

TSE.4540

Supplementary Materials

The Third Quarter of the Term Ending March 31, 2020

February 7, 2020

TSUMURA & CO.

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Consolidated Statements of Income

(Million yen)

	FY 3/2019 3Q cumulative		FY 3/2020 3Q cumulative		Year-on-year		Full-year forecast for FY 3/2020			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Net sales	92,010	100.0%	95,185	100.0%	3,175	3.5%	125,000	100.0%	4,093	3.4%
Cost of sales	37,403	40.7%	39,151	41.1%	1,747	4.7%	52,200	41.8%	2,748	5.6%
Gross profit on sales	54,606	59.3%	56,034	58.9%	1,427	2.6%	72,800	58.2%	1,344	1.9%
Selling, general and administrative expenses	39,326	42.7%	39,882	41.9%	556	1.4%	55,800	44.6%	2,864	5.4%
Operating profit	15,280	16.6%	16,151	17.0%	871	5.7%	17,000	13.6%	(1,520)	(8.2)%
Ordinary profit	16,094	17.5%	16,675	17.5%	581	3.6%	18,000	14.4%	(1,702)	(8.6)%
Profit attributable to owners of parent	11,731	12.8%	11,690	12.3%	(41)	(0.3)%	12,300	9.8%	(2,293)	(15.7)%

Capital investments, R&D expenses, etc.

(Million yen)

	FY 3/2019 3Q cumulative		FY 3/2020 3Q cumulative		Year-on-year		Full-year forecast for FY 3/2020			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Capital investments	5,252	5.7%	4,554	4.8%	(698)	(13.3)%	10,100	8.1%	1,014	11.2%
R&D expenses	4,461	4.8%	4,701	4.9%	240	5.4%	7,000	5.6%	1,073	18.1%
Advertising cost	414	0.5%	368	0.4%	(45)	(11.0)%	800	0.6%	(48)	(5.7)%
Depreciation	4,743	5.2%	4,808	5.1%	64	1.4%	6,500	5.2%	137	2.2%
Personnel expenses	22,795	24.8%	23,271	24.4%	475	2.1%	31,700	25.4%	1,242	4.1%

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 1Q	FY 3/2020 2Q cumulative	FY 3/2020 3Q cumulative
Amount	2.4%	2.3%	1.9%	2.4%	2.7%	3.3%	4.2%	3.3%
Number of items with higher yen sales	81	68	95	63	83	80	87	80

Product sales

(Million yen)

Rank		No.	Product Name	FY 3/2019 3Q cumulative	FY 3/2020 3Q cumulative	Year-on- year (Amount)	Year-on- year (%)
1	☆	100	Daikenchuto	8,053	8,023	(30)	(0.4)%
2	☆	54	Yokukansan	5,916	6,028	111	1.9%
3	☆	43	Rikkunshito	5,564	5,726	161	2.9%
4	G	41	Hochuekkito	5,597	5,589	(7)	(0.1)%
5	G	68	Shakuyakukanzoto	3,970	4,112	141	3.6%
6	G	29	Bakumondoto	3,530	3,682	151	4.3%
7	G	24	Kamishoyosan	3,533	3,621	88	2.5%
8	G	17	Goreisan	3,199	3,522	323	10.1%
9	☆	107	Goshajinkigan	2,794	2,813	18	0.7%
10		114	Saireito	2,704	2,752	47	1.8%
22	☆	14	Hangeshashinto	1,030	1,094	64	6.2%
		Total of "Drug Fostering" Program formulations		23,360	23,685	325	1.4%
		Total of Growing formulations		19,830	20,528	698	3.5%
		Total of 129 prescription Kampo products		87,834	90,722	2,888	3.3%

☆ : "Drug Fostering" Program formulations

G : Growing formulations

Consolidated Balance Sheets

(Million yen)

	As of March 31, 2019	As of December 31, 2019	Increase / decrease
Total assets	287,322	286,183	(1,139)
Current assets	190,027	185,325	(4,701)
Liquid assets	116,764	108,974	(7,789)
Inventories	51,808	56,490	4,682
Non-current assets	97,295	100,857	3,562
Property, plant and equipment	73,703	73,125	(578)
Total liabilities	81,181	77,723	(3,457)
Current liabilities	33,320	30,588	(2,732)
Non-current liabilities	47,861	47,135	(725)
Total net assets	206,141	208,460	2,318

Consolidated Statements of Cash Flows

(Million yen)

	FY 3/2019 3Q cumulative	FY 3/2020 3Q cumulative	Year-on-year
Cash flows from operating activities	2,271	10,634	8,363
Cash flows from investing activities	(15,683)	(5,598)	10,085
Cash flows from financing activities	(18,508)	(4,985)	13,522
Cash and cash equivalents at the end of the quarter	45,579	55,525	9,946

Quarterly data

Consolidated Statements of Income

(Million yen)

	FY 3/2019				FY 3/2020			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
Net sales	29,776	58,268	92,010	120,906	30,699	60,802	95,185	
Cost of sales	12,421	23,536	37,403	49,451	12,424	24,893	39,151	
Gross profit on sales	17,354	34,732	54,606	71,455	18,275	35,908	56,034	
Selling, general and administrative expenses	12,795	25,782	39,326	52,935	13,044	26,132	39,882	
Operating profit	4,559	8,950	15,280	18,520	5,230	9,776	16,151	
Ordinary profit	4,917	9,566	16,094	19,702	5,401	9,856	16,675	
Profit attributable to owners of parent	3,516	7,082	11,731	14,593	3,903	7,037	11,690	

Consolidated Balance Sheets

(Million yen)

	FY 3/2019				FY 3/2020			
	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	279,181	278,880	279,501	287,322	288,459	287,010	286,183	
Current assets	186,428	184,517	185,881	190,027	191,644	187,678	185,325	
Liquid assets	125,182	117,357	116,968	116,764	116,079	111,345	108,974	
Inventories	49,711	50,713	50,335	51,808	55,111	56,726	56,490	
Non-current assets	92,752	94,363	93,620	97,295	96,814	99,331	100,857	
Property, plant and equipment	71,326	71,015	71,543	73,703	73,811	74,377	73,125	
Total liabilities	81,521	77,596	76,195	81,181	81,972	80,170	77,723	
Current liabilities	34,806	29,922	28,142	33,320	35,702	33,222	30,588	
Non-current liabilities	46,714	47,673	48,053	47,861	46,269	46,948	47,135	
Total net assets	197,659	201,283	203,306	206,141	206,486	206,839	208,460	

Consolidated Statements of Cash Flows

(Million yen)

	FY 3/2019				FY 3/2020			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
Cash flows from operating activities	5,185	4,479	2,271	5,450	4,895	8,696	10,634	
Cash flows from investing activities	1,103	(4,534)	(15,683)	(7,697)	6,918	4,739	(5,598)	
Cash flows from financing activities	(17,351)	(17,523)	(18,508)	(18,528)	(2,356)	△ 2,529	(4,985)	
Cash and cash equivalents at the end of the quarter	66,888	60,014	45,579	56,243	66,142	66,800	55,525	

Product sales

(Million yen)

No. / Product Name	FY 3/2019				FY 3/2020			
	1Q	2Q cumulative	3Q cumulative	4Q cumulative	1Q	2Q cumulative	3Q cumulative	4Q cumulative
100 / Daikenchuto	2,704	5,226	8,053	10,430	2,662	5,262	8,023	
54 / Yokukansan	1,956	3,848	5,916	7,664	1,995	3,953	6,028	
43 / Rikkunshito	1,783	3,559	5,564	7,256	1,872	3,719	5,726	
107 / Goshajinkigan	926	1,806	2,794	3,625	936	1,831	2,813	
14 / Hangeshashinto	345	670	1,030	1,350	364	717	1,094	
Total of "Drug Fostering" Program formulations	7,715	15,110	23,360	30,327	7,831	15,484	23,685	
41 / Hochuekkito	1,766	3,680	5,597	7,158	1,761	3,670	5,589	
68 / Shakuyakukanzoto	1,310	2,629	3,970	5,097	1,340	2,724	4,112	
29 / Bakumondoto	1,091	2,004	3,530	4,734	1,188	2,210	3,682	
24 / Kamishoyosan	1,155	2,263	3,533	4,539	1,165	2,348	3,621	
17 / Goreisan	1,020	2,112	3,199	4,124	1,118	2,318	3,522	
Total of Growing formulations	6,344	12,691	19,830	25,653	6,574	13,273	20,528	
Total of "Drug Fostering" Program formulations and Growing formulations	14,060	27,801	43,190	55,980	14,406	28,757	44,214	
Total of 129 prescription Kampo products	28,526	55,799	87,834	115,255	29,480	58,141	90,722	