

2022年2月期第3四半期 決算

Financial Results for the Third Quarter of Fiscal Year Ending February 2022

(補足資料)

(Supplementary Material)

ウエルシアホールディングス株式会社

Welcia Holdings Co., Ltd.

2022年1月11日

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1. 経営指標等の推移（連結） Trends in Management Indexes (Consolidated)

(単位：百万円)(Unit: million yen)

| 区分 Type | 項目 Item | 2021年2月期 Fiscal year ending February 2021 | | | | | | | | | | | 2022年2月期 Fiscal year ending February 2022 | | | | | | | | | |
|---|--|--|-------------------|----------------|---------------------------|--------|--------|-------------|--------|--------|-------------|--------|--|-------------|--------|--------|-------------|--------|--------|-------------|--------|--------|
| | | 第1四半期 1Q | | | 第2四半期 2Q | | | 第3四半期 3Q | | | 第4四半期 4Q | | | 第1四半期 1Q | | | 第2四半期 2Q | | | 第3四半期 3Q | | |
| | | 金額 Amount | 構成比 % of total | 前年比 Y/Y | 金額 | 構成比 | 前年比 | 金額 | 構成比 | 前年比 | 金額 | 構成比 | 前年比 | 金額 | 構成比 | 前年比 | 金額 | 構成比 | 前年比 | 金額 | 構成比 | 前年比 |
| 期間 Period | 売上高 Net sales | 232,502 | 100.0% | 110.5% | 244,153 | 100.0% | 112.5% | 233,752 | 100.0% | 109.3% | 239,243 | 100.0% | 105.4% | 248,861 | 100.0% | 107.0% | 259,433 | 100.0% | 106.3% | 248,108 | 100.0% | 106.1% |
| | 売上総利益 Gross operating profit | 69,525 | 29.9% | 109.3% | 78,171 | 32.0% | 117.3% | 70,954 | 30.4% | 111.3% | 77,394 | 32.3% | 105.4% | 74,618 | 30.0% | 107.3% | 83,195 | 32.1% | 106.4% | 75,805 | 30.6% | 106.8% |
| | 販売費及び一般管理費 SG&A expenses | 58,998 | 25.4% | 106.4% | 62,215 | 25.5% | 110.3% | 64,464 | 27.6% | 112.0% | 67,391 | 28.1% | 111.9% | 67,336 | 27.1% | 114.1% | 67,742 | 26.1% | 108.9% | 68,726 | 27.7% | 106.6% |
| | 営業利益 Operating income | 10,526 | 4.5% | 129.4% | 15,955 | 6.5% | 155.6% | 6,489 | 2.8% | 104.8% | 10,002 | 4.2% | 75.7% | 7,282 | 2.9% | 69.2% | 15,453 | 6.0% | 96.9% | 7,079 | 2.9% | 109.1% |
| | 経常利益 Ordinary income | 11,253 | 4.8% | 127.5% | 16,632 | 6.8% | 153.8% | 7,208 | 3.1% | 104.7% | 10,705 | 4.5% | 77.4% | 8,851 | 3.6% | 78.7% | 16,294 | 6.3% | 98.0% | 7,797 | 3.1% | 108.2% |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | 6,602 | 2.8% | 121.3% | 10,698 | 4.4% | 166.7% | 4,392 | 1.9% | 107.9% | 6,306 | 2.6% | 91.7% | 5,307 | 2.1% | 80.4% | 10,219 | 3.9% | 95.5% | 4,681 | 1.9% | 106.6% |
| | 期中平均株式数(株) Average number of shares | 104,466,836 (208,933,673) | | | 104,487,762 (208,975,524) | | | 208,469,550 | | | 208,000,159 | | | 208,094,371 | | | 208,284,127 | | | 208,392,007 | | |
| | 1株当たり当期純利益(円) Net income per share (yen) | 63.20 (31.60) | | | 102.39 (51.20) | | | 21.07 | | | 30.32 | | | 25.50 | | | 49.07 | | | 22.46 | | |
| 累計 Cumulative | 売上高 Net sales | 232,502 | 100.0% | 110.5% | 476,656 | 100.0% | 111.5% | 710,408 | 100.0% | 110.8% | 949,652 | 100.0% | 109.4% | 248,861 | 100.0% | 107.0% | 508,295 | 100.0% | 106.6% | 756,403 | 100.0% | 106.5% |
| | 売上総利益 Gross operating profit | 69,525 | 29.9% | 109.3% | 147,696 | 31.0% | 113.4% | 218,650 | 30.8% | 112.7% | 296,044 | 31.2% | 110.7% | 74,618 | 30.0% | 107.3% | 157,814 | 31.0% | 106.9% | 233,620 | 30.9% | 106.8% |
| | 販売費及び一般管理費 SG&A expenses | 58,998 | 25.4% | 106.4% | 121,214 | 25.4% | 108.3% | 185,679 | 26.2% | 109.6% | 253,070 | 26.7% | 110.2% | 67,336 | 27.1% | 114.1% | 135,078 | 26.5% | 111.4% | 203,804 | 27.0% | 109.8% |
| | 営業利益 Operating income | 10,526 | 4.5% | 129.4% | 26,481 | 5.6% | 144.0% | 32,971 | 4.6% | 134.1% | 42,974 | 4.5% | 113.7% | 7,282 | 2.9% | 69.2% | 22,735 | 4.5% | 85.9% | 29,815 | 3.9% | 90.4% |
| | 経常利益 Ordinary income | 11,253 | 4.8% | 127.5% | 27,886 | 5.9% | 142.0% | 35,095 | 4.9% | 132.3% | 45,800 | 4.8% | 113.5% | 8,851 | 3.6% | 78.7% | 25,145 | 4.9% | 90.2% | 32,943 | 4.4% | 93.9% |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | 6,602 | 2.8% | 121.3% | 17,300 | 3.6% | 145.9% | 21,692 | 3.1% | 136.2% | 27,999 | 2.9% | 122.8% | 5,307 | 2.1% | 80.4% | 15,527 | 3.1% | 89.7% | 20,208 | 2.7% | 93.2% |
| | 期中平均株式数(株) Average number of shares | 104,466,836 (208,933,673) | | | 104,474,710 (208,949,421) | | | 208,790,627 | | | 208,595,717 | | | 208,094,371 | | | 208,189,249 | | | 208,256,343 | | |
| | 1株当たり当期純利益(円) Net income per share (yen) | 63.20 (31.60) | | | 165.60 (82.80) | | | 103.90 | | | 134.23 | | | 25.50 | | | 74.58 | | | 97.04 | | |
| 潜在株式調整後1株当たり当期純利益 Diluted net income per share | 63.14 (31.57) | | | 165.44 (82.72) | | | 103.80 | | | 134.10 | | | 25.48 | | | 74.52 | | | 96.96 | | | |

※期中平均株式数は、控除する自己株式数に「従業員持株E S O P信託口」、「役員報酬BIP信託口」が保有する当社株式数を含めて算出しております。

*The number of shares of the Company held in the "Employees' Stock Ownership ESOP Trust," the "Stock Grant ESOP Trust" and the "Directors' Remuneration BIP

in the number of treasury stocks, which was to be deducted from the calculation of the average number of shares outstanding.

※2021年2月期の「期中平均株式数」、「1株当たり当期純利益」及び「潜在株式調整後1株当たり当期純利益」の()内は、参考のため2020年9月1日付で行った株式分割(1:2)を前期期首に行ったと仮定し算出した概算数値を記載しております。

*The figures in parentheses of average number of shares outstanding, net income per share and diluted net income per share for fiscal year ended February 2021 are approximate figures calculated on the assumption that the two-for-one stock split on September 1, 2020 was executed at the beginning of the previous term for reference.

(単位：百万円)(Unit: million yen)

| 項 目 Item | 2021年2月期 Fiscal year ending February 2021 | | | | 2022年2月期 Fiscal year ending February 2022 | | |
|---|--|------------------------------|------------------|------------------|--|------------------|------------------|
| | 第1四半期末 1Q-end | 第2四半期末 2Q-end | 第3四半期末 3Q-end | 第4四半期末 4Q-end | 第1四半期末 1Q-end | 第2四半期末 2Q-end | 第3四半期末 3Q-end |
| 純資産額 Net assets | 166,317 | 176,847 | 173,875 | 180,351 | 183,378 | 194,247 | 196,161 |
| 総資産額 Total assets | 408,373 | 390,962 | 396,938 | 435,685 | 414,246 | 424,680 | 436,913 |
| 1株当たり純資産額 (円) Net asset per share (yen) | 1,585.22 (792.61) | 1,684.22 (842.11) | 831.86 | 862.82 | 875.13 | 926.57 | 935.42 |
| 自己資本比率 Equity ratio | 40.6% | 45.0% | 43.6% | 41.2% | 44.0% | 45.5% | 44.6% |
| 自己資本当期利益率 (ROE) Return on equity (ROE) | 4.0% | 10.2% | 13.0% | 16.4% | 2.9% | 8.3% | 10.8% |
| 総資産経常利益率 (ROA) Return on assets (ROA) | 2.8% | 7.1% | 8.9% | 11.1% | 2.1% | 5.8% | 7.6% |
| 営業活動によるキャッシュ・フロー Cash flows from operating activities | 16,333 | 5,042 | 6,339 | 46,396 | △ 15,426 | △ 804 | △ 318 |
| 投資活動によるキャッシュ・フロー Cash flows from investing activities | 1,741 | △ 4,129 | △ 10,165 | △ 16,147 | △ 8,231 | △ 13,813 | △ 19,976 |
| 財務活動によるキャッシュ・フロー Cash flows from financing activities | △ 5,852 | △ 8,874 | △ 12,894 | △ 16,970 | △ 5,640 | △ 8,172 | △ 4,329 |
| 現金及び現金同等物期末残高 Cash and cash equivalents at end of period | 49,855 | 29,676 | 20,932 | 50,937 | 21,655 | 28,159 | 26,336 |
| 株主数 (名) Number of shareholders | — | 12,027 | — | 45,505 | — | 21,523 | — |
| 発行済株式総数 (株) Number of shares issued (shares) | 104,816,838 (209,633,676) | 104,816,838 (209,633,676) | 209,633,676 | 209,633,676 | 209,633,676 | 209,633,676 | 209,633,676 |

※キャッシュ・フローは、各四半期の累計金額を記載しております。

*Cash flows for each quarter are cumulative totals.

※2021年2月期の「1株当たり純資産額」及び「発行済株式総数」の()内は、参考のため2020年9月1日付で行った株式分割(1:2)を前上期首に行ったと仮定し算出した概算数値を記載しております。

*The figures in parentheses of net asset per share and number of shares issued for fiscal year ended February 2021 are approximate figures calculated on the assumption that the two-for-one stock split on September 1, 2020 was executed at the beginning of the previous term for reference.

2. 計画実績対比表 Comparison of Projections vs. Actual Results

【 連結損益計算書等 Consolidated Income Statement, etc. 】

(単位：百万円)(Unit: million yen)

| 期 別 By period | | 第1四半期 1Q | | | 第2四半期 2Q | | | 上半期 計 1H total | | | 第3四半期 3Q | | | 第4四半期 4Q | | | 下半期 計 2H total | | | 通期合計 Full-year total | | | |
|----------------------------|--|---------------|-------------------|------------------------|---------------|-------------------|------------------------|-------------------|-------------------|------------------------|---------------|-------------------|------------------------|---------------|-------------------|------------------------|-------------------|-------------------|------------------------|-------------------------|-------------------|------------------------|--|
| 項 目 Item | | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | |
| 計 画 Projections | 売上高 Net sales | 249,000 | 100.0% | 107.1% | 259,500 | 100.0% | 106.3% | 508,500 | 100.0% | 106.7% | 253,550 | 100.0% | 108.5% | 258,950 | 100.0% | 108.2% | 512,500 | 100.0% | 108.4% | 1,021,000 | 100.0% | 107.5% | |
| | (内、調剤売上高) (Net sales from dispensing) | 46,610 | 18.7% | 110.8% | 47,190 | 18.2% | 112.4% | 93,800 | 18.4% | 111.6% | 48,940 | 19.3% | 111.2% | 51,060 | 19.7% | 110.7% | 100,000 | 19.5% | 111.0% | 193,800 | 19.0% | 111.3% | |
| | 売上総利益 Gross operating profit | 75,100 | 30.2% | 108.0% | 82,340 | 31.7% | 105.3% | 157,440 | 31.0% | 106.6% | 77,100 | 30.4% | 108.7% | 83,460 | 32.2% | 107.8% | 160,560 | 31.3% | 108.2% | 318,000 | 31.1% | 107.4% | |
| | 販売費及び一般管理費 SG&A expenses | 67,030 | 27.0% | 113.6% | 67,540 | 26.0% | 108.6% | 134,570 | 26.5% | 111.0% | 68,820 | 27.1% | 106.8% | 70,310 | 27.1% | 104.3% | 139,130 | 27.1% | 105.5% | 273,700 | 26.8% | 108.2% | |
| | 営業利益 Operating income | 8,070 | 3.2% | 76.7% | 14,800 | 5.7% | 92.8% | 22,870 | 4.5% | 86.4% | 8,280 | 3.3% | 127.6% | 13,150 | 5.1% | 131.5% | 21,430 | 4.2% | 129.9% | 44,300 | 4.3% | 103.1% | |
| | 経常利益 Ordinary income | 9,180 | 3.7% | 81.6% | 15,490 | 6.0% | 93.1% | 24,670 | 4.9% | 88.5% | 9,050 | 3.6% | 125.5% | 13,880 | 5.4% | 129.7% | 22,930 | 4.5% | 128.0% | 47,600 | 4.7% | 103.9% | |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | 5,820 | 2.3% | 88.1% | 9,340 | 3.6% | 87.3% | 15,160 | 3.0% | 87.6% | 5,420 | 2.1% | 123.4% | 6,420 | 2.5% | 101.8% | 11,840 | 2.3% | 110.7% | 27,000 | 2.6% | 96.4% | |
| | 既存店伸長率 Existing-store sales growth rate | 1.9% | | | 2.4% | | | 2.2% | | | 4.7% | | | 4.3% | | | 4.5% | | | 3.4% | | | |
| | 項 目 Item | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | 金 額 Amount | 構成比 % of total | 前年比 Y/Y | |
| 実 績 Actual Results | 売上高 Net sales | 248,861 | 100.0% | 107.0% | 259,433 | 100.0% | 106.3% | 508,295 | 100.0% | 106.6% | 248,108 | 100.0% | 106.1% | | | | | | | | | | |
| | (内、調剤売上高) (Net sales from dispensing) | 49,102 | 19.7% | 116.7% | 48,577 | 18.7% | 115.7% | 97,680 | 19.2% | 116.2% | 49,735 | 20.0% | 113.0% | | | | | | | | | | |
| | 売上総利益 Gross operating profit | 74,618 | 30.0% | 107.3% | 83,195 | 32.1% | 106.4% | 157,814 | 31.0% | 106.9% | 75,805 | 30.6% | 106.8% | | | | | | | | | | |
| | 販売費及び一般管理費 SG&A expenses | 67,336 | 27.1% | 114.1% | 67,742 | 26.1% | 108.9% | 135,078 | 26.5% | 111.4% | 68,726 | 27.7% | 106.6% | | | | | | | | | | |
| | 営業利益 Operating income | 7,282 | 2.9% | 69.2% | 15,453 | 6.0% | 96.9% | 22,735 | 4.5% | 85.9% | 7,079 | 2.9% | 109.1% | | | | | | | | | | |
| | 経常利益 Ordinary income | 8,851 | 3.6% | 78.7% | 16,294 | 6.3% | 98.0% | 25,145 | 4.9% | 90.2% | 7,797 | 3.1% | 108.2% | | | | | | | | | | |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | 5,307 | 2.1% | 80.4% | 10,219 | 3.9% | 95.5% | 15,527 | 3.1% | 89.7% | 4,681 | 1.9% | 106.6% | | | | | | | | | | |
| | 既存店伸長率 Existing-store sales growth rate | 1.6% | | | 2.3% | | | 2.0% | | | 2.6% | | | | | | | | | | | | |
| | 項 目 Item | 金 額 Amount | 構成比 % of total | 計画比 vs. projections | 金 額 Amount | 構成比 % of total | 計画比 vs. projections | 金 額 Amount | 構成比 % of total | 計画比 vs. projections | 金 額 Amount | 構成比 % of total | 計画比 vs. projections | 金 額 Amount | 構成比 % of total | 計画比 vs. projections | 金 額 Amount | 構成比 % of total | 計画比 vs. projections | 金 額 Amount | 構成比 % of total | 計画比 vs. projections | |
| 計画対比 vs. Projections | 売上高 Net sales | △ 138 | 0.0% | 99.9% | △ 66 | 0.0% | 100.0% | △ 204 | 0.0% | 100.0% | △ 5,441 | 0.0% | 97.9% | | | | | | | | | | |
| | (内、調剤売上高) (Net sales from dispensing) | 2,492 | 1.0% | 105.3% | 1,387 | 0.5% | 102.9% | 3,880 | 0.8% | 104.1% | 795 | 0.7% | 101.6% | | | | | | | | | | |
| | 売上総利益 Gross operating profit | △ 481 | △0.2% | 99.4% | 855 | 0.3% | 101.0% | 374 | 0.0% | 100.2% | △ 1,294 | 0.2% | 98.3% | | | | | | | | | | |
| | 販売費及び一般管理費 SG&A expenses | 306 | 0.1% | 100.5% | 202 | 0.1% | 100.3% | 508 | 0.1% | 100.4% | △ 93 | 0.6% | 99.9% | | | | | | | | | | |
| | 営業利益 Operating income | △ 787 | △0.3% | 90.2% | 653 | 0.3% | 104.4% | △ 134 | 0.0% | 99.4% | △ 1,200 | △0.4% | 85.5% | | | | | | | | | | |
| | 経常利益 Ordinary income | △ 328 | △0.1% | 96.4% | 804 | 0.3% | 105.2% | 475 | 0.0% | 101.9% | △ 1,252 | △0.5% | 86.2% | | | | | | | | | | |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | △ 512 | △0.2% | 91.2% | 879 | 0.3% | 109.4% | 367 | 0.1% | 102.4% | △ 738 | △0.2% | 86.4% | | | | | | | | | | |
| | 既存店伸長率 Existing-store sales growth rate | △0.3% | | | △0.1% | | | △0.2% | | | △2.1% | | | | | | | | | | | | |

【 店舗の計画及び実績 Store Opening/Closing Plan and Actual Results 】

(単位：店)(Unit: store)

| 期 別 By period | | 第1四半期 1Q | | | | 第2四半期 2Q | | | | 上半期 計 1H total | | | | 第3四半期 3Q | | | | 第4四半期 4Q | | | | 下半期 計 2H total | | | | 通期合計 Full-year total | | | |
|-----------------------|--|---------------|---------------|--------------|-------------------------|---------------|---------------|--------------|-------------------------|-------------------|---------------|--------------|-------------------------|---------------|---------------|--------------|-------------------------|---------------|---------------|--------------|-------------------------|-------------------|---------------|--------------|-------------------------|-------------------------|---------------|--------------|-------------------------|
| 項 目 Item | 前期末 店舗数 No. of stores at the end of the previous | 出店 Opening | 退店 Closing | その他 Other | 店舗数 No. of stores | 出店 Opening | 退店 Closing | その他 Other | 店舗数 No. of stores | 出店 Opening | 退店 Closing | その他 Other | 店舗数 No. of stores | 出店 Opening | 退店 Closing | その他 Other | 店舗数 No. of stores | 出店 Opening | 退店 Closing | その他 Other | 店舗数 No. of stores | 出店 Opening | 退店 Closing | その他 Other | 店舗数 No. of stores | 出店 Opening | 退店 Closing | その他 Other | 店舗数 No. of stores |
| 計 画 Plan | 2,217 | 37 | 6 | 1 | 2,249 | 41 | 8 | 0 | 2,282 | 78 | 14 | 1 | 2,282 | 24 | 7 | 0 | 2,299 | 25 | 4 | 0 | 2,320 | 49 | 11 | 0 | 2,320 | 127 | 25 | 1 | 2,320 |
| 実 績 Actual Results | 2,217 | 47 | 7 | 1 | 2,258 | 35 | 6 | 0 | 2,287 | 82 | 13 | 1 | 2,287 | 33 | 8 | 0 | 2,312 | | | | | | | | | | | | |
| 計画対比 vs. Plan | - | 10 | 1 | 0 | 9 | △ 6 | △ 2 | 0 | 5 | 4 | △ 1 | 0 | 5 | 9 | 1 | 0 | 13 | | | | | | | | | | | | |
| (備 考) (Remarks) | その他の1店舗は、上新電機の事業譲受によるものです。 The number 1 (store) in Other is due to the business transfer of Joshin Denki. | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3. 月次売上高伸長率 Monthly Sales Growth Rate

2021年2月期 Fiscal year ended February 2021

| 区分 Type | 項目 Item | 2020.3月 Mar. 2020 | 4月 Apr. | 5月 May | 第1四半期 1Q | 6月 June | 7月 July | 8月 Aug. | 第2四半期 2Q | 上期累計 1H cumulative | 9月 Sep. | 10月 Oct. | 11月 Nov. | 第3四半期 3Q | 12月 Dec. | 2021.1月 Jan. 2021 | 2月 Feb. | 第4四半期 4Q | 下期累計 2H cumulative | 通期合計 Full-year total |
|------------------------|----------------------------------|----------------------|------------|-----------|-------------|------------|------------|------------|-------------|--------------------------|------------|-------------|-------------|-------------|-------------|----------------------|------------|-------------|--------------------------|----------------------------|
| 既存店 Existing stores | 売上高 Sales | 6.1% | 8.2% | 5.0% | 6.4% | 6.6% | 4.2% | 10.3% | 7.0% | 6.7% | -6.3% | 10.5% | 7.9% | 3.1% | 5.3% | 2.2% | -7.8% | -0.1% | 1.4% | 4.1% |
| | 客数 No. of customers | 11.9% | 9.5% | 2.1% | 7.8% | 1.4% | -1.3% | 4.3% | 1.5% | 4.5% | -5.6% | 1.5% | 1.1% | -1.3% | -2.0% | -5.7% | -18.1% | -8.9% | -5.4% | -0.3% |
| | 客単価 Average sale per customer | -5.8% | -1.3% | 2.9% | -1.4% | 5.2% | 5.5% | 6.0% | 5.5% | 2.2% | -0.7% | 9.0% | 6.8% | 4.4% | 7.3% | 7.9% | 10.3% | 8.8% | 6.8% | 4.4% |
| 全店 All stores | 売上高 Sales | 10.9% | 12.0% | 8.7% | 10.5% | 12.2% | 9.5% | 15.8% | 12.5% | 11.5% | -1.2% | 16.7% | 13.9% | 9.3% | 11.1% | 7.8% | -2.9% | 5.3% | 7.2% | 9.3% |
| | 客数 No. of customers | 18.3% | 14.8% | 6.8% | 13.3% | 7.7% | 4.7% | 10.5% | 7.7% | 10.4% | 0.3% | 8.1% | 7.6% | 5.2% | 4.2% | 0.2% | -12.9% | -3.1% | 0.9% | 5.6% |
| | 客単価 Average sale per customer | -7.4% | -2.8% | 1.9% | -2.8% | 4.5% | 4.8% | 5.3% | 4.8% | 1.1% | -1.5% | 8.6% | 6.3% | 4.1% | 6.9% | 7.6% | 10.0% | 8.4% | 6.3% | 3.7% |

2022年2月期 Fiscal year ended February 2022

| 区分 Type | 項目 Item | 2021.3月 Mar. 2021 | 4月 Apr. | 5月 May | 第1四半期 1Q | 6月 June | 7月 July | 8月 Aug. | 第2四半期 2Q | 上期累計 1H cumulative | 9月 Sep. | 10月 Oct. | 11月 Nov. | 第3四半期 3Q | 12月 Dec. | 2022.1月 Jan. 2022 | 2月 Feb. | 第4四半期 4Q | 下期累計 2H cumulative | 通期合計 Full-year total | |
|------------------------|----------------------------------|----------------------|------------|-----------|-------------|------------|------------|------------|-------------|--------------------------|------------|-------------|-------------|-------------|-------------|----------------------|------------|-------------|--------------------------|----------------------------|-------|
| 既存店 Existing stores | 売上高 Sales | 1.8% | -1.3% | 4.3% | 1.6% | 2.3% | 4.1% | 0.7% | 2.3% | 2.0% | 2.3% | 2.7% | 2.8% | 2.6% | | | | | | 2.2% | |
| | 客数 No. of customers | -12.6% | -10.5% | -3.1% | -8.9% | -1.4% | 1.6% | -4.2% | -1.4% | -5.1% | -1.3% | 1.7% | 0.3% | 0.2% | | | | | | | -3.4% |
| | 客単価 Average sale per customer | 14.4% | 9.2% | 7.4% | 10.5% | 3.7% | 2.5% | 4.9% | 3.7% | 7.1% | 3.6% | 1.0% | 2.5% | 2.4% | | | | | | | 5.6% |
| 全店 All stores | 売上高 Sales | 6.7% | 4.2% | 10.0% | 6.9% | 6.2% | 8.0% | 4.4% | 6.2% | 6.6% | 6.1% | 6.2% | 6.2% | 6.2% | | | | | | | 6.4% |
| | 客数 No. of customers | -7.8% | -5.1% | 2.8% | -3.5% | 3.2% | 6.2% | 0.0% | 3.1% | -0.2% | 3.2% | 6.1% | 4.4% | 4.6% | | | | | | | 1.3% |
| | 客単価 Average sale per customer | 14.5% | 9.3% | 7.2% | 10.4% | 3.0% | 1.8% | 4.4% | 3.1% | 6.8% | 2.9% | 0.1% | 1.8% | 1.6% | | | | | | | 5.1% |

4. 品目別売上高 Sales by Category

(単位：百万円)(Unit: million yen)

| 区分 Category | 2021年2月期 Fiscal year ended February 2021 | | | | | | | | | | | |
|---|---|-------------------|---------------------------|--------------------------|-------------------|---------------------------|--------------------------|-------------------|---------------------------|--------------------------|-------------------|---------------------------|
| | 第1四半期 1Q | | | 第2四半期累計 2Q cumulative | | | 第3四半期累計 3Q cumulative | | | 第4四半期累計 4Q cumulative | | |
| | 金額 Amount | 構成比 % of total | 粗利率 Gross margin ratio | 金額 Amount | 構成比 % of total | 粗利率 Gross margin ratio | 金額 Amount | 構成比 % of total | 粗利率 Gross margin ratio | 金額 Amount | 構成比 % of total | 粗利率 Gross margin ratio |
| 医薬品・衛生介護品・ベビー用品・健康食品 OTC products, healthcare/nursing care products, baby products and health food | 45,233 | 19.5% | 41.3% | 99,324 | 20.8% | 40.7% | 146,604 | 20.6% | 40.3% | 194,387 | 20.5% | 40.8% |
| 調剤 Dispensing | 42,072 | 18.1% | 34.5% | 84,048 | 17.6% | 38.1% | 128,054 | 18.0% | 38.3% | 174,169 | 18.3% | 38.8% |
| 化粧品 Cosmetics | 35,749 | 15.4% | 34.0% | 75,324 | 15.8% | 34.5% | 112,342 | 15.8% | 34.2% | 149,380 | 15.7% | 34.5% |
| 家庭用雑貨 Household goods | 33,693 | 14.5% | 27.4% | 69,445 | 14.6% | 29.0% | 104,725 | 14.7% | 28.4% | 140,940 | 14.8% | 29.0% |
| 食品 Food products | 57,135 | 24.6% | 21.2% | 111,439 | 23.4% | 20.9% | 163,292 | 23.0% | 20.6% | 216,231 | 22.8% | 20.9% |
| その他 Others | 18,618 | 7.9% | 15.6% | 37,073 | 7.8% | 15.5% | 55,389 | 7.9% | 15.5% | 74,543 | 7.9% | 15.5% |
| 合計 Total | 232,502 | 100.0% | 29.9% | 476,656 | 100.0% | 31.0% | 710,408 | 100.0% | 30.8% | 949,652 | 100.0% | 31.2% |

| 区分 Category | 2022年2月期 Fiscal year ending February 2022 | | | | | | | | | | | |
|---|--|-------------------|---------------------------|--------------------------|-------------------|---------------------------|--------------------------|-------------------|---------------------------|--------------------------|-------------------|---------------------------|
| | 第1四半期 1Q | | | 第2四半期累計 2Q cumulative | | | 第3四半期累計 3Q cumulative | | | 第4四半期累計 4Q cumulative | | |
| | 金額 Amount | 構成比 % of total | 粗利率 Gross margin ratio | 金額 Amount | 構成比 % of total | 粗利率 Gross margin ratio | 金額 Amount | 構成比 % of total | 粗利率 Gross margin ratio | 金額 Amount | 構成比 % of total | 粗利率 Gross margin ratio |
| 医薬品・衛生介護品・ベビー用品・健康食品 OTC products, healthcare/nursing care products, baby products and health food | 49,151 | 19.8% | 40.0% | 102,801 | 20.2% | 40.5% | 150,016 | 19.8% | 40.4% | | | |
| 調剤 Dispensing | 49,102 | 19.7% | 36.4% | 97,680 | 19.2% | 39.4% | 147,415 | 19.5% | 39.3% | | | |
| 化粧品 Cosmetics | 38,905 | 15.6% | 33.8% | 79,514 | 15.6% | 34.4% | 118,096 | 15.6% | 34.2% | | | |
| 家庭用雑貨 Household goods | 35,435 | 14.2% | 27.1% | 72,889 | 14.3% | 28.9% | 109,554 | 14.5% | 28.4% | | | |
| 食品 Food products | 56,039 | 22.5% | 20.0% | 114,523 | 22.5% | 20.2% | 170,593 | 22.6% | 20.1% | | | |
| その他 Others | 20,228 | 8.2% | 15.4% | 40,885 | 8.2% | 15.2% | 60,727 | 8.0% | 15.1% | | | |
| 合計 Total | 248,861 | 100.0% | 30.0% | 508,295 | 100.0% | 31.0% | 756,403 | 100.0% | 30.9% | | | |

5. 都道府県別店舗数 Number of Stores by Prefecture

| 都道府県 Prefecture | 2021年2月期 Fiscal year ended February 2021 | | | | 2022年2月期 Fiscal year ending February 2022 | | |
|-------------------------------|---|------------------|------------------|-----------------|--|------------------|------------------|
| | 第1四半期末 1Q-end | 第2四半期末 2Q-end | 第3四半期末 3Q-end | 期 末 Year-end | 第1四半期末 1Q-end | 第2四半期末 2Q-end | 第3四半期末 3Q-end |
| | 青森県 Aomori | 75 | 75 | 76 | 77 | 79 | 79 |
| 岩手県 Iwate | 11 | 12 | 13 | 13 | 14 | 15 | 15 |
| 宮城県 Miyagi | 12 | 14 | 14 | 14 | 16 | 18 | 18 |
| 秋田県 Akita | 9 | 9 | 9 | 9 | 9 | 9 | 9 |
| 山形県 Yamagata | 19 | 20 | 20 | 20 | 21 | 21 | 22 |
| 福島県 Fukushima | 32 | 33 | 35 | 35 | 35 | 35 | 36 |
| 茨城県 Ibaraki | 149 | 150 | 150 | 150 | 152 | 152 | 153 |
| 栃木県 Tochigi | 59 | 62 | 64 | 64 | 65 | 65 | 66 |
| 群馬県 Gunma | 57 | 113 | 112 | 113 | 112 | 113 | 114 |
| 埼玉県 Saitama | 194 | 199 | 201 | 199 | 201 | 202 | 204 |
| 千葉県 Chiba | 140 | 143 | 145 | 146 | 149 | 150 | 151 |
| 東京都 Tokyo | 183 | 186 | 188 | 188 | 193 | 195 | 195 |
| 神奈川県 Kanagawa | 214 | 215 | 218 | 219 | 222 | 222 | 224 |
| 新潟県 Niigata | 65 | 65 | 68 | 68 | 71 | 71 | 72 |
| 富山県 Toyama | 41 | 42 | 42 | 42 | 42 | 42 | 42 |
| 石川県 Ishikawa | 19 | 20 | 20 | 21 | 22 | 24 | 24 |
| 福井県 Fukui | - | - | 1 | 6 | 6 | 6 | 6 |
| 山梨県 Yamanashi | 32 | 32 | 32 | 32 | 32 | 32 | 32 |
| 長野県 Nagano | 35 | 36 | 37 | 38 | 39 | 39 | 39 |
| 岐阜県 Gifu | 7 | 7 | 6 | 7 | 7 | 7 | 7 |
| 静岡県 Shizuoka | 222 | 222 | 227 | 227 | 229 | 230 | 231 |
| 愛知県 Aichi | 53 | 55 | 62 | 63 | 66 | 75 | 74 |
| 三重県 Mie | 25 | 25 | 25 | 25 | 27 | 27 | 27 |
| 滋賀県 Shiga | 14 | 14 | 14 | 14 | 15 | 15 | 16 |
| 京都府 Kyoto | 74 | 74 | 74 | 75 | 75 | 75 | 77 |
| 大阪府 Osaka | 130 | 131 | 138 | 139 | 145 | 150 | 151 |
| 兵庫県 Hyogo | 88 | 88 | 90 | 90 | 90 | 93 | 95 |
| 奈良県 Nara | 11 | 12 | 13 | 14 | 14 | 14 | 14 |
| 和歌山県 Wakayama | 4 | 4 | 6 | 6 | 6 | 7 | 7 |
| 鳥取県 Tottori | 2 | 2 | 3 | 3 | 4 | 4 | 4 |
| 島根県 Shimane | 6 | 6 | 6 | 6 | 6 | 6 | 6 |
| 岡山県 Okayama | 37 | 37 | 37 | 38 | 39 | 38 | 41 |
| 広島県 Hiroshima | 2 | 2 | 2 | 3 | 3 | 4 | 4 |
| 徳島県 Tokushima | - | 2 | 2 | 2 | 2 | 2 | 2 |
| 香川県 Kagawa | - | 1 | 1 | 1 | 1 | 1 | 2 |
| 愛媛県 Ehime | 2 | 12 | 12 | 12 | 12 | 12 | 14 |
| 高知県 Kochi | 25 | 27 | 27 | 27 | 27 | 26 | 26 |
| 大分県 Oita | - | - | - | - | - | - | 1 |
| 宮崎県 Miyazaki | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| 国内計 Domestic total | 2,049 | 2,148 | 2,191 | 2,207 | 2,249 | 2,277 | 2,302 |
| Wel-BHG Wel-BHG | 7 | 9 | 11 | 11 | 9 | 10 | 10 |
| 合 計 Total | 2,056 | 2,157 | 2,202 | 2,218 | 2,258 | 2,287 | 2,312 |
| (内 化粧品専門店) (Cosmetics stores) | 39 | 40 | 41 | 41 | 42 | 44 | 44 |

6. 店舗数及び売場面積 Number of Stores and Store Space

| 区 分 Type | 2021年2月期 Fiscal year ended February 2021 | | | | 2022年2月期 Fiscal year ending February 2022 | | |
|---|---|------------------|------------------|-----------------|--|------------------|------------------|
| | 第1四半期末 1Q-end | 第2四半期末 2Q-end | 第3四半期末 3Q-end | 期 末 Year-end | 第1四半期末 1Q-end | 第2四半期末 2Q-end | 第3四半期末 3Q-end |
| | 期末店舗数 (店) No. of stores at the end of period | 2,056 | 2,157 | 2,202 | 2,217 | 2,258 | 2,287 |
| 期末売場面積 (㎡) Store space at the end of period (m ²) | 1,431,146 | 1,493,468 | 1,528,845 | 1,541,681 | 1,574,497 | 1,595,621 | 1,620,466 |
| 期中平均売場面積 (㎡) Average store space during period (m ²) | 1,428,682 | 1,474,471 | 1,488,146 | 1,501,261 | 1,564,487 | 1,577,170 | 1,589,079 |

7. 単位当たり売上高 Sales per Unit

| 区 分 Type | 2021年2月期 Fiscal year ended February 2021 | | | | 2022年2月期 Fiscal year ending February 2022 | | |
|--------------------------------|---|-------------|-------------|-------------------------|--|-------------|-------------|
| | 第1四半期 1Q | 第2四半期 2Q | 第3四半期 3Q | 通期合計 Full-year total | 第1四半期 1Q | 第2四半期 2Q | 第3四半期 3Q |
| | 1㎡当たり売上高 Sales per square meter | 162 | 165 | 157 | 632 | 159 | 164 |
| 1人当たり売上高 Sales per customer | 7,237 | 7,241 | 6,780 | 27,865 | 6,996 | 7,166 | 6,867 |

8. 従業員数 Number of Employees

| 区 分 Type | 2021年2月期 Fiscal year ended February 2021 | | | | 2022年2月期 Fiscal year ending February 2022 | | |
|--|---|------------------|------------------|-----------------|--|------------------|------------------|
| | 第1四半期末 1Q-end | 第2四半期末 2Q-end | 第3四半期末 3Q-end | 期 末 Year-end | 第1四半期末 1Q-end | 第2四半期末 2Q-end | 第3四半期末 3Q-end |
| | 従業員数 No. of employees | 10,795 | 11,444 | 11,671 | 11,708 | 12,778 | 12,756 |
| 正社員 Regular employees | 10,795 | 11,444 | 11,671 | 11,708 | 12,778 | 12,756 | 12,723 |
| パート (期中平均: 8時間換算) Part-timers (average during period; based on 8h/employee) | 21,331 | 22,272 | 22,804 | 22,372 | 22,790 | 23,445 | 23,404 |
| Total | 32,126 | 33,716 | 34,475 | 34,080 | 35,568 | 36,201 | 36,127 |
| 薬剤師人数※ No. of pharmacists | 5,838 | 6,155 | 6,268 | 6,323 | 6,791 | 6,778 | 6,753 |
| 1店舗当たりの薬剤師人数※ No. of pharmacists per store | 2.89 | 2.91 | 2.90 | 2.91 | 3.06 | 3.02 | 2.98 |
| 登録販売者人数※ No. of registered sales clerks | 13,341 | 13,714 | 13,746 | 14,037 | 14,555 | 14,655 | 14,627 |
| 1店舗当たりの登録販売者人数※ No. of registered sales clerks per store | 6.61 | 6.48 | 6.36 | 6.45 | 6.57 | 6.53 | 6.45 |

※薬剤師・登録販売者の人数及び1店舗当たり人数は、化粧品専門店 (MASAYA, COLOR STUDIO, N A R C I S) を除いております。

*The numbers of cosmetics stores (MASAYA, COLOR STUDIO, and NARCIS) were excluded from the calculation with those of pharmacists/registered sales clerks per store.

9. 設備投資額及び減価償却費 Capital Expenditure and Depreciation

| 区 分 Type | 2021年2月期 Fiscal year ended February 2021 | | | | 2022年2月期 Fiscal year ending February 2022 | | |
|-----------------------|---|-------------|-------------|-------------------------|--|-------------|-------------|
| | 第1四半期 1Q | 第2四半期 2Q | 第3四半期 3Q | 通期合計 Full-year total | 第1四半期 1Q | 第2四半期 2Q | 第3四半期 3Q |
| | 設備投資額 Capital expenditure | 5,417 | 11,801 | 17,871 | 23,727 | 7,951 | 13,396 |
| 減価償却費 Depreciation | 3,580 | 7,277 | 11,138 | 15,178 | 3,944 | 8,055 | 12,320 |

10. ドラッグストアの競合状況 Competition among Drugstores

| 項目 Item | 青森県 Aomori | 岩手県 Iwate | 宮城県 Miyagi | 秋田県 Akita | 山形県 Yamagata | 福島県 Fukushima | 茨城県 Ibaraki | 栃木県 Tochigi | 群馬県 Gunma | 埼玉県 Saitama | 千葉県 Chiba | 東京都 Tokyo | 神奈川県 Kanagawa | 新潟県 Niigata | 富山県 Toyama | 石川県 Ishikawa | 福井県 Fukui | 山梨県 Yamanashi | 長野県 Nagano |
|---|---------------|--------------|---------------|--------------|-----------------|------------------|----------------|----------------|--------------|----------------|--------------|--------------|------------------|----------------|---------------|-----------------|--------------|------------------|---------------|
| 総面積 (km ²) Total area (km ²) | 9,646 | 15,275 | 7,282 | 11,638 | 9,323 | 13,784 | 6,097 | 6,408 | 6,362 | 3,798 | 5,158 | 2,191 | 2,416 | 12,584 | 4,248 | 4,186 | 4,190 | 4,465 | 13,562 |
| 総人口 (千人) Total population (thousand people) | 1,260 | 1,221 | 2,282 | 971 | 1,070 | 1,862 | 2,907 | 1,955 | 1,958 | 7,393 | 6,322 | 13,843 | 9,220 | 2,213 | 1,047 | 1,132 | 774 | 821 | 2,072 |
| (老年人口割合) (Ratio of elderly population) | 33.3% | 33.3% | 28.2% | 37.2% | 33.6% | 31.3% | 29.2% | 28.8% | 29.7% | 26.5% | 27.2% | 22.7% | 25.2% | 32.5% | 32.1% | 29.6% | 30.2% | 30.6% | 31.6% |
| 内 老年 (65歳以上) 人口 (千人) Elderly people at least 65 years old (thousand) | 420 | 407 | 644 | 361 | 359 | 582 | 850 | 563 | 582 | 1,959 | 1,721 | 3,138 | 2,327 | 720 | 336 | 335 | 234 | 251 | 654 |
| 世帯数 (千) No. of households (thousand) | 594 | 530 | 1,016 | 425 | 418 | 792 | 1,272 | 848 | 862 | 3,397 | 2,964 | 7,341 | 4,429 | 907 | 427 | 492 | 299 | 365 | 880 |
| ドラッグストア店舗数 ① (店) No. of drugstores (1) | 216 | 204 | 337 | 149 | 202 | 241 | 418 | 277 | 313 | 982 | 691 | 941 | 884 | 320 | 173 | 214 | 148 | 133 | 263 |
| 売場面積 (坪) Store space (tsubo) | 56,355 | 58,374 | 91,842 | 41,210 | 56,732 | 70,192 | 126,924 | 84,946 | 83,863 | 203,525 | 150,269 | 150,142 | 158,956 | 83,625 | 49,908 | 59,000 | 54,762 | 33,253 | 66,786 |
| 1店舗当たりの世帯数 (千) No. of households per store (thousand) | 2.8 | 2.6 | 3.0 | 2.9 | 2.1 | 3.3 | 3.0 | 3.1 | 2.8 | 3.5 | 4.3 | 7.8 | 5.0 | 2.8 | 2.5 | 2.3 | 2.0 | 2.7 | 3.3 |
| 当社グループ店舗数 ② (店) No. of drugstores belonging to the Welcia Group (2) | 80 | 15 | 18 | 9 | 22 | 36 | 149 | 66 | 113 | 202 | 148 | 191 | 224 | 72 | 42 | 23 | 6 | 32 | 39 |
| 当社グループ店舗比率 ②÷① Ratio of drugstores belonging to the Welcia Group (2)/(1) | 37.0% | 7.4% | 5.3% | 6.0% | 10.9% | 14.9% | 35.6% | 23.8% | 36.1% | 20.6% | 21.4% | 20.3% | 25.3% | 22.5% | 24.3% | 10.7% | 4.1% | 24.1% | 14.8% |

| 項目 Item | 岐阜県 Gifu | 静岡県 Shizuoka | 愛知県 Aichi | 三重県 Mie | 滋賀県 Shiga | 京都府 Kyoto | 大阪府 Osaka | 兵庫県 Hyogo | 奈良県 Nara | 和歌山県 Wakayama | 鳥取県 Tottori | 島根県 Shimane | 岡山県 Okayama | 広島県 Hiroshima | 徳島県 Tokushima | 香川県 Kagawa | 愛媛県 Ehime | 高知県 Kochi | 大分県 Oita |
|---|-------------|-----------------|--------------|------------|--------------|--------------|--------------|--------------|-------------|------------------|----------------|----------------|----------------|------------------|------------------|---------------|--------------|--------------|-------------|
| 総面積 (km ²) Total area (km ²) | 10,621 | 7,777 | 5,172 | 5,774 | 4,017 | 4,612 | 1,905 | 8,401 | 3,691 | 4,725 | 3,507 | 6,708 | 7,114 | 8,480 | 4,132 | 1,877 | 5,676 | 7,105 | 5,100 |
| 総人口 (千人) Total population (thousand people) | 2,016 | 3,686 | 7,558 | 1,800 | 1,418 | 2,530 | 8,839 | 5,523 | 1,344 | 944 | 556 | 672 | 1,893 | 2,812 | 735 | 973 | 1,356 | 701 | 1,141 |
| (老年人口割合) (Ratio of elderly population) | 30.0% | 29.7% | 25.0% | 29.6% | 26.1% | 29.2% | 27.0% | 28.5% | 31.3% | 32.7% | 32.0% | 34.1% | 30.0% | 29.2% | 33.2% | 31.0% | 32.7% | 35.1% | 32.9% |
| 内 老年 (65歳以上) 人口 (千人) Elderly people at least 65 years old (thousand) | 604 | 1,096 | 1,887 | 532 | 370 | 739 | 2,385 | 1,576 | 420 | 309 | 178 | 229 | 568 | 821 | 244 | 302 | 443 | 246 | 375 |
| 世帯数 (千) No. of households (thousand) | 837 | 1,612 | 3,369 | 806 | 596 | 1,231 | 4,391 | 2,574 | 601 | 442 | 239 | 292 | 859 | 1,329 | 337 | 445 | 656 | 351 | 541 |
| ドラッグストア店舗数 ① (店) No. of drugstores (1) | 436 | 476 | 1,038 | 245 | 200 | 258 | 760 | 515 | 141 | 106 | 72 | 84 | 235 | 307 | 88 | 128 | 210 | 110 | 136 |
| 売場面積 (坪) Store space (tsubo) | 132,315 | 129,203 | 235,141 | 58,154 | 51,139 | 51,967 | 149,423 | 118,274 | 36,749 | 34,931 | 19,804 | 25,014 | 65,637 | 69,038 | 27,518 | 39,459 | 56,364 | 28,078 | 41,601 |
| 1店舗当たりの世帯数 (千) No. of households per store (thousand) | 1.9 | 3.4 | 3.2 | 3.3 | 3.0 | 4.8 | 5.8 | 5.0 | 4.3 | 4.2 | 3.3 | 3.5 | 3.7 | 4.3 | 3.8 | 3.5 | 3.1 | 3.2 | 4.0 |
| 当社グループ店舗数 ② (店) No. of drugstores belonging to the Welcia Group (2) | 7 | 230 | 73 | 27 | 16 | 75 | 146 | 94 | 12 | 7 | 2 | 5 | 33 | 3 | 1 | 2 | 12 | 25 | 1 |
| 当社グループ店舗比率 ②÷① Ratio of drugstores belonging to the Welcia Group (2)/(1) | 1.6% | 48.3% | 7.0% | 11.0% | 8.0% | 29.1% | 19.2% | 18.3% | 8.5% | 6.6% | 2.8% | 6.0% | 14.0% | 1.0% | 1.1% | 1.6% | 5.7% | 22.7% | 0.7% |

(注) 1. 総人口、老年人口及び世帯数は、総務省が公表（公表日：2021年8月4日）した集計結果による数値であります。

(Notes) 1. Total population, elderly population and the number of households come from data released by the Ministry of Internal Affairs and Communications (on August 4, 2021).

2. ドラッグストア店舗数及び売場面積は、ドラッグストア経営統計2021を参考にしております。

2. Data for the number of drugstores and store space is based on the Drugstore Management Statistics 2021.

3. 当社グループの店舗数は、2021年11月末現在のドラッグストアの店舗数を記載しております。

3. Data for the number of drugstores belonging to the Welcia Group is as of the end of November 2021.