

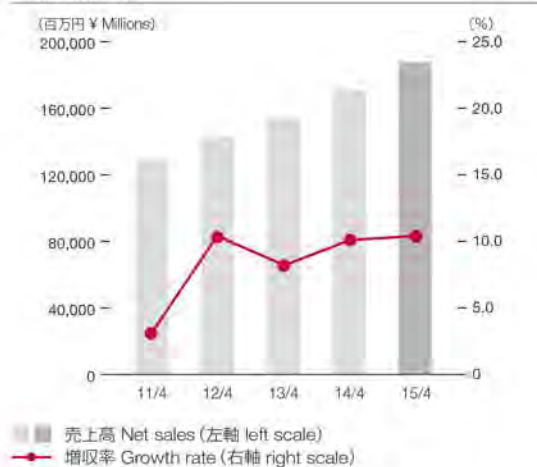
D A T A
F I L E
2 0 1 5



AIN PHARMACIEZ

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



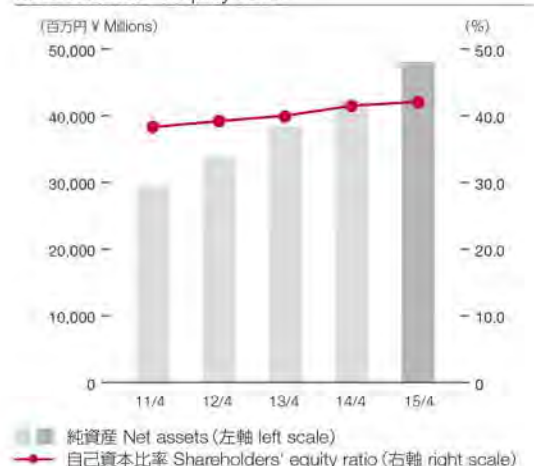
当期純利益／売上高当期純利益率

Net income /
Return on sales



純資産／自己資本比率

Net assets /
Shareholders' equity ratio

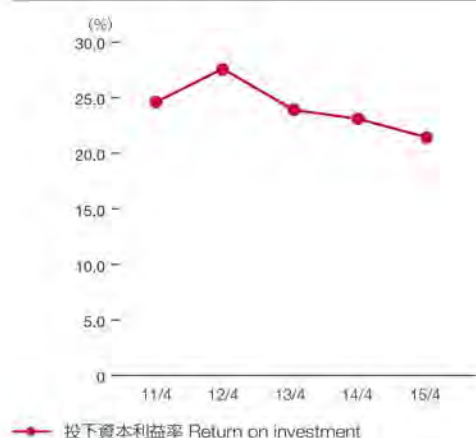


連結 Consolidated

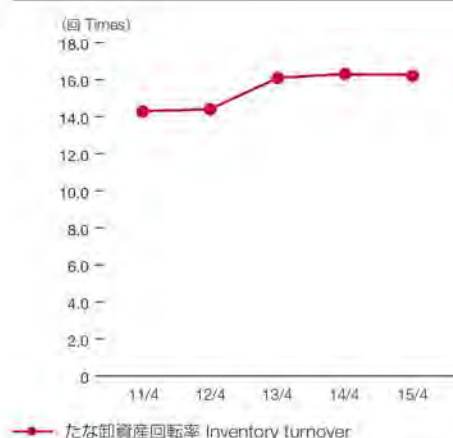
(百万円 ¥ Millions)

		10/4	11/4	12/4	13/4	14/4	15/4
売上高	Net sales	125,495	129,387	142,790	154,560	170,225	187,904
増収率	Growth rate	8.8%	3.1%	10.4%	8.2%	10.1%	10.4%
営業利益	Operating income	6,492	8,107	10,253	9,701	10,113	11,452
売上高営業利益率	Operating margin	5.2%	6.3%	7.2%	6.3%	5.9%	6.1%
当期純利益	Net income	3,131	3,916	4,899	5,075	5,259	6,197
売上高当期純利益率	Return on sales	2.5%	3.0%	3.4%	3.3%	3.1%	3.3%
純資産	Net assets	21,492	29,498	33,745	38,356	42,240	48,046
自己資本比率	Shareholders' equity ratio	32.5%	38.3%	39.2%	40.0%	41.5%	42.0%

投下資本利益率
Return on investment



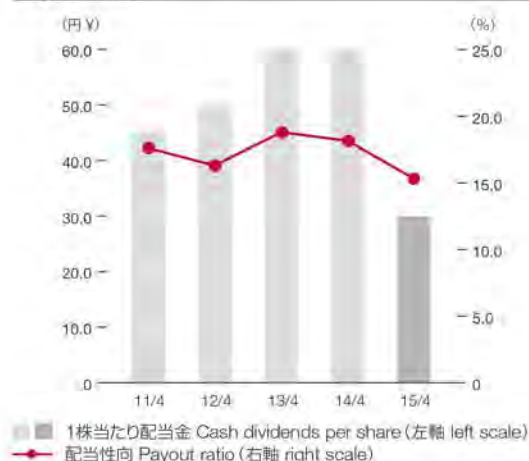
たな卸資産回転率
Inventory turnover



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

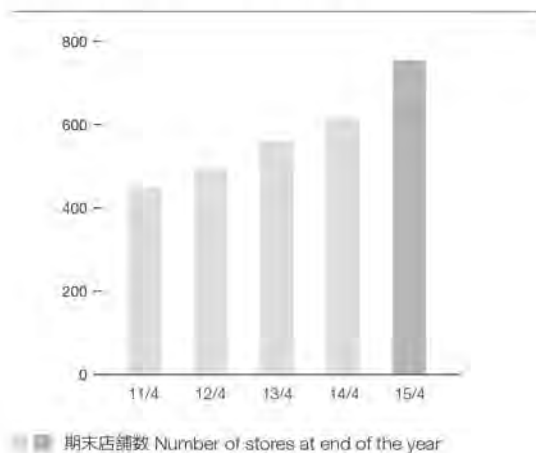
		10/4	11/4	12/4	13/4	14/4	15/4
投下資本利益率(ROI)	Return on investment	26.8%	24.6%	27.6%	23.9%	23.1%	21.4%
たな卸資産回転率(回)	Inventory turnover (times)	16.8	14.3	14.4	16.1	16.3	16.2
総資産当期純利益率(ROA)	Return on assets	4.9%	5.5%	6.0%	5.6%	5.3%	5.8%
自己資本当期純利益率(ROE)	Return on equity	16.7%	15.4%	15.5%	14.1%	13.1%	13.8%
1株当たり当期純利益(円)	Net income per share (yen)	228.08	255.67	307.35	318.37	330.08	195.45
1株当たり純資産(円)	Net assets per share (yen)	1,520.81	1,847.46	2,113.79	2,403.43	2,656.86	1,511.57
1株当たり配当金(円)	Cash dividends per share (yen)	40.0	45.0	50.0	60.0	60.0	30.0
発行済株式数(株)	Number of shares outstanding (shares)	14,101,164	15,941,004	15,940,790	15,940,740	15,854,190	31,707,617
配当性向	Payout ratio	17.5%	17.6%	16.3%	18.8%	18.2%	15.3%
従業員数(人)	Number of employees (persons)	2,918	3,104	3,326	3,551	3,806	4,429

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)=当期純利益/総資産(期中平均)×100
自己資本当期純利益率(ROE)=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 = Net income / Total assets (yearly average) × 100
Return on equity = Net income / 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



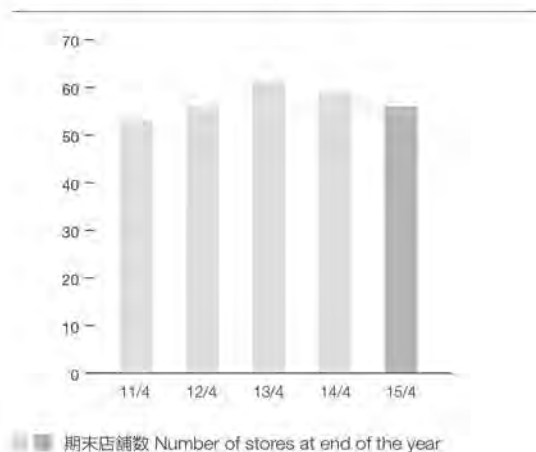
〈医薬事業〉処方箋枚数／処方箋単価

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

		10/4	11/4	12/4	13/4	14/4	15/4
〈医薬事業 Dispensing pharmacy business〉							
期末店舗数	Number of stores at end of the year	397	448	494	560	616	754
処方箋枚数(千枚)	Prescription volume (thousands)	9,987	10,322	10,993	12,064	12,889	14,365
処方箋単価(円)	Average prescription price (yen)	10,955	10,795	11,306	11,139	11,512	11,538
〈物販事業 Drug and cosmetic store business〉							
期末店舗数	Number of stores at end of the year	49	53	56	61	59	56
期末売場面積(m ²)	Total sales floor at end of the year (m ²)	19,612	21,415	23,077	23,393	22,240	20,885
客数(千人)	Number of customers (thousands)	6,624	7,348	7,987	9,758	9,286	8,502
客単価(円)	Average customer spend (yen)	2,054	2,021	1,927	1,715	1,937	2,094

連結貸借対照表

Consolidated Balance Sheets

(百万円 ￥ Millions)

会計年度末	At fiscal year-end	13/4	14/4	15/4
(資産の部)	Assets:			
流動資産	Current assets:	43,162	44,334	46,365
現金及び預金	Cash on hand and in banks	18,460	18,846	19,553
受取手形及び売掛金	Notes and accounts receivable	7,043	6,718	8,369
たな卸資産	Inventories	7,944	9,759	9,909
繰延税金資産	Deferred tax assets	955	1,245	894
短期貸付金	Short-term loans	445	708	739
未収入金	Other accounts receivable	7,180	5,679	5,291
その他	Other current assets	1,142	1,376	1,765
貸倒引当金	Allowance for doubtful accounts	(9)	—	(157)
固定資産	Fixed assets:	52,676	57,048	67,783
有形固定資産	Property, plant and equipment:	17,550	19,583	22,472
建物及び構築物(純額)	Buildings and structures, net	8,247	9,962	11,678
土地	Land	6,030	6,698	7,931
建設仮勘定	Construction in progress	1,101	681	519
その他	Other property, plant and equipment, net	2,169	2,241	2,342
無形固定資産	Intangible fixed assets	20,605	21,129	27,623
投資その他の資産	Investments and other assets	14,520	16,334	17,688
繰延資産	Deferred assets	1,296	—	—
株式交付費	Stock issuance cost	1,296	—	—
資産合計	Total assets	95,839	101,382	114,149
(負債の部)	Liabilities:			
流動負債	Current liabilities:	45,686	50,349	54,433
買掛金	Accounts payable	24,084	28,002	31,826
短期借入金	Short-term debt	7,483	6,535	6,330
未払法人税等	Accrued income taxes	2,427	3,079	2,320
預り金	Deposits received	7,906	8,686	9,052
賞与引当金	Allowance for bonuses to employees	1,098	1,149	1,353
役員賞与引当金	Allowance for bonuses to directors	12	11	11
ポイント引当金	Reserve for reward obligations	315	332	338
その他	Other current liabilities	2,357	2,551	3,199
固定負債	Long-term liabilities:	11,796	8,793	11,669
長期借入金	Long-term debt	8,048	4,502	7,640
リース債務	Lease obligations	1,223	1,454	1,341
退職給付引当金	Allowance for retirement benefits	1,659	—	—
退職給付に係る負債	Net defined benefit liability	—	1,927	1,636
その他	Other long-term liabilities	865	909	1,052
負債合計	Total liabilities	57,483	59,142	66,103
(純資産の部)	Net assets:			
株主資本	Shareholders' equity:	38,254	42,146	47,776
資本金	Common stock	8,682	8,682	8,682
資本剰余金	Capital surplus	7,872	7,872	7,872
利益剰余金	Retained earnings	21,704	26,007	31,639
自己株式	Treasury stock	(5)	(417)	(419)
その他の包括利益累計額	Accumulated other comprehensive income (loss)	57	(23)	151
その他有価証券評価差額金	Unrealized holding gains (losses) on securities	57	34	227
退職給付に係る調整累計額	Remeasurements of defined benefit plans	0	(58)	(75)
少数株主持分	Minority interests	44	117	118
純資産合計	Total net assets	38,356	42,240	48,046
負債純資産合計	Total liabilities and net assets	95,839	101,382	114,149

連結損益計算書

Consolidated Statements of Income

(百万円 ￥ Millions)

会計年度	Fiscal years ended	13/4	14/4	15/4
売上高	Net sales	154,560	170,225	187,904
売上原価	Cost of sales	130,118	144,476	158,943
売上総利益	Gross profit	24,442	25,748	28,961
販売費及び一般管理費	Selling, general and administrative expenses	14,740	15,635	17,509
営業利益	Operating income	9,701	10,113	11,452
営業外収益	Non-operating income	912	791	834
営業外費用	Non-operating expenses	321	317	588
経常利益	Ordinary income	10,292	10,587	11,697
特別利益	Extraordinary income	210	277	30
特別損失	Extraordinary losses	808	598	895
税金等調整前当期純利益	Income before income taxes and minority interests	9,694	10,265	10,832
法人税、住民税及び事業税	Income taxes—current	4,597	5,206	4,428
法人税等調整額	Income taxes—deferred	28	(273)	143
少数株主損益調整前当期純利益	Income before minority interests	5,068	5,333	6,260
少数株主利益(損失)	Minority interests in income (loss)	(6)	73	63
当期純利益	Net income	5,075	5,259	6,197

連結キャッシュ・フロー計算書

Consolidated Statements of Cash Flows

(百万円 ￥ Millions)

会計年度	Fiscal years ended	13/4	14/4	15/4
営業活動によるキャッシュ・フロー	Cash flows from operating activities	10,203	14,662	14,839
投資活動によるキャッシュ・フロー	Cash flows from investing activities	(8,503)	(7,749)	(14,560)
財務活動によるキャッシュ・フロー	Cash flows from financing activities	803	(6,617)	374
現金及び現金同等物の増加額	Net increase in cash and cash equivalents	2,504	295	653
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of the year	15,935	18,439	18,735
現金及び現金同等物の期末残高	Cash and cash equivalents at end of the year	18,439	18,735	19,389

◆セグメント情報

Segment Information

(百万円 ¥ Millions)

		11/4	12/4	13/4	14/4	15/4
医薬事業	Dispensing pharmacy business					
売上高	Sales	114,354	127,134	137,291	151,472	169,063
セグメント利益	Segment income	10,209	12,286	12,655	12,772	14,449
減価償却費	Depreciation and amortization	1,108	1,276	1,576	1,632	1,810
物販事業	Drug and cosmetic store business					
売上高	Sales	14,821	15,395	16,735	17,985	17,803
セグメント利益(損失)	Segment income (loss)	(207)	125	14	23	117
減価償却費	Depreciation and amortization	222	220	260	234	206

◆設備投資／減価償却費

Capital Investment / Depreciation and Amortization

(百万円 ¥ Millions)

		11/4	12/4	13/4	14/4	15/4
設備投資	Capital investment	2,750	5,870	7,235	6,328	6,413
減価償却費	Depreciation and amortization	1,560	1,749	2,212	2,258	2,553

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

(2015年4月期末現在) (At end of the fiscal year ended April 30, 2015)

		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	89	102	335	92	85	25	26
物販事業	Drug and cosmetic store business	22	2	18	8	6	0	0

成長の推移

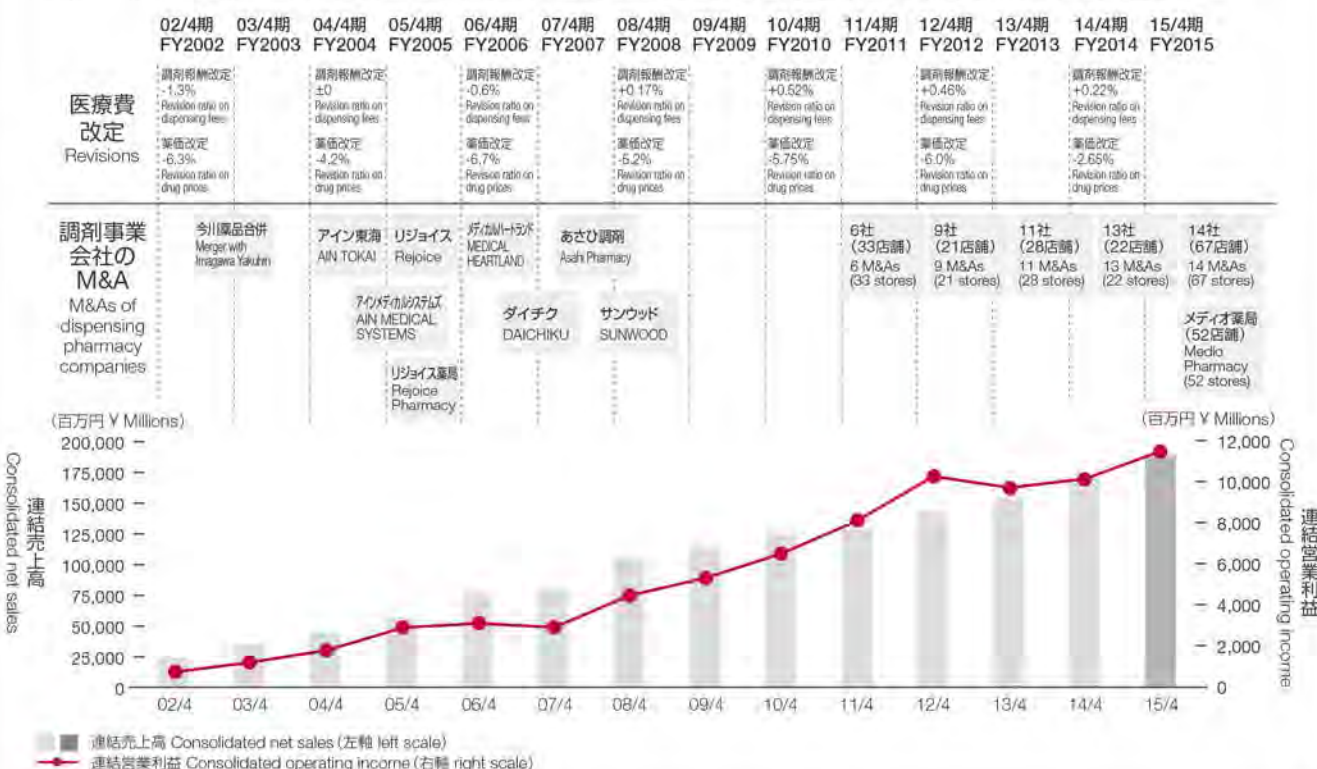
History of Growth

当社は02/4期からの度重なる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 PHARMACIEZ Group has grown and expanded while dealing with the adverse effects from the repeated revisions to medical expenses, which began in April 2002.

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



商号	株式会社アインファーマシーズ
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)
事業内容	<p>医薬事業 調剤薬局の経営およびフランチャイズ業、調剤薬局開設にかかるコンサルティング</p> <p>物販事業 ドラッグストアの経営、ショッピングセンター開設にかかるコンサルティング</p>
従業員数	7,025名 (パート含む)
事業所	東京オフィス・北海道支店・東北支店・山形営業所・ 北関東支店・大阪支店・九州支店
店舗数	810店舗(調剤薬局754店舗、ドラッグストア56店舗)

Corporate Name	AIN PHARMACIEZ 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)
Business Lines	<p>Dispensing Pharmacy Business Management and franchise operation of dispensing pharmacies and consulting services for the opening of dispensing pharmacies</p> <p>Drug and Cosmetic Store Business Management of drug stores and consulting services for the opening of shopping centers</p>
Number of Employees	7,025 (including part-time workers)
Offices	Tokyo Office, Hokkaido Branch, Tohoku Branch, Yamagata Sale Office, North Kanto Branch, Osaka Branch, Kyushu Branch
Number of Stores	810 (754 dispensing pharmacies, 56 drug and cosmetic stores)