

TSE.4540

Supplementary Materials

The Third Quarter of the Term Ending March 31, 2023

February 3, 2023

TSUMURA & CO.

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Consolidated Statements of Income

(Million yen)

	FY 3/2022 3Q cumulative		FY 3/2023 3Q cumulative		Year-on-year		Full-year forecast for FY 3/2023			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Net sales	98,382	100.0%	107,076	100.0%	8,694	8.8%	138,500	100.0%	8,953	6.9%
Domestic	91,317	92.8%	96,346	90.0%	5,029	5.5%	124,200	89.7%	4,632	3.9%
Overseas	7,065	7.2%	10,729	10.0%	3,664	51.9%	14,300	10.3%	4,321	43.3%
Cost of sales	47,997	48.8%	54,517	50.9%	6,519	13.6%	69,800	50.4%	6,718	10.7%
Gross profit on sales	50,384	51.2%	52,559	49.1%	2,175	4.3%	68,700	49.6%	2,234	3.4%
Selling, general and administrative expenses	31,554	32.1%	34,836	32.5%	3,281	10.4%	47,900	34.6%	3,811	8.6%
Operating profit	18,829	19.1%	17,723	16.6%	(1106)	(5.9)%	20,800	15.0%	(1,576)	(7.0)%
Ordinary profit	21,074	21.4%	21,410	20.0%	335	1.6%	21,200	15.3%	(4,704)	(18.2)%
Profit attributable to owners of parent	15,389	15.6%	15,875	14.8%	486	3.2%	15,000	10.8%	(3,836)	(20.4)%

Investments, R&D expenses, etc.

(Million yen)

	FY 3/2022 3Q cumulative		FY 3/2023 3Q cumulative		Year-on-year		Full-year forecast for FY 3/2023			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Investments	7,037	7.2%	11,010	10.3%	3,973	56.5%	22,000	15.9%	9,902	81.9%
Capital investments	6,716	6.8%	7,935	7.4%	1,219	18.2%	17,500	12.6%	6,043	52.7%
R&D expenses	5,193	5.3%	5,628	5.3%	434	8.4%	7,600	5.5%	286	3.9%
Advertising expenses	481	0.5%	637	0.6%	156	32.6%	1,000	0.7%	(104)	(9.5)%
Depreciation	6,497	6.6%	7,578	7.1%	1,081	16.6%	9,800	7.1%	1,056	12.1%
Personnel expenses	24,151	24.5%	25,326	23.7%	1,174	4.9%	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 3/2016	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	FY 3/2023 3Q
Amount	2.3%	1.9%	2.4%	2.7%	1.8%	1.1%	8.1%	6.7%	6.8%	5.3%
Number of items with higher yen sales	68	95	63	83	66	82	110	101	106	99

Product sales

(Million yen)

Rank		No.	Product Name	FY 3/2022 3Q	FY 3/2023 3Q	Year-on- year (Amount)	Year-on- year (%)
1	☆	100	Daikenchuto	7,334	7,482	147	2.0%
2	G	41	Yokukansan	5,655	6,096	441	7.8%
3	☆	54	Hochuekkito	5,678	5,687	9	0.2%
4	☆	43	Rikkunshito	5,548	5,644	96	1.7%
5	G	17	Goreisan	4,111	4,821	710	17.3%
6	G	24	Kamishoyosan	3,752	3,935	183	4.9%
7		68	Shakuyakukanzoto	3,692	3,847	155	4.2%
8	☆	107	Goshajinkigan	2,687	2,633	(54)	(2.0)%
9		114	Saireito	2,559	2,572	13	0.5%
10		29	Bakumondoto	2,455	2,463	8	0.3%
16	G	108	Ningin'yoeito	1,488	1,624	135	9.1%
17	G	137	Kamikihito	1,332	1,600	267	20.1%
24	☆	14	Hangeshashinto	1,052	1,078	26	2.5%
			Total of "Drug Fostering" Program formulations	22,301	22,527	225	1.0%
			Total of Growing formulations	16,340	18,078	1,738	10.6%
			Total of 129 prescription Kampo products	87,293	91,941	4,648	5.3%

☆ : "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 December 31 2022	Increase / decrease
Total assets	350,981	400,958	49,977
Current assets	229,420	270,962	41,542
Liquid assets	122,431	155,586	33,154
Inventories	92,751	101,079	8,327
Non-current assets	121,561	129,995	8,434
Property, plant and equipment	90,040	94,857	4,817
Total liabilities	92,871	121,276	28,404
Current liabilities	45,875	43,696	(2,179)
Non-current liabilities	46,996	77,580	30,583
Total net assets	258,109	279,682	21,572

Consolidated Statements of Cash Flows

(Million yen)

	FY 3/2022 3Q	FY 3/2023 3Q	Year-on-year
Cash flows from operating activities	17,815	8,930	(8,884)
Cash flows from investing activities	(7,510)	(12,425)	(4,914)
Cash flows from financing activities	(5,192)	24,456	29,648
Cash and cash equivalents at the end of the quarter	67,070	93,711	26,640

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	31,771	63,416	98,382	129,546	34,417	70,107	107,076	
Domestic	29,513	58,829	91,317	119,567	31,562	62,914	96,346	
Overseas	2,257	4,587	7,065	9,978	2,855	7,193	10,729	
Cost of sales	15,298	30,721	47,997	63,081	16,462	35,297	54,517	
Gross profit on sales	16,473	32,695	50,384	66,465	17,954	34,809	52,559	
Selling, general and administrative expenses	10,321	21,011	31,554	44,088	11,601	23,132	34,836	
Operating profit	6,152	11,684	18,829	22,376	6,353	11,677	17,723	
Ordinary profit	7,247	13,409	21,074	25,904	8,665	15,965	21,410	
Profit attributable to owners of parent	5,389	9,965	15,389	18,836	6,632	11,889	15,875	

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	326,956	335,881	338,432	350,981	362,580	402,930	400,958	
Current assets	211,038	218,576	221,541	229,420	237,849	275,438	270,962	
Liquid assets	112,775	119,174	121,193	122,431	125,342	159,017	155,586	
Inventories	84,471	87,104	87,217	92,751	95,902	100,764	101,079	
Non-current assets	115,918	117,304	116,890	121,561	124,731	127,492	129,995	
Property, plant and equipment	85,153	86,561	86,548	90,040	91,833	93,744	94,857	
Total liabilities	87,017	90,240	88,946	92,871	93,512	124,628	121,276	
Current liabilities	50,034	43,824	41,986	45,875	46,799	47,754	43,696	
Non-current liabilities	36,983	46,416	46,960	46,996	46,713	76,873	77,580	
Total net assets	239,938	245,640	249,485	258,109	269,068	278,302	279,682	

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	3,360	11,815	17,815	21,314	4,785	9,688	8,930	
Cash flows from investing activities	(3,101)	(3,600)	(7,510)	(9,111)	(4,145)	(8,067)	(12,425)	
Cash flows from financing activities	(2,371)	(2,733)	(5,192)	(8,181)	(2,418)	26,992	24,456	
Cash and cash equivalents at the end of the quarter	59,278	67,296	67,070	67,536	68,022	100,412	93,711	

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	2,430	4,790	7,334	9,569	2,505	4,927	7,482	
54 / Yokukansan	1,872	3,720	5,678	7,379	1,933	3,775	5,687	
43 / Rikkunshito	1,770	3,557	5,548	7,231	1,860	3,698	5,644	
107 / Goshajinkigan	888	1,736	2,687	3,509	932	1,755	2,633	
14 / Hangeshashinto	345	678	1,052	1,358	359	708	1,078	
Total of "Drug Fostering" Program formulations	7,308	14,482	22,301	29,048	7,591	14,865	22,527	
41 / Hochuekkito	1,818	3,741	5,655	7,232	1,881	4,060	6,096	
17 / Goreisan	1,297	2,680	4,111	5,298	1,542	3,198	4,821	
24 / Kamishoyosan	1,205	2,415	3,752	4,833	1,296	2,583	3,935	
108 / Ninjin'yoeito	484	961	1,488	1,936	507	1,034	1,624	
137 / Kamikihito	411	849	1,332	1,722	501	1,013	1,600	
Total of Growing formulations	5,217	10,647	16,340	21,023	5,730	11,890	18,078	
Total of "Drug Fostering" Program formulations and Growing formulations	12,525	25,129	38,642	50,072	13,321	26,755	40,605	
Total of 129 prescription Kampo products	28,377	56,377	87,293	114,165	30,277	60,191	91,941	