

**EPS Holdings, Inc.**

# **FY2017/9 Financial Results Overview of the Second Quarter**

**(Preliminary report)**

**May 2, 2017**

# 2017/9 Business Area of EPS group

(※as of April 1 2017)

Ever  
Progressing  
System

Domestic Business	※1	<b>CRO</b>	<b>EPS</b> , EPS Associate, EPMate, e-Trial
	※2	<b>SMO</b>	<b>EPSOGO</b> , Sogo Rinsho Médéfi
	※3	<b>CSO</b>	<b>EP-PharmaLine</b>
	※4	<b>CPO</b>	<b>EP-CRSU</b> , EPI(Suzhou), EPI Yamanashi
Overseas Business		<b>Global Research</b>	<b>EPS International Holdings</b> etc
	※5	<b>EKISHIN</b>	<b>EPS EKISHIN, EPS(China)</b> etc
		<b>Others</b>	<b>EPBiz</b>

※1 : CRO Business(Japan) : "CRO" is Contract Research Organization

※2 : SMO Business(Japan) : "SMO" is Site Management Organization

※3 : CSO Business(Japan) : "CSO" is Contract Sales Organization

※4 : CPO Business : "CPO" is Clinical Process Outsourcing

※5 : EKISHIN (China) Business : "EKISHIN" is China Business

# 2017/9 Financial Results Overview of The Second Quarter ( Consolidated )

Ever  
Progressing  
System

( UNIT:JPY MILLION )

	2016/9 2Q Results	2017/9 2Q Results	Y o Y Change	Y o Y (%)
Net Sales	25,650	<b>30,397</b>	4,747	18.5%
Operating Income (%)	3,794 14.8%	<b>4,636</b> <b>15.3%</b>	842	22.2%
Ordinary Income (%)	3,937 15.4%	<b>4,774</b> <b>15.7%</b>	837	21.3%
Net Income (%)	2,524 9.8%	<b>2,555</b> <b>8.4%</b>	30	1.2%

# 2017/9 Financial Results Overview of The Second Quarter ( by Business Segment )

Ever  
Progressing  
System

( UNIT:JPY MILLION )

			2016/9 2Q Results		2017/9 2Q Results		Y o Y Change	Y o Y (%)
Domestic Business	CRO	Net Sales	13,997		<b>14,943</b>		946	6.8%
		Operating Income	3,613	25.8%	<b>3,791</b>	25.4%	177	4.9%
	SMO	Net Sales	5,004		<b>7,090</b>		2,086	41.7%
		Operating Income	419	8.4%	<b>1,012</b>	14.3%	592	141.3%
	CSO	Net Sales	3,539		<b>4,155</b>		616	17.4%
		Operating Income	124	3.5%	<b>260</b>	6.3%	136	109.7%
Overseas Business	GR	Net Sales	2,098		<b>2,384</b>		285	13.6%
		Operating Income	219	-	<b>△ 152</b>	-	<b>△ 372</b>	-
	EKI SHIN	Net Sales	1,869		<b>3,165</b>		1,296	69.4%
		Operating Income	<b>△ 74</b>	-	<b>183</b>	5.8%	258	-
Total		Net Sales	25,650		<b>30,397</b>		4,747	18.5%
		Operating Income	3,794	14.8%	<b>4,636</b>	15.3%	842	22.2%

※For each segment name, please refer to Page 2.

# 2017/9 Financial Results Overview of The Second Quarter ( New Orders, Backlog )

( UNIT:JPY MILLION )

	New Orders	Y o Y (%)	Backlog	Y o Y (%)
<b>CRO</b>	<b>13,283</b>	100.0%	<b>37,208</b>	99.1%
Monitoring	7,353	102.3%	18,827	100.4%
Data Management	4,931	95.7%	16,547	105.5%
CRO Others	998	106.2%	1,833	59.2%
<b>SMO</b>	<b>5,359</b>	121.7%	<b>17,660</b>	98.1%
<b>CSO</b>	<b>3,789</b>	127.7%	<b>6,550</b>	107.2%
<b>GR</b>	<b>4,676</b>	203.0%	<b>9,355</b>	158.5%
<b>EKISHIN</b>	<b>3,115</b>	156.0%	<b>38</b>	21.5%
<b>Others</b>	<b>134</b>	99.3%	<b>9</b>	109.0%
<b>Total</b>	<b>30,359</b>	121.0%	<b>70,822</b>	104.6%