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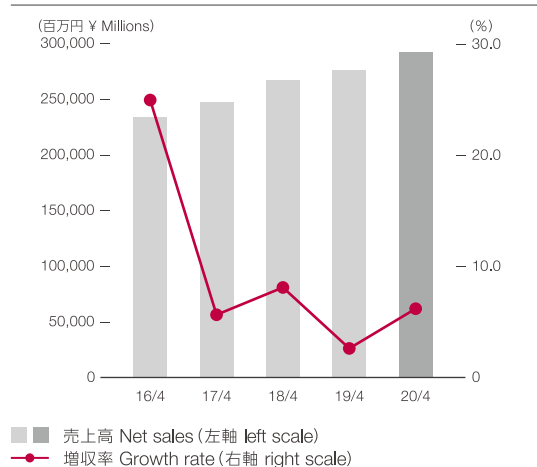
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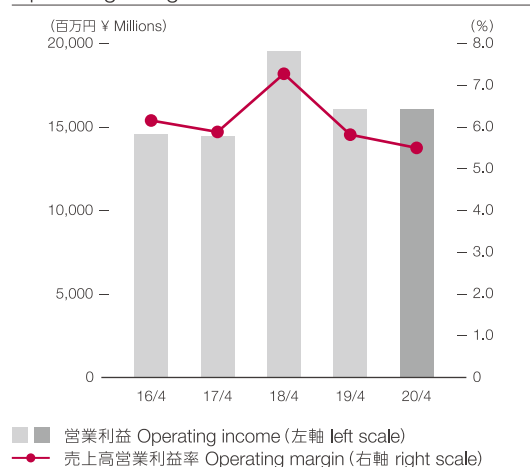


AIN HOLDINGS

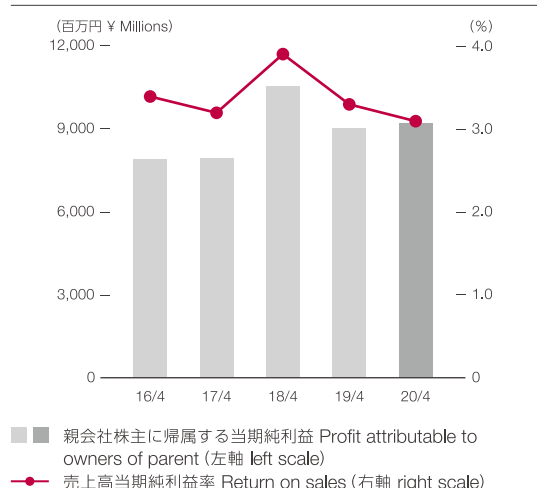
売上高／増収率
Net sales /
Growth rate



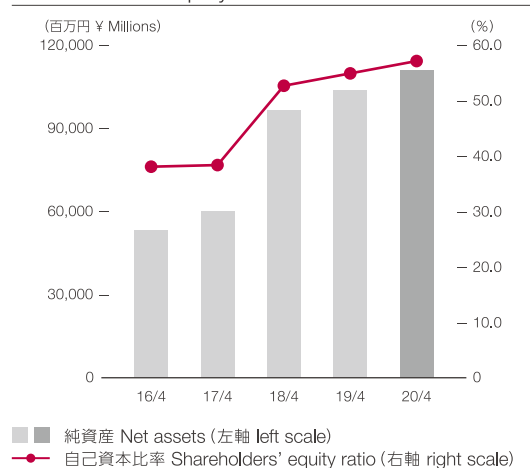
営業利益／売上高営業利益率
Operating income /
Operating margin



親会社株主に帰属する当期純利益／売上高当期純利益率
Profit attributable to owners of parent /
Return on sales



純資産／自己資本比率
Net assets /
Shareholders' equity ratio

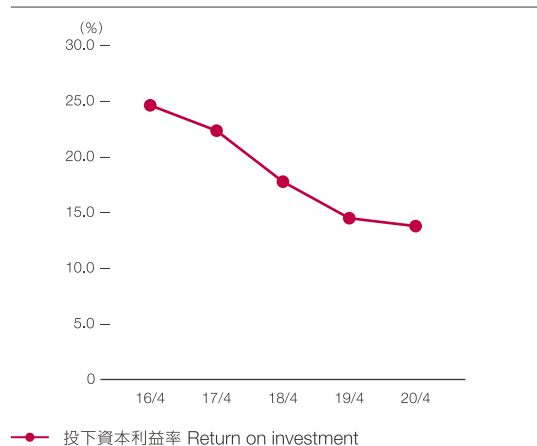


連結 Consolidated

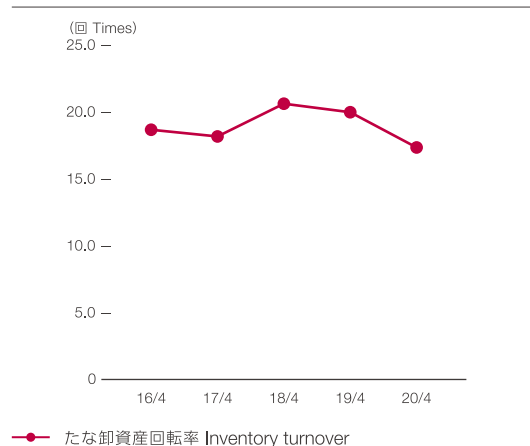
(百万円 ¥ Millions)

		15/4	16/4	17/4	18/4	19/4	20/4
売上高	Net sales	187,904	234,843	248,110	268,385	275,596	292,615
増収率	Growth rate	10.4%	25.0%	5.6%	8.2%	2.7%	6.2%
営業利益	Operating income	11,452	14,619	14,563	19,622	16,067	16,068
売上高営業利益率	Operating margin	6.1%	6.2%	5.9%	7.3%	5.8%	5.5%
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	6,197	7,917	7,949	10,567	9,029	9,179
売上高当期純利益率	Return on sales	3.3%	3.4%	3.2%	3.9%	3.3%	3.1%
純資産	Net assets	48,046	53,324	60,178	96,733	103,922	111,003
自己資本比率	Shareholders' equity ratio	42.0%	38.1%	38.4%	52.7%	54.9%	57.3%

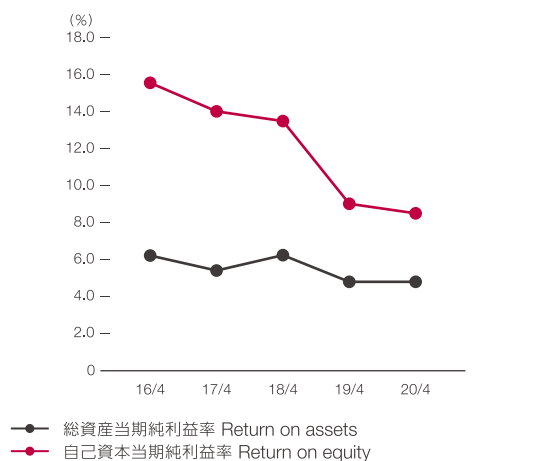
投下資本利益率
Return on investment



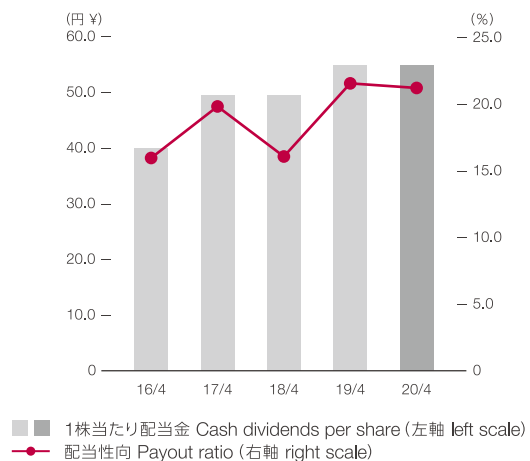
たな卸資産回転率
Inventory turnover



総資産当期純利益率／自己資本当期純利益率
Return on assets /
Return on equity



1株当たり配当金／配当性向
Cash dividends per share /
Payout ratio



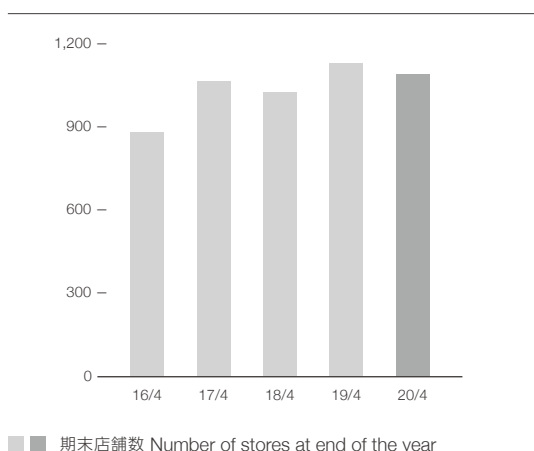
連結 Consolidated

		15/4	16/4	17/4	18/4	19/4	20/4
投下資本利益率(ROI)	Return on investment	21.4%	24.7%	22.4%	17.8%	14.5%	13.8%
たな卸資産回転率(回)	Inventory turnover (times)	16.2	18.8	18.2	20.7	20.5	17.4
総資産当期純利益率(ROA)	Return on assets	5.8%	6.2%	5.4%	6.2%	4.8%	4.8%
自己資本当期純利益率(ROE)	Return on equity	13.8%	15.6%	14.0%	13.5%	9.0%	8.5%
1株当たり当期純利益(円)	Net income per share (yen)	195.45	249.69	250.71	310.08	254.87	259.11
1株当たり純資産(円)	Net assets per share (yen)	1,511.57	1,679.69	1,895.63	2,729.44	2,931.48	3,130.77
1株当たり配当金(円)	Cash dividends per share (yen)	30.0	40.0	50.0	50.0	55.0	55.0
発行済株式数(株)	Number of shares outstanding (shares)	31,707,617	31,707,617	31,707,568	35,427,524	35,427,484	35,427,484
配当性向	Payout ratio	15.3%	16.0%	19.9%	16.1%	21.6%	21.2%
従業員数(人)	Number of employees (persons)	7,025	8,555	9,774	9,603	10,652	13,158

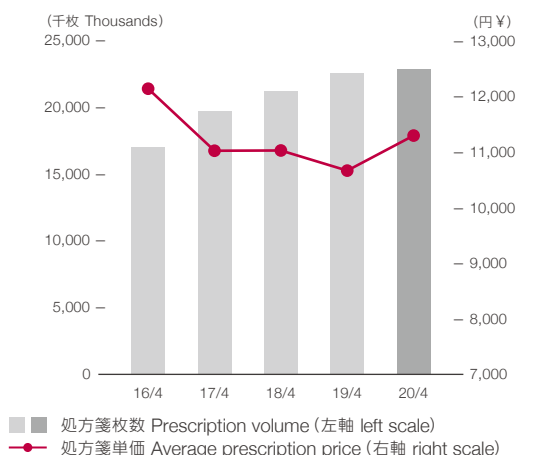
注： 投下資本利益率(ROI) = 税金等調整前当期純利益 / (純資産 + 減価償却費) × 100
 たな卸資産回転率 = 売上原価 / たな卸資産 (期中平均)
 総資産当期純利益率(ROA) = 親会社株主に帰属する当期純利益 / 総資産 (期中平均) × 100
 自己資本当期純利益率(ROE) = 親会社株主に帰属する当期純利益 / 自己資本 (期中平均) × 100
 発行済株式数は、自己株式控除後の株式数です。

Notes: Return on investment = Income before income taxes and minority interests / (Net assets + Depreciation and amortization) × 100
 Inventory turnover = Cost of sales / Inventories (yearly average)
 Return on assets = Profit attributable to owners of parent / Total assets (yearly average) × 100
 Return on equity = Profit attributable to owners of parent / Shareholders' equity (yearly average) × 100
 The number of shares outstanding is net of treasury stock.

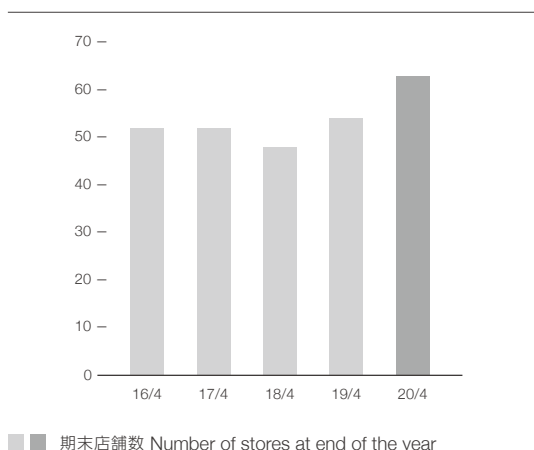
〈ファーマシー事業〉期末店舗数
Dispensing pharmacy business:
Number of stores at end of the year



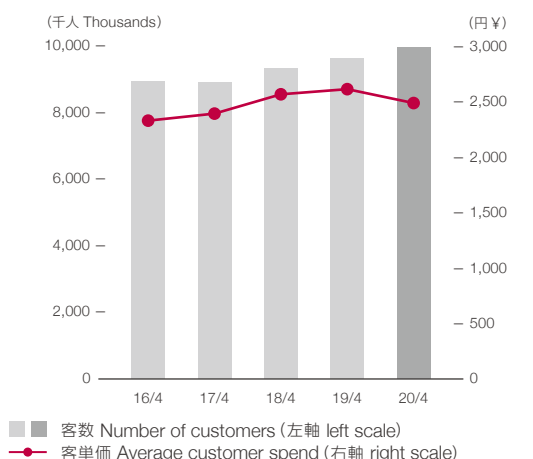
〈ファーマシー事業〉処方箋枚数／処方箋単価
Dispensing pharmacy business:
Prescription volume /
Average prescription price



〈リテール事業〉期末店舗数
Cosmetic and drug store business:
Number of stores at end of the year



〈リテール事業〉客数／客単価
Cosmetic and drug store business:
Number of customers /
Average customer spend



連結 Consolidated

		15/4	16/4	17/4	18/4	19/4	20/4
〈ファーマシー事業 Dispensing pharmacy business〉							
期末店舗数	Number of stores at end of the year	754	881	1,066	1,029	1,132	1,088
処方箋枚数(千枚)	Prescription volume (thousands)	14,365	17,050	19,714	21,222	22,566	22,947
処方箋単価(円)	Average prescription price (yen)	11,538	12,149	11,032	11,051	10,687	11,304
〈リテール事業 Cosmetic and drug store business〉							
期末店舗数	Number of stores at end of the year	56	52	52	48	54	63
期末売場面積(m ²)	Total sales floor at end of the year (m ²)	20,885	20,367	20,630	19,290	21,143	26,205
客数(千人)	Number of customers (thousands)	8,502	8,950	8,922	9,363	9,642	9,941
客単価(円)	Average customer spend (yen)	2,094	2,333	2,396	2,576	2,615	2,492

連結貸借対照表		Consolidated Balance Sheet		
		(百万円 ¥ Millions)		
会計年度末	At fiscal year-end	18/4	19/4	20/4
(資産の部)	Assets:			
流動資産	Current assets:	94,557	85,446	87,802
現金及び預金	Cash on hand and in banks	63,779	48,091	46,321
受取手形及び売掛金	Notes and accounts receivable	10,466	12,771	13,653
たな卸資産	Inventories	9,580	12,898	15,322
短期貸付金	Short-term loans	641	236	208
未収入金	Other accounts receivable	7,751	8,438	8,997
その他	Other current assets	2,470	3,012	3,299
貸倒引当金	Allowance for doubtful accounts	(131)	(2)	(1)
固定資産	Fixed assets:	88,718	103,515	105,632
有形固定資産	Property, plant and equipment:	27,853	30,186	30,874
建物及び構築物(純額)	Buildings and structures, net	14,934	16,352	16,609
土地	Land	10,041	10,394	10,960
建設仮勘定	Construction in progress	118	283	143
その他(純額)	Other property, plant and equipment, net	2,759	3,155	3,161
無形固定資産	Intangible fixed assets	40,132	47,577	44,916
投資その他の資産	Investments and other assets	20,732	25,751	29,841
資産合計	Total assets	183,380	189,021	193,451
(負債の部)	Liabilities:			
流動負債	Current liabilities:	69,950	73,744	74,700
買掛金	Accounts payable	38,728	44,794	47,187
短期借入金	Short-term debt	6,717	5,571	3,642
未払法人税等	Accrued income taxes	4,947	3,261	3,356
預り金	Deposits received	12,675	12,737	13,094
賞与引当金	Allowance for bonuses to employees	1,911	2,139	2,338
役員賞与引当金	Allowance for bonuses to directors	16	17	16
ポイント引当金	Reserve for reward obligations	420	450	463
その他	Other current liabilities	4,532	4,772	4,600
固定負債	Long-term liabilities:	16,696	11,355	7,747
長期借入金	Long-term debt	11,511	5,985	2,432
リース債務	Lease obligations	632	401	154
退職給付に係る負債	Net defined benefit liability	2,625	2,977	3,124
その他	Other long-term liabilities	1,927	1,989	2,035
負債合計	Total liabilities	86,646	85,099	82,447
(純資産の部)	Net assets:			
株主資本	Shareholders' equity:	96,662	103,920	111,151
資本金	Common stock	21,894	21,894	21,894
資本剰余金	Capital surplus	20,500	20,500	20,500
利益剰余金	Retained earnings	54,268	61,526	68,758
自己株式	Treasury stock	(1)	(2)	(2)
その他の包括利益累計額	Accumulated other comprehensive income (loss)	34	(65)	(236)
その他有価証券評価差額金	Unrealized holding gains on securities	84	(6)	(77)
退職給付に係る調整累計額	Remeasurements of defined benefit plans	(50)	(59)	(159)
非支配株主持分	Non-controlling interests	36	67	88
純資産合計	Total net assets	96,733	103,922	111,003
負債純資産合計	Total liabilities and net assets	183,380	189,021	193,451

連結損益計算書		Consolidated Statement of Income		
		(百万円 ¥ Millions)		
会計年度	Fiscal years ended	18/4	19/4	20/4
売上高	Net sales	268,385	275,596	292,615
売上原価	Cost of sales	220,392	230,233	245,753
売上総利益	Gross profit	47,993	45,363	46,861
販売費及び一般管理費	Selling, general and administrative expenses	28,370	29,295	30,793
営業利益	Operating income	19,622	16,067	16,068
営業外収益	Non-operating income	1,117	1,061	1,226
営業外費用	Non-operating expenses	610	490	472
経常利益	Ordinary income	20,129	16,637	16,822
特別利益	Extraordinary income	255	1,061	835
特別損失	Extraordinary losses	2,532	2,074	1,727
税金等調整前当期純利益	Income before income taxes	17,852	15,624	15,930
法人税、住民税及び事業税	Income taxes-current	7,863	6,794	6,648
法人税等調整額	Income taxes-deferred	(540)	(230)	81
当期純利益	Profit	10,530	9,060	9,201
非支配株主に帰属する当期純利益	Profit attributable to non-controlling interests	(37)	30	21
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	10,567	9,029	9,179

連結キャッシュ・フロー計算書		Consolidated Statement of Cash Flows		
		(百万円 ¥ Millions)		
会計年度	Fiscal years ended	18/4	19/4	20/4
営業活動によるキャッシュ・フロー	Cash flows from operating activities	21,656	14,788	17,747
投資活動によるキャッシュ・フロー	Cash flows from investing activities	(5,281)	(19,985)	(11,474)
財務活動によるキャッシュ・フロー	Cash flows from financing activities	17,623	(10,681)	(7,837)
現金及び現金同等物の増加額	Net increase in cash and cash equivalents	33,998	(15,878)	(1,564)
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of the year	29,234	63,233	47,495
現金及び現金同等物の期末残高	Cash and cash equivalents at end of the year	63,233	47,495	45,931

◆セグメント情報

Segment Information

(百万円 ¥ Millions)

		16/4	17/4	18/4	19/4	20/4
ファーマシー事業 Dispensing pharmacy business						
売上高	Sales	211,009	221,801	238,645	245,003	263,750
セグメント利益	Segment income	19,219	19,110	22,668	18,331	20,850
減価償却費	Depreciation and amortization	2,070	2,299	2,229	2,538	2,676
リテール事業 Cosmetic and drug store business						
売上高	Sales	20,884	21,383	24,117	25,210	24,701
セグメント利益(損失)	Segment income (loss)	(459)	(866)	657	972	262
減価償却費	Depreciation and amortization	262	357	334	315	391

◆設備投資／減価償却費

Capital Investment / Depreciation and Amortization

(百万円 ¥ Millions)

		16/4	17/4	18/4	19/4	20/4
設備投資	Capital investment	11,209	4,786	5,311	9,919	10,536
減価償却費	Depreciation and amortization	3,259	3,687	3,596	3,903	4,087

注: 設備投資=有形及び無形固定資産+敷金・保証金

Note: Capital investment = Property, plant and equipment + Intangible fixed assets + Deposits and guarantees

◆地域別店舗数

Number of Stores by Region

(2020年4月期末現在) (At end of the fiscal year ended April 30, 2020)

		北海道 Hokkaido	東北 Tohoku	関東・甲信越 Kanto/Koshinetsu	北陸・東海 Hokuriku/Tokai	近畿 Kinki	中国・四国 Chugoku/Sikoku	九州・沖縄 Kyusyu/Okinawa
ファーマシー事業	Dispensing pharmacy business	101	169	452	107	126	91	42
リテール事業	Cosmetic and drug store business	18	2	36	2	3	1	1

成長の推移 History of Growth

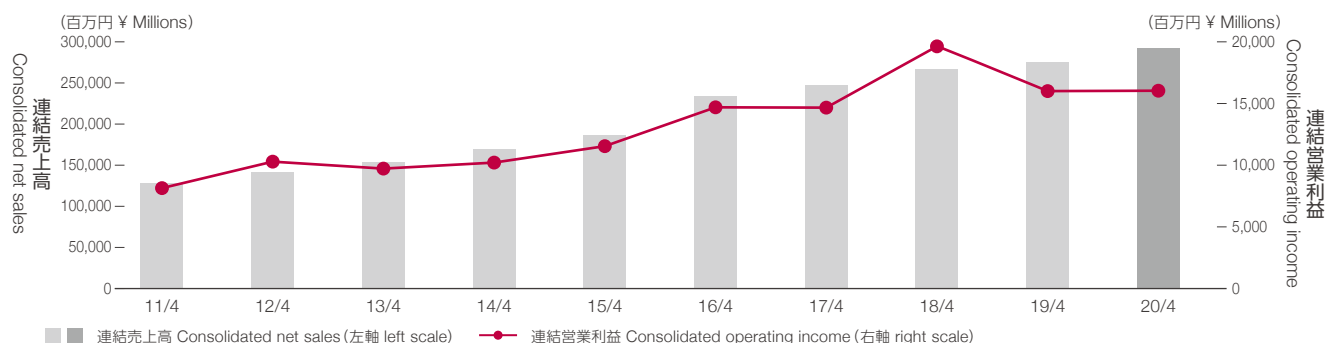
当社は診療報酬及び薬価改定による影響を吸収して、成長・拡大しています。今後も新規出店及びM&Aを積極的に実施し、規模拡大政策を継続していきます。

The AIN HOLDINGS Group has grown and expanded while dealing with the impact of revisions to medical fee and drug prices. The opening of new stores and M&A has been actively implemented to continue the scale expansion policy.

	11/4期 FY4/11	12/4期 FY4/12	13/4期 FY4/13	14/4期 FY4/14	15/4期 FY4/15	16/4期 FY4/16	17/4期 FY4/17	18/4期 FY4/18	19/4期 FY4/19	20/4期 FY4/20	
医療費改定 Revisions		調剤報酬改定 +0.46% Revision ratio on dispensing fees 薬価改定 -6.0% Revision ratio on drug prices		調剤報酬改定 +0.22% Revision ratio on dispensing fees 薬価改定 -2.65% Revision ratio on drug prices		調剤報酬改定 +0.17% Revision ratio on dispensing fees 薬価改定 -7.77% Revision ratio on drug prices		調剤報酬改定 +0.19% Revision ratio on dispensing fees 薬価改定 -7.48% Revision ratio on drug prices		調剤報酬改定 +0.12% ^{※1} Revision ratio on dispensing fees 薬価改定 -2.4% ^{※1} Revision ratio on drug prices	調剤報酬改定 +0.16% ^{※2} Revision ratio on dispensing fees 薬価改定 -4.38% ^{※2} Revision ratio on drug prices
調剤事業 会社の M&A M&As of dispensing pharmacy companies	6社 (35店舗) 6 companies (35 stores)	9社 (28店舗) 9 companies (28 stores)	11社 (38店舗) 11 companies (38 stores)	13社 (26店舗) 13 companies (26 stores)	15社 (119店舗) 15 companies (119 stores)	23社 (110店舗) 23 companies (110 stores)	38社 (182店舗) 38 companies (182 stores)	7社 (11店舗) 7 companies (11 stores)	12社 (134店舗) 12 companies (134 stores)	2社 (6店舗) 2 companies (6 stores)	

※1 消費税増税に伴い2019年10月に実施 which are conducted in October 2019 due to the consumption tax rate increased

※2 2020年4月に実施 which are conducted in April 2020



商号	株式会社アインホールディングス
設立	1969年8月
本社	札幌市白石区東札幌5条2丁目4-30
代表者	代表取締役社長 大谷 喜一
資本金	218億9,497万円
発行済株式総数	35,428,212株 (自己株式を含む)
決算期	4月
証券コード	9627(東証1部、札証)
事業内容	調剤薬局・コスメ&ドラッグストアの経営、ジェネリック医薬品の卸売販売、化粧品の販売、売店の経営等、各事業を中心とした企業グループの企画・管理・運営
従業員数	13,158人 (パート含む)(グループ連結)
事業所	東京オフィス
店舗数	1,151店舗(調剤薬局1,088店舗、コスメ&ドラッグストア63店舗) (グループ連結)

Corporate Name	AIN HOLDINGS INC.
Established	August 1969
Head Office	5-2-4-30, Higashi-sapporo, Shiroishi-ku, Sapporo-shi, Hokkaido
Representative	Kiichi Otani President and Representative Director
Common Stock	¥ 21,894 million
Number of Shares Outstanding	35,428,212 shares (including treasury stock)
Fiscal Year-end	April
Securities Code Number	9627 (First Section of the Tokyo Stock Exchange, Sapporo Securities Exchange)
Business Lines	Planning, management and operation of the corporate Group, focused on dispensing pharmacy and cosmetic and drug store operation, generic drug wholesaling, sales of cosmetics, retail shop operation and the Group's other businesses.
Number of Employees	13,158 (including part-time workers ; consolidated basis)
Office	Tokyo Office
Number of Stores	1,151(1,088 dispensing pharmacies, 63 cosmetic and drug stores ; consolidated basis)

