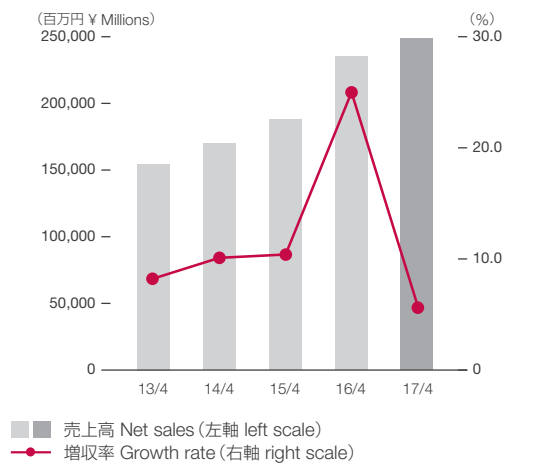


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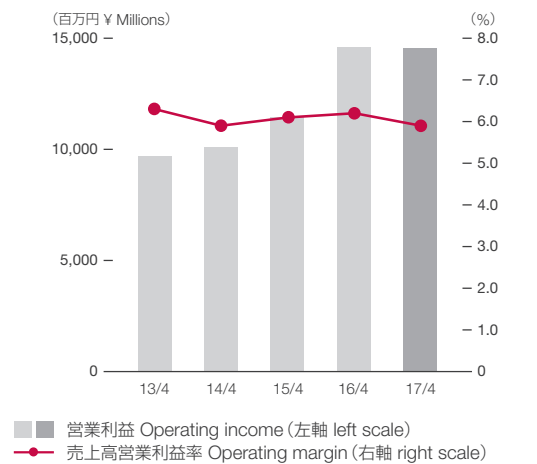
F I L E

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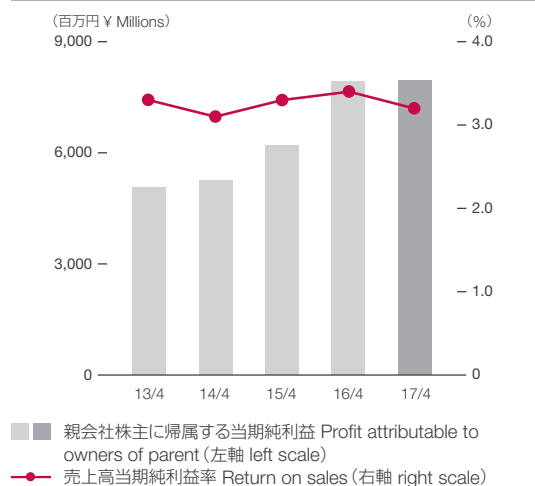
売上高／増収率
Net sales /
Growth rate



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

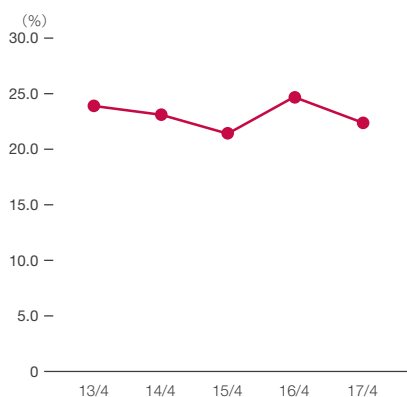


連結 Consolidated

(百万円 ¥ Millions)

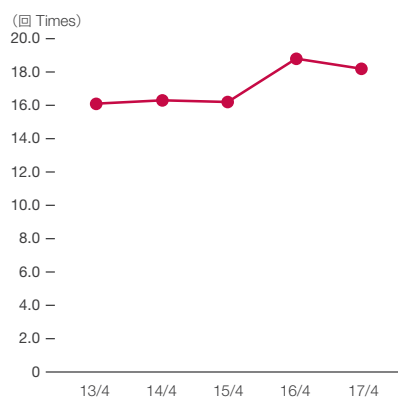
		12/4	13/4	14/4	15/4	16/4	17/4
売上高	Net sales	142,790	154,560	170,225	187,904	234,843	248,110
増収率	Growth rate	10.4%	8.2%	10.1%	10.4%	25.0%	5.6%
営業利益	Operating income	10,253	9,701	10,113	11,452	14,619	14,563
売上高営業利益率	Operating margin	7.2%	6.3%	5.9%	6.1%	6.2%	5.9%
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	4,899	5,075	5,259	6,197	7,917	7,949
売上高当期純利益率	Return on sales	3.4%	3.3%	3.1%	3.3%	3.4%	3.2%
純資産	Net assets	33,745	38,356	42,240	48,046	53,324	60,178
自己資本比率	Shareholders' equity ratio	39.2%	40.0%	41.5%	42.0%	38.1%	38.4%

投下資本利益率
Return on investment



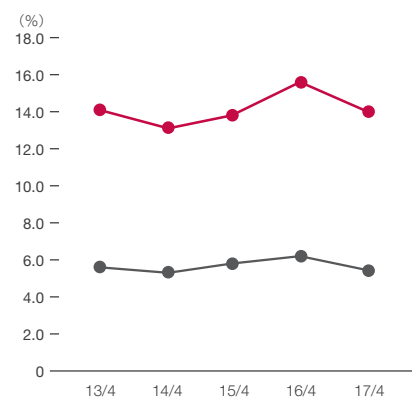
● 投下資本利益率 Return on investment

たな卸資産回転率
Inventory turnover



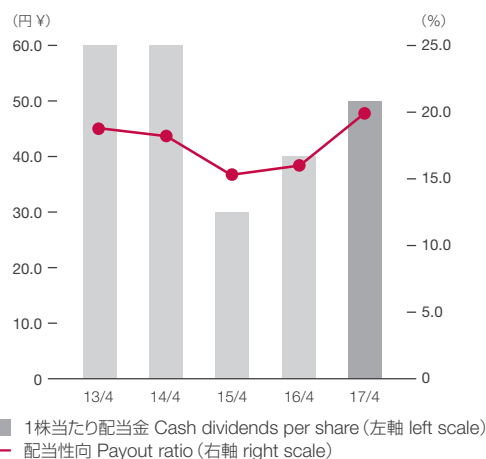
● たな卸資産回転率 Inventory turnover

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



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

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



■ 1株当たり配当金 Cash dividends per share (左軸 left scale)
● 配当性向 Payout ratio (右軸 right scale)

連結 Consolidated

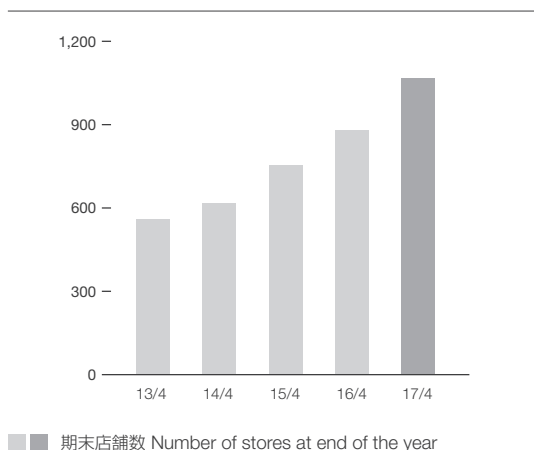
		12/4	13/4	14/4	15/4	16/4	17/4
投下資本利益率(ROI)	Return on investment	27.6%	23.9%	23.1%	21.4%	24.7%	22.4%
たな卸資産回転率(回)	Inventory turnover (times)	14.4	16.1	16.3	16.2	18.8	18.2
総資産当期純利益率(ROA)	Return on assets	6.0%	5.6%	5.3%	5.8%	6.2%	5.4%
自己資本当期純利益率(ROE)	Return on equity	15.5%	14.1%	13.1%	13.8%	15.6%	14.0%
1株当たり当期純利益(円)	Net income per share (yen)	307.35	318.37	330.08	195.45	249.69	250.71
1株当たり純資産(円)	Net assets per share (yen)	2,113.79	2,403.43	2,656.86	1,511.57	1,679.69	1,895.63
1株当たり配当金(円)	Cash dividends per share (yen)	50.0	60.0	60.0	30.0	40.0	50.0
発行済株式数(株)	Number of shares outstanding (shares)	15,940,790	15,940,740	15,854,190	31,707,617	31,707,617	31,707,568
配当性向	Payout ratio	16.3%	18.8%	18.2%	15.3%	16.0%	19.9%
従業員数(人)	Number of employees (persons)	3,326	3,551	3,806	4,429	5,511	6,469

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
発行済株式総数は、自己株式控除後の株式数です。
当社は2014年10月1日付で、普通株式1株につき2株の株式分割を行っております。

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.
On October 1, 2014, the Company conducted a 2-for-1 stock split of common shares.

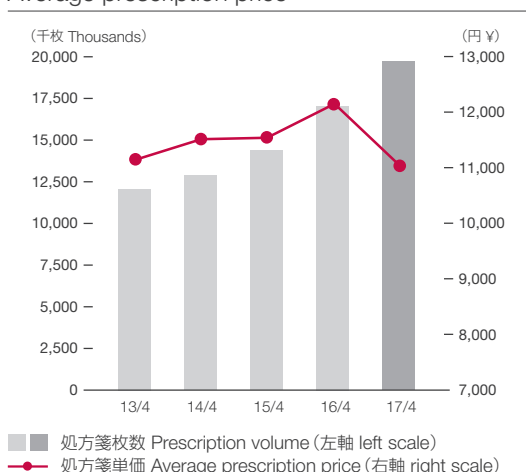
〈医薬事業〉期末店舗数

Dispensing pharmacy business:
Number of stores at end of the year



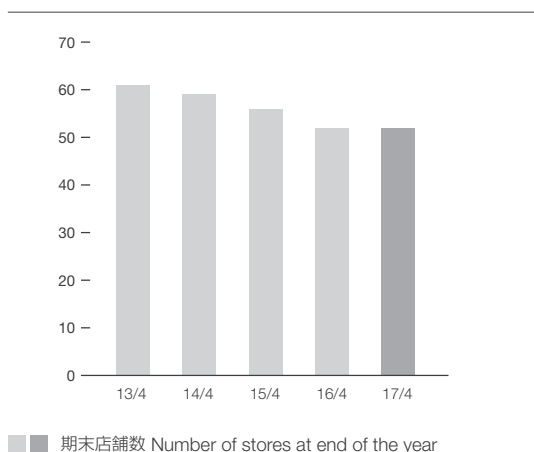
〈医薬事業〉処方箋枚数／処方箋単価

Dispensing pharmacy business:
Prescription volume /
Average prescription price



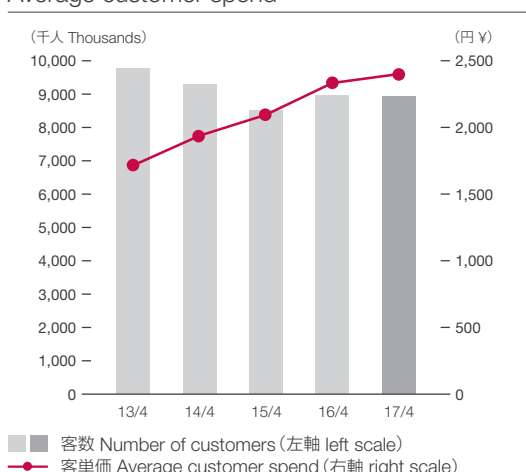
〈物販事業〉期末店舗数

Drug and cosmetic store business:
Number of stores at end of the year



〈物販事業〉客数／客単価

Drug and cosmetic store business:
Number of customers /
Average customer spend



連結 Consolidated

		12/4	13/4	14/4	15/4	16/4	17/4
〈医薬事業 Dispensing pharmacy business〉							
期末店舗数	Number of stores at end of the year	494	560	616	754	881	1,066
処方箋枚数(千枚)	Prescription volume (thousands)	10,993	12,064	12,889	14,365	17,050	19,714
処方箋単価(円)	Average prescription price (yen)	11,306	11,139	11,512	11,538	12,149	11,032
〈物販事業 Drug and cosmetic store business〉							
期末店舗数	Number of stores at end of the year	56	61	59	56	52	52
期末売場面積(m ²)	Total sales floor at end of the year (m ²)	23,077	23,393	22,240	20,885	20,367	20,630
客数(千人)	Number of customers (thousands)	7,987	9,758	9,286	8,502	8,950	8,922
客単価(円)	Average customer spend (yen)	1,927	1,715	1,937	2,094	2,333	2,396

連結貸借対照表		Consolidated Balance Sheet		
		(百万円 ¥ Millions)		
会計年度末	At fiscal year-end	15/4	16/4	17/4
(資産の部)	Assets:			
流動資産	Current assets:	46,365	56,593	65,420
現金及び預金	Cash on hand and in banks	19,553	22,647	29,775
受取手形及び売掛金	Notes and accounts receivable	8,369	12,385	9,990
たな卸資産	Inventories	9,909	10,984	11,668
繰延税金資産	Deferred tax assets	894	1,149	1,166
短期貸付金	Short-term loans	739	639	632
未収入金	Other accounts receivable	5,291	5,983	9,402
その他	Other current assets	1,765	2,806	2,829
貸倒引当金	Allowance for doubtful accounts	(157)	(3)	(44)
固定資産	Fixed assets:	67,783	83,294	90,902
有形固定資産	Property, plant and equipment:	22,472	28,153	28,464
建物及び構築物(純額)	Buildings and structures, net	11,678	14,694	15,365
土地	Land	7,931	9,537	9,958
建設仮勘定	Construction in progress	519	813	316
その他(純額)	Other property, plant and equipment, net	2,342	3,108	2,823
無形固定資産	Intangible fixed assets	27,623	35,586	43,109
投資その他の資産	Investments and other assets	17,688	19,555	19,329
資産合計	Total assets	114,149	139,888	156,323
(負債の部)	Liabilities:			
流動負債	Current liabilities:	54,433	66,744	72,955
買掛金	Accounts payable	31,826	39,987	39,325
短期借入金	Short-term debt	6,330	5,690	7,596
未払法人税等	Accrued income taxes	2,320	4,448	2,898
預り金	Deposits received	9,052	10,112	14,223
賞与引当金	Allowance for bonuses to employees	1,353	1,633	1,903
役員賞与引当金	Allowance for bonuses to directors	11	13	16
ポイント引当金	Reserve for reward obligations	338	390	410
その他	Other current liabilities	3,199	4,468	6,580
固定負債	Long-term liabilities:	11,669	19,818	23,188
長期借入金	Long-term debt	7,640	14,854	18,254
リース債務	Lease obligations	1,341	1,198	958
退職給付に係る負債	Net defined benefit liability	1,636	2,228	2,331
その他	Other long-term liabilities	1,052	1,537	1,644
負債合計	Total liabilities	66,103	86,563	96,144
(純資産の部)	Net assets:			
株主資本	Shareholders' equity:	47,776	53,237	59,918
資本金	Common stock	8,682	8,682	8,682
資本剰余金	Capital surplus	7,872	6,367	6,367
利益剰余金	Retained earnings	31,639	38,605	45,286
自己株式	Treasury stock	(419)	(419)	(419)
その他の包括利益累計額	Accumulated other comprehensive income (loss)	151	21	187
その他有価証券評価差額金	Unrealized holding gains on securities	227	(63)	86
退職給付に係る調整累計額	Remeasurements of defined benefit plans	(75)	84	101
非支配株主持分	Non-controlling interests	118	65	73
純資産合計	Total net assets	48,046	53,324	60,178
負債純資産合計	Total liabilities and net assets	114,149	139,888	156,323

連結損益計算書		Consolidated Statement of Income		
		(百万円 ¥ Millions)		
会計年度	Fiscal years ended	15/4	16/4	17/4
売上高	Net sales	187,904	234,843	248,110
売上原価	Cost of sales	158,943	196,308	206,017
売上総利益	Gross profit	28,961	38,535	42,092
販売費及び一般管理費	Selling, general and administrative expenses	17,509	23,915	27,529
営業利益	Operating income	11,452	14,619	14,563
営業外収益	Non-operating income	834	1,153	931
営業外費用	Non-operating expenses	588	614	414
経常利益	Ordinary income	11,697	15,158	15,080
特別利益	Extraordinary income	30	190	455
特別損失	Extraordinary losses	895	1,398	1,228
税金等調整前当期純利益	Income before income taxes	10,832	13,949	14,307
法人税、住民税及び事業税	Income taxes-current	4,428	6,698	6,040
法人税等調整額	Income taxes-deferred	143	(710)	310
当期純利益	Profit	6,260	7,961	7,956
非支配株主に帰属する当期純利益	Profit attributable to non-controlling interests	63	44	7
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

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	15/4	16/4	17/4
営業活動によるキャッシュ・フロー	Cash flows from operating activities	14,839	21,352	18,409
投資活動によるキャッシュ・フロー	Cash flows from investing activities	(14,560)	(20,877)	(11,183)
財務活動によるキャッシュ・フロー	Cash flows from financing activities	374	2,028	116
現金及び現金同等物の増加額	Net increase in cash and cash equivalents	653	2,503	7,342
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of the year	18,735	19,389	21,892
現金及び現金同等物の期末残高	Cash and cash equivalents at end of the year	19,389	21,892	29,234

◆セグメント情報

Segment Information

(百万円 ¥ Millions)

		13/4	14/4	15/4	16/4	17/4
医薬事業	Dispensing pharmacy business					
	売上高 Sales	137,291	151,472	169,063	211,009	221,801
	セグメント利益 Segment income	12,655	12,772	14,449	19,219	19,110
	減価償却費 Depreciation and amortization	1,576	1,632	1,810	2,070	2,299
物販事業	Drug and cosmetic store business					
	売上高 Sales	16,735	17,985	17,803	20,884	21,383
	セグメント利益(損失) Segment income (loss)	14	23	117	(459)	(866)
	減価償却費 Depreciation and amortization	260	234	206	262	357

◆設備投資／減価償却費

Capital Investment / Depreciation and Amortization

(百万円 ¥ Millions)

		13/4	14/4	15/4	16/4	17/4
設備投資	Capital investment	7,235	6,328	6,413	11,209	4,786
減価償却費	Depreciation and amortization	2,212	2,258	2,553	3,259	3,687

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

(2017年4月期末現在) (At end of the fiscal year ended April 30, 2017)

		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/Shikoku	九州・沖縄 Kyusyu/Okinawa
医薬事業	Dispensing pharmacy business	101	142	432	120	134	89	48
物販事業	Drug and cosmetic store business	21	1	24	2	4	0	0

成長の推移

History of Growth

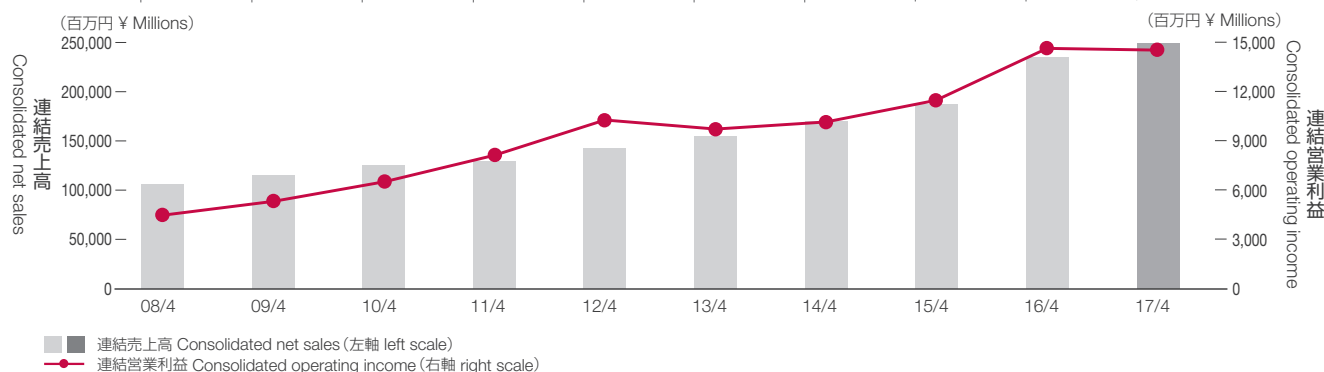
当社は2年に1度の医療費改定によるマイナス分を吸収して、成長・拡大しています。

今後も新規出店および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 adverse impact of revisions to medical expenses, which are conducted once every two years.

The opening of new stores and M&A has been actively implemented to continue the scale expansion policy.

	08/4期 FY2008	09/4期 FY2009	10/4期 FY2010	11/4期 FY2011	12/4期 FY2012	13/4期 FY2013	14/4期 FY2014	15/4期 FY2015	16/4期 FY2016	17/4期 FY2017
医療費改定 Revisions	調剤報酬改定 +0.17% Revision ratio on dispensing fees		調剤報酬改定 +0.52% Revision ratio on dispensing fees		調剤報酬改定 +0.46% Revision ratio on dispensing fees		調剤報酬改定 +0.22% Revision ratio on dispensing fees		調剤報酬改定 +0.17% Revision ratio on dispensing fees	
	薬価改定 -5.2% Revision ratio on drug prices		薬価改定 -5.75% Revision ratio on drug prices		薬価改定 -6.0% Revision ratio on drug prices		薬価改定 -2.65% Revision ratio on drug prices		薬価改定 -7.77% Revision ratio on drug prices	
調剤事業 会社の M&A M&As of dispensing pharmacy companies	2社 (91店舗) 2 M&As (91 stores)	1社 (3店舗) 1 M&As (3 stores)	0社 (3店舗) 0 M&As (3 stores)	6社 (35店舗) 6 M&As (35 stores)	9社 (28店舗) 9 M&As (28 stores)	11社 (38店舗) 11 M&As (38 stores)	13社 (26店舗) 13 M&As (26 stores)	15社 (119店舗) 15 M&As (119 stores)	23社 (110店舗) 23 M&As (110 stores)	38社 (182店舗) 38 M&As (182 stores)



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五条2丁目4-30
代表者	代表取締役社長 大谷 喜一
資本金	86億8,297万円
発行済株式総数	31,888,212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・ドラッグストアの経営、ジェネリック医薬品の卸売販売、化粧品の販売など、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	9,774名 (パート含む) (グループ連結)
事業所	東京オフィス
店舗数	1,118店舗 (調剤薬局1,066店舗、ドラッグストア52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	¥ 8,682 million
Number of Shares Outstanding	31,888,212 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 drugstore operation, generic drug wholesaling, sales of cosmetics, and the Group's other businesses.
Number of Employees	9,774 (including part-time workers ; consolidated basis)
Office	Tokyo Office
Number of Stores	1,118 (1,066 dispensing pharmacies, 52 drug and cosmetic stores ; consolidated basis)

