



Financial Highlights for the Nine Months Ended December 31, 2022

February 9, 2023 (THU)





Profit and Loss Statement (Consolidated)

*Sales and profit increased in the pharmaceutical wholesaling business, the pharmaceutical manufacturing and sales business and the other peripheral business.

(Unit: million Yen)

	3Q of FY ended March 2022		3Q of FY ending March 2023		
	Sum	% of net sales	Sum	% of net sales	YoY change (%)
Net sales	950,219		1,057,814		11.32
Gross profit	77,922	8.20	82,117	7.76	5.38
SG&A	72,372	7.62	73,564	6.95	1.65
Operating profit	5,549	0.58	8,552	0.81	54.11
Ordinary profit	9,887	1.04	13,428	1.27	35.81
Net profit*	6,910	0.73	9,534	0.90	37.97

*Profit attributable to owners of parent



Profit and Loss Statement (Pharmaceutical Wholesaling Business)

- Sales expansion of COVID-19 therapeutic agents and test kits along with further spread of the infections.
- Continuously steady increase in sales of limited-handling products for selected wholesalers such as specialty pharmaceuticals.
- Price negotiations with medical institutions by offering an appropriate price commensurate with each product value and distribution costs were further promoted.

(Unit: million Yen)

	3Q of FY ended March 2022		3Q of FY ending March 2023		
	Sum	% of net sales	Sum	% of net sales	YoY change (%)
Net sales	913,790		1,019,985		11.62
Gross profit	51,460	5.63	55,225	5.41	7.32
SG&A	47,812	5.23	48,447	4.75	1.33
Operating profit	3,648	0.40	6,778	0.66	85.80



Composition of Sales by Category and Contract Rate

Composition of sales by category

	April 2021-December 2021	April 2022-December 2022
Drugs for premium to promote the development of new drugs and eliminate off-label use	37.8%	41.9%
Patented drugs, others	32.8%	34.6%
Long-listed original drugs	16.3%	11.4%
Generic drugs	13.1%	12.1%

Contract rate

	2020/12	2021/12	2022/12
Value Basis	61.0%	61.1%	59.4%
Number Basis	75.3%	72.8%	70.1%



Profit and Loss Statement (Dispensing Pharmacy Business)

- As a result of our efforts to acquire technical fees such as additional fee for regional support system and incentives for generic drug dispensing, sales remained on a par with the previous year.
- SG&A rose owing to the inclusion in the scope of consolidated accounting of a subsidiary, an increase of overtime work for dealing with COVID-19 and an increase of utility expenses due to surge in energy resources.

(Unit: million Yen)

	3Q of FY ended March 2022		3Q of FY ending March 2023		
	Sum	% of net sales	Sum	% of net sales	YoY change (%)
Net sales	68,910		68,843		-0.10
Gross profit	23,984	34.80	24,060	34.95	0.32
SG&A	21,704	31.50	22,322	32.42	2.85
Operating profit	2,280	3.31	1,738	2.52	-23.77



Total commitment to good health



[Front office in charge of IR]
Corporate Communications and Investor Relations
E-mail: info@so.tohoyk.co.jp
<https://www.tohohd.co.jp>

[Notice]

Statements contained in this presentation that are not past facts are forward-looking statements that reflect our plans, expectations, strategies and assumptions, and involve known and unknown risks and uncertainties. These statements are based on currently available information and represent the beliefs of the management of TOHO HOLDINGS CO., LTD. These statements are subject to numerous risks and uncertainties that could cause actual results, performance and achievements to differ materially from those described or implied in the forward-looking statements. Since many factors could cause the actual results to differ substantially from these forward-looking statements, investors are advised to avoid undue reliance on the latter. This presentation has not been prepared for the purpose of stimulating investment. Any decision to invest is the sole responsibility of the individual investor. In addition, the information about the pharmaceutical products included in the document is not a thing aimed for advertising and medical advice.