



Financial Highlights for the Nine Months Ended December 31, 2023

February 8, 2024 (THU)





Profit and Loss Statement (Consolidated)

(Unit: million Yen)

	3Q of FY ended March 2023		3Q of FY ending March 2024		
	Sum	% of net sales	Sum	% of net sales	YoY change (%)
Net sales	1,060,433		1,119,549		5.57
Gross profit	84,736	7.99	86,500	7.73	2.08
SG&A	73,564	6.94	74,918	6.69	1.84
Operating profit	11,172	1.05	11,581	1.03	3.66
Ordinary profit	13,428	1.27	13,618	1.22	1.41
Net profit*	9,534	0.90	13,470	1.20	41.28

*Profit attributable to owners of parent

We have decided to include revenues from information service fees, etc., which were previously recorded as non-operating income in net sales, beginning with the first quarter of the fiscal year under review. In order to reflect this change in the presentation method, revenues from information service fees, etc. for the previous fiscal year have been reclassified to net sales.



Profit and Loss Statement (Pharmaceutical Wholesaling Business)

- Net sales of COVID-19-related products such as therapeutic agents and diagnostic reagents dropped significantly from the same period a year earlier as the COVID-19 pandemic waned. Meanwhile, those of cancer therapeutic agents and influenza-related products increased.
- Net sales of specialty pharmaceuticals and other limited-handling products for selected wholesalers continued to show a steady growth.
- Changes to distribution arrangements at some pharmaceutical manufacturers also help to increase net sales.

(Unit: million Yen)

	3Q of FY ended March 2023		3Q of FY ending March 2024		
	Sum	% of net sales	Sum	% of net sales	YoY change (%)
Net sales	1,022,605		1,081,258		5.74
Gross profit	57,845	5.66	59,736	5.52	3.27
SG&A	48,447	4.74	47,978	4.44	-0.97
Operating profit	9,398	0.92	11,758	1.09	25.11

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Composition of Sales by Category and Contract Rate

Composition of sales by category

	April 2022-December 2022	April 2023-December 2023
Drugs for premium to promote the development of new drugs and eliminate off-label use	45.8%	50.5%
Patented drugs, others	26.4%	26.8%
Long-listed original drugs	15.9%	11.3%
Generic drugs	11.8%	11.4%

Contract rate

	2021/12	2022/12	2023/12
Value Basis	61.1%	59.4%	67.1%
Number Basis	72.8%	70.1%	66.9%



Profit and Loss Statement (Dispensing Pharmacy Business)

▪ The number of prescriptions increased owing to a rebound from patients' reluctance to seek care. Meanwhile, the transitional measure for the community support system incentives was terminated, reducing technical fees.

(Unit: million Yen)

	3Q of FY ended March 2023		3Q of FY ending March 2024		
	Sum	% of net sales	Sum	% of net sales	YoY change (%)
Net sales	68,843		70,364		2.21
Gross profit	24,060	34.95	23,997	34.10	-0.26
SG&A	22,322	32.42	22,551	32.05	1.03
Operating profit	1,738	2.52	1,446	2.06	-16.80

Forecast for Fiscal Year Ending March 31, 2024



Forecast for Fiscal Year Ending March 31, 2024(Consolidated)

Net sales of COVID-19-related products, for which we had predicted a significant drop, continued to exceed our projections. Those of new drugs such as cancer therapeutic agents and specialty pharmaceuticals also increased. In addition, changes to distribution arrangements at some pharmaceutical manufacturers also help to increase net sales. As a result of these and other factors, net sales and profits are expected to surpass the original estimates. Based on the above, we revised our full-year earnings forecast on February 8.

(Unit: million Yen)

	FY ended March 2023		FY ending March 2024 (Forecasts) (Revised February 8)			
	Sum	% of net sales	Forecast		YoY change	
			Sum	% of net sales	Incr. or Decr.	Incr. or Decr. (%)
Net sales	1,392,117		1,458,000		65,883	4.73
Gross profit	114,366	8.22	112,500	7.72	-1,866	-1.63
SG&A	98,000	7.04	99,900	6.85	1,900	1.94
Operating profit	16,365	1.18	12,600	0.86	-3,765	-23.01
Ordinary profit	19,176	1.38	15,500	1.06	-3,676	-19.17
Net profit *	13,630	0.98	14,500	0.99	870	6.38

3Q of FY ending March 2024	
Sum	Progress (%)
1,119,549	76.79
86,500	76.89
74,918	74.99
11,581	91.91
13,618	87.86
13,470	92.90

*Profit attributable to owners of parent



Forecast for Fiscal Year Ending March 2024 (Pharmaceutical Wholesaling Business)

(Unit: million Yen)

	FY ended March 2023		FY ending March 2024 (Forecasts) (Revised February 8)			
	Sum	% of net sales	Forecast		YoY change	
			Sum	% of net sales	Incr. or Decr.	Incr. or Decr. (%)
Net sales	1,340,318		1,407,000		66,682	4.98
Gross profit	78,463	5.85	77,000	5.47	-1,463	-1.86
SG&A	64,468	4.81	64,000	4.55	-468	-0.73
Operating profit	13,995	1.04	13,000	0.92	-995	-7.11

3Q of FY ending March 2024	
Sum	Progress (%)
1,081,258	76.85
59,736	77.58
47,978	74.97
11,758	90.45



Forecast for Fiscal Year Ending March 2024 (Dispensing Pharmacy Business)

(Unit: million Yen)

	FY ended March 2023		FY ending March 2024 (Forecasts) (Revised February 8)			
	Sum	% of net sales	Forecast		YoY change	
			Sum	% of net sales	Incr. or Decr.	Incr. or Decr. (%)
Net sales	92,346		93,600		1,254	1.36
Gross profit	32,160	34.83	32,000	34.19	-160	-0.50
SG&A	29,728	32.19	30,000	32.05	272	0.91
Operating profit	2,431	2.63	2,000	2.14	-431	-17.73

3Q of FY ending March 2024	
Sum	Progress (%)
70,364	75.18
23,997	74.99
22,551	75.17
1,446	72.30



Total commitment to good health



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