

2023年2月期 決算

Financial Results Briefing for the Fiscal Year Ended February 2023

(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.

2023年4月10日

April 10, 2023

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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 | 2022年2月期 Fiscal year ending February 2022 | | | | | | | | | | | | 2023年2月期 Fiscal year ending February 2023 | | | | | | | | | | | |
|--|--|--|-------------------|------------|-------------|---------|--------|-------------|---------|--------|-------------|-----------|--------|--|---------|--------|-------------|---------|--------|-------------|---------|--------|-------------|-----------|--------|
| | | 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 | | | 第4四半期 4Q | | |
| | | 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 | 金額 | 構成比 | 前年比 |
| 期間 Period | 売上高 Net sales | 248,861 | 100.0% | 107.0% | 259,433 | 100.0% | 106.3% | 248,108 | 100.0% | 106.1% | 269,543 | 100.0% | 112.7% | 267,716 | 100.0% | 107.6% | 295,035 | 100.0% | 113.7% | 283,234 | 100.0% | 114.2% | 298,291 | 100.0% | 110.7% |
| | 売上総利益 Gross operating profit | 74,618 | 30.0% | 107.3% | 83,195 | 32.1% | 106.4% | 75,805 | 30.6% | 106.8% | 87,324 | 32.4% | 112.8% | 78,431 | 29.3% | 105.1% | 92,193 | 31.2% | 110.8% | 84,626 | 29.9% | 111.6% | 94,003 | 31.5% | 107.6% |
| | 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% | 68,726 | 27.7% | 106.6% | 74,121 | 27.5% | 110.0% | 70,717 | 26.4% | 105.0% | 75,918 | 25.7% | 112.1% | 77,146 | 27.3% | 112.3% | 79,836 | 26.8% | 107.7% |
| | 営業利益 Operating income | 7,282 | 2.9% | 69.2% | 15,453 | 6.0% | 96.9% | 7,079 | 2.9% | 109.1% | 13,202 | 4.9% | 132.0% | 7,713 | 2.9% | 105.9% | 16,274 | 5.5% | 105.3% | 7,479 | 2.6% | 105.6% | 14,167 | 4.7% | 107.3% |
| | 経常利益 Ordinary income | 8,851 | 3.6% | 78.7% | 16,294 | 6.3% | 98.0% | 7,797 | 3.1% | 108.2% | 14,647 | 5.4% | 136.8% | 10,495 | 3.9% | 118.6% | 17,478 | 5.9% | 107.3% | 8,593 | 3.0% | 110.2% | 15,581 | 5.2% | 106.4% |
| | 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% | 4,681 | 1.9% | 106.6% | 6,245 | 2.3% | 99.0% | 6,321 | 2.4% | 119.1% | 10,766 | 3.6% | 105.4% | 4,048 | 1.4% | 86.5% | 5,893 | 2.0% | 94.4% |
| | 期中平均株式数(株) Average number of shares outstanding | 208,094,371 | | | 208,284,127 | | | 208,392,007 | | | 208,514,657 | | | 208,639,189 | | | 208,853,338 | | | 209,005,718 | | | 209,174,069 | | |
| | 1株当たり当期純利益(円) Net income per share (yen) | 25.50 | | | 49.07 | | | 22.46 | | | 29.95 | | | 30.30 | | | 51.55 | | | 19.37 | | | 28.18 | | |
| | 累計 Cumulative | 売上高 Net sales | 248,861 | 100.0% | 107.0% | 508,295 | 100.0% | 106.6% | 756,403 | 100.0% | 106.5% | 1,025,947 | 100.0% | 108.0% | 267,716 | 100.0% | 107.6% | 562,752 | 100.0% | 110.7% | 845,986 | 100.0% | 111.8% | 1,144,278 | 100.0% |
| 売上総利益 Gross operating profit | | 74,618 | 30.0% | 107.3% | 157,814 | 31.0% | 106.9% | 233,620 | 30.9% | 106.8% | 320,944 | 31.3% | 108.4% | 78,431 | 29.3% | 105.1% | 170,624 | 30.3% | 108.1% | 255,251 | 30.2% | 109.3% | 349,254 | 30.5% | 108.8% |
| 販売費及び一般管理費 SG&A expenses | | 67,336 | 27.1% | 114.1% | 135,078 | 26.5% | 111.4% | 203,804 | 27.0% | 109.8% | 277,925 | 27.1% | 109.8% | 70,717 | 26.4% | 105.0% | 146,636 | 26.0% | 108.6% | 223,783 | 26.5% | 109.8% | 303,619 | 26.5% | 109.2% |
| 営業利益 Operating income | | 7,282 | 2.9% | 69.2% | 22,735 | 4.5% | 85.9% | 29,815 | 3.9% | 90.4% | 43,018 | 4.2% | 100.1% | 7,713 | 2.9% | 105.9% | 23,988 | 4.3% | 105.5% | 31,468 | 3.7% | 105.5% | 45,635 | 4.0% | 106.1% |
| 経常利益 Ordinary income | | 8,851 | 3.6% | 78.7% | 25,145 | 4.9% | 90.2% | 32,943 | 4.4% | 93.9% | 47,590 | 4.6% | 103.9% | 10,495 | 3.9% | 118.6% | 27,974 | 5.0% | 111.2% | 36,568 | 4.3% | 111.0% | 52,149 | 4.6% | 109.6% |
| 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% | 15,527 | 3.1% | 89.7% | 20,208 | 2.7% | 93.2% | 26,453 | 2.6% | 94.5% | 6,321 | 2.4% | 119.1% | 17,088 | 3.0% | 110.1% | 21,136 | 2.5% | 104.6% | 27,030 | 2.4% | 102.2% |
| 期中平均株式数(株) Average number of shares outstanding | | 208,094,371 | | | 208,189,249 | | | 208,256,343 | | | 208,320,037 | | | 208,639,189 | | | 208,746,263 | | | 208,832,107 | | | 208,916,426 | | |
| 1株当たり当期純利益(円) Net income per share (yen) | | 25.50 | | | 74.58 | | | 97.04 | | | 126.99 | | | 30.30 | | | 81.86 | | | 101.21 | | | 129.38 | | |
| 潜在株式調整後1株当たり当期純利益 Diluted net income per share | | 25.48 | | | 74.52 | | | 96.96 | | | 126.88 | | | 30.28 | | | 81.80 | | | 101.14 | | | 129.29 | | |

※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.

※「収益認識に関する会計基準」（企業会計基準第29号 2020年3月31日）等を当第1四半期連結会計期間の期首から適用しております。このため、前年同期比較は基準の異なる算定方法に基づいた数値を用いております。

*The Group adopted the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) from the beginning of the first quarter of the current fiscal year ending February 2023. For this reason, the figures for the same period of the previous year are based on the different calculation standard.

(単位：百万円)(Unit: million yen)

| 項 目 Item | 2022年2月期 Fiscal year ending February 2022 | | | | 2023年2月期 Fiscal year ending February 2023 | | | |
|---|--|------------------|------------------|------------------|--|------------------|------------------|------------------|
| | 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 | 第4四半期末 4Q-end |
| 純資産額 Net assets | 183,378 | 194,247 | 196,161 | 207,886 | 212,033 | 223,807 | 225,214 | 232,384 |
| 総資産額 Total assets | 414,246 | 424,680 | 436,913 | 463,048 | 493,764 | 534,711 | 537,577 | 537,362 |
| 1株当たり純資産額（円） Net asset per share (yen) | 875.13 | 926.57 | 935.42 | 966.66 | 985.23 | 1,040.22 | 1,046.36 | 1,078.97 |
| 自己資本比率 Equity ratio | 44.0% | 45.5% | 44.6% | 43.5% | 41.7% | 40.7% | 40.7% | 42.0% |
| 自己資本当期利益率（ROE） Return on equity (ROE) | 2.9% | 8.3% | 10.8% | 13.9% | 3.1% | 8.1% | 10.1% | 12.7% |
| 総資産経常利益率（ROA） Return on assets (ROA) | 2.1% | 5.8% | 7.6% | 10.6% | 2.2% | 5.6% | 7.3% | 10.4% |
| 営業活動によるキャッシュ・フロー Cash flows from operating activities | △ 15,426 | △ 804 | △ 318 | 16,228 | 18,851 | 35,007 | 39,688 | 60,296 |
| 投資活動によるキャッシュ・フロー Cash flows from investing activities | △ 8,231 | △ 13,813 | △ 19,976 | △ 37,088 | △ 7,069 | △ 23,425 | △ 25,968 | △ 36,068 |
| 財務活動によるキャッシュ・フロー Cash flows from financing activities | △ 5,640 | △ 8,172 | △ 4,329 | △ 7,282 | 12,699 | 8,728 | 1,080 | △ 14,849 |
| 現金及び現金同等物期末残高 Cash and cash equivalents at end of period | 21,655 | 28,159 | 26,336 | 22,837 | 47,101 | 43,240 | 37,735 | 32,307 |
| 株主数（名） Number of shareholders | — | 21,523 | — | 55,407 | — | 33,984 | — | 74,960 |
| 発行済株式総数（株） Number of shares issued (shares) | 209,633,676 | 209,633,676 | 209,633,676 | 209,633,676 | 209,633,676 | 209,652,876 | 209,652,876 | 209,652,876 |

※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.

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 | 272,300 | 100.0% | 109.4% | 283,500 | 100.0% | 109.3% | 555,800 | 100.0% | 109.3% | 273,400 | 100.0% | 110.2% | 280,800 | 100.0% | 104.2% | 554,200 | 100.0% | 107.1% | 1,110,000 | 100.0% | 108.2% |
| | (内、調剤売上高) (Net sales from dispensing) | 53,800 | 19.8% | 109.6% | 54,050 | 19.1% | 111.3% | 107,850 | 19.4% | 110.4% | 55,300 | 20.2% | 111.2% | 57,650 | 20.5% | 111.3% | 112,950 | 20.4% | 111.2% | 220,800 | 19.9% | 110.8% |
| | 売上総利益 Gross operating profit | 79,660 | 29.3% | 106.8% | 88,580 | 31.2% | 106.5% | 168,240 | 30.3% | 106.6% | 81,220 | 29.7% | 107.1% | 89,240 | 31.8% | 102.2% | 170,460 | 30.8% | 104.5% | 338,700 | 30.5% | 105.5% |
| | 販売費及び一般管理費 SG&A expenses | 71,410 | 26.3% | 106.0% | 71,470 | 25.2% | 105.5% | 142,880 | 25.7% | 105.8% | 73,590 | 26.9% | 107.1% | 75,230 | 26.8% | 101.5% | 148,820 | 26.9% | 104.2% | 291,700 | 26.3% | 105.0% |
| | 営業利益 Operating income | 8,250 | 3.0% | 113.3% | 17,110 | 6.0% | 110.7% | 25,360 | 4.6% | 111.5% | 7,630 | 2.8% | 107.8% | 14,010 | 5.0% | 106.1% | 21,640 | 3.9% | 106.7% | 47,000 | 4.2% | 109.3% |
| | 経常利益 Ordinary income | 10,760 | 4.0% | 121.6% | 17,780 | 6.3% | 109.1% | 28,540 | 5.1% | 113.5% | 8,400 | 3.1% | 107.7% | 14,660 | 5.2% | 100.1% | 23,060 | 4.2% | 102.7% | 51,600 | 4.6% | 108.4% |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | 6,500 | 2.4% | 122.5% | 11,060 | 3.9% | 108.2% | 17,560 | 3.2% | 113.1% | 5,010 | 1.8% | 107.0% | 5,830 | 2.1% | 93.4% | 10,840 | 2.0% | 99.2% | 28,400 | 2.6% | 107.4% |
| | 既存店伸長率 Existing-store sales growth rate | 3.2% | | | 3.3% | | | 3.2% | | | 4.0% | | | 3.3% | | | 3.7% | | | 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 | 267,716 | 100.0% | 107.6% | 295,035 | 100.0% | 113.7% | 562,752 | 100.0% | 110.7% | 283,234 | 100.0% | 114.2% | 298,291 | 100.0% | 110.7% | 581,525 | 100.0% | 112.3% | 1,144,278 | 100.0% | 111.5% |
| | (内、調剤売上高) (Net sales from dispensing) | 53,857 | 20.1% | 109.7% | 56,345 | 19.1% | 116.0% | 110,203 | 19.6% | 112.8% | 57,816 | 20.4% | 116.2% | 60,087 | 20.1% | 116.0% | 117,903 | 20.3% | 116.1% | 228,106 | 19.9% | 114.5% |
| | 売上総利益 Gross operating profit | 78,431 | 29.3% | 105.1% | 92,193 | 31.2% | 110.8% | 170,624 | 30.3% | 108.1% | 84,626 | 29.9% | 111.6% | 94,003 | 31.5% | 107.6% | 178,630 | 30.7% | 109.5% | 349,254 | 30.5% | 108.8% |
| | 販売費及び一般管理費 SG&A expenses | 70,717 | 26.4% | 105.0% | 75,918 | 25.7% | 112.1% | 146,636 | 26.0% | 108.6% | 77,146 | 27.3% | 112.3% | 79,836 | 26.8% | 107.7% | 156,982 | 27.0% | 109.9% | 303,619 | 26.5% | 109.2% |
| | 営業利益 Operating income | 7,713 | 2.9% | 105.9% | 16,274 | 5.5% | 105.3% | 23,988 | 4.3% | 105.5% | 7,479 | 2.6% | 105.6% | 14,167 | 4.7% | 107.3% | 21,647 | 3.7% | 106.7% | 45,635 | 4.0% | 106.1% |
| | 経常利益 Ordinary income | 10,495 | 3.9% | 118.6% | 17,478 | 5.9% | 107.3% | 27,974 | 5.0% | 111.2% | 8,593 | 3.0% | 110.2% | 15,581 | 5.2% | 106.4% | 24,174 | 4.2% | 107.7% | 52,149 | 4.6% | 109.6% |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | 6,321 | 2.4% | 119.1% | 10,766 | 3.6% | 105.4% | 17,088 | 3.0% | 110.1% | 4,048 | 1.4% | 86.5% | 5,893 | 2.0% | 94.4% | 9,941 | 1.7% | 91.0% | 27,030 | 2.4% | 102.2% |
| | 既存店伸長率 Existing-store sales growth rate | 1.5% | | | 3.6% | | | 2.6% | | | 4.3% | | | 5.7% | | | 5.0% | | | 3.8% | | |
| 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 | △ 4,583 | 0.0% | 98.3% | 11,535 | 0.0% | 104.1% | 6,952 | 0.0% | 101.3% | 9,834 | 0.0% | 103.6% | 17,491 | 0.0% | 106.2% | 27,325 | 0.0% | 104.9% | 34,278 | 0.0% | 103.1% |
| | (内、調剤売上高) (Net sales from dispensing) | 57 | 0.4% | 100.1% | 2,295 | 0.0% | 104.2% | 2,353 | 0.2% | 102.2% | 2,516 | 0.2% | 104.5% | 2,437 | △0.4% | 104.2% | 4,953 | △0.1% | 104.4% | 7,306 | 0.0% | 103.3% |
| | 売上総利益 Gross operating profit | △ 1,228 | 0.0% | 98.5% | 3,613 | 0.0% | 104.1% | 2,384 | △0.1% | 101.4% | 3,406 | 0.2% | 104.2% | 4,763 | △0.3% | 105.3% | 8,170 | 0.0% | 104.8% | 10,554 | 0.0% | 103.1% |
| | 販売費及び一般管理費 SG&A expenses | △ 692 | 0.2% | 99.0% | 4,448 | 0.5% | 106.2% | 3,756 | 0.3% | 102.6% | 3,556 | 0.4% | 104.8% | 4,606 | 0.0% | 106.1% | 8,162 | 0.1% | 105.5% | 11,919 | 0.3% | 104.1% |
| | 営業利益 Operating income | △ 536 | △0.1% | 93.5% | △ 835 | △0.5% | 95.1% | △ 1,371 | △0.3% | 94.6% | △ 150 | △0.1% | 98.0% | 157 | △0.2% | 101.1% | 7 | △0.2% | 100.0% | △ 1,364 | △0.2% | 97.1% |
| | 経常利益 Ordinary income | △ 264 | 0.0% | 97.5% | △ 301 | △0.3% | 98.3% | △ 565 | △0.3% | 98.0% | 193 | 0.0% | 102.3% | 921 | 0.0% | 106.3% | 1,114 | 0.0% | 104.8% | 549 | △0.1% | 101.1% |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | △ 178 | 0.0% | 97.3% | △ 293 | △0.3% | 97.3% | △ 471 | △0.1% | 97.3% | △ 961 | △0.4% | 80.8% | 63 | △0.1% | 101.1% | △ 898 | △0.2% | 91.7% | △ 1,369 | △0.2% | 95.2% |
| | 既存店伸長率 Existing-store sales growth rate | △1.7% | | | 0.3% | | | △0.6% | | | 0.3% | | | 2.4% | | | 1.3% | | | 0.4% | | |

※「収益認識に関する会計基準」(企業会計基準第29号 2020年3月31日)等を当第1四半期連結会計期間の期首から適用しております。このため、前年同期比較は基準の異なる算定方法に基づいた数値を用いております。

*The Group adopted the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) from the beginning of the first quarter of the current fiscal year ending February 2023. For this reason, the figures for the same period of the previous year are based on the different calculation standard.

【 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 | 2,468 | 38 | 5 | 0 | 2,501 | 38 | 14 | 0 | 2,525 | 76 | 19 | 0 | 2,525 | 36 | 5 | 0 | 2,556 | 17 | 1 | 0 | 2,572 | 53 | 6 | 0 | 2,572 | 129 | 25 | 0 | 2,572 |
| 実 績 Actual Results | 2,468 | 41 | 4 | 0 | 2,505 | 39 | 7 | 165 | 2,702 | 80 | 11 | 165 | 2,702 | 32 | 18 | 0 | 2,716 | 28 | 7 | 26 | 2,763 | 60 | 25 | 26 | 2,763 | 140 | 36 | 191 | 2,763 |
| 計画対比 vs. Plan | - | 3 | △ 1 | 0 | 4 | 1 | △ 7 | 165 | 177 | 4 | △ 8 | 165 | 177 | △ 4 | 13 | 0 | 160 | 11 | 6 | 26 | 191 | 7 | 19 | 26 | 191 | 11 | 11 | 191 | 191 |
| (備 考) (Remarks) | その他の191店舗は、コクミン・フレンチ（165店舗）とふく薬品（25店舗）の子会社化及びサンエビル薬局(1店舗)の事業譲受によるものです。 Other 191 stores consist of those resulting from the consolidation of Kokumin and French (165 stores) and FUKUYAKUHIN (25 stores), and the business acquisition of Sanefubiru Yakkyoku (1 store). | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3. 月次売上高伸長率 Monthly Sales Growth Rate

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% | 1.3% | 7.5% | 3.4% | 4.0% | 3.3% | 2.6% |
| | 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% | △1.0% | 3.9% | 0.5% | 1.1% | 0.7% | △2.4% |
| | 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% | 2.3% | 3.6% | 2.9% | 2.9% | 2.6% | 5.0% |
| 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% | 10.0% | 16.6% | 11.5% | 12.6% | 9.4% | 8.0% |
| | 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% | 8.9% | 14.5% | 10.1% | 11.1% | 7.8% | 3.6% |
| | 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% | 1.1% | 2.1% | 1.4% | 1.5% | 1.6% | 4.4% |

2023年2月期 Fiscal year ended February 2023

| 区分 Type | 項目 Item | 2022.3月 Mar. 2022 | 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. | 2023.1月 Jan. 2023 | 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 | 2.9% | 1.8% | 0.1% | 1.5% | 1.6% | 4.8% | 4.5% | 3.6% | 2.6% | 4.1% | 4.6% | 4.2% | 4.3% | 10.4% | 2.8% | 3.1% | 5.7% | 5.0% | 3.8% |
| | 客数 No. of customers | △0.3% | △0.6% | △0.7% | △0.5% | 0.4% | 2.4% | 1.8% | 1.5% | 0.6% | 2.4% | 1.7% | 1.8% | 2.0% | 6.3% | 2.5% | 2.0% | 3.8% | 2.9% | 1.7% |
| | 客単価 Average sale per customer | 3.2% | 2.4% | 0.8% | 2.0% | 1.2% | 2.4% | 2.7% | 2.1% | 2.0% | 1.7% | 2.9% | 2.4% | 2.3% | 4.1% | 0.3% | 1.1% | 1.9% | 2.1% | 2.1% |
| 全店 All stores | 売上高 Sales | 10.4% | 10.3% | 8.5% | 9.8% | 13.5% | 17.1% | 16.4% | 15.7% | 12.8% | 16.0% | 16.4% | 15.7% | 16.0% | 18.0% | 9.6% | 10.1% | 12.7% | 14.3% | 13.6% |
| | 客数 No. of customers | 9.0% | 9.1% | 8.9% | 9.0% | 14.5% | 16.8% | 15.8% | 15.7% | 12.5% | 16.1% | 15.4% | 15.2% | 15.6% | 15.2% | 10.9% | 11.4% | 12.5% | 14.0% | 13.2% |
| | 客単価 Average sale per customer | 1.4% | 1.2% | △0.4% | 0.8% | △1.0% | 0.3% | 0.6% | △0.0% | 0.3% | △0.1% | 1.0% | 0.5% | 0.4% | 2.8% | △1.3% | △1.3% | 0.2% | 0.3% | 0.4% |

※売上高伸長率は、収益認識基準適用前の数値と比較しております。

*Sales growth rates are compared with those before the adoption of the revenue recognition standard.

4. 品目別売上高 Sales by Category

(単位：百万円)(Unit: million yen)

| 区分 Category | 2022年2月期 Fiscal year ended 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% | 202,727 | 19.8% | 41.0% |
| 化粧品 Cosmetics | 38,905 | 15.6% | 33.8% | 79,514 | 15.6% | 34.4% | 118,096 | 15.6% | 34.2% | 159,609 | 15.6% | 34.5% |
| 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% | 149,868 | 14.6% | 29.0% |
| 食品 Food products | 56,039 | 22.5% | 20.0% | 114,523 | 22.5% | 20.2% | 170,593 | 22.6% | 20.1% | 231,250 | 22.5% | 20.3% |
| その他 Others | 20,228 | 8.2% | 15.4% | 40,885 | 8.2% | 15.2% | 60,727 | 8.0% | 15.1% | 83,282 | 8.1% | 16.4% |
| 物販計 Total sales of products | 199,758 | 80.3% | 28.4% | 410,614 | 80.8% | 29.1% | 608,987 | 80.5% | 28.8% | 826,738 | 80.6% | 29.3% |
| 調剤 Dispensing | 49,102 | 19.7% | 36.4% | 97,680 | 19.2% | 39.4% | 147,415 | 19.5% | 39.3% | 199,208 | 19.4% | 39.5% |
| 合計 Total | 248,861 | 100.0% | 30.0% | 508,295 | 100.0% | 31.0% | 756,403 | 100.0% | 30.9% | 1,025,947 | 100.0% | 31.3% |

| 区分 Category | 2023年2月期 Fiscal year ending February 2023 | | | | | | | | | | | |
|---|--|-------------------|---------------------------|--------------------------|-------------------|---------------------------|--------------------------|-------------------|---------------------------|--------------------------|-------------------|---------------------------|
| | 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 | 52,555 | 19.6% | 40.2% | 115,822 | 20.6% | 40.2% | 171,344 | 20.3% | 40.1% | 233,558 | 20.4% | 40.6% |
| 化粧品 Cosmetics | 41,497 | 15.5% | 32.5% | 88,327 | 15.7% | 32.9% | 132,276 | 15.6% | 32.7% | 176,608 | 15.4% | 32.9% |
| 家庭用雑貨 Household goods | 37,061 | 13.8% | 26.0% | 77,411 | 13.8% | 27.9% | 116,908 | 13.8% | 27.7% | 158,615 | 13.9% | 28.3% |
| 食品 Food products | 60,401 | 22.6% | 18.7% | 124,928 | 22.2% | 18.6% | 187,918 | 22.2% | 18.3% | 253,863 | 22.2% | 18.5% |
| その他 Others | 22,048 | 8.3% | 15.3% | 45,456 | 8.0% | 16.1% | 68,617 | 8.1% | 16.3% | 92,232 | 8.1% | 16.1% |
| 物販計 Total sales of products | 213,564 | 79.8% | 27.6% | 451,945 | 80.3% | 28.3% | 677,063 | 80.0% | 28.0% | 914,878 | 80.0% | 28.4% |
| 調剤 Dispensing | 53,857 | 20.1% | 35.7% | 110,203 | 19.6% | 38.4% | 168,019 | 19.9% | 38.4% | 228,106 | 19.9% | 38.7% |
| 小計 Subtotal | 267,421 | 99.9% | 29.2% | 562,148 | 99.9% | 30.2% | 845,082 | 99.9% | 30.1% | 1,142,984 | 99.9% | 30.4% |
| 手数料収入 Commission income | 295 | 0.1% | 100.0% | 603 | 0.1% | 100.0% | 904 | 0.1% | 100.0% | 1,293 | 0.1% | 100.0% |
| 合計 Total | 267,716 | 100.0% | 29.3% | 562,752 | 100.0% | 30.3% | 845,986 | 100.0% | 30.2% | 1,144,278 | 100.0% | 30.5% |

※「収益認識に関する会計基準」(企業会計基準第29号 2020年3月31日)等を当第1四半期連結会計期間の期首から適用しております。

*The Group adopted the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) from the beginning of the first quarter of the current fiscal year ending February 2023.

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

(単位：店) (Unit: store)

| 都道府県 Prefecture | 2022年2月期 Fiscal year ended February 2022 | | | | 2023年2月期 Fiscal year ending February 2023 | | | |
|------------------------------|---|--------|--------|----------|--|--------|--------|----------|
| | 第1四半期末 | 第2四半期末 | 第3四半期末 | 期末 | 第1四半期末 | 第2四半期末 | 第3四半期末 | 期末 |
| | 1Q-end | 2Q-end | 3Q-end | Year-end | 1Q-end | 2Q-end | 3Q-end | Year-end |
| 北海道 Hokkaido | - | - | - | - | - | 7 | 7 | 7 |
| 青森県 Aomori | 79 | 79 | 80 | 82 | 82 | 83 | 83 | 83 |
| 岩手県 Iwate | 14 | 15 | 15 | 15 | 15 | 15 | 15 | 15 |
| 宮城県 Miyagi | 16 | 18 | 18 | 19 | 19 | 19 | 20 | 20 |
| 秋田県 Akita | 9 | 9 | 9 | 9 | 10 | 11 | 11 | 12 |
| 山形県 Yamagata | 21 | 21 | 22 | 23 | 23 | 23 | 23 | 23 |
| 福島県 Fukushima | 35 | 35 | 36 | 36 | 36 | 38 | 38 | 38 |
| 茨城県 Ibaraki | 152 | 152 | 153 | 154 | 154 | 157 | 157 | 158 |
| 栃木県 Tochigi | 65 | 65 | 66 | 68 | 67 | 68 | 68 | 68 |
| 群馬県 Gunma | 112 | 113 | 114 | 115 | 115 | 116 | 117 | 118 |
| 埼玉県 Saitama | 201 | 202 | 204 | 206 | 210 | 216 | 219 | 220 |
| 千葉県 Chiba | 149 | 150 | 151 | 151 | 153 | 162 | 163 | 166 |
| 東京都 Tokyo | 193 | 195 | 195 | 196 | 197 | 233 | 232 | 235 |
| 神奈川県 Kanagawa | 222 | 222 | 224 | 225 | 226 | 234 | 234 | 235 |
| 新潟県 Niigata | 71 | 71 | 72 | 72 | 73 | 74 | 75 | 75 |
| 富山県 Toyama | 42 | 42 | 42 | 42 | 43 | 43 | 45 | 45 |
| 石川県 Ishikawa | 22 | 24 | 24 | 24 | 24 | 24 | 24 | 24 |
| 福井県 Fukui | 6 | 6 | 6 | 6 | 6 | 7 | 7 | 8 |
| 山梨県 Yamanashi | 32 | 32 | 32 | 33 | 33 | 33 | 34 | 35 |
| 長野県 Nagano | 39 | 39 | 39 | 39 | 39 | 40 | 40 | 41 |
| 岐阜県 Gifu | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 |
| 静岡県 Shizuoka | 229 | 230 | 231 | 231 | 233 | 234 | 233 | 234 |
| 愛知県 Aichi | 66 | 75 | 74 | 73 | 76 | 78 | 79 | 82 |
| 三重県 Mie | 27 | 27 | 27 | 27 | 28 | 30 | 30 | 30 |
| 滋賀県 Shiga | 15 | 15 | 16 | 17 | 18 | 18 | 18 | 18 |
| 京都府 Kyoto | 75 | 75 | 77 | 79 | 78 | 85 | 85 | 87 |
| 大阪府 Osaka | 145 | 150 | 151 | 155 | 159 | 231 | 229 | 230 |
| 兵庫県 Hyogo | 90 | 93 | 95 | 100 | 107 | 120 | 121 | 121 |
| 奈良県 Nara | 14 | 14 | 14 | 14 | 15 | 15 | 16 | 16 |
| 和歌山県 Wakayama | 6 | 7 | 7 | 7 | 7 | 8 | 7 | 7 |
| 鳥取県 Tottori | 4 | 4 | 4 | 6 | 7 | 8 | 8 | 8 |
| 島根県 Shimane | 6 | 6 | 6 | 9 | 10 | 10 | 10 | 9 |
| 岡山県 Okayama | 39 | 38 | 41 | 73 | 74 | 76 | 77 | 76 |
| 広島県 Hiroshima | 3 | 4 | 4 | 73 | 74 | 75 | 77 | 77 |
| 徳島県 Tokushima | 2 | 2 | 2 | 2 | 2 | 3 | 5 | 5 |
| 香川県 Kagawa | 1 | 1 | 2 | 10 | 10 | 10 | 11 | 12 |
| 愛媛県 Ehime | 12 | 12 | 14 | 29 | 29 | 30 | 30 | 30 |
| 高知県 Kochi | 27 | 26 | 26 | 27 | 27 | 27 | 27 | 27 |
| 福岡県 Fukuoka | - | - | - | 1 | 2 | 15 | 15 | 17 |
| 佐賀県 Saga | - | - | - | - | - | 1 | 1 | 1 |
| 長崎県 Nagasaki | - | - | - | - | 1 | 2 | 2 | 2 |
| 熊本県 Kumamoto | - | - | - | - | 1 | 1 | 1 | 1 |
| 大分県 Oita | - | - | 1 | 1 | 2 | 2 | 2 | 2 |
| 宮崎県 Miyazaki | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| 沖縄県 Okinawa | - | - | - | - | - | - | - | 25 |
| 国内計 Domestic total | 2,249 | 2,277 | 2,302 | 2,457 | 2,493 | 2,690 | 2,704 | 2,751 |
| Wel-BHG Wel-BHG | 9 | 10 | 10 | 11 | 12 | 12 | 12 | 12 |
| 合計 Total | 2,258 | 2,287 | 2,312 | 2,468 | 2,505 | 2,702 | 2,716 | 2,763 |
| (内化粧品専門店) (Cosmetics stores) | 42 | 44 | 44 | 44 | 46 | 46 | 48 | 48 |

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

| 区分 Type | 2022年2月期 Fiscal year ended February 2022 | | | | 2023年2月期 Fiscal year ending February 2023 | | | |
|---|---|-----------|-----------|-----------|--|-----------|-----------|-----------|
| | 第1四半期末 | 第2四半期末 | 第3四半期末 | 期末 | 第1四半期末 | 第2四半期末 | 第3四半期末 | 期末 |
| | 1Q-end | 2Q-end | 3Q-end | Year-end | 1Q-end | 2Q-end | 3Q-end | Year-end |
| 期末店舗数 (店) No. of stores at the end of period | 2,258 | 2,287 | 2,312 | 2,468 | 2,505 | 2,702 | 2,716 | 2,763 |
| 期末売場面積 (㎡) Store space at the end of period (m ²) | 1,574,497 | 1,595,621 | 1,620,466 | 1,781,753 | 1,809,203 | 1,863,056 | 1,879,560 | 1,908,391 |
| 期中平均売場面積 (㎡) Average store space during period (m ²) | 1,564,487 | 1,577,170 | 1,589,079 | 1,742,134 | 1,800,792 | 1,849,218 | 1,860,139 | 1,883,339 |

7. 単位当たり売上高 Sales per Unit

(単位：千円) (Unit: thousand yen)

| 区分 Type | 2022年2月期 Fiscal year ended February 2022 | | | | 2023年2月期 Fiscal year ending February 2023 | | | |
|------------------------------------|---|-------|-------|-----------------|--|-------|-------|-----------------|
| | 第1四半期 | 第2四半期 | 第3四半期 | 通期合計 | 第1四半期 | 第2四半期 | 第3四半期 | 通期合計 |
| | 1Q | 2Q | 3Q | Full-year total | 1Q | 2Q | 3Q | Full-year total |
| 1㎡当たり売上高 Sales per square meter | 159 | 164 | 156 | 588 | 148 | 159 | 152 | 607 |
| 1人当たり売上高 Sales per customer | 6,996 | 7,166 | 6,867 | 27,160 | 6,975 | 7,299 | 7,006 | 28,364 |

8. 従業員数 Number of Employees

| 区分 Type | 2022年2月期 Fiscal year ended February 2022 | | | | 2023年2月期 Fiscal year ending February 2023 | | | |
|---|---|--------|--------|----------|--|--------|--------|----------|
| | 第1四半期末 | 第2四半期末 | 第3四半期末 | 期末 | 第1四半期末 | 第2四半期末 | 第3四半期末 | 期末 |
| | 1Q-end | 2Q-end | 3Q-end | Year-end | 1Q-end | 2Q-end | 3Q-end | Year-end |
| 従業員数 No. of employees | 12,778 | 12,756 | 12,723 | 13,294 | 14,241 | 14,934 | 14,813 | 14,865 |
| 正社員 Regular employees | 12,778 | 12,756 | 12,723 | 13,294 | 14,241 | 14,934 | 14,813 | 14,865 |
| パート (期中平均; 8時換算) Part-timers (average during period; based on 8h/employee) | 22,790 | 23,445 | 23,404 | 24,480 | 24,139 | 25,484 | 25,611 | 25,477 |
| 合計 Total | 35,568 | 36,201 | 36,127 | 37,774 | 38,380 | 40,418 | 40,424 | 40,342 |
| 薬剤師人数※ No. of pharmacists | 6,791 | 6,778 | 6,753 | 6,799 | 7,287 | 7,710 | 7,656 | 7,706 |
| 1店舗当たりの薬剤師人数※ No. of pharmacists per store | 3.06 | 3.02 | 2.98 | 2.80 | 2.96 | 2.90 | 2.87 | 2.84 |
| 登録販売者人数※ No. of registered sales clerks | 14,555 | 14,655 | 14,627 | 16,667 | 16,930 | 17,660 | 17,581 | 18,586 |
| 1店舗当たりの登録販売者人数※ No. of registered sales clerks per store | 6.57 | 6.53 | 6.45 | 6.88 | 6.88 | 6.65 | 6.59 | 6.85 |

※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) を除いておぼす。

*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

(単位：百万円) (Unit: million yen)

| 区分 Type | 2022年2月期 Fiscal year ended February 2022 | | | | 2023年2月期 Fiscal year ending February 2023 | | | |
|------------------------------|---|--------|--------|-----------------|--|--------|--------|-----------------|
| | 第1四半期 | 第2四半期 | 第3四半期 | 通期合計 | 第1四半期 | 第2四半期 | 第3四半期 | 通期合計 |
| | 1Q | 2Q | 3Q | Full-year total | 1Q | 2Q | 3Q | Full-year total |
| 設備投資額 Capital expenditure | 7,951 | 13,396 | 20,063 | 37,535 | 7,678 | 25,292 | 30,731 | 36,594 |
| 減価償却費 Depreciation | 3,944 | 8,055 | 12,320 | 16,988 | 4,724 | 9,619 | 14,627 | 19,863 |

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

| 項目 Item | 北海道 Hokkaido | 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 | 岐阜県 Gifu | 静岡県 Shizuoka |
|---|-----------------|---------------|--------------|---------------|--------------|-----------------|------------------|----------------|----------------|--------------|----------------|--------------|--------------|------------------|----------------|---------------|-----------------|--------------|------------------|---------------|-------------|-----------------|
| 総面積 (km ²) Total area (km ²) | 83,457 | 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 | 10,621 | 7,777 |
| 総人口 (千人) Total population (thousand people) | 5,183 | 1,243 | 1,206 | 2,268 | 956 | 1,056 | 1,841 | 2,890 | 1,942 | 1,943 | 7,385 | 6,310 | 13,794 | 9,215 | 2,188 | 1,037 | 1,124 | 767 | 816 | 2,056 | 1,996 | 3,658 |
| (老年人口割合) (Ratio of elderly population) | 32.3% | 33.9% | 33.9% | 28.7% | 37.8% | 34.1% | 31.9% | 29.7% | 29.2% | 30.1% | 26.7% | 27.5% | 22.8% | 25.4% | 33.0% | 32.4% | 29.9% | 30.5% | 31.0% | 32.0% | 30.4% | 30.1% |
| 内 老年 (65歳以上) 人口 (千人) Elderly people at least 65 years old (thousand) | 1,674 | 421 | 409 | 650 | 361 | 360 | 588 | 858 | 568 | 585 | 1,973 | 1,734 | 3,143 | 2,340 | 721 | 336 | 336 | 234 | 253 | 657 | 606 | 1,102 |
| 世帯数 (千) No. of households (thousand) | 2,796 | 594 | 532 | 1,023 | 425 | 420 | 794 | 1,281 | 853 | 866 | 3,431 | 2,986 | 7,354 | 4,468 | 910 | 428 | 493 | 300 | 367 | 884 | 838 | 1,619 |
| ドラッグストア店舗数 ① (店) No. of drugstores (1) | 648 | 216 | 204 | 337 | 149 | 202 | 241 | 418 | 277 | 313 | 982 | 691 | 941 | 884 | 320 | 173 | 214 | 148 | 133 | 263 | 436 | 476 |
| 売場面積 (坪) Store space (tsubo) | 159,396 | 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 | 132,315 | 129,203 |
| 1店舗当たりの世帯数 (千) No. of households per store (thousand) | 4.3 | 2.8 | 2.6 | 3.0 | 2.9 | 2.1 | 3.3 | 3.1 | 3.1 | 2.8 | 3.5 | 4.3 | 7.8 | 5.1 | 2.8 | 2.5 | 2.3 | 2.0 | 2.8 | 3.4 | 1.9 | 3.4 |
| 当社グループ店舗数 ② (店) No. of drugstores belonging to the Welcia Group (2) | 7 | 83 | 15 | 20 | 12 | 23 | 38 | 154 | 68 | 117 | 218 | 163 | 231 | 235 | 75 | 45 | 23 | 8 | 35 | 41 | 7 | 233 |
| 当社グループ店舗比率 ②÷① Ratio of drugstores belonging to the Welcia Group (2)/(1) | 1.1% | 38.4% | 7.4% | 5.9% | 8.1% | 11.4% | 15.8% | 36.8% | 24.5% | 37.4% | 22.2% | 23.6% | 24.5% | 26.6% | 23.4% | 26.0% | 10.7% | 5.4% | 26.3% | 15.6% | 1.6% | 48.9% |

| 項目 Item | 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 | 福岡県 Fukuoka | 佐賀県 Saga | 長崎県 Nagasaki | 熊本県 Kumamoto | 大分県 Oita | 沖縄県 Okinawa |
|---|--------------|------------|--------------|--------------|--------------|--------------|-------------|------------------|----------------|----------------|----------------|------------------|------------------|---------------|--------------|--------------|----------------|-------------|-----------------|-----------------|-------------|----------------|
| 総面積 (km ²) Total area (km ²) | 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 | 4,847 | 2,440 | 4,095 | 7,405 | 5,100 | 2,282 |
| 総人口 (千人) Total population (thousand people) | 7,528 | 1,784 | 1,415 | 2,511 | 8,800 | 5,488 | 1,335 | 935 | 551 | 666 | 1,879 | 2,788 | 726 | 964 | 1,341 | 693 | 5,108 | 812 | 1,320 | 1,747 | 1,131 | 1,485 |
| (老年人口割合) (Ratio of elderly population) | 25.2% | 29.9% | 26.4% | 29.5% | 27.1% | 28.8% | 31.6% | 33.2% | 32.5% | 34.4% | 30.3% | 29.6% | 33.7% | 31.4% | 33.1% | 35.4% | 27.8% | 30.7% | 33.3% | 31.6% | 33.2% | 22.8% |
| 内 老年 (65歳以上) 人口 (千人) Elderly people at least 65 years old (thousand) | 1,896 | 533 | 374 | 740 | 2,383 | 1,582 | 422 | 310 | 179 | 229 | 570 | 825 | 245 | 303 | 444 | 245 | 1,422 | 249 | 439 | 552 | 376 | 339 |
| 世帯数 (千) No. of households (thousand) | 3,386 | 807 | 601 | 1,233 | 4,433 | 2,583 | 603 | 442 | 239 | 293 | 861 | 1,328 | 337 | 445 | 655 | 350 | 2,488 | 340 | 632 | 796 | 542 | 684 |
| ドラッグストア店舗数 ① (店) No. of drugstores (1) | 1,038 | 245 | 200 | 258 | 760 | 515 | 141 | 106 | 72 | 84 | 235 | 307 | 88 | 128 | 210 | 110 | 554 | 94 | 117 | 181 | 136 | 97 |
| 売場面積 (坪) Store space (tsubo) | 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 | 137,997 | 29,750 | 33,080 | 49,861 | 41,601 | 16,541 |
| 1店舗当たりの世帯数 (千) No. of households per store (thousand) | 3.3 | 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 | 4.5 | 3.6 | 5.4 | 4.4 | 4.0 | 7.1 |
| 当社グループ店舗数 ② (店) No. of drugstores belonging to the Welcia Group (2) | 81 | 30 | 18 | 85 | 224 | 120 | 13 | 7 | 6 | 8 | 67 | 76 | 4 | 12 | 28 | 26 | 16 | 1 | 2 | 1 | 2 | 25 |
| 当社グループ店舗比率 ②÷① Ratio of drugstores belonging to the Welcia Group (2)/(1) | 7.8% | 12.2% | 9.0% | 32.9% | 29.5% | 23.3% | 9.2% | 6.6% | 8.3% | 9.5% | 28.5% | 24.8% | 4.5% | 9.4% | 13.3% | 23.6% | 2.9% | 1.1% | 1.7% | 0.6% | 1.5% | 25.8% |

(注) 1. 総人口、老年人口及び世帯数は、総務省が公表（公表日：2022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, 2022).

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、2023年2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. The number of the Group stores is the number of drugstore stores as of the end of February 2023.

11. 2024年2月期計画 Fiscal 2024 Plan

【 前年実績と計画対比 Comparison of Previous Year's Actual Results vs. Projections】

(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 | 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 | 金額 | 構成比 | 前年比 | |
| Item | Amount | % of total | Y/Y | Amount | % of total | Y/Y | Amount | % of total | Y/Y | Amount | % of total | Y/Y | Amount | % of total | Y/Y | Amount | % of total | Y/Y | Amount | % of total | Y/Y | |
| 2023年 2月期 実績 FY2023 Actual results | 売上高 Net sales | 267,716 | 100.0% | 107.6% | 295,035 | 100.0% | 113.7% | 562,752 | 100.0% | 110.7% | 283,234 | 100.0% | 114.2% | 298,291 | 100.0% | 110.7% | 581,525 | 100.0% | 112.3% | 1,144,278 | 100.0% | 111.5% |
| | (内、調剤売上高) (Net sales from dispensing) | 53,857 | 20.1% | 109.7% | 56,345 | 19.1% | 116.0% | 110,203 | 19.6% | 112.8% | 57,816 | 20.4% | 116.2% | 60,087 | 20.1% | 116.0% | 117,903 | 20.3% | 116.1% | 228,106 | 19.9% | 114.5% |
| | 売上総利益 Gross operating profit | 78,431 | 29.3% | 105.1% | 92,193 | 31.2% | 110.8% | 170,624 | 30.3% | 108.1% | 84,626 | 29.9% | 111.6% | 94,003 | 31.5% | 107.6% | 178,630 | 30.7% | 109.5% | 349,254 | 30.5% | 108.8% |
| | 販売費及び一般管理費 SG&A expenses | 70,717 | 26.4% | 105.0% | 75,918 | 25.7% | 112.1% | 146,636 | 26.0% | 108.6% | 77,146 | 27.3% | 112.3% | 79,836 | 26.8% | 107.7% | 156,982 | 27.0% | 109.9% | 303,619 | 26.5% | 109.2% |
| | 営業利益 Operating income | 7,713 | 2.9% | 105.9% | 16,274 | 5.5% | 105.3% | 23,988 | 4.3% | 105.5% | 7,479 | 2.6% | 105.6% | 14,167 | 4.7% | 107.3% | 21,647 | 3.7% | 106.7% | 45,635 | 4.0% | 106.1% |
| | 経常利益 Ordinary income | 10,495 | 3.9% | 118.6% | 17,478 | 5.9% | 107.3% | 27,974 | 5.0% | 111.2% | 8,593 | 3.0% | 110.2% | 15,581 | 5.2% | 106.4% | 24,174 | 4.2% | 107.7% | 52,149 | 4.6% | 109.6% |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | 6,321 | 2.4% | 119.1% | 10,766 | 3.6% | 105.4% | 17,088 | 3.0% | 110.1% | 4,048 | 1.4% | 86.5% | 5,893 | 2.0% | 94.4% | 9,941 | 1.7% | 91.0% | 27,030 | 2.4% | 102.2% |
| 既存店伸長率 Existing-store sales growth rate | | 1.5% | | 3.6% | | 2.6% | | 4.3% | | 5.7% | | 5.0% | | 3.8% | | | | | | | | |
| 項 目 | 金額 | 構成比 | 前年実績比 | 金額 | 構成比 | 前年実績比 | 金額 | 構成比 | 前年実績比 | 金額 | 構成比 | 前年実績比 | 金額 | 構成比 | 前年実績比 | 金額 | 構成比 | 前年実績比 | 金額 | 構成比 | 前年実績比 | |
| Item | Amount | % of total | Y/Y(Actual) | Amount | % of total | Y/Y(Actual) | Amount | % of total | Y/Y(Actual) | Amount | % of total | Y/Y(Actual) | Amount | % of total | Y/Y(Actual) | Amount | % of total | Y/Y(Actual) | Amount | % of total | Y/Y(Actual) | |
| 2024年 2月期 計画 FY2024 Projections | 売上高 Net sales | 298,480 | 100.0% | 111.5% | 313,740 | 100.0% | 106.3% | 612,220 | 100.0% | 108.8% | 303,735 | 100.0% | 107.2% | 314,045 | 100.0% | 105.3% | 617,780 | 100.0% | 106.2% | 1,230,000 | 100.0% | 107.5% |
| | (内、調剤売上高) (Net sales from dispensing) | 62,544 | 21.0% | 116.1% | 61,791 | 19.7% | 109.7% | 124,335 | 20.3% | 112.8% | 64,187 | 21.1% | 111.0% | 66,278 | 21.1% | 110.3% | 130,465 | 21.1% | 110.7% | 254,800 | 20.7% | 111.7% |
| | 売上総利益 Gross operating profit | 89,349 | 29.9% | 113.9% | 99,481 | 31.7% | 107.9% | 188,830 | 30.8% | 110.7% | 91,931 | 30.3% | 108.6% | 101,049 | 32.2% | 107.5% | 192,980 | 31.2% | 108.0% | 381,810 | 31.0% | 109.3% |
| | 販売費及び一般管理費 SG&A expenses | 80,754 | 27.0% | 114.2% | 82,336 | 26.2% | 108.5% | 163,090 | 26.6% | 111.2% | 84,379 | 27.8% | 109.4% | 86,341 | 27.5% | 108.1% | 170,720 | 27.6% | 108.8% | 333,810 | 27.1% | 109.9% |
| | 営業利益 Operating income | 8,595 | 2.9% | 111.4% | 17,145 | 5.5% | 105.3% | 25,740 | 4.2% | 107.3% | 7,552 | 2.5% | 101.0% | 14,708 | 4.7% | 103.8% | 22,260 | 3.6% | 102.8% | 48,000 | 3.9% | 105.2% |
| | 経常利益 Ordinary income | 9,838 | 3.3% | 93.7% | 18,192 | 5.8% | 104.1% | 28,030 | 4.6% | 100.2% | 8,697 | 2.9% | 101.2% | 15,773 | 5.0% | 101.2% | 24,470 | 4.0% | 101.2% | 52,500 | 4.3% | 100.7% |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | 5,757 | 1.9% | 91.1% | 10,943 | 3.5% | 101.6% | 16,700 | 2.7% | 97.7% | 5,067 | 1.7% | 125.2% | 6,233 | 2.0% | 105.8% | 11,300 | 1.8% | 113.7% | 28,000 | 2.3% | 103.6% |
| 既存店伸長率 Existing-store sales growth rate | | 4.0% | | 3.6% | | 3.8% | | 4.4% | | 3.3% | | 3.9% | | 3.9% | | | | | | | | |
| 項 目 | 金額 | 構成比 | 金額 | 構成比 | 金額 | 構成比 | 金額 | 構成比 | 金額 | 構成比 | 金額 | 構成比 | 金額 | 構成比 | 金額 | 構成比 | 金額 | 構成比 | | | | |
| Item | Amount | % of total | Amount | % of total | Amount | % of total | Amount | % of total | Amount | % of total | Amount | % of total | Amount | % of total | Amount | % of total | Amount | % of total | | | | |
| 前年実績 対比 vs. Previous year's actual results | 売上高 Net sales | 30,763 | 0.0% | 18,704 | 0.0% | 49,467 | 0.0% | 20,500 | 0.0% | 15,753 | 0.0% | 36,254 | 0.0% | 85,721 | 0.0% | | | | | | | |
| | (内、調剤売上高) (Net sales from dispensing) | 8,686 | 0.9% | 5,445 | 0.6% | 14,131 | 0.7% | 6,370 | 0.7% | 6,190 | 1.0% | 12,561 | 0.8% | 26,693 | 0.8% | | | | | | | |
| | 売上総利益 Gross operating profit | 10,917 | 0.6% | 7,287 | 0.5% | 18,205 | 0.5% | 7,304 | 0.4% | 7,045 | 0.7% | 14,349 | 0.5% | 32,555 | 0.5% | | | | | | | |
| | 販売費及び一般管理費 SG&A expenses | 10,036 | 0.6% | 6,417 | 0.5% | 16,453 | 0.6% | 7,232 | 0.5% | 6,504 | 0.7% | 13,737 | 0.6% | 30,190 | 0.6% | | | | | | | |
| | 営業利益 Operating income | 881 | 0.0% | 870 | 0.0% | 1,751 | △0.1% | 72 | △0.1% | 540 | 0.0% | 612 | △0.1% | 2,364 | △0.1% | | | | | | | |
| | 経常利益 Ordinary income | △ 657 | △0.6% | 713 | △0.1% | 55 | △0.4% | 103 | △0.1% | 191 | △0.2% | 295 | △0.2% | 350 | △0.3% | | | | | | | |
| | 親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent | △ 564 | △0.5% | 176 | △0.1% | △ 388 | △0.3% | 1,018 | 0.3% | 339 | 0.0% | 1,358 | 0.1% | 969 | △0.1% | | | | | | | |
| 既存店伸長率 Existing-store sales growth rate | | 2.5% | 0.0% | 1.2% | 0.1% | △2.4% | △1.1% | 0.1% | | | | | | | | | | | | | | |

(店舗前年実績・計画) (Previous year's actual results and projections for the number of stores)

(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 | 前期末店舗数 No. of stores at the end of the previous | 出店 | 退店 | 店舗数 No. of stores | 出店 | 退店 | 店舗数 No. of stores | 出店 | 退店 | 店舗数 No. of stores | 出店 | 退店 | 店舗数 No. of stores | 出店 | 退店 | 店舗数 No. of stores | 出店 | 退店 | 店舗数 No. of stores | 出店 | 退店 | 店舗数 No. of stores |
| Item | | Opening | Closing | No. of stores | Opening | Closing | No. of stores | Opening | Closing | No. of stores | Opening | Closing | No. of stores | Opening | Closing | No. of stores | Opening | Closing | No. of stores | Opening | Closing | No. of stores |
| 2023年2月期 実績 FY2023 Actual results | 2,468 | 41 | 4 | 2,505 | 204 | 7 | 2,702 | 245 | 11 | 2,702 | 32 | 18 | 2,716 | 54 | 7 | 2,763 | 60 | 25 | 2,763 | 331 | 36 | 2,763 |
| 2024年2月期 計画 FY2024 Projections | 2,763 | 33 | 6 | 2,790 | 25 | 21 | 2,794 | 58 | 27 | 2,794 | 36 | 9 | 2,821 | 28 | 2 | 2,847 | 64 | 11 | 2,847 | 122 | 38 | 2,847 |
| 前年実績対比 vs. Previous year's actual results | - | △ 8 | 2 | 285 | △ 179 | 14 | 92 | △ 187 | 16 | 92 | 4 | △ 9 | 105 | △ 26 | △ 5 | 84 | 4 | △ 14 | 84 | △ 209 | 2 | 84 |
| (備考) (Remarks) | ・2023年2月期 出店実績の第2四半期出店実績にはコクミン・フレンチ (165店舗)、第4四半期にはぶく薬品 (25店舗) とサンエフビル薬局(1店舗)が含まれております。 Actual results of the number of stores opened for the second quarter of FY2023 includes the stores resulting from the consolidation of Kokumin and French (165 stores), and the number of stores opened for the fourth quarter of FY2023 includes those resulting from the consolidation of FUKUYAKUHIN (25 stores) and the business acquisition of Sanefubiru Yakkyoku (1 | | | | | | | | | | | | | | | | | | | | | |