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July 15, 2026

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Notice Concerning Update to Mid-Term Management Plan

We hereby announce that the Mid-Term Management Plan (for the period from the fiscal year ending June 2026 to the fiscal year ending June 2030), which was announced in August of last year, has been revised and updated to a new Mid-Term Management Plan covering the period from the fiscal year ending June 2027 to the fiscal year ending June 2031.

1. Update to the Mid-Term Management Plan

The Company announced its Mid-Term Management Plan in August 2025. In light of changes in the business environment and progress in the execution of its business strategy since then, the Company has formulated a new Mid-Term Management Plan covering the period from the fiscal year ending June 2027 through the fiscal year ending June 2031 (the “New Mid-Term Management Plan” or the “Plan”).

2. Key Strategic Initiatives and Outline of the New Mid-Term Management Plan

1. Reviewing market assumptions and rebuilding strategy in light of infectious-disease volatility
2. Expanding testing platforms and developing the Data & AI infrastructure
3. Concretizing our entry into chronic-disease areas
4. Presenting our cash allocation

3. Financial Targets

	Latest Earnings Forecast Fiscal Year Ending June 2026	Target for the Final Year of the New Mid-Term Management Plan
Net sales	¥15.0 billion	¥36.7 billion
Gross profit	¥9.3 billion	¥18.8 billion
Operating income	¥4.3 billion	¥11.8 billion
Net income	¥5.6 billion	¥7.9 billion

For more information, please refer to the attached document.



Mid-Term Management Plan FY 2027/6 – FY 2031/6

TAUNS Laboratories, Inc.
July 15, 2026

Background and Outline of the Mid-Term Management Plan Update



- In August 2025, we disclosed our Mid-Term Management Plan (the “Previous Plan”). Reflecting subsequent changes in the business environment and progress in our business strategy, we have formulated a new Mid-Term Management Plan (the “Current Plan”).
 - ① **Reviewing market assumptions and rebuilding strategy in light of infectious-disease volatility**
 - The FY 2026/6 forecast was revised down from the ¥20.7 billion net sales disclosed in August 2025 to ¥15.0 billion, mainly due to prolonged destocking in the market and an unexpectedly smaller COVID-19 outbreak.
 - Given infectious-disease volatility, this Plan reassesses the infectious-disease POCT market on a more conservative basis.
 - **We will strengthen antigen-test competitiveness and expand the lineup—led by share gains from the launch of an improved “ImmunoAce SARS-CoV-2/Flu” (“Combo II”); target Q1 FY 2027/6), a broader combo-test item lineup, and further performance improvements.**
 - We will introduce new POCT offerings such as ElectraDx and nodoca to drive steady growth in the infectious-disease POCT business.
 - ② **Expanding testing platforms and developing the Data & AI infrastructure**
 - Under the goal of building a mechanism that continuously creates next-generation testing technologies, we will add new testing platforms such as testing services and SaMD alongside our mainstay POCT, and develop the Data & AI infrastructure that supports their R&D.
 - ③ **Concretizing our entry into chronic-disease areas**
 - Since the Previous Plan, our relationships with alliance partners have deepened and expanded—beginning with our entry into the SaMD business by making CLAIRVO Technologies, Inc. (“CLAIRVO”) a wholly owned subsidiary. Reflecting this, we set out the alliance strategy and sales plan for entering chronic-disease areas, including heart disease (CLAIRVO et al.), cancer (Craif et al.), dementia (Splink), and diabetes (Provigate).
 - ④ **Presenting our cash allocation**
 - Since the Previous Plan, major growth investments—such as the Fujisan Mishima Factory and investments in partners—have largely run their course. Accordingly, we present the direction for using the free cash flow generated during the Plan period (targeting ¥38.5 billion over five years), including shareholder returns.

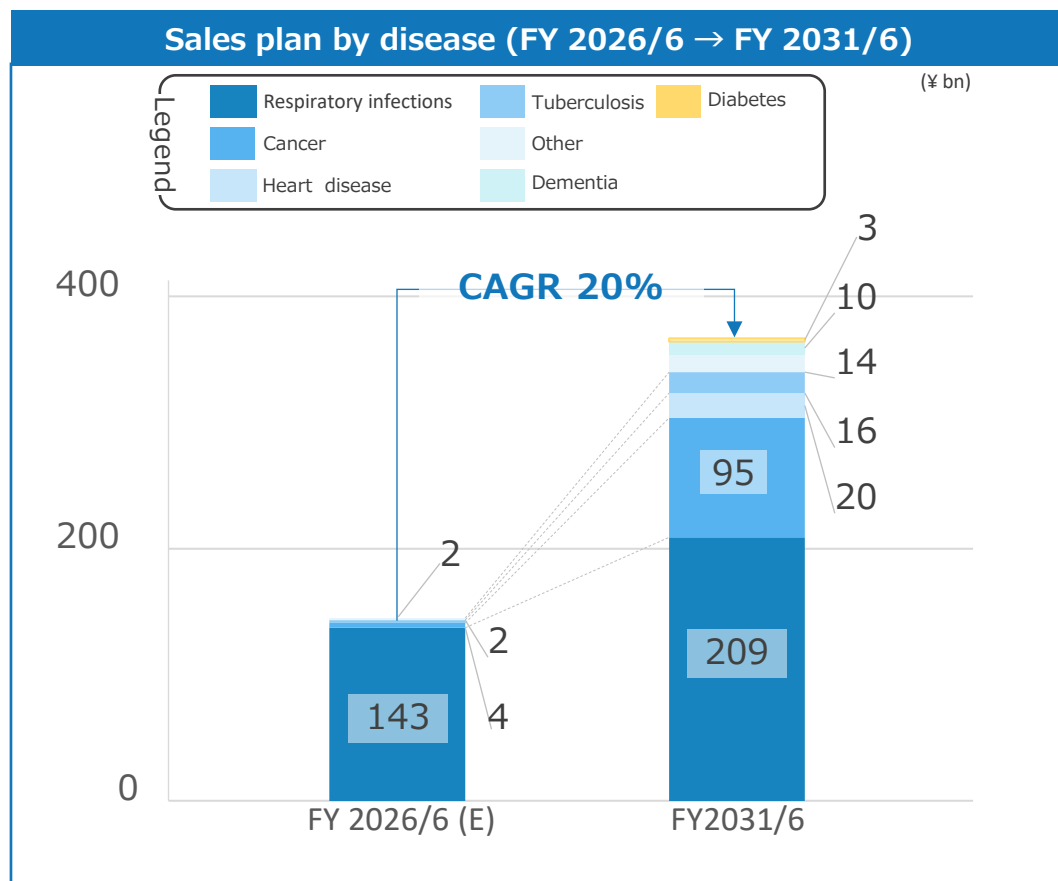
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Overview

At a glance

- In FY 2031/6, the final year of the Plan, we aim to achieve net sales of ¥36.7 billion and operating income of ¥11.8 billion.
- In addition to sales growth from higher respiratory-infection POCT share, we will grow in chronic-disease areas such as cancer.
- We aim to move to the Prime Market during the Plan period.



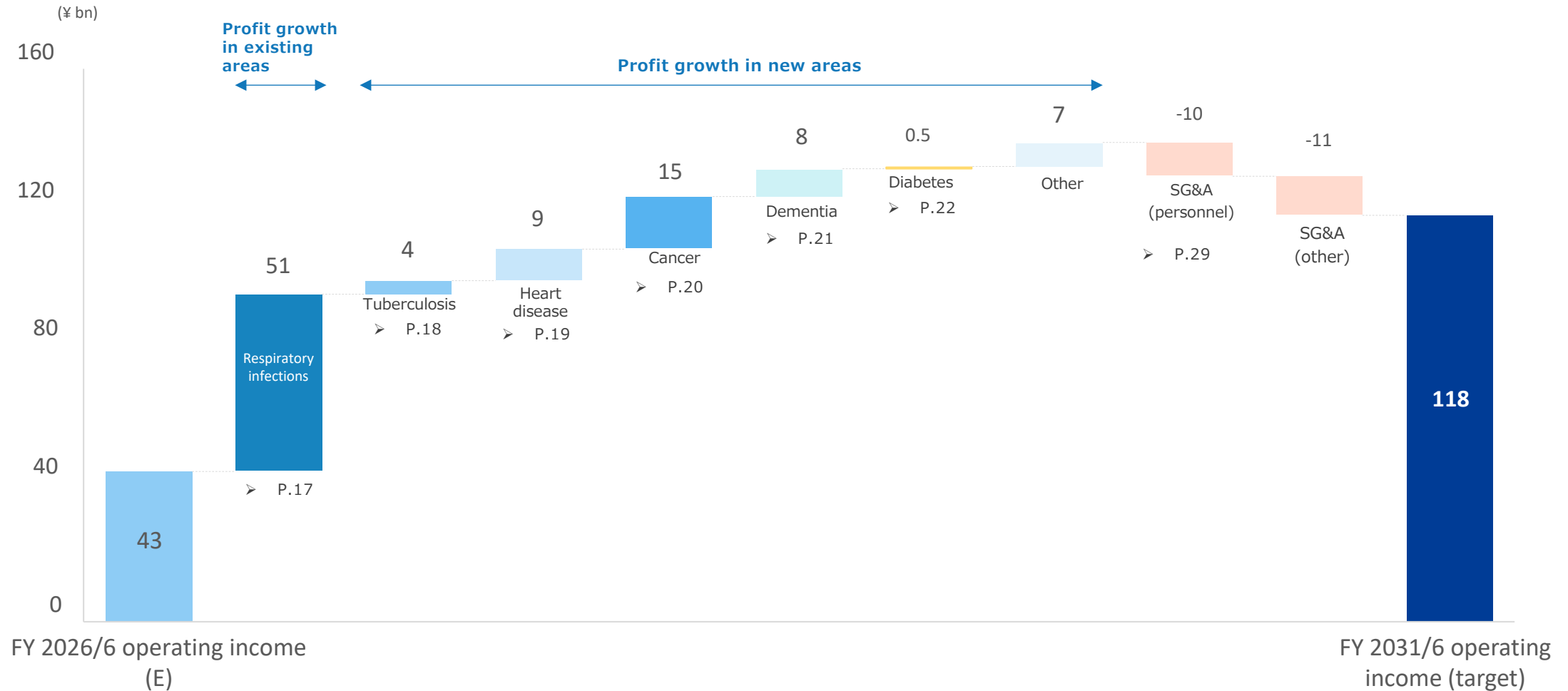
Key financial items (FY 2026/6 → FY 2031/6)		
	Recent performance FY 2026/6	Mid-term plan target FY 2031/6
Net sales	¥15.0 bn	¥36.7 bn
Gross profit	¥9.3 bn	¥18.8 bn
Operating income	¥4.3 bn	¥11.8 bn
Operating income margin	29%	32%
EBITDA	¥5.3 bn	¥13.6 bn
Net income	¥5.6 bn ¹⁾	¥7.9 bn
ROE	31%	32~52% ²⁾

1) FY 2026/6 records subsidies (e.g., the subsidy program to promote domestic investment for supply-chain resilience) in extraordinary income.

2) Shareholder returns (dividends, share buybacks, etc.) are assumed under multiple cases during the Plan period; accordingly, FY 2031/6 ROE is presented as a range.

Factors for Operating Income Increase/Decrease from FY 2026/6 to FY 2031/6

- Beyond growth in respiratory-infection POCT, we aim to grow profit by launching new areas such as heart disease, cancer, and dementia.
- We will pursue productivity initiatives such as AIX to balance growth with cost efficiency.



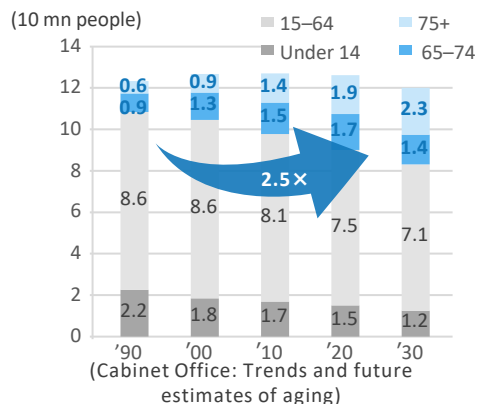
Vision in Mid-term Management Plan

Vision for the Mid-Term Management Plan: Solving social issues with diagnostic technology, data, and AI

- While new medical technologies such as cell therapy are being adopted for the growing number of chronic-disease patients driven by aging, medical resources—starting with specialists—are becoming increasingly strained.
- To make effective use of limited medical resources, the role of diagnostic technologies is becoming ever more important.
- By appropriately combining testing platforms such as POCT, testing services, and SaMD, TAUNS aims to help optimize diagnostic workflows across society—including hospitals, clinics, home care, and healthcare services.
- **By combining diagnostic technologies with data and AI, we will build a mechanism that continuously creates next-generation testing technologies to support diagnostic workflows.**

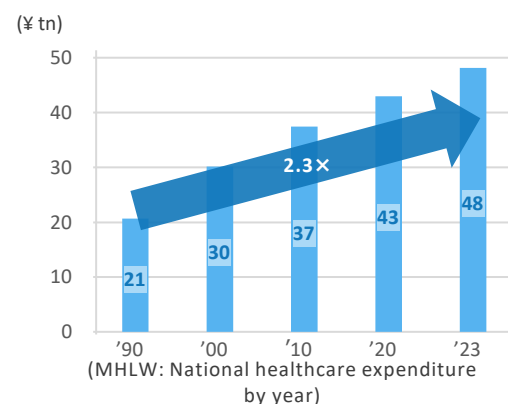
Accelerating aging

Population aged 65+ has grown about 2.5× over 40 years



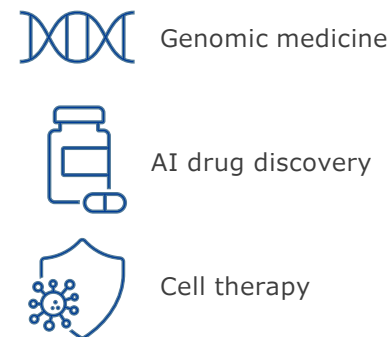
Rising national healthcare expenditure

About 2.3× over 30 years



Advances in medical technology

New medicine emerging from technological innovation



Social implementation of AI

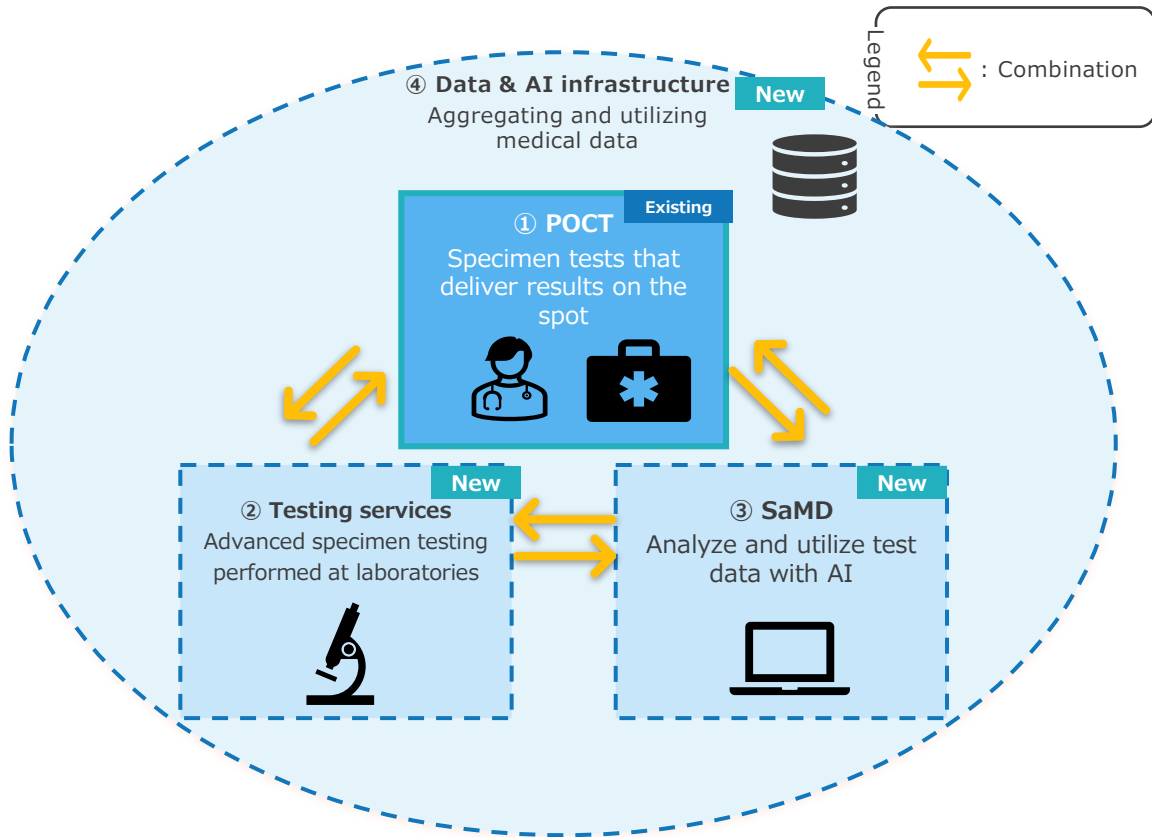
The AI transformation (AIX) is accelerating globally

- Establishing mechanisms to aggregate and utilize medical data
- Updating diagnostic workflows through diagnostic technology × AI

Expanding Testing Platforms and Developing the Data & AI Infrastructure

- In addition to POCT, we introduce new testing platforms such as testing services and SaMD, and develop the Data & AI infrastructure that supports R&D.
- By linking TAUNS's core specimen testing with the Data & AI infrastructure, we aim to expand our business domains and build a sustainable competitive advantage.

Illustrative image: creating next-generation testing technologies
 Develop and operate next-generation testing technologies by combining testing platforms



Combination pattern	Direction of next-generation testing tech
① POCT × ③ SaMD	AI analysis of data obtained from POCT • nodoca (minimally invasive infectious-disease diagnosis via AI analysis of pharyngeal images) • Dementia POCT (high-accuracy dementia screening combining cognitive-function AI and a blood-marker POCT) P.17 P.21
② Testing services × ③ SaMD	AI analysis of data obtained from testing services • Pancreatic-cancer SaMD (under development by Craif; detects urinary miRNA by NGS and analyzes it with AI to screen for pancreatic cancer) P.20
Data & AI infrastructure	Aggregation of usable medical data and an AI operating environment • Bank biobank samples, medical imaging data, EHR etc. in a readily usable form • Build the operating environment for data use, including computing resources and algorithms P.15

Key Business Domains



- In the “respiratory infection × screening” business, we aim for steady sales growth by strengthening product and sales capabilities.
- We will enter chronic-disease areas with new testing technologies, building an earnings base resilient to infectious-disease volatility.

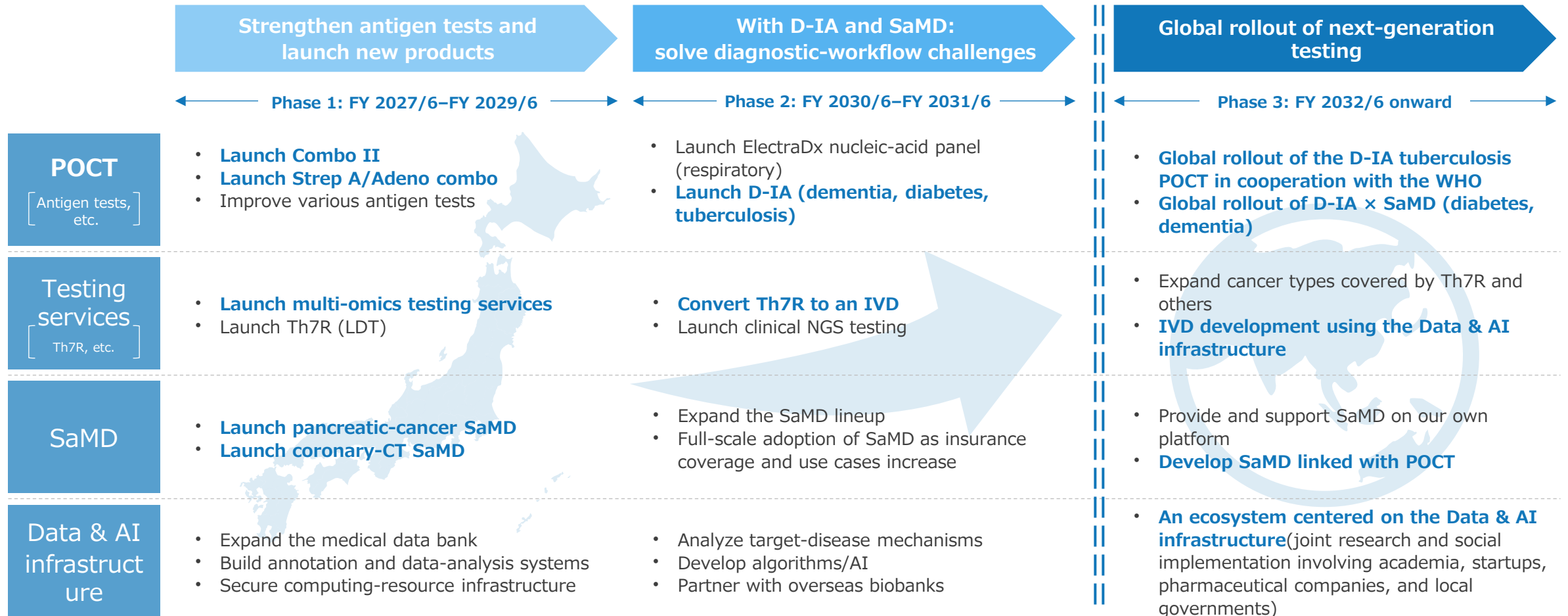
Legend	 : Existing areas
	 : New areas of entry (Phase 1)
	 : New areas of entry (Phase 2)

		Before onset	After onset of disease		Before treatment	After treatment	
		Risk assessment	Screening	Definitive diagnosis	Treatment planning	Monitoring	SOM
Infectious disease	Respiratory infections		Antigen testing nodoca	ElectraDx			¥22.7 bn (Japan)
	Tuberculosis		D-IA	D-IA		D-IA	¥9.3 bn (incl. overseas)
Chronic disease	Heart disease		ElectraDx	SaMD (medical imaging)	SaMD (medical imaging)		¥3.5 bn (Japan)
	Cancer	Testing services (miRNA)	SaMD (miRNA)	SaMD (medical imaging)	Testing services (Th7R)	Testing services (Th7R)	¥21.0 bn (Japan)
	Dementia		D-IA		D-IA		¥12.6 bn (Japan)
	Diabetes					D-IA	¥43.0 bn (incl. overseas)

Note: SaMD = Software as a Medical Device; standalone software used as a medical device for medical purposes.

Long-Term Timeline

- Grow sales by strengthening antigen tests; launch new products such as testing services and SaMD — Phase 1
- Launch the next-generation POCT digital immunoassay (D-IA); combine with SaMD to solve diagnostic-workflow challenges — Phase 2
- Roll out D-IA globally to achieve further growth — Phase 3 (beyond the Plan period)



Testing Platform Strategy

- We aim for steady growth of our mainstay antigen tests by strengthening the lineup.
- By introducing ElectraDx, nodoca, and the digital immunoassay (D-IA), we solve challenges in clinical practice.

Role and challenges of POCT

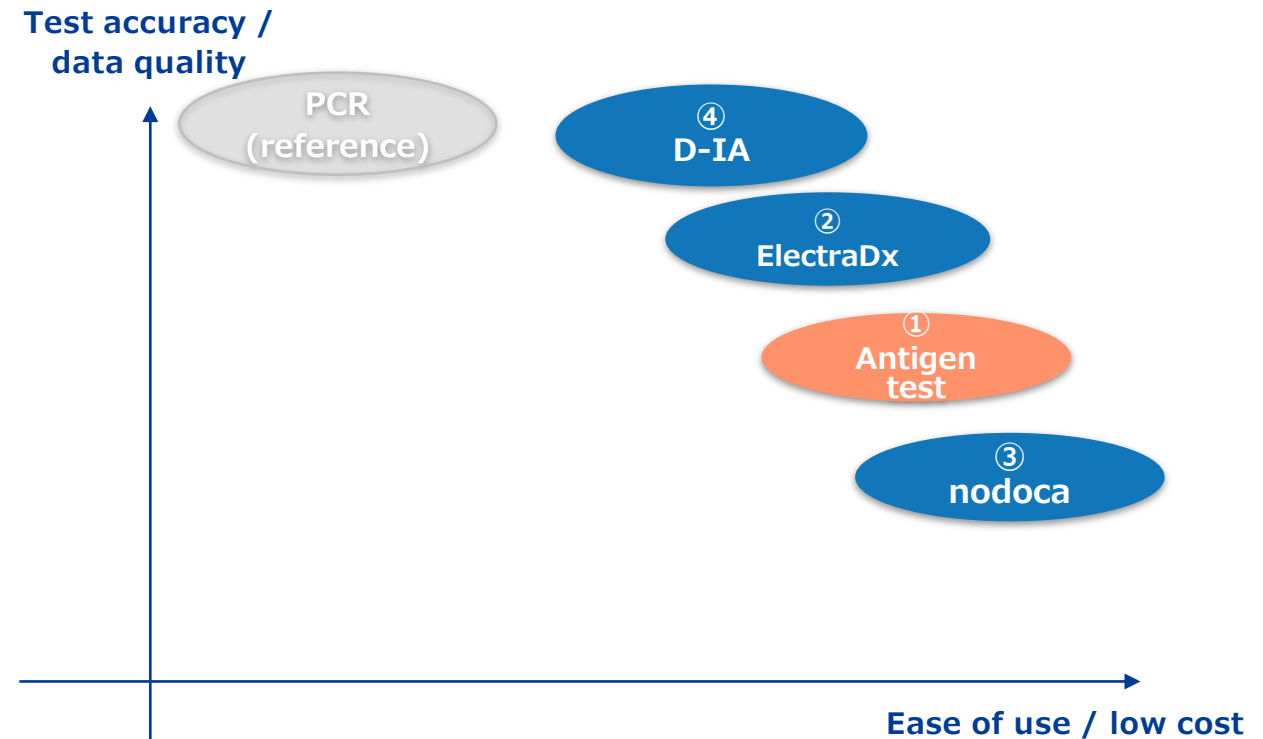
- POCT delivers results on the spot, supporting appropriate treatment decisions
- Conventional POCT has limits in data accuracy and quality, while outsourcing to laboratories entails long TAT¹⁾ and cost constraints.
- Insufficient accuracy causing false negatives/positives increases patient burden through retesting.
- During outbreaks, test volumes rise and burden healthcare workers.

TAUNS's POCT strategy

- ① Keep simple, rapid **antigen tests** as the core of our POCT strategy, and raise share by strengthening the lineup starting with Combo II.
- ② Introduce **ElectraDx**'s infectious-disease nucleic-acid panel, reducing missed cases and retests through higher accuracy and simultaneous multiplex testing.
- ③ Introduce minimally invasive infectious-disease testing with **nodoca** (pharyngeal-image AI).
- ④ Enable high-accuracy quantitative biomarker testing with **D-IA**, aiming to establish on-the-spot diagnostic workflows without outsourcing. We are developing it for dementia and diabetes, and also use it in tuberculosis monitoring tests

Illustrative positioning of TAUNS's POCT technologies

Solving clinical challenges with four types of POCT



1) TAT: Turn Around Time — time from test receipt to reporting

Testing Services Strategy

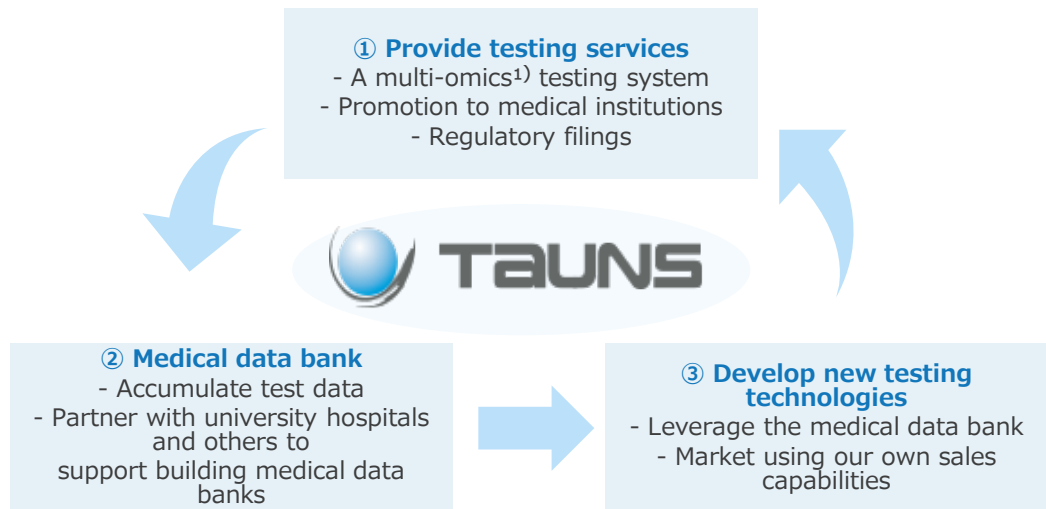


- Introduce cutting-edge instruments at the TAUNS laboratory and provide multi-omics¹⁾ testing services.
- Partner with university hospitals, health-screening providers, and local governments to support building and operating medical data banks.

Background of entry into testing services

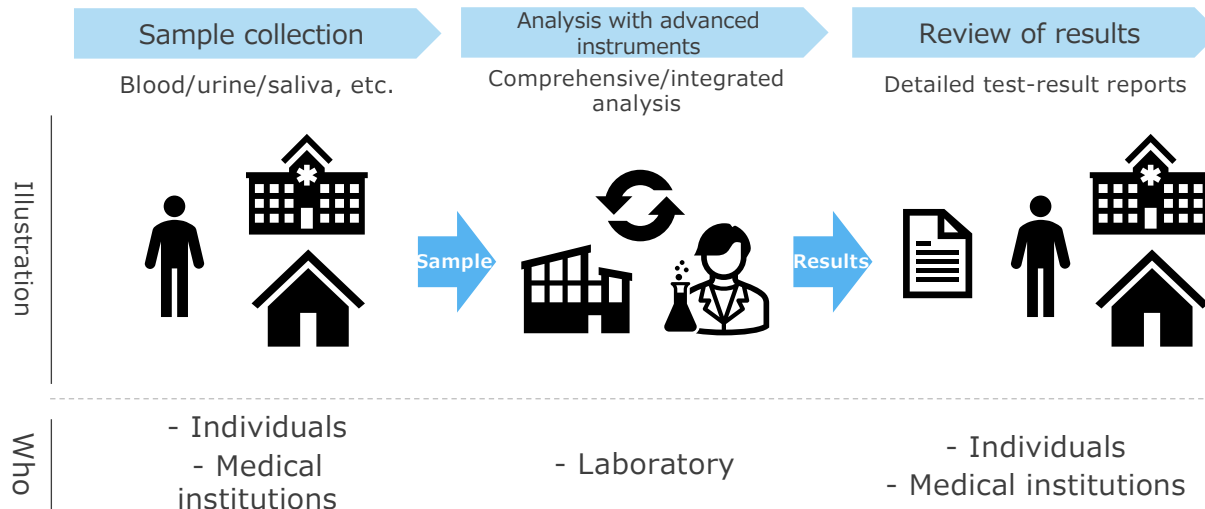
- With the spread of next-generation sequencing (NGS) and advances in AI, next-generation testing-service products such as Craif’s “miSignal” are emerging.
- Many next-generation testing services products are mainly B2C and have not spread to medical institutions
- Collecting usable medical data is key to developing new testing technologies.

TAUNS’s testing services strategy



1) Multi-omics: comprehensive analysis of biological data such as genes, RNA, proteins, and the epigenome
 2) See P.41 (Appendix) for details on testing-service products
 3) NGS: Next Generation Sequencing — technology that analyzes large volumes of DNA/RNA sequences in parallel
 4) FCM: flow cytometry — measuring surface/internal features of cells in a flow channel
 5) ICI: immune checkpoint inhibitor — a drug that releases immune brakes to enhance the immune response against cancer cells

What is testing services?



Examples of testing services products 2)

Name	Target disease	Features
miSignal (Craif)	Cancer (risk assessment)	High-accuracy cancer screening by NGS ³⁾ (urine sample)
Th7R	Cancer (treatment planning)	ICI ⁵⁾ efficacy prediction by FCM ⁴⁾ (whole-blood sample)

- We obtained exclusive domestic sales rights to Craif’s “pancreatic-cancer SaMD” (under development), aiming to spread early pancreatic-cancer testing at clinics and other institutions.
- We launched the Device Solutions Strategy Division to run the SaMD business and drive the fusion of POCT and SaMD.

Background of entry into SaMD

- The use of medical AI/SaMD is rapidly expanding for early detection, diagnostic support, and workflow efficiency
- Many innovative SaMDs are being developed, but track record, quality assurance, and operational support are essential for confident adoption
- Leveraging the medical-institution relationships and trust built in our POCT business, we lead the validation and adoption of SaMD

TAUNS’s SaMD strategy

① Roll out SaMD to medical institutions

- Promote pancreatic-cancer SaMD and coronary-CT SaMD through TAUNS’s sales capabilities
- Build a track record with flagship SaMDs to drive adoption of other SaMDs



Core of the SaMD business (subsidiary)

② POCT × SaMD

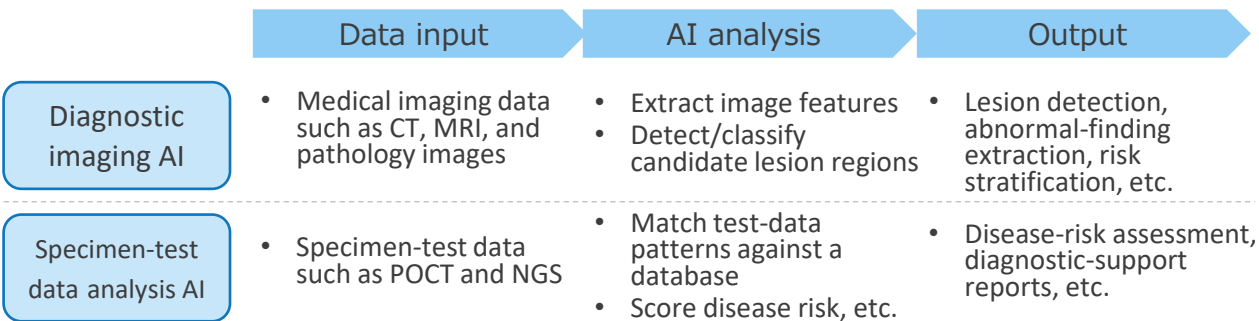
- Build optimal diagnostic workflows combining POCT such as D-IA with SaMD (including combined regulatory filings)

③ Imaging core-lab business

- Use SaMD expertise and medical-image datasets to offer medical-image analysis services to pharmaceutical companies

What is SaMD?

Software as a medical device that analyzes medical data with AI, etc. to support medical decisions



Examples of SaMD products ¹⁾

Name	Target disease	Features
Pancreatic-cancer SaMD (Craif)	Pancreatic cancer (screening)	Early detection of pancreatic cancer, including stage 1, from a urine sample
Coronary-CT SaMD	Heart disease (treatment planning)	Integrated assessment of “morphology × plaque × hemodynamics” via minimally invasive coronary CT, reducing diagnostic use of invasive cardiac catheterization

1) See P.41 (Appendix) for details on SaMD products

Developing the Data & AI Infrastructure

- Build an end-to-end system spanning computing resources, data banks, and algorithms/AI, and use it for next-generation IVD/SaMD development.
- Build an ecosystem involving academia, startups, pharmaceutical companies, and local governments as a base that continuously creates new technologies.

Layers of the Data & AI infrastructure

Purpose of use

Initiatives & partners

Products

IVD/SaMD

- POCT, testing services, medical-device software




- Implement new markers as IVDs
- Develop new SaMD
- Diagnosis via IVD × SaMD
- workflow optimization

- New markers from biobank research used for next-generation IVD development
- **Leverage CLAIRVO's¹⁾ SaMD know-how**

Algorithms/AI

- Disease-mechanism analysis via data/models (early diagnosis, severity/treatment-effect/prognosis prediction, etc.)




- Analyze disease mechanisms
- Discover/evaluate new markers
- Apply to SaMD

- **Disease analysis and algorithm/AI development with EMCH²⁾ and Callisto³⁾**

Wet/dry data bank

- Biobank (stored samples)
- Medical images / clinical information / molecular data




- Use for in-house R&D
- Provide data to startups
- Support external sales of stored samples and data
- Imaging core-lab business

- Support biobank construction (partnering with university hospitals, local governments, EMCH, and others)
- Collect RWD such as medical images and EHR; develop datasets in partnership with Callisto

Computing resources

- Data centers, analysis environments, secure computing infrastructure




- Use for in-house R&D
- Provide computing resources to startups
- Monetize via offtake agreements

- Secure efficient, safe computing resources by partnering with data-center operators

1) CLAIRVO: CLAIRVO Technologies, Inc.

2) EMCH: EMC Healthcare, Inc.

3) Callisto: Callisto, Inc.

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Disease- Specific Strategy

Respiratory Infectious Disease Strategy



Target

Capture 40%+ domestic market share in major respiratory-infection POCT



FY 2031/6 target sales (Japan) : ¥20.2 bn
SOM (Japan) : ¥22.7 bn

Current issues

Clinical issues

1. Insufficient antigen-test accuracy can miss positive patients or lead to retesting
2. Healthcare workers' workload rises during outbreaks
3. Invasive swab sampling burdens patients

TAUNS' s issues

1. Delayed Combo II rollout could slow share gains
2. Responding to price competition
3. Need for simple, high-accuracy POCT for the next pandemic

Business policy

Initiatives

- **Expand share via the launch of Combo II and the Strep A/Adeno combo**
- Improve price competitiveness through cost reduction
- Improve competitiveness through antigen-test enhancements
- Introduce the ElectraDx nucleic-acid panel
- Introduce nodoca (minimally invasive pharyngeal-image AI test)
- Strengthen the sales structure (see P.26)

Outlook

- **Q1 FY 2027/6 (target): launch Combo II**
- FY 2027/6: begin handling nodoca
- **FY 2029/6: launch Strep A/Adeno combo**
- FY 2030/6: launch ElectraDx nucleic-acid panel
- Launch improved versions of each antigen test

Target

Obtain WHO prequalification for the D-IA tuberculosis POCT and expand globally

FY 2031/6 target sales (incl. overseas) : ¥1.6 bn
SOM (incl. overseas) : ¥9.3 bn

Current issues

Clinical issues

1. Over 10 million people are infected with tuberculosis worldwide each year; multidrug-resistant tuberculosis is also a major challenge
2. Adopting short-course regimens requires quickly assessing treatment effect and resistance, yet monitoring currently relies on culture testing with a 1–6 week TAT
3. Nucleic-acid tests, increasingly used for definitive diagnosis, are ill-suited for monitoring (e.g., they may score dead bacteria as positive)

- TAUNS' s issues
1. Capilia TB-Neo (confirmatory diagnosis for culture-positive samples) is increasingly being replaced by nucleic-acid tests

Business policy

Initiatives

1. Introduce the D-IA tuberculosis POCT, which detects live-bacteria antigens rapidly (within 1.5 h) at sensitivity close to culture testing, establishing a new monitoring workflow to replace culture testing
2. Cover screening, definitive diagnosis, and monitoring end-to-end
3. Aim to obtain WHO prequalification to rapidly expand the D-IA tuberculosis POCT globally after launch

Outlook

- **FY 2031/6:**
 - Launch D-IA tuberculosis POCT
 - Obtain WHO prequalification

Target

Using POCT and SaMD, establish a minimally invasive, efficient heart-disease risk-stratification workflow for the heart-failure pandemic era

FY 2031/6 target sales (Japan) : ¥1.9 bn
SOM (Japan) : ¥3.5 bn

Current issues

Clinical issues

1. Aging increases heart-disease patients, straining cardiology resources (the “heart-failure pandemic”)
2. Cardiac catheterization is the mainstream for risk stratification but is invasive and time-consuming
3. Coronary-CT image-analysis workflows vary by facility; shortening lead time to diagnosis and building consistent data operations are challenges

Business policy

Initiatives

- **The coronary-CT SaMD supports minimally invasive, rapid risk stratification and treatment planning while accommodating each institution’s data-handling policy (e.g., on-site servers)**
- Progressively expand cardiovascular-CT SaMDs available on a common platform to advance diagnostic workflows across the cardiovascular area, centered on the coronary arteries
- Speed up initial risk assessment of chest-pain patients with ElectraDx (NT-proBNP/troponin)

Outlook

- **FY 2027/6:**
 - **Launch coronary-CT SaMD**
 - Establish reference sites
- FY 2028/6: launch ElectraDx NT-proBNP
- FY 2029/6: launch ElectraDx troponin
- Progressively launch cardiovascular-CT SaMDs

Target

- Establish an early pancreatic-cancer diagnostic workflow
- Offer products covering cancer from risk assessment to monitoring



FY 2031/6 target sales (Japan) : ¥8.6 bn
SOM (Japan) : ¥21.0 bn

Current issues

Clinical issues

1. High-risk groups for pancreatic cancer (e.g., diabetics) are growing, but there is no decisive means of early detection
2. Immune checkpoint inhibitors (ICIs) have a response rate of about 10–30%; identifying responders is a challenge
3. Preoperative ICI testing relies on highly invasive cytology
4. Higher-resolution, higher-volume radiology images increase the burden on reading physicians

Business policy

Initiatives

- Exclusively sell Craif's pancreatic-cancer SaMD (under development) in Japan, targeting high-risk groups such as diabetic patients and expanding to clinics and other institutions with major drug wholesalers
- Launch Th7R (a minimally invasive whole-blood preoperative test assessing ICI response rates) and partner with major laboratories
- Launch lung- and breast-cancer SaMDs (image-diagnosis support AI) to improve reading accuracy and diagnostic efficiency
- Begin offering miSignal to medical institutions

Outlook

- FY 2027/6: begin handling miSignal
 - Launch lung-cancer SaMD
- **FY 2028/6: begin handling pancreatic-cancer SaMD**
 - **Launch Th7R (LDT)**
 - Launch breast-cancer SaMD
- FY 2031/6: convert Th7R to an IVD (for lung cancer)

Target

Link the D-IA dementia POCT with cognitive-function AI to support screening and triage of dementia/MCI patients

FY 2031/6 target sales (Japan) : ¥1.0 bn
SOM (Japan) : ¥12.6 bn

Current issues

Clinical issues

1. Disease-modifying therapies (DMTs) such as lecanemab raise the importance of early diagnosis and intervention for dementia/mild cognitive impairment (MCI)
2. Dementia/MCI patients are increasing (an estimated 10M+ in Japan), while there are only about 2,000 dementia specialists—making proper screening and triage in clinics important
3. Existing dementia blood-marker tests (e.g., amyloid- β) are mainly advanced testing services intended for specialists and are little used in clinics

Business policy

Initiatives

- **Enable simple clinic-based measurement of dementia blood markers with the D-IA dementia POCT**
- **Link Splink's cognitive-function AI (CQ Test) with D-IA to enable dementia/MCI screening in clinics**
- Use CQ Test and D-IA to support triage of dementia/MCI patients in clinics (referral to specialists or continued on-site treatment)

Outlook

- **FY 2030/6: launch D-IA dementia POCT**
- Establish an optimal dementia diagnostic workflow combining the D-IA dementia POCT and cognitive-function AI; initially target memory clinics

Target

Link the D-IA diabetes POCT with a behavior-change app to support behavior change in diabetes patients



FY 2031/6 target sales (Japan) : ¥0.2 bn
SOM (incl. overseas) : ¥43.0 bn

Current issues

Clinical issues

1. Adult diabetes patients and pre-diabetics are estimated at about 1.2 billion¹⁾ globally and rising
2. Blood-glucose measurement helps management, but existing methods have the following issues
 - HbA1c is measured only at visits every 2–3 months and changes slowly—unsuited to responsively reflect glucose changes in daily life
 - Self-monitoring such as SMBG/CGM is largely reimbursed only for insulin-dependent patients, so the majority of insulin-independent patients do not self-monitor; blood-test invasiveness is also an issue

Business policy

Initiatives

- **Through the alliance with Provigate, develop a low-cost, minimally invasive D-IA diabetes POCT using salivary glycated albumin (GA, reflecting ~1 week of average blood glucose) as the indicator**
- Display weekly GA results (≈ the past week's average glucose) in a user app and link with a remote-support service to sustain behavior change for improving/maintaining glucose control
- Visualize GA data in a form easily shared by users, supporters, and healthcare providers

Outlook

- **FY 2031/6: launch D-IA diabetes POCT**

1) International Diabetes Federation(2024)

Key Development Pipeline by Disease



Disease	Products	Product overview	Launch / start-of-handling timing				
			FY 2027/6	FY 2028/6	FY 2029/6	FY 2030/6	FY 2031/6
Respiratory infections	nodoca (Aillis)	Respiratory-infection test via pharyngeal-image AI	○				
	Combo II	Simultaneous SARS-CoV-2/influenza test	○				
	Strep A/Adeno combo	Simultaneous GABHS/adenovirus test			○		
	ElectraDx nucleic-acid panel	High-accuracy respiratory-infection panel test				○	
Tuberculosis	D-IA tuberculosis POCT	Tuberculosis screening / definitive-diagnosis / monitoring test					○
Heart disease	ElectraDx NT-proBNP	Heart-disease marker test		○			
	ElectraDx troponin	Heart-disease marker test				○	
	Coronary-CT SaMD	Heart-disease treatment-planning support via image AI	○				
Cancer	Th7R/LDT	Cancer-treatment (ICI) efficacy-prediction test		○			
	Th7R/IVD	Cancer-treatment (ICI) efficacy-prediction test					○
	miSignal (Craif)	Urine-based cancer risk-assessment test	○				
	Pancreatic-cancer SaMD (under development by Craif)	Urine-based pancreatic-cancer screening test		○			
	Lung-cancer SaMD	Lung-cancer definitive-diagnosis support via image AI	○				
	Breast-cancer SaMD	Breast-cancer definitive-diagnosis support via image AI		○			
Dementia	D-IA dementia POCT	Dementia blood-marker test				○	
Diabetes	D-IA diabetes POCT	Diabetes saliva-marker test					○

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Key Initiatives to Realize the Vision

Production and Quality Strategy

Target

- ① FY 2031/6 production volume: 40%¹⁾+ increase vs. FY 2026/6
- ② FY 2031/6 production per capita²⁾: 50%+ increase vs. FY 2026/6
- ③ Strengthen quality management (prevent quality issues that could lead to product recalls)

1. Utilize production capacity

- Operating policy for production sites
 - Fujisan Mishima Factory (new): dedicated to antigen-test mass production
 - Kamishima Factory: launch of D-IA production lines, contract manufacturing, etc.
- Shorten production lead time
 - Respond flexibly to outbreak fluctuations while keeping inventory low



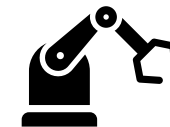
2. Improve productivity

- Continuously improve productivity through line efficiency/automation
- Reduce costs by insourcing outsourced processes
- Optimize production planning and streamline indirect work with AI



3. Strengthen the quality-management system

- Expand in-line inspection
- Reduce inspection man-hours through automation
- Real-time management of inspection data
- AI-based defect-precursor detection and early feedback on quality risks



1) FY 2031/6 production volume ÷ FY 2026/6 production volume

2) Production volume ÷ production-division headcount

Domestic Sales Strategy

Target

- ① FY 2031/6 domestic respiratory-infection POCT share: 40%+
- ② FY 2031/6 domestic sales in new areas: ¥13.0 billion+

1. Expand respiratory-infection POCT share

Internal measures

- Increase DMRs: from 34 to 50+
- Reorganization/redeployment: streamline indirect work and reorganize to make sales more efficient

External measures

- Wholesaler strategy: efficient supply via strategic inventory allocation and stronger presence within wholesalers
- Alliance strategy: expanded sales of TAUNS products via Shionogi and Roche



2. Secure sales in new areas

- Promotion of SaMD (CLAIRVO/Craif) to clinics by TAUNS DMRs
- Launch disease-dedicated teams for cancer/dementia/diabetes
- Partner with major drug wholesalers to spread SaMD
- Partner with major laboratories to spread Th7R



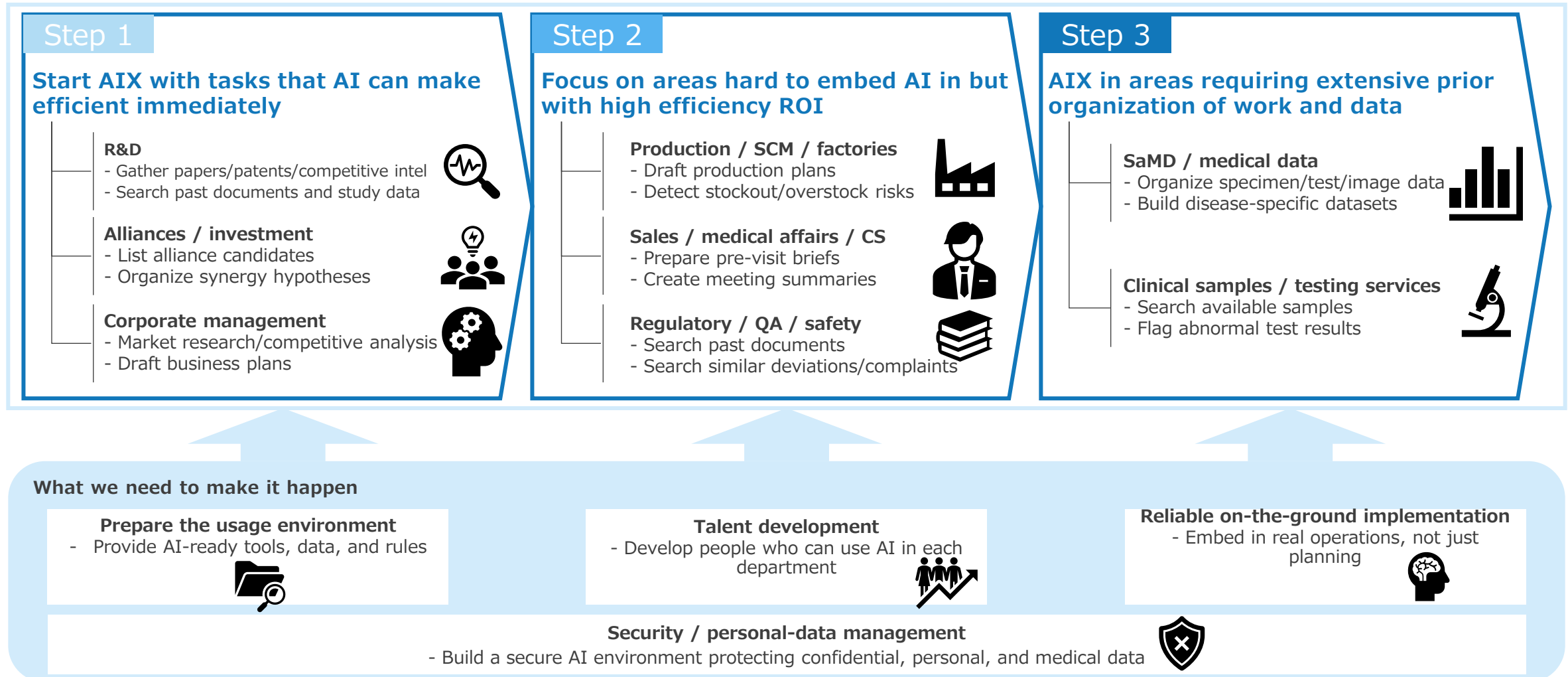
Target

- ① FY 2031/6 overseas sales: ¥2.5 billion+
- ② Build the structure for D-IA's global expansion, including WHO prequalification of the D-IA tuberculosis POCT

		Product	
		Existing	New
Market	Existing	Market penetration Grow antigen-test sales, mainly in Asia ➤ Raise adoption at public hospitals by introducing IC readers ➤ Expand the product lineup, e.g., Cov-2 kits	New-product launch New tuberculosis measures via D-IA and SaMD ➤ Strengthen UN cooperation toward WHO prequalification of the D-IA tuberculosis POCT ➤ Expand the tuberculosis imaging-diagnosis SaMD into Asia and Africa
	New	Market development Develop Latin American/African markets ➤ Recruit new distributors ➤ Supply intermediates to local manufacturers (antigen-test kits, lipase reagents, etc.)	New areas Global expansion of D-IA × chronic diseases ➤ Prepare overseas regulatory filings for the D-IA dementia and diabetes POCTs ➤ Prepare for North American entry

AIX (AI Transformation) Strategy

- Reallocate human resources to new businesses and high-value work through AI-driven productivity gains
- Clarify the purpose of AI use, design KPIs, and build evaluation systems



- By ① redeploying the human resources freed up by AIX to new businesses, we advance into new businesses while controlling headcount growth
- and by ② investing in individuals and ③ energizing the organization, we strengthen the foundation that supports growth

(Previous page) Work efficiency / freeing up human resources via AIX

Streamline routine/indirect work to free up resources for priority areas

- Streamline information gathering, document creation, and routine work
- Reduce hours spent on meetings, coordination, and information sharing
- Standardize processes and knowledge

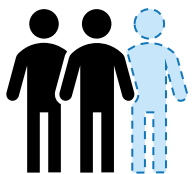


Effective use of human resources

① Redeploy talent to new businesses

Redeploy talent to new businesses and high-value work

- Redeploy talent to new businesses

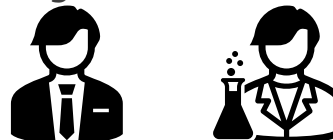


Focus on high-value work

② Invest in individuals

Investment in individuals, including AI adoption and reskilling

- Raise AI skills company-wide
- Reskilling for new businesses



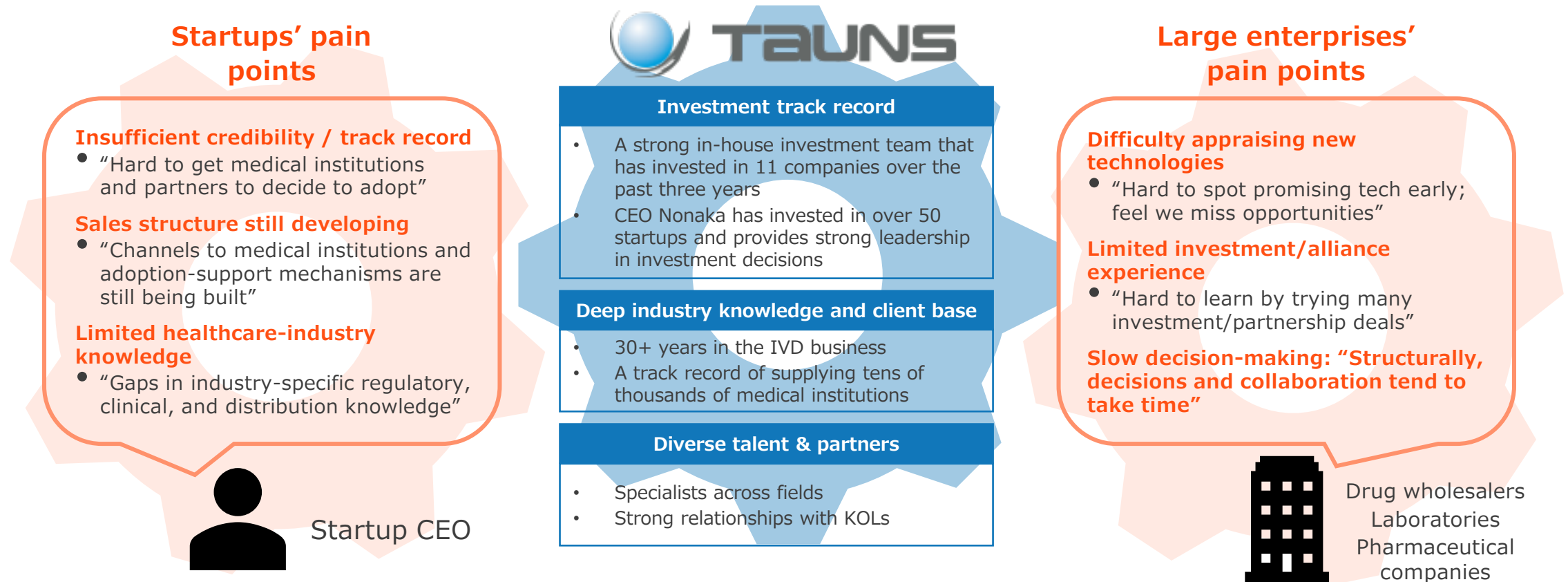
③ Energize the organization

Energize the organization through management reform

- Development/evaluation suited to new businesses
- Dialogue-oriented management
- Introduce diverse ways of working

Business Alliance Strategy

- TAUNS forms strategic alliances with startups and large enterprises to capture startups' innovation and growth
- As a hub between the two, TAUNS commits to commercializing advanced technologies and accelerates implementation and adoption at medical institutions



Investment Strategy

- Production capacity is secured with the Fujisan Mishima Factory in operation; going forward we will improve productivity and launch D-IA mass-production lines
- As strategic investment, we will make the equity investments needed to enter new areas and pursue company-wide productivity gains via AIX

Illustration	Main investments	Investment amount	Expected effects	
Production 	● Production-equipment renewal investment ● Productivity-improvement investment ● Set up D-IA mass-production capacity	¥2.9 bn	● Stable supply and higher per-capita productivity ● D-IA supply	
Development 	● Strengthen the R&D structure ● D-IA mass-production development investment ● Introduce advanced instruments at the laboratory	¥0.5 bn	● Stronger antigen-test competitiveness ● D-IA implementation ● Rollout of multi-omics testing services	
Strategic investment	AI 	● Redefine and implement all work processes assuming AI use ● Set KPIs/KGIs and run a monitor-and-improve loop to accelerate adoption	¥0.7 bn	● Accelerate new areas and global expansion while managing headcount growth ● Development of next-generation IVD/SaMD using data and AI
	Equity investment 	● Invest in Craif, Splink, Provigate, and Callisto (FY 2027/6) ● Investment to strengthen new areas ● Investment to expand overseas channels ● Consider M&A as needed	Up to ¥6.0 bn	● Growth in new areas ● Stronger global expansion

Sustainability Initiatives



Strengthening organization for promoting sustainability

Establishment of Sustainability Committee

- Establish a system for sharing and improving materiality across departments

Redefining and expanding materiality

- Incorporate “promotion of personalized medicine and predictive medicine” into materiality
- Advance research base and establish a sustainable data utilization system
- Promote an ecosystem that continuously advances medical technologies and products



Strategy and tactics development and execution

Designing KGI/KPIs aligned with materiality

- Establish a tracking system that aligns materiality and KPIs in each business area and reflects them in evaluations of departments

Responsibility for sustainable and stable supply

- More efficient supply system and BCP with new factory

Expansion of HR development and training programs

- Support the growth of “T-shaped human resources” who can respond to multiple areas, rather than “human resources specialized in a single area” in order to steadily execute strategies in a changing business environment

Enhancing sustainability through stakeholder feedback

- Medical-related companies, academic institutions, and capital alliance partners with whom we conduct joint research
- Institutional and individual investors
- Customers, suppliers
- External directors and auditors
- Outside experts with specialized knowledge

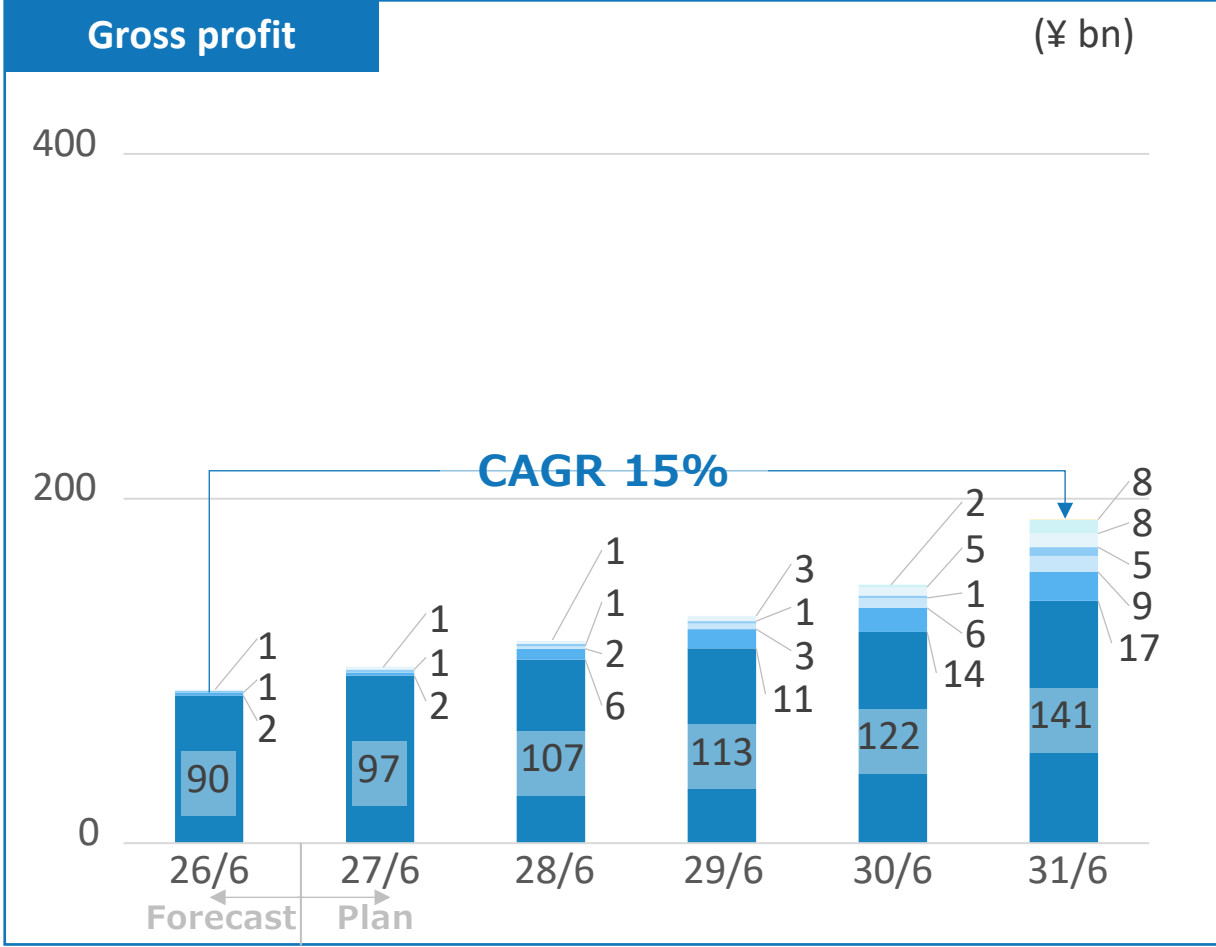
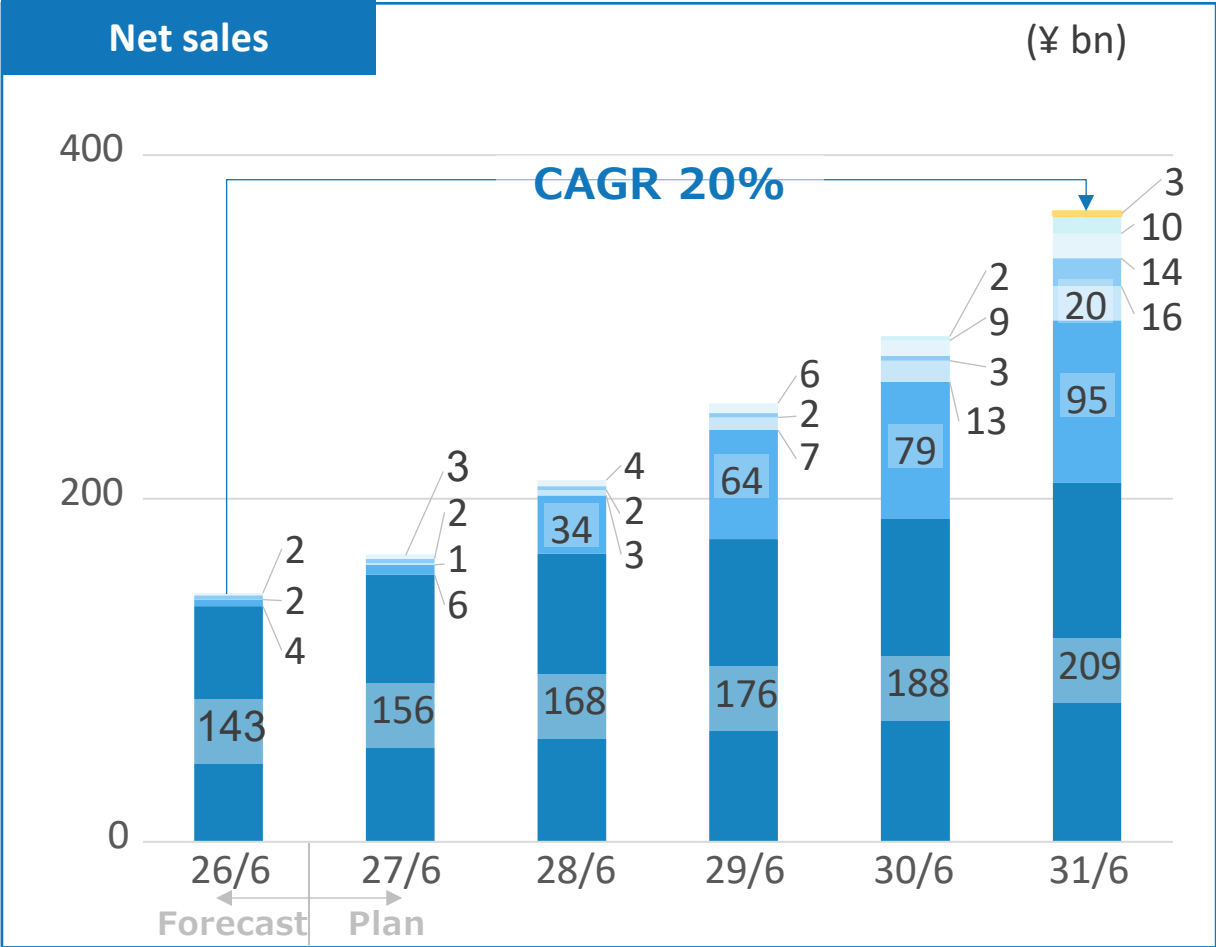
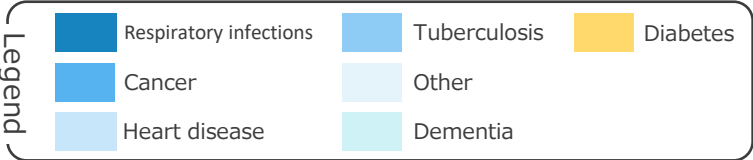


Financial Plan

Sales plan by disease

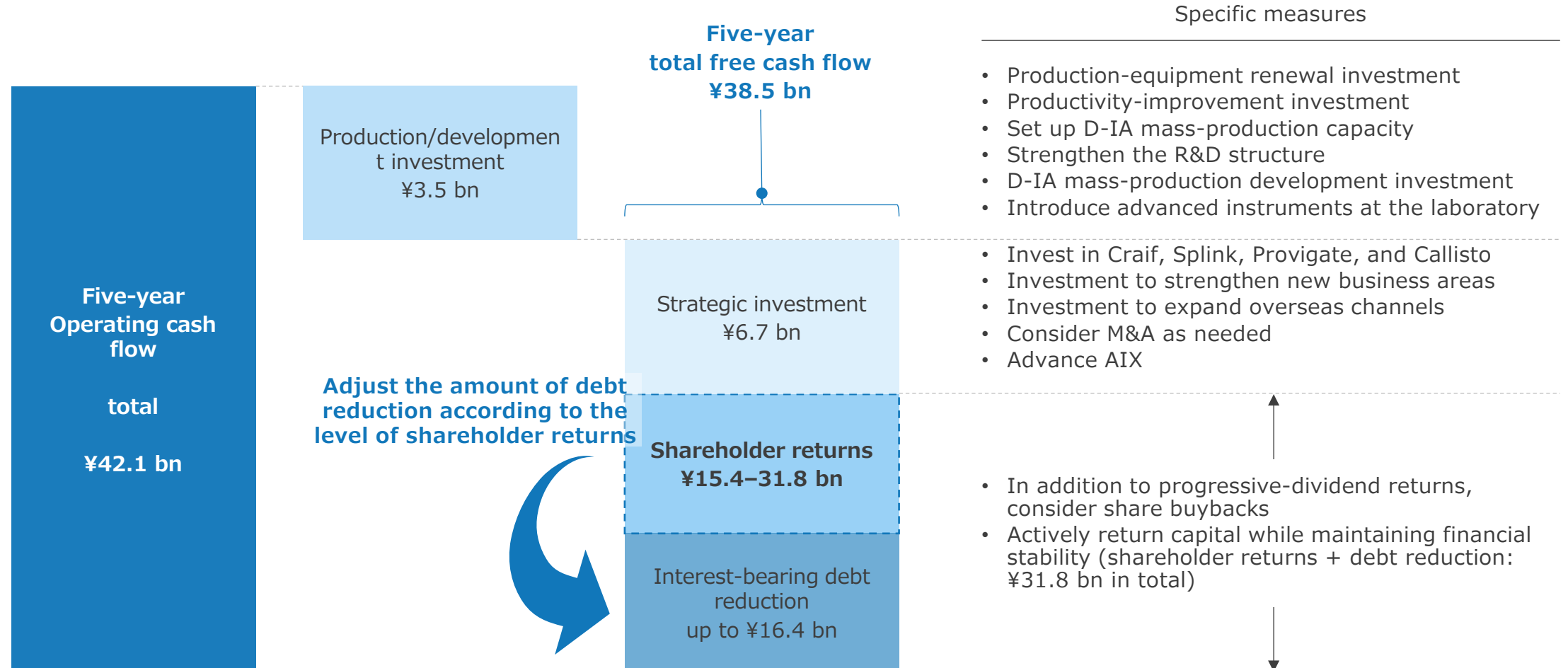


- In respiratory infections, we aim for steady growth via higher share by strengthening the product lineup (including the Combo II launch) and the sales structure
- Make products for chronic diseases such as cancer and heart disease a new earnings pillar



Cash Allocation

- Allocate the free cash flow generated over the five-year Plan period (targeting ¥38.5 billion) to strategic investment, shareholder returns, and interest-bearing debt reduction
- Policy of actively returning capital to shareholders (progressive dividends and share buybacks) while maintaining financial stability



Shareholder Return Information



- We will introduce a progressive dividend starting at 29 yen during the mid-term management plan period from FY 2027/6 to FY 2031/6.
- We will conduct share buybacks as necessary, considering the business environment and stock market trends.

Progressive dividend

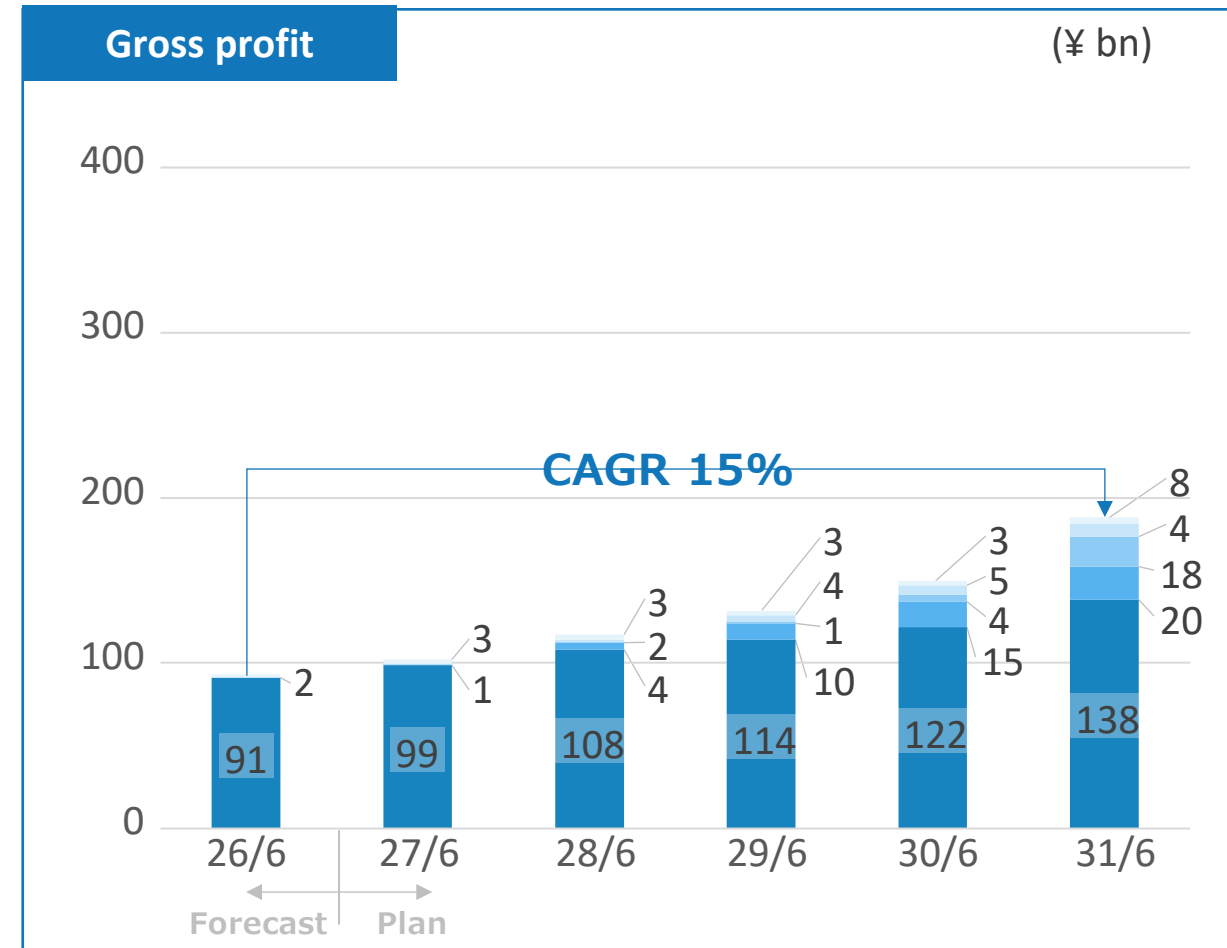
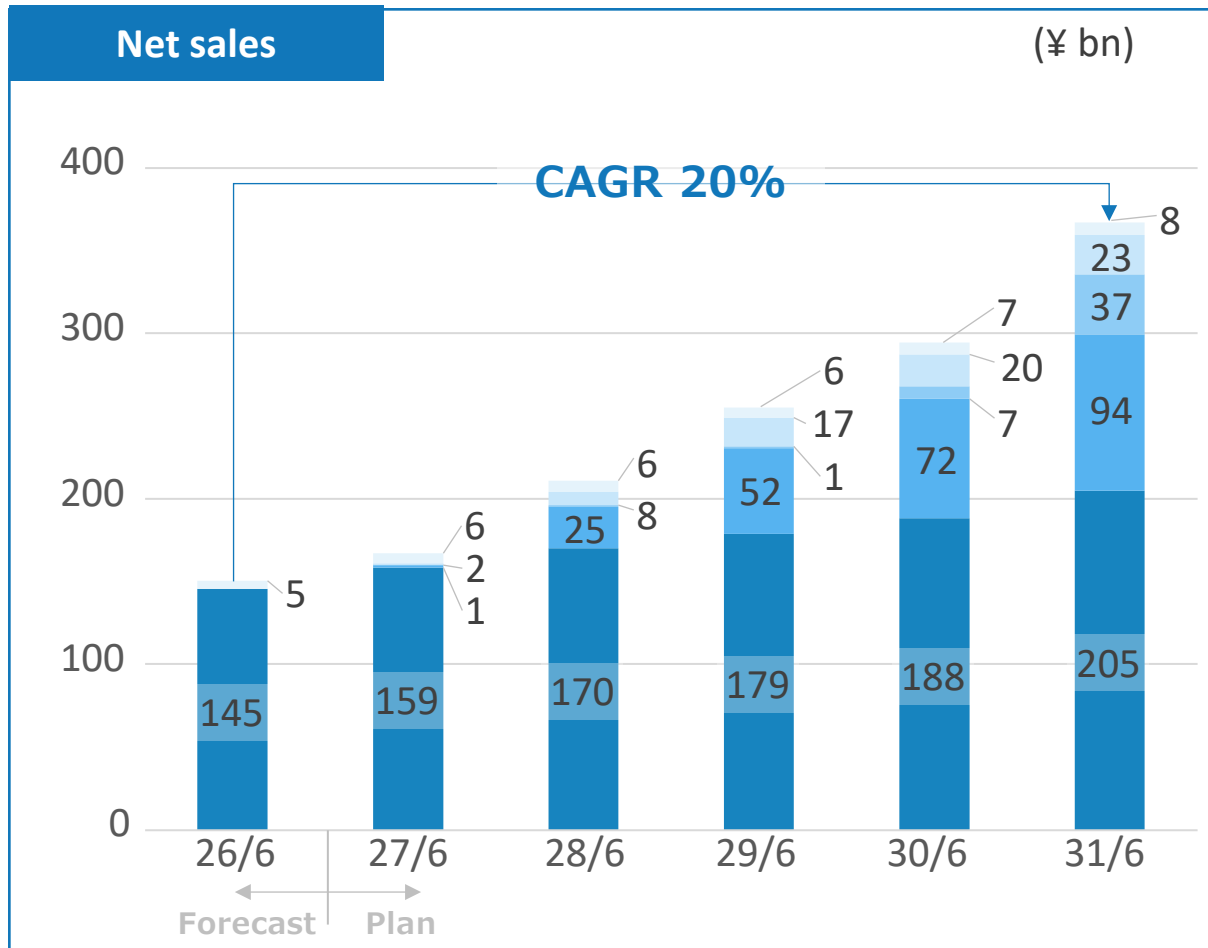
- Under the Previous Plan, a progressive dividend starting at 28 yen per share was introduced from FY 2026/6 to FY 2030/6.
- In light of our mid- to long-term growth prospects, we will raise the starting point of the progressive dividend to 29 yen per share for FY 2027/6 to FY 2031/6.
- Even with this dividend policy, we believe we will be able to secure the investment resources necessary to execute our strategy going forward (see P.35).

Fiscal year	Interim dividend	Year-end dividend	Annual dividend	Remarks
FY 2024/6	6.00	21.75	27.75	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	28.00	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 (Forecast)	14.00	14.00	28.00	A progressive dividend will be introduced, starting at 28.00 yen per share
FY 2027/6 onward	-	-	29.00 or more	From FY 2027/6 to FY 2031/6, the starting point of the progressive dividend will be raised to 29.00 yen per share

Appendix

Appendix: Sales plan by testing technology

- Strengthen the antigen-test lineup and aim for steady growth via higher share
- Make new POCT¹⁾, SaMD, and testing services new earnings pillars



1) New POCT: D-IA, ElectraDx, nodoca

Appendix: Prime Market Listing Criteria and TAUNS's Status



		Prime Market listing criteria 1)	TAUNS's status	Compliance status
Liquidity	Number of shareholders	800 or more	39,059 End of June 2026	Met
	Number of tradable shares	20,000 units or more	Approx. 360,013 units End of June 2026	Met
	Tradable share market capitalization	¥10.0 bn or more	Approx. ¥16.9 bn Closing price on June 30, 2026	Met
	Trading value	Average trading value of ¥20 mn or more	Approx. ¥150 mn May 2026 average	Met
	Tradable share ratio	35% or more	Approx. 33.7% End of June 2026	Not met
Governance	Earnings base	Total profit of ¥2.5 bn or more over two years (non-consolidated ordinary income)	Total ordinary income: approx. ¥13.4 bn FY 2025/6 + FY 2026/6 (E)	Met
Operating results Financial position	Financial condition	Net assets of ¥5.0 bn or more	¥16.3 bn End of March 2026	Met

Appendix: Key Products (1/2)



Testing technology	Product name	Target disease	Purpose of test	Product overview	Partner	Planned launch
Antigen testing	Combo II	Influenza / SARS-CoV-2	Screening	Improved version of the existing combo kit		Target: Q1 FY 2027/6
	ImmunoAce Flu	Influenza	Screening	Kit for simple, rapid influenza testing		Launched
	ImmunoAce SARS-CoV-2 III	SARS-CoV-2	Screening	Kit for simple, rapid SARS-CoV-2 testing		Launched
	ImmunoAce Adeno	Adenovirus	Screening	Kit for simple, rapid adenovirus testing		Launched
	ImmunoAce Strep A II	GABHS	Screening	Kit for simple, rapid GABHS testing		Launched
	Strep A/Adeno combo	GABHS / adenovirus	Screening	Kit that simultaneously tests for adenovirus and GABHS, which present similar clinical symptoms		FY 2029/6
	RSV/Adeno combo	RS virus / adenovirus	Screening	Kit that simultaneously tests for RS virus and adenovirus		FY 2030/6
	RSV/hMPV combo	RS virus / human metapneumovirus	Screening	Kit that simultaneously tests for RS virus and human metapneumovirus		FY 2030/6
D-IA	Tuberculosis POCT	Tuberculosis	Screening, definitive diagnosis, monitoring	Detects proteins from live Mycobacterium tuberculosis complex within 1.5 hours at accuracy close to culture testing; covers tuberculosis screening, definitive diagnosis, and monitoring end-to-end		FY 2031/6
	Dementia POCT	Dementia	Screening, treatment planning	Measures blood dementia markers with high accuracy; supports screening of dementia/MCI patients and decisions on referral to specialists	Splink	FY 2030/6
	Diabetes POCT	Diabetes	Monitoring	Measures salivary GA weekly; used as an indicator to support behavior change in diabetes patients and pre-diabetics	Provigate	FY 2031/6
ElectraDx	Nucleic-acid panel	Respiratory infections	Definitive diagnosis	High-accuracy nucleic-acid POCT that simultaneously tests for multiple respiratory infections	ElectraDx	FY 2030/6
nodoca	Flu	Influenza	Screening	Analyzes minimally invasive pharyngeal images with AI to test for influenza	Aillis	Launched

Appendix: Key Products (2/2)

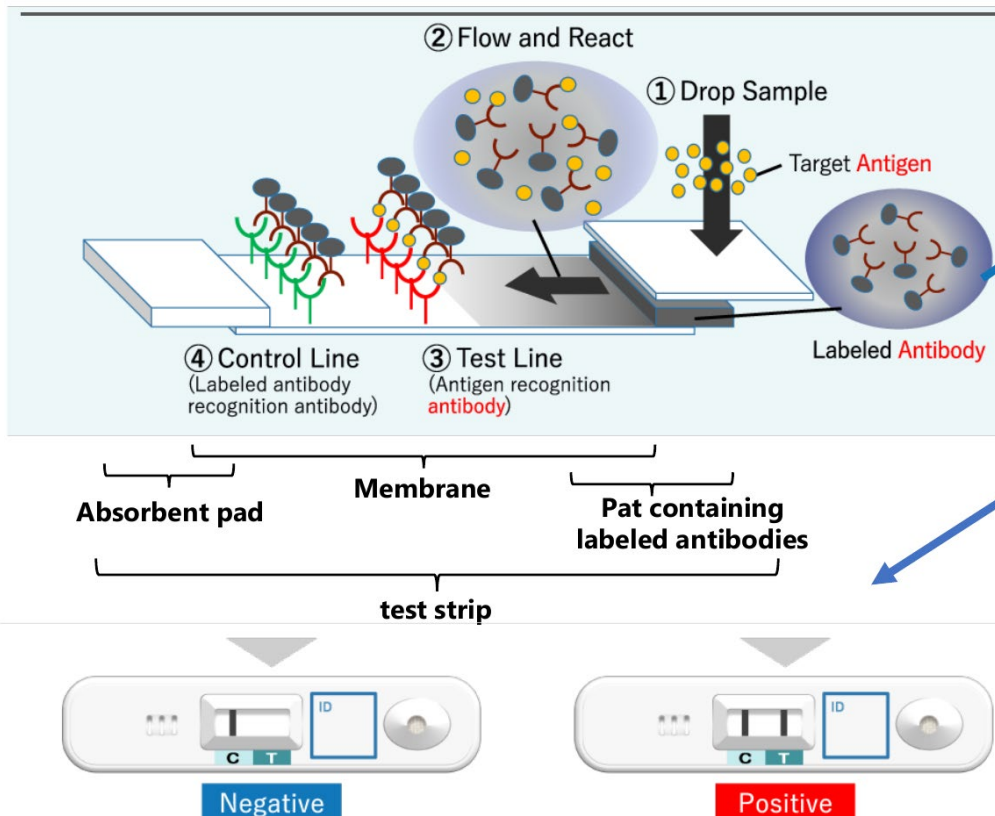


Testing technology	Product name	Target disease	Purpose of test	Product overview	Partner	Planned launch
Testing services / NGS	miSignal	Cancer	Risk assessment	A Craif service that analyzes urinary miRNA by NGS (next-generation sequencing) to assess the risk of 10 cancer types	Craif	Launched
Testing services / FCM	Th7R	Lung cancer	Treatment planning	Analyzes a patient's immune status by FCM (flow cytometry) using a whole-blood sample to predict the efficacy of immune checkpoint inhibitors in advance		FY 2028/6
SaMD/ NGS	Pancreatic-cancer SaMD	Pancreatic cancer	Screening	A SaMD under development by Craif that analyzes urinary miRNA by NGS to screen for pancreatic cancer	Craif	FY 2028/6
SaMD / imaging	Coronary-CT SaMD	Heart disease	Treatment planning	A SaMD that estimates blood flow in heart-disease patients via AI analysis of minimally invasive coronary CT images, replacing highly invasive cardiac catheterization	CLAIRVO	FY 2027/6
	Vascular-CT SaMD	Heart disease	Definitive diagnosis	A SaMD that rapidly analyzes and visualizes vessel morphology from CT images—from the head and neck to the aorta and lower limbs. Using AI, it delivers faster, more accurate analysis than general-purpose software, reducing the burden on analysts and shortening the time to report results to patients	CLAIRVO	FY 2027/6
	Breast-cancer SaMD	Breast cancer	Definitive diagnosis	A SaMD that analyzes mammography images to detect masses and calcifications suspected of breast cancer. It can accurately detect lesions even in the opaque shadows of dense breasts, which are difficult even for experienced readers—reducing the risk of missed findings and contributing to early detection	CLAIRVO	FY 2028/6
	Lung-cancer SaMD	Lung cancer	Definitive diagnosis	A SaMD that automatically detects nodules suspected of lung cancer from chest CT images. By quickly and appropriately extracting suspicious regions, it greatly improves reading efficiency as CT volumes rise year by year, improving workflow efficiency and helping prevent missed findings	CLAIRVO	FY 2027/6

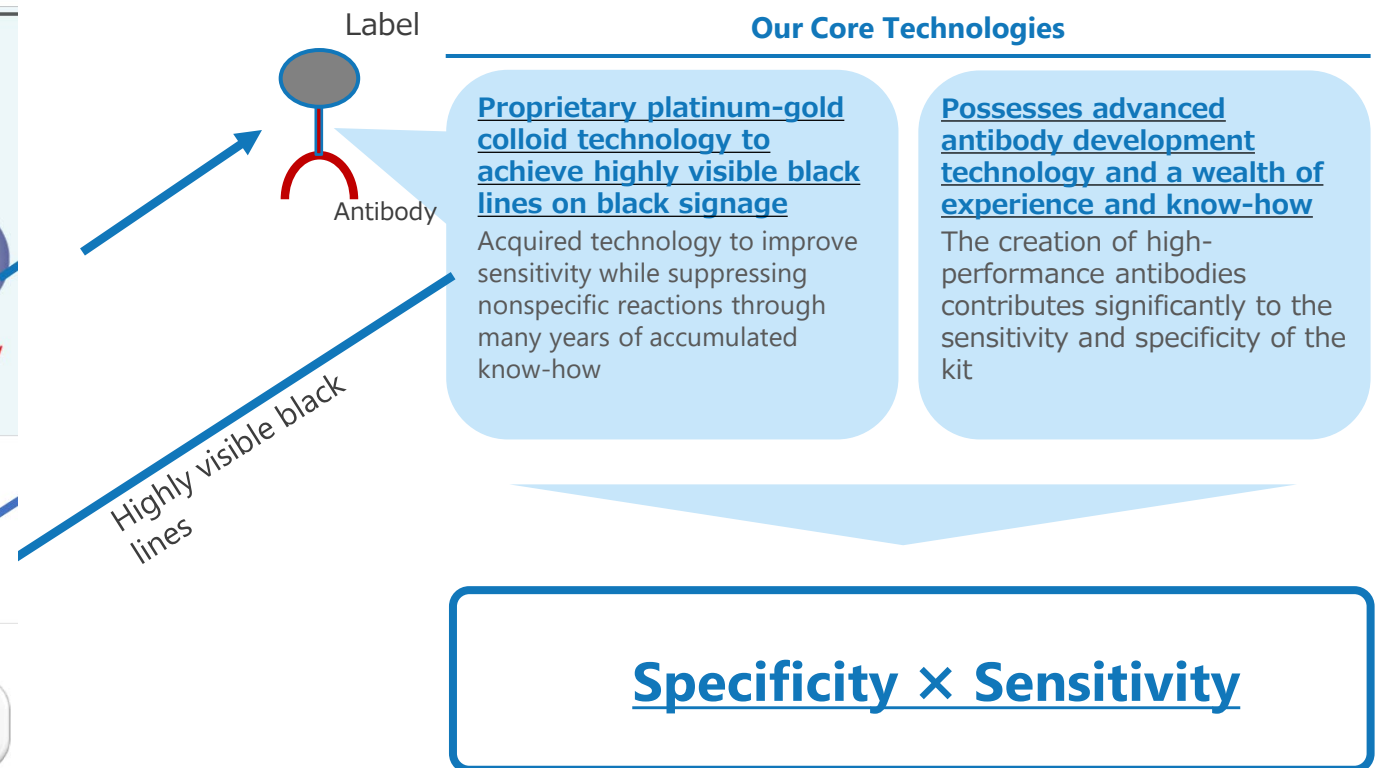
Appendix: Principle of Antigen Test Kits and Strengths of Our Technology

- High technological capabilities, including a track record in the development of numerous in-house antibodies (including patents) and proprietary platinum-gold colloid technology
- Utilizing our technological capabilities, we have developed high-quality products with both specificity and sensitivity. In addition, we supply products that are of high value to both the medical community and patients, such as those that enable the broad sharing of specimens among multiple infectious diseases.

Principle of Antigen Test Kits



Our core technologies and product value-added

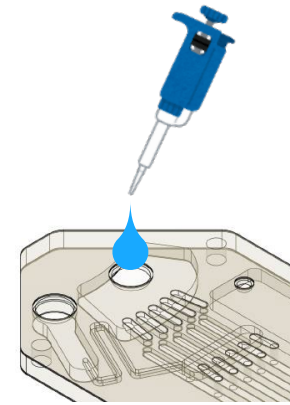


Appendix: Digital Immunoassay (D-IA)

- TAUNS's next-generation POCT technology, enabling accurate and rapid quantitative detection of biomarkers
- Microfluidic channels are used to produce antigen-antibody reactions in a small volume (space) to significantly improve reaction efficiency. Centrifugal force generated by the rotation of the measurement chip delivers both speed and high accuracy.
- Detects scattered light originating from gold colloids, enabling ultra-sensitive and quantitative determination by digital detection at the particle level.
- Supports multiplex testing of up to 20 items



**D-IA Dedicated
Measuring Device**



**Multiplex test
compatible
measurement chip**



Appendix : ElectraDx



- Technology that brings laboratory-level measurement to POCT and home settings via a proprietary electrochemical test strip and a connected compact device
- Integrates microfluidics, temperature control, and measurement control within the strip, detecting protein and nucleic-acid reactions as electrochemical signals
- Applicable to rapid testing for respiratory infections, sexually transmitted infections, chronic diseases such as heart failure, diabetes, and inflammation markers

Ease of use

Easy to use

Simple, convenient, rapid test results (<10 minutes)

Broad test menu

Broad Test Menu

Diverse platform offers various community and home tests for key health needs.

Cloud data connectivity

Connected

Integrated healthcare data enhances medical decision-making.



Laboratory-level accuracy

Lab-Quality Performance

Next-Gen electrochemical tech ensures precise lab performance

Low cost

Ultra Low Cost

Affordable: <\$100 device, ultra low-cost strips.

High-performance strip

Intelligent Strip

Intelligent test strip with on-strip electronic assay controls.

Appendix: nodoca (Aillis)

- A software medical device that captures pharyngeal images with a dedicated camera (endoscopic telescope: nodoca) and uses AI to analyze them together with clinical information such as interview data and body temperature, supporting the diagnosis of influenza and other conditions
- A minimally invasive test with low patient burden, taking only seconds to tens of seconds
- By expanding training data, the technology has the potential to display results for many diseases simultaneously from a single image capture



ノドから、病気を見つけ出す。

nodoca

販売名：nodoca（ノドカ）
一般的名称：内視鏡用テレスコープ
承認番号：30400BZX00101000
製造販売業者：アイリス株式会社
nodoca、nodoca クラウド、クリアシースは、
アイリス株式会社の登録商標です。



point1 発熱・症状が出始めて
すぐに検査可能※

point2 痛みの少ない、
患者さんにやさしい検査

point3 判定開始から
数秒～十数秒で判定

※ 治験では統計的に有意な差は認められなかったが、発症早期（12時間以内）において、nodocaは既存の検査法よりも精度（感度）が高い傾向が見られた。

Source: Aillis website (<https://nodoca.aillis.jp/#>)

Appendix: What Is SaMD?

- SaMD (Software as a Medical Device) is “software that functions as a medical device.” In Japan it is regulated as a “program medical device” under the Pharmaceuticals and Medical Devices Act
- It is software that improves workflow efficiency at medical institutions and supports physicians in diagnosis, treatment planning, and patient management; products with high clinical significance are eligible for insurance listing

Type	Overview	Main input data	Main output	Product examples
① Diagnostic imaging support AI	Uses AI to analyze medical images and support reading, diagnosis, and treatment decisions	CT, MRI, X-ray, endoscopy, pathology images, etc.	Lesion detection, abnormal-finding extraction, severity assessment, risk stratification	Products handled by CLAIRVO (e.g., heart-disease SaMD)
② Apps / DTx	Uses smartphones and similar devices to support cognitive assessment, behavior change, symptom management, and treatment adherence	Patient inputs, PHR, lifestyle, cognitive-function data, etc.	Cognitive assessment, behavior-change support, symptom monitoring, disease management	Cognitive-function AI (e.g., CQ Test)
③ Analytical algorithms	Analyzes test data from POCT, testing services, and others to support diagnosis and patient stratification	POCT, NGS, miRNA, immune profiles, etc.	Disease risk, diagnostic-support reports, treatment-response prediction	Pancreatic-cancer SaMD

Appendix: Heart-Disease SaMD Product Suite (CLAIRVO)



Plan to roll out in Japan the heart-disease SaMD suite developed by overseas Company S. Source: CLAIRVO Technologies, Inc. website

Chest-pain patient
Risk stratification

Early rule-out of low-risk patients

Stenosis/plaque
assessment

Improved reading/diagnostic
workflow

Hemodynamic
assessment

Fewer invasive tests

Treatment-decision
support

Optimized healthcare costs and
reduced patient burden

- CLAIRVO rolls out in Japan a suite of heart-disease SaMD products from overseas Company S that use AI image analysis; CLAIRVO holds exclusive domestic distribution rights for these products
- The suite runs on a common user interface, integrating assessment of “morphology/stenosis,” “plaque characteristics,” and “hemodynamics” from coronary CT images to support physicians’ treatment decisions
- We will expand coverage to peripheral vascular areas such as the head and neck, aorta, and lower limbs. During the Plan period we aim to launch seven products in total, building evidence and pursuing insurance listing through collaboration with academic societies and KOLs

Appendix: Our Approach to TAM/SAM/SOM



Illustration	Example: respiratory-infection antigen tests	Example: dementia POCT
	Annual number of febrile patients in Japan	Number of elderly people in Japan
	Estimated number of respiratory-infection tests performed in Japan, based on market data such as IQVIA	TAM × cognitive-test uptake rate × dementia blood-marker uptake rate
	SAM × target share	SAM × target share

Appendix: Glossary (1/5)

Category	Term	Description
Disease	Adeno	Adenovirus — a virus causing pharyngitis, conjunctivitis, gastroenteritis, etc.
	CoV-2	SARS-CoV-2 — one of the viruses causing respiratory infections
	Flu	Influenza virus — one of the viruses causing respiratory infections
	hMPV	Human metapneumovirus — a virus causing respiratory infections, common in children and the elderly
	RSV	RS virus — a virus causing respiratory infections that can become severe in infants and the elderly
	Strep A	Group A beta-hemolytic streptococcus — a bacterium causing pharyngitis and other conditions
	TB	Mycobacterium tuberculosis complex — bacteria causing pulmonary tuberculosis
	Heart failure	A condition in which the heart's pumping function declines and cannot supply enough blood to the body
	Ischemic heart disease	A group of heart diseases in which coronary stenosis or occlusion reduces blood flow to the myocardium
	Diabetes	A disease characterized by chronically elevated blood glucose
	Pancreatic cancer	Cancer arising in the pancreas
	Lung cancer	Cancer arising in the lungs
	Breast cancer	Cancer arising in the breast
Product	CoV-2/Flu combo	An antigen test kit that simultaneously detects SARS-CoV-2 and influenza virus
	Strep A/Adeno combo	An antigen test kit that simultaneously detects group A beta-hemolytic streptococcus and adenovirus
	RSV/Adeno combo	An antigen test kit that simultaneously detects RS virus and adenovirus
	RSV/hMPV combo	An antigen test kit that simultaneously detects RS virus and human metapneumovirus

Appendix: Glossary (2/5)



Category	Term	Description
Product	miSignal	A service that uses AI to analyze urinary miRNA and assess the risk of 10 cancer types; a Craif product
	Pancreatic-cancer SaMD	A software medical device that uses AI to analyze urinary miRNA to support early detection of pancreatic cancer; under development by Craif
	Coronary-CT SaMD	A software medical device that uses AI to analyze coronary CT images and support assessment of stenosis and hemodynamics
	Cardiovascular-CT SaMD	A software medical device that analyzes vascular CT images of the head and neck, aorta, and lower limbs to support assessment of vessel morphology
	Breast-cancer SaMD	A software medical device that analyzes mammography images to support detection of masses and calcifications suspected of breast cancer
	Lung-cancer SaMD	A software medical device that analyzes chest CT images to support detection of nodules suspected of lung cancer
Testing terms	nodoca	A respiratory-infection test in which AI analyzes pharyngeal images captured by a dedicated camera together with interview information; technology from Aillis
	ElectraDx	A POCT technology that performs nucleic-acid tests and antigen/biomarker tests, covering respiratory infections, heart disease, and others
	D-IA	Digital immunoassay — TAUNS's next-generation POCT technology for high-accuracy quantitative detection of antigens and biomarkers
	FCM	Flow cytometry — a technology that measures surface and internal features of cells by passing blood cells through a flow channel
	Antigen testing	A technology for rapid antigen detection using immunochromatography
	SaMD	Software as a Medical Device — software that analyzes medical data with AI and supports medical decisions
	Testing services	A service in which specimen testing and related work is performed at a laboratory under contract from medical institutions
	CGM	Continuous Glucose Monitoring — a device that continuously measures glucose fluctuations with a sensor
	SMBG	Self-Monitoring of Blood Glucose — a method in which patients draw blood from a fingertip and measure glucose with a self-monitoring device
	IVD	In Vitro Diagnostics — products that test for diseases and infections using specimens collected from the body
	NGS	Next Generation Sequencing — a technology that rapidly analyzes DNA/RNA sequences in a specimen
	PCR	A test that amplifies specific DNA or RNA sequences to determine whether a target is present
	POCT	Point of Care Testing — testing performed at the point of care or near the patient to obtain rapid results
	Nucleic-acid test	A test that detects DNA or RNA, including PCR and NGS
	Multiplex test	A test that simultaneously detects multiple pathogens or genes in a single run; a panel test
	LDT	Laboratory Developed Test — a test independently developed and performed by a laboratory
	Amyloid PET	An imaging test that evaluates amyloid- β accumulation in the brain
	Image AI	A technology that uses AI to analyze medical images for lesion detection and diagnostic support

Appendix: Glossary (3/5)

Category	Term	Description
Medical terms	Screening	An initial test for people suspected of having a disease
	Biobank	A system that stores specimens such as blood along with linked medical data for use in R&D
	Minimally invasive	Tests or treatments that minimize pain and physical burden
	miRNA	MicroRNA — short RNA that regulates gene expression, among other functions
	TAT	Turn Around Time — the time from test receipt to result reporting
	ICI	Immune checkpoint inhibitor — a drug that releases immune brakes to enhance the immune response against cancer cells (e.g., Opdivo)
	DMT	Disease Modifying Therapy — a treatment that acts on the mechanism of disease progression (e.g., lecanemab)
	Amyloid-β	A protein associated with Alzheimer's disease
	High-risk group	A patient group with a relatively high likelihood of developing a specific disease
	Risk stratification	An approach that classifies patients by risk level to determine testing and treatment plans
	Lecanemab	A disease-modifying therapy for Alzheimer's disease targeting amyloid-β
	Swab	A cotton-tipped device used to collect specimens from the nasal cavity, pharynx, and similar sites
	Dementia marker	Biomarkers such as amyloid-β and phosphorylated tau associated with Alzheimer's-type dementia
	Companion diagnostics	A test essential for selecting patients so that a specific drug can be used safely and effectively
	Th7R	A biomarker test related to predicting the efficacy of immune checkpoint inhibitors, using a minimally invasive whole-blood sample

Appendix: Glossary (4/5)



Category	Term	Description
Medical terms	Insurance listing	Recognition of a medical technology or device as covered by public health insurance
	HbA1c	Hemoglobin A1c — glycated hemoglobin; an indicator reflecting average glucose over the past 1–2 months
	Glycated albumin	GA — glycated serum albumin; an indicator reflecting average glucose over roughly the past week
	BNP	A biomarker used to diagnose or rule out heart failure
	NT-proBNP	A biomarker used to assess heart-failure severity and risk
	Troponin	A myocardium-derived protein marker used to assess myocardial injury and infarction
	Coronary CT	A CT imaging test that assesses coronary stenosis, plaque, and related findings
	Plaque	Lesions such as lipid deposits that accumulate in vessels; used in cardiovascular risk assessment
	Stenosis	Narrowing of a vessel or lumen; important in assessing coronary artery disease
	Hemodynamics	The state of blood flow, pressure, and related factors
Data & AI	EHR	Electronic Health Record — a system for medical institutions to record and share patient clinical information electronically
	PHR	Personal Health Record — a system for individuals to manage and use their own health and medical data
	RWD	Real World Data — real-world clinical data obtained from routine care, claims, registries, wearables, and similar sources
	Wet data	Medical data derived from physical samples such as blood, urine, saliva, and tissue
	Dry data	Medical data handled as digital information, such as medical images, EHR, PHR, and RWD
	Computing resources	Servers, GPUs, cloud, and analysis environments required for AI and genomic analysis
	Algorithm	Computational procedures and models that analyze data for classification, prediction, and diagnostic support
	Imaging core lab	Work that aggregates, standardizes, and analyzes medical imaging data in clinical trials and research
	AIX	AI Transformation — transforming operations, organization, and talent on the premise of AI use

Appendix: Glossary (5/5)

Category	Term	Description
Business	R&D	Research & Development — research and development activities
	TAM	Total Addressable Market — the total market theoretically addressable by the Company
	SAM	Serviceable Available Market — the portion of the market the Company can serve
	SOM	Serviceable Obtainable Market — the market the Company can realistically obtain
	KOL	Key Opinion Leader — influential specialists and researchers
	WHO PQ	WHO Prequalification — the WHO's prequalification scheme, which assesses the quality, safety, and performance of IVDs and is referenced in international procurement
	Offtake agreement	A contract to purchase future products or services under set conditions
	Co-promotion	Multiple companies jointly conducting sales-promotion activities for a product
	Co-marketing	Multiple companies jointly selling the same product
	DMR	Diagnostic Medical Representative — a sales representative who provides information on diagnostics and testing-related products to medical institutions
Company names	EMCH	EMC Healthcare, Inc. https://www.emcjpn.com/
	Craif	Craif Inc. https://craif.com/
	CLAIRVO	CLAIRVO Technologies, Inc. https://www.clairvotech.com/
	Splink	Splink, Inc. https://www.splinkns.com/
	Provigate	Provigate, Inc. https://provigat.com/
	Callisto	Callisto, Inc. https://callisto-ai.com/
	Aillis	Aillis, Inc. https://aillis.jp/
	ElectraDx	ElectraDX, Inc. https://electradx.com/
	Shionogi	Shionogi & Co., Ltd. https://www.shionogi.com/jp/ja/company/outline.html
	Roche	Roche Diagnostics K.K. https://www.roche-diagnostics.jp/