



# Overview of Financial Results for FY2022 1<sup>st</sup> Quarter

**CMIC HOLDINGS Co., Ltd.**  
**January 31, 2022**

# Business segments and group companies

- Blue indicates overseas group companies.



Segment	Products and services	CMIC Group companies (as of end of December 2021)
---------	-----------------------	---

## Pharmaceutical solutions

<b>CRO Business</b>	Comprehensive support for research and development of disease prevention and treatment	CMIC HOLDINGS Co., Ltd. CMIC Co., Ltd. CMIC ShiftZero K.K. <a href="#">CMIC Korea Co., Ltd.</a> <a href="#">CMIC ASIA-PACIFIC, PTE. LTD.</a> <a href="#">CMIC ASIA PACIFIC (MALAYSIA) SDN. BHD.</a> <a href="#">CMIC Asia-Pacific (Hong Kong) Limited</a> <a href="#">CMIC ASIA-PACIFIC (PHILIPPINES), INC.</a> <a href="#">CMIC ASIA-PACIFIC (AUSTRALIA)PTY LTD</a> <a href="#">CMIC ASIA-PACIFIC (THAI LAND) LIMITED</a> <a href="#">CMIC ASIA-PACIFIC (VIETNAM) LIMITED</a> CMIC (Beijing) Co., Ltd. <a href="#">CMIC DATA SCIENCE VIETNAM COMPANY LIMITED</a> CMIC Pharma Science Co., Ltd. <a href="#">CMIC, INC.</a>
<b>CDMO Business</b>	Development and manufacturing support for pharmaceutical products and biopharmaceutical API from clinical to commercial	CMIC CMO Co., Ltd. <a href="#">CMIC CMO Korea Co., Ltd.</a> <a href="#">CMIC CMO USA Corporation</a> CMIC Bio Co., Ltd.
<b>Market Solutions Business</b>	Medical, sales and marketing support for pharmaceuticals, and orphan drugs development to commercialization	CMIC Ashfield Co., Ltd. OrphanPacific, Inc.

## Healthcare solutions

<b>Site support Solutions Business</b>	Comprehensive support of medical institutes and medical staff	CMIC HealthCare Institute Co., Ltd.
<b>Healthcare Revolution Business</b>	Support individuals, local governments, etc. with solutions using a new ecosystem of health care	CMIC HOLDINGS Co., Ltd. CMIC Solutions Co., Ltd. harmo Co., Ltd. CMIC Well Co., Ltd.

# Focus Activities of Mid-term Management Plan (FY2022-25)



**Evolution of healthcare business**

**Comprehensive support for disease prevention, treatment R&D, and marketing**

**Contribution to sustainable society through services with high social benefits**





## Evolution of healthcare business



- Support for COVID vaccination and PCR testing by local governments
  - Utilization of the COVID-19 vaccination information management system “harmo<sup>®</sup> vaccine care with corona”
  - Call center (to consult about adverse reactions), human resources support (Physician and nurse reference, admin staff)
- Collaborating with Dai Nippon Printing (DNP) to Correct Vaccination Records and Support Data Utilization
  - Vaccination records with improved accuracy by correcting entry errors in vaccination records are reflected using "harmo" for vaccination record presentation services, etc. to prevent erroneous vaccination

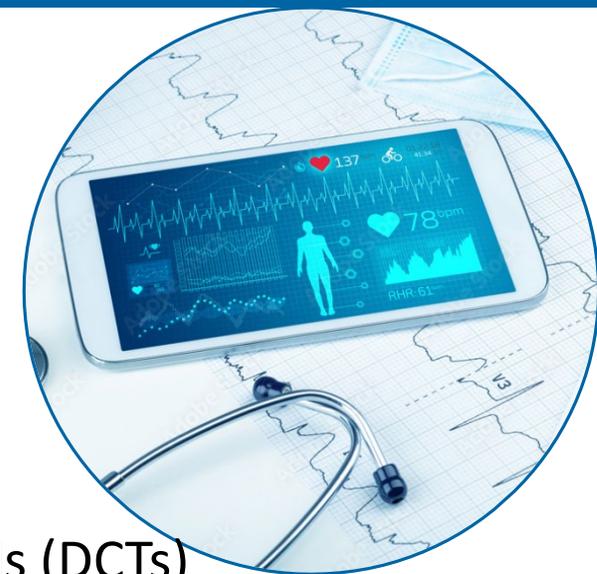


# Progress of 1<sup>st</sup> quarter of FY2022



## Comprehensive support for disease prevention, treatment R&D, and marketing

- Accelerating & streamlining drug and device development
  - Partnership with Science 37<sup>®</sup> to accelerate Decentralized Clinical Trials (DCTs) and speed up drug development
- In the bioanalysis business, CMIC supports drug discovery in cutting-edge areas where modalities are diversifying, such as next-generation biopharmaceuticals and gene therapy drugs



# Progress of 1<sup>st</sup> quarter of FY2022



## Contribution to sustainable society through services with high social benefits

- CMIC acquires "Kurumin Certification" as a company that supports child-rearing
- Presentation of the 18th "Society Prize (CMIC Prize) of the AIDS Society of Japan" and co-sponsorship of the 13th "International Children's Drawing Contest



# Consolidated income statement (overview)



	2021/Q1		2022/Q1		Change	Percent Change
	Amount	Composition ratio	Amount	Composition ratio		
	(¥ millions)	(%)	(¥ millions)	(%)		
<b>Sales</b>	18,885	100.0	<b>24,629</b>	100.0	+5,744	+30.4
<b>Operating income</b>	811	4.3	<b>3,375</b>	13.7	+2,563	+315.7
<b>Ordinary income</b>	803	4.3	<b>3,462</b>	14.1	+2,658	+330.9
<b>Profit attributable to owners of parent</b>	561	3.0	<b>2,107</b>	8.6	+1,545	+275.0
<b>Earnings per share</b>	¥31.06		¥116.48			

# Breakdown of Non-operating income and expenses/Extraordinary income and losses/Income taxes/Profit (loss) attributable to non-controlling interests



(¥ millions)	2021/Q1	2022/Q1	(¥ millions)	2021/Q1	2022/Q1
Non-operating income	125	137	Extraordinary income	115	-
Interest income	3	0	Gain on forgiveness of debts	115	-
Foreign exchange gains	-	109	Extraordinary losses	30	23
Share of profit of entities accounted for using equity method	27	-	Loss on retirement of non-current assets	-	23
Other	94	26	Loss on valuation of investment securities	30	-
Non-operating expenses	133	50	Income taxes	289	1,330
Interest expenses	32	37	Profit (loss) attributable to non-controlling interests	36	1
Foreign exchange losses	84	-			
Other	16	12			

# Sales & Operating income by reportable segment



		2021/Q1 Amount (¥ millions)	2022/Q1 Amount (¥ millions)	Change (¥ millions)	Percent change (%)
<b>Pharmaceutical Solutions</b>	Sales	16,539	<b>17,723</b>	+ 1,184	+ 7.2
	Operating income	1,134	<b>1,306</b>	+ 172	+ 15.1
<b>Healthcare Solutions</b>	Sales	2,472	<b>7,069</b>	+ 4,596	+ 185.9
	Operating income	(44)	<b>2,395</b>	+ 2,439	—
<b>Adjustments</b>	Sales	(127)	<b>(163)</b>	(36)	—
	Operating income	(277)	<b>(326)</b>	(49)	—
<b>Consolidated</b>	Sales	18,885	<b>24,629</b>	+ 5,744	+ 30.4
	Operating income	811	<b>3,375</b>	+ 2,563	+ 315.7

# Orders received / Backlog



	2021/Q1		2022/Q1			
	Orders received	Backlog	Orders received	Percent Change	Backlog	Percent Change
	(¥ millions)	(¥ millions)	(¥ millions)	(%)	(¥ millions)	(%)
<b>P h a r m a c e u t i c a l S o l u t i o n s</b>	16,186	65,739	<b>20,637</b>	+ 27.5	<b>72,046</b>	+ 9.6
<b>H e a l t h c a r e S o l u t i o n s</b>	3,624	13,139	<b>4,994</b>	+ 37.8	<b>14,661</b>	+ 11.6
<b>T o t a l</b>	19,810	78,878	<b>25,632</b>	+ 29.4	<b>86,707</b>	+ 9.9

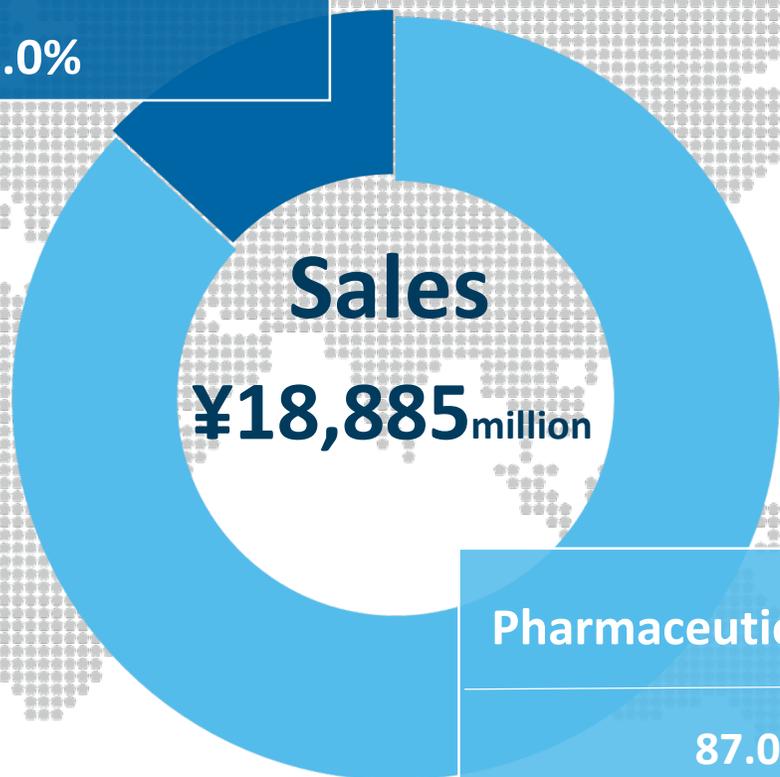
# Sales composition ratio



FY2021 Q1

Healthcare Solutions

13.0%



Pharmaceutical Solutions

87.0%

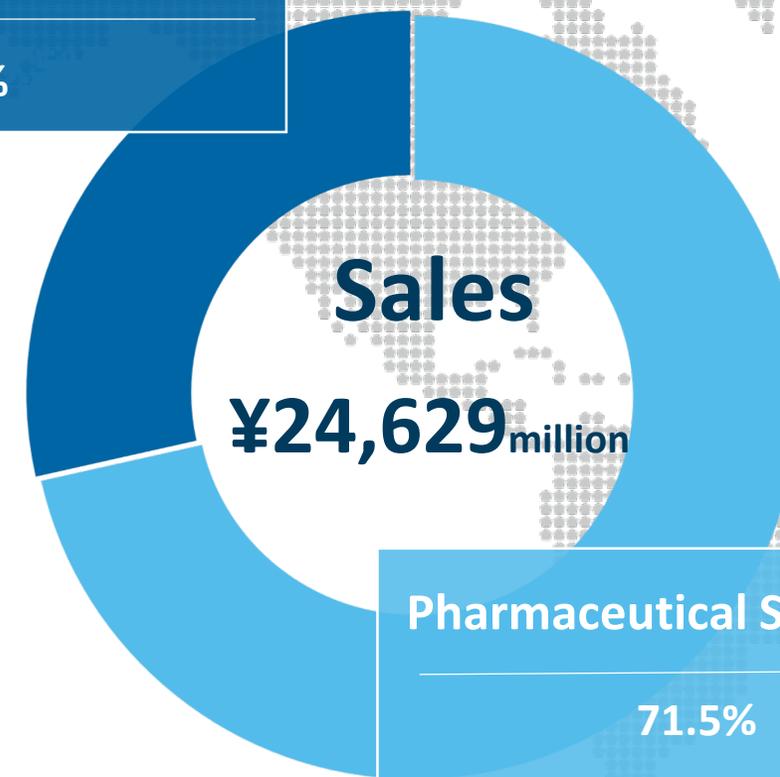
Operating income ¥811million

Operating margin 4.3%

FY2022 Q1

Healthcare Solutions

28.5%



Pharmaceutical Solutions

71.5%

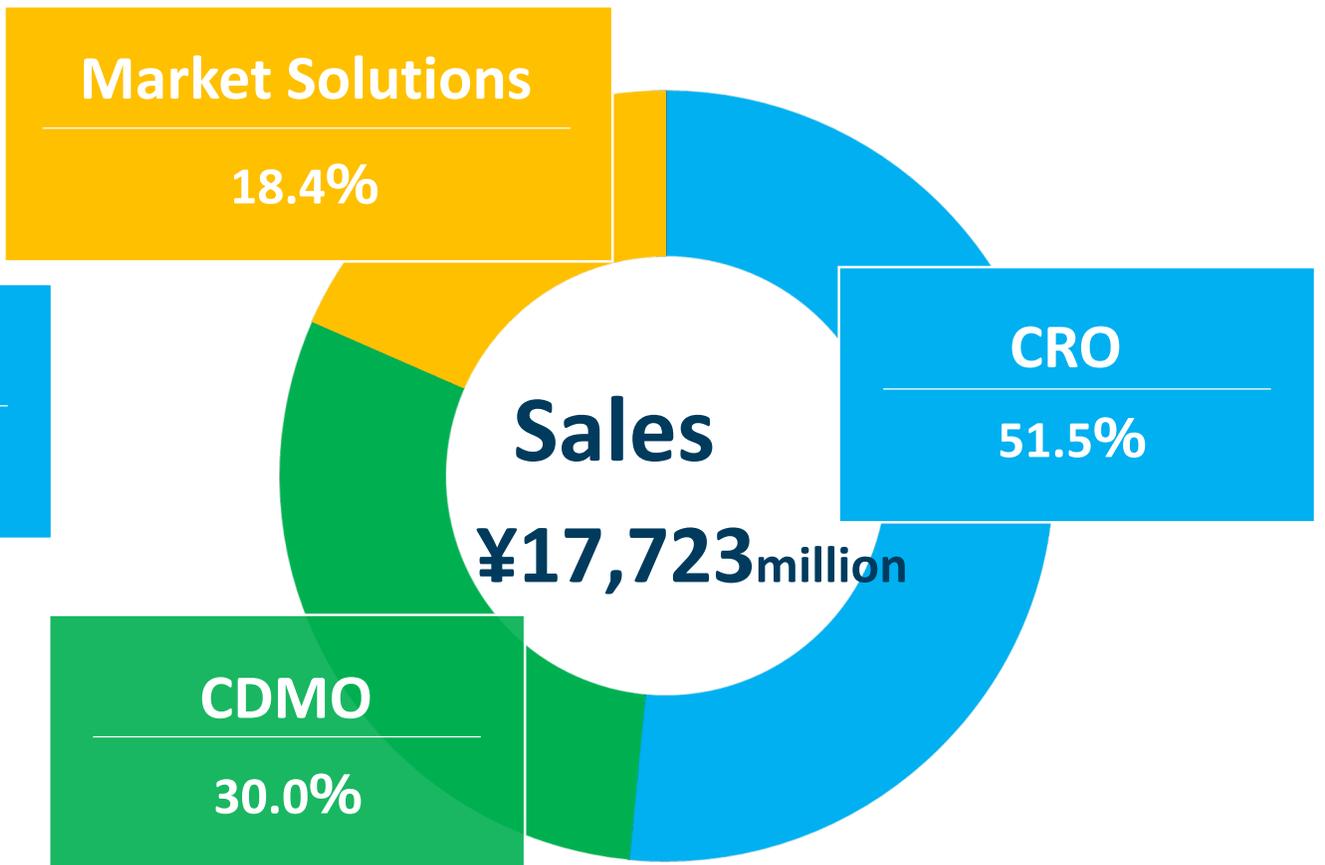
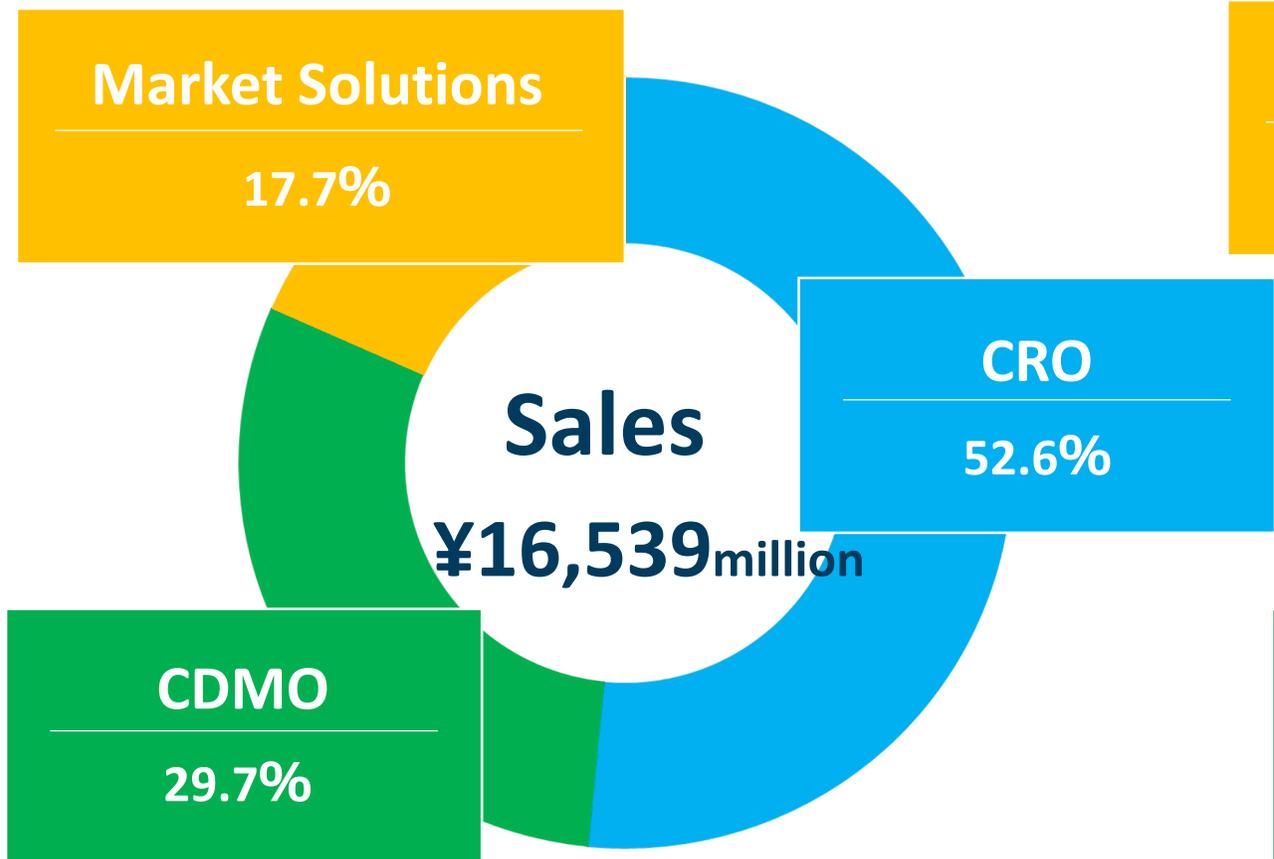
Operating income ¥3,375million

Operating margin 13.7%

# Sales composition ratio of Pharmaceutical Solutions

FY2021 Q1

FY2022 Q1



Operating income    ¥1,134million

Operating margin    6.9%

Operating income    ¥1,306million

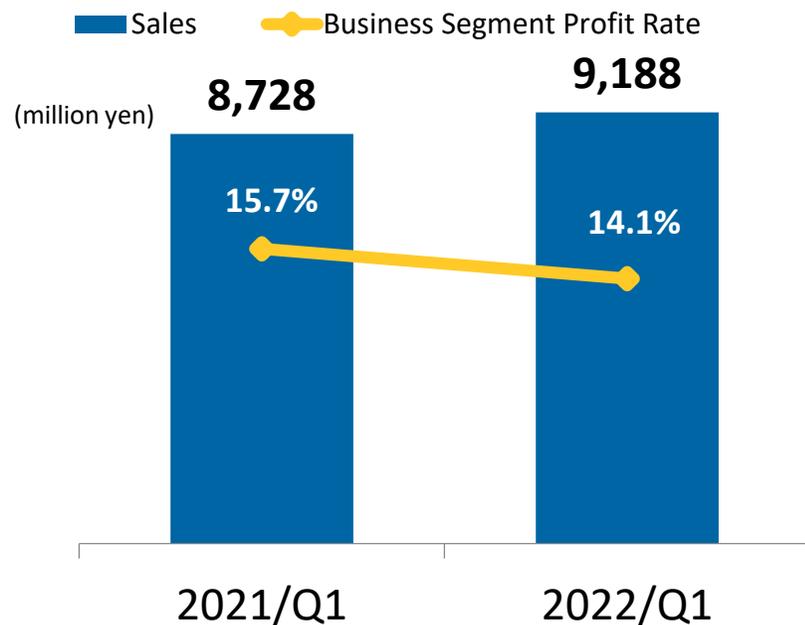
Operating margin    7.4%

# Business Segment: CRO Business

Comprehensive support for research and development of disease prevention and treatment

## Business Overview

- Sales were the same level as the previous year
- Increase in inquiries for post-marketing trials and development projects for new coronavirus infection drugs, etc.
- Partnership with Science 37<sup>®</sup> to Promote Decentralized Clinical Trials (DCTs) and Accelerate Drug Development
- In the bioanalysis business, CMIC supports drug discovery in cutting-edge areas where modalities are diversifying, such as next-generation biopharmaceuticals and gene therapy drugs



## Focus activities

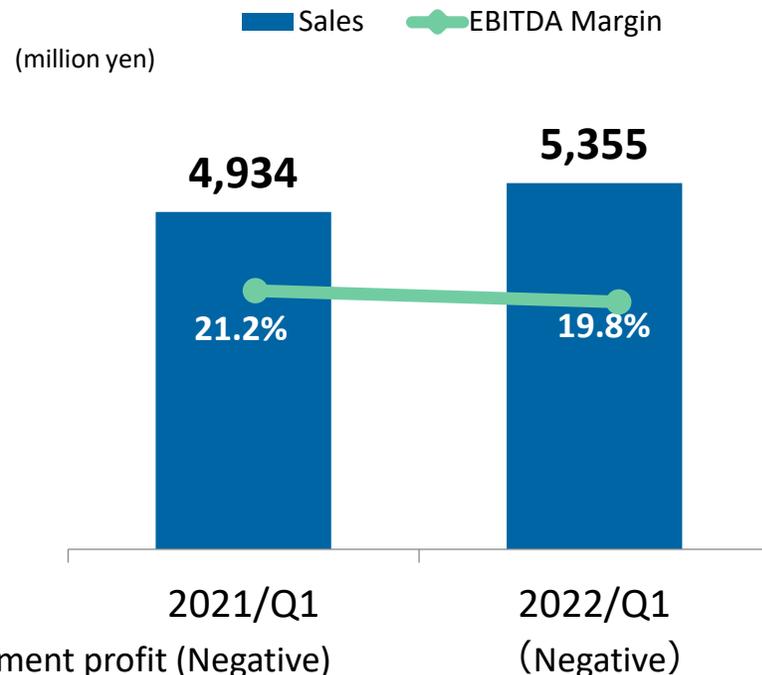
- Enhanced development support for advanced therapies such as biologics and regenerative medicine (full support for filing by Academia and BV)
- Digital applications such as DCT and RWD
- Proactive take on nucleic acid medicine projects via collaboration of laboratories in Japan and the U.S.
- Proactive take on global clinical studies (clinical trials in Asia, Japan-US bioanalysis business)
- Business expansion to the U.S. and Asia
- Aim for the #1 share in Japan

# Business Segment: CDMO Business

Development and manufacturing support for pharmaceutical products and biopharmaceutical API from clinical to commercial

## Business Overview

- Sales increased from the same period of the previous year
- Growing need to ensure stable supply in response to the spread of new coronavirus infections and generic quality issues
- Focus on acquiring new projects in the U.S.



## Focus activities

- Steady implementation of production at the Ashikaga injectable facility and its contribution to earnings
- Full-scale development of licensing business for formulation technologies (microneedles, etc.)
- Expand business at the new U.S. site
- Strengthen our position as a strategic partner for domestic pharmaceutical companies

\*Business segment profit (Negative)

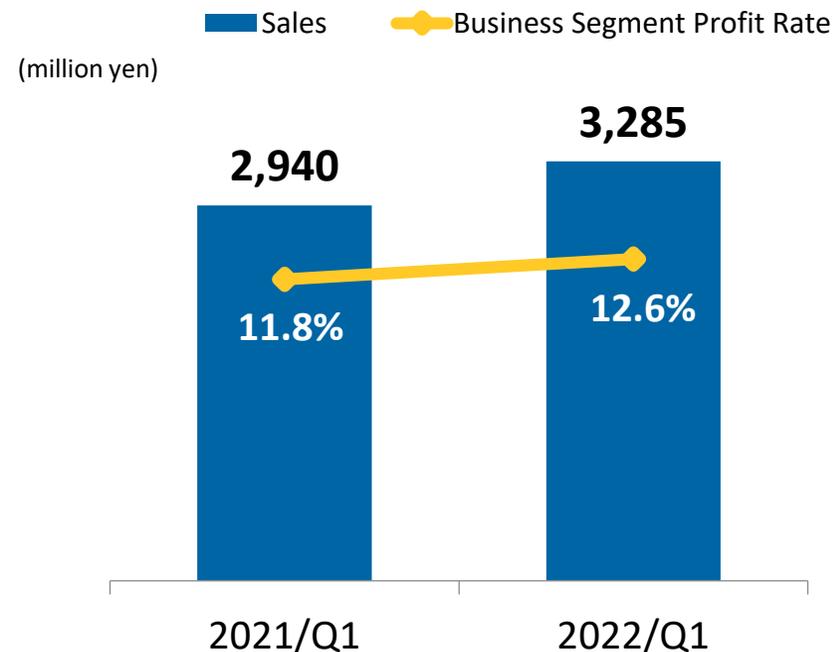
(Negative)

# Business Segment: Market Solutions Business

Medical, sales and marketing support for pharmaceuticals, and orphan drugs development to commercialization

## Business Overview

- Sales increased from the same period of the previous year
- In the MR dispatch business, the utilization rate increased due to the acquisition of new projects and steady progress in existing projects

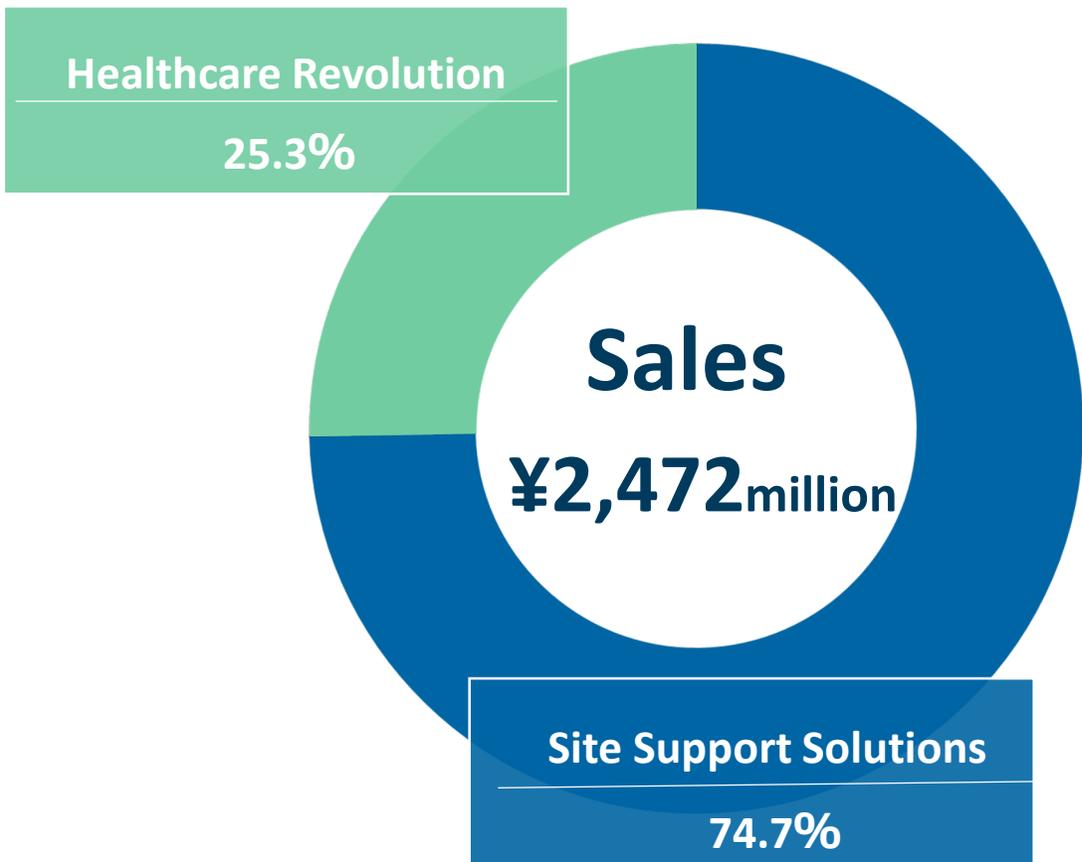


## Focus activities

- Expand positioning in the MR dispatch business
- Efficient recruitment of MRs and MSLs
- Provision of hybrid services
- Promotion of multi-channel

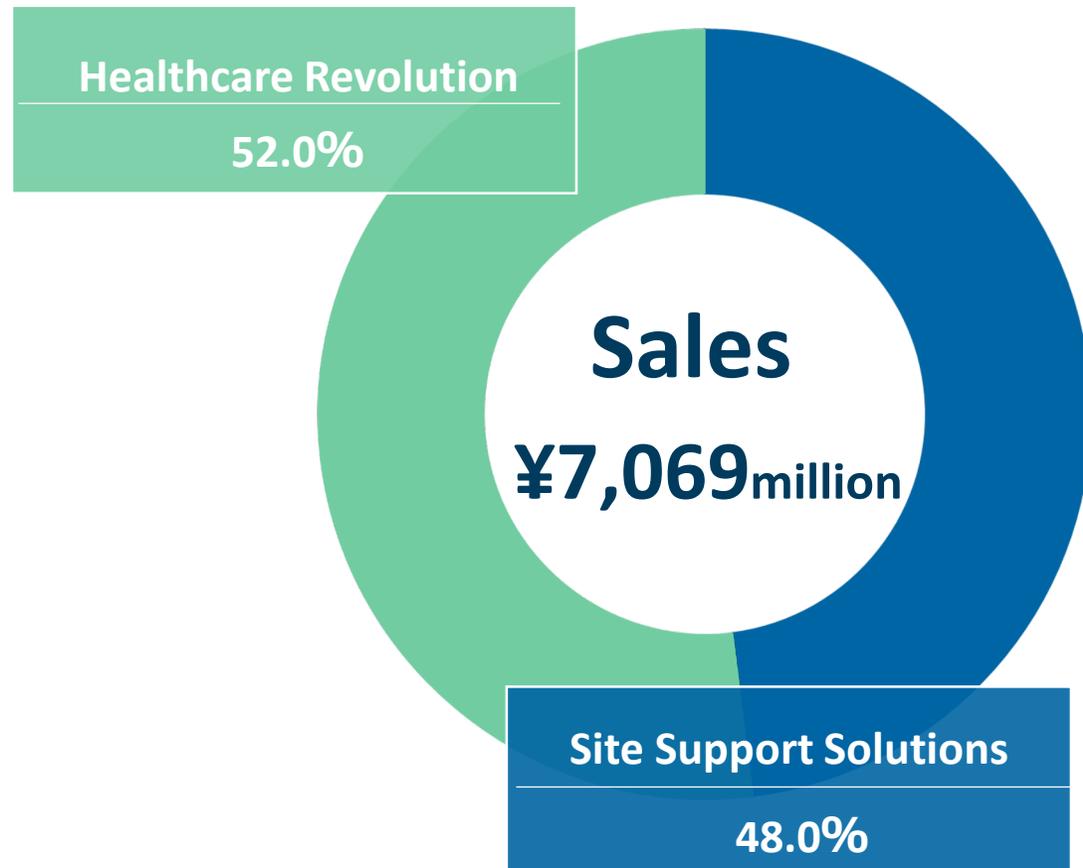
# Sales composition ratio of Healthcare Solutions

### FY2021 Q1



**Operating loss**    **¥44million**  
**Operating margin**    **—**

### FY2022 Q1



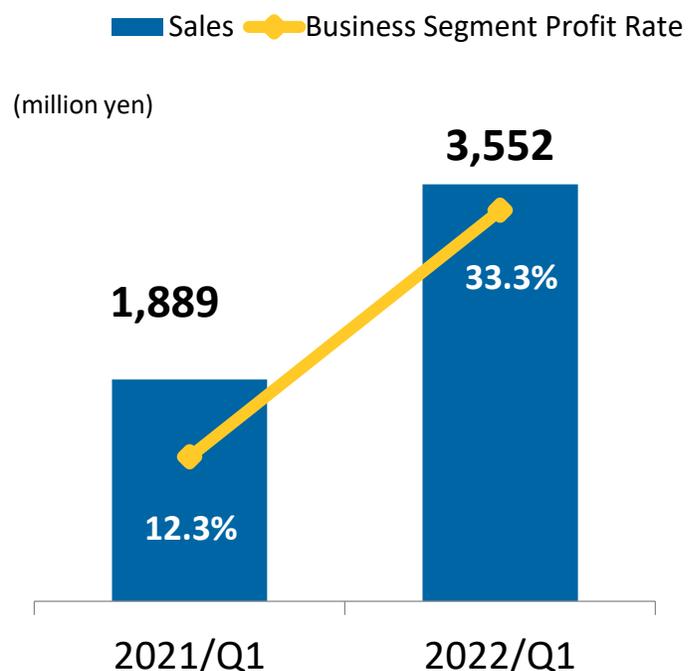
**Operating income**    **¥2,395million**  
**Operating margin**    **33.9%**

# Business Segment: Site Support Solutions Business

Comprehensive support of medical institutes and medical staff

## Business Overview

- Sales significantly exceeded the same period last year
- Increase in development projects for vaccines and therapeutic drugs for new coronavirus infections
- Needs for clinical trials (researches) and other support for medical institutions are expanding



## Focus activities

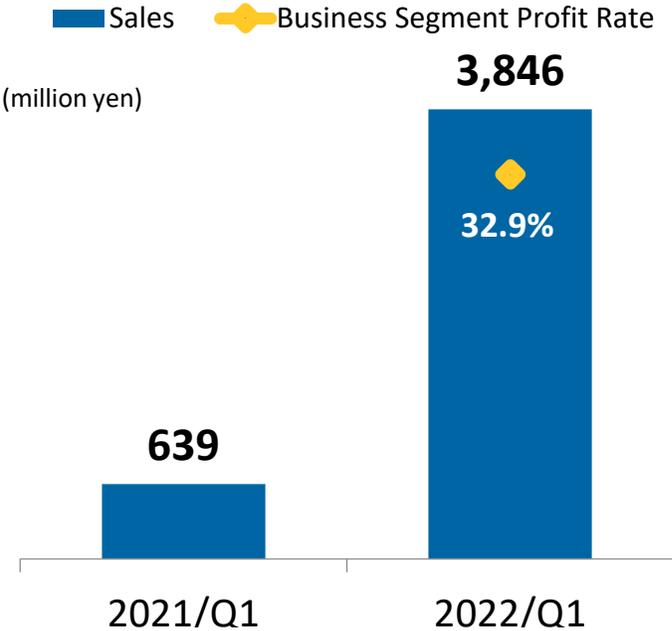
- Shifting from treatment to prevention/prognosis market (prophylaxis treatment agents and clinical trials using apps)
- Providing support for university hospital network, etc.
- Providing services in community healthcare

# Business Segment: Healthcare Revolution Business

Support individuals, local governments, etc. with solutions using a new ecosystem of health care

## Business Overview

- Sales significantly exceeded the same period last year
- Significant increase in vaccination support services for new coronavirus infections, etc.
- Expansion of businesses that integrate disease prevention, health information, and IT technologies
- Promote the use of harmo<sup>®</sup> as a Healthcare Communication Channel in PHRs, etc.

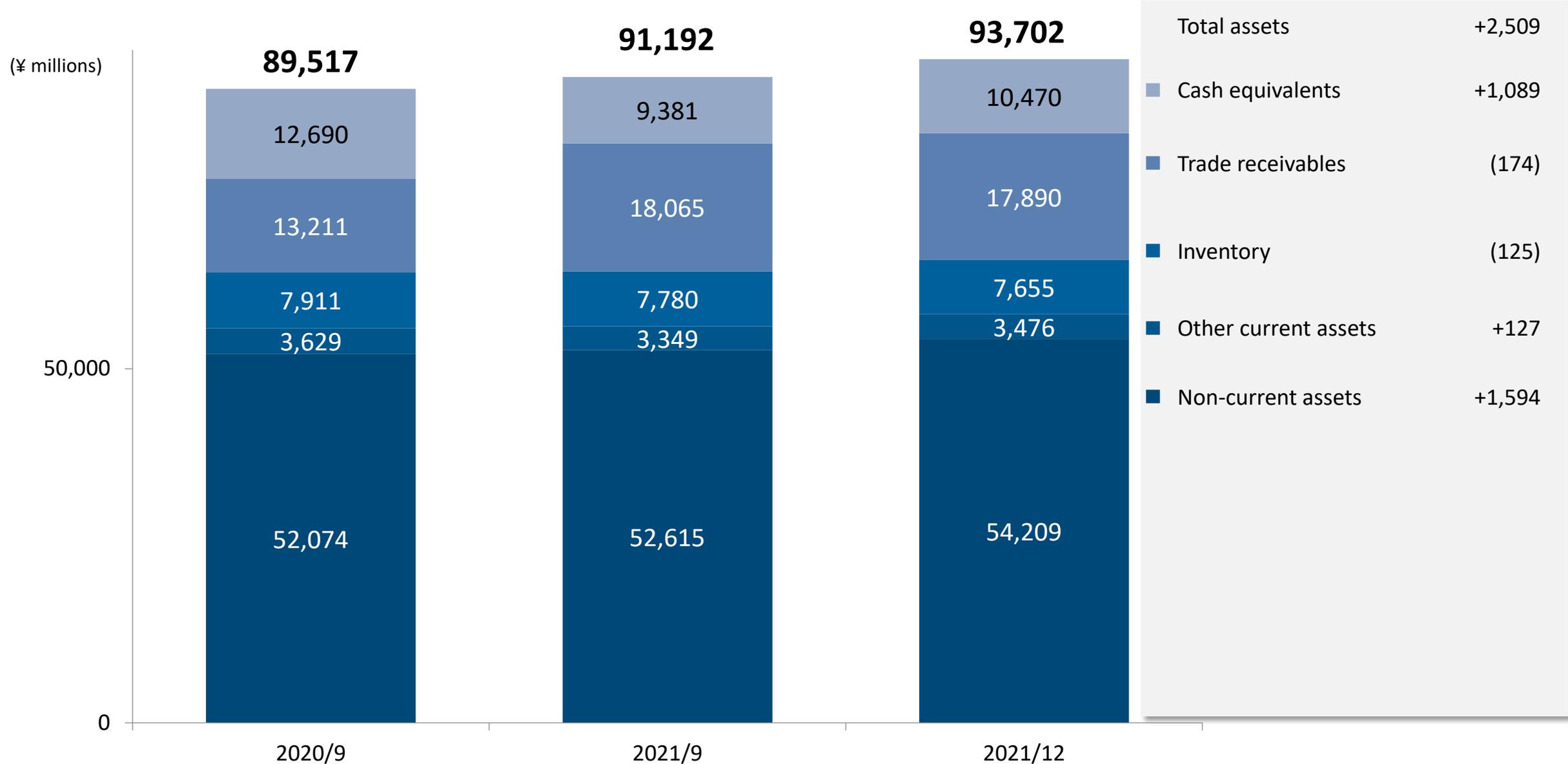


## Focus activities

- Expansion of healthcare services & utilization of data by using harmo
- Expansion of healthcare services for local governments and companies
- Expansion of self-screening services
- Nurture and secure healthcare human resources

\*Business segment profit (Negative)

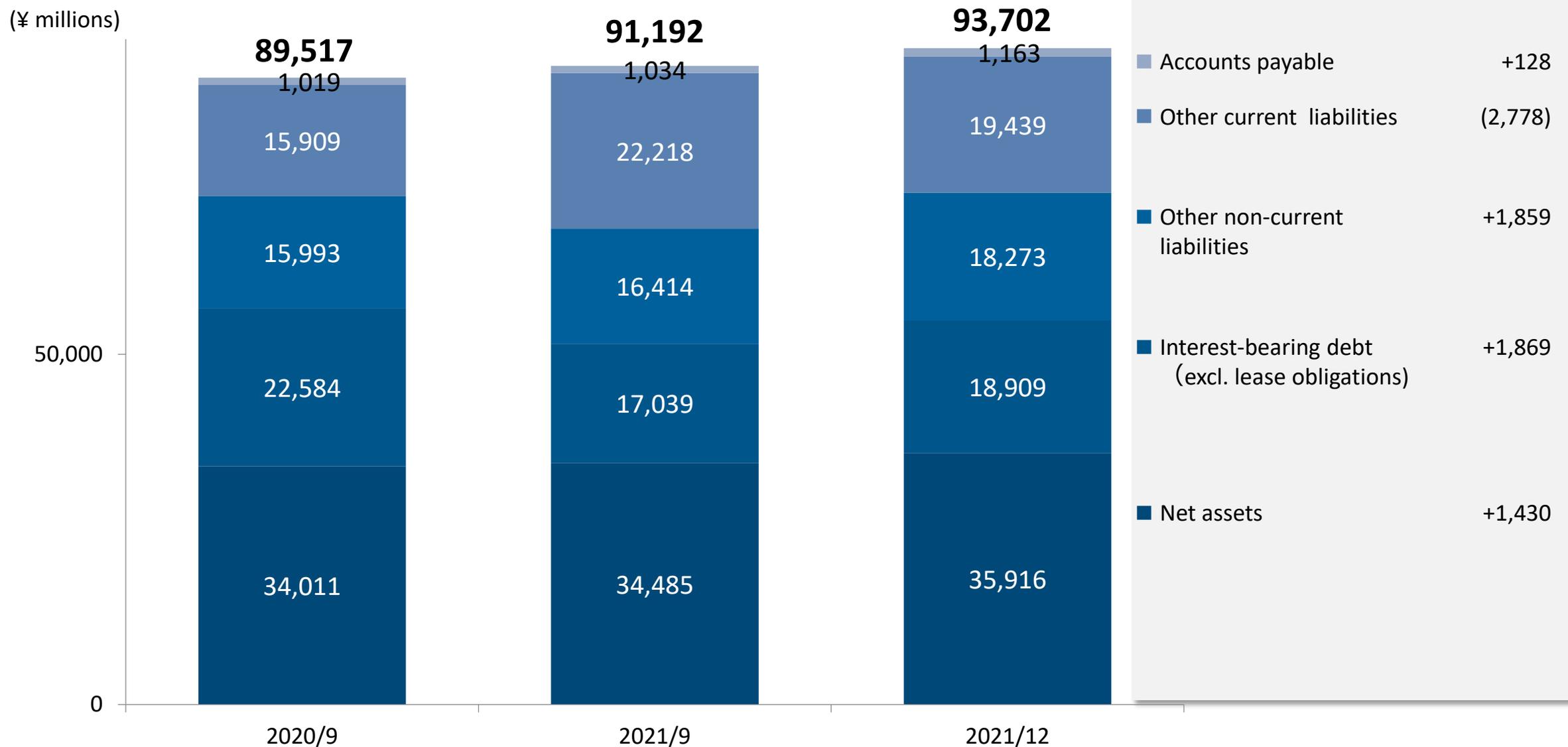
# Consolidated balance sheet (assets)



# Consolidated balance sheet (liabilities and net assets)



(¥ millions)





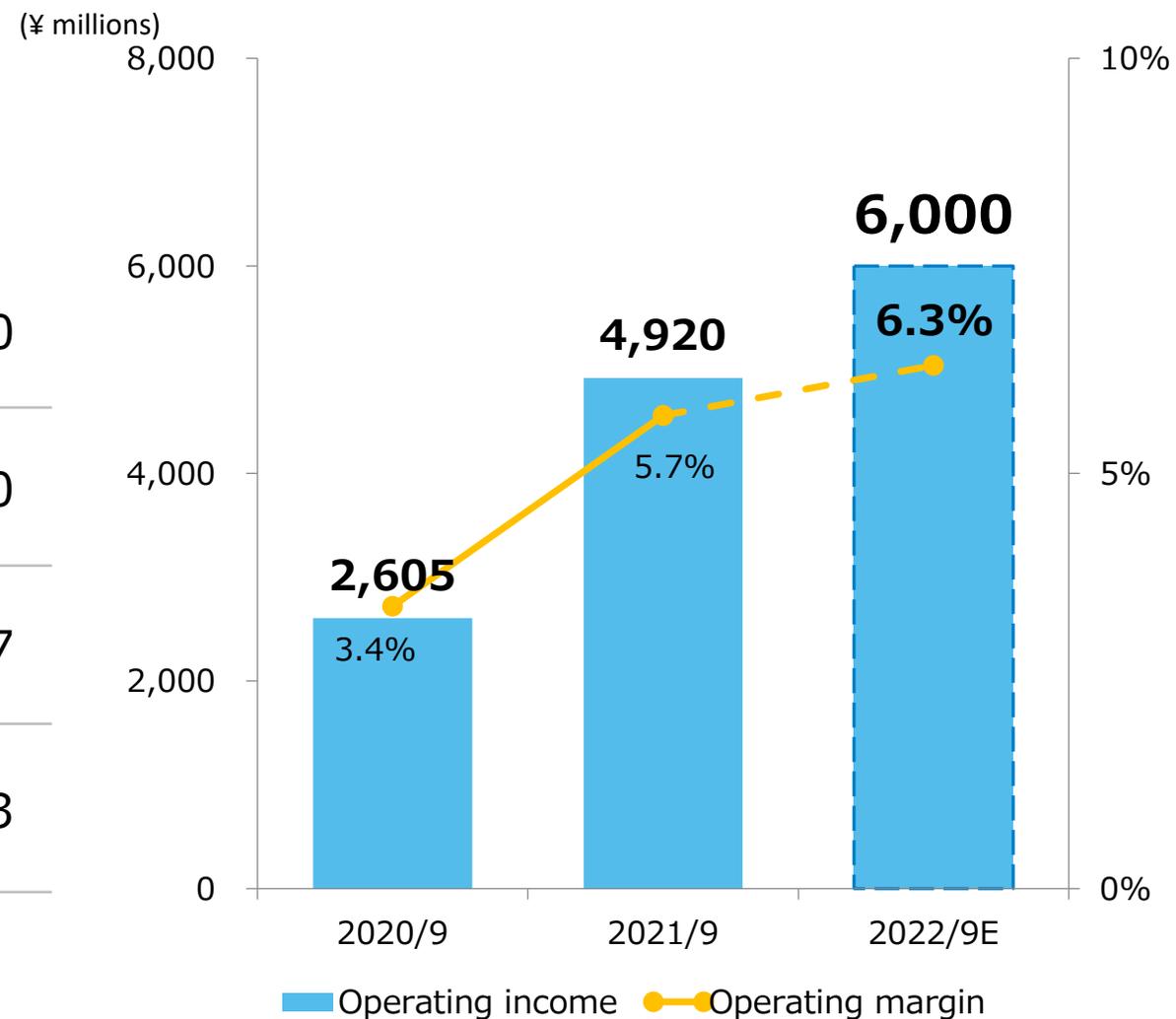
# Forecast for FY ending Sep. 2022



# Forecast for FY ending Sep. 2022



	2021/9 Actual (¥ millions)	2022/9 Plan (¥ millions)	2022/9 Forecast (¥ millions)	Change from the original plan (%)
Net Sales	85,788	88,000	<b>95,000</b>	8.0
Operating income	4,920	4,000	<b>6,000</b>	50.0
Ordinary income	5,091	3,850	<b>5,800</b>	50.7
Profit attributable to owners of parent	2,023	2,050	<b>3,000</b>	46.3
Earnings per share	¥ 111.85	¥ 113.32	¥ 165.82	





Cautionary statement:

This translation is prepared and provided for readers' convenience only. In the event of any discrepancy between this translated document and the original Japanese document, the original document shall prevail.

This material includes forward-looking statements based on assumptions and beliefs in light of the information currently available to management, and is subject to significant risks and uncertainties. Actual financial results may vary materially from the content of this material depending on a number of factors. While this material contains information on pharmaceuticals (including compounds under development), this information is not intended to make any representations or advertisements regarding the efficacy or effectiveness of their preparations, promote any kind of unapproved uses, nor provide medical advice of any kind.

