



Summary of Financial Statements for the Second Quarter of Fiscal Year Ending April 2015  
[Japan GAAP] (Consolidated)

November 26, 2014

Name of listed company: **AIN PHARMACIEZ INC.**

Exchange listed on: First Section of Tokyo Stock Exchange and Sapporo Securities Exchange

Code number: 9627 URL: <http://www.ainj.co.jp/>

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Date of filing quarterly securities report: December 15, 2014

Start of dividend payment: —

Supplementary documents for quarterly results: Yes

Quarterly results briefing: Yes (for institutional investors and analysts)

(Amounts are rounded down to the nearest million yen.)

1. Consolidated results for the second quarter of fiscal year ending April 30, 2015 (May 1, 2014 to October 31, 2014)

(1) Consolidated operating results

(Percentage figures show year-on-year changes.)

|                                   | Net sales   |      | Operating income |        | Ordinary income |        | Net income  |        |
|-----------------------------------|-------------|------|------------------|--------|-----------------|--------|-------------|--------|
|                                   | Million yen | %    | Million yen      | %      | Million yen     | %      | Million yen | %      |
| Six months ended October 31, 2014 | 88,220      | 6.3  | 4,230            | (15.6) | 4,451           | (13.8) | 2,525       | (12.9) |
| Six months ended October 31, 2013 | 83,024      | 10.6 | 5,012            | 19.1   | 5,163           | 15.9   | 2,899       | 35.6   |

(Note) Comprehensive income: Six months ended October 31, 2014: ¥2,614 million (-9.3%)  
Six months ended October 31, 2013: ¥2,881 million (+34.1%)

|                                   | Net income per share | Diluted net income per share |
|-----------------------------------|----------------------|------------------------------|
|                                   | Yen                  | Yen                          |
| Six months ended October 31, 2014 | 79.64                | —                            |
| Six months ended October 31, 2013 | 90.94                | —                            |

\* On October 1, 2014, the Company conducted a 2-for-1 stock split of common shares. Net income per share is calculated by deeming stock splits to have occurred at the beginning of the previous fiscal year.

(2) Consolidated financial position

|                        | Total assets |  | Net assets  |  | Shareholders' equity ratio |  | Net assets per share |  |
|------------------------|--------------|--|-------------|--|----------------------------|--|----------------------|--|
|                        | Million yen  |  | Million yen |  | %                          |  | Yen                  |  |
| As of October 31, 2014 | 100,982      |  | 44,287      |  | 43.7                       |  | 1,392.82             |  |
| As of April 30, 2014   | 101,382      |  | 42,240      |  | 41.5                       |  | 1,328.43             |  |

(Reference) Shareholders' equity: As of October 31, 2014: ¥44,164 million As of April 30, 2014: ¥42,122 million

\* On October 1, 2014, the Company conducted a 2-for-1 stock split of common shares. Net assets per share is calculated by deeming stock splits to have occurred at the beginning of the previous fiscal year.

2. Dividends

|                                       | Dividend per share   |                       |                      |             |           |
|---------------------------------------|----------------------|-----------------------|----------------------|-------------|-----------|
|                                       | End of first quarter | End of second quarter | End of third quarter | End of year | Full year |
| Year ended April 30, 2014             | Yen                  | Yen                   | Yen                  | Yen         | Yen       |
| Year ended April 30, 2014             | —                    | 0.00                  | —                    | 60.00       | 60.00     |
| Year ending April 30, 2015            | —                    | 0.00                  | —                    | —           | —         |
| Year ending April 30, 2015 (forecast) | —                    | —                     | —                    | 30.00       | 30.00     |

(Note) Revision to the most recently announced dividend forecasts: No

\* On October 1, 2014, the Company conducted a 2-for-1 stock split of common shares. The year-end dividend per share for the fiscal year ending April 30, 2015 (forecast) is based on the number of shares after the stock split.

3. Consolidated financial forecasts for the fiscal year ending April 30, 2015 (May 1, 2014 to April 30, 2015)

(Percentage figures show year-on-year changes.)

|           | Net sales   |      | Operating income |     | Ordinary income |     | Net income  |     | Net income per share |
|-----------|-------------|------|------------------|-----|-----------------|-----|-------------|-----|----------------------|
|           | Million yen | %    | Million yen      | %   | Million yen     | %   | Million yen | %   | Yen                  |
| Full year | 190,000     | 11.6 | 10,260           | 1.5 | 10,700          | 1.1 | 5,500       | 4.6 | 173.46               |

(Note) Revision to the most recently announced consolidated financial forecasts: No

\* On October 1, 2014, the Company conducted a 2-for-1 stock split of common shares. Net income per share for the fiscal year ending April 30, 2015 is calculated by deeming stock splits to have occurred at the beginning of the current fiscal year.

\*Notes

- (1) Major changes in subsidiaries during the period (changes in specified subsidiaries resulting from changes in scope of consolidation): No

Newly consolidated: – Excluded: –

- (2) Application of specified accounting methods for the preparation of quarterly consolidated financial statements: Yes

(Note) For detail, please refer to "2. Matters concerning summary information (notes) (2) Application of specified accounting methods for the preparation of quarterly consolidated financial statements" on page 3 of the Attachment.

- (3) Changes in accounting principles, changes in accounting estimates, and restatement of revisions

1) Changes in accounting principles as a result of revisions to accounting standards, etc.: Yes

2) Changes in accounting principles other than 1): No

3) Changes in accounting estimates: No

4) Restatement of revisions: No

(Note) For detail, please refer to "2. Matters concerning summary information (notes) (3) Changes in accounting principles, changes in accounting estimates, and restatement of revisions" on page 3 of the Attachment.

- (4) Number of outstanding shares (common stock):

|   |                                   |                   |                                   |                   |
|---|-----------------------------------|-------------------|-----------------------------------|-------------------|
| 1) Number of outstanding shares (including treasury stock): | As of October 31, 2014            | 31,888,212 shares | As of April 30, 2014              | 31,888,212 shares |
| 2) Number of shares held in treasury:                       | As of October 31, 2014            | 180,572 shares    | As of April 30, 2014              | 179,832 shares    |
| 3) Average number of shares outstanding:                    | Six months ended October 31, 2014 | 31,708,190 shares | Six months ended October 31, 2013 | 31,881,414 shares |

\* On October 1, 2014, the Company conducted a 2-for-1 stock split of common shares. Number of outstanding shares (common stock) is calculated by deeming stock splits to have occurred at the beginning of the previous fiscal year.

\*Status of execution of the quarterly review of financial statements

This quarterly financial summary is not subject to the quarterly review procedure based on the Financial Instruments and Exchange Act. As of the time of disclosure, this review procedure for quarterly financial consolidated statements had not been completed.

\*Statement regarding the proper use of financial forecasts and other special remarks

The above forecasts are calculated based on the information available as of the publication date of this material, and actual financial results may vary due to change in future economic conditions and others.

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## 1. Qualitative information on consolidated results for the period under review

### (1) Consolidated operating results

During the first six months of the current fiscal year (May 1, 2014 to October 31, 2014), there were signs of weakness in production activity and corporate earnings, partly due to the impact of a pullback in demand after the consumption tax hike. However, the Japanese economy continued to recover at a moderate pace, with conditions continuing to improve in the employment market.

In this economic environment, the AIN PHARMACIEZ Group (the Group) worked to expand its business and increase earnings. Specifically, the Group opened new dispensing pharmacies and used M&A to expand the business. It also pushed ahead with the comprehensive development of medical malls and developed its urban drug and cosmetic store business.

In the first six months of the fiscal year, net sales rose 6.3% year on year to ¥88,220 million, operating income decreased 15.6% to ¥4,230 million, ordinary income decline 13.8% to ¥4,451 million, and net income decreased 12.9% to ¥2,525 million.

Financial results by business segment are as follows.

#### (Dispensing pharmacy business)

In the dispensing pharmacy business, sales continued to rise at existing dispensing pharmacies, supported by growth in average sales per prescription due to an increase in longer-term prescriptions.

Profitability is deteriorating in the dispensing pharmacy business due to higher operating costs and rising procurement costs. The increase in operating costs reflects steps to improve pharmaceutical management and promote dispensing services for home healthcare patients in response to dispensing fee revisions in April 2014.

The Group continued to open new pharmacies and sign M&A deals, aiming to expand the business to secure economies of scale and improve dispensing pharmacy operations on a pharmacy by pharmacy basis. As a result, segment income in the second quarter of the fiscal year recovered to almost the same level as a year earlier.

Also, the Group upgraded patient services, built links with local medical service providers, mainly in the area of home-based dispensing, and promoted wider use of generic drugs in order to fulfill the new role being asked of dispensing pharmacies. As part of these efforts, the Group began operating the Ain Pharmacy NOBORITO (Tama Ward, Kawasaki) on a 24-hour, 365-day basis from August 2014.

As a result, for the first six months of the fiscal year, the dispensing pharmacy business reported higher sales but lower income year on year, with sales rising 7.2% to ¥79,261 million and segment income decreasing 10.8% to ¥5,710 million.

During the period under review, the Group opened 48 new dispensing pharmacies, including those acquired through M&A deals, and closed five pharmacies, including relocations, resulting in a total of 659.

#### (Drug and cosmetic store business)

In the drug and cosmetic store business, the market environment remained challenging due to a narrowing competitive gap between companies in the sector and the emergence of new competitors from sector consolidation and realignment that also extends to other business sectors, as well as changes to restrictions on online sales of OTC drugs. These changes in the business environment, together with the impact of a pullback in demand after the consumption tax hike, led to a decline in sales at existing stores compared with the same period a year earlier.

Against this backdrop, the Group is continuing to open urban drug and cosmetic stores under the *ainz & tulpe* brand, particularly in urban areas with high customer traffic. Steps are also being taken to revitalize existing stores.

With *ainz & tulpe*, the Group is working to expand the customer base. These efforts include reinforcing merchandise lineups to tailor them to each retail area and location, based on the brand's store concept as a specialist drug and cosmetics retailer, and sales promotion using a range of different communication tools targeted at each customer segment, such as emails for Ainz Point Club cardholders and communication apps such as LINE.

In addition, as of the end of the first six months of the fiscal year, the Group had secured permission for its drugstores in Sapporo, Tokyo and Nagoya to provide duty-free services. This move was taken in response to new rules from October 2014 that expand the type of products on which overseas visitors to Japan are exempt from consumption tax. This led to an increase in sales at stores in those areas compared with the same period a year earlier.

As a result, for the first six months of the fiscal year, the drug and cosmetic store business reported a decrease in sales of 2.6% year on year to ¥8,514 million. However, segment income surged 684.5% to ¥32 million.

During the period under review, there were no new store openings. However, four stores were closed mainly in suburban locations, resulting in a Group total of 55 stores.

(Other businesses)

Net sales and segment loss from other businesses were ¥444 million and ¥235 million, respectively.

**(2) Consolidated financial position**

The balance of total assets at the end of the second quarter decreased by ¥400 million from the end of the previous fiscal year to ¥100,982 million.

This mainly reflected increases in inventories, property, plant and equipment such as buildings and structures, and goodwill due to the Group's business expansion through new store openings and M&A deals, and decreases in notes and accounts receivable, deferred tax assets and loans.

The balance of liabilities declined ¥2,448 million to ¥56,694 million. This primarily reflected an increase in accounts payable and decreases in accrued income taxes, deposits received and net defined benefit liability.

The balance of long- and short-term debts decreased by ¥1,226 million to ¥9,812 million.

Total net assets increased by ¥2,047 million to ¥44,287 million and the shareholders' equity ratio improved 2.2 percentage points to 43.7%.

(Cash flows)

In the first six months of the fiscal year, cash and cash equivalents ("cash") decreased by ¥256 million from the previous fiscal year end to ¥18,479 million.

Cash flows from each activity and their relevant factors are as follows.

During the first six months of the fiscal year, net cash provided by operating activities was ¥4,822 million, compared with ¥9,324 million provided in the same period a year earlier. The main cash inflows were income before income taxes and minority interests of ¥4,197 million, depreciation and amortization of ¥1,198 million, amortization of goodwill of ¥1,044 million. The main cash outflow was income taxes paid of ¥2,885 million.

Net cash used in investing activities amounted to ¥1,907 million, compared with ¥4,215 million used a year earlier. This was mainly due to payments of ¥1,278 million for the acquisition of property, plant and equipment and intangible fixed assets and ¥1,264 million for purchases of subsidiaries' shares resulting in obtaining controls.

Net cash used in financing activities was ¥3,170 million, compared with ¥3,375 million used a year earlier. This was mainly attributable to a net cash outflow of ¥1,904 million from short-term and long-term debt repayment and proceeds, and cash dividends paid of ¥951 million.

**(3) Forecast of consolidated financial results and other forward-looking information**

The Group has made no change to its earnings forecasts for the full fiscal year, announced on May 27, 2014, in light of earnings trends at new stores and existing stores in the first six months of the fiscal year and future store opening plans.

**2. Matters concerning summary information (notes)**

**(1) Major changes in subsidiaries during the period**

There are no applicable matters to be reported.

**(2) Application of specified accounting methods for the preparation of quarterly consolidated financial statements**

Tax expenses were calculated by reasonably estimating the effective tax rate after the application of tax effect accounting to net income before taxes for the consolidated fiscal year including the second quarter, and multiplying the estimated effective tax rate by income before income taxes for the quarter.

**(3) Changes in accounting principles, changes in accounting estimates, and restatement of revisions**

[Changes in accounting principles]

From the first quarter of the fiscal year ending April 30, 2015, the Company has applied the "Accounting Standard for Retirement Benefits" (Accounting Standards Board of Japan (ASBJ) Statement No. 26, May 17, 2012; herein, "the retirement benefit accounting standard") and "Guidance on Accounting Standard for Retirement Benefits" (ASBJ Guidance No. 25, May 17, 2012; herein, "the retirement benefit guidance"), specifically content stipulated in paragraph 35 of the retirement benefit accounting standard and stipulated in paragraph 67 of the retirement benefit guidance. As a result, the methods for calculating retirement benefit obligations and service costs have been revised in the following respects: the method for attributing projected benefits to periods has been changed from the straight-line basis to the benefit formula basis, and the method for determining the discount rate has been changed from a bond period based on the number of years approximate to the average remaining working lives of employees to a single weighted-average discount rate that reflects the periods until the expected payment of retirement benefits and the amount of projected benefits for each such period.

For the application of the Accounting Standard and the Guidance, pursuant to past adjustments stipulated in paragraph 37 of the Accounting Standard, monetary effects accompanying changes in the method for calculating retirement benefit

liability and service costs, are adjusted with retained earnings at the beginning of the period starting from the first quarter of the consolidated fiscal year ending April 30, 2015.

As a result, net defined benefit asset at the beginning of the period for the first quarter of the fiscal year ending April 30, 2015 increased by ¥8,366 thousand, while net defined benefit liability decreased by ¥592,370 thousand. In parallel, retained earnings increased by ¥386,510 thousand. The application of the new accounting standard had an immaterial impact on operating income, ordinary income and net income before income taxes in the second quarter of the current fiscal year.

**3. Quarterly consolidated financial statements****(1) Quarterly consolidated balance sheet**

|  | (Thousand yen)  |  |
|--|---|--|
|  | Fiscal year ended<br>April 30, 2014<br>(As of April 30, 2014) | Six months ended<br>October 31, 2014<br>(As of October 31, 2014) |
| <b>Assets</b>                              |   |  |
| <b>Current assets</b>                      |   |  |
| Cash on hand and in banks                  | 18,846,760  | 18,549,771   |
| Notes and accounts receivable              | 6,718,670   | 6,214,256  |
| Merchandise                                | 9,578,858   | 9,905,115  |
| Supplies                                   | 180,570   | 177,108  |
| Deferred tax assets                        | 1,245,406   | 989,539  |
| Short-term loans                           | 708,297   | 757,811  |
| Other accounts receivable                  | 5,679,761   | 5,725,615  |
| Other current assets                       | 1,376,190   | 1,174,098  |
| <b>Total current assets</b>                | <b>44,334,515</b>   | <b>43,493,316</b>  |
| <b>Fixed assets</b>                        |   |  |
| Property, plant and equipment              |   |  |
| Buildings and structures, net              | 9,962,423   | 10,254,827   |
| Land                                       | 6,698,782   | 6,890,094  |
| Other property, plant and equipment, net   | 2,922,726   | 3,050,856  |
| <b>Total property, plant and equipment</b> | <b>19,583,933</b>   | <b>20,195,778</b>  |
| Intangible fixed assets                    |   |  |
| Goodwill                                   | 20,017,440  | 20,323,151   |
| Other intangible fixed assets              | 1,111,957   | 1,196,469  |
| <b>Total intangible fixed assets</b>       | <b>21,129,397</b>   | <b>21,519,620</b>  |
| <b>Investments and other assets</b>        |   |  |
| Investments in securities                  | 2,559,386   | 2,375,151  |
| Deferred tax assets                        | 1,068,129   | 790,474  |
| Deposits and guarantees                    | 8,081,230   | 8,487,651  |
| Other investments and other assets         | 4,866,487   | 4,360,725  |
| Allowance for doubtful accounts            | (240,307)   | (240,307)  |
| <b>Total investments and other assets</b>  | <b>16,334,926</b>   | <b>15,773,695</b>  |
| <b>Total fixed assets</b>                  | <b>57,048,257</b>   | <b>57,489,095</b>  |
| <b>Total assets</b>                        | <b>101,382,772</b>  | <b>100,982,411</b>   |

|  | (Thousand yen)  |  |
|--|---|--|
|  | Fiscal year ended<br>April 30, 2014<br>(As of April 30, 2014) | Six months ended<br>October 31, 2014<br>(As of October 31, 2014) |
| <b>Liabilities</b>                                   |   |  |
| <b>Current liabilities</b>                           |   |  |
| Accounts payable                                     | 28,002,426  | 29,466,015   |
| Short-term debt                                      | 6,535,438   | 6,237,807  |
| Accrued income taxes                                 | 3,079,805   | 1,552,835  |
| Deposits received                                    | 8,686,700   | 8,019,711  |
| Allowance for bonuses to employees                   | 1,149,395   | 1,420,323  |
| Allowance for bonuses to directors                   | 11,934  | 11,935   |
| Reserve for reward obligations                       | 332,315   | 332,315  |
| Other current liabilities                            | 2,551,384   | 2,264,099  |
| Total current liabilities                            | <u>50,349,400</u>   | <u>49,305,043</u>  |
| <b>Long-term liabilities</b>                         |   |  |
| Long-term debt                                       | 4,502,810   | 3,574,199  |
| Net defined benefit liability                        | 1,927,033   | 1,398,520  |
| Other long-term liabilities                          | 2,363,437   | 2,416,718  |
| Total long-term liabilities                          | <u>8,793,281</u>  | <u>7,389,437</u>   |
| Total liabilities                                    | <u>59,142,681</u>   | <u>56,694,481</u>  |
| <b>Net assets</b>                                    |   |  |
| <b>Shareholders' equity</b>                          |   |  |
| Common stock   | 8,682,976   | 8,682,976  |
| Capital surplus                                      | 7,872,970   | 7,872,970  |
| Retained earnings                                    | 26,007,464  | 27,967,678   |
| Treasury stock                                       | (417,338)   | (419,202)  |
| Total shareholders' equity                           | <u>42,146,073</u>   | <u>44,104,423</u>  |
| <b>Accumulated other comprehensive income (loss)</b> |   |  |
| Unrealized holding gains on securities               | 34,590  | 104,108  |
| Remeasurement of defined benefit plans               | (58,224)  | (44,384)   |
| Total accumulated other comprehensive income(loss)   | <u>(23,633)</u>   | <u>59,724</u>  |
| <b>Minority interests</b>                            | <u>117,651</u>  | <u>123,782</u>   |
| Total net assets                                     | <u>42,240,091</u>   | <u>44,287,930</u>  |
| Total liabilities and net assets                     | <u>101,382,772</u>  | <u>100,982,411</u>   |

**(2) Quarterly consolidated statements of income and comprehensive income****Quarterly consolidated statements of income**

|   | Six months ended<br>October 31, 2013<br>(May 1, 2013 to<br>October 31, 2013) | Six months ended<br>October 31, 2014<br>(May 1, 2014 to<br>October 31, 2014) |
|---|--|--|
| Net sales   | 83,024,578   | 88,220,201   |
| Cost of sales                                     | 70,366,857   | 75,597,751   |
| Gross profit                                      | <u>12,657,720</u>  | <u>12,622,449</u>  |
| Selling, general and administrative expenses      | 7,645,115  | 8,392,240  |
| Operating income                                  | <u>5,012,604</u>   | <u>4,230,208</u>   |
| Non-operating income                              |  |  |
| Interest income                                   | 36,539   | 37,457   |
| Dividend income                                   | 20,919   | 23,745   |
| Commissions received                              | 8,499  | 23,936   |
| Real estate rental revenue                        | 41,537   | 81,732   |
| Consignment income                                | 66,897   | 73,611   |
| Other non-operating income                        | 207,854  | 131,033  |
| Total non-operating income                        | <u>382,247</u>   | <u>371,517</u>   |
| Non-operating expenses                            |  |  |
| Interest expenses                                 | 66,659   | 41,374   |
| Losses on sales of accounts receivables           | 42,675   | 42,060   |
| Real estate rental expenses                       | 23,032   | 44,080   |
| Other non-operating expenses                      | 98,962   | 22,588   |
| Total non-operating expenses                      | <u>231,330</u>   | <u>150,104</u>   |
| Ordinary income                                   | <u>5,163,522</u>   | <u>4,451,621</u>   |
| Extraordinary income                              |  |  |
| Gains on sales of investments in securities       | 49,667   | 7,040  |
| Gains on sales of fixed assets                    | 4,051  | 1,791  |
| Insurance income                                  | 193,941  | -  |
| Other extraordinary income                        | 10,134   | -  |
| Total extraordinary income                        | <u>257,794</u>   | <u>8,831</u>   |
| Extraordinary losses                              |  |  |
| Losses on disposal and sales of fixed assets      | 59,440   | 72,695   |
| Directors' retirement benefits                    | -  | 106,960  |
| Other extraordinary losses                        | 43,714   | 82,873   |
| Total extraordinary losses                        | <u>103,154</u>   | <u>262,529</u>   |
| Income before income taxes and minority interests | <u>5,318,161</u>   | <u>4,197,922</u>   |
| Income taxes                                      | <u>2,421,312</u>   | <u>1,666,657</u>   |
| Income before minority interests                  | <u>2,896,849</u>   | <u>2,531,265</u>   |
| Minority interests in income (loss)               | <u>(2,558)</u>   | <u>6,131</u>   |
| Net income  | <u>2,899,407</u>   | <u>2,525,134</u>   |

**Quarterly consolidated statements of comprehensive income**

(Thousand yen)

|  | Six months ended<br>October 31, 2013<br>(May 1, 2013 to<br>October 31, 2013) | Six months ended<br>October 31, 2014<br>(May 1, 2014 to<br>October 31, 2014) |
|--|--|--|
| Income before minority interests                                   | 2,896,849  | 2,531,265  |
| Other comprehensive income   |  |  |
| Unrealized holding gains (losses) on securities                    | (15,085)   | 69,518   |
| Remeasurements of defined benefit plans, net of tax                | -  | 13,840   |
| Total other comprehensive income (loss)                            | (15,085)   | 83,358   |
| Comprehensive income   | 2,881,763  | 2,614,624  |
| Comprehensive income attributable to shareholders of<br>the parent | 2,884,321  | 2,608,493  |
| Comprehensive income (loss) attributable to minority<br>interests  | (2,558)  | 6,131  |

## (3) Quarterly consolidated statements of cash flows

(Thousand yen)

|   | Six months ended<br>October 31, 2013<br>(May 1, 2013 to<br>October 31, 2013) | Six months ended<br>October 31, 2014<br>(May 1, 2014 to<br>October 31, 2014) |
|---|--|--|
| <b>Cash flows from operating activities</b>   |  |  |
| Income before income taxes and minority interests                                   | 5,318,161  | 4,197,922  |
| Depreciation and amortization   | 1,080,684  | 1,198,524  |
| Amortization of goodwill  | 990,207  | 1,044,474  |
| Increase in allowance for retirement benefits                                       | 73,585   | -  |
| Increase in defined benefit liability   | -  | 61,863   |
| Increase in allowance for bonuses to employees                                      | 127,168  | 241,578  |
| Increase (decrease) in allowance for bonuses to directors                           | (994)  | 1  |
| Interest and dividend income  | (57,458)   | (61,203)   |
| Interest expenses   | 66,659   | 41,374   |
| Losses on disposal and sales of fixed assets  | 55,389   | 70,904   |
| Decrease in accounts receivable   | 2,840,730  | 959,147  |
| Increase in inventories   | (813,637)  | (73,306)   |
| Increase in other accounts receivable   | (986,963)  | (41,802)   |
| Increase in accounts payable  | 3,924,305  | 861,459  |
| Other, net  | (840,959)  | (810,753)  |
| <b>Subtotal</b>   | <b>11,776,878</b>  | <b>7,690,184</b>   |
| Interest and dividends received   | 53,436   | 59,301   |
| Interest paid   | (66,855)   | (41,196)   |
| Income taxes paid   | (2,439,440)  | (2,885,789)  |
| <b>Net cash provided by operating activities</b>                                    | <b>9,324,018</b>   | <b>4,822,499</b>   |
| <b>Cash flows from investing activities</b>   |  |  |
| Payments for purchases of property, plant and equipment and intangible fixed assets | (2,204,368)  | (1,278,176)  |
| Proceeds from sales of property, plant and equipment and intangible fixed assets    | 409,491  | 50,949   |
| Payments for purchase of investments in securities                                  | (107,380)  | (30,180)   |
| Proceeds from sales of investments in securities                                    | 299,729  | 517,638  |
| Purchase of subsidiaries' shares resulting in obtaining controls                    | (1,703,903)  | (1,264,857)  |
| Payments for loans receivable   | (1,965,344)  | (1,080,610)  |
| Proceeds from collections of loans receivable                                       | 824,862  | 1,496,342  |
| Payments for time deposits  | (6,900)  | (13,500)   |
| Proceeds from withdrawal of time deposits   | 27,602   | 101,313  |
| Other, net  | 210,398  | (406,805)  |
| <b>Net cash used in investing activities</b>  | <b>(4,215,812)</b>   | <b>(1,907,886)</b>   |

|  | (Thousand yen)   |  |
|--|--|--|
|  | Six months ended<br>October 31, 2013<br>(May 1, 2013 to<br>October 31, 2013) | Six months ended<br>October 31, 2014<br>(May 1, 2014 to<br>October 31, 2014) |
| Cash flows from financing activities                 |  |  |
| Net decrease in short-term debts                     | (91,654)   | (161,747)  |
| Proceeds from long-term debts                        | 124,578  | 100,000  |
| Repayments of long-term debts                        | (2,216,669)  | (1,843,169)  |
| Repayments of lease obligations                      | (234,664)  | (312,931)  |
| Payments for purchase of treasury stock              | (209)  | (1,863)  |
| Cash dividends paid                                  | (956,444)  | (951,251)  |
| Net cash used in financing activities                | <u>(3,375,064)</u>   | <u>(3,170,963)</u>   |
| Net increase (decrease) in cash and cash equivalents | 1,733,142  | (256,350)  |
| Cash and cash equivalents at beginning of the period | 18,439,646   | 18,735,445   |
| Cash and cash equivalents at end of the period       | <u>20,172,789</u>  | <u>18,479,095</u>  |

**(4) Notes on quarterly consolidated financial statements**

(Notes on the premise of a going concern)

There are no applicable matters to be reported.

(Notes on significant changes in the amount of shareholders' equity)

There are no applicable matters to be reported.

(Segment Information, etc.)

I Six months ended October 31, 2013 (May 1, 2013 to October 31, 2013)

1. Net sales and income (loss) by reportable segment

(Thousand yen)

|                            | Reportable segments    |                            |           |            | Adjustments<br>(Note) 1 | Carried on<br>quarterly<br>consolidated<br>statements of<br>income<br>(Note) 2 |
|----------------------------|------------------------|----------------------------|-----------|------------|-------------------------|--|
|                            | Dispensing<br>pharmacy | Drug and<br>cosmetic store | Other     | Total      |                         |  |
| Sales                      |                        |                            |           |            |                         |  |
| (1) Sales to third parties | 73,954,006             | 8,736,578                  | 333,994   | 83,024,578 | -                       | 83,024,578   |
| (2) Intersegment sales     | -                      | -                          | 94,469    | 94,469     | (94,469)                | -  |
| Total sales                | 73,954,006             | 8,736,578                  | 428,463   | 83,119,048 | (94,469)                | 83,024,578   |
| Segment income (loss)      | 6,400,982              | 4,176                      | (252,838) | 6,152,321  | (988,799)               | 5,163,522  |

Notes: 1. The adjustment of ¥(988,799) thousand to segment income (loss) includes ¥939,630 thousand in corporate expenses, ¥82,850 thousand in losses that are not allocated to reportable segments, and ¥(33,681) thousand in eliminations due to intersegment transactions.

2. Segment income (loss) is adjusted with the ordinary income of quarterly consolidated statements of income.

2. Impairment losses on fixed assets and goodwill by reportable segment

[Significant impairment losses on fixed assets]:

There are no applicable matters to be reported.

[Significant changes in the amount of goodwill]:

The dispensing pharmacy segment includes eight dispensing pharmacy companies that have been acquired by the Group. During the first six months of the fiscal year, the increase in goodwill related to these companies was ¥1,405,598 thousand.

II Six months ended October 31, 2014 (May 1, 2014 to October 31, 2014)

1. Net sales and income (loss) by reportable segment

(Thousand yen)

|                            | Reportable segments    |                            |           |            | Adjustments<br>(Note) 1 | Carried on<br>quarterly<br>consolidated<br>statements of<br>income<br>(Note) 2 |
|----------------------------|------------------------|----------------------------|-----------|------------|-------------------------|--|
|                            | Dispensing<br>pharmacy | Drug and<br>cosmetic store | Other     | Total      |                         |  |
| Sales                      |                        |                            |           |            |                         |  |
| (1) Sales to third parties | 79,261,223             | 8,514,066                  | 444,910   | 88,220,201 | -                       | 88,220,201   |
| (2) Intersegment sales     | -                      | -                          | 158,682   | 158,682    | (158,682)               | -  |
| Total sales                | 79,261,223             | 8,514,066                  | 603,592   | 88,378,883 | (158,682)               | 88,220,201   |
| Segment income (loss)      | 5,710,639              | 32,766                     | (235,627) | 5,507,778  | (1,056,157)             | 4,451,621  |

Notes: 1. The adjustment of ¥(1,056,157) thousand to segment income (loss) includes ¥1,050,263 thousand in corporate expenses, ¥47,219 thousand in losses that are not allocated to reportable segments, and ¥(41,325) thousand in eliminations due to intersegment transactions.

Corporate expenses consist mainly of expenses associated with the administrative divisions of the parent company, such as general affairs and accounting divisions.

2. Segment income (loss) is adjusted with the ordinary income of quarterly consolidated statements of income.
2. Impairment losses on fixed assets and goodwill by reportable segment  
[Significant impairment losses on fixed assets]:  
There are no applicable matters to be reported.

[Significant changes in the amount of goodwill]:

The dispensing pharmacy segment includes six dispensing pharmacy companies that have been acquired by the Group. During the second six months of the fiscal year, the increase in goodwill related to these companies was ¥1,259,144 thousand.