



Financial Highlights for the Three Months Ended June 30, 2023

August 4, 2023 (Fri)





Profit and Loss Statement (Consolidated)

- SG&A expenses increased due to the Daizawa project and higher utilities costs, etc.

(Unit: million Yen)

	1Q of FY ended March 2023		1Q of FY ending March 2024		
	Sum	% of net sales	Sum	% of net Sales	YoY change (%)
Net sales	324,267		351,179		8.30
Gross profit	26,383	8.14	26,892	7.66	1.93
SG&A	24,116	7.44	25,038	7.13	3.82
Operating profit	2,266	0.70	1,853	0.53	-18.23
Ordinary profit	3,142	0.97	2,521	0.72	-19.76
Net profit*	2,061	0.64	1,529	0.44	-25.81

*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)

- Sales of limited-handling products for selected wholesalers, such as specialty pharmaceuticals, steadily expanded
- In price negotiations with medical institutions, we continued to strive to negotiate unit prices for individual products, commensurate with individual product values and distribution costs
- As for customer support systems, the number of customers who have installed ENIFvoiceSP, FutureENIF and other systems has increased

(Unit: million Yen)

	1Q of FY ended March 2023		1Q of FY ending March 2024		
	Sum	% of net sales	Sum	% of net sales	YoY change (%)
Net sales	312,662		339,117		8.46
Gross profit	18,011	5.76	18,160	5.36	0.83
SG&A	15,859	5.07	15,936	4.70	0.49
Operating profit	2,151	0.69	2,223	0.66	3.35

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Composition of Sales by Category and Contract Rate

Composition of sales by category

	April 2022-June 2022	April 2023-June 2023
Drugs for premium to promote the development of new drugs and eliminate off-label use	42.2%	48.0%
Patented drugs, others	27.7%	27.8%
Long-listed original drugs	18.1%	12.4%
Generic drugs	12.0%	11.8%

Contract rate

	2021/6	2022/6	2023/6
Value Basis	13.7%	17.8%	12.2%
Number Basis	47.3%	48.2%	49.1%



Profit and Loss Statement (Dispensing Pharmacy Business)

- The number of prescriptions filled increased in line with the pickup in the number of patients as they no longer refrained from seeing a doctor
- Technical fees decreased due to the end of transitional measures for the community support system incentives, whose calculation requirements were significantly revised in the revision of dispensing fees in April 2022

(Unit: million Yen)

	1Q of FY ended March 2023		1Q of FY ending March 2024		
	Sum	% of net sales	Sum	% of net sales	YoY change (%)
Net sales	22,223		22,827		2.72
Gross profit	7,549	33.97	7,623	33.39	0.98
SG&A	7,416	33.37	7,510	32.90	1.27
Operating profit	133	0.60	112	0.49	-15.79



Total commitment to good health



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