



September 4, 2023

EPS Holdings, Inc.

News release

EPS Group Overview of Results for the Fiscal Year Ended September 30, 2022

1. Consolidated Group Results

Unit: ¥ millions

	FY 2021/09	FY 2022/09	
	Results	Results	Year-on-Year
Sales	80,888	98,025	121.2%
Operating income	6,507	3,914	
(rate)	8.0%	4.0%	60.2%

2. Main Business Results

For the fiscal year ended September 30, EPS Group achieved its highest net sales to date on a consolidated basis. Operating income decreased due to the impact of the management buyout (MBO) conducted in the previous fiscal year, but EBITDA¹⁾ increased significantly.

In core businesses (CRO/SMO/CSO), the effects of the COVID-19 pandemic, which had been a concern, were minimal, and there was strong performance thanks to large projects such as vaccines and therapeutics against novel coronavirus and vaccine adverse reaction studies.

In exploratory businesses, while there was an impact of a global slowdown in logistics due to the lockdown of business in China, earnings increased thanks to an increase in medical product sales and strong performance in orders received in the apparel business.

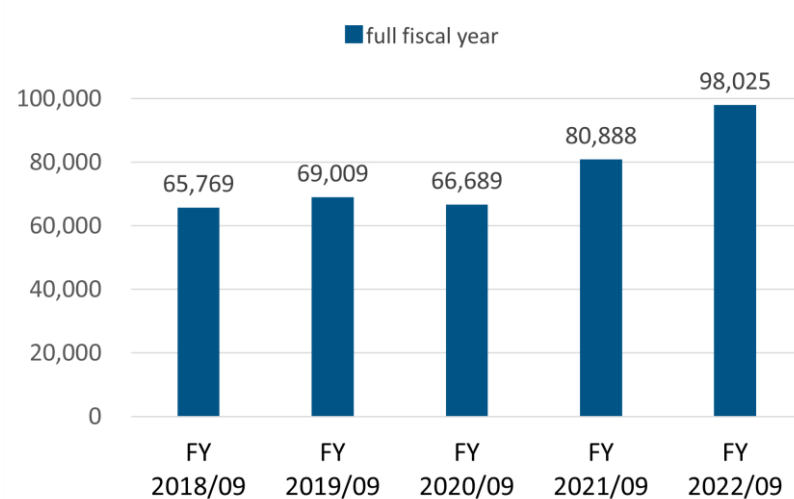
In core businesses, the fiscal year ending September 30, 2023 onwards, the Group will push forward on measures to secure personnel and prevent employee turnover as well as continue to strengthen the contracting system in order to respond to the anticipated future rise in demand. In addition, the Group will leverage digital technologies, which are becoming a trend, to accelerate initiatives to further improve the efficiency and speed of clinical trials. In exploratory businesses, with the focus on the pharmaceutical business, the Group will put the new businesses of human resource services and health food sales, which were newly launched this fiscal year, on track and aim to establish them as additional business pillars.

- 1) EBITDA: Earnings Before Interest Taxes Depreciation and Amortization. Profit calculated by adding amortization of goodwill and depreciation to operating profit.

Changes in Group Consolidated Net Sales and Operating Profit

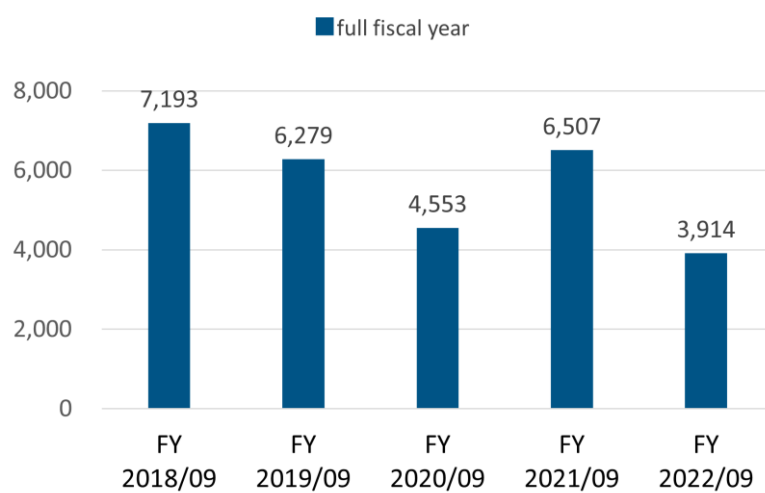
Net sales

Unit: ¥ millions



Operating income

Unit: ¥ millions



3. Number of Group Employees, Gender Ratio (by core businesses)

As of September 30, 2022 (domestic Group companies)

	Number of employees
Group total	7,423
Male	2,578 (34.7%)
Female	4,845 (65.3%)
CRO	3,554
Male	1,323 (37.2%)
Female	2,231 (62.8%)
SMO	1,689
Male	273 (16.2%)
Female	1,416 (83.8%)
CSO	1,639
Male	720 (43.9%)
Female	919 (56.1%)

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