

TSE.4540

# Supplementary Materials

The Fiscal Year Ended March 31, 2019

May 9, 2019

**TSUMURA & CO.**

Consolidated Statements of Income	• • • • •	1
Capital investments, R&D expenses, etc.	• • • • •	1
Growth rates of 129 prescription Kampo products	• • • • •	1
Product sales	• • • • •	2
Consolidated Balance Sheets	• • • • •	3
Consolidated Statements of Cash Flows	• • • • •	3
Quarterly data		
Consolidated Statements of Income	• • • • •	4
Consolidated Balance Sheets	• • • • •	5
Consolidated Statements of Cash Flows	• • • • •	5
Product sales	• • • • •	6

## Consolidated Statements of Income

(Million yen)

	FY 3/2018		FY 3/2019		Year-on-year		Plan		Vs.planned		Full-year forecast for FY 3/2020			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Net sales	117,879	100.0%	120,906	100.0%	3,027	2.6%	120,500	100.0%	406	0.3%	125,000	100.0%	4,093	3.4%
Cost of sales	49,603	42.1%	49,451	40.9%	(152)	(0.3)%	49,000	40.7%	451	0.9%	52,200	41.8%	2,748	5.6%
Gross profit on sales	68,275	57.9%	71,455	59.1%	3,180	4.7%	71,500	59.3%	(44)	(0.1)%	72,800	58.2%	1,344	1.9%
Selling, general and administrative expenses	51,224	43.5%	52,935	43.8%	1,711	3.3%	54,000	44.8%	(1,064)	(2.0)%	55,800	44.6%	2,864	5.4%
Operating profit	17,050	14.5%	18,520	15.3%	1,469	8.6%	17,500	14.5%	1,020	5.8%	17,000	13.6%	(1,520)	(8.2)%
Ordinary profit	17,914	15.2%	19,702	16.3%	1,787	10.0%	18,000	14.9%	1,702	9.5%	18,000	14.4%	(1,702)	(8.6)%
Profit attributable to owners of parent	14,504	12.3%	14,593	12.1%	88	0.6%	12,800	10.6%	1,793	14.0%	12,300	9.8%	(2,293)	(15.7)%

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

(Million yen)

	FY 3/2018		FY 3/2019		Year-on-year		Plan		Vs.planned		Full-year forecast for FY 3/2020			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Capital investments	11,912	10.1%	9,085	7.5%	(2,827)	(23.7)%	13,200	11.0%	(4,114)	(31.2)%	10,100	8.1%	1,014	11.2%
R&D expenses	6,048	5.1%	5,926	4.9%	(122)	(2.0)%	6,300	5.2%	(373)	(5.9)%	7,000	5.6%	1,073	18.1%
Advertising cost	871	0.7%	848	0.7%	(22)	(2.6)%	900	0.7%	(51)	(5.7)%	800	0.6%	(48)	(5.7)%
Depreciation	6,157	5.2%	6,362	5.3%	204	3.3%	6,600	5.5%	(237)	(3.6)%	6,500	5.2%	137	2.2%
Personnel expenses	30,002	25.5%	30,457	25.2%	455	1.5%	30,900	25.6%	(442)	(1.4)%	31,700	25.4%	1,242	4.1%

## Growth rates of 129 prescription Kampo products

	FY 3/2014	FY 3/2015	FY 3/2016	FY 3/2017	FY 3/2018	FY 3/2019 1Q	FY 3/2019 2Q cumulative	FY 3/2019 3Q cumulative	FY 3/2019
Amount	3.2%	2.4%	2.3%	1.9%	2.4%	2.5%	0.0%	1.2%	2.7%
Number of items with higher yen sales	66	81	68	95	63	77	51	62	83

Product sales

(Million yen)

Rank		No.	Product Name	FY 3/2018	FY 3/2019	Year-on-year (Amount)	Year-on-year (%)
1	☆	100	Daikenchuto	10,584	10,430	(154)	(1.5)%
2	☆	54	Yokukansan	7,571	7,664	92	1.2%
3	☆	43	Rikkunshito	7,044	7,256	211	3.0%
4	G	41	Hochuekkito	7,098	7,158	59	0.8%
5	G	68	Shakuyakukanzoto	5,031	5,097	65	1.3%
6	G	29	Bakumondoto	4,511	4,734	223	4.9%
7	G	24	Kamishoyosan	4,534	4,539	4	0.1%
8	G	17	Goreisan	3,722	4,124	401	10.8%
9	☆	107	Goshajinkigan	3,686	3,625	(60)	(1.6)%
10		114	Saireito	3,403	3,464	61	1.8%
22	☆	14	Hangeshashinto	1,334	1,350	15	1.2%
			Total of "Drug Fostering" Program formulations	30,221	30,327	105	0.3%
			Total of Growing formulations	24,898	25,653	755	3.0%
			Total of 129 prescription Kampo products	112,274	115,255	2,980	2.7%

☆ : "Drug Fostering" Program formulations

G : Growing formulations

## Consolidated Balance Sheets

(Million yen)

	As of March 31, 2018	As of March 31, 2019	Increase / decrease
Total assets	292,379	287,322	(5,056)
Current assets	190,888	190,027	(860)
Liquid assets	129,926	116,764	(13,162)
Inventories	49,994	51,808	1,813
Non-current assets	101,491	97,295	(4,196)
Property, plant and equipment	71,329	73,703	2,373
Total liabilities	95,846	81,181	(14,665)
Current liabilities	48,766	33,320	(15,445)
Non-current liabilities	47,080	47,861	780
Total net assets	196,533	206,141	9,608

\*The Company adopted "Partial Amendments to Accounting Standard for Tax Effect Accounting", etc. at the beginning of the first quarter under review.

Accordingly, the figures for the year ended March 31, 2018 were adjusted retrospectively in accordance with this change.

## Consolidated Statements of Cash Flows

(Million yen)

	FY 3/2018	FY 3/2019	Year-on-year
Cash flows from operating activities	21,066	5,450	(15,615)
Cash flows from investing activities	(23,354)	(7,697)	15,656
Cash flows from financing activities	50,305	(18,528)	(68,833)
Cash and cash equivalents at the end of the quarter	78,313	56,243	(22,069)

## Quarterly data

### Consolidated Statements of Income

(Million yen)

	FY 3/2018				FY 3/2019			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
Net sales	29,068	58,282	90,911	117,879	29,776	58,268	92,010	120,906
Cost of sales	12,366	24,404	37,755	49,603	12,421	23,536	37,403	49,451
Gross profit on sales	16,701	33,878	53,155	68,275	17,354	34,732	54,606	71,455
Selling, general and administrative expenses	12,259	24,893	38,020	51,224	12,795	25,782	39,326	52,935
Operating profit	4,441	8,985	15,135	17,050	4,539	8,950	15,280	18,520
Ordinary profit	4,579	9,248	15,684	17,914	4,917	9,566	16,094	19,702
Profit attributable to owners of parent	3,194	6,614	12,302	14,504	3,516	7,082	11,731	14,593

## Consolidated Balance Sheets

(Million yen)

	FY 3/2018				FY 3/2019			
	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	253,892	257,593	287,685	292,379	279,181	278,880	279,501	287,322
Current assets	164,400	165,760	198,145	190,888	186,428	184,517	185,881	190,027
Liquid assets	102,889	104,303	136,476	129,926	125,182	117,357	116,968	116,764
Inventories	50,312	48,887	49,738	49,994	49,711	50,713	50,335	51,808
Non-current assets	89,491	91,833	89,540	101,491	92,752	94,363	93,620	97,295
Property, plant and equipment	65,508	68,141	68,321	71,329	71,326	71,015	71,543	73,703
Total liabilities	95,384	95,143	92,220	95,846	81,521	77,596	76,195	81,181
Current liabilities	49,198	48,200	43,875	48,766	34,806	29,922	28,142	33,320
Non-current liabilities	46,185	46,942	48,344	47,080	46,714	47,673	48,053	47,861
Total net assets	158,508	162,450	195,465	196,533	197,659	201,283	203,306	206,141

\*The Company adopted "Partial Amendments to Accounting Standard for Tax Effect Accounting", etc. at the beginning of the first quarter under review.

Accordingly, the figures for the year ended March 31, 2018 were adjusted retrospectively in accordance with this change.

## Consolidated Statements of Cash Flows

(Million yen)

	FY 3/2018				FY 3/2019			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
Cash flows from operating activities	8,631	11,413	14,655	21,066	5,185	4,479	2,271	5,450
Cash flows from investing activities	(1,219)	(19,011)	(18,433)	(23,354)	1,103	(4,534)	(15,683)	(7,697)
Cash flows from financing activities	25,436	25,317	50,416	50,305	(17,351)	(17,523)	(18,508)	(18,528)
Cash and cash equivalents at the end of the quarter	62,504	47,439	76,573	78,313	66,888	60,014	45,579	56,243

## Product sales

(Million yen)

No. / Product Name	FY 3/2018				FY 3/2019			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
100 / Daikenchuto	2,661	5,351	8,225	10,584	2,704	5,226	8,053	10,430
54 / Yokukansan	1,922	3,864	5,903	7,571	1,956	3,848	5,916	7,664
43 / Rikkunshito	1,742	3,577	5,494	7,044	1,783	3,559	5,564	7,256
107 / Goshajinkigan	946	1,889	2,892	3,686	926	1,806	2,794	3,625
14 / Hangeshashinto	344	692	1,055	1,334	345	670	1,030	1,350
Total of "Drug Fostering" Program formulations	7,617	15,375	23,570	30,221	7,715	15,110	23,360	30,327
41 / Hochuekkito	1,739	3,699	5,588	7,098	1,766	3,680	5,597	7,158
68 / Shakuyakukanzoto	1,292	2,660	3,988	5,031	1,310	2,629	3,970	5,097
29 / Bakumondoto	1,073	2,002	3,382	4,511	1,091	2,004	3,530	4,734
24 / Kamishoyosan	1,148	2,342	3,577	4,534	1,155	2,263	3,533	4,539
17 / Goreisan	907	1,921	2,913	3,722	1,020	2,112	3,199	4,124
Total of Growing formulations	6,161	12,627	19,449	24,898	6,344	12,691	19,830	25,653
Total of "Drug Fostering" Program formulations and Growing formulations	13,778	28,002	43,020	55,120	14,060	27,801	43,190	55,980
Total of 129 prescription Kampo products	27,827	55,784	86,780	112,274	28,526	55,799	87,834	115,255