

#### **Summarized Translation**

# Financial Results Overview for Second Quarter Ended March 31, 2016

May 24, 2016 EPS Holdings, Inc.





# Disclaimer



The earnings forecasts and future predictions described in this document are made by our company based on the available information at the time of the creation of the document, and contain potential risks and uncertainties. Therefore, due to various factors such as change in business environment, it is possible that actual earnings results may differ greatly from the future outlook mentioned or described herein.

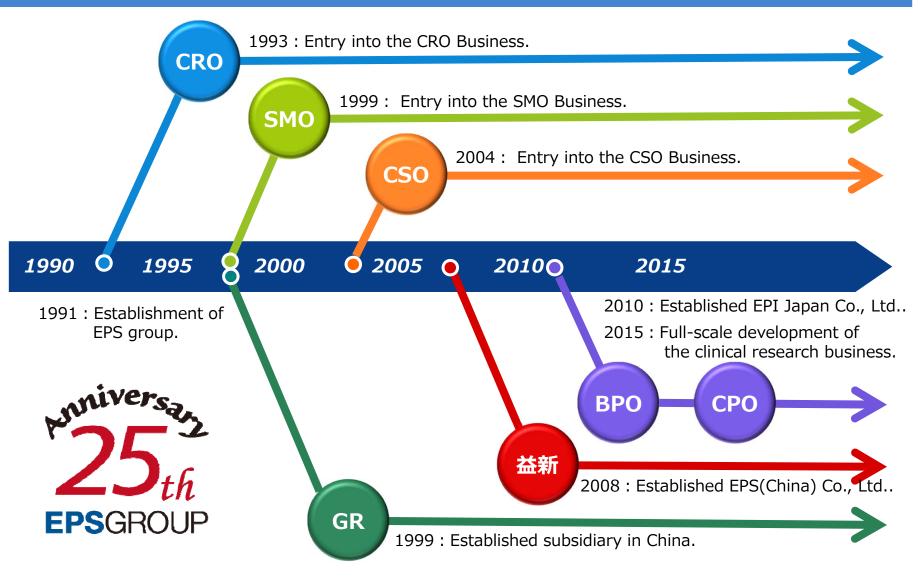
We have approached the creation of this document with caution, to ensure correctness. However, it is not a guarantee of completeness. Our company cannot be held liable for any problems or damages arising as a result of the information in this document. We appreciate your understanding.

■ For inquiries about this document EPS Holdings, Inc.
Corporate Planning Office e-mail: ir@eps.co.jp



# History of EPS group





#### **FY2016: Business Areas**



Domestic Business

**CRO** 

**EPS**, EPS Associate, EPMate, e-Trial

**SMO** 

Sogo Rinsho Holdings, EP-SOGO

Sogo Rinsho Médéfi

(※From May 1,2016)

**CSO** 

**EP-PharmaLine** 

Overseas Business Global Research **EPS International Holdings** 

EPSI(China), EPS GR etc

**EKISHIN** 

EPS EKISHIN, EPS(China) etc

Others

**CPO** 

EPI(Japan), J-CRSU

EPI(Suzhou), EPI Yamanashi

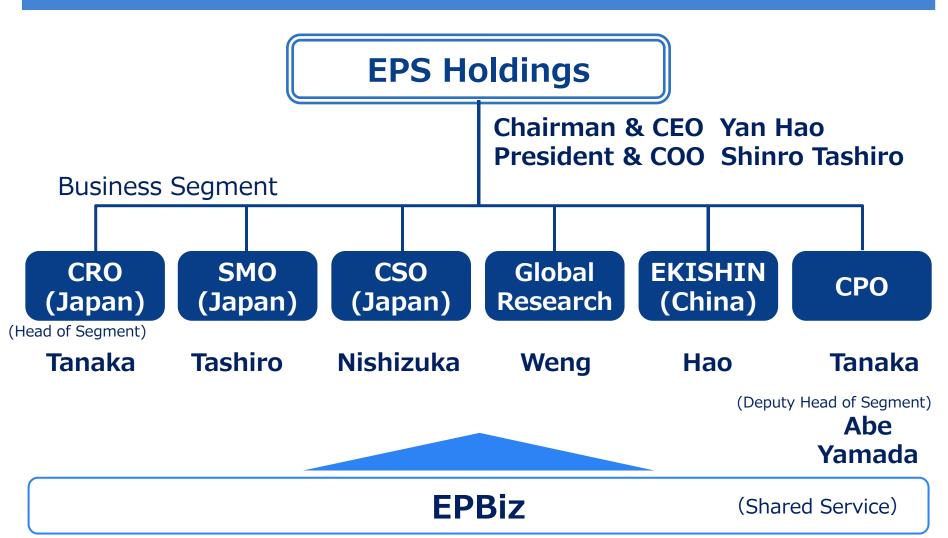
**Others** 

**EPBiz** 

**%**as of May 1,2016

## **FY2016: Corporate Structure**







# FY2016/2Q Financial Results Overview

# FY2016/2Q: Financial Results of Consolidated

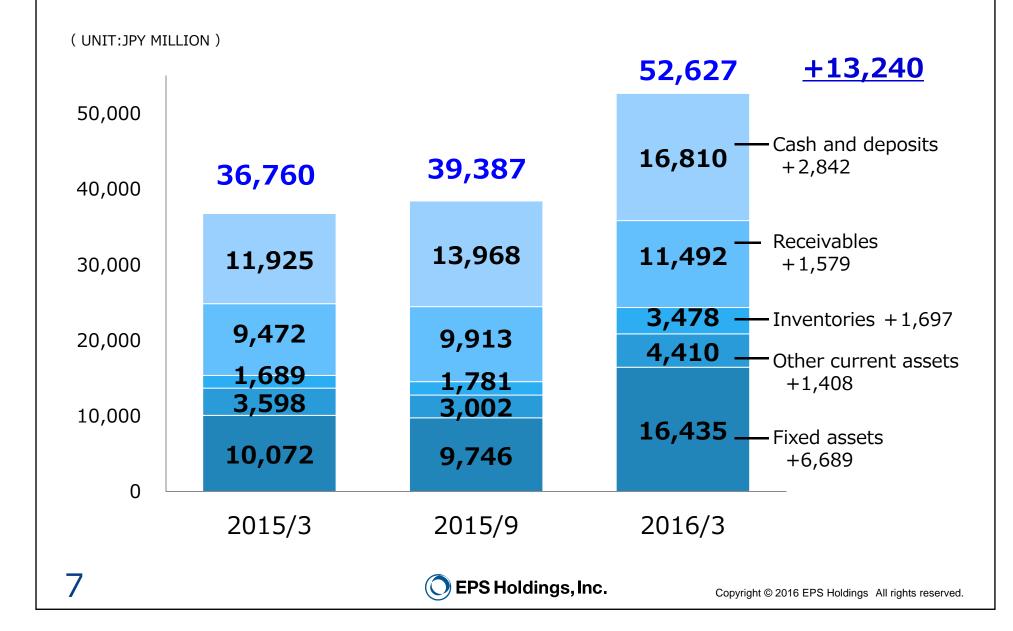


( UNIT: JPY MILLION )

	FY2015/2Q Results	FY2016/2Q Results	Change Y o Y	Y o Y (%)
Net Sales	22,052	25,650	3,598	16.3%
Operating Income (%)	2,439 (11.1%)	<b>3,794</b> (14.8%)	1,355	55.6%
Ordinary Income (%)	2,508 (11.4%)	<b>3,937</b> (15.3%)	1,429	57.0%
Net Income (%)	984 (4.5%)	<b>2,524</b> (9.8%)	1,540	156.5%
Earnings Per share	28.89yen	61.06yen	_	_

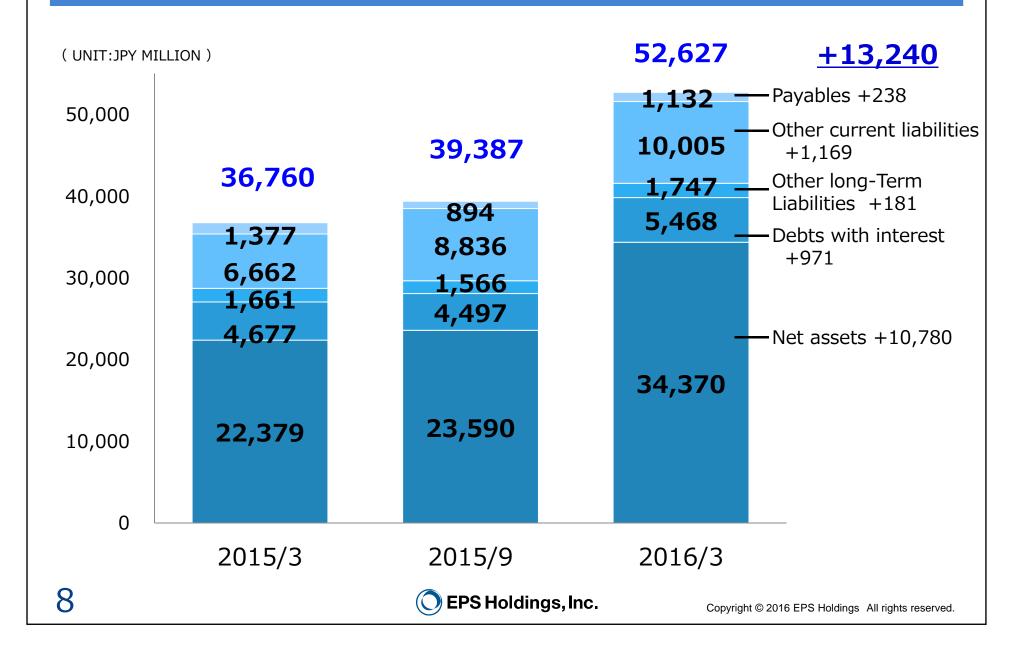
## **Balance Sheets (ASSETS)**





# **Balance Sheets (LIABILITIES/NET ASSETS)**





# **Cash Flows**



( UNIT: JPY MILLION )

	FY2015/2Q (The 25 <sup>th</sup> Term)	FY2016/2Q (The 26 <sup>th</sup> Term)	Change
Operating Activities	567	2,481	1,914
Investing Activities	△ 718	<b>△ 250</b>	468
Financing Activities	362	<b>△ 468</b>	△ 830
Effect Of Exchange Rate Change on Cash & Cash Equivalents	221	<b>△ 137</b>	△ 358
Net Increase (Decrease) in Cash & Cash Equivalents	433	1,624	1,191
Beginning Of Balance, Cash & Cash Equivalents	11,692	14,692	3,000
Increase of Cash & Cash Equivalents Due to Share Exchange	_	1,113	1,113
Ending Of Balance, Cash & Cash Equivalents	12,126	17,430	5,304



# Forecasts for Full Year of FY2016

# FY2016: Consolidated Forecasts for Full Year



( UNIT: JPY MILLION )

	FY2015 Results	FY2016 Forecasts※	Change Y o Y	Y o Y (%)
Net Sales	45,202	52,500	7,298	16.1%
Operating Income	5,482	5,225	△257	△4.7%
(%)	(12.1%)	(10.0%)		
Ordinary Income	5,362	5,500	138	2.6%
(%)	(11.9%)	(10.5%)		
Net Income	2,163	3,000	837	38.7%
(%)	(4.8%)	(5.7%)		
Earnings Per share	58.15yen	67.32yen	_	-

**EPS Holdings, Inc.** 

# FY2016: Forecasts for Full Year by Business Segment

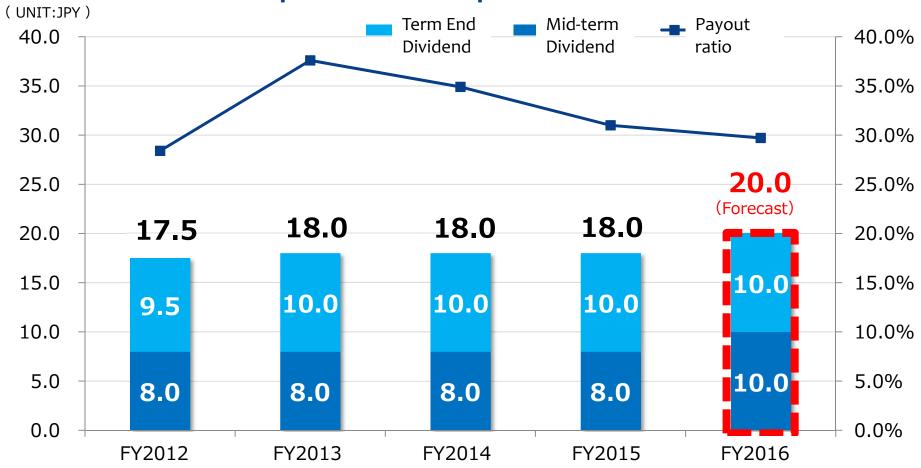


	(Ratio) (Ratio		(Ratio)	( U	NIT:JPY MILLION )			
		FY2015 Res	ults	FY2016	16 Forecasts		Change YoY	Y o Y(%)
CDO	Net Sales	25,219		26,:	150		931	3.7%
CRO	Operating Income	5,491	21.8%	5,3	350	20.5%	△ 141	△2.6%
SMO	Net Sales	6,486		11,	110		4,624	71.3%
SMO	Operating Income	691	10.7%	7	00	6.3%	9	1.3%
CSO	Net Sales	6,788		7,3	300		512	7.5%
CSU	Operating Income	383	5.6%	4	120	5.8%	37	9.7%
GR	Net Sales	2,773		4,0	000		1,227	44.2%
GK	Operating Income	△ 31	-	1	.00	2.5%	131	_
EKI	Net Sales	4,274		4,!	500		226	5.3%
SHIN	Operating Income	30	-	$\triangle$	50	-	△ 80	_
СРО	Net Sales	900		1,!	500		600	66.7%
CPU	Operating Income	4	0.4%	△2	10	-	△ 214	_
Others	Net Sales	△ 1,238		△2,0	060		△ 822	_
Others	Operating Income	△ 1,086	-	△1,0	<b>)85</b>	-	1	_
Total	Net Sales	45,202		52,	500		7,298	16.1%
iotai	Operating Income	5,482	12.1%	5,2	225	10.0%	△ <b>257</b>	<b>△4.7%</b>

#### **Dividend Per Share Trends**



A commemorative dividend of ¥2 per share celebrating the 25<sup>th</sup> year of operations anticipated in FY2016.



XThe dividend conditions shown in the above graph reflects retroactive revised data that takes into considering the effect of a stock split.





# FY2016/2Q Financial Results by Business Segment

# FY2016/2Q:



# Financial Results by Business Segment

		(Ratio)	(Ratio)	( UNIT:JPY MILLION	
		FY2015/2Q	FY2016/2Q	Change YoY	YoY(%)
CDO	Net Sales	12,415	13,443	1,028	8.3%
CRO	Operating Income	<b>2,862</b> 23.1%	<b>3,631</b> 27.0%	769	26.9%
CMO	Net Sales	3,127	5,004	1,877	60.0%
SMO	Operating Income	317 10.1%	<b>419</b> 8.4%	102	32.2%
CCO	Net Sales	3,372	3,539	167	5.0%
CSO	Operating Income	208 6.2%	<b>124</b> 3.5%	△ 84	△40.4%
CD	Net Sales	1,197	2,098	901	75.3%
GR	Operating Income	△ 149 -	<b>219</b> 10.4%	368	-
EKI	Net Sales	2,013	1,869	△ 144	△7.2%
SHIN	Operating Income	△ <b>122</b> -	<b>△ 74</b> -	48	_
CDO	Net Sales	456	718	262	57.5%
СРО	Operating Income	<u> </u>	△ <b>18</b> -	△ 16	-
Othorso	Net Sales	△ 528	<b>△1,021</b>	△ 493	-
Others	Operating Income	△ 675 -	△507 -	168	_
Total	Net Sales	22,052	25,650	3,598	16.3%
Total	Operating Income	2,439 11.1%	<b>3,794</b> 14.8%	1,355	55.6%

# FY2016/2Q: New Orders, Backlog

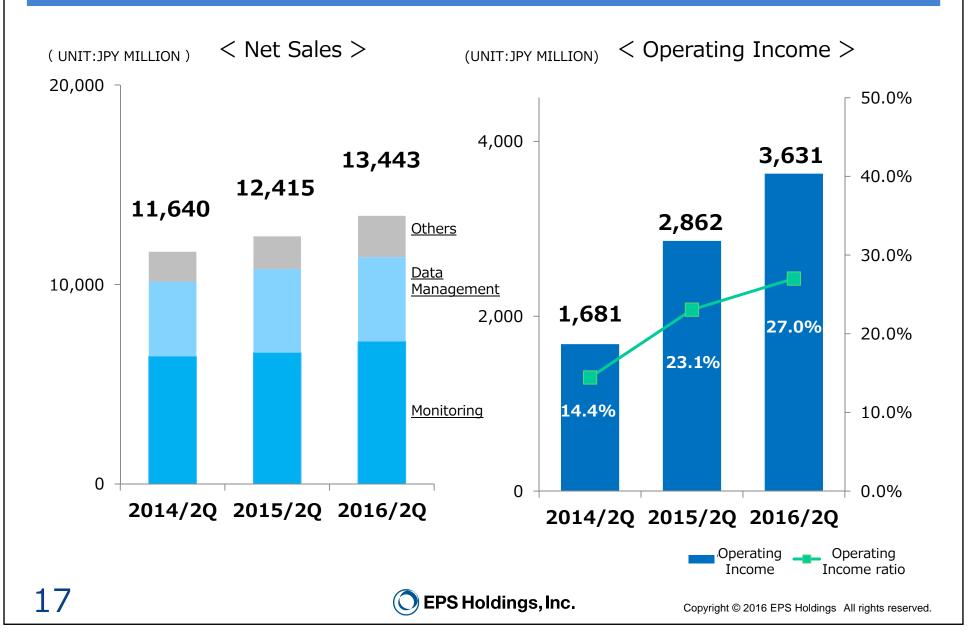


( UNIT: JPY MILLION )

	New Order	Y o Y (%)	Backlog	Y o Y (%)
CRO (Japan)	12,360	77.6%	35,926	94.7%
Monitoring	7,189	75.7%	18,751	90.4%
Data Management	4,299	82.4%	15,096	98.7%
CRO Others	872	71.9%	2,078	109.7%
SMO (Japan)	4,404	117.6%	17,999	207.6%
CSO (Japan)	2,968	99.6%	6,107	139.4%
Global Research	2,304	83.3%	5,900	106.9%
EKISHIN (China)	1,997	100.9%	177	623.3%
Others	1,058	224.5%	1,622	1264.4%
Total	25,092	90.0%	67,734	119.5%

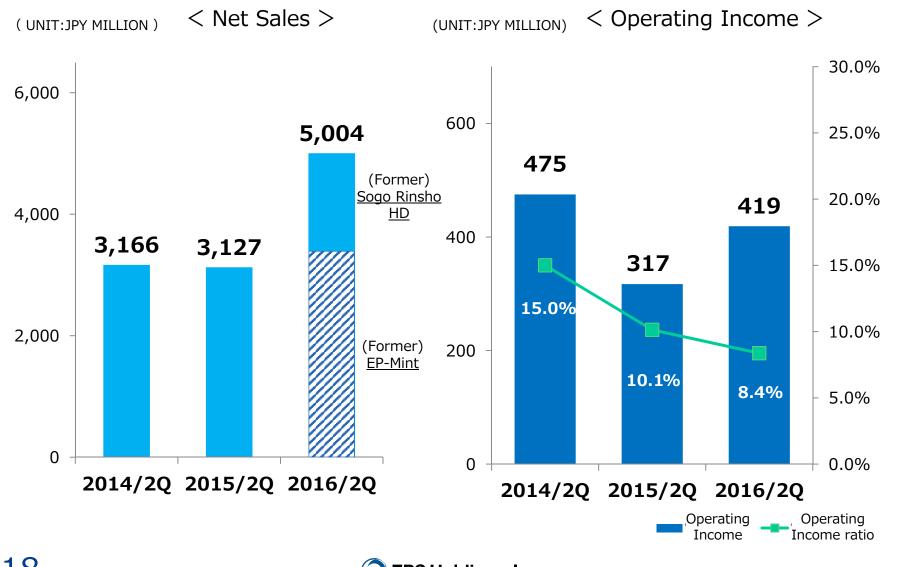
#### **CRO Business(Japan)**

# 25<sub>th</sub>

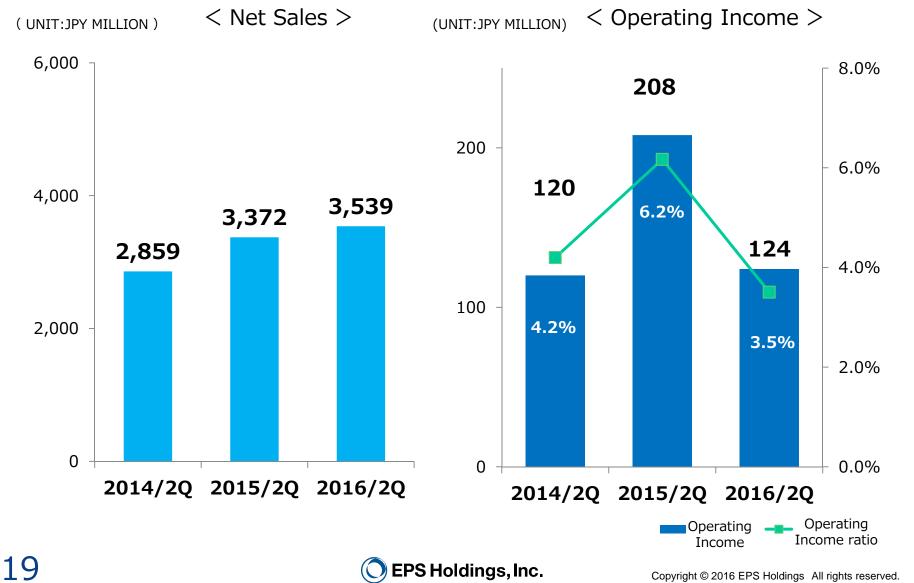


#### **SMO Business(Japan)**

# 25<sub>th</sub>

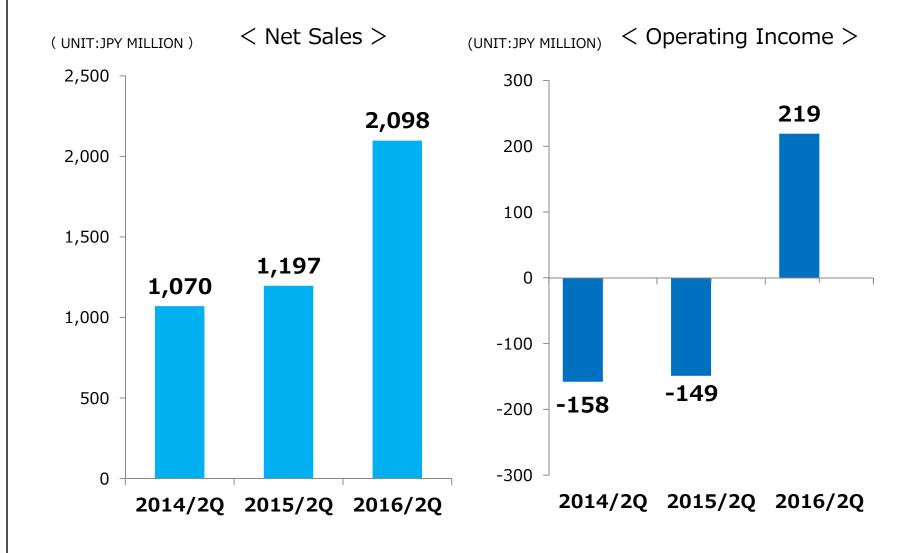


### CSO Business(Japan)



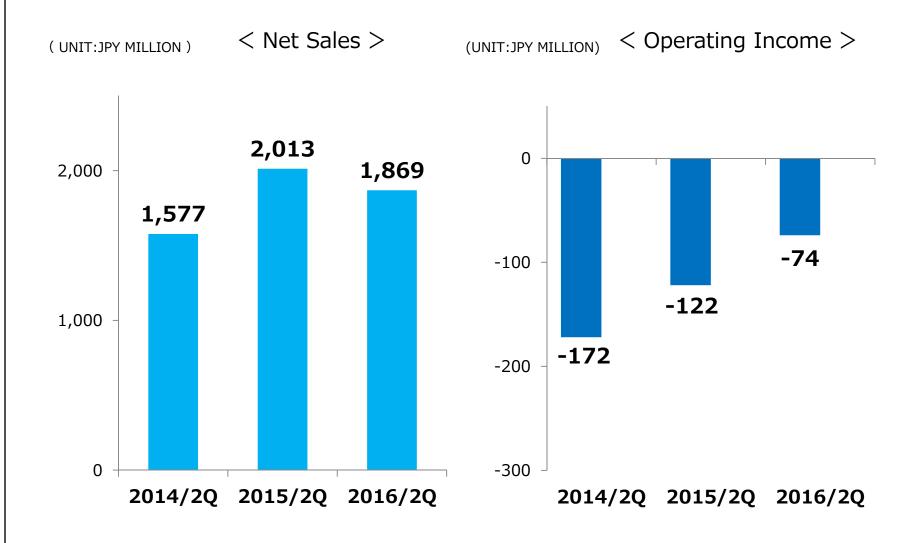
#### **Global Research Business**

# 25<sub>th</sub>



#### **EKISHIN** (China) Business

# 25th





# Thank you

<Contact> E-Mail; ir@eps.co.jp

