

EPS Holdings, Inc.

FY 2016/9
Financial Results Overview

(Preliminary report)

November 8, 2016

2016/9 Business segment of EPS group

(As of September 30, 2016)



- ※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 : EKISHIN (China) Business : "EKISHIN" is China Business
- ※5 : CPO Business : "CPO" is Clinical Process Outsourcing

2016/9 Financial Results Overview (Consolidated)

(UNIT:JPY MILLION)

	2015/9 Results	2016/9 Results	Y o Y Change	Y o Y (%)
Net Sales	45,202	52,703	7,501	16.6%
Operating Income	5,482	6,224	742	13.5%
(%)	12.1%	11.8%		
Ordinary Income	5,362	6,589	1,227	22.9%
(%)	11.9%	12.5%		
Net Income	2163	3,966	1,803	83.4%
(%)	4.8%	7.5%		

2016/9 Financial Results Overview

(by Business Segment)

Ever
Progressing
System

(UNIT:JPY MILLION)

			2015/9 Results	(Ratio)	2016/9 Results	(Ratio)	Y o Y Change	Y o Y (%)
Domestic Business	CRO	Net Sales	25,219		26,895		1,675	6.6%
		Operating Income	5,491	21.8%	6,099	22.7%	607	11.1%
	SMO	Net Sales	6,486		10,961		4,475	69.0%
		Operating Income	691	10.7%	610	5.6%	△ 80	-
	CSO	Net Sales	6,788		7,509		720	10.6%
		Operating Income	383	5.6%	426	5.7%	43	11.2%
Overseas Business	GR	Net Sales	2,773		4,060		1,287	46.4%
		Operating Income	△ 31	-	183	4.5%	215	-
	EKI SHIN	Net Sales	4,274		3,957		△ 317	-
		Operating Income	30	-	△ 31	-	△ 62	-
Total	Net Sales	45,202		52,703		7,501	16.6%	
	Operating Income	5,482	12.1%	6,224	11.8%	742	13.5%	

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

2016/9 Financial Results Overview

(New Orders, Backlog)

Ever
Progressing
System

(UNIT:JPY MILLION)

	New Orders	Y o Y (%)	Backlog	Y o Y (%)
CRO	24,077	87.8%	35,281	94.7%
Monitoring	12,123	83.2%	17,078	89.1%
Data Management	9,984	101.0%	16,225	103.9%
CRO Others	1,969	66.5%	1,977	79.9%
SMO	11,692	151.6%	19,366	208.1%
CSO	7,709	89.3%	6,895	103.4%
GR	5,394	120.9%	7,052	124.5%
EKISHIN	3,980	93.8%	80	199.9%
Others	2,416	261.6%	2,183	1855.7%
Total	55,271	103.5%	70,860	120.0%

Medium-term management plan

(UNIT:JPY BILLION)

		2016/9 Results	2017/9 Plan	2019/9 Plan	2021/9 Plan	CAGR(%)
Net Sales		527	580	750	1,000	13.7%
Operating Income (%)		62 11.8%	65 11.2%	90 12.0%	125 12.5%	15.0%
Domestic Business	CRO	268	294	380	500	11.9%
	SMO	109	128	150	200	12.8%
	CSO	75	83	115	150	14.8%
	Subtotal	453	505	645	850	12.6%
Overseas Business	GR	40	51	90	150	29.9%
	EKISHIN	39	60	100	150	30.5%
	Subtotal	80	111	190	300	30.2%