

EPS Holdings, Inc.

FY2017/9 Financial Results Overview of The First Quarter

(Preliminary report)

February 1, 2017

2017/9 Business Area of EPS group

(※as of October 1 2016)

Ever
Progressing
System

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

※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 First Quarter (Consolidated)

(UNIT:JPY MILLION)

	2016/9 1Q Results	2017/9 1Q Results	Y o Y Change	Y o Y (%)
Net Sales	11,548	14,511	2,963	25.7%
Operating Income (%)	1,820 15.8%	1,876 12.9%	55	3.1%
Ordinary Income (%)	1,921 16.6%	2,058 14.2%	136	7.1%
Net Income (%)	1,105 9.6%	876 6.0%	△229	△20.7%

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

Ever
Progressing
System

(UNIT:JPY MILLION)

			2016/9 1Q Results		2017/9 1Q Results		Y o Y Change	Y o Y (%)
Domestic Business	CRO	Net Sales	6,516		6,787		271	4.2%
		Operating Income	1,657	25.4%	1,560	23.0%	△ 96	-5.8%
	SMO	Net Sales	1,820		3,440		1,620	89.0%
		Operating Income	267	14.7%	364	10.6%	97	36.3%
	CSO	Net Sales	1,736		2,064		328	18.9%
		Operating Income	50	2.9%	111	5.4%	61	122.0%
Overseas Business	GR	Net Sales	1,030		1,058		27	2.6%
		Operating Income	120	-	△ 101	-	△ 221	-
	EKI SHIN	Net Sales	878		1,723		844	96.1%
		Operating Income	△ 82	-	174	-	256	-
Total		Net Sales	11,548		14,511		2,963	25.7%
		Operating Income	1,820	15.8%	1,876	12.9%	56	3.1%

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

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

(UNIT:JPY MILLION)

	New Orders	Y o Y (%)	Backlog	Y o Y (%)
CRO	6,096	102.2%	37,365	100.2%
Monitoring	3,638	120.2%	18,871	101.5%
Data Management	1,789	85.9%	16,341	102.3%
CRO Others	667	78.6%	2,152	79.9%
SMO	2,506	161.3%	18,441	203.5%
CSO	1,944	295.9%	6,786	121.3%
GR	1,221	77.4%	7,222	116.1%
EKISHIN	1,795	174.4%	156	80.1%
Others	72	99.6%	11	140.6%
Total	13,635	125.6%	69,983	119.9%