

TSE.4540

Supplementary Materials

The Second Quarter of the Term Ending March 31, 2020

November 6, 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	• • • • •	4
Consolidated Statements of Cash Flows	• • • • •	5
Product sales	• • • • •	5

Consolidated Statements of Income

(Million yen)

	FY 3/2019 2Q cumulative		FY 3/2020 2Q cumulative		Year-on-year		2Q cumulative 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	58,268	100.0%	60,802	100.0%	2,533	4.3%	61,500	100.0%	(697)	(1.1)%	125,000	100.0%	4,093	3.4%
Cost of sales	23,536	40.4%	24,893	40.9%	1,357	5.8%	25,700	41.8%	(806)	(3.1)%	52,200	41.8%	2,748	5.6%
Gross profit on sales	34,732	59.6%	35,908	59.1%	1,176	3.4%	35,800	58.2%	108	0.3%	72,800	58.2%	1,344	1.9%
Selling, general and administrative expenses	25,782	44.2%	26,132	43.0%	349	1.4%	27,700	45.0%	(1,567)	(5.7)%	55,800	44.6%	2,864	5.4%
Operating profit	8,950	15.4%	9,776	16.1%	826	9.2%	8,100	13.2%	1,676	20.7%	17,000	13.6%	(1,520)	(8.2)%
Ordinary profit	9,566	16.4%	9,856	16.2%	290	3.0%	8,700	14.1%	1,156	13.3%	18,000	14.4%	(1,702)	(8.6)%
Profit attributable to owners of parent	7,082	12.2%	7,037	11.6%	(44)	(0.6)%	6,000	9.8%	1,037	17.3%	12,300	9.8%	(2,293)	(15.7)%

Capital investments, R&D expenses, etc.

(Million yen)

	FY 3/2019 2Q		FY 3/2020 2Q cumulative		Year-on-year		2Q cumulative 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	3,124	6.7%	3,961	6.5%	836	26.8%	4,900	8.0%	(938)	(19.2)%	10,100	8.1%	1,014	11.2%
R&D expenses	2,998	5.1%	3,140	5.2%	142	4.8%	3,600	5.9%	(459)	(12.8)%	7,000	5.6%	1,073	18.1%
Advertising cost	313	0.5%	205	0.3%	(107)	(34.3)%	300	0.5%	(94)	(31.3)%	800	0.6%	(48)	(5.7)%
Depreciation	3,146	5.4%	3,242	5.3%	96	3.1%	3,300	5.4%	(57)	(1.7)%	6,500	5.2%	137	2.2%
Personnel expenses	15,116	25.9%	15,542	25.6%	425	2.8%	15,800	25.7%	(257)	(1.6)%	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
Amount	2.4%	2.3%	1.9%	2.4%	2.7%	3.3%	4.2%
Number of items with higher yen sales	81	68	95	63	83	80	87

Product sales

(Million yen)

Rank		No.	Product Name	FY 3/2019 2Q cumulative	FY 3/2020 2Q cumulative	Year-on- year (Amount)	Year-on- year (%)
1	☆	100	Daikenchuto	5,226	5,262	36	0.7%
2	☆	54	Yokukansan	3,848	3,953	104	2.7%
3	☆	43	Rikkunshito	3,559	3,719	160	4.5%
4	G	41	Hochuekkito	3,680	3,670	(9)	(0.3)%
5	G	68	Shakuyakukanzoto	2,629	2,724	94	3.6%
6	G	24	Kamishoyosan	2,263	2,348	84	3.7%
7	G	17	Goreisan	2,112	2,318	206	9.8%
8	G	29	Bakumondoto	2,004	2,210	206	10.3%
9	☆	107	Goshajinkigan	1,806	1,831	25	1.4%
10		114	Saireito	1,793	1,818	24	1.4%
22	☆	14	Hangeshashinto	670	717	47	7.0%
			Total of "Drug Fostering" Program formulations	15,110	15,484	373	2.5%
			Total of Growing formulations	12,691	13,273	581	4.6%
			Total of 129 prescription Kampo products	55,799	58,141	2,341	4.2%

☆ : "Drug Fostering" Program formulations

G : Growing formulations

Consolidated Balance Sheets

(Million yen)

	As of March 31, 2019	As of September 30, 2020	Increase / decrease
Total assets	287,322	287,010	(312)
Current assets	190,027	187,678	(2,349)
Liquid assets	116,764	111,345	(5,419)
Inventories	51,808	56,726	4,917
Non-current assets	97,295	99,331	2,036
Property, plant and equipment	73,703	74,377	673
Total liabilities	81,181	80,170	(1,010)
Current liabilities	33,320	33,222	(97)
Non-current liabilities	47,861	46,948	(912)
Total net assets	206,141	206,839	697

Consolidated Statements of Cash Flows

(Million yen)

	FY 3/2019 2Q cumulative	FY 3/2020 2Q cumulative	Year-on-year
Cash flows from operating activities	4,479	8,696	4,217
Cash flows from investing activities	(4,534)	4,739	9,273
Cash flows from financing activities	(17,523)	(2,529)	14,993
Cash and cash equivalents at the end of the quarter	60,014	66,800	6,786

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		
Cost of sales	12,421	23,536	37,403	49,451	12,424	24,893		
Gross profit on sales	17,354	34,732	54,606	71,455	18,275	35,908		
Selling, general and administrative expenses	12,795	25,782	39,326	52,935	13,044	26,132		
Operating profit	4,559	8,950	15,280	18,520	5,230	9,776		
Ordinary profit	4,917	9,566	16,094	19,702	5,401	9,856		
Profit attributable to owners of parent	3,516	7,082	11,731	14,593	3,903	7,037		

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		
Current assets	186,428	184,517	185,881	190,027	191,644	187,678		
Liquid assets	125,182	117,357	116,968	116,764	116,079	111,345		
Inventories	49,711	50,713	50,335	51,808	55,111	56,726		
Non-current assets	92,752	94,363	93,620	97,295	96,814	99,331		
Property, plant and equipment	71,326	71,015	71,543	73,703	73,811	74,377		
Total liabilities	81,521	77,596	76,195	81,181	81,972	80,170		
Current liabilities	34,806	29,922	28,142	33,320	35,702	33,222		
Non-current liabilities	46,714	47,673	48,053	47,861	46,269	46,948		
Total net assets	197,659	201,283	203,306	206,141	206,486	206,839		

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		
Cash flows from investing activities	1,103	(4,534)	(15,683)	(7,697)	6,918	4,739		
Cash flows from financing activities	(17,351)	(17,523)	(18,508)	(18,528)	(2,356)	(2,529)		
Cash and cash equivalents at the end of the quarter	66,888	60,014	45,579	56,243	66,142	66,800		

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		
54 / Yokukansan	1,956	3,848	5,916	7,664	1,995	3,953		
43 / Rikkunshito	1,783	3,559	5,564	7,256	1,872	3,719		
107 / Goshajinkigan	926	1,806	2,794	3,625	936	1,831		
14 / Hangeshashinto	345	670	1,030	1,350	364	717		
Total of "Drug Fostering" Program formulations	7,715	15,110	23,360	30,327	7,831	15,484		
41 / Hochuekkito	1,766	3,680	5,597	7,158	1,761	3,670		
68 / Shakuyakukanzoto	1,310	2,629	3,970	5,097	1,340	2,724		
29 / Bakumondoto	1,091	2,004	3,530	4,734	1,188	2,210		
24 / Kamishoyosan	1,155	2,263	3,533	4,539	1,165	2,348		
17 / Goreisan	1,020	2,112	3,199	4,124	1,118	2,318		
Total of Growing formulations	6,344	12,691	19,830	25,653	6,574	13,273		
Total of "Drug Fostering" Program formulations and Growing formulations	14,060	27,801	43,190	55,980	14,406	28,757		
Total of 129 prescription Kampo products	28,526	55,799	87,834	115,255	29,480	58,141		