

TSE.4540

# Supplementary Materials

The Second Quarter of the Term Ending March 31, 2023

November 4, 2022

**TSUMURA & CO.**

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## Consolidated Statements of Income

(Million yen)

	FY 3/2022 2Q cumulative		FY 3/2023 2Q cumulative		Year-on-year		2Q cumulative plan (Before Revision)		Vs.planned		Full-year forecast for FY 3/2023			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Net sales	63,416	100.0%	70,107	100.0%	6,690	10.5%	68,900	100.0%	1,207	1.8%	138,500	100.0%	8,953	6.9%
Domestic	58,829	92.8%	62,914	89.7%	4,084	6.9%	61,750	89.6%	1,164	1.9%	124,200	89.7%	4,632	3.9%
Overseas	4,587	7.2%	7,193	10.3%	2,605	56.8%	7,150	10.4%	43	0.6%	14,300	10.3%	4,321	43.3%
Cost of sales	30,721	48.4%	35,297	50.3%	4,575	14.9%	34,700	50.4%	597	1.7%	69,800	50.4%	6,718	10.7%
Gross profit on sales	32,695	51.6%	34,809	49.7%	2,114	6.5%	34,200	49.6%	609	1.8%	68,700	49.6%	2,234	3.4%
Selling, general and administrative expenses	21,011	33.1%	23,132	33.0%	2,121	10.1%	23,500	34.1%	(367)	(1.6)%	47,900	34.6%	3,811	8.6%
Operating profit	11,684	18.4%	11,677	16.7%	(6)	(0.1)%	10,700	15.5%	977	9.1%	20,800	15.0%	(1,576)	(7.0)%
Ordinary profit	13,409	21.1%	15,965	22.8%	2,556	19.1%	14,000	20.3%	1,965	14.0%	21,200	15.3%	(4,704)	(18.2)%
Profit attributable to owners of parent	9,965	15.7%	11,889	17.0%	1,923	19.3%	9,600	13.9%	2,289	23.8%	15,000	10.8%	(3,836)	(20.4)%

## Capital investments, R&amp;D expenses, etc.

(Million yen)

	FY 3/2022 2Q cumulative		FY 3/2023 2Q cumulative		Year-on-year		2Q cumulative plan (Before Revision)		Vs.planned		Full-year forecast for FY 3/2023			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Investments	5,121	8.1%	6,734	9.6%	1,613	31.5%	10,500	15.2%	(3,765)	(35.9)%	22,000	15.9%	9,902	81.9%
Capital investments	4,944	7.8%	4,751	6.8%	(192)	(3.9)%	8,000	11.6%	(3,248)	(40.6)%	17,500	12.6%	6,043	52.7%
R&D expenses	3,549	5.6%	3,665	5.2%	115	3.3%	3,700	5.4%	(34)	(0.9)%	7,600	5.5%	286	3.9%
Advertising cost	268	0.4%	407	0.6%	138	51.8%	500	0.7%	(92)	(18.5)%	1,000	0.7%	(104)	(9.5)%
Depreciation	4,323	6.8%	4,980	7.1%	656	15.2%	4,800	7.0%	180	3.8%	9,800	7.1%	1,056	12.1%
Personnel expenses	16,182	25.5%	16,858	24.0%	676	4.2%	17,300	25.1%	(441)	(2.6)%	34,800	25.1%	1,897	5.8%

※From the current consolidated fiscal year, the "acquisition of property, plant and equipment" has been changed to "investment amount of property, plant and equipment and software, etc." and the comparative figures have been rearranged.

## Growth rates of 129 prescription Kampo products

	FY 3/2015	FY 3/2016	FY 3/2017	FY 3/2018	FY 3/2019	FY 3/2020	FY 3/2021	FY 3/2022	FY 3/2023 1Q	FY 3/2023 2Q
Amount	2.4%	2.3%	1.9%	2.4%	2.7%	1.8%	1.1%	8.1%	6.7%	6.8%
Number of items with higher yen sales	81	68	95	63	83	66	82	110	101	106

## Product sales

(Million yen)

Rank		No.	Product Name	FY 3/2022 2Q	FY 3/2023 2Q	Year-on-year (Amount)	Year-on-year (%)
1	☆	100	Daikenchuto	4,790	4,927	137	2.9%
2	G	41	Hochuekkito	3,741	4,060	319	8.5%
3	☆	54	Yokukansan	3,720	3,775	55	1.5%
4	☆	43	Rikkunshito	3,557	3,698	141	4.0%
5	G	17	Goreisan	2,680	3,198	517	19.3%
6		68	Shakuyakukanzoto	2,426	2,584	158	6.5%
7	G	24	Kamishoyosan	2,415	2,583	168	7.0%
8	☆	107	Goshajinkigan	1,736	1,755	18	1.1%
9		114	Saireito	1,686	1,730	43	2.6%
10		29	Bakumondoto	1,531	1,607	75	5.0%
16	G	108	Ningin'yoeito	961	1,034	73	7.6%
17	G	137	Kamikihito	849	1,013	164	19.3%
23	☆	14	Hangeshashinto	678	708	30	4.4%
			Total of "Drug Fostering" Program formulations	14,482	14,865	382	2.6%
			Total of Growing formulations	10,647	11,890	1,242	11.7%
			Total of 129 prescription Kampo products	56,377	60,191	3,814	6.8%

☆ : "Drug Fostering" Program formulations

G : Growing formulations

Regarding Growing prescriptions, Ninjinyoeito and Kamikihito have been added as new growth drivers from the current consolidated fiscal year, and the lineup has been changed in order to aim for write ups in treatment guidelines by building evidence.

## Consolidated Balance Sheets

(Million yen)

	As of March 31 2022	As of September 30 2022	Increase / decrease
Total assets	350,981	402,930	51,948
Current assets	229,420	275,438	46,017
Liquid assets	122,431	159,017	36,586
Inventories	92,751	100,764	8,012
Non-current assets	121,561	127,492	5,931
Property, plant and equipment	90,040	93,744	3,703
Total liabilities	92,871	124,628	31,756
Current liabilities	45,875	47,754	1,879
Non-current liabilities	46,996	76,873	29,877
Total net assets	258,109	278,302	20,192

## Consolidated Statements of Cash Flows

(Million yen)

	FY 3/2022 2Q	FY 3/2023 2Q	Year-on-year
Cash flows from operating activities	11,815	9,688	(2,126)
Cash flows from investing activities	(3,600)	(8,067)	(4,467)
Cash flows from financing activities	(2,733)	26,992	29,726
Cash and cash equivalents at the end of the quarter	67,296	100,412	33,116

## Quarterly data

### Consolidated Statements of Income

(Million yen)

	FY 3/2022				FY 3/2023			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
Net sales	28,396	56,952	88,444	116,413	31,771	70,107		
Domestic	27,413	54,475	84,579	110,053	29,513	62,914		
Overseas	982	2,476	3,864	6,360	2,257	7,193		
Cost of sales	13,457	26,830	41,693	55,949	15,298	35,297		
Gross profit on sales	14,938	30,122	46,750	60,464	16,473	34,809		
Selling, general and administrative expenses	9,281	19,202	29,514	41,081	10,321	23,132		
Operating profit	5,657	10,920	17,235	19,382	6,152	11,677		
Ordinary profit	5,674	10,909	17,811	20,866	7,247	15,965		
Profit attributable to owners of parent	4,016	8,002	13,226	15,332	5,389	11,889		

### Consolidated Balance Sheets

(Million yen)

	FY 3/2022				FY 3/2023			
	The end of 1Q	The end of 2Q	The end of 3Q	The end of 4Q	The end of 1Q	The end of 2Q	The end of 3Q	The end of 4Q
Total assets	313,521	309,132	313,505	319,063	326,956	402,930		
Current assets	203,613	197,445	201,594	204,273	211,038	275,438		
Liquid assets	113,942	109,837	110,563	109,934	112,775	159,017		
Inventories	77,516	75,178	77,495	80,755	84,471	100,764		
Non-current assets	109,908	111,687	111,910	114,789	115,918	127,492		
Property, plant and equipment	80,433	82,481	83,569	84,176	85,153	93,744		
Total liabilities	100,268	84,490	85,356	85,894	87,017	124,628		
Current liabilities	50,953	44,495	44,995	48,380	50,034	47,754		
Non-current liabilities	49,314	39,995	40,361	37,513	36,983	76,873		
Total net assets	213,253	224,641	228,148	233,169	239,938	278,302		

## Consolidated Statements of Cash Flows

(Million yen)

	FY 3/2022				FY 3/2023			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
Cash flows from operating activities	5,503	10,733	12,706	16,102	3,360	9,688		
Cash flows from investing activities	1,214	(2,539)	(4,975)	(7,352)	(3,101)	(8,067)		
Cash flows from financing activities	(1,810)	(7,206)	(9,708)	(10,425)	(2,371)	26,992		
Cash and cash equivalents at the end of the quarter	65,375	61,407	59,051	59,668	59,278	100,412		

## Product sales

(Million yen)

No. / Product Name	FY 3/2022				FY 3/2023			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
100 / Daikenchuto	2,385	4,663	7,125	9,251	2,430	4,927		
54 / Yokukansan	1,779	3,542	5,401	7,017	1,872	3,775		
43 / Rikkunshito	1,665	3,360	5,168	6,676	1,770	3,698		
107 / Goshajinkigan	820	1,610	2,479	3,229	888	1,755		
14 / Hangeshashinto	313	633	973	1,257	345	708		
Total of "Drug Fostering" Program formulations	6,965	13,810	21,148	27,432	7,308	14,865		
41 / Hochuekkito	1,766	3,543	5,328	6,793	1,818	4,060		
68 / Shakuyakukanzoto	1,131	2,310	3,521	4,524	1,201	3,198		
29 / Bakumondoto	812	1,468	2,417	3,127	806	2,583		
24 / Kamishoyosan	1,042	2,150	3,350	4,336	1,205	1,034		
17 / Goreisan	1,032	2,249	3,426	4,413	1,297	1,013		
Total of Growing formulations	5,785	11,722	18,044	23,196	6,330	11,890		
Total of "Drug Fostering" Program formulations and Growing formulations	12,750	25,533	39,192	50,628	13,638	26,755		
Total of 129 prescription Kampo products	26,332	52,343	81,127	105,567	28,377	60,191		