



EIKEN CHEMICAL CO.,LTD.

Financial Results for Q2 FY2026

(April 1, 2026 to September 30, 2026)

EIKEN CHEMICAL CO., LTD. (Code: 4549)

October 29, 2026

Key Message Today

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Financial Highlights

- Net sales increased, while profit declined.
- Net sales exceeded the first-half budget, while profit fell short of the target.
- Profit declined due to the absence of prior-year one-off gains (patent royalty income and subsidiary stake sale gains)

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Performance by Product Category and Region

- **Product Trends** : Growth led by Fecal immunochemical tests products (FIT) and medical devices. Molecular diagnostics posted strong overseas growth, but overall sales declined due to domestic infectious disease trends and the absence of prior-year patent royalty income.
- **Regional Trends** : Sales increased mainly driven by FIT and TB molecular diagnostics (TB-LAMP) in EMEA. Sales increased in Japan. Sales declined in Americas due to manual FIT business withdrawal

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Profitability Enhancement and Growth Strategy

- Enhancing ROIC through portfolio optimization, cost control, and CCC improvement
- Launching new products in line with the development pipeline, including the OC-SENSOR R70 and LZ Test-FER II
- Strengthening sales and supply capabilities through partnerships with TAUNS and Kyokuto Pharmaceutical
- Leveraging changes in colorectal cancer (CRC) screening guidelines as a growth opportunity, assessing business impact, and advancing growth initiatives.

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Maintaining and Enhancing Shareholder Returns

- The shareholder return policy maintained.
- New shareholder benefit program introduced to expand the base of long-term individual shareholders.

Agenda

1. Financial Results for Q2 FY2026
2. Initiatives to Improve ROIC
3. Progress of the Development Pipeline
4. Topics

Financial Results for Q2 FY2026

Performance for Q2 FY2026

	Q2 FY2025 Results	Q2 FY2026 Results	Amount of Change	Percentage of Change (%)	Millions of yen	
					FY2026 Forecast Amount	Progress Rate (%)
Net Sales	20,430	21,388	957	4.7	42,000	50.9
Cost of Sales	12,059	13,298	1,239	10.3	25,650	51.8
Gross Profit	8,371	8,089	(281)	(3.4)	16,350	49.5
SG&A Expenses	6,642	6,502	(140)	(2.1)	13,280	49.0
Operating Profit	1,729	1,587	(141)	(8.2)	3,070	51.7
Ordinary Profit	1,730	1,616	(113)	(6.6)	2,900	55.7
Net Income	2,979	1,125	(1,854)	(62.2)	2,070	54.4

【Factors Driving Sales Growth】

- Strong growth in overseas sales of FIT and TB-LAMP, as well as domestic medical devices

【Factors Behind Profit Decline】

- Absence of prior-year patent royalty income and changes in sales mix

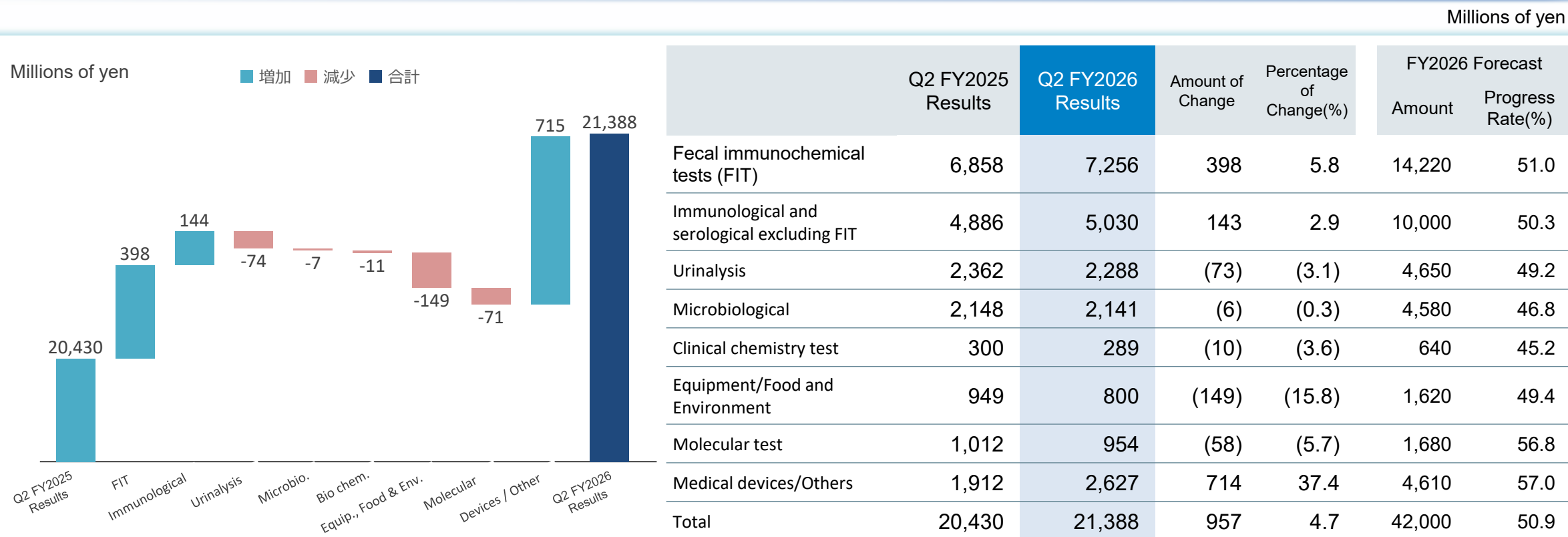
【Factors Behind Net Profit Decline】

- Absence of prior-year gain (approx. ¥1.9bn) from the sale of interests in a consolidated subsidiary

- **Net Sales:** Growth in overseas FIT/TB-LAMP and domestic medical devices
Operating Profit: Absence of prior-year patent royalty income and sales mix changes
Net Profit: Absence of prior-year gain on sale of consolidated subsidiary (approx. ¥1.9bn)

	Q2 FY2025 Results	Q2 FY2026 Results	FY2026 Forecast
R&D expenses	1,875	1,720	3,600
Capital investment	2,872	266	2,318
Depreciation expenses	1,146	1,222	2,654

Sales by Segment



- **FIT:** Growth in domestic and overseas sales (+¥141M and +¥257M, respectively).
- **Immunology:** Progress in integrated sales initiatives centered on AIA-CL products distributed from Tosoh.
- **Equipment/Food and Environment:** Portfolio rationalization through streamlining certain low-profit products.
- **Molecular test:** Decline in sales despite growth in TB-LAMP for Africa, due to absence of one-time patent royalty income in prior-year period and domestic infectious disease trends.
- **Medical Devices:** Growth driven by bundled sales and instrument replacements.

Sales by Region

	Q2 FY2025 Results	Q2 FY2026 Results	Amount of Change	Percentage of Change (%)	Millions of yen	
					FY2026 Forecast Amount	Progress Rate (%)
Domestic Sales	14,981	15,251	269	1.8	30,210	50.5
Overseas Sales	5,449	6,137	688	12.6	11,790	52.1
Overseas Sales Ratio	26.7%	28.7%	—	—	28.1%	—
Total	20,430	21,388	957	4.7	42,000	50.9
Americas	1,216	1,080	(135)	(11.1)	2,560	42.2
EMEA	2,109	2,928	818	38.8	5,160	56.7
APAC	2,123	2,128	4	0.2	4,070	52.3

■ Japan

- Growth in FIT, immunology, and medical devices
- Decline in Molecular test

■ Americas

- FIT: Withdrawal from low-margin manual testing products

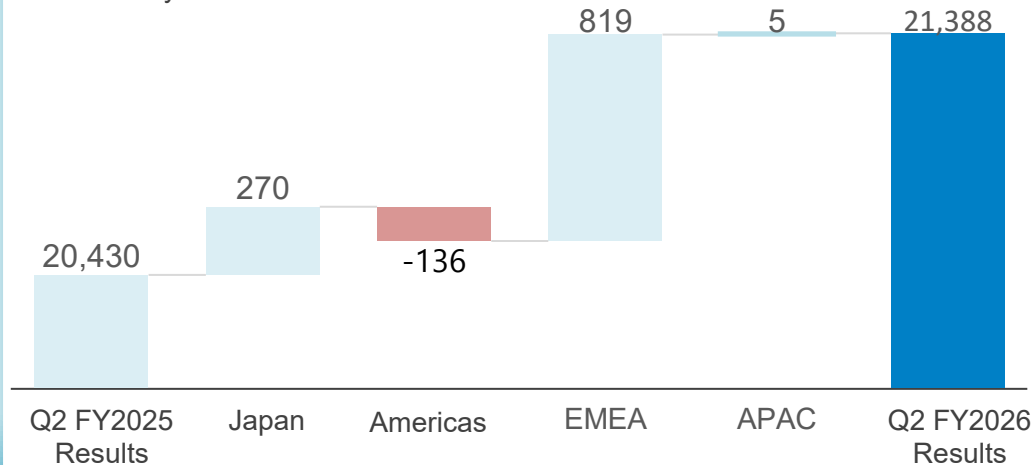
■ EMEA

- FIT
Italy: Growth driven by a major contract win
Portugal: Growth following the award of a national screening tender
- TB-LAMP: Sales growth in Africa

■ APAC

- FIT
Australia: Demand growth from expanded screening eligibility

Millions of yen



▶ Americas

North America and Central & South America

▶ EMEA

Europe, Africa, the Middle East and Russia
[TB-LAMP sales for developing countries are included in the EMEA region.]

▶ APAC

Asia and Oceania
[All sales of urinalysis test reagents (partnership with Sysmex) overseas are included in the APAC region.]

Initiatives to Improve ROIC

Advance portfolio transformation and alliances to strengthen profitability and improve capital efficiency

Profit decreased in 1H FY2026. Initiatives to enhance earnings power continue.

Focus Area	Strategy under Management Plan 2030	Progress in 1H FY2026
Focusing on Core and High-Profit Products	Expand sales of high-margin products and launch new products. Focus R&D resources on highly profitable and high-growth projects.	Launched the OC Sensor R70 and FER II immunoassay reagent. FIT sales increased 5.8% YoY.
Streamlining Low-Profit Products Group	Review the product portfolio and allocate management resources to core, profitable, and growth products.	Rationalized certain low-profit products in the Equipment/Food and Environment business. Exited manual FIT products in the Americas.
Strengthening Business Foundation and Earnings Power Through Alliances	Strengthened sales and production capabilities through alliances .	Strengthened POCT sales in clinics through collaboration with TAUNS. Reached an agreement with Kyokuto Pharmaceutical for manufacturing and sales collaboration in the culture media business.
Improving CCC	Faster collection of receivables. Enhanced demand forecasting and inventory optimization.	CCC improved year-on-year, mainly driven by a shorter inventory turnover period.

FY2030 Targets: Operating Margin $\geq 14\%$, ROIC $\geq 10\%$, CCC ≤ 85 days

Progress of Development Pipeline (As of October 29, 2026) – by development phase –

	Principle confirmation	Definition of required specifications, basic design	Design, development, prototype, examination, validation	Application	Launched
Cancer		FIT next-generation reagent			New Analyzer for FIT (OC-SENSOR R70)
	FIT+ (protein biomarker, etc.)	FIT+ (nucleic acid biomarker)		Latex turbidimetric immunoassay Hematopoietic malignancy	
	Helicobacter pylori antigen in stool : gastric cancer	MINtS : colorectal cancer	MINtS : lung cancer (CDx-8) Expansion of coverage		
	Elastase in stool : pancreatic cancer				Latex turbidimetric immunoassay Malignancies/ Serum iron
Infectious disease		POCT respiratory infection RSV/hMPV combo test kit			
	TB-LAMP: Expansion of specimen types	POCT sexually transmitted Infections	TB-LAMP drug-resistant tuberculosis (POCT ; RUO reagent)		
Healthcare and others		Latex turbidimetric immunoassay Dementia risk prediction		Approval Obtained	Latex turbidimetric immunoassay Anemia/ Serum iron
	Dysbiosis assessment using stool sampling bottles			Latex turbidimetric immunoassay cardiovascular disease	
	POCT presymptomatic check	Veterinary POCT (U.S.) Inflammation marker (SAA)			
	Urinalysis test strip (self-care)	Depression risk check		Saliva Hb periodontal disease test (application of Urinalysis test strip)	
	Healthcare application platform				

Topics

New Product Launches and Lineup Expansion

OC-SENSOR R70

FIT Analyzer



Launch Schedule

Japan: Aug. 27, 2026

Overseas: Sequential launch from Sept. 2026 (EU and other markets)

Key Features

- Enhanced capacity for high-volume sample processing
- Flexible testing operations with simultaneous measurement of up to three parameters
- Improved data stability with a refrigerated reagent storage function
- Reduced operational issues through enhanced automation features

Objective: Strengthen competitive advantage through analyzer renewal and accelerate the capture of colorectal cancer screening demand in Japan and overseas.

LZ test 'EIKEN' FER II

Latex Agglutination Ferritin Assay for Serum and Plasma



Launch Schedule

Japan: Jul. 31, 2026

Key Features

- Lower retest rates to meet market needs
- Improved test result accuracy through compliance with the latest WHO reference standard

Objective: Strengthen market competitiveness and establish the LZ series as a core product line

LZ test 'EIKEN' NT-proBNP

**Approved and
Launching Soon**

Heart Failure Biomarker / NT-proBNP Assay for Serum and Plasma

Strengthening domestic sales channels and supply framework through partnerships

Advancing a Key Strategy of “Management Plan 2030” to Strengthen Domestic Business Profitability Through Strategic Partnerships



TAUNS

Sales Alliance for POCT Products
(Agreement signed on July 30, 2026)

Objective

Strengthen sales in the domestic clinic market

Expected Benefit

Expand the adoption of POCT products by leveraging TAUNS' sales network

Collaboration Structure

Eiken supplies the products; TAUNS handles sales

Products Covered

Three products, including Immunocatch® Adeno/Strep A

- Simultaneous detection of two infectious diseases with a single sample
- Results available in approximately. 5 minutes



Currently Available

Marketed in Japan through TAUNS



Kyokuto Pharmaceutical

Manufacturing and Sales Alliance for Culture Media Products
(Agreement signed on September 30, 2026)

Objective

Establish a sustainable supply chain for culture media products

Expected Benefit

Enhance supply stability and improve operational efficiency

Collaboration Structure

- Leverage each company's manufacturing expertise and sales network
- Joint sales of Eiken's powdered culture media and selected ready-to-use culture media products from Kyokuto Pharmaceutical



Launch Scheduled for Spring 2027

First wave: approximately 25 culture media products

CRC Screening Guideline Revisions and Our Growth Strategy

Viewing the guideline revisions as a growth opportunity, assessing business impact ahead of implementation in April 2027, and advancing initiatives to drive future growth.

Key Changes to the MHLW Guidelines

October 7, 2026

Notification of guideline revisions to local governments

Transition from Two-Sample to One-Sample FIT Screening

Objective Increase participation rates in CRC screening
Effective Date April 1, 2027

Eligible age:	40 years and older (unchanged)
Screening frequency:	Once per year (unchanged)
Test items:	Questionnaire and FIT (unchanged)

Our Growth Strategy

1. Raising Awareness to Encourage CRC Screening

Widely communicating the importance of CRC screening and contributing to higher participation rates.

2. Expanding Screening Options Through Mail-Based Testing

Leveraging the improved Hb stability of our sampling buffer solution to facilitate the use of mail-based testing alongside conventional screening methods.

3. Improving Testing Efficiency and Expanding Domestic Sales with the OC-Sensor R70

Reducing workload at testing sites through enhanced functionality and operability while promoting broader adoption in the domestic market.

New Opportunities for Sampling Bottles

Explore potential applications of our sampling bottles for salivary Hb testing in conjunction with government-promoted dental health screening programs.

Introducing a Shareholder Benefit Program to Expand Long-Term Individual Shareholders

Maintaining a total payout ratio of 50% or higher, we aim to enhance investment appeal and expand our shareholder base.

Total Payout Ratio

50% or higher

Promote sustainable profit returns with a target total payout ratio of 50% or higher.



Introduction of Shareholder Benefit Program

(Approved by the Board of Directors on July 30, 2026)

Share Ownership Period	QUO Card Pay
3 years or more but less than 5 years	¥2,000
5 years or more but less than 10 years	¥3,000
10 years or more	¥5,000

- Eligible Shareholders: Shareholders who continuously hold 500 or more shares as of March 31 each year for at least three years.
- Initial Record Date: March 31, 2027
(Benefits are scheduled to be delivered together with the Notice of Convocation of the Annual General Meeting of Shareholders.)

Strengthening Management and Enhancing Corporate Reputation

Accelerated decision-making through the CxO structure, while international contributions through LAMP technology and ESG performance continued to gain recognition.



Apr. 1, 2026

Introduction of a CxO Structure

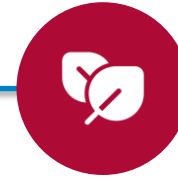
Established seven CxO roles (CEO, COO, CMSO, CTO, CPO, CFO, and CHRO) to enhance and accelerate management decision-making.



Apr. 24, 2026

Receives the 13th Zero Malaria Award

Recognized by Malaria No More Japan



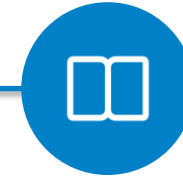
Jul. 24, 2026

Continued Inclusion in the FTSE JPX Blossom Japan Index

Continued inclusion in the FTSE Blossom Japan Sector Relative Index, recognizing the Company as an ESG leader within its sector.



FTSE JPX Blossom Japan Index



Aug. 31, 2026

Published the Integrated Report 2026

Disclosed our value creation initiatives and management strategy to investors



Saving Your Health



EIKEN CHEMICAL CO., LTD.

Forward-looking Statements

- This material contains forward-looking statements about EIKEN CHEMICAL CO., LTD. (EIKEN).
- These forward-looking statements are based on the current judgments and assumptions of EIKEN in light of the information currently available to it.
- Uncertainties inherent in such judgments and assumptions, the future course of our business operations and changes in operating environments both in Japan and overseas may cause our actual results, performance, achievements, or financial position to be materially different from any future results, performance, achievements or financial position either expressed or implied within these forward-looking statements.

Appendix

Consolidated Balance Sheet

Millions of yen

	As of Mar. 31, 2026	As of Sep. 30, 2026	Change		As of Mar. 31, 2026	As of Sep. 30, 2026	Change
Cash and deposits	10,943	12,644	1,700	Trade and other payables	7,460	8,963	1,502
Trade and other receivables	11,399	11,926	526	Other current liabilities	7,176	6,876	(298)
Other financial assets	0	0	0	Total current liabilities	14,636	15,840	1,204
Inventories	7,991	8,166	173	Bonds and borrowings	2,650	2,500	(150)
Other current assets	1,707	1,395	(308)	Other non-current liabilities	1,336	1,436	99
Total current assets	32,040	34,133	2,092	Total non-current liabilities	3,986	3,936	(50)
Property, plant and equipment	23,338	22,424	(913)	Total liabilities	18,622	19,776	1,153
Intangible assets	332	298	(33)	Share capital	6,897	6,897	0
Investments and other assets	6,945	7,167	221	Capital surplus	7,892	7,906	14
Total non-current assets	30,616	29,890	(725)	Retained earnings	30,884	31,054	169
Total assets	62,657	64,023	1,366	Treasury shares	(2,242)	(2,114)	127
				Accumulated other comprehensive income	513	484	(28)
				Share acquisition rights	89	18	(70)
				Total equity	44,034	44,247	212
				Total liabilities and equity	62,657	64,023	1,366

Consolidated Cash Flows

Operating Increase in trade payables ¥1,502 million, depreciation and amortization ¥1,225 million, profit before income taxes ¥1,617 million

Investing Net withdrawal of time deposits ¥1,700 million, purchase of property, plant and equipment ¥(549) million

Financing Cash dividends paid ¥(956) million, repayment of long-term borrowings ¥(150) million

Millions of yen

	FY2025	FY2026	Change
Operating CF	1,327	3,539	2,212
Investing CF	(152)	1,093	1,246
Financing CF	(2,282)	(1,132)	1,150
Cash and cash equivalents at end of period	6,533	11,444	4,910