FY2027 1Q
Supplementary Materials

AIN HOLDINGS INC.

September 14, 2026

1. Consolidated Results

■Year-on-Year

(¥ million)	FY2026 1Q results	FY2027 1Q results	YoY change	YoY change(%)
Net sales	132,969	177,120	+44,151	+33.2
Gross profit	21,854	25,872	+4,018	+18.4
% of net sales	**16.4**	**14.6**		
SG&A expenses	17,600	21,258	+3,658	+20.8
% of net sales	**13.2**	**12.0**		
Operating profit	4,254	4,613	+359	+8.4
% of net sales	**3.2**	**2.6**		
Ordinary profit	4,259	3,919	(340)	(8.0)
% of net sales	**3.2**	**2.2**		
Profit attributable to owners of parent	1,930	1,975	+45	+2.3
% of net sales	**1.5**	**1.1**		
Earnings per share(¥)	55.03	56.18	+1.15	+2.1

▶ Figures in the table are rounded down

■Vs Plan

(¥ million)	FY2027 1Q plan	FY2027 1Q results	Vs plan change	Vs plan change(%)
Net sales	174,600	177,120	+2,520	+1.4
Gross profit	26,610	25,872	(738)	(2.8)
% of net sales	**15.2**	**14.6**		
SG&A expenses	21,020	21,258	+238	+1.1
% of net sales	**12.0**	**12.0**		
Operating profit	5,590	4,613	(977)	(17.5)
% of net sales	**3.2**	**2.6**		
Ordinary profit	4,900	3,919	(981)	(20.0)
% of net sales	**2.8**	**2.2**		
Profit attributable to owners of parent	2,350	1,975	(375)	(16.0)
% of net sales	**1.3**	**1.1**		
Earnings per share(¥)	66.85	56.18	(10.67)	(16.0)

▶ Figures in the table are rounded down

2. Segment Information（Dispensing Pharmacy Business）

■Year-on-Year

(¥ million)	FY2026 1Q results	FY2027 1Q results	YoY change	YoY change(%)
Net sales	108,590	151,288	+42,698	+39.3
Gross profit	9,139	12,928	+3,789	+41.5
% of net sales	**8.4**	**8.5**		
SG&A expenses	5,052	7,728	+2,676	+53.0
% of net sales	**4.7**	**5.1**		
Operating profit	4,087	5,199	+1,112	+27.2
% of net sales	**3.8**	**3.4**		
Segment profit	4,231	5,128	+897	+21.2
% of net sales	**3.9**	**3.4**		

▶ Figures in the table are rounded down

▶ Segment profit is adjusted to ordinary profit shown on the quarterly consolidated statement of income

■Vs Plan

(¥ million)	FY2027 1Q plan	FY2027 1Q results	Vs plan change	Vs plan change(%)
Net sales	147,800	151,288	+3,488	+2.4
Gross profit	13,000	12,928	(72)	(0.6)
% of net sales	**8.8**	**8.5**		
SG&A expenses	7,680	7,728	+48	+0.6
% of net sales	**5.2**	**5.1**		
Operating profit	5,320	5,199	(121)	(2.3)
% of net sales	**3.6**	**3.4**		
Segment profit	5,200	5,128	(72)	(1.4)
% of net sales	**3.5**	**3.4**		

▶ Figures in the table are rounded down

▶ Segment profit is adjusted to ordinary profit shown on the quarterly consolidated statement of income

3. Segment Information（Retail Business)

■Year-on-Year

(¥ million)	FY2026 1Q results	FY2027 1Q results	YoY change	YoY change(%)
Net sales	21,581	23,019	+1,438	+6.7
Gross profit	11,697	11,883	+186	+1.6
% of net sales	**54.2**	**51.6**		
SG&A expenses	8,798	9,041	+243	+2.8
% of net sales	**40.8**	**39.3**		
Operating profit	2,899	2,841	(58)	(2.0)
% of net sales	**13.4**	**12.3**		
Segment profit	2,912	2,886	(26)	(0.9)
% of net sales	**13.5**	**12.5**		

▶ Figures in the table are rounded down

▶ Segment profit is adjusted to ordinary profit shown on the quarterly consolidated statement of income

■Vs Plan

(¥ million)	FY2027 1Q plan	FY2027 1Q results	Vs plan change	Vs plan change(%)
Net sales	23,700	23,019	(681)	(2.9)
Gross profit	12,460	11,883	(577)	(4.6)
% of net sales	**52.6**	**51.6**		
SG&A expenses	9,280	9,041	(239)	(2.6)
% of net sales	**39.2**	**39.3**		
Operating profit	3,180	2,841	(339)	(10.7)
% of net sales	**13.4**	**12.3**		
Segment profit	3,180	2,886	(294)	(9.2)
% of net sales	**13.4**	**12.5**		

▶ Figures in the table are rounded down

▶ Segment profit is adjusted to ordinary profit shown on the quarterly consolidated statement of income

4. Sales Verification

■ Dispensing Pharmacy Business (YoY)

(%)	Net sales	Prescription volume	Average prescription price
Same store (1,234)	+2.3	(3.9)	+6.5
Store openings in the previous year (894)	+6,453.2	+5,409.5	+21.2
Total (2,143)	+39.6	+46.7	(4.9)

■ Dispensing Pharmacy Business (Vs Plan)

(%)	Net sales	Prescription volume	Average prescription price
Same store (1,234)	+2.1	+2.0	+0.1
Store openings in the previous year (894)	+3.0	+0.1	+2.7
Total (2,143)	+2.1	+1.2	+1.0

■ Retail Business (YoY)

AINZ & TULPE

(%)	Net sales	Number of customers	Average spending per customer
Same store (92)	+5.8	+0.5	+5.3
Store openings in the previous year (14)	+677.7	+668.5	+1.2
Total (112)	+11.9	+6.9	+4.7

Francfranc

(%)	Net sales	Number of customers	Average spending per customer
Same store (147)	(2.8)	(6.4)	+4.0
Store openings in the previous year (7)	-	-	-
Total (155)	(1.7)	(5.6)	+3.4

■ Retail Business (Vs Plan)

AINZ & TULPE

(%)	Net sales	Number of customers	Average spending per customer
Same store (92)	(1.1)	(2.6)	+1.6
Store openings in the previous year (14)	(14.5)	(13.6)	(1.0)
Total (112)	(1.5)	(2.9)	+1.4

Francfranc

(%)	Net sales	Number of customers	Average spending per customer
Same store (147)	(6.7)	(10.3)	+3.8
Store openings in the previous year (7)	(7.8)	(2.9)	(4.9)
Total (155)	(4.3)	(9.3)	+3.1

▶ Plan and results of Francfranc are only domestic stores and it's own e-commerce site

▶ Francfranc had no store openings as of 1Q of the previous fiscal year.

5. Consolidated Balance Sheet

■Assets

(¥ million)	End-FY2026 1Q	End-FY2026	End-FY2027 1Q	Change
Cash and deposits	46,180	50,925	54,265	+3,340
Accounts receivable - trade	23,400	35,204	29,443	(5,761)
Inventories	36,947	47,530	50,131	+2,601
Total current assets	**132,740**	**173,173**	**173,026**	**(147)**
Buildings and structures, net	32,362	38,395	38,648	+253
Land	10,272	14,283	14,272	(11)
Total property, plant and equipment	**51,907**	**61,541**	**61,698**	**+157**
Goodwill	83,320	194,182	191,376	(2,806)
Total intangible assets	**96,316**	**208,300**	**206,073**	**(2,227)**
Investments securities	3,327	4,652	4,595	(57)
Deferred tax assets	7,572	17,295	18,311	+1,016
Leasehold and guarantee deposits	31,299	33,571	33,790	+219
Total investments and other assets	**52,555**	**66,632**	**67,851**	**+1,219**
Total non-current assets	**200,779**	**336,474**	**335,623**	**(851)**
Total assets	**333,520**	**509,647**	**508,649**	**(998)**

▶ Figures in the table are rounded down

▶ Change: End-FY2027 1Q compared with end-FY2026

▶ Capital expenditures (Purchases of property, plant and equipment and intangible fixed assets + Deposits and guarantees) totaled ¥ 4,208 million

■Liabilities and Net Assets

(¥ million)	End-FY2026 1Q	End-FY2026	End-FY2027 1Q	Change
Accounts payable – trade	84,222	113,874	118,372	+4,498
Short-term borrowings	31,912	20,747	20,584	(163)
Total current liabilities	**154,690**	**185,056**	**189,530**	**+4,474**
Long-term borrowings	25,479	151,106	146,040	(5,066)
Total non-current liabilities	**36,437**	**165,419**	**161,127**	**(4,292)**
Total liabilities	**191,127**	**350,476**	**350,658**	**+182**
Share capital	21,894	21,894	21,894	-
Capital surplus	20,128	20,004	20,004	-
Retained earnings	100,796	116,130	114,572	(1,558)
Total shareholders' equity	**140,937**	**156,457**	**155,068**	**(1,389)**
Total net assets	**142,392**	**159,171**	**157,991**	**(1,180)**
Total liabilities and net assets	**333,520**	**509,647**	**508,649**	**(998)**

▶ Figures in the table are rounded down

▶ Change: End-FY2027 1Q compared with end-FY2026

6. FY2027 Plan (Consolidated)

(¥ million)	FY2025 results	FY2026 results	FY2027 plan	YoY change	YoY change (%)
Net sales	456,804	647,834	721,500	+73,666	+11.4
Gross profit	74,436	108,878	117,000	+8,122	+7.5
% of net sales	**16.3**	**16.8**	**16.2**		
SG&A expenses	57,565	79,045	84,500	+5,455	+6.9
% of net sales	**12.6**	**12.2**	**11.7**		
Operating profit	16,871	29,832	32,500	+2,668	+8.9
% of net sales	**3.7**	**4.6**	**4.5**		
Ordinary profit	18,080	28,414	30,000	+1,586	+5.6
% of net sales	**4.0**	**4.4**	**4.2**		
Profit attributable to owners of parent	9,261	17,264	15,000	(2,264)	(13.1)
% of net sales	**2.0**	**2.7**	**2.1**		
Earnings per share(¥)	264.32	491.62	426.74	(64.88)	(13.2)
Annual dividend (¥)	80.00	100.00	100.00	-	0.0

▶ Figures in the table are rounded down

7. FY2027 Plan (Segment)

■ Dispensing Pharmacy Business

(¥ million)	FY2025 results	FY2026 results	FY2027 plan	YoY change	YoY change (%)
Net sales	384,783	556,424	621,500	+65,076	+11.7
Gross profit	40,485	63,372	67,120	+3,748	+5.9
% of net sales	**10.5**	**11.4**	**10.8**		
SG&A expenses	17,708	27,975	31,470	+3,495	+12.5
% of net sales	**4.6**	**5.0**	**5.1**		
Operating profit	22,776	35,397	35,650	+253	+0.7
% of net sales	**5.9**	**6.4**	**5.7**		
Segment profit	24,286	35,760	35,430	(330)	(0.9)
% of net sales	**6.3**	**6.4**	**5.7**		

▶ Figures in the table are rounded down

▶ Segment profit is adjusted to ordinary profit shown on the consolidated statement of income

■ Retail Business

(¥ million)	FY2025 results	FY2026 results	FY2027 plan	YoY change	YoY change (%)
Net sales	61,041	80,255	88,000	+7,745	+9.7
Gross profit	30,030	41,235	45,220	+3,985	+9.7
% of net sales	**49.2**	**51.4**	**51.4**		
SG&A expenses	25,248	34,791	37,720	+2,929	+8.4
% of net sales	**41.4**	**43.4**	**42.9**		
Operating profit	4,782	6,443	7,500	+1,057	+16.4
% of net sales	**7.8**	**8.0**	**8.5**		
Segment profit	4,804	6,528	7,500	+972	+14.9
% of net sales	**7.9**	**8.1**	**8.5**		

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8. Transition of Store Openings

■Number of Store Openings in Dispensing Pharmacy Business

	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027 1Q
Organic	23	14	15	25	27	19	30	41	10
M&A	134	6	14	24	114	21	68	861	4
Total	1,132	1,088	1,065	1,099	1,209	1,231	1,290	2,137	2,143

■Number of Store Openings in Retail Business

	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027 1Q
AINZ & TULPE	7	15	11	12	8	6	16	14	6
Francfranc	-	-	-	-	-	-	167	7	-
Total	54	63	69	78	78	81	260	269	274

Inquiries related to this presentation should be addressed to

AIN HOLDINGS INC.
Corporate Planning Division
TEL: +81-3-5333-1812
https://www.ainj.co.jp/corporate/

AIN GROUP