

Financial Results of FY Ending March 31, 2024

May 15, 2024
Cuorips, Inc.
(Securities Code: 4894)

Summary of business development

【 Business Highlights 】

■ Cuorips Healthcare Sciences, Inc. was established

(Providing secretome, exosome, etc. for healthcare and beauty care purposes)

■ Financial Results

Net sales were in line with the revised forecast (announced on Feb 13).

Losses were smaller than expected.

Sales : Forecast 23 million yen → Actual 23 million yen

Operating loss: Forecast -753 million yen → Actual -588 million yen
(165 million yen reduction)

Net loss: Forecast -796 million yen → Actual -632 million yen
(164 million yen reduction)

【 Progress of Research and Development, etc. 】

■ All pipelines are in line with our expectations

Except for the delay in the start of clinical trials for dilated cardiomyopathy due to external factors such as influenza, covid19, all other pipeline made significant progress

■ Setting up of our U.S. office

Consolidated Financial Results

■ For the fiscal year ending March 31, 2024

Net sales decreased owing to changes of manufacturing plan of our client and suspension of marketing activities in order to focus on PMDA filing of ICM product

- Loss was reduced owing to lower R&D expenses , reduction of expenses including fixed costs, and tighter cost controls.

	Year ending March 31, 2023 Actual (*)	Year ending March 31, 2024 track record
Net sales	38	23
cost of sales	17	13
Gross profit	21	9
sales, general, and administrative expenses	471	598
Operating loss	△450	△588
Net loss	△452	△632

R&D expenses are recorded net of amounts received from partners (209 million yen).

(Millions of yen)

(*): Figures on a non-consolidated basis

Consolidated Balance Sheet

■ Significant increase in cash and deposits owing to IPO

	FY March 31, 2023 Actual (A)(*)	FY March 31, 2024 Results (B)	difference (B)-(A)(*)
current assets	2,977	5,612	2,635
cash & deposits	2,941	5,561	2,620
fixed assets	610	572	△38
total assets	3,587	6,184	2,597
current liabilities	97	166	69
fixed liabilities	36	34	△2
total liabilities	133	200	67
Total net assets	3,453	5,983	2,530
Total liabilities and net assets	3,587	6,184	2,597

(Millions of yen), (*): Non-consolidated basis

Forecast of consolidated financial results for the fiscal year ending March 31, 2025

Primary goals for the fiscal year ending March 31, 2025

- Filing of conditional approval of iPS cardiomyocyte sheets
- Commencement of joint research with U.S. partner
 - Establishment of U.S. subsidiary
 - Smooth launch of joint research (iPS cardiomyocyte sheets and catheters)
- Advancement of research of catheter product
 - Development of Clinical Trial Plan
 - Consultation with PMDA
- Expansion of Cuorips Healthcare Science
 - Signing of marketing contracts with various clinics, cosmetics companies, etc.

Forecast of Consolidated Financial Results for the FY Ending March 31, 2025

■ Sales are expected to be in line with the previous year. Losses will increase vis-a-vis prior year owing to acceleration of R&D activities for major pipelines

Sales: Sales forecast for CDMO business is included but sales of Cuorips Healthcare are not included in the forecast owing to the difficulty of formulating reasonable forecast


R&D expenses were mainly used for joint research and development of the U.S. products and the start of clinical trials for catheters.

	FY March 31, 2024 track record (A)	FY March 31, 2025 forecast As of May 13, 2024 (B)	Diff. (B)-(A)
Net sales	23	20	△3
Operating loss	△588	△1,203	△615
Recurring loss	△627	△1,202	△575
Net loss	△632	△1,206	△574

(Millions of yen)

3. Status of our pipeline

Current status of pipeline (progress from previous year)

pipeline	As of 3Q 	Present	Future Timeline
iPS myocardio cell sheet	<ul style="list-style-type: none"> ■ ICM (ischemic heart disease) Data from 8 clinical trial subjects are being analyzed. Overseas <ul style="list-style-type: none"> ■ Negotiations with joint research partners are underway ■ Establishment of a subsidiary is quite simple and will be established as soon as the details of the joint research are finalized. →Currently, we are also keeping a close eye on the exchange rate trends. ■ Negotiations are underway to obtain state government grants. 	<ul style="list-style-type: none"> ■ Data from 8 clinical trial subjects are being analyzed, with the aim of submitting a conditional and time-limited application by the end of 2024. Overseas <ul style="list-style-type: none"> ■ Negotiations with joint research partners are underway ■ Establishment of a subsidiary is quite simple and will be established as soon as the details of the joint research are finalized. →Currently, we are also keeping a close eye on the exchange rate trends. ■ Negotiations are underway to obtain state government grants. 	<ul style="list-style-type: none"> ■ An application for will be submitted as according to the current schedule. →Aim to obtain approval with a conditional deadline in 2025 Overseas <ul style="list-style-type: none"> ■ News release as soon as joint research partners and research agreement is determined. ■ Preparing to obtain state government grants. →Application to be submitted by mid-July
	<ul style="list-style-type: none"> ■ DCM Recruiting already finished, but due to the coronavirus outbreak, transplant not underway. 	<ul style="list-style-type: none"> ■ DCM See left 	<ul style="list-style-type: none"> ■ Transplant imminent
Catheter	<ul style="list-style-type: none"> ■ Experiments on large animals conducted 	<ul style="list-style-type: none"> ■ See left 	<ul style="list-style-type: none"> Clinical trials to start in 2025. →Consultation with PMDA during 2024.
regeneration inducing factor	<ul style="list-style-type: none"> ■ Collaborative research with various universities. 	<ul style="list-style-type: none"> ■ Collaborative research continues with various universities. 	<ul style="list-style-type: none"> NA

Thank you for your attention.

If you have any additional questions, please contact the following:

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disclaimer

- This material contains forward-looking statements. These statements are based on assumptions made at the time the statements are made regarding future events and trends, and there can be no assurance that such assumptions will prove accurate. Furthermore, such statements are not guarantees of future results and involve risks and uncertainties. Actual results may differ materially from those projected in these forward-looking statements due to changes in the environment and other factors.
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