

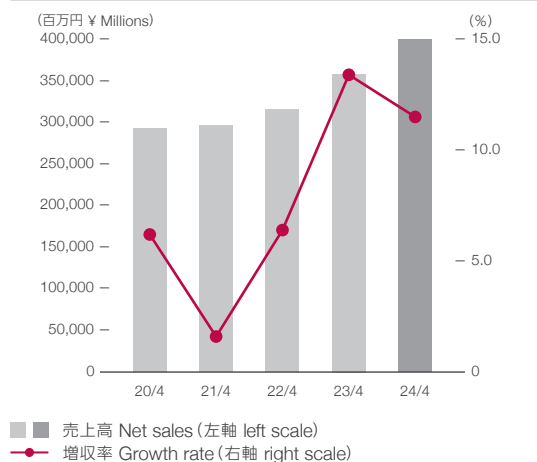
D A T A

F I L E

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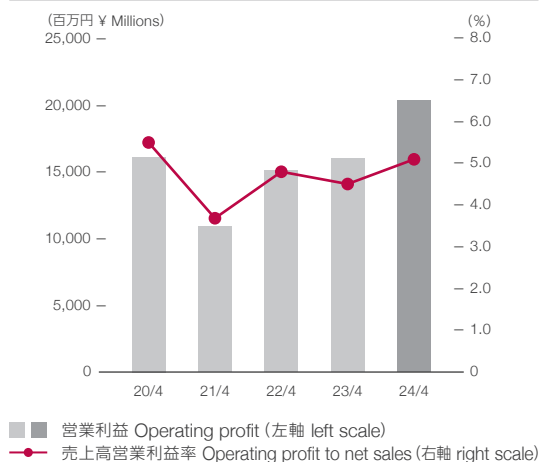
売上高／増収率

Net sales / Growth rate



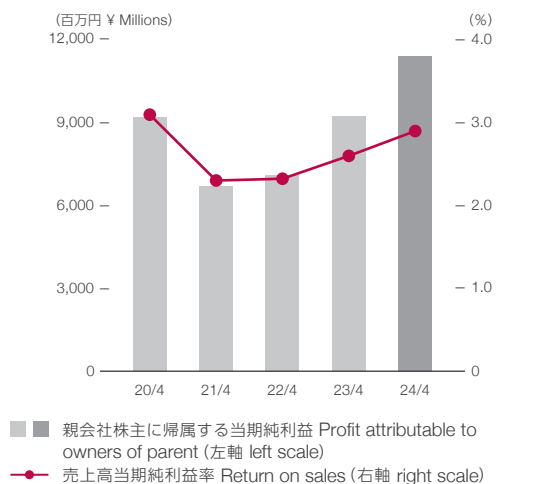
営業利益／売上高営業利益率

Operating profit / Operating profit to net sales



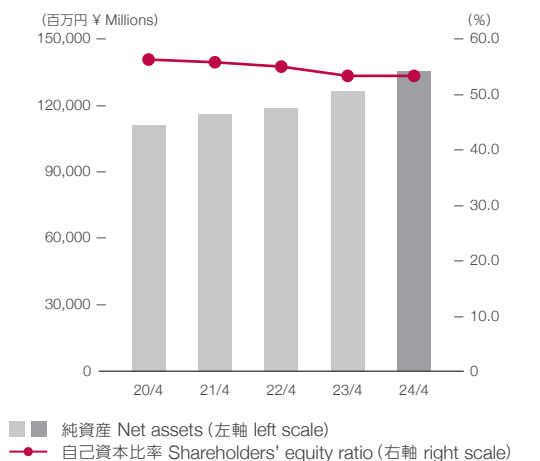
親会社株主に帰属する当期純利益／売上高当期純利益率

Profit attributable to owners of parent / Return on sales



純資産／自己資本比率

Net assets / Shareholders' equity ratio

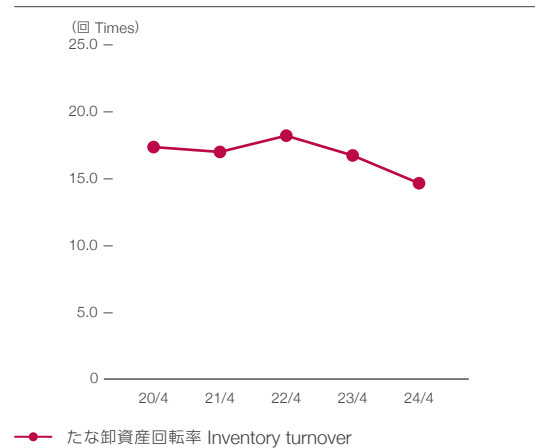


		連結 Consolidated				
		(百万円 ¥ Millions)				
		20/4	21/4	22/4	23/4	24/4
売上高	Net sales	292,615	297,305	316,247	358,742	399,824
増収率	Growth rate	6.2%	1.6%	6.4%	13.4%	11.5%
営業利益	Operating profit	16,068	10,932	15,139	16,004	20,432
売上高営業利益率	Operating profit to net sales	5.5%	3.7%	4.8%	4.5%	5.1%
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	9,179	6,697	7,092	9,234	11,401
売上高当期純利益率	Return on sales	3.1%	2.3%	2.2%	2.6%	2.9%
純資産	Net assets	111,003	115,837	119,010	126,546	135,411
自己資本比率	Shareholders' equity ratio	57.3%	56.8%	56.0%	54.6%	54.3%

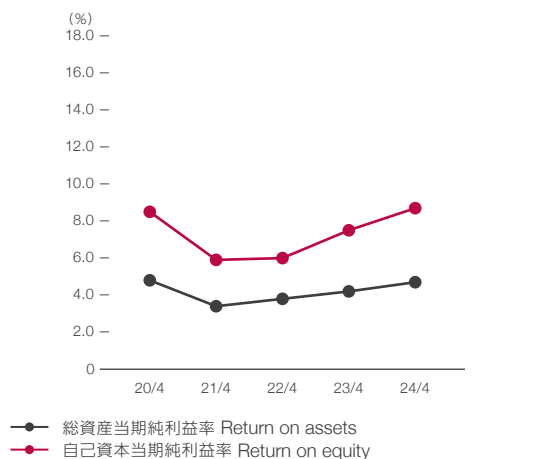
投下資本利益率
Return on investment



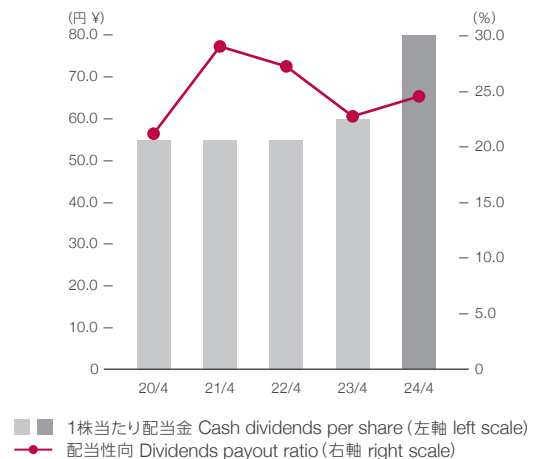
たな卸資産回転率
Inventory turnover



総資産当期純利益率 / 自己資本当期純利益率
Return on assets /
Return on equity



1株当たり配当金 / 配当性向
Cash dividends per share /
Dividends payout ratio



連結 Consolidated

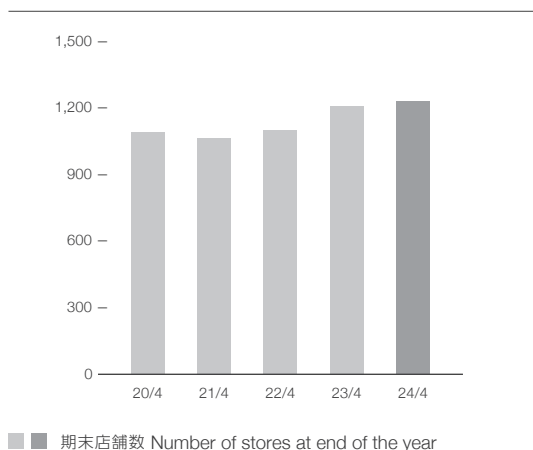
		20/4	21/4	22/4	23/4	24/4
投下資本利益率(ROI)	Return on investment	13.8%	9.8%	10.6%	12.0%	13.4%
たな卸資産回転率(回)	Inventory turnover (times)	17.4	17.0	18.3	16.8	14.7
総資産当期純利益率(ROA)	Return on assets	4.8%	3.4%	3.4%	4.2%	4.7%
自己資本当期純利益率(ROE)	Return on equity	8.5%	5.9%	6.0%	7.5%	8.7%
1株当たり当期純利益(円)	Earnings per share (yen)	259.11	189.04	201.47	262.87	324.64
1株当たり純資産(円)	Net assets per share (yen)	3,130.77	3,267.49	3,385.51	3,599.47	3,866.55
1株当たり配当金(円)	Cash dividends per share (yen)	55.0	55.0	55.0	60.0	80.0
発行済株式数(株)	Number of shares outstanding (shares)	35,427,484	35,427,321	35,127,301	35,130,024	34,994,321
配当性向	Dividends payout ratio	21.2%	29.1%	27.3%	22.8%	24.6%
従業員数(人)	Number of employees (persons)	13,158	13,065	13,009	14,147	15,114

注: 投下資本利益率(ROI)=税金等調整前当期純利益/(純資産+減価償却費)×100
たな卸資産回転率=売上原価/たな卸資産(期中平均)
総資産当期純利益率(ROA)=親会社株主に帰属する当期純利益/総資産(期中平均)×100
自己資本当期純利益率(ROE)=親会社株主に帰属する当期純利益/自己資本(期中平均)×100
発行済株式数は、自己株式控除後の株式数です。

Notes: Return on investment = Income before income taxes and minority interests / (Net assets + Depreciation and amortization) × 100
Inventory turnover = Cost of sales / Inventories (yearly average)
Return on assets = Profit attributable to owners of parent / Total assets (yearly average) × 100
Return on equity = Profit attributable to owners of parent / Shareholders' equity (yearly average) × 100
The number of shares outstanding is net of treasury stock.

〈ファーマシー事業〉期末店舗数

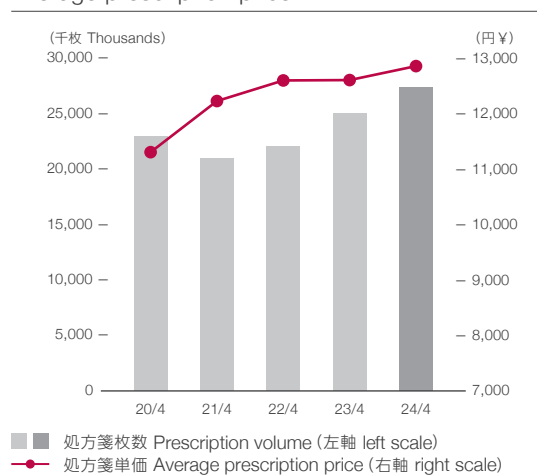
Dispensing pharmacy business:
Number of stores at end of the year



■ 期末店舗数 Number of stores at end of the year

〈ファーマシー事業〉処方箋枚数／処方箋単価

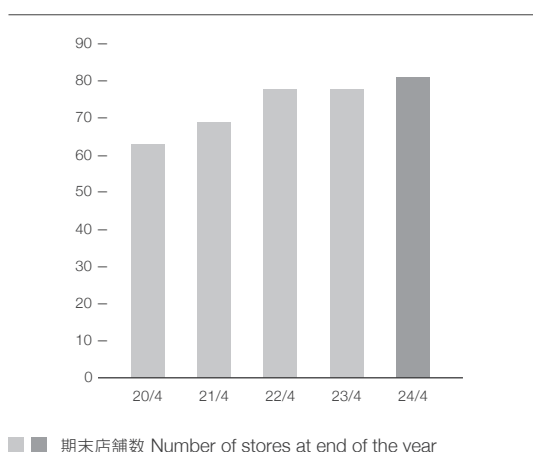
Dispensing pharmacy business:
Prescription volume /
Average prescription price



■ 処方箋枚数 Prescription volume (左軸 left scale)
● 処方箋単価 Average prescription price (右軸 right scale)

〈リテール事業〉期末店舗数

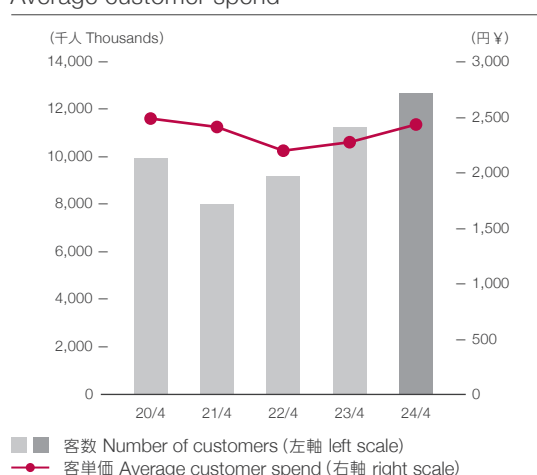
Cosmetic and drug store business:
Number of stores at end of the year



■ 期末店舗数 Number of stores at end of the year

〈リテール事業〉客数／客単価

Cosmetic and drug store business:
Number of customers /
Average customer spend



■ 客数 Number of customers (左軸 left scale)
● 客単価 Average customer spend (右軸 right scale)

連結 Consolidated

		20/4	21/4	22/4	23/4	24/4
〈ファーマシー事業 Dispensing pharmacy business〉						
期末店舗数	Number of stores at end of the year	1,088	1,065	1,099	1,209	1,231
処方箋枚数(千枚)	Prescription volume (thousands)	22,947	20,963	22,077	25,058	27,357
処方箋単価(円)	Average prescription price (yen)	11,304	12,352	12,604	12,610	12,863
〈リテール事業 Cosmetic and drug store business〉						
期末店舗数	Number of stores at end of the year	63	69	78	78	81
期末売場面積(m ²)	Total sales floor at end of the year (m ²)	26,205	28,228	31,539	31,688	30,759
客数(千人)	Number of customers (thousands)	9,941	8,001	9,190	11,227	12,697
客単価(円)	Average customer spend (yen)	2,492	2,427	2,237	2,288	2,450

連結貸借対照表		Consolidated Balance Sheet		
		(百万円 ¥ Millions)		
会計年度末	At fiscal year-end	22/4	23/4	24/4
(資産の部)	Assets			
流動資産	Current assets	100,765	98,305	110,743
現金及び預金	Cash and deposits	59,729	46,796	48,611
受取手形及び売掛金	Notes and accounts receivable - trade	10,110	13,249	15,852
たな卸資産	Inventories	14,790	21,586	24,645
短期貸付金	Short-term loans receivable	306	355	144
未収入金	Accounts receivable - other	11,832	11,969	16,000
その他	Other	3,995	4,348	5,490
固定資産	Non-current assets	111,696	133,444	138,666
有形固定資産	Property, plant and equipment	30,636	39,459	43,450
建物及び構築物(純額)	Buildings and structures	17,512	21,407	27,122
土地	Land	8,581	10,602	10,207
建設仮勘定	Construction in progress	1,804	3,904	1,896
その他(純額)	Other, net	2,737	3,545	4,224
無形固定資産	Total intangible assets	41,219	52,343	51,242
投資その他の資産	Total investments and other assets	39,840	41,641	43,973
資産合計	Total assets	212,461	231,750	249,409
(負債の部)	Liabilities			
流動負債	Current liabilities	81,805	92,986	103,232
買掛金	Accounts payable - trade	50,756	58,698	65,506
短期借入金	Short-term borrowings	2,643	3,670	3,467
未払法人税等	Income taxes payable	4,391	3,328	4,532
預り金	Deposits received	15,415	18,232	19,063
賞与引当金	Provision for bonuses	2,713	3,215	3,394
役員賞与引当金	Provision for bonuses for directors	18	22	19
その他	Other	5,321	5,284	6,784
固定負債	Non-current liabilities	11,645	12,218	10,765
長期借入金	Long-term borrowings	5,815	5,021	3,227
リース債務	Lease obligations	9	32	38
退職給付に係る負債	Retirement benefit liability	3,578	4,498	4,662
その他	Other	2,242	2,664	2,837
負債合計	Total liabilities	93,450	105,204	113,998
(純資産の部)	Net assets			
株主資本	Shareholders' equity	119,038	126,362	134,847
資本金	Share capital	21,894	21,894	21,894
資本剰余金	Capital surplus	20,500	20,504	20,131
利益剰余金	Retained earnings	78,661	85,963	95,257
自己株式	Treasury stock	(2,018)	(2,000)	(2,436)
その他の包括利益累計額	Accumulated other comprehensive income (loss)	(114)	87	459
その他有価証券評価差額金	Valuation differences on available-for-sale securities	(39)	(7)	234
退職給付に係る調整累計額	Remeasurements of defined benefit plans	(75)	95	225
非支配株主持分	Non-controlling interests	86	96	104
純資産合計	Total net assets	119,010	126,546	135,411
負債純資産合計	Total liabilities and net assets	212,461	231,750	249,409

連結損益計算書		Consolidated Statement of Income		
		(百万円 ¥ Millions)		
会計年度	Fiscal years ended	22/4	23/4	24/4
売上高	Net sales	316,247	358,742	399,824
売上原価	Cost of sales	266,275	305,043	340,301
売上総利益	Gross profit	49,971	53,698	59,522
販売費及び一般管理費	Selling, general and administrative expenses	34,832	37,694	39,090
営業利益	Operating profit	15,139	16,004	20,432
営業外収益	Non-operating income	1,323	1,379	1,373
営業外費用	Non-operating expenses	421	318	428
経常利益	Ordinary profit	16,041	17,064	21,377
特別利益	Extraordinary income	406	121	441
特別損失	Extraordinary losses	3,322	1,303	2,738
税金等調整前当期純利益	Income before income taxes	13,125	15,882	19,080
法人税、住民税及び事業税	Income taxes-current	6,925	6,844	7,980
法人税等調整額	Income taxes-deferred	(899)	(205)	(309)
当期純利益	Profit	7,100	9,244	11,409
非支配株主に帰属する当期純利益	Profit attributable to non-controlling interests	8	9	7
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	7,092	9,234	11,401

連結キャッシュ・フロー計算書		Consolidated Statement of Cash Flows		
		(百万円 ¥ Millions)		
会計年度	Fiscal years ended	22/4	23/4	24/4
営業活動によるキャッシュ・フロー	Cash flows from operating activities	26,156	20,267	23,023
投資活動によるキャッシュ・フロー	Cash flows from investing activities	(13,943)	(22,292)	(15,748)
財務活動によるキャッシュ・フロー	Cash flows from financing activities	(7,753)	(11,237)	(5,110)
現金及び現金同等物の増加額	Net increase in cash and cash equivalents	4,460	(13,262)	2,164
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of the year	55,009	59,470	46,217
現金及び現金同等物の期末残高	Cash and cash equivalents at end of the year	59,470	46,217	48,381

◆セグメント情報

Segment Information

(百万円 ¥ Millions)

		20/4	21/4	22/4	23/4	24/4
ファーマシー事業 Dispensing pharmacy business						
売上高	Sales	263,750	263,095	283,111	321,577	357,571
セグメント利益	Segment profit	20,850	20,947	25,082	24,135	27,587
減価償却費	Depreciation and amortization	2,676	2,571	2,531	3,118	3,684
リテール事業 Cosmetic and drug store business						
売上高	Sales	24,701	19,419	20,558	25,685	31,111
セグメント利益(損失)	Segment profit (loss)	262	(1,999)	(1,764)	1,214	3,096
減価償却費	Depreciation and amortization	391	536	534	426	438

◆設備投資／減価償却費

Capital Investment / Depreciation and Amortization

(百万円 ¥ Millions)

		20/4	21/4	22/4	23/4	24/4
設備投資	Capital investment	10,536	8,122	12,756	14,756	15,268
減価償却費	Depreciation and amortization	4,087	4,243	4,792	5,529	6,464

注：設備投資=有形及び無形固定資産+敷金・保証金

Note: Capital investment = Property, plant and equipment + Intangible fixed assets + Deposits and guarantees

◆地域別店舗数

Number of Stores by Region

(2024年4月期末現在) (At end of the fiscal year ended April 30, 2024)

		北海道 Hokkaido	東北 Tohoku	関東・甲信越 Kanto/Koshinetsu	北陸・東海 Hokuriku/Tokai	近畿 Kinki	中国・四国 Chugoku/Sikoku	九州・沖縄 Kyusyu/Okinawa
ファーマシー事業	Dispensing pharmacy business	114	163	466	117	146	156	69
リテール事業	Cosmetic and drug store business	18	1	44	2	8	1	7

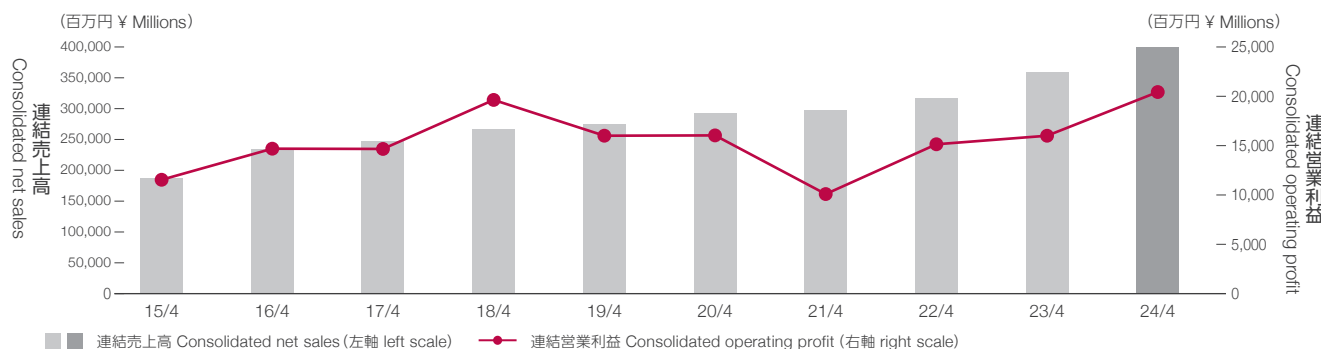
成長の推移

History of Growth

	15/4期 FY4/15	16/4期 FY4/16	17/4期 FY4/17	18/4期 FY4/18	19/4期 FY4/19	20/4期 FY4/20	21/4期 FY4/21	22/4期 FY4/22	23/4期 FY4/23	24/4期 FY4/24
医療費 改定 Revisions		調剤報酬改定 +0.17% Revision ratio on dispensing fees		調剤報酬改定 +0.19% Revision ratio on dispensing fees		調剤報酬改定 +0.12% ※1 +0.16% ※2 Revision ratio on dispensing fees	薬価改定	調剤報酬改定 +0.08% Revision ratio on dispensing fees	薬価改定	調剤報酬改定 +0.16% Revision ratio on dispensing fees
		薬価改定 -5.57% Revision ratio on drug prices		薬価改定 -7.48% Revision ratio on drug prices		薬価改定 -2.4% ※1 -4.38% ※2 Revision ratio on drug prices		薬価改定 -6.69% Revision ratio on drug prices		薬価改定 -4.67% Revision ratio on drug prices
調剤薬局 のM&A M&As of dispensing pharmacy	119店舗 119 stores	110店舗 110 stores	182店舗 182 stores	11店舗 11 stores	134店舗 134 stores	6店舗 6 stores	14店舗 14 stores	24店舗 24 stores	114店舗 114 stores	21店舗 21 stores

※1 消費税増税に伴い2019年10月に実施 which are conducted in October 2019 due to the consumption tax rate increased

※2 2020年4月に実施 which are conducted in April 2020



■ 連結売上高 Consolidated net sales (左軸 left scale) ● 連結営業利益 Consolidated operating profit (右軸 right scale)

商号	株式会社アインホールディングス
設立	1969年8月
本社	札幌市白石区東札幌5条2丁目4-30
代表者	代表取締役社長 大谷 喜一
資本金	218億9,497万円
発行済株式総数	35,428,212株 (自己株式を含む)
決算期	4月
証券コード	9627 (プライム、札証)
事業内容	調剤薬局・コスメ&ドラッグストアの経営、ジェネリック医薬品の卸売販売、化粧品の販売、売店の経営等、各事業を中心とした企業グループの企画・管理・運営
従業員数	15,114人 (2024年4月末時点) (パート含む) (グループ連結)
事業所	東京オフィス
店舗数	1,312店舗 (調剤薬局1,231店舗、コスメ&ドラッグストア81店舗) (グループ連結)

Corporate Name	AIN HOLDINGS INC.
Established	August 1969
Head Office	5-2-4-30, Higashi-sapporo, Shiroishi-ku, Sapporo-shi, Hokkaido
Representative	Kiichi Otani President and Representative Director
Common Stock	¥ 21,894 million
Number of Shares Outstanding	35,428,212 shares (including treasury stock)
Fiscal Year-end	April
Securities Code Number	9627 (Tokyo Prime Market, Sapporo Securities Exchange)
Business Lines	Planning, management and operation of the corporate Group, focused on dispensing pharmacy and cosmetic and drug store operation, generic drug wholesaling, sales of cosmetics, retail shop operation and the Group's other businesses.
Number of Employees	15,114 (As of April 30, 2024) (including part-time workers ; consolidated basis)
Office	Tokyo Office
Number of Stores	1,312 (1,231 dispensing pharmacies, 81 cosmetic and drug stores ; consolidated basis)

