

TSE.4540

Supplementary Materials

The Third Quarter of the Term Ending March 31, 2019

February 7, 2019

TSUMURA & CO.

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Consolidated Statements of Income

(Million yen)

	FY 3/2018 3Q cumulative		FY 3/2019 3Q cumulative		Year-on-year		Full-year forecast for FY 3/2019			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Net sales	90,911	100.0%	92,010	100.0%	1,099	1.2%	120,500	100.0%	2,620	2.2%
Cost of sales	37,755	41.5%	37,403	40.7%	(351)	(0.9)%	49,000	40.7%	(603)	(1.2)%
Gross profit on sales	53,155	58.5%	54,606	59.3%	1,451	2.7%	71,500	59.3%	3,224	4.7%
Selling, general and administrative expenses	38,020	41.8%	39,326	42.7%	1,306	3.4%	54,000	44.8%	2,775	5.4%
Operating profit	15,135	16.6%	15,280	16.6%	145	1.0%	17,500	14.5%	449	2.6%
Ordinary profit	15,684	17.3%	16,094	17.5%	410	2.6%	18,000	14.9%	85	0.5%
Profit attributable to owners of parent	12,302	13.5%	11,731	12.8%	(570)	(4.6)%	12,800	10.6%	(1,704)	(11.8)%

Capital investments, R&D expenses, etc.

(Million yen)

	FY 3/2018 3Q cumulative		FY 3/2019 3Q cumulative		Year-on-year		Full-year forecast for FY 3/2019			
	Amount	% of sales	Amount	% of sales	Amount	%	Amount	% of sales	Year-on-year (Amount)	Year-on-year (%)
Capital investments	7,703	8.5%	5,269	5.7%	(2,434)	(31.6)%	13,200	11.0%	1,287	10.8%
R&D expenses	4,468	4.9%	4,461	4.8%	(6)	(0.2)%	6,300	5.2%	251	4.2%
Advertising cost	341	0.4%	414	0.5%	72	21.2%	900	0.7%	28	3.3%
Depreciation	4,586	5.0%	4,743	5.2%	157	3.4%	6,600	5.5%	442	7.2%
Personnel expenses	22,403	24.6%	22,795	24.8%	392	1.8%	30,900	25.6%	897	3.0%

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
Amount	3.2%	2.4%	2.3%	1.9%	2.4%	2.5%	0.0%	1.2%
Number of items with higher yen sales	66	81	68	95	63	77	51	62

Product sales

(Million yen)

Rank		No.	Product Name	FY 3/2018 3Q cumulative	FY 3/2019 3Q cumulative	Year-on-year (Amount)	Year-on-year (%)
1	☆	100	Daikenchuto	8,225	8,053	(171)	(2.1)%
2	☆	54	Yokukansan	5,903	5,916	12	0.2%
3	G	41	Hochuekkito	5,588	5,597	8	0.2%
4	☆	43	Rikkunshito	5,494	5,564	69	1.3%
5	G	68	Shakuyakukanzoto	3,988	3,970	(17)	(0.4)%
6	G	24	Kamishoyosan	3,577	3,533	(44)	(1.2)%
7	G	29	Bakumondoto	3,382	3,530	148	4.4%
8	G	17	Goreisan	2,913	3,199	285	9.8%
9	☆	107	Goshajinkigan	2,892	2,794	(97)	(3.4)%
10		114	Saireito	2,714	2,704	(10)	(0.4)%
22	☆	14	Hangeshashinto	1,055	1,030	(24)	(2.3)%
			Total of "Drug Fostering" Program formulations	23,570	23,360	(210)	(0.9)%
			Total of Growing formulations	19,449	19,830	381	2.0%
			Total of 129 prescription Kampo products	86,780	87,834	1,053	1.2%

☆ : "Drug Fostering" Program formulations

G : Growing formulations

Consolidated Balance Sheets

(Million yen)

	As of March 31, 2018	As of December 31, 2018	Increase / decrease
Total assets	292,379	279,501	(12,878)
Current assets	190,888	185,881	(5,007)
Liquid assets	129,926	116,968	(12,958)
Inventories	49,994	50,335	340
Non-current assets	101,491	93,620	(7,871)
Property, plant and equipment	71,329	71,543	213
Total liabilities	95,846	76,195	(19,651)
Current liabilities	48,766	28,142	(20,623)
Non-current liabilities	47,080	48,053	972
Total net assets	196,533	203,306	6,772

*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 3Q cumulative	FY 3/2019 3Q cumulative	Year-on-year
Cash flows from operating activities	14,655	2,271	(12,383)
Cash flows from investing activities	(18,433)	(15,683)	2,750
Cash flows from financing activities	50,416	(18,508)	(68,924)
Cash and cash equivalents at the end of the quarter	76,573	45,579	(30,994)

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	-
Cost of sales	12,366	24,404	37,755	49,603	12,421	23,536	37,403	-
Gross profit on sales	16,701	33,878	53,155	68,275	17,354	34,732	54,606	-
Selling, general and administrative expenses	12,259	24,893	38,020	51,224	12,795	25,782	39,326	-
Operating profit	4,441	8,985	15,135	17,050	4,559	8,950	15,280	-
Ordinary profit	4,579	9,248	15,684	17,914	4,917	9,566	16,094	-
Profit attributable to owners of parent	3,194	6,614	12,302	14,504	3,516	7,082	11,731	-

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	-
Current assets	164,400	165,760	198,145	190,888	186,428	184,517	185,881	-
Liquid assets	102,889	104,303	136,476	129,926	125,182	117,357	116,968	-
Inventories	50,312	48,887	49,738	49,994	49,711	50,713	50,335	-
Non-current assets	89,491	91,833	89,540	101,491	92,752	94,363	93,620	-
Property, plant and equipment	65,508	68,141	68,321	71,329	71,326	71,015	71,543	-
Total liabilities	95,384	95,143	92,220	95,846	81,521	77,596	76,195	-
Current liabilities	49,198	48,200	43,875	48,766	34,806	29,922	28,142	-
Non-current liabilities	46,185	46,942	48,344	47,080	46,714	47,673	48,053	-
Total net assets	158,508	162,450	195,465	196,533	197,659	201,283	203,306	-

*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	-
Cash flows from investing activities	(1,219)	(19,011)	(18,433)	(23,354)	1,103	(4,534)	(15,683)	-
Cash flows from financing activities	25,436	25,317	50,416	50,305	(17,351)	(17,523)	(18,508)	-
Cash and cash equivalents at the end of the quarter	62,504	47,439	76,573	78,313	66,888	60,014	45,579	-

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	-
54 / Yokukansan	1,922	3,864	5,903	7,571	1,956	3,848	5,916	-
43 / Rikkunshito	1,742	3,577	5,494	7,044	1,783	3,559	5,564	-
107 / Goshajinkigan	946	1,889	2,892	3,686	926	1,806	2,794	-
14 / Hangeshashinto	344	692	1,055	1,334	345	670	1,030	-
Total of "Drug Fostering" Program formulations	7,617	15,375	23,570	30,221	7,715	15,110	23,360	-
41 / Hochuekkito	1,739	3,699	5,588	7,098	1,766	3,680	5,597	-
68 / Shakuyakukanzoto	1,292	2,660	3,988	5,031	1,310	2,629	3,970	-
29 / Bakumondoto	1,073	2,002	3,382	4,511	1,091	2,004	3,530	-
24 / Kamishoyosan	1,148	2,342	3,577	4,534	1,155	2,263	3,533	-
17 / Goreisan	907	1,921	2,913	3,722	1,020	2,112	3,199	-
Total of Growing formulations	6,161	12,627	19,449	24,898	6,344	12,691	19,830	-
Total of "Drug Fostering" Program formulations and Growing formulations	13,778	28,002	43,020	55,120	14,060	27,801	43,190	-
Total of 129 prescription Kampo products	27,827	55,784	86,780	112,274	28,526	55,799	87,834	-