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# Financial Highlights for the Three Months Ended June 30, 2024

August 6, 2024 (Tue)





# Profit and Loss Statement (Consolidated)

(Unit: million Yen)

	1Q of FY ended March 2024		1Q of FY ending March 2025		
	Sum	% of net sales	Sum	% of net Sales	YoY change (%)
Net sales	351,179		373,044		6.23
Gross profit	26,892	7.66	27,692	7.42	2.97
SG&A	25,038	7.13	25,413	6.81	1.50
Operating profit	1,853	0.53	2,278	0.61	22.94
Ordinary profit	2,521	0.72	2,928	0.78	16.14
Net profit*	1,529	0.44	1,804	0.48	17.99

\*Profit attributable to owners of parent



# Profit and Loss Statement (Pharmaceutical Wholesaling Business)

- Steadily growing sales of specialty pharmaceuticals and other limited-handling products for selected wholesalers
- Continuous efforts to negotiate unit prices for individual products to better reflect their individual value and distribution costs, while to negotiate separately for drugs that are particularly needed for medical purposes under the Guidelines for the Improvement of Commercial Transaction Practices of Ethical Drugs for Manufacturers, Wholesalers, and Medical Institutions/Pharmacies (revised in 2024)
- Enhanced proposal of simplified Mizar and promotion of the switch from ENIF to FutureENIF as for customer support systems

(Unit: million Yen)

	1Q of FY ended March 2024		1Q of FY ending March 2025		
	Sum	% of net sales	Sum	% of net sales	YoY change (%)
Net sales	339,117		360,544		6.32
Gross profit	18,160	5.36	18,811	5.22	3.58
SG&A	15,936	4.70	16,150	4.48	1.34
Operating profit	2,223	0.66	2,660	0.74	19.66



# Composition of Sales by Category and Contract Rate

## Composition of sales by category

	April 2023-June 2023	April 2024-June 2024
Drugs for premium to promote the development of new drugs and eliminate off-label use	33.3%	37.4%
Patented drugs, others	40.4%	40.5%
Long-listed original drugs	15.6%	11.4%
Generic drugs	10.7%	10.6%

## Contract rate

	2022/6	2023/6	2024/6
Value Basis	17.8%	12.2%	13.2%
Number Basis	48.2%	49.1%	47.4%



# Profit and Loss Statement (Dispensing Pharmacy Business)

- Reorganization of 27 dispensing pharmacy operating companies as of the end of March 2024 to 17 as of July 1
- Driving Pharmacy DX by promoting the use of My Number health insurance cards and online medication instruction, etc.

(Unit: million Yen)

	1Q of FY ended March 2024		1Q of FY ending March 2025		
	Sum	% of net sales	Sum	% of net sales	YoY change (%)
Net sales	22,827		22,932		0.46
Gross profit	7,623	33.39	7,588	33.09	-0.46
SG&A	7,510	32.90	8,081	35.24	7.60
Operating profit	112	0.49	-492	-2.15	-539.29



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[Front office in charge of IR]  
Corporate Strategy Division  
E-mail: [info@so.tohoyk.co.jp](mailto:info@so.tohoyk.co.jp)  
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