Walden Research Japan

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EM SYSTEMS (4820)

Consolidated Fiscal Year		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		0 a.00	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
FY12/2022		16,919	2,395	2,791	1,893	26.75	12.00	274.94
FY12/2023		20,355	2,330	2,869	1,962	27.76	14.00	289.47
FY12/2024CoE		22,014	2,573	3,199	2,160	30.56	14.00	
FY12/2023	YoY	20.3%	(2.7%)	2.8%	3.6%	-	-	-
FY12/2024CoE	YoY	8.1%	10.4%	11.5%	10.1%	-	-	
Consolidated Half Year		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
Q1 to Q2 FY12/2023		9,818	1,144	1,394	789	-	-	-
Q3 to Q4 FY12/2023		10,537	1,186	1,475	1,173	-	-	-
Q1 to Q2 FY12/2024CoE		10,695	885	1,176	777	-	-	-
Q3 to Q4 FY12/2024CoE		11,319	1,688	2,023	1,383	-	-	_
Q1 to Q2 FY12/2024CoE	YoY	8.9%	(22.6%)	(15.6%)	(1.4%)	-	-	-
Q3 to Q4 FY12/2024CoE	YoY	7.4%	42.3%	37.2%	17.9%	-	-	-

Source: Company Data, WRJ Calculation

1.0 Results Update (27 February 2024)

Sales of Recurring Income

On 21 February 2024, EM SYSTEMS, which develops and sells IT systems of mission-critical tasks for pharmacies as the leader in Japan, held its results briefing for FY12/2023. It has been revealed that the Company is to sustainably see a steady increase in its sales of recurring income on the mainstay Pharmacies side, having had acquired two trades in the same sector. Nevertheless, it will be unavoidable to suffer from a year-on-year adjustment in trading for Q1 (January to March) FY12/2024, due to a factor that one-time sales associated with obliged introduction of online eligibility verification systems during the same period of the previous year are not to reappear. Meanwhile, the Company, which is committed to proactive shareholder returns, increases dividend for the 13th consecutive year for FY12/2023, when excluding the impact of a change in accounting period. On top of this, the Company has disclosed a plan to conduct the largest-ever repurchase of own shares from 15 February to 30 December in 2024, i.e., the total acquisition being capped at ¥1,000m in terms of amount and 1.6m in terms of the number of shares, while the latter equating 2.26% of the total shares outstanding but for treasury shares. By the way, the Company is looking to an emerging contribution from a long-term perspective with its measure to horizontally apply its knowhow, etc., obtained on the mainstay Pharmacies side to the Clinics side and Long-Term Care/Welfare side.

The Company's presentation material: Results of Operations for financial year ended December 31 2023

IR Representative: Hirokazu Tokuchi, General Manager / IR Section, General Affairs Department (tokuchi@emsystems.co.jp)

2.0 Company Profile

Digital Support Skills for Practical Settings of Medical Treatment and Nursing in Japan

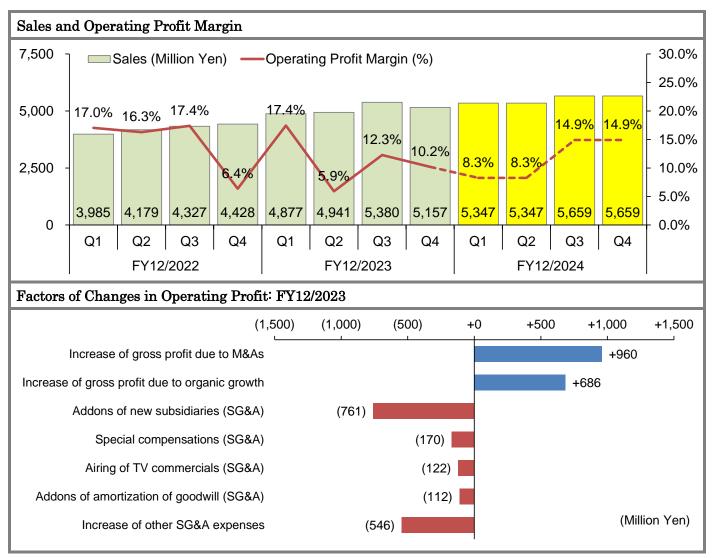
Company Name	EM SYSTEMS CO., LTD.
	Company HP
	Financial Results EM SYSTEMS CO., LTD.
	Share Price (Japanese)
Established	23 January 1980
Listing	4 April 2022: Tokyo Stock Exchange Prime Market (ticker: 4820)
	13 November 2012: Tokyo Stock Exchange 1st Section
	2 May 2003: Tokyo Stock Exchange 2nd Section
	15 December 2000: JASDAQ
Capital	¥2,785m (as of the end of December 2023)
No. of Shares	74,514,800 shares, including 3,818,649 treasury shares (as of the end of Dec. 2023)
Main Features	The leader of IT systems of mission-critical tasks for pharmacies in Japan
	(market share: 43.7%)
	Horizontally expanding into clinics and long-term care/welfare, based on MAPs
	MAPs (Medical Advance for People, System), representing the Company's
	common information system infrastructure
Segments	I . IT Systems for Pharmacies
	II . IT Systems for Clinics
	III. IT Systems for Long-Term Care/Welfare
	IV. Other
Representative	Representative Director and President: Hiromasa Kunimitsu
Shareholders	Kokko Co., Ltd. 36.79%, MEDIPAL HLD 9.99%, The Master Trust Bank of Japan, T.
	5.49%, Goldman Sachs & Company Regular Account 5.13%, Goldman Sachs
	International 4.82% (as of the end of December 2023, but for treasury shares)
Head Office	Yodogawa-ku, Osaka-city, Osaka-prefecture, JAPAN
No. of Employees	Consolidated: 811, Parent: 457 (as of the end of December 2023)

Source: Company Data

3.0 Recent Trading and Prospects

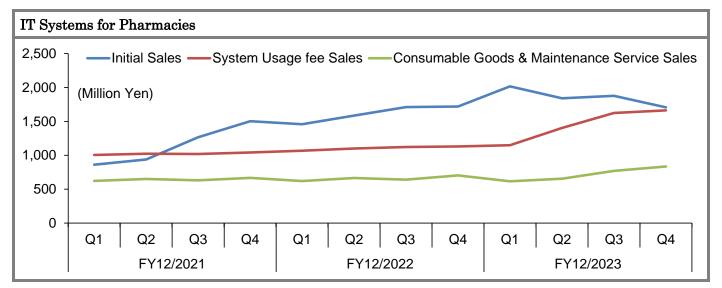
FY12/2023

For FY12/2023, sales came in at \$20,355m (up 20.3% YoY), operating profit \$2,330m (down 2.7%), recurring profit \$2,869m (up 2.8%) and profit attributable to owners of parent \$1,962m (up 3.6%), while sales of recurring income, comprising system usage fee sales and consumable goods & maintenance service sales, came in at \$10,303m (up 19.5%). At the same time, gross profit came in at \$9,921m (up 19.9%) and SG&A expenses \$7,591m (up 29.1%), implying gross profit margin of 48.7% (down 0.2% points) and SG&A ratio of 37.3% (up 2.5% points). As a result, operating profit margin came in at 11.4% (down 2.7% points).



Source: Company Data, WRJ Calculation (quarters for FY12/2024: half-year Company forecasts, pro rata)

The aforementioned M&As resulted in an increase of gross profit, which exceeded that of organic growth. However, the said M&As also resulted in significant addons of new subsidiaries at the SG&A level as well as addons of amortization of goodwill, having resulted in a limited contribution to the Company's operating profit, as far as we could see. By the way, the Company suggests that special compensations and airing of TV commercials are basically of one-time.



Source: Company Data

IT Systems for Pharmacies (79.4% of sales and 126.8% of operating profit)

On the mainstay Pharmacies side, where the Company develops and sells IT systems of mission-critical tasks for pharmacies, sales came in at ¥16,159m (up 19.4%), operating profit ¥2,939m (down 3.0%) and operating profit margin 18.2% (down 4.2% points). Initial sales peaked out for Q1(January to March). Toward the end of March 2023, the government mandated that all the pharmacies install online eligibility verification systems, which brought forth intensified sales as a result of emerging last-minute demand, according to the Company. Meanwhile, with respect to system usage fee sales, the Company saw a significant increase for Q2 (April to June) and Q3 (July to September) on a quarter-on-quarter basis. The former was driven by the acquisition of Good Cycle System Inc. and the latter Unike Software Research Co., Ltd., i.e., those of two trades in the same sector, with which the Company used to compete head-on.

FY12/2024 Company Forecasts

Company forecasts assume full-year addons of sales and expenses stemming from the aforementioned two M&As, including those of amortization of goodwill, etc. With respect to sales of recurring income, Company forecasts are going for ¥11,500m (up 11.6%). Meanwhile, Company forecasts assume a positive impact being limited for sales associated with introduction of electronic prescription systems, but the Company also suggests at the same time that demand could far exceed the levels currently assumed, if the government implements additional policies to enhance the penetration.

4.0 Financial Statements

Income Statement (Cumulative / Quarterly)

Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	12/2022	12/2022	12/2022	12/2022	12/2023	12/2023	12/2023	12/2023	Net Chg.
Sales	3,985	8,164	12,491	16,919	4,877	9,818	15,198	20,355	+3,436
Cost of Sales	1,930	4,051	6,230	8,644	2,232	4,960	7,766	10,433	+1,789
Gross Profit	2,054	4,113	6,260	8,275	2,645	4,858	7,432	9,921	+1,646
SG&A Expenses	1,375	2,753	4,147	5,879	1,793	3,713	5,628	7,591	+1,712
Operating Profit	679	1,360	2,113	2,395	851	1,144	1,804	2,330	(65)
Non Operating Balance	145	243	344	396	110	250	395	539	+143
Recurring Profit	824	1,603	2,457	2,791	961	1,394	2,199	2,869	+78
Extraordinary Balance	-	-	-	(2)	(141)	(150)	(118)	(119)	(117)
Profit before Income Taxes	824	1,603	2,457	2,789	820	1,244	2,081	2,750	(39)
Total Income Taxes	265	522	828	914	310	459	725	766	(148)
Profit Attributable to Non-Controlling Interests	(4)	(8)	(14)	(18)	(1)	(4)	(2)	21	+39
Profit Attributable to Owners of Parent	563	1,089	1,644	1,893	511	789	1,357	1,962	+69
Sales YoY	+21.0%	+22.4%	+20.3%	+17.2%	+22.4%	+20.3%	+21.7%	+20.3%	-
Operating Profit YoY	+110.3%	+133.4%	+80.3%	+28.1%	+25.4%	(15.9%)	(14.6%)	(2.7%)	-
Recurring Profit YoY	+83.5%	+56.7%	+39.5%	+7.0%	+16.6%	(13.0%)	(10.5%)	+2.8%	-
Profit Attributable to Owners of Parent YoY	+88.2%	+58.4%	+31.4%	+3.5%	(9.3%)	(27.6%)	(17.4%)	+3.6%	-
Gross Profit Margin	51.5%	50.4%	50.1%	48.9%	54.2%	49.5%	48.9%	48.7%	(0.2%)
SG&A Ratio	34.5%	33.7%	33.2%	34.7%	36.8%	37.8%	37.0%	37.3%	+2.5%
Operating Profit Margin	17.0%	16.7%	16.9%	14.2%	17.4%	11.7%	11.9%	11.4%	(2.7%)
Recurring Profit Margin	20.7%	19.6%	19.7%	16.5%	19.7%	14.2%	14.5%	14.1%	(2.4%)
Profit Attributable to Owners of Parent Margin	14.1%	13.3%	13.2%	11.2%	10.5%	8.0%	8.9%	9.6%	(1.5%)
Total Income Taxes / Profit before Income Taxes	32.2%	32.6%	33.7%	32.8%	37.8%	36.9%	34.8%	27.9%	(4.9%)
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Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	V. V
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	Q1 12/2022	Q2 12/2022	Q3 12/2022	Q4 12/2022	Q1 12/2023	Q2 12/2023	Q3 12/2023	Q4 12/2023	Net Chg.
(Million Yen) Sales	Q1 12/2022 3,985	Q2 12/2022 4,179	Q3 12/2022 4,327	Q4 12/2022 4,428	Q1 12/2023 4,877	Q2 12/2023 4,941	Q3 12/2023 5,380	Q4 12/2023 5,157	Net Chg. +729
(Million Yen) Sales Cost of Sales	Q1 12/2022 3,985 1,930	Q2 12/2022 4,179 2,121	Q3 12/2022 4,327 2,179	Q4 12/2022 4,428 2,414	Q1 12/2023 4,877 2,232	Q2 12/2023 4,941 2,728	Q3 12/2023 5,380 2,806	Q4 12/2023 5,157 2,667	Net Chg. +729 +253
(Million Yen) Sales Cost of Sales Gross Profit	Q1 12/2022 3,985 1,930 2,054	Q2 12/2022 4,179 2,121 2,059	Q3 12/2022 4,327 2,179 2,147	Q4 12/2022 4,428 2,414 2,015	Q1 12/2023 4,877 2,232 2,645	Q2 12/2023 4,941 2,728 2,213	Q3 12/2023 5,380 2,806 2,574	Q4 12/2023 5,157 2,667 2,489	Net Chg. +729 +253 +474
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses	Q1 12/2022 3,985 1,930 2,054 1,375	Q2 12/2022 4,179 2,121 2,059 1,378	Q3 12/2022 4,327 2,179 2,147 1,394	Q4 12/2022 4,428 2,414 2,015 1,732	Q1 12/2023 4,877 2,232 2,645 1,793	Q2 12/2023 4,941 2,728 2,213 1,920	Q3 12/2023 5,380 2,806 2,574 1,915	Q4 12/2023 5,157 2,667 2,489 1,963	+729 +253 +474 +231
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit	Q1 12/2022 3,985 1,930 2,054 1,375 679	Q2 12/2022 4,179 2,121 2,059 1,378 681	Q3 12/2022 4,327 2,179 2,147 1,394 753	Q4 12/2022 4,428 2,414 2,015 1,732 282	Q1 12/2023 4,877 2,232 2,645 1,793 851	Q2 12/2023 4,941 2,728 2,213 1,920 293	Q3 12/2023 5,380 2,806 2,574 1,915 660	Q4 12/2023 5,157 2,667 2,489 1,963 526	Net Chg. +729 +253 +474 +231 +244
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance	Q1 12/2022 3,985 1,930 2,054 1,375 679 145	Q2 12/2022 4,179 2,121 2,059 1,378 681 98	Q3 12/2022 4,327 2,179 2,147 1,394 753 101	Q4 12/2022 4,428 2,414 2,015 1,732 282 52	Q1 12/2023 4,877 2,232 2,645 1,793 851 110	Q2 12/2023 4,941 2,728 2,213 1,920 293 140	Q3 12/2023 5,380 2,806 2,574 1,915 660 145	Q4 12/2023 5,157 2,667 2,489 1,963 526 144	Net Chg. +729 +253 +474 +231 +244 +92
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670	Net Chg. +729 +253 +474 +231 +244 +92 +336
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2)	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141)	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9)	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1)	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824 - 824 265 (4)	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4)	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306 (6)	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4)	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1)	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3)	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45) +27
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824 - 824 265 (4)	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4) 526	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306 (6) 555	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4) 249	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1) 511	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3) 278	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2 568	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41 23 605	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent Sales YoY	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824 - 824 265 (4) 563 +21.0%	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4) 526	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306 (6) 555 +16.5%	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4) 249 +9.3%	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1) 511	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3) 278	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2 568 +24.3%	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41 23 605 +16.5%	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45) +27
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824 - 824 265 (4) 563 +21.0% +110.3%	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4) 526 +23.7% +161.9%	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306 (6) 555 +16.5% +27.6%	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4) 249 +9.3% (59.6%)	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1) 511 +22.4% +25.4%	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3) 278 +18.2% (57.0%)	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2 568 +24.3% (12.4%)	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41 23 605 +16.5% +86.5%	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45) +27
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824 - 824 265 (4) 563 +21.0% +110.3% +83.5%	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4) 526 +23.7% +161.9% +35.7%	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306 (6) 555 +16.5% +27.6% +15.6%	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4) 249 +9.3% (59.6%) (60.5%)	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1) 511 +22.4% +25.4% +16.6%	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3) 278 +18.2% (57.0%) (44.4%)	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2 568 +24.3% (12.4%) (5.7%)	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41 23 605 +16.5% +86.5% +100.6%	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45) +27
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824 - 824 265 (4) 563 +21.0% +110.3% +83.5% +88.2%	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4) 526 +23.7% +161.9% +35.7% +35.6%	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 306 (6) 555 +16.5% +27.6% +15.6% (1.6%)	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4) 249 +9.3% (59.6%) (60.5%) (56.9%)	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1) 511 +22.4% +25.4% +16.6% (9.3%)	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3) 278 +18.2% (57.0%) (44.4%) (47.1%)	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2 568 +24.3% (12.4%) (5.7%) +2.3%	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41 23 605 +16.5% +86.5% +100.6% +143.0%	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45) +27 +356
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin	21 12/2022 3,985 1,930 2,054 1,375 679 145 824 - 824 265 (4) 563 +21.0% +110.3% +83.5% +88.2% 51.5%	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4) 526 +23.7% +161.9% +35.7% +35.6%	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306 (6) 555 +16.5% +27.6% +15.6% (1.6%) 49.6%	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4) 249 +9.3% (59.6%) (60.5%) (56.9%)	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1) 511 +22.4% +25.4% +16.6% (9.3%) 54.2%	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3) 278 +18.2% (57.0%) (44.4%) (47.1%)	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2 568 +24.3% (12.4%) (5.7%) +2.3% 47.8%	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41 23 605 +16.5% +86.5% +100.6% +143.0%	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45) +27 +356
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin SG&A Ratio	21 12/2022 3,985 1,930 2,054 1,375 679 145 824 265 (4) 563 +21.0% +110.3% +83.5% 51.5% 34.5%	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4) 526 +23.7% +161.9% +35.7% +35.6% 49.3% 33.0%	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306 (6) 555 +16.5% +27.6% +15.6% (1.6%) 49.6% 32.2%	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4) 249 +9.3% (59.6%) (60.5%) (56.9%) 45.5% 39.1%	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1) 511 +22.4% +25.4% +16.6% (9.3%) 54.2% 36.8%	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3) 278 +18.2% (57.0%) (44.4%) (47.1%)	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2 568 +24.3% (12.4%) (5.7%) +2.3% 47.8% 35.6%	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41 23 605 +16.5% +86.5% +100.6% +143.0% 48.3% 38.1%	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45) +27 +356 +2.8% (1.0%)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin SG&A Ratio Operating Profit Margin	21 12/2022 3,985 1,930 2,054 1,375 679 145 824 - 824 265 (4) 563 +21.0% +110.3% +83.5% +88.2% 51.5% 34.5% 17.0%	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4) 526 +23.7% +161.9% +35.7% +35.6% 49.3% 33.0% 16.3%	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306 (6) 555 +16.5% +27.6% +15.6% (1.6%) 49.6% 32.2% 17.4%	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4) 249 +9.3% (59.6%) (60.5%) (56.9%) 45.5% 39.1% 6.4%	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1) 511 +22.4% +25.4% +16.6% (9.3%) 54.2% 36.8% 17.4%	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3) 278 +18.2% (57.0%) (44.4%) (47.1%) 44.8% 38.9% 5.9%	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2 568 +24.3% (12.4%) (5.7%) +2.3% 47.8% 35.6% 12.3%	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41 23 605 +16.5% +86.5% +100.6% +143.0% 48.3% 38.1% 10.2%	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45) +27 +356 +2.8% (1.0%) +3.8%
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin SG&A Ratio Operating Profit Margin Recurring Profit Margin	Q1 12/2022 3,985 1,930 2,054 1,375 679 145 824 - 824 265 (4) 563 +21.0% +110.3% +83.5% +88.2% 51.5% 34.5% 17.0% 20.7%	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4) 526 +23.7% +161.9% +35.7% +35.6% 49.3% 33.0% 16.3% 18.6%	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306 (6) 555 +16.5% +27.6% +15.6% (1.6%) 49.6% 32.2% 17.4% 19.7%	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4) 249 +9.3% (59.6%) (60.5%) (56.9%) 45.5% 39.1% 6.4% 7.5%	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1) 511 +22.4% +25.4% +16.6% (9.3%) 54.2% 36.8% 17.4%	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3) 278 +18.2% (57.0%) (44.4%) (47.1%) 44.8% 38.9% 5.9% 8.8%	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2 568 +24.3% (12.4%) (5.7%) +2.3% 47.8% 35.6% 12.3% 15.0%	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41 23 605 +16.5% +86.5% +100.6% +143.0% 48.3% 38.1% 10.2% 13.0%	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45) +27 +356 +2.8% (1.0%) +3.8% +5.4%
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin SG&A Ratio Operating Profit Margin	21 12/2022 3,985 1,930 2,054 1,375 679 145 824 - 824 265 (4) 563 +21.0% +110.3% +83.5% +88.2% 51.5% 34.5% 17.0%	Q2 12/2022 4,179 2,121 2,059 1,378 681 98 779 - 779 257 (4) 526 +23.7% +161.9% +35.7% +35.6% 49.3% 33.0% 16.3%	Q3 12/2022 4,327 2,179 2,147 1,394 753 101 854 - 854 306 (6) 555 +16.5% +27.6% +15.6% (1.6%) 49.6% 32.2% 17.4%	Q4 12/2022 4,428 2,414 2,015 1,732 282 52 334 (2) 332 86 (4) 249 +9.3% (59.6%) (60.5%) (56.9%) 45.5% 39.1% 6.4%	Q1 12/2023 4,877 2,232 2,645 1,793 851 110 961 (141) 820 310 (1) 511 +22.4% +25.4% +16.6% (9.3%) 54.2% 36.8% 17.4%	Q2 12/2023 4,941 2,728 2,213 1,920 293 140 433 (9) 424 149 (3) 278 +18.2% (57.0%) (44.4%) (47.1%) 44.8% 38.9% 5.9%	Q3 12/2023 5,380 2,806 2,574 1,915 660 145 805 32 837 266 2 568 +24.3% (12.4%) (5.7%) +2.3% 47.8% 35.6% 12.3%	Q4 12/2023 5,157 2,667 2,489 1,963 526 144 670 (1) 669 41 23 605 +16.5% +86.5% +100.6% +143.0% 48.3% 38.1% 10.2%	Net Chg. +729 +253 +474 +231 +244 +92 +336 +1 +337 (45) +27 +356 +2.8% (1.0%) +3.8%

Source: Company Data, WRJ Calculation

Segmented Information (Cumulative/Quarterly)

Segmented Information	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	12/2022	12/2022	12/2022	12/2022	12/2023	12/2023	12/2023	12/2023	Net Chg.
IT Systems for Pharmacies	3,148	6,500	9,975	13,530	3,783	7,681	11,953	16,159	+2,629
IT Systems for Clinics	538	1,072	1,623	2,202	791	1,529	2,249	2,802	+600
IT Systems fo Llong-Term Care/Welfare	136	268	401	539	140	278	416	550	+11
Other	172	347	528	713	187	386	671	973	+260
(Adjustments)	(9)	(23)	(36)	(66)	(24)	(56)	(91)	(131)	(65)
Sales	3,985	8,164	12,491	16,919	4,877	9,818	15,198	20,355	+3,436
IT Systems for Pharmacies	751	1,496	2,370	3,031	892	1,405	2,178	2,939	(92)
IT Systems for Clinics	(95)	(184)	(210)	(409)	51	(7)	(20)	(130)	+279
IT Systems fo Llong-Term Care/Welfare	27	55	(33)	(211)	(108)	(285)	(404)	(540)	(329)
Other	(9)	(22)	(35)	(42)	2	5	25	48	+90
Segment Profit	674	1,345	2,092	2,369	837	1,118	1,779	2,316	(53)
(Adjustments)	5	15	21	26	14	26	25	13	(13)
Operating Profit	679	1,360	2,113	2,395	851	1,144	1,804	2,330	(65)
IT Systems for Pharmacies	23.9%	23.0%	23.8%	22.4%	23.6%	18.3%	18.2%	18.2%	(4.2%)
IT Systems for Clinics	(17.7%)	(17.2%)	(12.9%)	(18.6%)	6.4%	(0.5%)	(0.9%)	(4.6%)	+13.9%
IT Systems fo Llong-Term Care/Welfare	19.9%	20.5%	(8.2%)	(39.1%)	(77.1%)	(102.5%)	(97.1%)	(98.2%)	(59.0%)
Other	(5.2%)	(6.3%)	(6.6%)	(5.9%)	1.1%	1.3%	3.7%	4.9%	+10.8%
(Adjustments)	0.1%	0.2%	0.2%	0.2%	0.3%	0.3%	0.2%	0.1%	(0.1%)
Operating Profit Margin	17.0%	16.7%	16.9%	14.2%	17.4%	11.7%	11.9%	11.4%	(2.7%)
operating Front margin	17.078	10.7 /0	10.370	14.2 /0	17.470	11.7 /0	11.570	11.470	(2.1 /0)
Segmented Information	Cons.Act	Cons.Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	(2.170)
				_					YoY
	Cons.Act	Cons.Act	Cons. Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
Segmented Information	Cons.Act Q1	Cons.Act Q2	Cons.Act Q3	Cons.Act Q4	Cons.Act Q1	Cons.Act Q2	Cons.Act Q3	Cons.Act Q4	YoY
Segmented Information (Million Yen)	Cons.Act Q1 12/2022	Cons.Act Q2 12/2022	Cons.Act Q3 12/2022	Cons.Act Q4 12/2022	Cons.Act Q1 12/2023	Cons.Act Q2 12/2023	Cons.Act Q3 12/2023	Cons.Act Q4 12/2023	YoY Net Chg.
Segmented Information (Million Yen) IT Systems for Pharmacies	Cons.Act Q1 12/2022 3,148	Q2 12/2022 3,352	Q3 12/2022 3,475	Cons.Act Q4 12/2022 3,555	Q1 12/2023 3,783	Q2 12/2023 3,898	Q3 12/2023 4,272	Cons.Act Q4 12/2023 4,206	YoY Net Chg. +651
Segmented Information (Million Yen) IT Systems for Pharmacies IT Systems for Clinics	Cons.Act Q1 12/2022 3,148 538	Cons.Act Q2 12/2022 3,352 534	Q3 12/2022 3,475 551	Cons. Act Q4 12/2022 3,555 579	Q1 12/2023 3,783 791	Cons.Act Q2 12/2023 3,898 738	Cons.Act Q3 12/2023 4,272 720	Cons.Act Q4 12/2023 4,206 553	YoY Net Chg. +651 (26)
Segmented Information (Million Yen) IT Systems for Pharmacies IT Systems for Clinics IT Systems fo Llong-Term Care/Welfare	Cons.Act Q1 12/2022 3,148 538 136	Cons.Act Q2 12/2022 3,352 534 132	Cons.Act Q3 12/2022 3,475 551 133	Cons.Act Q4 12/2022 3,555 579 138	Cons.Act Q1 12/2023 3,783 791 140	Cons.Act Q2 12/2023 3,898 738 138	Q3 12/2023 4,272 720 138	Cons.Act Q4 12/2023 4,206 553 134	YoY Net Chg. +651 (26) (4)
Segmented Information (Million Yen) IT Systems for Pharmacies IT Systems for Clinics IT Systems fo Llong-Term Care/Welfare Other	Cons. Act Q1 12/2022 3,148 538 136 172	Cons.Act Q2 12/2022 3,352 534 132 175	Q3 12/2022 3,475 551 133 181	Cons. Act Q4 12/2022 3,555 579 138 185	Cons.Act Q1 12/2023 3,783 791 140 187	Cons.Act Q2 12/2023 3,898 738 138 199	Cons.Act Q3 12/2023 4,272 720 138 285	Cons.Act Q4 12/2023 4,206 553 134 302	YoY Net Chg. +651 (26) (4) +117
Segmented Information (Million Yen) IT Systems for Pharmacies IT Systems for Clinics IT Systems fo Llong-Term Care/Welfare Other (Adjustments)	Cons.Act Q1 12/2022 3,148 538 136 172 (9)	Cons.Act Q2 12/2022 3,352 534 132 175 (14)	Q3 12/2022 3,475 551 133 181 (13)	Cons. Act Q4 12/2022 3,555 579 138 185 (30)	Cons.Act Q1 12/2023 3,783 791 140 187 (24)	Cons.Act Q2 12/2023 3,898 738 138 199 (32)	Q3 12/2023 4,272 720 138 285 (35)	Q4 12/2023 4,206 553 134 302 (40)	YoY Net Chg. +651 (26) (4) +117 (10)
Segmented Information (Million Yen) IT Systems for Pharmacies IT Systems for Clinics IT Systems fo Llong-Term Care/Welfare Other (Adjustments) Sales	Q1 12/2022 3,148 538 136 172 (9) 3,985	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179	Q3 12/2022 3,475 551 133 181 (13) 4,327	Cons. Act Q4 12/2022 3,555 579 138 185 (30) 4,428	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877	Cons.Act Q2 12/2023 3,898 738 138 199 (32) 4,941	Cons.Act Q3 12/2023 4,272 720 138 285 (35) 5,380	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157	YoY Net Chg. +651 (26) (4) +117 (10) +729
Segmented Information (Million Yen) IT Systems for Pharmacies IT Systems for Clinics IT Systems fo Llong-Term Care/Welfare Other (Adjustments) Sales IT Systems for Pharmacies	Cons.Act Q1 12/2022 3,148 538 136 172 (9) 3,985	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179	Q3 12/2022 3,475 551 133 181 (13) 4,327	Cons.Act Q4 12/2022 3,555 579 138 185 (30) 4,428	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877 892	Cons.Act Q2 12/2023 3,898 738 138 199 (32) 4,941 513	Cons.Act Q3 12/2023 4,272 720 138 285 (35) 5,380 773	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157 761	YoY Net Chg. +651 (26) (4) +117 (10) +729 +100
Segmented Information (Million Yen) IT Systems for Pharmacies IT Systems for Clinics IT Systems fo Llong-Term Care/Welfare Other (Adjustments) Sales IT Systems for Pharmacies IT Systems for Clinics	Cons.Act Q1 12/2022 3,148 538 136 172 (9) 3,985 751 (95)	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179 745 (89)	Q3 12/2022 3,475 551 133 181 (13) 4,327 874 (26)	Cons.Act Q4 12/2022 3,555 579 138 185 (30) 4,428 661 (199)	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877 892 51	Cons.Act Q2 12/2023 3,898 738 138 199 (32) 4,941 513 (58)	Cons.Act Q3 12/2023 4,272 720 138 285 (35) 5,380 773 (13)	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157 761 (110)	YoY Net Chg. +651 (26) (4) +117 (10) +729 +100 +89
Segmented Information (Million Yen) IT Systems for Pharmacies IT Systems for Clinics IT Systems fo Llong-Term Care/Welfare Other (Adjustments) Sales IT Systems for Pharmacies IT Systems for Clinics IT Systems fo Llong-Term Care/Welfare	Cons.Act Q1 12/2022 3,148 538 136 172 (9) 3,985 751 (95) 27	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179 745 (89) 28	Cons.Act Q3 12/2022 3,475 551 133 181 (13) 4,327 874 (26) (88)	Cons.Act Q4 12/2022 3,555 579 138 185 (30) 4,428 661 (199) (178)	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877 892 51 (108)	Cons.Act Q2 12/2023 3,898 738 138 199 (32) 4,941 513 (58) (177)	Cons.Act	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157 761 (110) (136)	YoY Net Chg. +651 (26) (4) +117 (10) +729 +100 +89 +42
Segmented Information (Million Yen) IT Systems for Pharmacies IT Systems for Clinics IT Systems fo Llong-Term Care/Welfare Other (Adjustments) Sales IT Systems for Pharmacies IT Systems for Clinics IT Systems for Llong-Term Care/Welfare Other	Cons.Act Q1 12/2022 3,148 538 136 172 (9) 3,985 751 (95) 27 (9)	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179 745 (89) 28 (13)	Cons.Act Q3 12/2022 3,475 551 133 181 (13) 4,327 874 (26) (88) (13)	Cons.Act Q4 12/2022 3,555 579 138 185 (30) 4,428 661 (199) (178) (7)	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877 892 51 (108) 2	Cons.Act	Cons.Act	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157 761 (110) (136) 23	YoY Net Chg. +651 (26) (4) +117 (10) +729 +100 +89 +42 +30
Comparison Comparison	Cons.Act Q1 12/2022 3,148 538 136 172 (9) 3,985 751 (95) 27 (9) 674	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179 745 (89) 28 (13) 671	Cons.Act Q3 12/2022 3,475 551 133 181 (13) 4,327 874 (26) (88) (13) 747	Cons.Act Q4 12/2022 3,5555 579 138 185 (30) 4,428 661 (199) (178) (7) 277	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877 892 51 (108) 2 837	Cons.Act	Cons.Act	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157 761 (110) (136) 23 537	YoY Net Chg. +651 (26) (4) +117 (10) +729 +100 +89 +42 +30 +260
Comparison	Cons.Act Q1 12/2022 3,148 538 136 172 (9) 3,985 751 (95) 27 (9) 674 5	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179 745 (89) 28 (13) 671 10	Cons.Act Q3 12/2022 3,475 551 133 181 (13) 4,327 874 (26) (88) (13) 747 6	Cons.Act Q4 12/2022 3,5555 579 138 185 (30) 4,428 661 (199) (178) (7) 277 5	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877 892 51 (108) 2 837	Cons.Act	Cons.Act	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157 761 (110) (136) 23 537 (12)	YoY Net Chg. +651 (26) (4) +117 (10) +729 +100 +89 +42 +30 +260 (17)
(Million Yen) IT Systems for Pharmacies IT Systems for Clinics IT Systems fo Llong-Term Care/Welfare Other (Adjustments) Sales IT Systems for Pharmacies IT Systems for Pharmacies IT Systems for Clinics IT Systems for Clinics IT Systems for Llong-Term Care/Welfare Other Segment Profit (Adjustments) Operating Profit	Cons.Act Q1 12/2022 3,148 538 136 172 (9) 3,985 751 (95) 27 (9) 674 5	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179 745 (89) 28 (13) 671 10 681	Cons.Act Q3 12/2022 3,475 551 133 181 (13) 4,327 874 (26) (88) (13) 747 6 753	Cons.Act Q4 12/2022 3,5555 579 138 185 (30) 4,428 661 (199) (178) (7) 277 5 282	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877 892 51 (108) 2 837 14 851	Cons.Act	Cons.Act	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157 761 (110) (136) 23 537 (12) 526	YoY Net Chg. +651 (26) (4) +117 (10) +729 +100 +89 +42 +30 +260 (17) +244
Comparison Comparison	Cons.Act Q1 12/2022 3,148 538 136 172 (9) 3,985 751 (95) 27 (9) 674 5 679 23.9%	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179 745 (89) 28 (13) 671 10 681 22.2%	Cons.Act Q3 12/2022 3,475 551 133 181 (13) 4,327 874 (26) (88) (13) 747 6 753	Cons. Act Q4 12/2022 3,5555 579 138 185 (30) 4,428 661 (199) (178) (7) 277 5 282	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877 892 51 (108) 2 837 14 851 23.6%	Cons.Act	Cons.Act	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157 761 (110) (136) 23 537 (12) 526	YoY Net Chg. +651 (26) (4) +117 (10) +729 +100 +89 +42 +30 +260 (17) +244 (0.5%)
Comparison	Cons.Act Q1 12/2022 3,148 538 136 172 (9) 3,985 751 (95) 27 (9) 674 5 679 23.9% (17.7%)	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179 745 (89) 28 (13) 671 10 681 22.2% (16.7%)	Cons.Act Q3 12/2022 3,475 551 133 181 (13) 4,327 874 (26) (88) (13) 747 6 753 25.2% (4.7%)	Cons.Act Q4 12/2022 3,5555 579 138 185 (30) 4,428 661 (199) (178) (7) 277 5 282 18.6% (34.4%)	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877 892 51 (108) 2 837 14 851 23.6% 6.4%	Cons.Act	Cons.Act	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157 761 (110) (136) 23 537 (12) 526 18.1% (19.9%)	YoY Net Chg. +651 (26) (4) +117 (10) +729 +100 +89 +42 +30 +260 (17) +244 (0.5%) +14.5%
Comparison	Cons.Act Q1 12/2022 3,148 538 136 172 (9) 3,985 751 (95) 27 (9) 674 5 679 23.9% (17.7%) 19.9%	Cons.Act Q2 12/2022 3,352 534 132 175 (14) 4,179 745 (89) 28 (13) 671 10 681 22.2% (16.7%) 21.2%	Cons.Act Q3 12/2022 3,475 551 133 181 (13) 4,327 874 (26) (88) (13) 747 6 753 25.2% (4.7%) (66.2%)	Cons.Act Q4 12/2022 3,5555 579 138 185 (30) 4,428 661 (199) (178) (7) 277 5 282 18.6% (34.4%) (129.0%)	Cons.Act Q1 12/2023 3,783 791 140 187 (24) 4,877 892 51 (108) 2 837 14 851 23.6% 6.4% (77.1%)	Cons.Act	Cons.Act	Cons.Act Q4 12/2023 4,206 553 134 302 (40) 5,157 761 (110) (136) 23 537 (12) 526 18.1% (19.9%) (101.5%)	YoY Net Chg. +651 (26) (4) +117 (10) +729 +100 +89 +42 +30 +260 (17) +244 (0.5%) +14.5% +27.5%

Source: Company Data, WRJ Calculation

Cash Flow Statement (Cumulative)

Cash Flow Statement	Cons.Act								
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	12/2022	12/2022	12/2022	12/2022	12/2023	12/2023	12/2023	12/2023	Net Chg.
Operating Cash Flow	-	1,258	-	2,472	-	371	-	1,584	(888)
Investing Cash Flow	-	(295)	-	(577)	-	(2,168)	-	(2,038)	(1,461)
Operating Cash Flow and Investing Cash Flow	-	963	-	1,895	-	(1,797)	-	(454)	(2,349)
Financing Cash Flow	-	(876)	-	(1,319)	-	(661)	-	993	+2,312

Source: Company Data, WRJ Calculation

Balance Sheet (Quarterly)

Balance Sheet	Cons.Act								
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	12/2022	12/2022	12/2022	12/2022	12/2023	12/2023	12/2023	12/2023	Net Chg.
Cash and Deposit	8,206	8,418	8,353	8,881	8,163	6,445	9,178	9,441	+560
Accounts Receivables	2,421	2,314	2,501	2,761	3,494	3,250	3,211	3,082	+321
Inventory	725	634	674	1,084	1,744	1,555	1,247	1,136	+52
Other	602	996	988	1,123	549	1,051	1,081	1,141	+18
Current Assets	11,954	12,362	12,516	13,849	13,950	12,301	14,717	14,800	+951
Tangible Assets	1,425	1,408	1,382	1,371	1,407	1,404	1,372	1,330	(41)
Intangible Assets	2,475	2,393	2,328	2,323	3,169	5,185	5,421	5,186	+2,863
Investments and Other Assets	8,717	8,623	8,816	8,805	8,157	8,278	8,134	8,070	(735)
Fixed Assets	12,617	12,425	12,527	12,500	12,734	14,869	14,928	14,587	+2,087
Total Assets	24,572	24,787	25,044	26,349	26,684	27,170	29,646	29,387	+3,038
Accounts Payables	809	744	900	1,398	1,691	1,238	1,222	1,121	(277)
Short Term Debt	-	-	-	-	182	157	987	966	+966
Other	3,063	3,044	3,011	3,546	3,336	3,800	3,822	3,531	(15)
Current Liabilities	3,872	3,788	3,911	4,944	5,209	5,195	6,031	5,618	+674
Long Term Debt	-	-	-	-	222	186	1,759	1,527	+1,527
Other	1,916	1,910	1,929	1,901	1,784	1,935	1,921	1,675	(226)
Fixed Liabilities	1,916	1,910	1,929	1,901	2,006	2,121	3,680	3,202	+1,301
Total Liabilities	5,789	5,699	5,840	6,846	7,216	7,317	9,711	8,821	+1,975
Shareholders' Equity	18,642	18,926	19,042	19,329	19,270	19,594	19,667	20,272	+943
Other	140	162	161	174	198	258	267	294	+120
Net Assets	18,782	19,088	19,203	19,503	19,468	19,852	19,934	20,566	+1,063
Total Liabilities & Net Assets	24,572	24,787	25,044	26,349	26,684	27,170	29,646	29,387	+3,038
Equity Capital	18,707	18,999	19,120	19,424	19,390	19,777	19,857	20,464	+1,040
Interest Bearing Debt	-	-	-	-	404	343	2,746	2,493	+2,493
Net Debt	(8,206)	(8,418)	(8,353)	(8,881)	(7,759)	(6,102)	(6,432)	(6,948)	+1,933
Equity Ratio	76.1%	76.6%	76.3%	73.7%	72.7%	72.8%	67.0%	69.6%	-
Net Debt Equity Ratio	(43.9%)	(44.3%)	(43.7%)	(45.7%)	(40.0%)	(30.9%)	(32.4%)	(34.0%)	-
ROE (12 months)	11.6%	12.1%	11.9%	9.9%	9.7%	8.2%	8.2%	9.8%	-
ROA (12 months)	12.5%	13.2%	13.6%	10.9%	11.4%	9.9%	9.3%	10.3%	-

Source: Company Data, WRJ Calculation

Disclaimer

Information here is a summary of "IR Information" of the Company, compiled by Walden Research Japan, from a neutral and professional standing point, in the form of a report. "IR Information" of the Company comprises a) contents of our interview with the Company, b) contents of presentations for institutional investors, c) contents of timely disclosed information and d) contents of the homepage, etc.

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