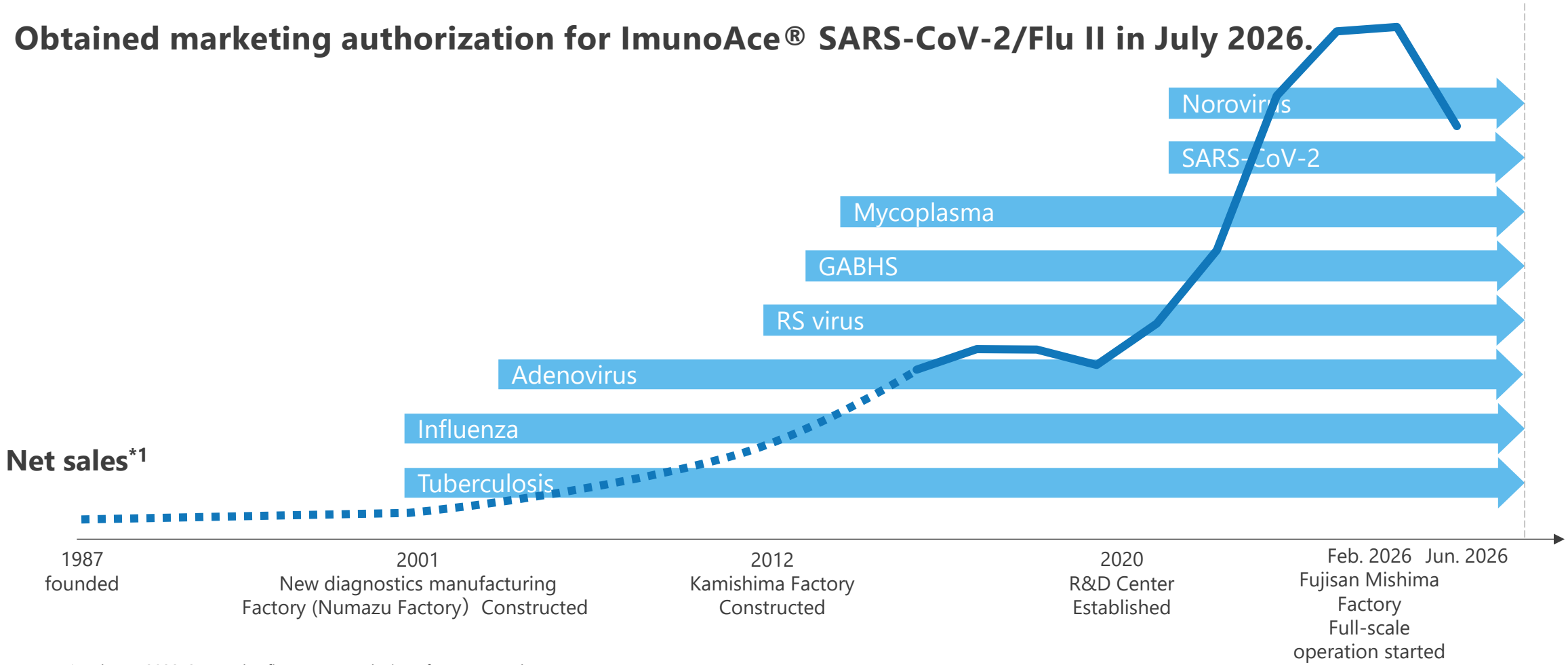
Building a better outlook throughout the world

by relieving worries, one by one.
We continue to help you live your life every day without worry.

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History

- **Since the early 2000s, the Company has progressively expanded its broad lineup of rapid antigen tests.**
- **Full-scale operations commenced at the Fujisan Mishima Factory in February 2026.**
- **Obtained marketing authorization for ImunoAce® SARS-CoV-2/Flu II in July 2026.**



*1 : The FY 2022/6 net sales figures are exclusive of MHLW purchases.

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Business

- **Develops and manufactures antigen test kits primarily for the clinical diagnosis of infectious diseases. The Company markets its "ImunoAce" brand across a broad range of infectious disease areas, including influenza, adenovirus, and COVID-19.**

Main Product Lines

Infectious Disease Ares



SARS-CoV-2
(released in 2020)



Influenza virus
(released in 2008)



SARS-Cov2 /
Influenza virus
(released in 2022)



Adenovirus
(released in 2008)



GABHS
(released in 2013)



Mycoplasma
(released in 2015)



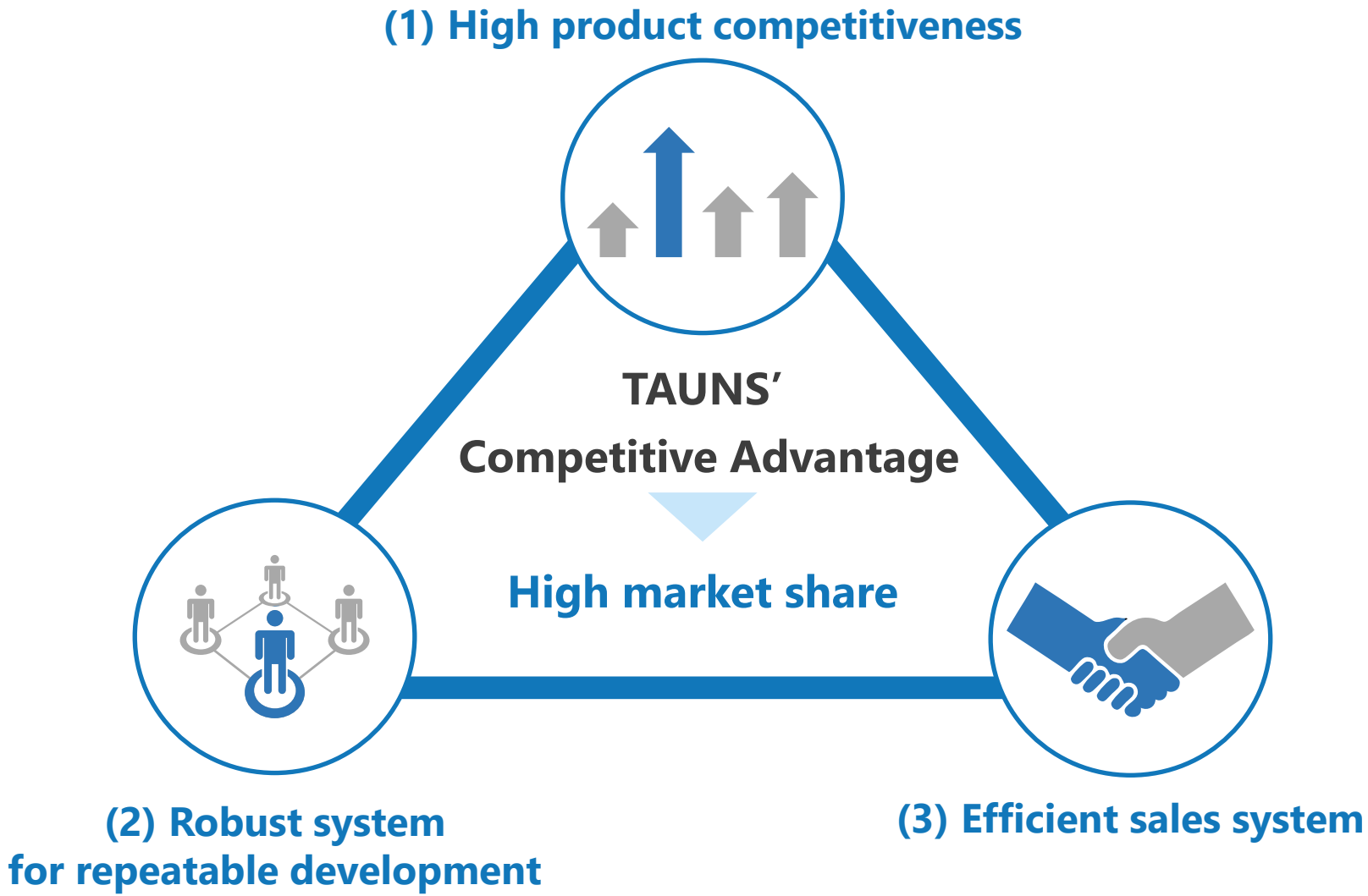
Human Metapneumo virus
(released in 2016)



RS virus
(released in 2012)

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Our 3 Competitive Advantages Driving High Market Share

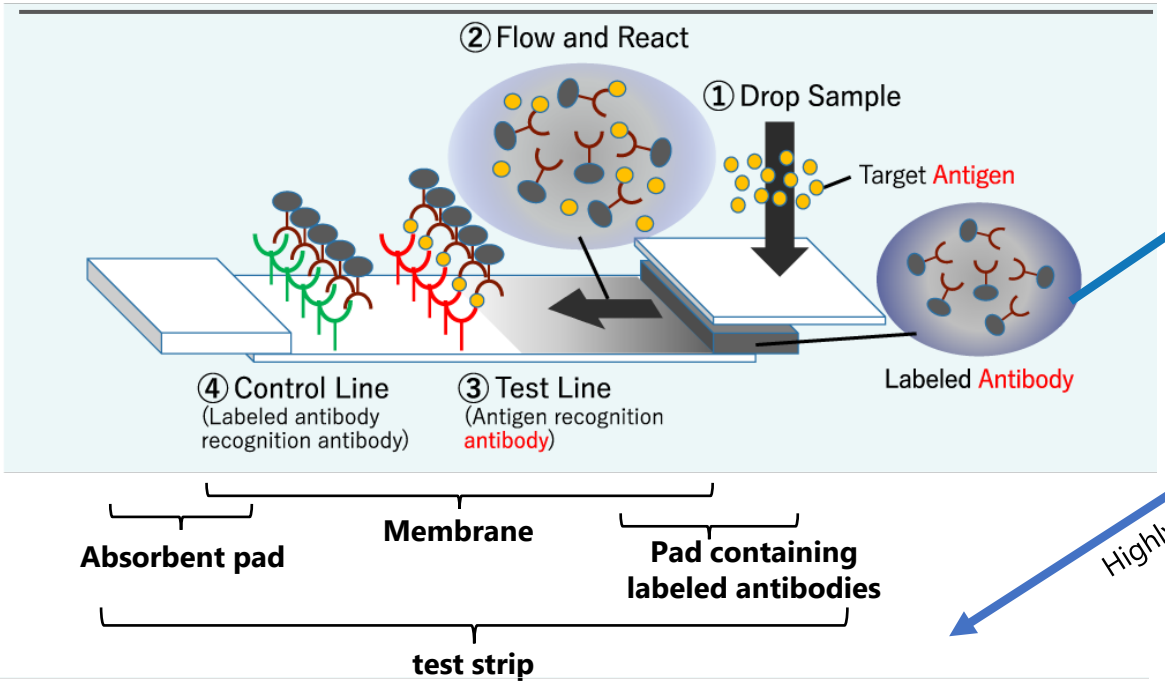


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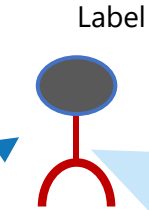
Principle of Antigen Test Kits and Strengths of Our Technology

- **Extensive track record in the development of proprietary antibodies, including patented antibodies, as well as unique technologies such as platinum-gold colloid technology.**
- **Leveraging its strong technological capabilities, the Company develops high-quality products that achieve both high specificity and sensitivity. The Company also contributes to improved convenience in clinical settings through innovations such as enabling the use of a single specimen for testing multiple infectious diseases.**

Principle of Antigen Test Kits



Our core technologies and product value-added



Highly visible black line

Our Core Technologies

Proprietary **platinum-gold colloid technology** to achieve highly **visible black lines** on black signage acquired technology to improve sensitivity while suppressing nonspecific reactions through many years of accumulated know-how

Possesses **advanced antibody development technology** and a wealth of experience and know-how

The creation of high-performance antibodies contributes significantly to the sensitivity and specificity of the kit

Specificity × Sensitivity

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Robust System for Repeatable Development

- **R&D is led by a highly experienced development team with advanced and diverse expertise.**
- **Leveraging a combination of accumulated in-house know-how and external insights, the Company pursues rapid and innovative product development.**

Experienced and Accomplished Development Team

No. of R&D members

55[*1]

Many members have been in the industry for a long time

Composed mainly of doctoral and master's students

×

Experience in development of antigen test

30+years

With a history of industry-leading development

Accumulation of superior knowledge

Experienced Leaders / External Consultants

A wide range of expertise PJ leader layer with

It is not limited to the core antibody and nanoparticle synthesis technologies,

Extensive expertise in enzymatic and chemical reactions

×

Knowledgeable partner/KOL network

Collaboration with knowledgeable external advisors, collaborators, and joint research partners

Networking with KOLs

Extensive Development Achievements

- ✓ Pioneering achievements in developing 'world-first' products such as Capilia TB and MAC
- ✓ Successful development of proprietary technologies including platinum-gold colloid technology
- ✓ Numerous in-house antibody development successes (Antibodies to mycoplasma and tuberculosis bacteria are patented, and there are other antibodies pending patent application)

Dr. Ichiro Okura	Dr. Satoshi Mitarai	Dr. Yoshihiro Kawaoka
Institute of Science Tokyo Professor Emeritus	Research Institute of Tuberculosis Dept. of Mycobacterium Reference and Research Director	Institutes for Advanced Study, The University of Tokyo The UTOPIA center Director

**1 Number of researchers enrolled as of September 30, 2026 (full-time employees).*

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Distribution and Sales Structure

- **Achieved a top-tier market share in Japan for major infectious disease antigen test kits, backed by a highly productive sales team and a strong distributor network.**
- **In collaboration with Shionogi & Co., Ltd. (co-promotion), provides end-to-end infectious disease solutions spanning prevention, testing, and treatment. The combination of Shionogi's strength in clinics and the Company's strength in hospitals enhances its competitive position in Japan's infectious disease POCT market.**
- **Expanding market share, particularly for combination test kits, through a co-marketing partnership with Roche Diagnostics K.K..**

A small, elite sales force works strongly with distributors

Small & efficient sales rep team

Sales representatives

Approach

Distributors

Suzuken*1 54.6%
Wide-area distributors 16.1%
Others 29.4%

Approach

Clinics　Hospitals

Build relationships with clinics and hospitals

Strengthening Sales Capabilities Further Through Collaboration with Shionogi

TAUNS × SHIONOGI

Target an integrated solution from prevention (vaccination) through testing and treatment

ImunoAce

Selling TAUNS products through **co-promotion*.1**

SHIONOGI	TAUNS SHIONOGI	SHIONOGI
Prevention (Vaccination)*3	**Testing**	**Treatment**

Collaborate with Shionogi's robust sales infrastructure

Seek to become the undisputed leader in the domestic POCT market

*1 Infectious diseases covered in the current situation are COVID-19 and influenza
*2 Co-promotion: Parallel promotion of the same drug under the same brand by two or more pharmaceutical companies (usually two companies).
*3 Received regulatory approval for COVID-19 vaccine (Source: Shionogi & Co., Ltd. press release on June 24, 2024)

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Highlights for 1st Quarter of FY ending June 2027

- ✓ The estimated size of the domestic antigen test kit market in the first quarter showed a decline of more than 60% year on year for COVID-19 single-use test kits, while influenza test kits expanded by nearly 60% and COVID-19/influenza combo test kits remained generally in line with the level of the same period of the previous year.
- ✓ Market share of the Company's main products remained solid. The Company maintained high market shares of 46% for influenza test kits and 45% for COVID-19 single-use test kits. Although the market share of combo test kits was limited to 19% in the first quarter, the Company expects market share expansion driven by the launch of ImunoAce SARS-CoV-2/Flu II on September 17.
- ✓ Net sales by main product category in the first quarter showed a 21.3% decrease from the previous year for COVID-19 single-use test kits, while influenza test kits increased 420.1% and combo test kits increased 188.0%. The inventory adjustment in the distribution channel that had affected results in the same period of the previous year was resolved during the first quarter.
- ✓ As a result, on a non-consolidated basis, the Company recorded net sales of ¥3,613 million (+52.6% year on year), operating income of ¥989 million (+80.8%), ordinary income of ¥908 million (+79.9%), and net income of ¥620 million (+73.5%) for the first quarter.
- ✓ For the first quarter, CLAIRVO TECHNOLOGIES, Inc., the Company's wholly owned subsidiary, recorded net sales of ¥8 million and an operating loss of ¥63 million. The subsidiary continued sales and marketing activities to expand sales of its medical AI-related products, while preparing for the launch of new products, primarily in the cardiovascular field, and strengthening its business foundation.
- ✓ The Company transitioned to consolidated accounting from the first quarter. For the first quarter of FY2027, consolidated net sales amounted to ¥3,621 million, operating income to ¥925 million, ordinary income to ¥844 million, and net income attributable to owners of parent to ¥576 million.
- ✓ For the fiscal year ending June 2027, the Company forecasts consolidated net sales of ¥16,730 million, operating profit of ¥4,374 million, ordinary profit of ¥4,026 million, and net income attributable to owners of parent of ¥2,965 million, supported in part by expected market share gains following the launch of ImunoAce SARS-CoV-2/Flu II.

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First Quarter Results for FY2027 (non-Consolidated)

- **Net sales for the first quarter increased 52.6% year on year to ¥3,613 million. This was attributable to the resolution of the inventory adjustment in the distribution channel that had affected the same period of the previous year, as well as contributions from ImunoAce SARS-CoV-2/Flu II, which was launched on September 17.**
- **Driven by the increase in net sales, gross profit rose 38.6% year on year, operating income increased 80.8%, ordinary income increased 79.9%, and net income increased 73.5%. Although the gross profit margin declined from the same period of the previous year due in part to a ¥160 million year-on-year increase in depreciation expense included in cost of sales following the commencement of operations at the Fujisan Mishima Factory, profit margins at every level from operating income downward exceeded those of the same period of the previous year.**
- **EBITDA improved significantly, increasing 90.6% year on year.**

(Millions of yen)	1Q FY2025/6		1Q FY2026/6		1Q FY2027/6			1Q FY2027/6 (Reference: Consolidated)	
	Actual	*Margin*	Actual	*Margin*	Actual	*Margin*	*YonY*	Actual	*Margin*
Net sales	6,419	-	2,368	-	3,613	-	*52.6%*	3,621	-
Gross profit	4,810	*74.9%*	1,630	*68.8%*	2,259	*62.5%*	*38.6%*	2,263	*62.5%*
Operating income	3,745	*58.3%*	547	*23.1%*	989	*27.4%*	*80.8%*	925	*25.6%*
Ordinary income	3,753	*58.5%*	505	*21.3%*	908	*25.2%*	*79.9%*	844	*23.3%*
Net income	2,696	*42.0%*	357	*15.1%*	620	*17.2%*	*73.5%*	576	*15.9%*
EBITDA	3,917	*61.0%*	729	*30.8%*	1,391	*38.5%*	*90.6%*	1,328	*36.7%*

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Sales by Main Products (1st Quarter of FY2027/6, non-Consolidated)

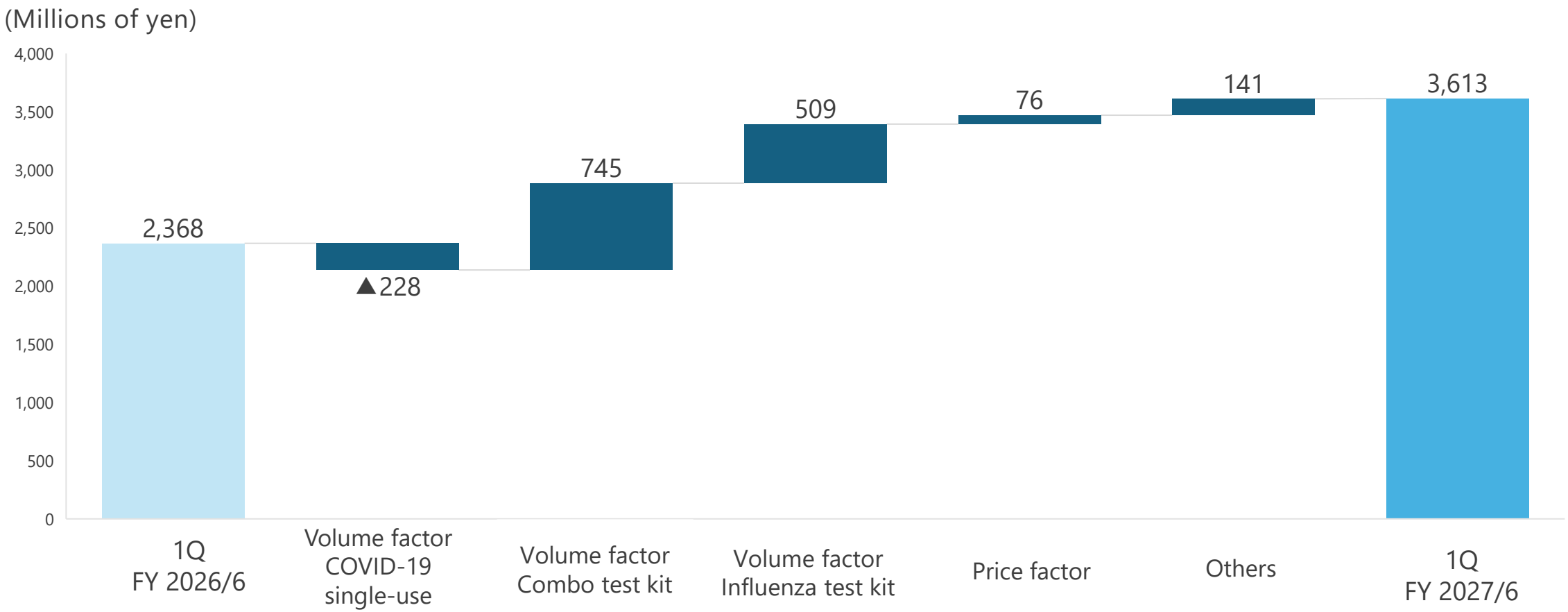
- **Sales of Influenza/COVID-19 combo test kits and influenza test kits significantly exceeded the level of the same period of the previous year, driven by the resolution of channel inventory adjustments, an earlier-than-usual influenza season, and the September launch of ImunoAce SARS-CoV-2/Flu II.**
- **Sales of COVID-19 single-use test kits declined year on year due to the relatively limited spread of COVID-19.**

(Millions of yen)	1Q FY2025/6		1Q FY2026/6		1Q FY2027/6		
	Actual	*Composition*	Actual	*Composition*	Actual	*Composition*	*YonY*
COVID-19 single-use test kits	3,284	*51.2%*	1,229	*51.9%*	967	*26.7%*	*(21.3%)*
Influenza/COVID-19 combo test kits	2,013	*31.4%*	374	*15.8%*	1,077	*29.8%*	*188.0%*
Influenza test kits	400	*6.2%*	179	*7.6%*	931	*25.7%*	*420.1%*
Others	720	*11.2%*	584	*24.7%*	635	*17.6%*	*8.7%*
Total	6,419		2,368		3,613		*52.6%*

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Factors for Sales Increase/Decrease (1st Quarter Comparison, non-Consolidated)

- **The growth in net sales was driven mainly by increased sales volumes of Influenza/COVID-19 combo test kits and influenza test kits.**
- **Selling prices remained generally in line with the Company's initial assumptions for the fiscal year.**

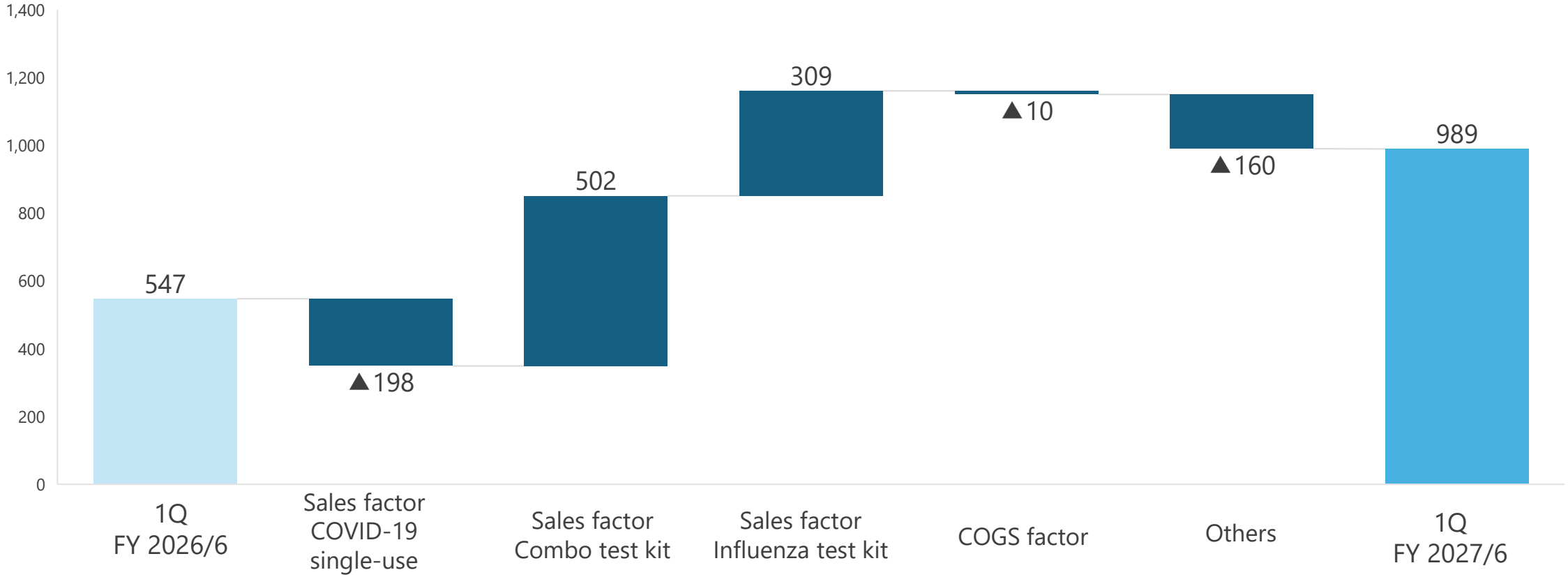


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Factors for Operating Income Increase/Decrease (1st Quarter Comparison, non-Consolidated)

- **In the first quarter, the Company incurred higher expenses, including a ¥219 million year-on-year increase in depreciation expense (comprising amounts recorded in both cost of sales and SG&A expenses) associated with the commencement of operations at the Fujisan Mishima Factory.**
- **On the other hand, operating income increased year on year, driven by a substantial increase in sales of Influenza/COVID-19 combo test kits and influenza test kits.**

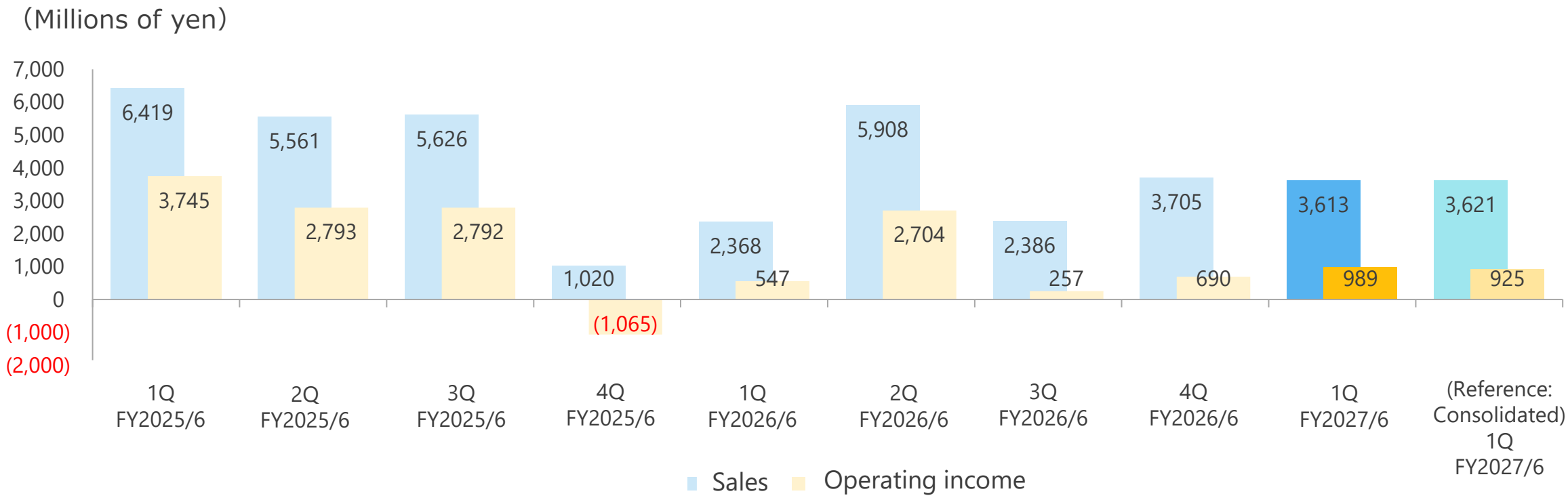
(Millions of yen)



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Quarterly Sales and Operating Income Trends (non-Consolidated)

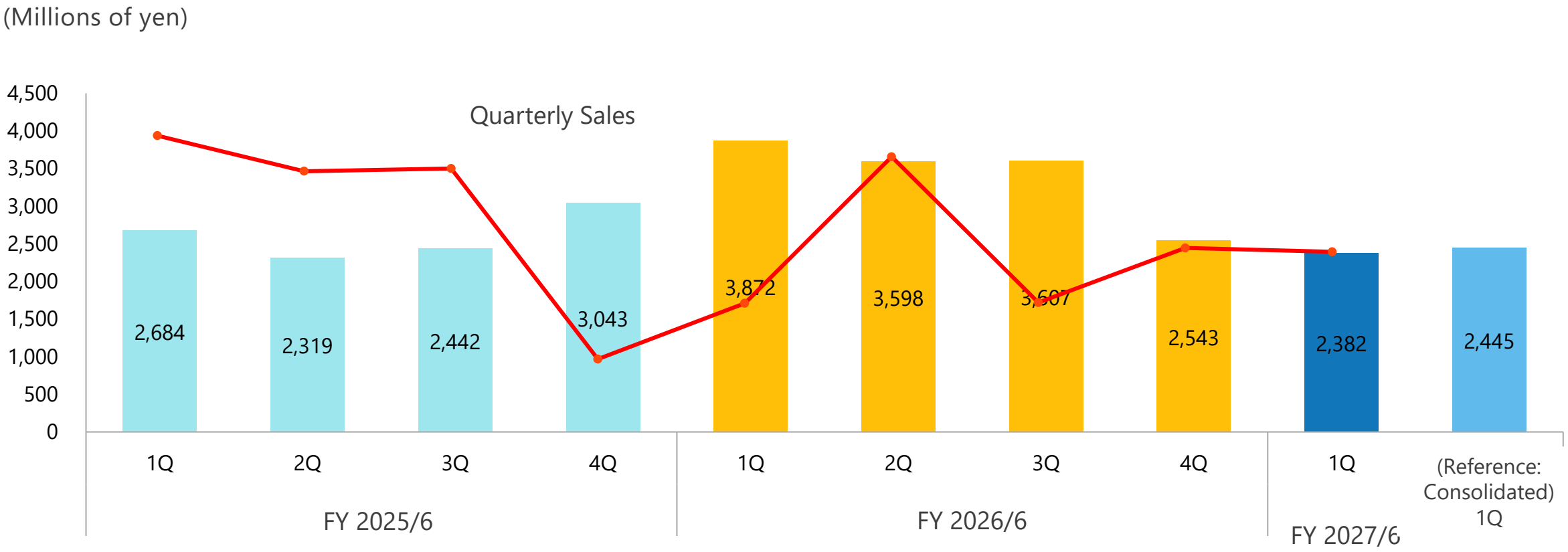
- **Net sales for the first quarter (July–September) rose 52.6% year on year to ¥3,613 million, driven mainly by the resolution of channel inventory adjustments and increased sales of Influenza/COVID-19 combo test kits and influenza test kits following an earlier-than-usual start to the influenza season.**
- **Operating income increased 80.8% year on year to ¥989 million, reflecting the increase in net sales.**



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Inventory levels at the End of Each Quarter (non-Consolidated)

- **Product inventories remained at appropriate levels at the end of the first quarter, maintaining readiness to meet any sudden surge in demand.**

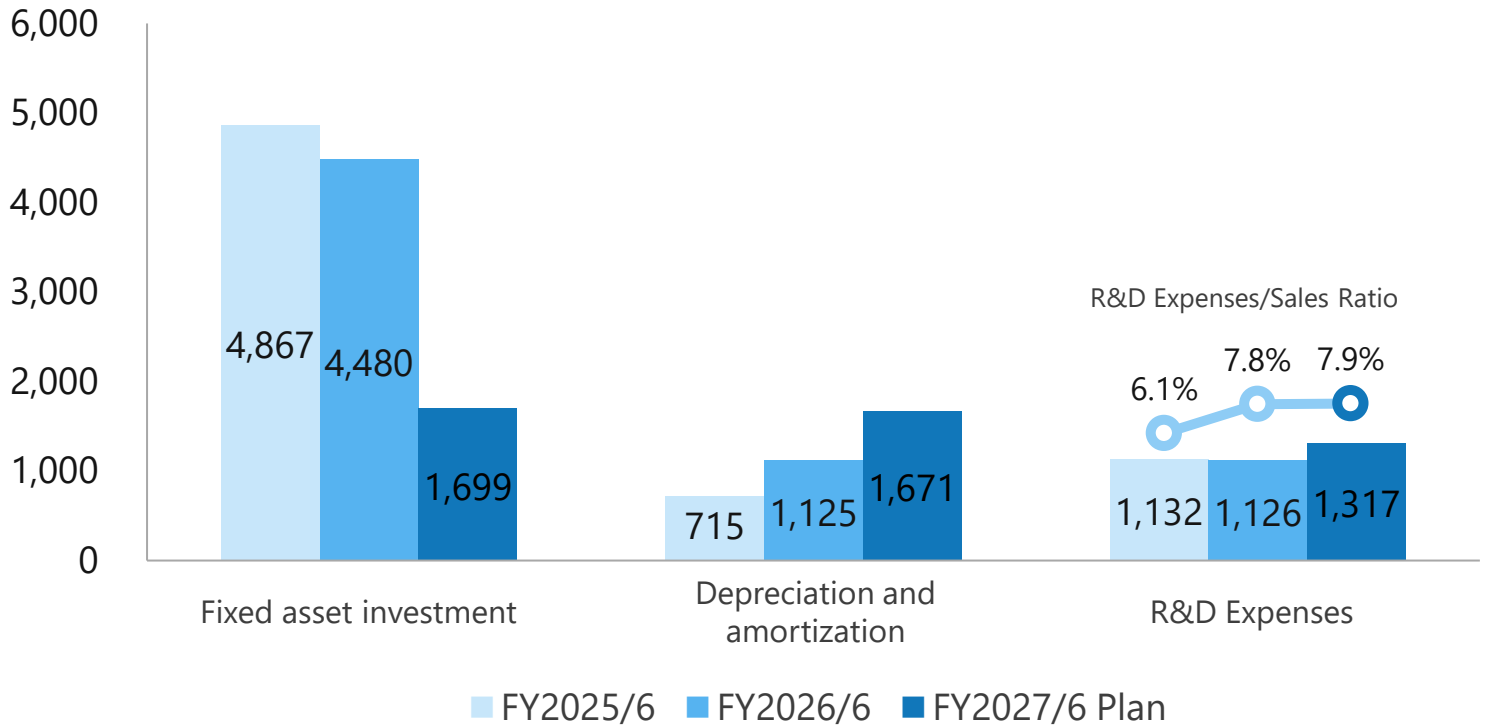


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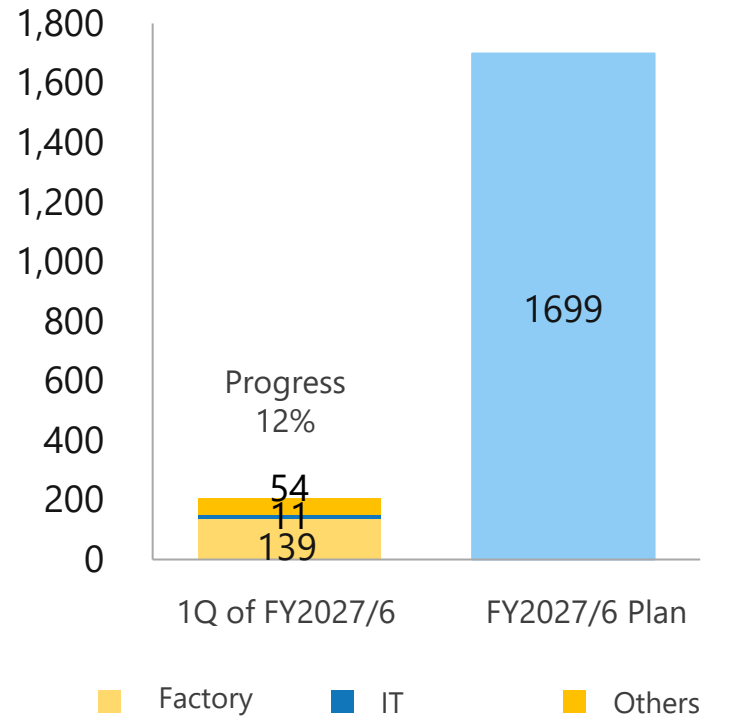
Investments (FY2025/6 and FY2026/6: non-Consolidated; FY2027/6: Consolidated)

- **Following the commencement of full-scale operations at the Fujisan Mishima Factory in February 2026, major capital investments have largely been completed. Capital expenditures for the current fiscal year (property, plant and equipment and intangible assets) are projected to decrease 62.1% year on year to ¥1,699 million.**

Investment Trends



1Q of FY2027 Investments and FY2027 Plan



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Balance Sheet (non-Consolidated)

(Millions of yen)	1Q FY2026/6	FY2026/6	1Q FY2027/6	1Q FY2027/6 (Consolidated)
Current assets	14,863	19,264	16,119	15,940
Cash on hand and in banks	4,609	3,563	3,702	3,726
Accounts receivable-trade	2,315	3,986	4,375	4,384
Merchandise and finished goods	3,872	2,543	2,382	2,445
Work in progress	1,638	2,670	3,009	3,009
Raw materials and supplies	1,300	1,090	1,076	1,076
Other	1,126	5,410	1,573	1,297
Fixed assets	24,220	25,355	27,324	27,266
Property, plant and equipment	15,464	15,247	15,131	15,140
Intangible fixed assets	3,841	3,591	3,511	3,511
Investments and other assets	4,914	6,516	8,681	8,614
Total assets	39,084	44,620	43,443	43,207

(Millions of yen)	1Q FY2026/6	FY2026/6	1Q FY2027/6	1Q FY2027/6 (Consolidated)
Current liabilities	9,487	15,253	12,886	12,882
Accounts payable-trade	1,298	270	427	429
Short-term borrowings	4,500	7,500	7,500	7,500
Current portion of long-term borrowings	1,695	5,732	2,247	2,247
Accrued income taxes	161	319	307	287
Consumption tax payable	0	0	244	244
Other	1,832	1,431	2,159	2,174
Long-term liabilities	14,077	9,946	12,113	12,116
Long-term borrowings	13,313	8,026	10,116	10,116
Deferred tax liabilities	556	1,691	1,642	1,640
Other	207	227	354	359
Total liabilities	23,565	25,200	25,000	24,999
Net assets	15,518	19,420	18,443	18,207
Total liabilities and net assets	39,084	44,620	43,443	43,207

*1 The increase in investments and other assets is due to an increase in investment securities.

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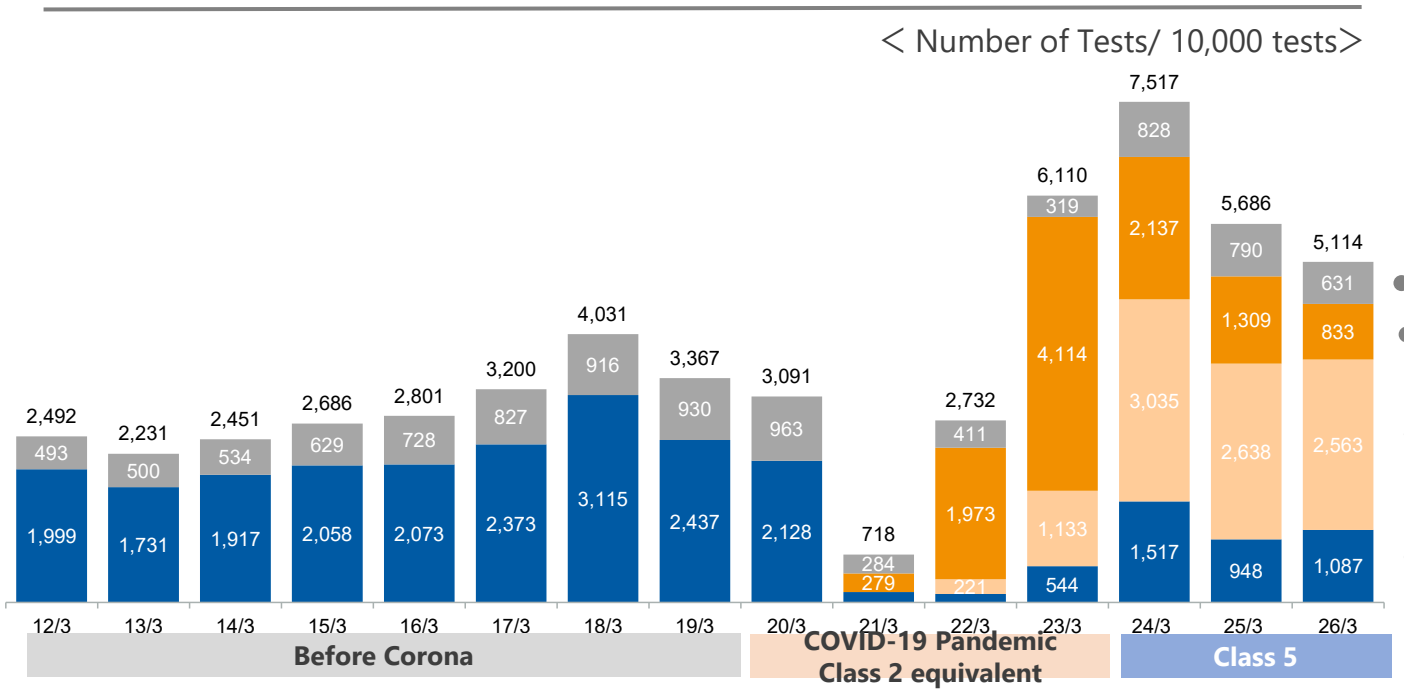
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Domestic Antigen Testing Market for Medical Institutions Expanded through COVID-19 Pandemic

- **Prior to the COVID-19 pandemic, the market size for antigen test kits for medical institutions in Japan remained at around 30 million tests annually, primarily driven by influenza testing.**
- **Following the pandemic, the adoption of COVID-19 single-use tests and combo tests has become established, resulting in a significant expansion of the market to approximately 75 million tests in FY ending March 2024.In FY ending March 2026, while the volume of COVID-19 single-use tests declined, the proportion of combo tests exceeded 50%.**

Domestic infectious disease antigen testing market for medical Institutions (related to TAUNS)*1



Our view of future market trends

Other infectious diseases

✓ Already recovered to pre-Corona levels and expected to continue

COVID-19

✓ **Continued high demand, but some combo shift**

COVID-19/influenza combo

✓ **Very high demand due to the convenience of simultaneous inspections**

influenza

✓ **Already recovered to pre-Corona levels, but some moved to combo**

Insurance points*2 (revised June 2026) >> ■COVID-19 **150 points** ■COVID-19/influenza combo **225 points** ■Influenza **132 points** ■Others*3*4

Sources: IQVIA (market size); MHLW, "7th NDB Open Data" (number of insurance points))

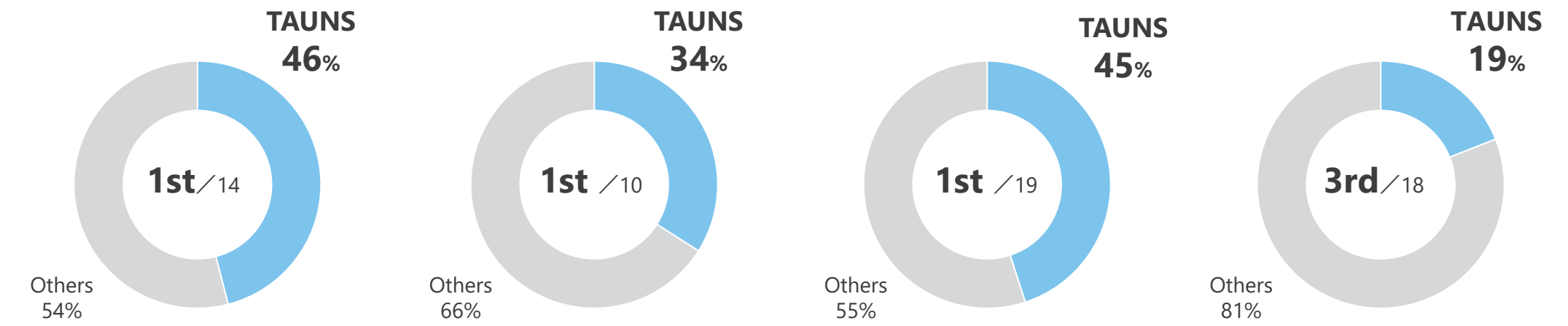
*1 : Copyright © 2026 IQVIA. In-house calculation based on the period of JPM April 2011 to March 2026). Reprinted with permission. Figures for fiscal years ending March 2023, March 2024, March 2025 and March 2026 exclude pharmacy sales.
*2: Insurance points for COVID-19, the COVID-19/Influenza combo, and Influenza have remained unchanged since the revision in June 2024. Other diseases are the insurance points as of June 2026, the latest period of NDB open data.
*3: Breakdown of Others （insurance points in parentheses): RS virus (138 points), adenovirus (179 → 174 points), streptococcus (121 points), mycoplasma (FA method 170 points / immunochromatography 148 points), human metapneumovirus (142 → 141 points)
*4: Data from FY 2017/3 onward for mycoplasmas and FY 2013/3 onward for human metapneumovirus.

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High Market Share and Room for Expansion

- **The Company maintained its leading market share position in influenza, adenovirus, and COVID-19 test kits.**
- **The Company expects to expand its market share in the Influenza/COVID-19 combo test kits market through ImunoAce SARS-CoV-2/Flu II, launched on September 17, 2026.**

Share of the domestic market for antigen test kits for medical institutions for major respiratory infections*1



*1：Copyright © 2026 IQVIA. In-house calculation based on the period of JPM (July 2026 - September 2026) to confirm the Company's share for the 1Q of FY2027. Reprinted with permission. All rights reserved.
Share is calculated as the ratio of the Company's number of inspections during the relevant period divided by the overall number of inspections during the relevant period.

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Earnings Forecast

- **FY2027 full-year consolidated earnings forecast unchanged from the forecast announced on August 13, 2026.**
- **FY2027 sales expected to increase, supported by the launch of ImunoAce SARS-CoV-2/Flu II.**

  (Note: FY2026 extraordinary income included a government subsidy of ¥4,363 million.)

(Millions of yen)	FY 2026/6 non-Consolidated Forecast	FY 2026/6 non-Consolidated Actual	FY 2027/6 Consolidated Forecast	*Margin*
Net sales	15,048	14,369	16,730	-
Operating income	4,368	4,200	4,374	*26.1%*
Ordinary income	4,127	3,952	4,026	*24.1%*
Net income	5,692	5,495	2,965	*17.7%*

The Company's earnings forecast is based primarily on the following assumptions:

- ✓ Market share expansion driven by the launch of ImunoAce SARS-CoV-2/Flu II
- ✓ A modest decline in selling prices based on historical trends
- ✓ Higher depreciation expenses associated with the full-scale operation of the Fujisan Mishima Factory and rising personnel expenses.

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Progress of operating results

- **Net sales for the first quarter of FY2027 achieved 21.6% of the full-year forecast, representing an improvement from the previous fiscal year.**

(Millions of yen)	FY2026/6 (non-Consolidated)			FY2027/6 (Consolidated)		
	Full Year Results	1Q Results	*Progress*	Full Year Forecast	1Q Results	*Progress*
Net sales	14,369	2,368	*16.5%*	16,730	3,621	*21.6%*
Operating income	4,200	547	*13.0%*	4,374	925	*21.1%*
Ordinary income	3,952	505	*12.8%*	4,026	844	*21.0%*
Net income	5,495	357	*6.5%*	2,965	576	*19.4%*

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Shareholder Return Information

- **Introduced a progressive dividend policy with a minimum annual dividend of ¥28 per share from FY2026.**
- **Raised the minimum annual dividend under the progressive dividend policy to ¥29 per share for FY2027-FY2031, further enhancing shareholder returns.**

(Yen)	Interim dividend	Year-end dividend	Annual dividend	Remarks
FY 2024/6	6.00	21.75*1	27.75*1	Special dividend of 11.10 yen per share to commemorate listing on the Tokyo Stock Exchange Standard Market
FY 2025/6	6.00	22.00*2	28.00*2	Special anniversary dividend of 10.00 yen per share will be paid at the end of the FY to celebrate the 10th anniversary of the Company's establishment.
FY 2026/6	14.00	14.00	28.00	Introduce a progressive dividend starting at 28.00 yen
FY 2027/6 (Forecast)	14.50	14.50	29.00	Raised the starting annual dividend under the progressive dividend policy for FY2027-FY2031 to ¥29.00 per share.

*1: 11.10 yen is included as a commemorative dividend for the new listing.
*2: 10.00 yen (planned) is included as a commemorative dividend for the 10th anniversary of the Company's establishment.

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Evaluation Elements of Antigen Test Kits

- **The main evaluation factors for antigen test kits are as follows. Our company has established a competitive advantage in terms of testing accuracy and other factors.**

Accuracy (Sensitivity・Specificity)

・Sensitivity (percentage of positive cases that are correctly identified as positive)

・Specificity (percentage of negative cases that are correctly identified as negative)

・Sensitivity and specificity are trade-offs, and it is difficult to achieve both at high levels, but we have been able to do so with our unique technology.

Cost (product price)

・Set the suggested retail price (disclosed by each company) within medical fee points

・The actual market price (not disclosed by each company) is the list price minus discounts to wholesalers, etc.

・Example: For a COVID-19 single-use test kit with a medical fee point value of 150 points (equivalent to 1,500 yen), our suggested retail price 1,400 yen per test.

Testing time

・Although it varies depending on manufacturer/product, antigen tests generally produce results faster than PCR tests.

・Our influenza test kit takes 5 minutes, our COVID-19 single-use test kit takes 10 minutes, improved combo test kit launched in Septenber 2026 takes a 10 minutes time to result.

Length of validity

・We are designing formulations that will enable long-term storage, taking into account aging deterioration.

・For our products, the influenza test kit is 27 months, the COVID-19 single-use test kit is 18 months, and improved combo test kit launched in September 2026 is 22 months.

Sample types

・The main types of samples are nasopharyngeal swabs, nasal swabs, and throat swabs

.・The accuracy of the test and the invasiveness (burden on the patient) vary depending on type of sample. There is a tendency for high test accuracy and low invasiveness to be trade-offs.

Simplicity of procedure

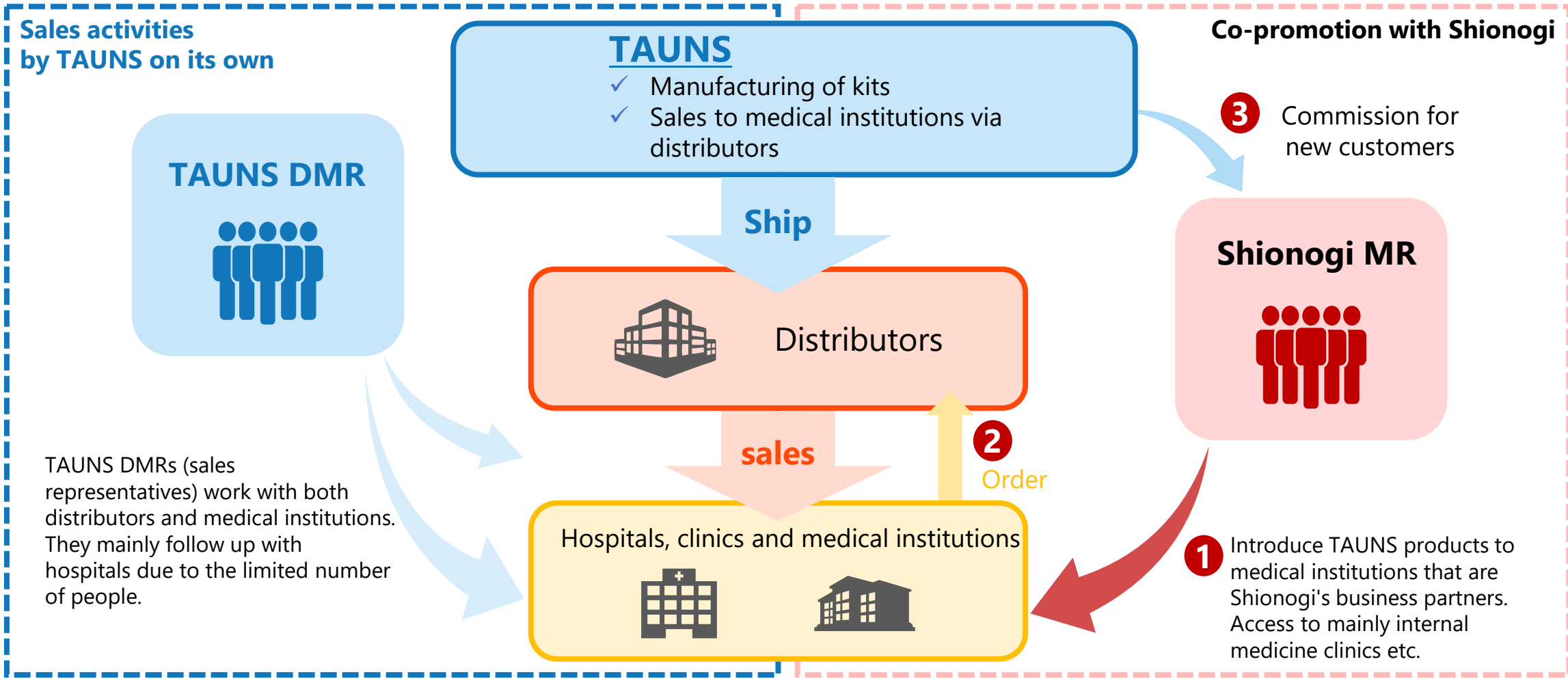
・The ability to perform tests easily, even by technicians who are not highly skilled, is particularly important in clinics.

・Antigen tests generally require fewer steps than PCR tests and are a simple testing method, visible to the eye .

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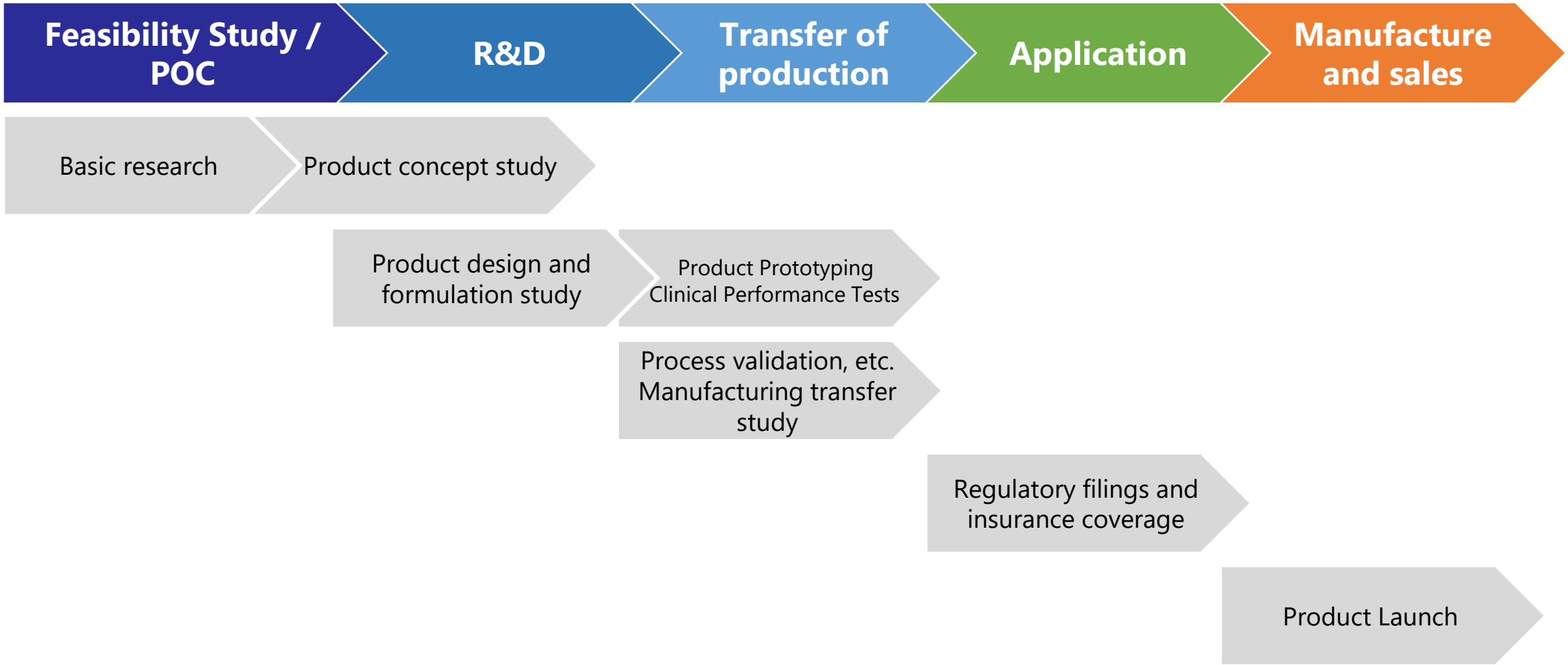
Our Distribution and Collaboration with Shionogi

- **Shionogi introduces our products to medical institutions and contributes to raising awareness of them.**
- **Medical institutions place orders for our products with wholesalers, and TAUNS pays Shionogi a commission commensurate with its contribution.**



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Product Launch Process

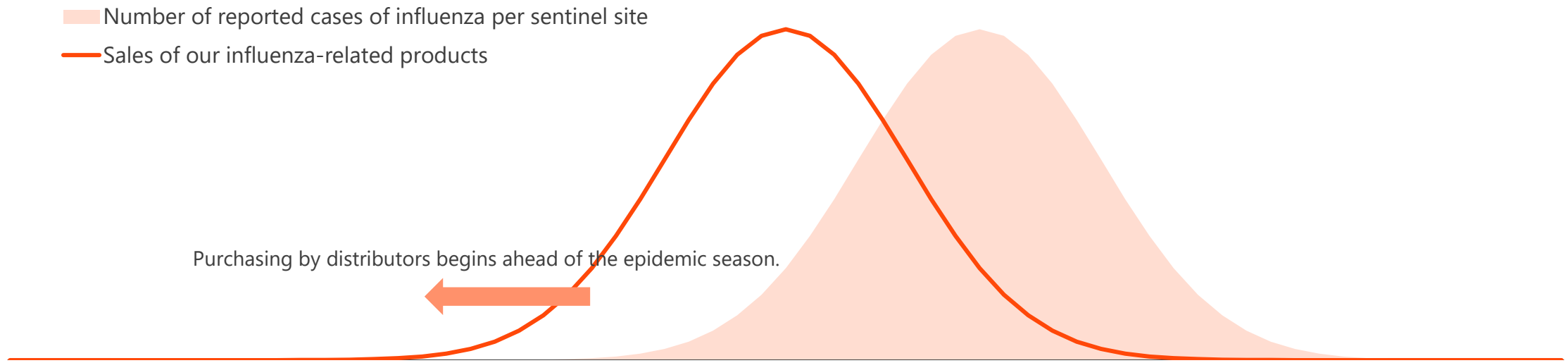


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Epidemic Period of Infectious Diseases and Our Revenue (Image)

- **For seasonal infectious diseases such as influenza, distributors tend to peak their purchases (≒recorded as sales by the Company) ahead of the peak of the epidemic.**
- **Seasonal respiratory infections can occur at different times of the year, and our income peaks at different times depending on the timing of the epidemic.**

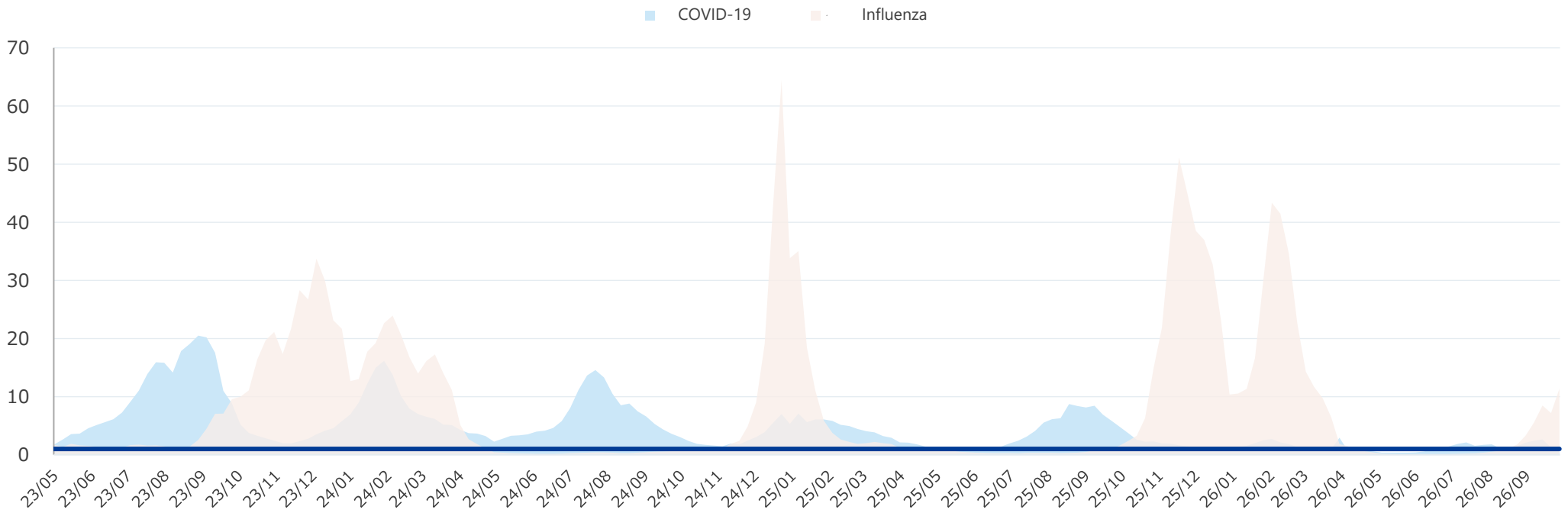
Infectious Disease Epidemic Periods and Our Revenue (Image Chart)



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COVID-19 and Influenza Trends

- **In the first quarter, COVID-19 activity remained subdued, while influenza season began earlier than usual, with outbreaks observed from late August.**



COVID-19 infection category: Class 5

1.0

Influenza "epidemic season" guidelines

（Source： Ministry of Health, Labour and Welfare, “Outbreak of COVID-19" and "Press release on influenza".

*: Number of reports per sentinel sites is the weekly number of patient reports from all fixed-point medical institutions divided by the number of sentinel sites and is the average weekly number of infected patients reported per medical institution. Showing the number of reports per sentinel sites nationwide.

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