

## Miraca Holdings Inc.

# Business Results for The First Quarter of FY2017

(Three-month period ended June 30, 2017)

August 1, 2017



#### Please be aware of the following:

- \* The financial information provided on this material has been prepared in accordance with Japanese GAAP in principle.
- \* Figures and ratio in this material are rounded to the appropriate unit in principle, and the sums of the individual figures in each table do not always correspond to the total, because of rounding.

\* Abbreviations:

HR: Healthcare Related (business)

Op. income: Operating income

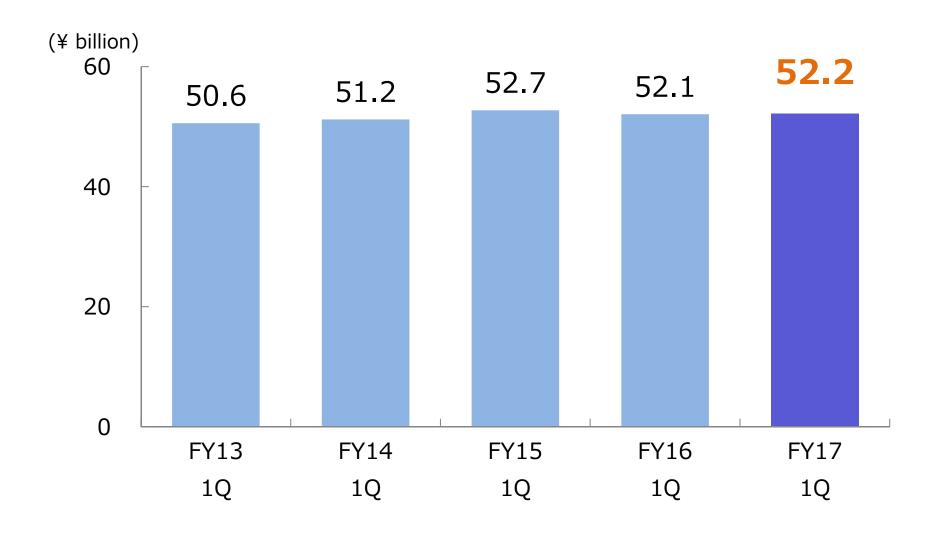
Or. income: Ordinary income

Exchange rate: FY2016 1Q:1USD = 108.26JPY 1EURO = 122.18JPY

FY2017 1Q:1USD = 111.11JPY 1EURO = 122.21JPY

## Transition of Consolidated Sales





#### Consolidated Sales (vs. FY2016 1Q)



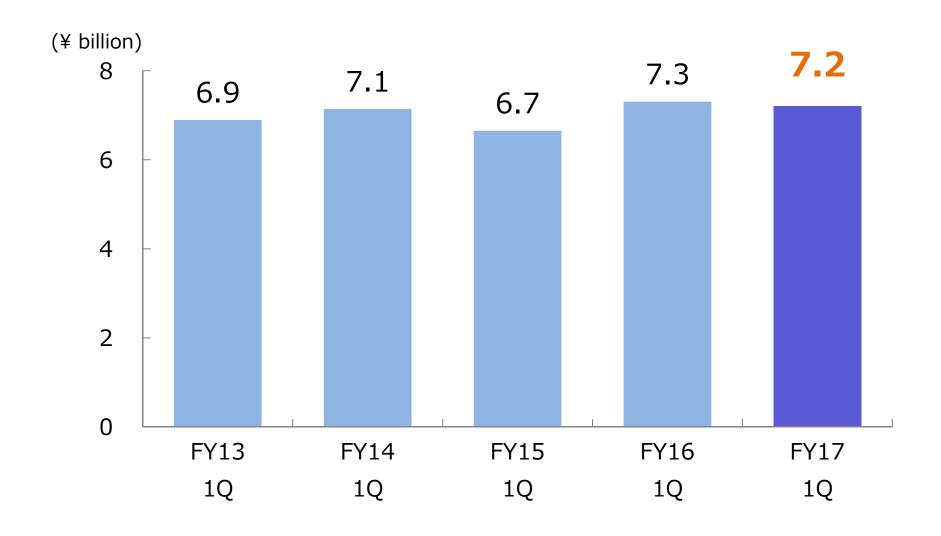
#### Net sales was same level as previous year

(including currency exchange impact)

(¥ billion) 53 + 0.27**52.2** 52.1 - 0.57 + 0.50- 0.10 52 51 50 **FY16** CLT **IVD** Exchange HR **FY17** 1Q impact 1Q

## Transition of Consolidated Op. Income

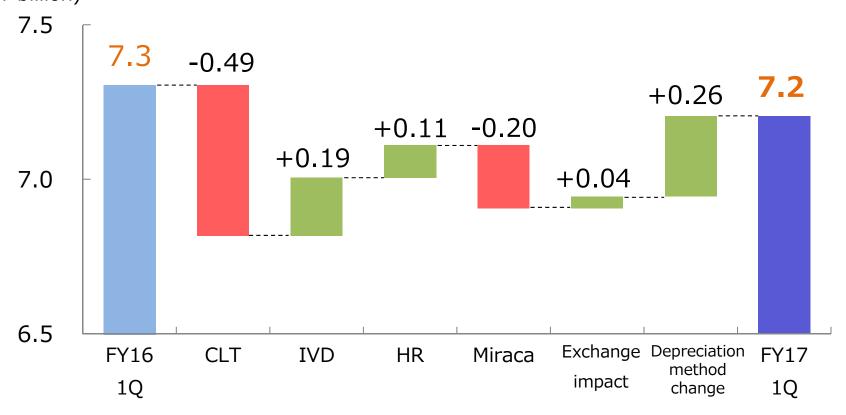




## Consolidated Op. Income (vs. FY2016 1Q) Bridging People to Healthcare

## Op. income was same level as previous year

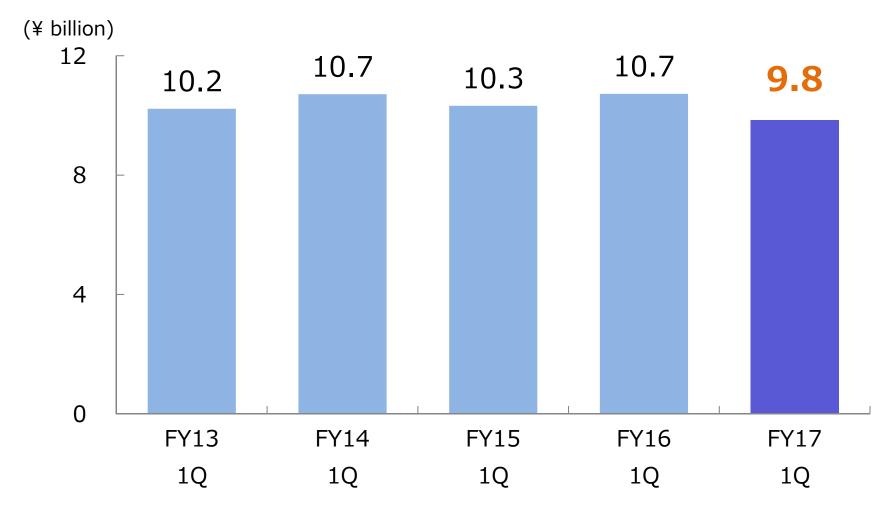
(including currency exchange and depreciation method change impact) (¥ billion)



 $\times$  Depreciation method was changed from fixed percentage to straight-line : +0.26 bn yen (CLT: +0.19, IVD: +0.07)

#### Transition of Consolidated EBITDA



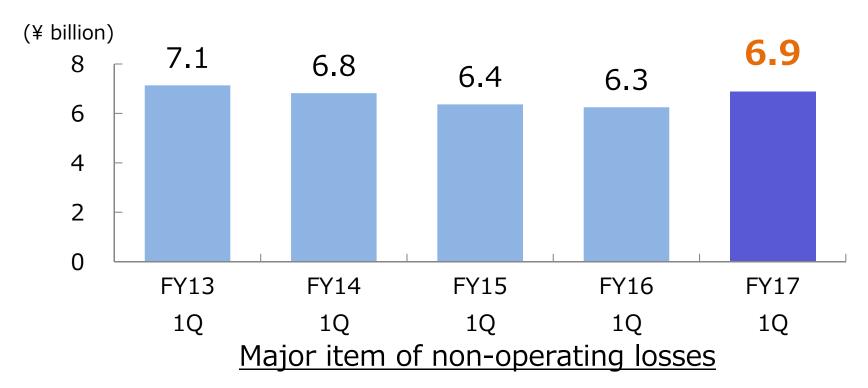


**\*\*** EBITDA = Operating income + Depreciation + Amortization of goodwill

#### Transition of Consolidated Ord. Income



Ord. income increased due to smaller foreign exchange losses



[FY2016 1Q]

Share of loss of entities accounted for using equity method

-¥0.3bn

Foreign exchange losses

-¥0.7bn

[FY2017 1Q]

 Share of loss of entities accounted for using equity method

-¥0.2bn

Foreign exchange losses

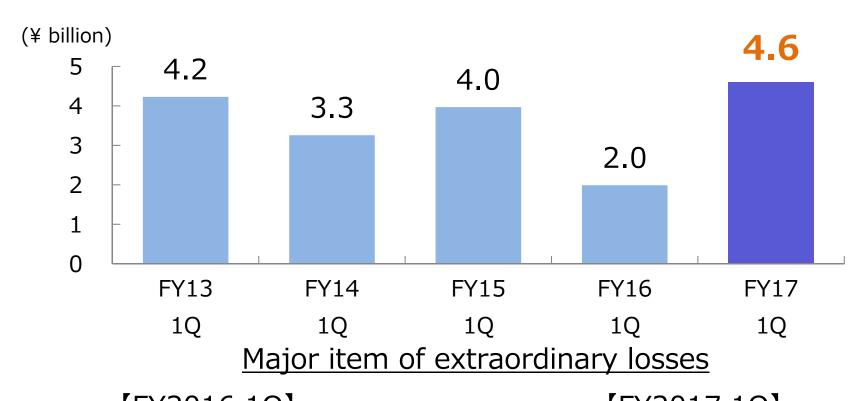
-¥0.05bn

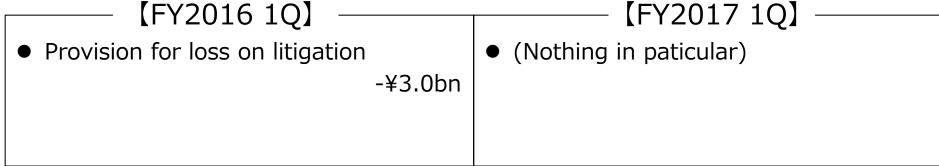
#### Transition of Consolidated Net Profit



8

Provision for loss on litigation was recognized in 1Q/FY16





#### FY2017 1Q Results by Business Segment



# Net sales was same level as previous year, while EBITDA decreased 8%

(¥ billion)

		1Q/FY2016		1Q/FY2017		Y/Y Variation	
Net Sales		52.1		52.2		+ 0.10	0.2%
	CLT	34.2		33.7		- 0.43	-1.3%
	IVD	10.8		11.4		+ 0.59	5.5%
	HR	7.1		7.0		- 0.06	-0.9%
Op. Income		*1 <b>7.3</b>	<b>14.0%</b> ※3	*1 <b>7.2</b>	13.8%	- 0.10	-1.4%
	CLT	3.4	10.0%	3.1	9.2%	- 0.30	-8.9%
	IVD	3.0	27.7%	3.3	28.9%	+ 0.29	9.8%
	HR	0.8	11.6%	0.9	13.3%	+ 0.12	14.0%
Ord. Income		6.3	12.0%	6.9	13.2%	+ 0.63	10.0%
Profit attributable to owners of parent		2.0	3.8%	4.6	8.8%	+ 2.61	131.7%
EBITDA **2		10.7	20.6%	9.8	18.9%	- 0.88	-8.2%

<sup>※1</sup> Op. income includes Miraca Corporate and segmentation adjustment (FY16: +0.07、FY17: -0.13)

<sup>※2</sup> EBITDA = Operating income + Depreciation + Amortization of goodwill

<sup>\*3</sup> Figures shown in the upper right corner in blue are each profit margin

#### **CLT Business**



(¥ billion)

Net sales : - 0.4 Op. income : - 0.3

◆ Japan

Net sales: +0.07, Op. income: +0.17

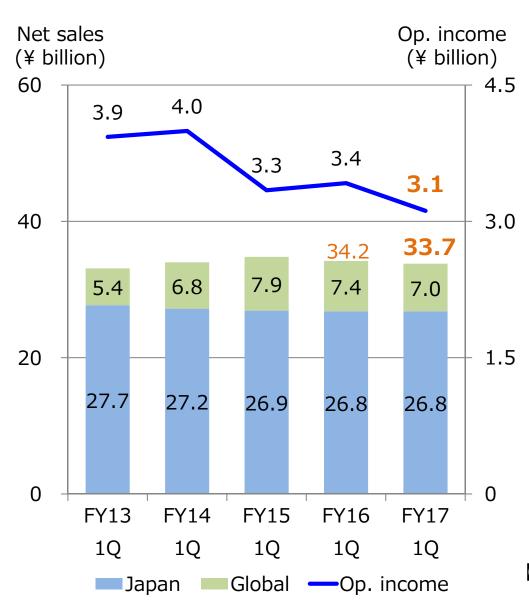
- Sales increase by acquisition of new accounts in FMS/Branch lab business
- Sales decrease by HCV-related test decline
- Decrease in depreciation due to Navi-Lab project termination (0.37)
- ◆ Global

Net sales: -0.46, Op. income: -0.45

- Volume increase and price cut resulted in sales decrease
- Currency exchange impact on sales: +0.18

[MLS (before goodwill amortization, J-GAAP)]

Net sales : -\$5.9M, Op. income : -\$4.5M



#### **IVD** Business



(¥ billion)

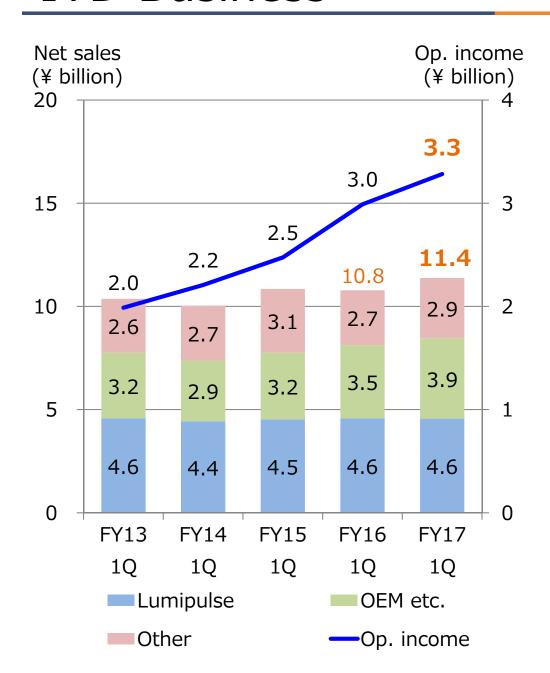
**Net sales** : +0.6 **Op. income** : +0.3

#### Net sales

- ◆ Lumipulse
  - Same level as previous year
- ◆ OEM & Raw Material Supply
  - Stable growth
- ◆ Other
  - Contribution by sales of coagulation product (Stago products)

#### Op. income

◆ Increase with sales growth



#### HR Business



(¥ billion)

Net sales : - 0.1 Op. income : +0.1

◆ Sterilizing

Net sales: +0.12, Op. income :-0.05

- Sales growth achieved through development of new accounts
- **♦** Clinical Trials

Net sales: -0.20, Op. income :+0.02

- Sales decrease due to delay of some parts of expected PJ's sales contribution
- Others

Net sales: -0.02, Op. income :+0.14

OP increase by disposal of some parts of provision

Net sales Op. income (¥ billion) (¥ billion) 12 1.0 0.9 0.9 8.0 0.8 8 8.0 7.0 7.1 1.6 1.5 1.4 1.4 1.6 1.2 1.0 1.2 1.3 1.4 0.4 4 4.6 4.5 4.5 4.3 4.0 0 **FY13 FY14** FY15 FY16 **FY17** 1Q 1Q 1Q 1Q 1Q Clinical Trials Sterilizing Others Op. income

<sup>\*</sup> Pharmaceutical and Cosmetics Analysis business has been transferred to CLT segment. The past results are adjusted accordingly.



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Disclaimer regarding forward-looking statement:

The performance forecast provided in this document is prepared by the management based on currently available information and various hypotheses and ideas including significant risks or uncertainties. Please be aware that the actual performance may turn out to be different from the forecast as a result of various contributing factors.

Factors affecting the performance include, among others, aggravation of the economic situation, fluctuation of the exchange rate, change of regulatory, statutory, and administrative requirements, delayed launch of new products, pressures from the product strategies of competitive companies, and decline of the sales potential of existing products.