

# The Fiscal Year Ending March 31, 2023 Presentation Materials on 1Q Financial Results

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July 29, 2022



SHIN NIPPON BIOMEDICAL LABORATORIES, LTD.

(TSE PRIME: 2395)



# **1. Outline of 1Q Consolidated Financial Results**

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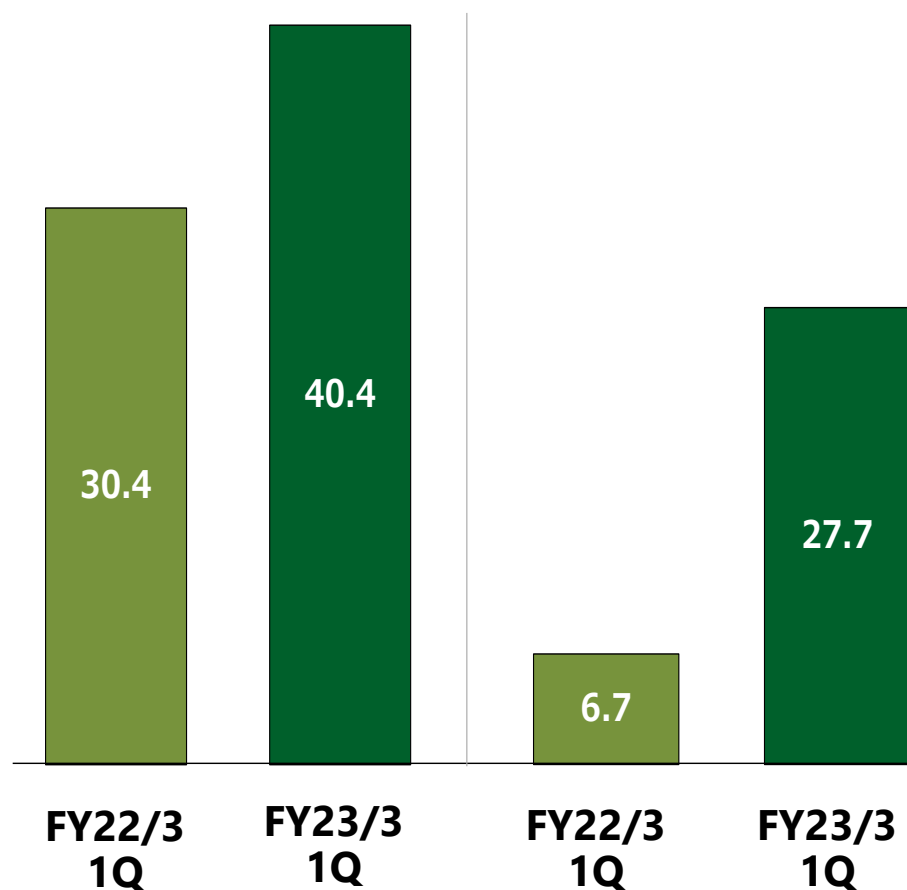
# FY2023/3 1Q Consolidated Financial Results Highlights

	FY2023/3		
	1Q Results	Yoy	
Revenue	40.4	+10.0	33.1%
Operating Profit	7.1	+2.2	45.2%
Ordinary Profit	27.7	+20.9	312.1%
Ordinary Profit (excl. FX impact)	10.8	+4.1	61.4%
Profit Attributable to Owners of Parent	19.4	+1.1	6.5%

(100 million of yen)

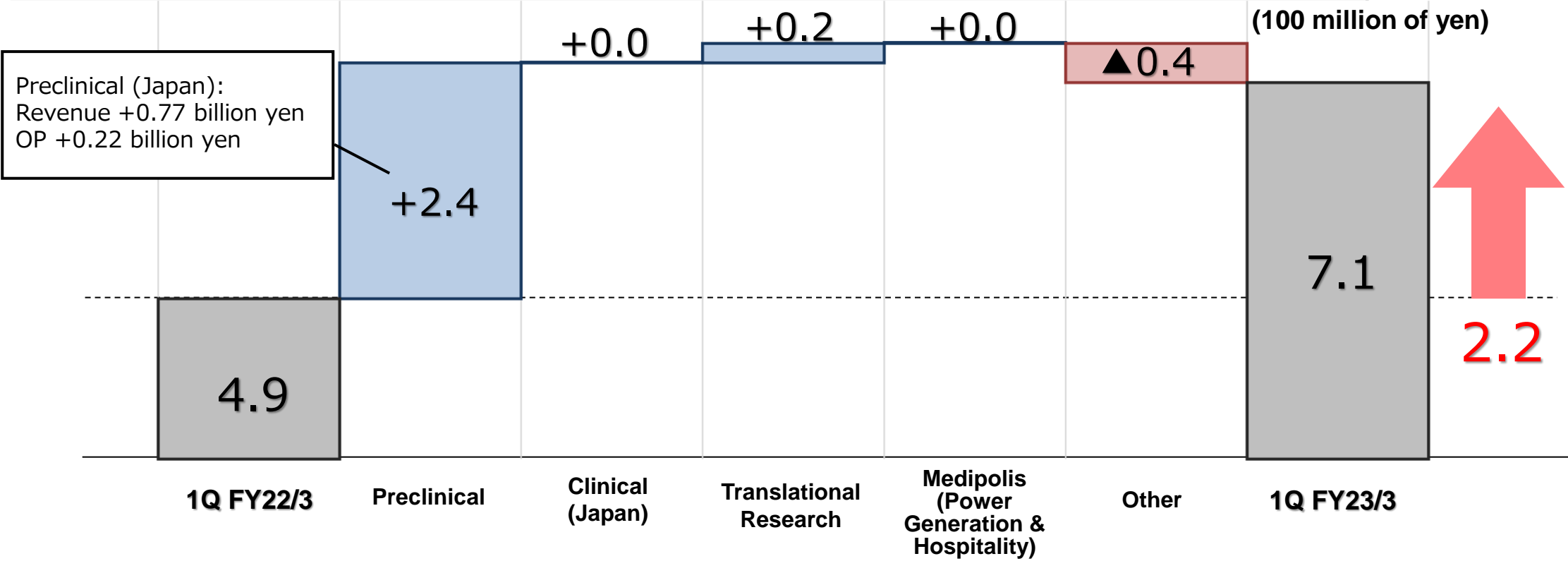
## Revenue

## Ordinary Profit



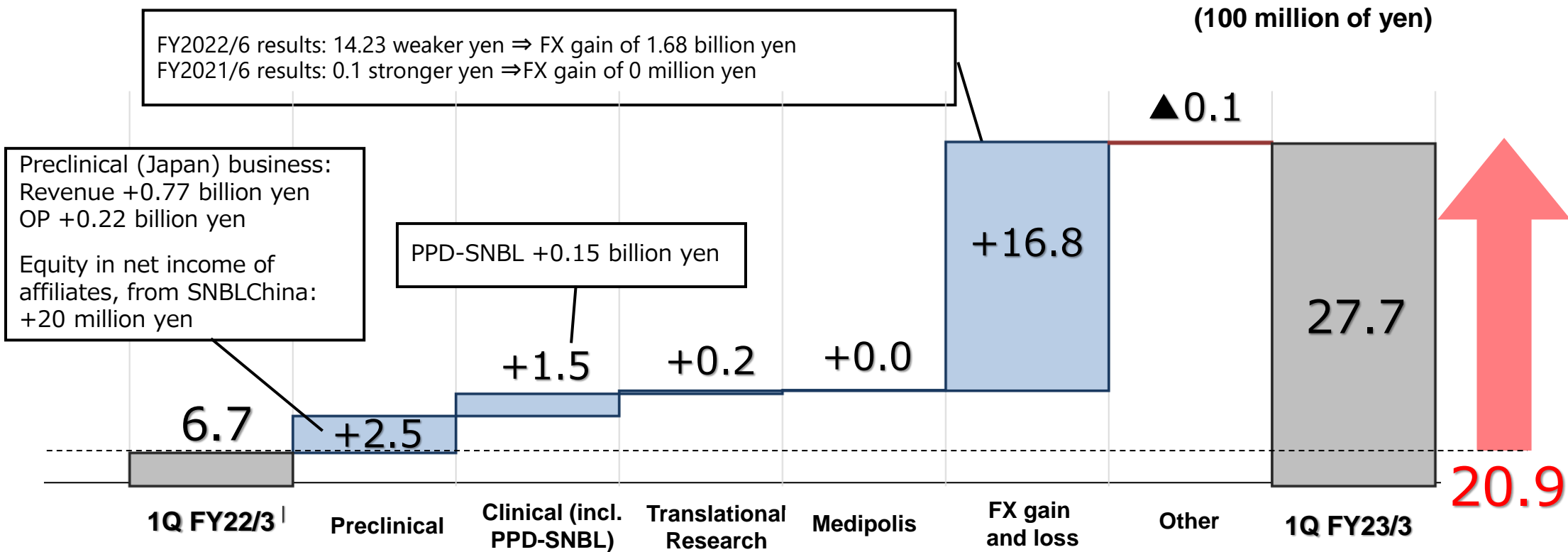
# Yoy Comparison of 1Q Consolidated Operating P/L

						Operating profit total
	CRO business		Translational Research business	Medipolis business (Power Generation & Hospitality)	Other	
	Preclinical	Clinical (Japan)				
1Q FY2022/3	9.0	0.0	-1.2	0.1	-0.8	7.1
1Q FY2021/3	6.6	0.0	-1.4	0.1	-0.4	4.9
Yoy changes	+2.4	+0.0	+0.2	+0.0	-0.4	+2.2



# Yoy Comparison of 1Q Consolidated Ordinary P/L

	CRO business		Translational Research business	Medipolis business (Power Generation & Hospitality)	Foreign exchange gain and loss	Other	Ordinary profit total
	Preclinical	Clinical (incl. PPD-SNBL)					
1Q FY2023/3	9.1	3.4	-1.2	0.1	16.8	-0.5	27.7
1Q FY2022/3	6.6	1.9	-1.4	0.1	0.0	-0.5	6.7
Yoy changes	+2.5	+1.5	+0.2	+0.0	+16.8	-0.1	+20.9



## **2. Revision of Financial Forecast for FY2023/3**

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# FY2023/3 Forecast Revision

Revenue and all profits are upwardly revised in view of various factors including the acquisition of Ina Research Inc. and its goodwill amortization impacts, and recent foreign exchange and currency trends.

(100 million of yen)

	FY2023/3				
	Revised Forecasts	Changes against original forecasts		Yoy Changes	
Revenue	<b>228.3</b>	<b>+32.3</b>	<b>16.5%</b>	<b>+50.8</b>	<b>28.6%</b>
Operating Profit	<b>52.1</b>	<b>+2.1</b>	<b>4.2%</b>	<b>+10.1</b>	<b>24.2%</b>
Ordinary Profit	<b>78.9</b>	<b>+18.9</b>	<b>31.5%</b>	<b>+8.1</b>	<b>11.5%</b>
Ordinary Profit (excl. FX impact)	<b>62.0</b>	<b>+2.0</b>	<b>3.4%</b>	<b>+4.9</b>	<b>8.7%</b>
Profit Attributable to Owners of Parent	<b>55.9</b>	<b>+12.9</b>	<b>30.0%</b>	<b>△15.3</b>	<b>-21.6%</b>

## <FY2023/3 forecast keypoints>

### 1. Revenue

Sales expected to increase by ¥3.23 bn compared to the original forecast, due to a consolidation of a new subsidiary Ina Research Inc. from 2Q (9 months).

### 2. Operating Profit

OP expected to increase by ¥0.21 bn due to Ina Research Inc. consolidation (+¥0.27 bn) and its goodwill amortization (-¥60 mil).

### 3. FX gains and losses (non-operating profit/loss)

In relation to loans to subsidiaries, FX valuation increase of ¥1.68 bn compared to the original forecast was posted due to JPY/USD fluctuation (¥14.23 weaker yen):

- Initial FX assumption: JPY/USD122.41
- Actual FX rate (30/6/2022): JPY/USD136.64

\*FX assumption for revised forecast : JPY/USD136.64

### <FX Sensitivity>

Impacts of 1 yen fluctuation against USD:

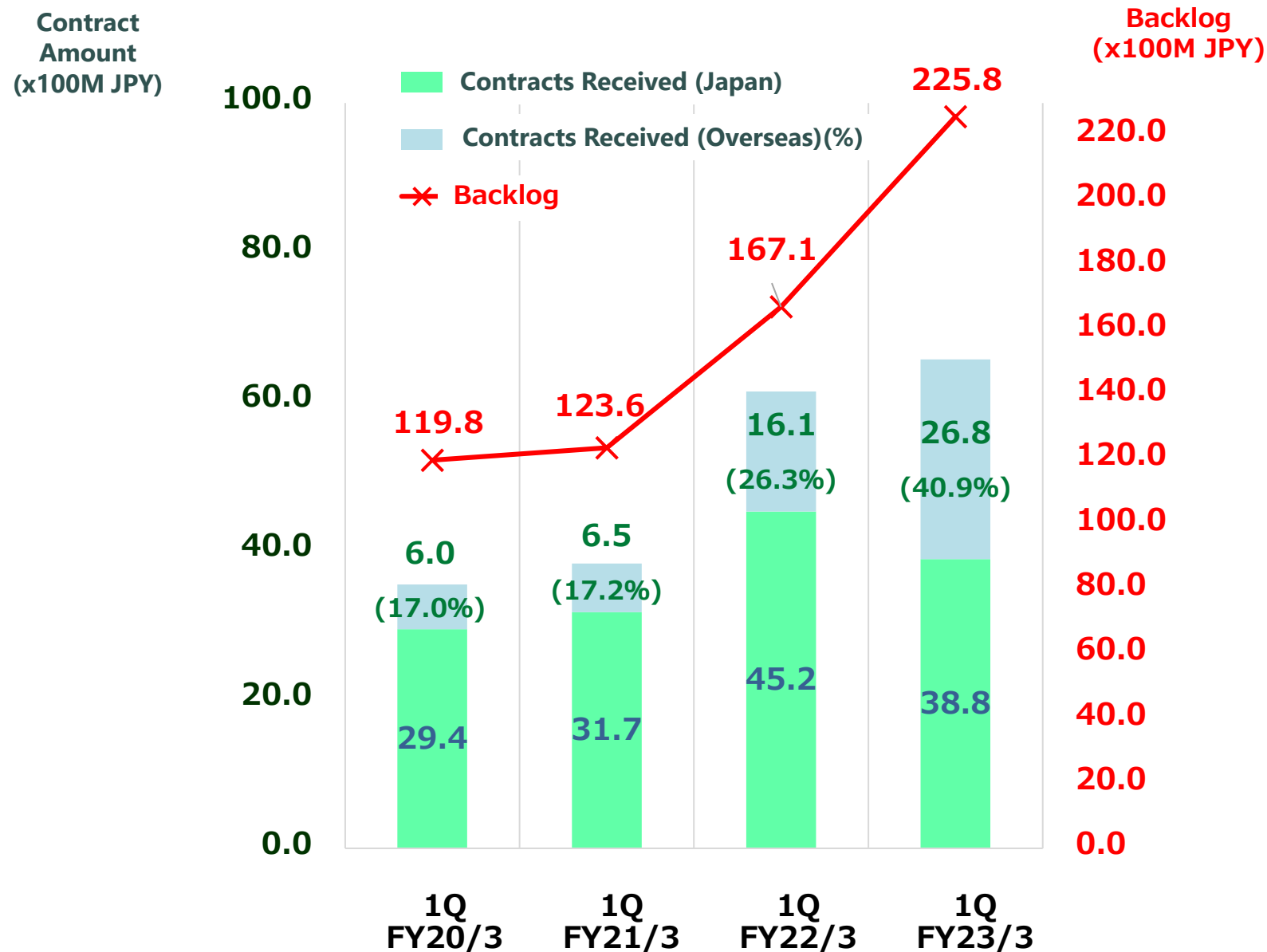
- Revenue: ¥44 mil
- OP: ¥30 mil
- Non Operating P/L: ¥0.12bn

# 3. References

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# CRO Business: Contracts in Preclinical Services in 1Q FY2023/3



# Cautionary Notes

1. Projected results are based on information available to the Company at the time of writing, as well as certain assumptions judged by the Company to be reasonable. Various risks and uncertain factors could cause actual results to differ materially from these projections. This material does not constitute a solicitation of application to acquire or an offer to sell any security in Japan or elsewhere. This material is presented to inform stakeholders of the views of SNBL's management but should not be relied on solely in making investment and other decisions. You should rely on your own independent examination of us before investing in any securities issued by our company. SNBL shall accept no responsibility or liability for damage or loss caused by any error, inaccuracy, misunderstanding or changes of target figures or any other use of this material.
2. The presentation slides are based on "Consolidated Financial Results for the Three Months of the Fiscal Year Ending March 31, 2023 (Japanese GAAP)." Figures rounded to the nearest 100 million JPY and percentage to one decimal place.
3. This English presentation was translated from the original Japanese version. In the event of any inconsistency between the statements in the two versions, the statements in the Japanese version shall prevail.

## <IR Inquiries>



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