

# **PSS Financial Information**

February 24, 2015

Precision System Science Co., Ltd.



# **Mid-term Business Plan**

## Main points of Mid-term Business Plan



#### ■ Mid-term Business Plan

Next 3 Fiscal Years(Business segments & Income Statement)

## Molecular diagnostic market's trend

Shift from R&D application to Clinical diagnostic

## PSS' Business field & Strategy

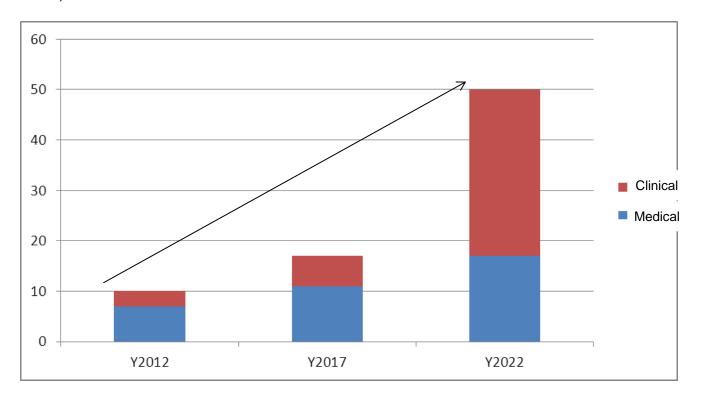
- ✓ Promote new products from Laboratory (R&D) automation to increase our focus on the Clinical diagnostic field.
- ✓ Accelerate PSS business from new product revenue including proprietary consumables and reagents.

## Molecular diagnostic market's trend



- ■Molecular diagnostic market's trend shift from R&D application to Clinical diagnostic
- ■While Laboratory (R&D) automation is a steadily growing market.

(Unit:Billion USD)



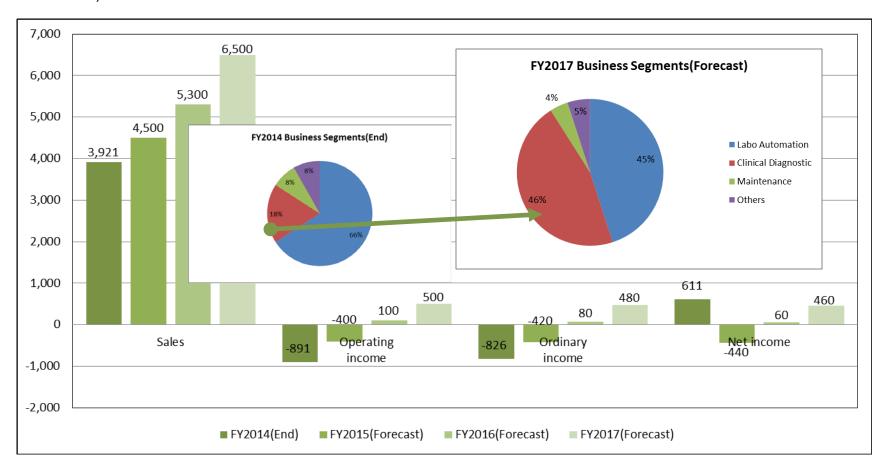
Jain PharmaBiotech, "Molecular Diagnostics", July 2013

## Mid-term Business Plan (Income Statement)



#### ■Increasing sales are mostly expected to come from the Clinical diagnostic field.

(Unit:Million Yen)



<sup>\*</sup>Extraordinary gain by the sales of investment securities (FY2014)

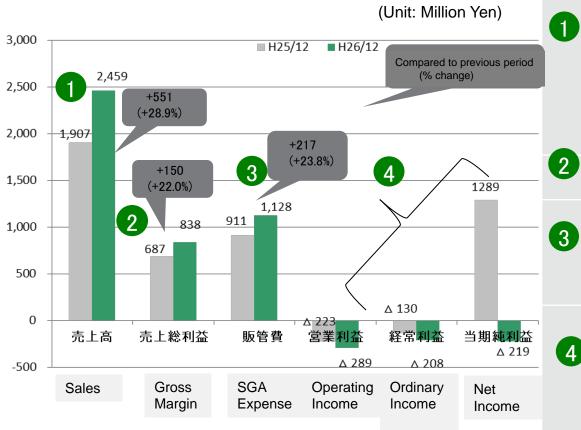


# **Financial Results**

#### For the First Six Months of the Fiscal Year, Ending June 30 2015



- Increasing sales compared to last FY2014
- 77 million yen Ordinary income (Foreign exchange gain) was realized



● Compared to last FY2014 for the First Six Months

#### ✓Increasing Sales

OEM (Original equipment manufacturing) products for QIAGEN and Abbott Group For QIAGEN Group; Especially, as QIAGEN has taken an active role in the fight against the spread of Ebola and additional our OEM products are required for the first six months ended December 31, 2014.

For Abbott Group; Sales of 2 types of sample preparation system for ABBOTT was launched not only for final developing version, but also first commercial version, which was installed with Consumable products (Plastic Tips and Container, Reagent).

### ✓ Increasing Gross Margin For increasing sales

✓Increasing SGA Expenses
Software development cost more than our estimation was expended for launching fully automated DNA testing products
"geneLEADXII" with DNA extraction reagent for ELITech Group as OEM products

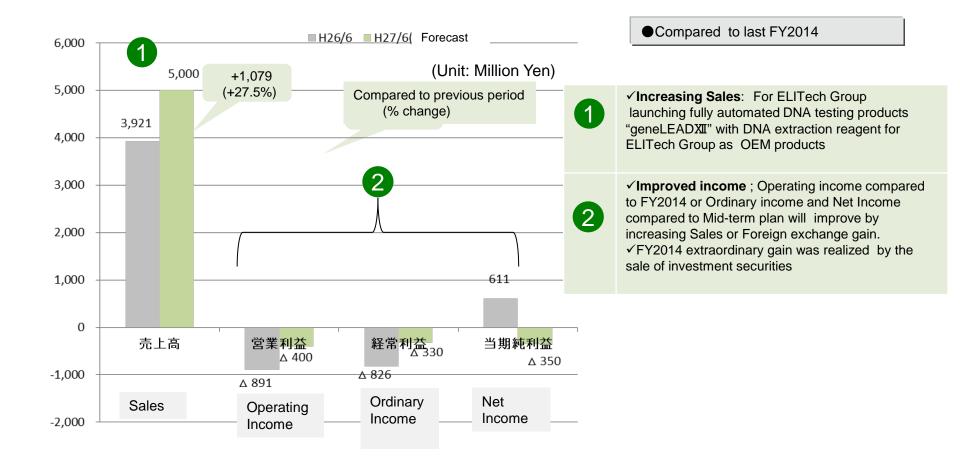
# Foreign exchange gain for fiscal year FY2015 2Q (From July 1,2014 to Dec 31,2014) by JPY depreciation.

√FY2014 extraordinary gain was realized by the sale of investment securities.

#### Forecast of the Fiscal Year, Ending June 30 2015



- ■FY 2015 financial results will improve compared to Mid-term plan
- ■As for foreign exchange rate, we estimate as 1US\$=115yen and 1Euro=130yen from FY2015 3Q & 4Q (From Jan 1,2015 to June 30,2015)



## Thank you so much for your attention!



This mid-term Business plan and forecast contain forward-looking statements based on information currently available. Consequently the Company's actual results may differ materially from the projected values due to various future factors.

February 24, 2015 Precision System Science Co., Ltd.

> URL:www.pss.co.jp (IR& President Office) Tel:047-303-4800 Mail:ir@pss.co.jp