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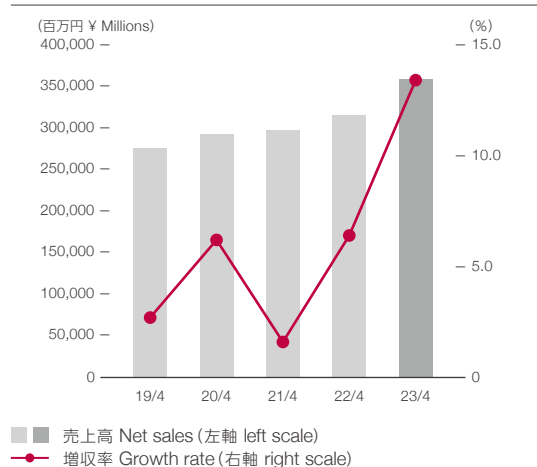
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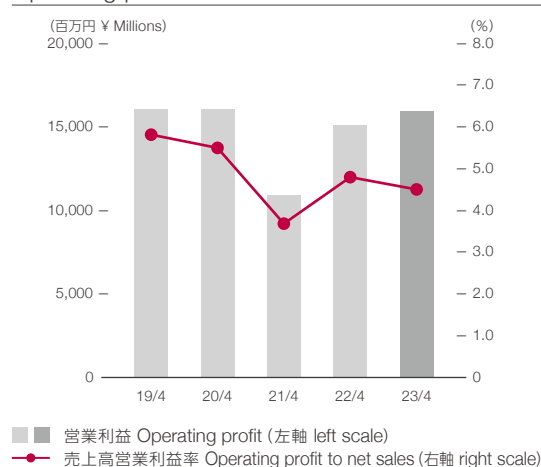


AIN HOLDINGS

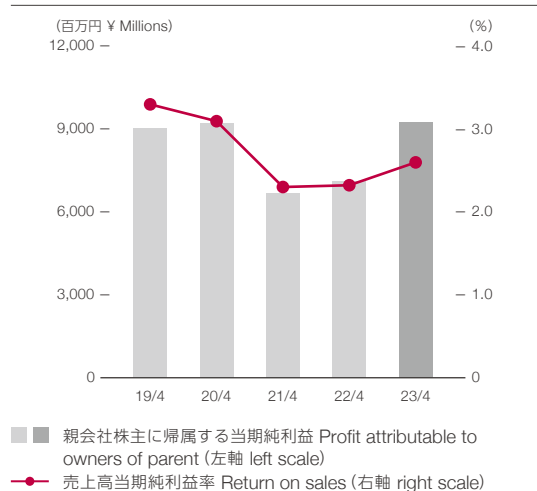
売上高／増収率
Net sales /
Growth rate



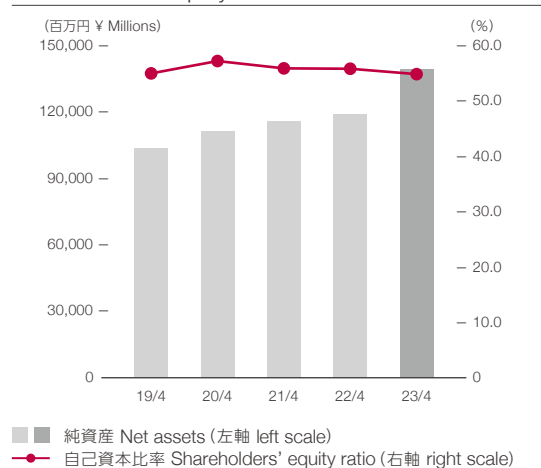
営業利益／売上高営業利益率
Operating profit /
Operating profit to net sales



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

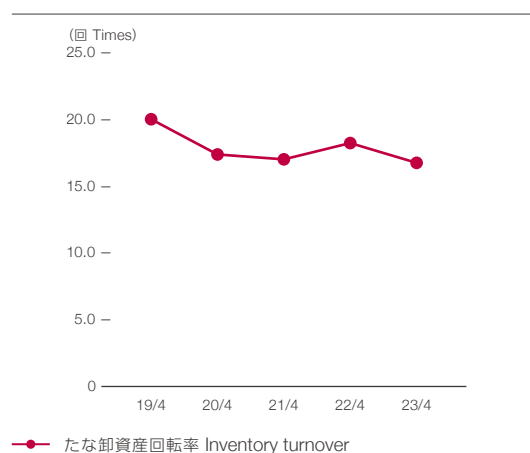
(百万円 ¥ Millions)

		19/4	20/4	21/4	22/4	23/4
売上高	Net sales	275,596	292,615	297,305	316,247	358,742
増収率	Growth rate	2.7%	6.2%	1.6%	6.4%	13.4%
営業利益	Operating profit	16,067	16,068	10,932	15,139	16,004
売上高営業利益率	Operating profit to net sales	5.8%	5.5%	3.7%	4.8%	4.5%
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	9,029	9,179	6,697	7,092	9,234
売上高当期純利益率	Return on sales	3.3%	3.1%	2.3%	2.2%	2.6%
純資産	Net assets	103,922	111,003	115,837	119,010	126,546
自己資本比率	Shareholders' equity ratio	54.9%	57.3%	56.8%	56.0%	54.6%

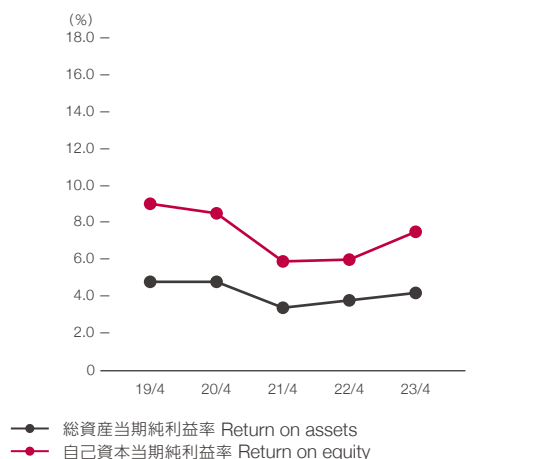
投下資本利益率
Return on investment



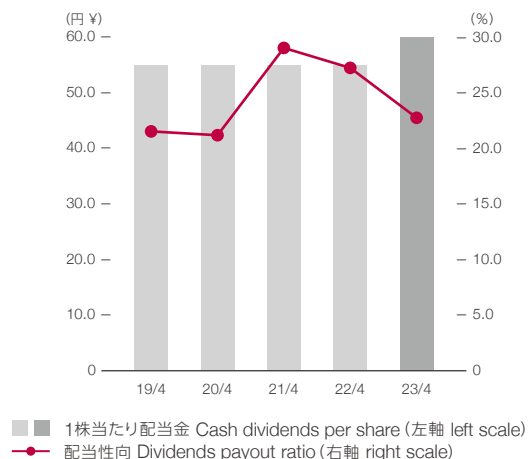
たな卸資産回転率
Inventory turnover



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 /
Dividends payout ratio



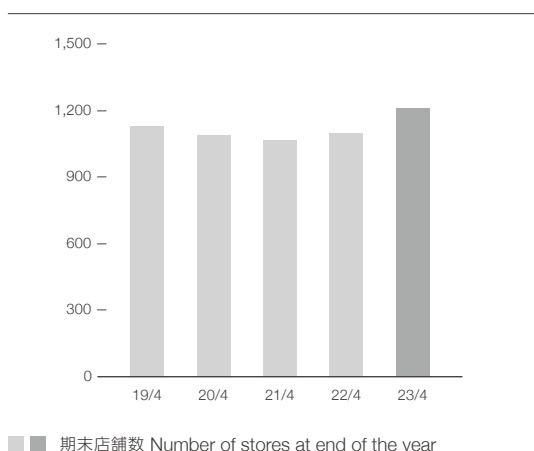
連結 Consolidated

		19/4	20/4	21/4	22/4	23/4
投下資本利益率(ROI)	Return on investment	14.5%	13.8%	9.8%	10.6%	12.0%
たな卸資産回転率(回)	Inventory turnover (times)	20.5	17.4	17.0	18.3	16.8
総資産当期純利益率(ROA)	Return on assets	4.8%	4.8%	3.4%	3.4%	4.2%
自己資本当期純利益率(ROE)	Return on equity	9.0%	8.5%	5.9%	6.0%	7.5%
1株当たり当期純利益(円)	Earnings per share (yen)	254.87	259.11	189.04	201.47	262.87
1株当たり純資産(円)	Net assets per share (yen)	2,931.48	3,130.77	3,267.49	3,385.51	3,599.47
1株当たり配当金(円)	Cash dividends per share (yen)	55.0	55.0	55.0	55.0	60.0
発行済株式数(株)	Number of shares outstanding (shares)	35,427,484	35,427,484	35,427,321	35,127,301	35,133,024
配当性向	Dividends payout ratio	21.6%	21.2%	29.1%	27.3%	22.8%
従業員数(人)	Number of employees (persons)	10,652	13,158	13,065	13,009	14,147

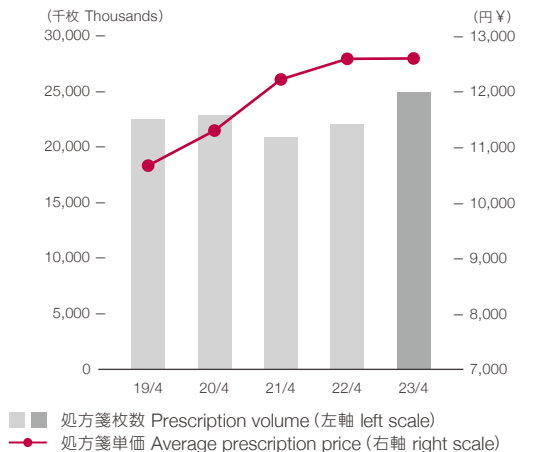
注： 投下資本利益率(ROI) = 税金等調整前当期純利益 / (純資産 + 減価償却費) × 100
 たな卸資産回転率 = 売上原価 / たな卸資産(期中平均)
 総資産当期純利益率(ROA) = 親会社株主に帰属する当期純利益 / 総資産(期中平均) × 100
 自己資本当期純利益率(ROE) = 親会社株主に帰属する当期純利益 / 自己資本(期中平均) × 100
 発行済株式数は、自己株式控除後の株式数です。

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.

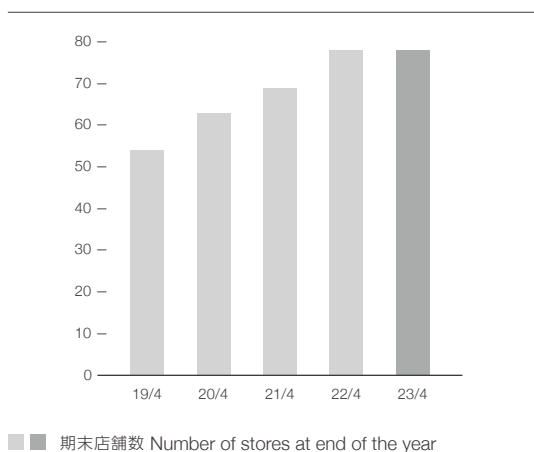
〈ファーマシー事業〉期末店舗数
Dispensing pharmacy business:
Number of stores at end of the year



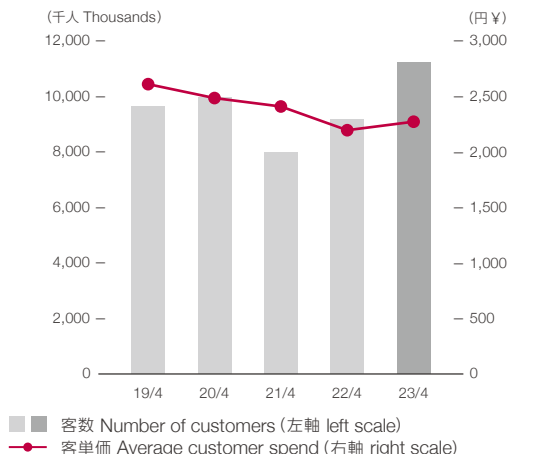
〈ファーマシー事業〉処方箋枚数／処方箋単価
Dispensing pharmacy business:
Prescription volume /
Average prescription price



〈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

		19/4	20/4	21/4	22/4	23/4
〈ファーマシー事業 Dispensing pharmacy business〉						
期末店舗数	Number of stores at end of the year	1,132	1,088	1,065	1,099	1,209
処方箋枚数(千枚)	Prescription volume (thousands)	22,566	22,947	20,963	22,077	25,058
処方箋単価(円)	Average prescription price (yen)	10,687	11,304	12,352	12,604	12,610
〈リテール事業 Cosmetic and drug store business〉						
期末店舗数	Number of stores at end of the year	54	63	69	78	78
期末売場面積(m ²)	Total sales floor at end of the year (m ²)	21,143	26,205	28,228	31,539	31,688
客数(千人)	Number of customers (thousands)	9,642	9,941	8,001	9,190	11,227
客単価(円)	Average customer spend (yen)	2,615	2,492	2,427	2,237	2,288

連結貸借対照表		Consolidated Balance Sheet		
		(百万円 ¥ Millions)		
会計年度末	At fiscal year-end	21/4	22/4	23/4
(資産の部)	Assets			
流動資産	Current assets	96,398	100,765	98,305
現金及び預金	Cash and deposits	55,271	59,729	46,796
受取手形及び売掛金	Notes and accounts receivable - trade	13,475	10,110	13,249
たな卸資産	Inventories	14,284	14,790	21,586
短期貸付金	Short-term loans receivable	144	306	355
未収入金	Accounts receivable - other	9,284	11,832	11,969
その他	Other	3,936	3,995	4,348
固定資産	Non-current assets	107,264	111,696	133,444
有形固定資産	Property, plant and equipment	30,229	30,636	39,459
建物及び構築物(純額)	Buildings and structures	16,270	17,512	21,407
土地	Land	10,390	8,581	10,602
建設仮勘定	Construction in progress	638	1,804	3,904
その他(純額)	Other, net	2,930	2,737	3,545
無形固定資産	Total intangible assets	42,666	41,219	52,343
投資その他の資産	Total investments and other assets	34,368	39,840	41,641
資産合計	Total assets	203,662	212,461	231,750
(負債の部)	Liabilities			
流動負債	Current liabilities	74,160	81,805	92,986
買掛金	Accounts payable - trade	46,758	50,756	58,698
短期借入金	Short-term borrowings	3,670	2,643	3,670
未払法人税等	Income taxes payable	2,157	4,391	3,328
預り金	Deposits received	13,979	15,415	18,232
賞与引当金	Provision for bonuses	2,594	2,713	3,215
役員賞与引当金	Provision for bonuses for directors	16	18	22
ポイント引当金	Provision for point card certificates	461	—	—
その他	Other	4,522	5,321	5,284
固定負債	Non-current liabilities	13,664	11,645	12,218
長期借入金	Long-term borrowings	8,297	5,815	5,021
リース債務	Lease obligations	37	9	32
退職給付に係る負債	Retirement benefit liability	3,329	3,578	4,498
その他	Other	2,000	2,242	2,664
負債合計	Total liabilities	87,825	93,450	105,204
(純資産の部)	Net assets			
株主資本	Shareholders' equity	115,899	119,038	126,362
資本金	Share capital	21,894	21,894	21,894
資本剰余金	Capital surplus	20,500	20,500	20,504
利益剰余金	Retained earnings	73,506	78,661	85,963
自己株式	Treasury stock	(3)	(2,018)	(2,000)
その他の包括利益累計額	Accumulated other comprehensive income (loss)	(141)	(114)	87
その他有価証券評価差額金	Valuation differences on available-for-sale securities	(12)	(39)	(7)
退職給付に係る調整累計額	Remeasurements of defined benefit plans	(128)	(75)	95
非支配株主持分	Non-controlling interests	78	86	96
純資産合計	Total net assets	115,837	119,010	126,546
負債純資産合計	Total liabilities and net assets	203,662	212,461	231,750

連結損益計算書		Consolidated Statement of Income		
		(百万円 ¥ Millions)		
会計年度	Fiscal years ended	21/4	22/4	23/4
売上高	Net sales	297,305	316,247	358,742
売上原価	Cost of sales	251,150	266,275	305,043
売上総利益	Gross profit	46,155	49,971	53,698
販売費及び一般管理費	Selling, general and administrative expenses	35,222	34,832	37,694
営業利益	Operating profit	10,932	15,139	16,004
営業外収益	Non-operating income	2,308	1,323	1,379
営業外費用	Non-operating expenses	590	421	318
経常利益	Ordinary profit	12,649	16,041	17,064
特別利益	Extraordinary income	624	406	121
特別損失	Extraordinary losses	1,506	3,322	1,303
税金等調整前当期純利益	Income before income taxes	11,767	13,125	15,882
法人税、住民税及び事業税	Income taxes-current	5,251	6,925	6,844
法人税等調整額	Income taxes-deferred	(172)	(899)	(205)
当期純利益	Profit	6,687	7,100	9,244
非支配株主に帰属する当期純利益	Profit attributable to non-controlling interests	(9)	8	9
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	6,697	7,092	9,234

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	21/4	22/4	23/4
営業活動によるキャッシュ・フロー	Cash flows from operating activities	14,928	26,156	20,267
投資活動によるキャッシュ・フロー	Cash flows from investing activities	(9,493)	(13,943)	(22,292)
財務活動によるキャッシュ・フロー	Cash flows from financing activities	3,643	(7,753)	(11,237)
現金及び現金同等物の増加額	Net increase in cash and cash equivalents	9,078	4,460	(13,262)
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of the year	45,931	55,009	59,470
現金及び現金同等物の期末残高	Cash and cash equivalents at end of the year	55,009	59,470	46,217

◆セグメント情報

Segment Information

(百万円 ￥ Millions)

		19/4	20/4	21/4	22/4	23/4
ファーマシー事業 Dispensing pharmacy business						
売上高	Sales	245,003	263,750	263,095	283,111	321,577
セグメント利益	Segment profit	18,331	20,850	20,947	25,082	24,135
減価償却費	Depreciation and amortization	2,538	2,676	2,571	2,531	3,118
リテール事業 Cosmetic and drug store business						
売上高	Sales	25,210	24,701	19,419	20,558	25,685
セグメント利益(損失)	Segment profit (loss)	972	262	(1,999)	(1,764)	1,214
減価償却費	Depreciation and amortization	315	391	536	534	426

◆設備投資／減価償却費

Capital Investment / Depreciation and Amortization

(百万円 ￥ Millions)

		19/4	20/4	21/4	22/4	23/4
設備投資	Capital investment	9,919	10,536	8,122	12,756	14,756
減価償却費	Depreciation and amortization	3,903	4,087	4,243	4,792	5,529

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

(2023年4月期末現在) (At end of the fiscal year ended April 30, 2023)

		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	110	165	461	112	139	157	65
リテール事業	Cosmetic and drug store business	18	1	42	2	7	1	7

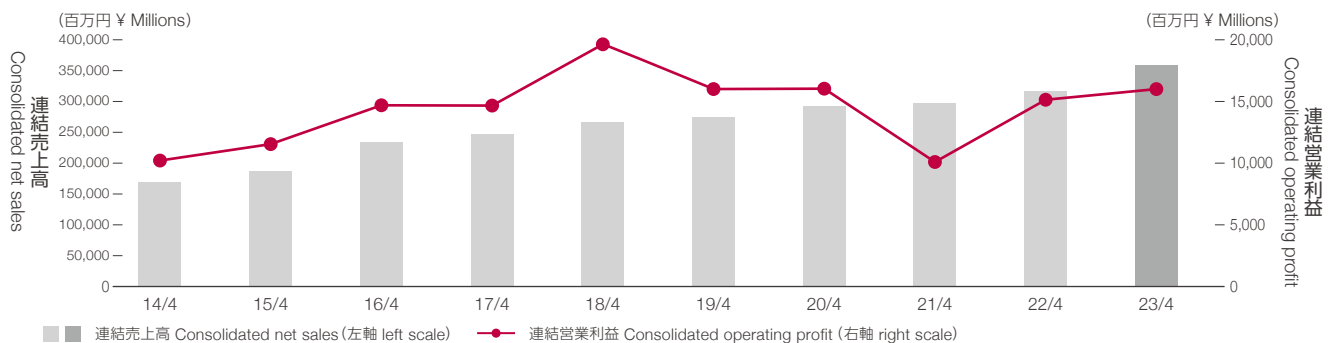
成長の推移

History of Growth

	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	21/4期 FY4/21	22/4期 FY4/22	23/4期 FY4/23
医療費改定 Revisions	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 -5.57% Revision ratio on drug prices	調剤報酬改定 +0.17% Revision ratio on dispensing fees 薬価改定 -5.57% 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 +0.19% 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} +0.16% ^{※2} Revision ratio on dispensing fees 薬価改定 -2.4% ^{※1} -4.38% ^{※2} Revision ratio on drug prices	薬価改定	調剤報酬改定 +0.08% Revision ratio on dispensing fees 薬価改定 -6.69% Revision ratio on drug prices	薬価改定	薬価改定
調剤事業 会社の M&A M&As of dispensing pharmacy companies	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)	8社 (14店舗) 8 companies (14 stores)	4社 (24店舗) 4 companies (24 stores)	9社 (114店舗) 9 companies (114 stores)

※1 消費税に伴い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(プライム、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	14,147人(2023年4月末時点) (パート含む)(グループ連結)
事業所	東京オフィス
店舗数	1,287店舗 (調剤薬局1,209店舗、コスメ&ドラッグストア78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 (Tokyo Prime Market, 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	14,147 (As of April 30, 2023) (including part-time workers ; consolidated basis)
Office	Tokyo Office
Number of Stores	1,287(1,209 dispensing pharmacies, 78 cosmetic and drug stores ; consolidated basis)

