

## DATA | 11-Year Summary of Financial and Non-Financial Data (As of March 31, 2024)

Consolidated Financial Data	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
<b>Fiscal year in which revisions to dispensing fees and NHI drug prices were made</b>		Dispensing Fees NHI Drug Prices		Dispensing Fees NHI Drug Prices		Dispensing Fees NHI Drug Prices	Dispensing Fees NHI Drug Prices <sup>11</sup>	Dispensing Fees NHI Drug Prices	NHI Drug Prices	Dispensing Fees NHI Drug Prices	NHI Drug Prices
<b>Business results (fiscal year)</b>											
Net sales	165,347	181,844	219,239	223,468	241,274	245,687	268,520	278,951	299,392	313,318	340,310
Gross profit	25,623	31,929	39,068	39,258	43,837	41,975	46,372	49,374	52,422	53,643	57,236
Selling, general and administrative expenses	20,878	25,281	28,578	30,738	33,250	35,242	38,779	41,267	45,833	46,057	48,093
Operating profit	4,744	6,647	10,489	8,519	10,587	6,733	7,593	8,106	6,589	7,586	9,142
EBITDA <sup>1</sup>	9,129	10,923	15,615	14,237	17,127	14,525	15,491	16,286	14,974	16,337	18,251
Ordinary profit	4,188	6,003	9,878	7,976	10,138	6,077	7,405	8,409	6,767	7,682	9,439
Profit attributable to owners of parent	1,901	2,778	6,329	4,638	6,104	3,790	6,697	3,538	3,705	4,458	2,553
<b>Cash flows (fiscal year)</b>											
Cash flows from operating activities	6,243	5,831	19,327	△940	23,141	13,572	13,192	11,213	19,411	7,532	20,421
Cash flows from investing activities	△14,510	△8,437	△7,823	△28,444	△13,843	△1,770	△2,731	△7,767	△9,313	△10,018	△13,726
Cash flows from financing activities	8,782	1,422	7,031	18,205	△2,034	△10,516	△7,955	△2,806	△17,448	713	△4,430
<b>Financial position (at year-end)</b>											
Total assets <sup>2</sup>	117,295	130,141	157,609	178,347	186,573	178,677	185,551	186,262	178,753	185,297	195,087
Net assets	15,849	17,635	32,473	36,447	41,506	41,073	47,072	49,868	52,876	56,483	58,351
Cash and cash equivalents	15,027	13,844	32,380	21,200	28,464	29,749	32,254	32,893	25,543	23,770	26,034
Merchandise and finished goods	12,165	15,911	15,328	21,455	20,873	22,272	22,988	23,139	23,024	28,416	28,992
Interest-bearing debt <sup>3</sup>	62,037	68,327	66,794	86,524	87,611	81,302	74,381	73,219	56,597	58,128	54,925
<b>Per share information</b>											
Net assets per share (yen) <sup>4</sup>	545.32	628.80	1,015.11	1,139.35	1,297.50	1,369.52	1,569.77	1,663.01	1,763.34	1,888.17	1,950.44
Net income per share (yen) <sup>4</sup>	65.62	97.24	216.42	145.02	190.84	121.74	223.33	118.01	123.56	148.92	85.35
<b>Financial and non-financial data</b>											
Sales growth rate (%)	18.6	10.0	20.6	1.9	8.0	1.8	9.3	3.9	7.3	4.7	8.6
SG&A expense ratio (%)	12.6	13.9	13.0	13.8	13.8	14.3	14.4	14.8	15.3	14.7	14.1
Operating margin (%)	2.9	3.7	4.8	3.8	4.4	2.7	2.8	2.9	2.2	2.4	2.7
ROA (%) <sup>5</sup>	1.8	2.2	4.4	2.8	3.3	2.1	3.6	1.9	2.0	2.4	1.3
ROE (%) <sup>6</sup>	12.0	16.6	25.3	13.5	15.7	9.2	15.2	7.3	7.2	8.2	4.4
Equity ratio (%) <sup>7</sup>	13.5	13.6	20.6	20.4	22.2	23.0	25.4	26.8	29.6	30.5	29.9
Interest coverage ratio (times) <sup>8</sup>	8.6	7.1	24.4	—	37.1	25.8	34.9	35.1	64.8	28.2	68.7
Debt-to-equity ratio (times) <sup>9</sup>	3.9	3.8	2.1	2.4	2.1	2.0	1.6	1.5	1.1	1.0	0.9
Capital expenditure	9,069	12,279	8,073	23,344	15,316	5,254	12,025	9,492	8,362	10,321	12,188
Depreciation	3,825	3,631	4,461	4,741	5,214	6,304	6,316	6,416	6,569	6,740	7,170
R&D expenses	1,534	1,767	1,913	2,388	2,784	2,764	2,991	2,776	3,411	3,065	2,765
Number of employees <sup>10</sup>	3,009	3,283	3,435	3,781	4,075	4,383	4,904	5,221	5,552	5,689	5,864

\* Figures have been rounded down.

Percentages have been rounded to the nearest first decimal place.

Notes: \*1. EBITDA = Operating profit + depreciation + amortization of goodwill

\*2. Figures before FY2017 are not retroactively adjusted in accordance with a change in accounting standards.

\*3. Interest-bearing debt = loans + lease obligations + installment accounts payable + bonds

\*4. Nihon Chouzai conducted 2-for-1 stock splits on October 1, 2015 and April 1, 2020. Net assets per share and net income per share have been calculated as if these stock splits had taken place at the beginning of FY2013.

\*5. ROA = profit attributable to owners of parent ÷ average of total assets at the beginning and end of the fiscal year

\*6. ROE = profit attributable to owners of parent ÷ average equity at the beginning and end of the fiscal year

\*7. Equity ratio = shareholders' equity ÷ total assets

\*8. Interest coverage ratio = operating cash flows ÷ interest payment. This figure is not presented when operating cash flows are negative.

\*9. Debt-to-equity ratio = interest-bearing debt ÷ net assets

\*10. Number of employees indicates regular employees.

It does not include non-regular employees such as associate, contract, fixed-term, or part-time employees.

\*11. NHI drug prices were revised in October 2019 in line with changes in the consumption tax rate.