

TSE.4540

Supplementary Materials

The Second Quarter of the Term Ending March 31, 2024

November 7, 2023

TSUMURA & CO.

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Consolidated Statements of Income

(Million yen)

	FY 3/2023 2Q		FY 3/2024 2Q		Year-on-year		2Q cumulative plan※ (Before Revision)		Vs.planned		Full-year forecast for FY 3/2024			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Net sales	70,107	100.0%	75,302	100.0%	5,195	7.4%	74,000	100.0%	1,302	1.8%	150,500	100.0%	10,456	7.5%
Domestic business	62,922	89.8%	66,131	87.8%	3,208	5.1%	65,900	89.1%	231	0.4%	133,300	88.6%	8,601	6.9%
China business	7,184	10.2%	9,171	12.2%	1,986	27.7%	8,100	10.9%	1,071	13.2%	17,200	11.4%	1,854	12.1%
Cost of sales	35,297	50.3%	40,877	54.3%	5,580	15.8%	39,600	53.5%	1,277	3.2%	83,000	55.1%	11,237	15.7%
Gross profit on sales	34,809	49.7%	34,425	45.7%	(384)	(1.1)%	34,400	46.5%	25	0.1%	67,500	44.9%	(781)	(1.1)%
Selling, general and administrative expenses	23,132	33.0%	24,213	32.2%	1,081	4.7%	24,900	33.6%	(686)	(2.8)%	49,500	32.9%	2,134	4.5%
Operating profit	11,677	16.7%	10,211	13.6%	(1,465)	(12.6)%	9,500	12.8%	711	7.5%	18,000	12.0%	(2,916)	(13.9)%
Domestic business	11,765	—	10,426	—	(1,339)	(11.4)%	9,900	—	526	5.3%	18,400	—	(2,790)	(13.2)%
China business	(87)	—	(214)	—	(126)	—	(400)	—	185	—	(400)	—	(126)	—
Ordinary profit	15,965	22.8%	12,675	16.8%	(3,290)	(20.6)%	9,800	13.2%	2,875	29.3%	18,600	12.4%	(4,853)	(20.7)%
Profit attributable to owners of parent	11,889	17.0%	9,005	12.0%	(2,884)	(24.3)%	6,800	9.2%	2,205	32.4%	13,000	8.6%	(3,482)	(21.1)%

※Revisions have been announced in the “Notice of Revisions to Earnings Forecast” on November 1st.

Investments, R&D expenses, etc.

(Million yen)

	FY 3/2023 2Q		FY 3/2024 2Q		Year-on-year		2Q cumulative plan		Vs.planned		Full-year forecast for FY 3/2024			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Investments	6,734	9.6%	7,649	10.2%	915	13.6%	11,000	14.9%	(3,350)	(30.5)%	33,500	22.3%	18,820	128.2%
Capital investments	4,751	6.8%	5,903	7.8%	1,152	24.3%	9,500	12.8%	(3,596)	(37.9)%	29,500	19.6%	18,327	164.0%
R&D expenses	3,665	5.2%	4,215	5.6%	550	15.0%	4,400	5.9%	(184)	(4.2)%	8,500	5.6%	905	11.9%
Advertising expenses	407	0.6%	341	0.5%	(65)	(16.1)%	400	0.5%	(58)	(14.5)%	1,000	0.7%	(26)	(2.6)%
Depreciation	4,980	7.1%	4,928	6.5%	(51)	(1.0)%	4,900	6.6%	28	0.6%	10,200	6.8%	98	1.0%
Personnel expenses	16,858	24.0%	18,117	24.1%	1,258	7.5%	18,500	25.0%	(382)	(2.1)%	36,800	24.5%	2,555	7.5%

Product sales

(Million yen)

Rank		No.	Product Name	FY 3/2023 2Q	FY 3/2024 2Q	Year-on- year	Year-on- year
1	☆	100	Daikenchuto	4,927	4,937	9	0.2%
2	G	41	Hochuekkito	4,060	4,109	48	1.2%
3	☆	54	Yokukansan	3,775	3,819	43	1.2%
4	☆	43	Rikkunshito	3,698	3,685	(12)	(0.3)%
5	G	17	Goreisan	3,198	3,674	476	14.9%
6	G	24	Kamishoyosan	2,583	2,578	(5)	(0.2)%
7		68	Shakuyakukanzoto	2,584	2,379	(204)	(7.9)%
8		29	Bakumondoto	1,607	2,244	637	39.7%
9	☆	107	Goshajinkigan	1,755	1,836	80	4.6%
10		62	Bofutsusyosan	1,493	1,825	332	22.3%
16	G	137	Kamikihito	1,013	1,161	148	14.6%
17	G	108	Ningin'yoeito	1,034	1,127	92	9.0%
24	☆	14	Hangeshashinto	708	716	8	1.2%
			Total of "Drug Fostering" Program formulations	14,865	14,996	130	0.9%
			Total of Growing formulations	11,890	12,650	760	6.4%
			Total of 129 prescription Kampo products	60,191	63,720	3,528	5.9%

☆ : "Drug Fostering" Program formulations G : Growing formulations

Growth rates of 129 prescription Kampo products

	FY 3/2019	FY 3/2020	FY 3/2021	FY 3/2022	FY 3/2023	FY 3/2024 1Q	FY 3/2024 2Q
Amount	2.7%	1.8%	1.1%	8.1%	4.6%	5.2%	5.9%
Number of items with higher yen sales	83	66	82	110	98	90	82

Consolidated Balance Sheets

(Million yen)

	As of March 31 2023	As of June 30 2023	Increase / decrease
Total assets	396,813	416,840	20,027
Current assets	268,320	279,260	10,940
Liquid assets	152,839	147,198	(5,641)
Inventories	101,726	112,432	10,706
Non-current assets	128,492	137,579	9,086
Property, plant and equipment	93,415	96,247	2,831
Total liabilities	124,566	127,920	3,353
Current liabilities	47,205	49,910	2,705
Non-current liabilities	77,361	78,009	647
Total net assets	272,246	288,920	16,673

Consolidated Statements of Cash Flows

(Million yen)

	FY 3/2023 2Q	FY 3/2024 2Q	Year-on-year
Cash flows from operating activities	9,688	601	(9,087)
Cash flows from investing activities	(8,067)	(14,080)	(6,012)
Cash flows from financing activities	26,992	(1,694)	(28,687)
Cash and cash equivalents at the end of the quarter	100,412	81,285	(19,127)

Quarterly data

Consolidated Statements of Income

(Million yen)

	FY 3/2023				FY 3/2024			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales	34,417	70,107	107,076	140,043	37,036	75,302		
Domestic business	31,562	62,922	96,355	124,698	32,988	66,131		
China business	2,855	7,184	10,721	15,345	4,047	9,171		
Cost of sales	16,462	35,297	54,517	71,762	20,341	40,877		
Gross profit on sales	17,954	34,809	52,559	68,281	16,694	34,425		
Selling, general and administrative expenses	11,601	23,132	34,836	47,365	12,009	24,213		
Operating profit	6,353	11,677	17,723	20,916	4,684	10,211		
Domestic business	6,404	11,765	17,882	21,190	4,684	10,426		
China business	(50)	(87)	(159)	(273)	0	(214)		
Ordinary profit	8,665	15,965	21,410	23,453	5,989	12,675		
Profit attributable to owners of parent	6,632	11,889	15,875	16,482	4,332	9,005		

Consolidated Balance Sheets

(Million yen)

	FY 3/2023				FY 3/2024			
	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	362,580	402,930	400,958	396,813	405,437	416,840		
Current assets	237,849	275,438	270,962	268,320	272,369	279,260		
Liquid assets	125,342	159,017	155,586	152,839	150,589	147,198		
Inventories	95,902	100,764	101,079	101,726	107,501	112,432		
Non-current assets	124,731	127,492	129,995	128,492	133,067	137,579		
Property, plant and equipment	91,833	93,744	94,857	93,415	94,530	96,247		
Total liabilities	93,512	124,628	121,276	124,566	126,345	127,920		
Current liabilities	46,799	47,754	43,696	47,205	49,402	49,910		
Non-current liabilities	46,713	76,873	77,580	77,361	76,943	78,009		
Total net assets	269,068	278,302	279,682	272,246	279,091	288,920		

Consolidated Statements of Cash Flows

(Million yen)

	FY 3/2023				FY 3/2024			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
Cash flows from operating activities	4,785	9,688	8,930	16,452	(152)	601		
Cash flows from investing activities	(4,145)	(8,067)	(12,425)	(15,493)	(4,906)	(14,080)		
Cash flows from financing activities	(2,418)	(26,992)	(24,456)	24,423	(1,579)	(1,694)		
Cash and cash equivalents at the end of the quarter	68,022	100,412	93,711	94,730	88,917	81,285		

Product sales

(Million yen)

No. / Product Name	FY 3/2023				FY 3/2024			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
100 / Daikenchuto	2,505	4,927	7,482	9,739	2,515	4,937		
54 / Yokukansan	1,933	3,775	5,687	7,380	1,940	3,819		
43 / Rikkunshito	1,860	3,698	5,644	7,300	1,861	3,685		
107 / Goshajinkigan	932	1,755	2,633	3,421	995	1,836		
14 / Hangeshashinto	359	708	1,078	1,390	370	716		
Total of "Drug Fostering" Program formulations	7,591	14,865	22,527	29,233	7,683	14,996		
41 / Hochuekkito	1,881	4,060	6,096	7,727	1,931	4,109		
17 / Goreisan	1,542	3,198	4,821	6,208	1,801	3,674		
24 / Kamishoyosan	1,296	2,583	3,935	5,050	1,305	2,578		
137 / Kamikihito	501	1,013	1,600	2,067	590	1,161		
108 / Ninjin'yoeito	507	1,034	1,624	2,128	561	1,127		
Total of Growing formulations	5,730	11,890	18,078	23,182	6,191	12,650		
Total of "Drug Fostering" Program formulations and Growing formulations	13,321	26,755	40,605	52,416	13,874	27,646		
Total of 129 prescription Kampo products	30,277	60,191	91,941	119,362	31,838	63,720		