FY4/22 2Q
Supplementary Materials

AIN GROUP

AIN HOLDINGS INC.

December 3, 2021

1． Consolidated Results

■Year-on-Year

(¥ million)

	FY4/21 2Q results	FY4/22 2Q results	YoY change	YoY change(%)
Net sales	145,352	152,972	+7,620	+5.2
Gross profit	21,435	22,838	+1,403	+6.5
% of net sales	**14.7**	**14.9**		
SG&A expenses	17,508	17,062	(446)	(2.5)
% of net sales	**12.0**	**11.2**		
Operating profit	3,927	5,776	+1,849	+47.1
% of net sales	**2.7**	**3.8**		
Ordinary profit	4,517	6,127	+1,610	+35.6
% of net sales	**3.1**	**4.0**		
Profit attributable to owners of parent	2,630	3,338	+708	+26.9
% of net sales	**1.8**	**2.2**		
Earnings per share(¥)	74.24	94.68	+20.44	+27.5

Figures in the table are rounded down

■Vs Plan

(¥ million)

	FY4/22 2Q plan	FY4/22 2Q results	Vs plan change	Vs plan change(%)
Net sales	147,900	152,972	+5,072	+3.4
Gross profit	23,000	22,838	(162)	(0.7)
% of net sales	**15.6**	**14.9**		
SG&A expenses	17,700	17,062	(638)	(3.6)
% of net sales	**12.0**	**11.2**		
Operating profit	5,300	5,776	+476	+9.0
% of net sales	**3.6**	**3.8**		
Ordinary profit	5,600	6,127	+527	+9.4
% of net sales	**3.8**	**4.0**		
Profit attributable to owners of parent	2,780	3,338	+558	+20.1
% of net sales	**1.9**	**2.2**		
Earnings per share(¥)	78.47	94.68	+16.21	+20.7

Figures in the table are rounded down

2. Segment Information（Dispensing Pharmacy Business）

■Year-on-Year

(¥ million)

	FY4/21 2Q results	FY4/22 2Q results	YoY change	YoY change(%)
Net sales	128,029	136,905	+8,876	+6.9
Gross profit	15,008	17,115	+2,107	+14.0
% of net sales	**11.7**	**12.5**		
SG&A expenses	7,109	6,902	(207)	(2.9)
% of net sales	**5.6**	**5.0**		
Operating profit	7,898	10,212	+2,314	+29.3
% of net sales	**6.2**	**7.5**		
Segment profit	8,370	10,491	+2,121	+25.3
% of net sales	**6.5**	**7.7**		

- Figures in the table are rounded down
- Segment profit is adjusted to ordinary income shown on the quarterly consolidated statements of income

■Vs Plan

(¥ million)

	FY4/22 2Q plan	FY4/22 2Q results	Vs plan change	Vs plan change(%)
Net sales	130,400	136,905	+6,505	+5.0
Gross profit	16,300	17,115	+815	+5.0
% of net sales	**12.5**	**12.5**		
SG&A expenses	7,200	6,902	(298)	(4.1)
% of net sales	**5.5**	**5.0**		
Operating profit	9,100	10,212	+1,112	+12.2
% of net sales	**7.0**	**7.5**		
Segment profit	9,300	10,491	+1,191	+12.8
% of net sales	**7.1**	**7.7**		

- Figures in the table are rounded down
- Segment profit is adjusted to ordinary income shown on the quarterly consolidated statements of income

3. Segment Information（Cosmetic and Drug Store Business）

■Year-on-Year

(¥ million)

	FY4/21 2Q results	FY4/22 2Q results	YoY change	YoY change(%)
Net sales	9,388	9,816	+428	+4.6
Gross profit	3,469	3,321	(148)	(4.3)
% of net sales	37.0	33.8		
SG&A expenses	4,596	4,475	(121)	(2.6)
% of net sales	49.0	45.6		
Operating profit	(1,127)	(1,153)	(26)	-
% of net sales	-	-		
Segment profit	(1,014)	(1,125)	(111)	-
% of net sales	-	-		

- Figures in the table are rounded down
- Segment profit is adjusted to ordinary income shown on the quarterly consolidated statements of income

■Vs Plan

(¥ million)

	FY4/22 2Q plan	FY4/22 2Q results	Vs plan change	Vs plan change(%)
Net sales	10,630	9,816	(814)	(7.7)
Gross profit	3,890	3,321	(569)	(14.6)
% of net sales	36.6	33.8		
SG&A expenses	4,840	4,475	(365)	(7.5)
% of net sales	45.5	45.6		
Operating profit	(950)	(1,153)	(203)	-
% of net sales	-	-		
Segment profit	(930)	(1,125)	(195)	-
% of net sales	-	-		

- Figures in the table are rounded down
- Segment profit is adjusted to ordinary income shown on the quarterly consolidated statements of income

4. Sales Verification

■ Dispensing Pharmacy Business (YoY) (%)

	Net sales	Prescription volume	Average prescription price
Same store (1,029)	+3.2	+3.2	0.0
Store openings in the previous year (29)	+398.6	+560.8	(24.6)
Total (1,091)	+6.8	+5.7	+1.1

■ Dispensing Pharmacy Business (Vs Plan) (%)

	Net sales	Prescription volume	Average prescription price
Same store (1,029)	+6.1	+1.6	+4.5
Store openings in the previous year (29)	(5.3)	(6.7)	+1.5
Total (1,091)	+4.9	+0.2	+4.7

■ Cosmetic and Drug Store Business (YoY) (%)

	Net sales	Number of customers	Average spending per customer
Same store (56)	(2.5)	+4.4	(6.6)
Store openings in the previous year (11)	+357.4	+411.4	(10.5)
Total (72)	+4.6	+12.6	(7.1)

■ Cosmetic and Drug Store Business (Vs Plan) (%)

	Net sales	Number of customers	Average spending per customer
Same store (56)	(4.5)	(5.1)	+0.7
Store openings in the previous year (11)	(16.0)	(11.5)	(5.0)
Total (72)	(7.7)	(7.0)	(0.7)

▶ Changed accounting policies for revenue recognition from FY4/22

(Reference)

■ Cosmetic and Drug Store Business (YoY) (%)

	Net sales	Number of customers	Average spending per customer
Same store (56)	+3.2	4.4	(1.1)
Store openings in the previous year (11)	+383.8	411.4	(5.4)
Total (72)	+10.6	12.6	(1.8)

■ Cosmetic and Drug Store Business (Vs Plan) (%)

	Net sales	Number of customers	Average spending per customer
Same store (56)	(3.3)	(5.1)	+2.0
Store openings in the previous year (11)	(13.8)	(11.5)	(2.6)
Total (72)	(6.3)	(7.0)	+0.7

▶ For comparison purposes, FY4/22 figures are calculated to adjust to the results before the changes in accounting policies for revenue recognition

5. Consolidated Balance Sheet

■Assets

(¥ million)

	End-FY4/21 2Q	End-FY4/21	End-FY4/22 2Q	Change
Cash on hand and in banks	54,616	55,271	58,692	+3,421
Notes and accounts receivable	11,953	13,475	9,928	(3,547)
Inventories	14,796	14,285	16,312	+2,027
Total current assets	**94,006**	**96,398**	**98,561**	**+2,163**
Buildings and structures,net	16,225	16,270	17,034	+764
Land	10,409	10,390	10,030	(360)
Lease assets	166	100	58	(42)
Total property,plant and equipment	**30,169**	**30,229**	**31,266**	**+1,037**
Goodwill	40,563	39,057	39,133	+76
Lease assets	3	1	0	(1)
Total intangible fixed assets	**43,715**	**42,666**	**43,180**	**+514**
Investments in securities	2,335	2,697	2,429	(268)
Deferred tax assets	4,315	4,415	4,629	+214
Deposits and guarantees	19,493	20,319	22,951	+2,632
Total investments and other assets	**31,629**	**34,368**	**37,434**	**+3,066**
Total fixed assets	**105,514**	**107,264**	**111,881**	**+4,617**
Total deferred assets	**-**	**-**	**-**	**-**
Total assets	**199,521**	**203,662**	**210,442**	**+6,780**

- Figures in the table are rounded down
- Change:End-FY4/22 2Q compared with end-FY4/21
- Capital expenditures(Purchases of property, plant and equipment and intangible fixed assets + Deposits and guarantees) totaled ¥6,630million

■Liabilities and Net Assets

(¥ million)

	End-FY4/21 2Q	End-FY4/21	End-FY4/22 2Q	Change
Accounts payable	45,619	46,758	51,465	+4,707
Short-term debt	4,694	3,670	3,051	(619)
Lease obligations	137	94	57	(37)
Total current liabilities	**73,275**	**74,160**	**81,959**	**+7,799**
Long-term debt	9,165	8,297	6,860	(1,437)
Lease obligations	82	37	17	(20)
Total long-term liabilities	**14,526**	**13,664**	**12,672**	**(992)**
Total liabilities	**87,802**	**87,825**	**94,632**	**+6,807**
Common stock	21,894	21,894	21,894	-
Capital surplus	20,500	20,500	20,500	-
Retained earnings	69,439	73,506	74,907	+1,401
Total shareholders' equity	**111,832**	**115,899**	**115,899**	**-**
Total net assets	**111,719**	**115,837**	**115,810**	**(27)**
Total liabilities and net assets	**199,521**	**203,662**	**210,442**	**+6,780**

- Figures in the table are rounded down
- Change:End-FY4/22 2Q compared with end-FY4/21

6. FY4/22 Plan (Consolidated)

(¥ million)

	FY4/20 results	FY4/21 results	FY4/22 plan	YoY change	YoY change (%)
Net sales	292,615	297,305	315,000	+17,695	+6.0
Gross profit	46,861	46,155	51,600	+5,445	+11.8
% of net sales	16.0	15.5	16.4		
SG&A expenses	30,793	35,222	36,600	+1,378	+3.9
% of net sales	10.5	11.8	11.6		
Operating profit	16,068	10,932	15,000	+4,068	+37.2
% of net sales	5.5	3.7	4.8		
Ordinary profit	16,822	12,649	15,500	+2,851	+22.5
% of net sales	5.7	4.3	4.9		
Profit attributable to owners of parent	9,179	6,697	8,300	+1,603	+23.9
% of net sales	3.1	2.3	2.6		
Earnings per share(¥)	259.11	189.04	234.28	+45.24	+23.9
Annual dividend (¥)	55.00	55.00	55.00	0.0	0.0

- Figures in the table are rounded down
- Change:FY4/22 plan compared with FY4/21 results

7. Transition of Store Openings

■Number of Store Openings in Dispensing Pharmacy Business

	FY4/14	FY4/15	FY4/16	FY4/17	FY4/18	FY4/19	FY4/20	FY4/21	FY4/22 2Q
Organic	36	40	32	27	25	23	14	15	12
M&A	26	119	110	182	11	134	6	14	21
Total	616	754	881	1,066	1,029	1,132	1,088	1,065	1,091

■Number of Store Openings in Cosmetic and Drug Store Business

	FY4/14	FY4/15	FY4/16	FY4/17	FY4/18	FY4/19	FY4/20	FY4/21	FY4/22 2Q
Organic	3	3	5	9	4	7	15	11	4
Total	59	56	52	52	48	54	63	69	72

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