FY4/24 1Q
Supplementary Materials

AIN GROUP

AIN HOLDINGS INC.

September 1, 2023

1. Consolidated Results

■Year-on-Year

(¥ million)	FY4/23 1Q results	FY4/24 1Q results	YoY change	YoY change(%)
Net sales	81,470	94,654	+13,184	+16.2
Gross profit	11,643	13,199	+1,556	+13.4
% of net sales	**14.3**	**13.9**		
SG&A expenses	8,889	9,588	+699	+7.9
% of net sales	**10.9**	**10.1**		
Operating profit	2,753	3,610	+857	+31.1
% of net sales	**3.4**	**3.8**		
Ordinary profit	3,090	3,881	+791	+25.6
% of net sales	**3.8**	**4.1**		
Profit attributable to owners of parent	1,704	2,140	+436	+25.6
% of net sales	**2.1**	**2.3**		
Earnings per share(¥)	48.54	60.93	+12.39	+25.5

- Figures in the table are rounded down
- FY4/23 1Q: Reflect finalized figures of provisional accounting treatment related to business combination

■Vs Plan

(¥ million)	FY4/24 1Q plan	FY4/24 1Q results	Vs plan change	Vs plan change(%)
Net sales	90,055	94,654	+4,599	+5.1
Gross profit	11,942	13,199	+1,257	+10.5
% of net sales	**13.3**	**13.9**		
SG&A expenses	9,683	9,588	(95)	(1.0)
% of net sales	**10.8**	**10.1**		
Operating profit	2,259	3,610	+1,351	+59.8
% of net sales	**2.5**	**3.8**		
Ordinary profit	2,425	3,881	+1,456	+60.0
% of net sales	**2.7**	**4.1**		
Profit attributable to owners of parent	1,000	2,140	+1,140	+114.0
% of net sales	**1.1**	**2.3**		
Earnings per share(¥)	28.49	60.93	+32.44	+113.9

- Figures in the table are rounded down

2. Segment Information（Dispensing Pharmacy Business）

■Year-on-Year

(¥ million)	FY4/23 1Q results	FY4/24 1Q results	YoY change	YoY change(%)
Net sales	72,482	84,405	+11,923	+16.4
Gross profit	8,328	9,349	+1,021	+12.3
% of net sales	**11.5**	**11.1**		
SG&A expenses	3,840	4,150	+310	+8.1
% of net sales	**5.3**	**4.9**		
Operating profit	4,487	5,198	+711	+15.8
% of net sales	**6.2**	**6.2**		
Segment profit	4,732	5,429	+697	+14.7
% of net sales	**6.5**	**6.4**		

- Figures in the table are rounded down
- Segment profit is adjusted to ordinary profit shown on the quarterly consolidated statement of income
- FY4/23 1Q: Reflect finalized figures of provisional accounting treatment related to business combination

■Vs Plan

(¥ million)	FY4/24 1Q plan	FY4/24 1Q results	Vs plan change	Vs plan change(%)
Net sales	80,440	84,405	+3,965	+4.9
Gross profit	8,362	9,349	+987	+11.8
% of net sales	**10.4**	**11.1**		
SG&A expenses	4,160	4,150	(10)	(0.2)
% of net sales	**5.2**	**4.9**		
Operating profit	4,202	5,198	+996	23.7
% of net sales	**5.2**	**6.2**		
Segment profit	4,355	5,429	+1,074	24.7
% of net sales	**5.4**	**6.4**		

- 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（Cosmetic and Drug Store Business）

■Year-on-Year

(¥ million)	FY4/23 1Q results	FY4/24 1Q results	YoY change	YoY change(%)
Net sales	6,086	7,412	+1,326	+21.8
Gross profit	2,245	2,855	+610	+27.2
% of net sales	**36.9**	**38.5**		
SG&A expenses	2,098	2,149	+51	+2.4
% of net sales	**34.5**	**29.0**		
Operating profit	146	706	+560	+383.6
% of net sales	**2.4**	**9.5**		
Segment profit	164	710	+546	+332.9
% of net sales	**2.7**	**9.6**		

- 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)	FY4/24 1Q plan	FY4/24 1Q results	Vs plan change	Vs plan change(%)
Net sales	6,830	7,412	+582	+8.5
Gross profit	2,571	2,855	+284	+11.1
% of net sales	**37.6**	**38.5**		
SG&A expenses	2,261	2,149	(112)	(5.0)
% of net sales	**33.1**	**29.0**		
Operating profit	310	706	+396	+127.7
% of net sales	**4.5**	**9.5**		
Segment profit	310	710	+400	+129.0
% of net sales	**4.5**	**9.6**		

- 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 (1,071)	+8.1	+6.7	+1.3
Store openings in the previous year (134)	+268.7	+246.3	+7.2
Total (1,215)	+16.9	+14.9	+1.7

■ Dispensing Pharmacy Business (Vs Plan)

(%)	Net sales	Prescription volume	Average prescription price
Same store (1,071)	+5.1	+3.9	+1.2
Store openings in the previous year (134)	+6.1	+4.5	+1.6
Total (1,215)	+5.0	+4.0	+1.0

▶YoY: Reflect finalized figures of provisional accounting treatment related to business combination

■ Cosmetic and Drug Store Business (YoY)

(%)	Net sales	Number of customers	Average spending per customer
Same store (69)	+24.9	+13.1	+10.4
Store openings in the previous year (8)	+453.0	+422.4	+5.9
Total (78)	+21.8	+11.4	+9.3

■ Cosmetic and Drug Store Business (Vs Plan)

(%)	Net sales	Number of customers	Average spending per customer
Same store (69)	+9.0	(2.6)	+11.9
Store openings in the previous year (8)	+10.2	+8.0	+2.0
Total (78)	+8.5	(2.2)	+11.0

5. Consolidated Balance Sheet

■Assets

(¥ million)	End-FY4/23 1Q	End-FY4/23	End-FY4/24 1Q	Change
Cash on hand and in banks	46,863	46,796	47,373	+577
Accounts receivable	12,697	13,249	12,719	(530)
Inventories	19,504	21,586	24,340	+2,754
Total current assets	**96,163**	**98,305**	**101,400**	**+3,095**
Buildings and structures,net	19,505	21,407	23,336	+1,929
Land	10,637	10,602	10,481	(121)
Total property,plant and equipment	**35,755**	**39,459**	**40,113**	**+654**
Goodwill	49,449	46,443	45,611	(832)
Total intangible fixed assets	**54,584**	**52,343**	**51,613**	**(730)**
Investments in securities	2,649	2,720	2,791	+71
Deferred tax assets	6,012	5,990	5,974	(16)
Deposits and guarantees	23,234	24,507	24,950	+443
Total investments and other assets	**42,050**	**41,641**	**42,520**	**+879**
Total fixed assets	**132,390**	**133,444**	**134,246**	**+802**
Total assets	**228,553**	**231,750**	**235,647**	**+3,897**

- Figures in the table are rounded down
- Change: End-FY4/24 1Q compared with end-FY4/23
- Capital expenditures(Purchases of property, plant and equipment and intangible fixed assets + Deposits and guarantees) totaled ¥2,953million
- End-FY4/23 1Q: Reflect finalized figures of provisional accounting treatment related to business combination

■Liabilities and Net Assets

(¥ million)	End-FY4/23 1Q	End-FY4/23	End-FY4/24 1Q	Change
Accounts payable	59,462	58,698	64,859	+6,161
Short-term debt	4,167	3,670	3,648	(22)
Total current liabilities	**91,402**	**92,986**	**97,840**	**+4,854**
Long-term debt	11,218	5,021	3,848	(1,173)
Total long-term liabilities	**18,376**	**12,218**	**11,189**	**(1,029)**
Total liabilities	**109,779**	**105,204**	**109,029**	**+3,825**
Common stock	21,894	21,894	21,894	-
Capital surplus	20,500	20,504	20,504	-
Retained earnings	78,434	85,963	85,996	+33
Total shareholders’ equity	**118,811**	**126,362**	**126,394**	**+32**
Total net assets	**118,774**	**126,546**	**126,617**	**+71**
Total liabilities and net assets	**228,553**	**231,750**	**235,647**	**+3,897**

- Figures in the table are rounded down
- Change: End-FY4/24 1Q compared with end-FY4/23
- End-FY4/23 1Q: Reflect finalized figures of provisional accounting treatment related to business combination

6. FY4/24 Plan (Consolidated)

(¥ million)	FY4/22 results	FY4/23 results	FY4/24 plan	YoY change	YoY change (%)
Net sales	316,247	358,742	375,000	+16,258	+4.5
Gross profit	49,971	53,698	55,413	+1,715	+3.2
% of net sales	**15.8**	**15.0**	**14.8**		
SG&A expenses	34,832	37,694	39,750	+2,056	+5.5
% of net sales	**11.0**	**10.5**	**10.6**		
Operating profit	15,139	16,004	15,663	(341)	(2.1)
% of net sales	**4.8**	**4.5**	**4.2**		
Ordinary profit	16,041	17,064	16,302	(762)	(4.5)
% of net sales	**5.1**	**4.8**	**4.3**		
Profit attributable to owners of parent	7,092	9,234	8,250	(984)	(10.7)
% of net sales	**2.2**	**2.6**	**2.2**		
Earnings per share(¥)	201.47	262.87	234.84	(28.03)	(10.7)
Annual dividend (¥)	55.00	60.00	60.00	-	-

- Figures in the table are rounded down
- Change: FY4/24 plan compared with FY4/23 results

7. Transition of Store Openings

■Number of Store Openings in Dispensing Pharmacy Business

	FY4/16	FY4/17	FY4/18	FY4/19	FY4/20	FY4/21	FY4/22	FY4/23	FY4/24 1Q
Organic	32	27	25	23	14	15	25	27	5
M&A	110	182	11	134	6	14	24	114	5
Total	881	1,066	1,029	1,132	1,088	1,065	1,099	1,209	1,215

■Number of Store Openings in Cosmetic and Drug Store Business

	FY4/16	FY4/17	FY4/18	FY4/19	FY4/20	FY4/21	FY4/22	FY4/23	FY4/24 1Q
Organic	5	9	4	7	15	11	12	8	1
Total	52	52	48	54	63	69	78	78	78

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