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On August 6, 2019, Medical System Network Co., Ltd. announced earnings results for Q1 FY03/20.

Cumulative		FY03,	/18		FY03/19				FY03/20 FY03/20		
(JPYmn)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	% of FY	FY Est.
Sales	23,352	46,522	70,530	93,977	23,856	47,560	72,754	98,232	25,599	24.9%	103,000
YoY	8.6%	7.2%	6.5%	5.8%	2.2%	2.2%	3.2%	4.5%	7.3%		4.9%
Gross profit	9,069	18,109	27,515	36,607	9,079	17,887	27,527	37,271	9,839		
YoY	11.0%	10.0%	8.6%	7.2%	0.1%	-1.2%	0.0%	1.8%	8.4%		
GPM	38.8%	38.9%	39.0%	39.0%	38.1%	37.6%	37.8%	37.9%	38.4%		
SG&A expenses	8,476	16,837	25,226	33,444	8,867	17,410	26,487	35,842	9,504		
YoY	6.5%	5.8%	4.8%	4.3%	4.6%	3.4%	5.0%	7.2%	7.2%		
SG&A ratio	36.3%	36.2%	35.8%	35.6%	37.2%	36.6%	36.4%	36.5%	37.1%		
Operating profit	592	1,271	2,288	3,163	212	476	1,040	1,428	334	13.4%	2,500
YoY	179.2%	131.5%	80.7%	49.7%	-64.2%	-62.5%	-54.5%	-54.9%	57.5%		75.1%
OPM	2.5%	2.7%	3.2%	3.4%	0.9%	1.0%	1.4%	1.5%	1.3%		2.4%
Recurring profit	590	1,272	2,334	3,250	192	438	1,010	1,501	323	13.5%	2,400
YoY	196.5%	134.7%	84.4%	54.1%	-67.5%	-65.6%	-56.7%	-53.8%	68.2%		59.9%
RPM	2.5%	2.7%	3.3%	3.5%	0.8%	0.9%	1.4%	1.5%	1.3%		2.3%
Net income	289	363	944	1,022	101	119	372	462	97	14.9%	650
YoY	-	450.0%	185.2%	79.0%	-65.1%	-67.2%	-60.6%	-54.8%	-4.0%		40.7%
Net margin	1.2%	0.8%	1.3%	1.1%	0.4%	0.3%	0.5%	0.5%	0.4%		0.6%
Quarterly		FY03/18			FY03/19				FY03/20		
(JPYmn)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1		
Sales	23,352	23,170	24,008	23,447	23,856	23,704	25,194	25,478	25,599		
YoY	8.6%	5.8%	5.2%	3.5%	2.2%	2.3%	4.9%	8.7%	7.3%		
Gross profit	9,069	9,040	9,406	9,092	9,079	8,808	9,640	9,744	9,839		
YoY	11.0%	9.1%	6.0%	2.9%	0.1%	-2.6%	2.5%	7.2%	8.4%		
GPM	38.8%	39.0%	39.2%	38.8%	38.1%	37.2%	38.3%	38.2%	38.4%		
SG&A expenses	8,476	8,361	8,389	8,218	8,867	8,543	9,077	9,355	9,504		
YoY	6.5%	5.2%	2.8%	2.9%	4.6%	2.2%	8.2%	13.8%	7.2%		
SG&A ratio	36.3%	36.1%	34.9%	35.0%	37.2%	36.0%	36.0%	36.7%	37.1%		
Operating profit	592	679	1,017	875	212	264	564	388	334		
YoY	179.2%	101.5%	41.8%	3.3%	-64.2%	-61.1%	-44.5%	-55.7%	57.5%		
OPM	2.5%	2.9%	4.2%	3.7%	0.9%	1.1%	2.2%	1.5%	1.3%		
Recurring profit	590	682	1,062	916	192	246	572	491	323		
YoY	196.5%	98.8%	46.7%	8.7%	-67.5%	-63.9%	-46.1%	-46.4%	68.2%		
RPM	2.5%	2.9%	4.4%	3.9%	0.8%	1.0%	2.3%	1.9%	1.3%		
Net income	289	74	581	78	101	18	253	90	97		
YoY	-	-1.3%	119.2%	-67.5%	-65.1%	-75.7%	-56.5%	15.4%	-4.0%		
Net margin	1.2%	0.3%	2.4%	0.3%	0.4%	0.1%	1.0%	0.4%	0.4%		

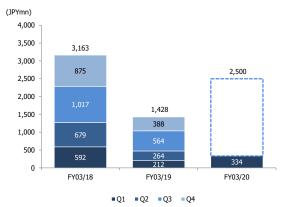
Source: Shared Research based on company data
Note: Figures may differ from company materials due to differences in rounding methods.

Quarterly sales

(JPYmn) 120,000 103,000 93,977 100,000 25,478 23,447 80,000 60,000 40,000 20,000 25,599 23,856 FY03/18 FY03/19 FY03/20

■Q1 ■Q2 ■Q3 ■Q4

Quarterly operating profit



Source: Shared Research based on company data

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Quarterly results

		FY03/				FY03/				FY03/19	FY03/2
Ymn)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		Q1	(
tal sales	23,352	46,522	70,530	93,977	23,856	47,560	72,754		Total sales	23,856	25,59
YoY Pharmaceuticals Network	8.6%	7.2%	6.5%	5.8%	2.2%	2.2%	3.2%	4.5%	YoY Pharmaceuticals Network	2.2%	7.3
YoY YoY	875 2.8%	1,728 6.9%	2,675 10.9%	3,639 12.4%	955 9.1%	1,818 5.2%	2,897 8.3%	3,951 8.6%	YoY YoY	22,564	24,23 7.4
% of total sales	3.6%	3.6%	3.7%	3.8%	3.9%	3.7%	3.9%	3.9%	% of total sales	94.1%	94.:
Dispensing Pharmacy	21,525	42,863	65,215	87,172	22,222	44,035	67,291	90,706	70 Of total sales	54.1 /0	ут.
YoY	9.2%	7.5%	7.2%	6.8%	3.2%	2.7%	3.2%	4.1%			
% of total sales	89.3%	89.3%	89.6%	89.8%	90.3%	89.8%	89.6%	89.5%			
Leasing and Facility-related	521	1,086	1,561	2,031	600	1,508	2,382	3,320	Leasing and Facility-related	600	7
YoY	4.0%	9.8%	3.0%	-0.7%	15.2%	38.9%	52.6%	63.5%	YoY	15.2%	26.
% of total sales	2.2%	2.3%	2.1%	2.1%	2.4%	3.1%	3.2%	3.3%	% of total sales	2.5%	3.
Food Service	1,156	2,298	3,279	4,103	788	1,586	2,382	3,161	Food Service	788	7
YoY	0.1%	-0.7%	-6.0%	-12.1%	-31.8%	-31.0%	-27.4%	-23.0%	YoY	-31.8%	-7.
% of total sales	4.8%	4.8%	4.5%	4.2%	3.2%	3.2%	3.2%	3.1%	% of total sales	3.3%	2.
Other	33	53	71	92	33	91	166	261	Other	33	
YoY	-8.3%	-31.2%	-37.7%	-43.6%	0.0%	71.7%	133.8%	183.7%	YoY	0.0%	15.
% of total sales	0.1%	0.1%	0.1%	0.1%	0.1%	0.2%	0.2%	0.3%	% of total sales	0.1%	0.
Segment sales adjustments	-759	-1,478	-2,274	-3,063	-743	-1,479	-2,365	-3,167	Segment sales adjustments	-130	-1
erating profit	592	1,271	2,288	3,163	212	476	1,040		Operating profit	212	3
YoY	179.2%	131.5%	80.7%	49.7%	-64.2%	-62.5%	-54.5%	-54.9%	YoY	-64.2%	57.
Pharmaceuticals Network	471	934	1,444	1,949	554	1,060	1,697	2,331	Pharmaceuticals Network	642	5/.
YoY YoY	7.3%	11.5%	12.8%	13.4%	17.6%	13.5%	17.5%	19.6%	YoY	072	28.
OPM	53.8%	54.1%	54.0%	53.6%	58.0%	58.3%	58.6%	59.0%	OPM	2.8%	3.
Dispensing Pharmacy	591	1,220	2,210	3,060	130	202	712	1,068	OTT.	2.070	3.
YoY You	118.9%	72.8%	50.4%	32.2%	-78.0%	-83.4%	-67.8%	-65.1%			
OPM	2.7%	2.8%	3.4%	3.5%	0.6%	0.5%	1.1%	1.2%			
Leasing and Facility-related	-40	-73	-109	-182	-32	10	-51	-84	Leasing and Facility-related	-32	
YoY	-40	-/3	-109	-102	-32	10	-31	-04	YoY	-32	
OPM	-7.7%	-6.7%	-7.0%	-9.0%	-5.3%	0.7%	-2.1%	-2.5%	OPM	-5.3%	-1
Food Service	5	-6.7%	-7.0% 49	-9.0% 45	-5.5% 1	18	-2.1%	-2.5% 34	Food Service	-5.5%	-1
YoY	-110.6%	-133.3%	-135.3%	-134.9%	-80.0%	-47.1%	-42.9%	-24.4%	YoY	1	
OPM					0.1%	1.1%			OPM	0.10/	
-	0.4%	1.5%	1.5%	1.1%			1.2%	1.1%		0.1%	-1
Other	-35	-58	-75	-97	-36	-73	-105	-136	Other	-29	-
YoY	100.10/	100.40/	105.60/	105 40/	100 10/	- 00 20/		- 10/	YoY	07.00/	
OPM	-106.1%	-109.4%	-105.6%	-105.4%	-109.1%	-80.2%	-63.3%	-52.1%	OPM	-87.9%	-55.
Segment profit adjustments	-400	-785	-1,231	-1,610	-405	-741	-1,240	-1,784	Segment profit adjustments	-369	-4 EV02/
segment (quarterly) PYmn)	01	FY03/		04	01	FY03/		04		FY03/19	FY03/2
tal sales	Q1 23,352	Q2 23,170	Q3 24,008	Q4 23,447	Q1 23,856	Q2 23,704	Q3 25,194	Q4	Total sales	Q1 23,856	25,5
YoY	23,332	23,170	24,000		23,030	23,704	23,134	23,470	iotai sales		23,3
	0.60/	E 00/	E 20/		2.20/	2 20/	4.00/	0.70/	VeV		7
	8.6%	5.8%	5.2%	3.5%	2.2%	2.3%	4.9%	8.7%	YoY	2.2%	
Pharmaceuticals Network	875	853	947	964	955	863	1,079	1,054	Pharmaceuticals Network		24,2
Pharmaceuticals Network YoY	875 2.8%	853 11.4%	947 19.3%	964 16.7%	955 9.1%	863 1.2%	1,079 13.9%	1,054 9.3%	Pharmaceuticals Network YoY	2.2% 22,564 -	24,2 7
Pharmaceuticals Network YoY % of total sales	875 2.8% 3.6%	853 11.4% 3.6%	947 19.3% 3.8%	964 16.7% 4.0%	955 9.1% 4.4%	863 1.2% 3.5%	1,079 13.9% 4.1%	1,054 9.3% 4.0%	Pharmaceuticals Network YoY % of total sales	2.2%	24,2 7.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy	875 2.8% 3.6% 21,525	853 11.4% 3.6% 21,338	947 19.3% 3.8% 22,352	964 16.7% 4.0% 21,957	955 9.1% 4.4% 22,222	863 1.2% 3.5% 21,813	1,079 13.9% 4.1% 23,256	1,054 9.3% 4.0% 23,415	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy	2.2% 22,564 -	24,2 7.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY	875 2.8% 3.6% 21,525 9.2%	853 11.4% 3.6% 21,338 5.9%	947 19.3% 3.8% 22,352 6.6%	964 16.7% 4.0% 21,957 5.4%	955 9.1% 4.4% 22,222 3.2%	863 1.2% 3.5% 21,813 2.2%	1,079 13.9% 4.1% 23,256 4.0%	1,054 9.3% 4.0% 23,415 6.6%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY	2.2% 22,564 -	24,2 7
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales	875 2.8% 3.6% 21,525 9.2% 89.3%	853 11.4% 3.6% 21,338 5.9% 89.3%	947 19.3% 3.8% 22,352 6.6% 90.1%	964 16.7% 4.0% 21,957 5.4% 90.6%	955 9.1% 4.4% 22,222 3.2% 103.2%	863 1.2% 3.5% 21,813 2.2% 89.3%	1,079 13.9% 4.1% 23,256 4.0% 89.2%	1,054 9.3% 4.0% 23,415 6.6% 89.1%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales	2.2% 22,564 - 94.1%	24,i 7 107
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related	875 2.8% 3.6% 21,525 9.2% 89.3% 521	853 11.4% 3.6% 21,338 5.9% 89.3% 565	947 19.3% 3.8% 22,352 6.6% 90.1% 475	964 16.7% 4.0% 21,957 5.4% 90.6% 470	955 9.1% 4.4% 22,222 3.2% 103.2% 600	863 1.2% 3.5% 21,813 2.2% 89.3% 908	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related	2.2% 22,564 -	24,2 7 107
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3%	955 9.1% 4.4% 22,222 3.2% 103.2% 600 15.2%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7%	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY	2.2% 22,564 - 94.1%	24,; 7 107
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9%	955 9.1% 4.4% 22,222 3.2% 103.2% 600 15.2% 2.8%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7%	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales	2.2% 22,564 - 94.1% 600 - 2.5%	24,; 7 107 : 26
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824	955 9.1% 4.4% 22,222 3.2% 103.2% 600 15.2% 2.8% 788	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service	2.2% 22,564 - 94.1%	24,7 7 107 26 3
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2%	955 9.1% 4.4% 22,222 3.2% 103.2% 600 15.2% 2.8% 788 -31.8%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY	2.2% 22,564 - 94.1% 600 - 2.5% 788	24,7 7 107 26 3
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4%	955 9.1% 4.4% 22,222 3.2% 103.2% 600 15.2% 2.8% 788 -31.8% 3.7%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 3.3%	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.1%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5% 3.0%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3%	24,7 7 107 26. 3, -7.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4%	955 9.1% 4.4% 22,222 3.2% 103.2% 600 15.2% 2.8% 788 -31.8% 3.7%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 3.3%	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.1%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5% 3.0%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other	2.2% 22,564 - 94.1% 600 - 2.5% 788	24,7 7, 107.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 4.8% 20 -51.2%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 824 -30.2% 3.4% 21 -57.1%	955 9.1% 4.4% 22,222 3.2% 103.2% 600 15.2% 788 -31.8% 3.7% 33 0.0%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 798 -30.1% 3.3% 58	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.1% 75	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5% 3.0% 95	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY	2,2% 22,564 - 94,1% 600 - 2,5% 788 - 3,3% 33	24,2 7. 107. 7. 26. 3. 7. -7. 3.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 824 -30.2% 3.4% 21 -57.1% 0.1%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 33 0.0% 0.2%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 3.3% 58	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.1% 75 316.7% 0.3%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 9-5.5% 3.0% 95	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales	2,2% 22,564 - 94.1% 600 - 2,5% 788 - 3,3% 33 - 0,1%	24,2 7. 107. 7. 26. 3. 7. -7. 3.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 0.1%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 981 -16.3% 4.0% 18 -51.4% 0.1%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4% 21 -57.1% 0.1%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 3.3% 0.0% 0.2%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 3.3% 0.2%	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.15 5316.7% 0.3% -886	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 9-5.5% 3.0% 95 352.4% 0.4%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% 33 - 0.1%	24,2 77 107 266 3. 77 3.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 0.1% -719	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4% 21 -57.1% 0.1% -789	955 9.1% 4.4% 22,222 3.2% 103.2% 600 15.2% 788 -31.8% 3.7% 33 0.0% 0.2% 2,320	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 3.3% 58 190.0% 0.2% -736	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.1% 75 316.7% 0.3% -886	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 779 -5.5% 3.0% 945 3.62 4.62 9.42 9.42 9.43 9.43 9.44 9.44	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Segment sales adjustments Operating profit	2,2% 22,564 - 94.1% 6000 - 2.5% 788 - 3.3% - 0.1% -130 212	24,2 77 107 266 3. 77 3. 155 0.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales Segment sales adjustments erating profit	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% -719 679	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4% 21 -57.1% 0.1% 789 875 3.3%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 33 0.0% 0.2% 2,320 212 -64.2%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 3.3% 58 190.0% 0.2% -736 264 -61.1%	1,079 13.9% 4.1% 23,256 4.0% 874 84.0% 3.4% 75 316.7% 0.3% -886 564 -44.5%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 779 -5.5% 3.0% 95 352.4% 0.4% -802 388	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments Operating profit	2,2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% - 0.1% -130 212 -64.2%	24,; 77 107 26 3 ; -7 3 15 0 3,0
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit YoY Pharmaceuticals Network	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% 592 179.2%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 20 -51.2% 0.1% -719 679 101.5%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 0.1% -78.3 875 3.3%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 33 0.0% 0.2% 2,320 212 -64.2%	863 1.2% 3.5% 21,813 2.2% 89,3% 908 60.7% 3.7% 798 -30.1% 58 190.0% 0.2% -736 264 -61.1%	1,079 13.9% 4.1% 23,256 4.0% 874 84.0% 3.4% 796 -18.9% 3.1% 75 316.7% 0.3% -886 -44.5% 637	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5% 3.0% 95 352.4% 0.4% -802 388 -55.7% 634	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network	2,2% 22,564 - 94.1% 6000 - 2.5% 788 - 3.3% - 0.1% -130 212	24,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit YoY Pharmaceuticals Network YoY	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 179.2% 471 7.3%	853 11.4% 3.6% 21,338 5.9% 689.3% 565 15.8% 2.4% 1,142 -1.6% 20 -51.2% 0.1% -719 63 463 16.0%	947 19.3% 3.8% 22,352 6.6% 40.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,01% 41.8%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 0.1% -789 875 3.3% 505 15.3%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 0.2% 2,320 212 -64.2% 554 17.6%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 58 190.0% 0.2% -736 264 -61.1% 506 9.3%	1,079 13.9% 4.1% 23,256 4.0% 874 84.0% 3.4% 796 -18.9% 0.3% -886 -644.5% 637 24.9%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5% 0.4% -802 388 -55.7% 634	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY	2,2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% 33 - 0.1% -130 212 -64.2% -642	24,77 107 266 3 3 .: -7-7 3 3 15 0 0 3,03 3 3 5 577 8 28
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit YoY Pharmaceuticals Network YoY OPM	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% -719 679 101.5% 463 16.0% 54.3%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8% 510 15.4% 53.9%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 0.1% -789 875 3.3% 505 15.3% 52.4%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 33 0.0% 0.2% 2,320 212 -64.2% 554 17.6% 58.0%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 58 190.0% 0.2% -736 264 -61.1% 506 9.3% 58.6%	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.1% 75 316.7% 0.3% -886 564 -44.5% 637 24.9% 59.0%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5% 632.4% -802 388 -55.7% 634 25.5% 60.2%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM	2,2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% - 0.1% -130 212 -64.2%	24,77 107 266 3 3 .: -7-7 3 3 15 0 0 3,03 3 3 5 577 8 28
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit YoY Dispensing Pharmacy	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% -719 679 101.5% 463 16.0% 54.3% 629	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8% 53.9% 990	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4% 0.1% -789 875 3.3% 505 15.3% 52.4% 850	955 9.1% 4.4% 22,222 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 0.2% 2,320 212 -64.2% 554 17.6% 58.0% 130	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 3.3% 58 190.0% 0.2% -736 264 -61.1% 506 9.3% 58.6% 72	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.1% 75 316.7% 0.3% -886 564 -44.5% 59.0% 510	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5% 3.0% 95 352.4% 0.4% -802 388 -55.7% 634 62.5% 60.2%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy	2,2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% 33 - 0.1% -130 212 -64.2% -642	24,77 107 266 3 3 .: -7-7 3 3 15 0 0 3,03 3 3 5 577 8 28
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591 118.9%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% -719 679 101.5% 463 16.0% 629 44.3%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8% 510 15.4% 990 29.8%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4% 0.1% -789 875 3.3% 505 15.3% 850 0.6%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 62.8% 788 -31.8% 3.7% 0.2% 2,320 212 -64.2% 55.4% 17.6% 130 -78.0%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 3.3% 0.2% -736 264 -61.1% 506 9.3% 58.6% 72 -88.6%	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.15 516.7% 0.3% -886 564 -44.5% 637 24.9% 59.0% 510 -48.5%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 779 -5.5% 3.0% 0.4% -802 388 -55.7% 634 25.5% 60.2% 356 -58.1%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY	2,2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% 33 - 0.1% -130 212 -64.2% -642	24,77 107 266 3 3 .: -7-7 3 3 15 0 0 3,03 3 3 5 577 8 28
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments Profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591 118.9% 2.7%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% 463 16.0% 54.3% 629 44.3% 2.9%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8% 510 15.4% 53.9% 990 29.8% 4.4%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4% -789 875 3.3% 505 15.3% 52.4% 850 0.6% 3.9%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 6.00 15.2% 2.88% 73.8% 3.7% 2.320 212 -64.2% 554 17.6% 58.0% 130 -78.0% 0.6%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 78 78 79 736 62 64 -61.1% 506 9.3% 58.6% 0.2% 0.3%	1,079 13.9% 4.1% 23,256 4.0% 874 84.0% 3.4% 75 316.7% 0.3% -886 564 -44.5% 637 24.9% 59.0% 510 -48.5% 2.2%	1,054 9.3% 4.0% 23,415 6.66% 89,1% 938 99.6% 3.6% 779 -5.5% 0.4% -802 388 -55.7% 634 25.5% 60.2% 356 -58.1%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% - 0.1% -130 212 -64.2% 642 - 2.8%	24,77 107 266 3 3 .: -7-7 3 3 15 0 0 3,03 3 3 5 577 8 28
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments Profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591 118.9%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% -719 679 101.5% 463 16.0% 629 44.3%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8% 510 15.4% 990 29.8%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4% 0.1% -789 875 3.3% 505 15.3% 850 0.6%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 62.8% 788 -31.8% 3.7% 0.2% 2,320 212 -64.2% 55.4% 17.6% 130 -78.0%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 3.3% 0.2% -736 264 -61.1% 506 9.3% 58.6% 72 -88.6%	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.15 516.7% 0.3% -886 564 -44.5% 637 24.9% 59.0% 510 -48.5%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 779 -5.5% 3.0% 0.4% -802 388 -55.7% 634 25.5% 60.2% 356 -58.1%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY	2,2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% 33 - 0.1% -130 212 -64.2% -642	24,77 107 2663 3 3 -7-7-3 3 155 0 0 3 3,0 3 5 5 7 7 1 1 28
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591 118.9% 2.7%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% 463 16.0% 54.3% 629 44.3% 2.9%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8% 510 15.4% 53.9% 990 29.8% 4.4%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4% -789 875 3.3% 505 15.3% 52.4% 850 0.6% 3.9%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 6.00 15.2% 2.88% 73.8% 3.7% 2.320 212 -64.2% 554 17.6% 58.0% 130 -78.0% 0.6%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 78 78 79 736 62 64 -61.1% 506 9.3% 58.6% 0.2% 0.3%	1,079 13.9% 4.1% 23,256 4.0% 874 84.0% 3.4% 75 316.7% 0.3% -886 564 -44.5% 637 24.9% 59.0% 510 -48.5% 2.2%	1,054 9.3% 4.0% 23,415 6.66% 89,1% 938 99.6% 3.6% 779 -5.5% 0.4% -802 388 -55.7% 634 25.5% 60.2% 356 -58.1%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% - 0.1% -130 212 -64.2% 642 - 2.8%	24,77 107 2663 3 3 -7-7-3 3 155 0 0 3 3,0 3 5 5 7 7 1 1 28
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments Practing profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YOY OPM Leasing and Facility-related	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591 118.9% 2.7%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% 463 16.0% 54.3% 629 44.3% 2.9%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8% 510 15.4% 53.9% 990 29.8% 4.4%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4% -789 875 3.3% 505 15.3% 52.4% 850 0.6% 3.9%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 6.00 15.2% 2.88% 73.8% 3.7% 2.320 212 -64.2% 554 17.6% 58.0% 130 -78.0% 0.6%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 78 78 79 736 62 64 -61.1% 506 9.3% 58.6% 0.2% 0.3%	1,079 13.9% 4.1% 23,256 4.0% 874 84.0% 3.4% 75 316.7% 0.3% -886 564 -44.5% 637 24.9% 59.0% 510 -48.5% 2.2%	1,054 9.3% 4.0% 23,415 6.66% 89,1% 938 99.6% 3.6% 779 -5.5% 0.4% -802 388 -55.7% 634 25.5% 60.2% 356 -58.1%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% - 0.1% -130 212 -64.2% 642 - 2.8%	24,, 7 107 107 107 107 107 107 107 107 107 1
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Segment sales adjustments earting profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 179.2% 471 7.3% 53.8% 591 118.9% 2.7% -40	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 20 -51.2% 0.1% -719 679 101.5% 463 16.0% 54.3% 629 44.3% 2.9% -33	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% -796 10.17 41.8% 510 15.4% 53.9% 990 29.8% 4.4% -36	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 0.1% -789 875 3.3% 505 15.3% 52.4% 850 0.6% 3.9% -73	955 9.1% 4.4% 22,222 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 0.2% 2,320 212 -64.2% 554 17.6% 58.0% 130 -78.0% 0.6% -32	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 58 190.0% 0.2% -736 264 -61.1% 506 9.3% 58.6% 72 -88.6% 0.3% 42	1,079 13.9% 4.1% 23,256 4.0% 874 84.0% 3.4% 796 -18.9% -316.7% 0.3% -886 -544 -44.5% -637 24.9% 59.0% -510 -48.5% 2.2% -61	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5% 0.4% -802 388 -55.7% 634 25.5% 60.2% 356 -58.1% 1.5% -33	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% - 0.1% -130 212 -64.2% 642 - 2.8%	24,77 107 266 3 3 5 7 7 7 8 8 28 3 3
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Dispensing Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY OPM Leasing and Facility-related YoY OPM	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591 118.9% -40 -7.7%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 20 -51.2% 0.1% -719 679 101.5% 463 16.0% 54.3% 629 44.3% 2.9%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% -796 18 -51.4% 0.1% -796 10.17 41.8% 510 15.4% 53.9% 990 29.8% 4.4% -36 -7.6%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 0.1% -789 875 3.3% 505 15.3% 52.4% 850 0.6% 3.9% -73 -15.5%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 602 212 -64.2% 554 17.6% 58.0% 130 -78.0% 0.6% -32 -5.3%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 58 190.0% 0.2% -736 264 -61.1% 506 9.3% 58.6% 72 -88.6% 0.2% 42 -4.6%	1,079 13.9% 4.1% 23,256 4.0% 89.2% 884 84.0% 3.4% 796 -18.9% -316.7% 0.3% -886 564 -44.5% 59.0% 510 -48.5% 2.2% -61 -7.0%	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5% 3.0.0% -802 388 -55.7% 634 25.5% 60.2% 356 -58.1% 1.5% -33	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY OPM	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% - 0.1% -130 212 -64.2% 642 - 2.8%	24,77 107 266 3 3 5 7 7 7 8 8 28 3 3
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY OPM Food Service	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591 118.9% 2.7% -40 -7.7% 5	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% -719 679 101.5% 463 16.0% 54.3% 629 44.3% 2.9% -33 -33 -35 -35 -35 -35 -35 -35 -35 -35	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% -796 1,017 41.8% 510 15.4% 53.9% 990 29.8% 4.4% -36 -7.6% 15	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 0.1% -789 875 3.3% 505 15.3% 52.4% 850 0.6% 3.9% -73 -15.5%	955 9.1% 4.4% 22,222 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 0.2% 2,320 212 -64.2% 554 17.6% 58.0% 130 -78.0% 0.6% -32 -5.3% 1	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 798 -30.1% 5.8 190.0% 0.2% -736 264 -61.1% 506 9.3% 58.6% 72 -88.6% 0.3% 42 -4.6% 17	1,079 13.9% 4.1% 23,256 4.0% 89.2% 874 84.0% 3.4% 796 -18.9% 3.1% 75 316.7% 0.3% -886 564 -44.5% 59.0% 510 -48.5% 2.2% -61 -7.0% 10	1,054 9.3% 4.0% 23,415 6.6% 89.1% 938 99.6% 3.6% 779 -5.5% 3.0% 95 352.4% 0.4% -802 388 -55.7% 634 25.5% 60.2% 356 -58.1% 1.5% -33 -3.5% 6	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY OPM Food Service	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% - 0.1% -130 212 -64.2% 642 - 2.8%	24,2,7. 107. 7. 26. 3. 777. 3. 15. 0. 3,00,3 3. 3. 57. 8. 28. 3.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY OPM Food Service YoY	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591 118.9% 2.7% -40 -7.7% 5 -110.6%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% 463 16.0% 54.3% 629 44.3% 2.9% -33	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8% 510 15.4% 53.9% 990 29.8% 4.4% -36 -7.6% 15 -140.5%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 3.4% 21 -57.1% 0.1% 505 15.3% 505 15.3% 505 -73 -15.5% -73	955 9.1% 4.4% 22,222 3.2% 600 15.2% 6.8% 788 -31.8% 3.7% 2,320 212 -64.2% 554 17.6% 58.0% -38.0% 0.6% -32 -5.3% 1 -80.0%	863 1.2% 3.5% 21,813 2.2% 89.3% 908 60.7% 3.7% 736 58 190.0% 0.2% 61.1% 506 9.3% 58.6% 72 -88.6% 0.3% 42 -17 -41.4%	1,079 13.9% 4.1% 23,256 4.0% 874 84.0% 3.4% 75 316.7% 0.3% 637 24.9% 59.0% 510 -48.5% 2.2% -61 -7.0% 10 -33.3%	1,054 9.3% 4.0% 23,415 6.66% 89,1% 938 99.6% 3.6% 779 -5.5% 3.0% 95 352.4% 0.4% -8022 388 -55.7% 634 25.5% 60.2% 356 -58.1% 1.5% -333.5% 6 -250.0%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY OPM Food Service YoY	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% - 0.1% -130 212 -64.2% 642 - 2.8% -325.3% 1	24,2,2,107. 7,26. 3.,777. 3. 15. 0. 3,00 3,00 3. 1511.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY OPM Food Service YoY OPM Food Service YoY OPM	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591 118.9% 2.7% -40 -7.7% 5 -110.6% 0.4%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% -719 679 101.5% 463 16.0% 54.3% 629 44.3% 2.9% -335.8% 29 -152.7% 2.5%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8% 510 15.4% 53.9% 990 29.8% 4.4% -36 -7.6% 15 -140.5%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 0.1% -78 3.3% 505 15.3% 505 15.3% 506 470 -73 -73 -73 -73 -74 -4	955 9.1% 4.4% 22,223 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 33 0.0% 0.2% 2,320 17.6% 58.0% 130 -78.0% -325.3% 1 -80.0% 0.1%	863 1.2% 3.5% 21,813 2.2% 89,3% 908 60.7% 3.7% 798 -30.1% 60.2% -736 264 -61.1% 506 9.3% 58.6% 0.2% -88.6% 0.3% 42 - 4.6% 17 -41.4% 2.1%	1,079 13.9% 4.1% 23,256 4.0% 874 84.0% 3.4% 796 -18.9% 3.1% 75 316.7% 0.3% -886 637 24.9% 59.0% 510 -48.5% 2.2% -61 -7.0% 10 -33.3% 1.3%	1,054 9.3% 4.0% 23,415 6.6% 89,1% 938 99.6% 3.6% 779 -5.5% 634 25.5% 60.2% 356 -58.1% 1.5% -333.5% 6 -250.0% 0.8%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY OPM Food Service YoY OPM Food Service YoY OPM	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% 33 - 0.1% -130 212 -64.2% 642 - 2.8% -325.3% 1 1 - 0.1%	24,2,2,107. 7,26. 3.,777. 3. 15. 0. 3,00 3,00 3. 1511.
Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Segment sales adjustments erating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY OPM Food Service YoY OPM Food Service YoY OPM Other	875 2.8% 3.6% 21,525 9.2% 89.3% 521 4.0% 2.2% 1,156 0.1% 4.8% 33 -8.3% 0.1% -759 592 179.2% 471 7.3% 53.8% 591 118.9% 2.7% -40 -7.7% 5 -110.6% 0.4%	853 11.4% 3.6% 21,338 5.9% 89.3% 565 15.8% 2.4% 1,142 -1.6% 4.8% 20 -51.2% 0.1% -719 679 101.5% 463 16.0% 54.3% 629 44.3% 2.9% -335.8% 29 -152.7% 2.5%	947 19.3% 3.8% 22,352 6.6% 90.1% 475 -9.9% 1.9% 981 -16.3% 4.0% 18 -51.4% 0.1% -796 1,017 41.8% 510 15.4% 53.9% 990 29.8% 4.4% -36 -7.6% 15 -140.5%	964 16.7% 4.0% 21,957 5.4% 90.6% 470 -11.3% 1.9% 824 -30.2% 0.1% -78 3.3% 505 15.3% 505 15.3% 506 470 -73 -73 -73 -73 -74 -4	955 9.1% 4.4% 22,223 3.2% 600 15.2% 2.8% 788 -31.8% 3.7% 33 0.0% 0.2% 2,320 17.6% 58.0% 130 -78.0% -325.3% 1 -80.0% 0.1%	863 1.2% 3.5% 21,813 2.2% 89,3% 908 60.7% 3.7% 798 -30.1% 60.2% -736 264 -61.1% 506 9.3% 58.6% 0.2% -88.6% 0.3% 42 - 4.6% 17 -41.4% 2.1%	1,079 13.9% 4.1% 23,256 4.0% 874 84.0% 3.4% 796 -18.9% 3.1% 75 316.7% 0.3% -886 637 24.9% 59.0% 510 -48.5% 2.2% -61 -7.0% 10 -33.3% 1.3%	1,054 9.3% 4.0% 23,415 6.6% 89,1% 938 99.6% 3.6% 779 -5.5% 634 25.5% 60.2% 356 -58.1% 1.5% -333.5% 6 -250.0% 0.8%	Pharmaceuticals Network YoY % of total sales Dispensing Pharmacy YoY % of total sales Leasing and Facility-related YoY % of total sales Food Service YoY % of total sales Other YoY % of total sales Other YoY % of total sales Other YoY % of total sales Operating profit YoY Pharmaceuticals Network YoY OPM Dispensing Pharmacy YoY OPM Leasing and Facility-related YoY OPM Food Service YoY OPM Other	2.2% 22,564 - 94.1% 600 - 2.5% 788 - 3.3% 33 - 0.1% -130 212 -64.2% 642 - 2.8% -325.3% 1 1 - 0.1%	7. 24,24,27. 107. 7. 26. 3. 77. 3. 15. 0. 3,00,33. 311155.

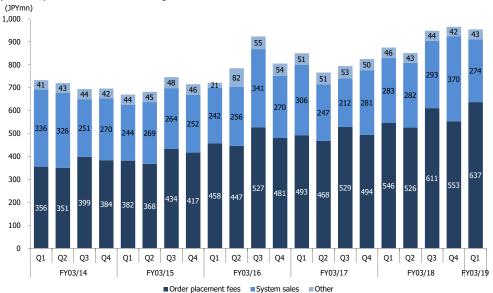
Source: Shared Research based on company data Note: Figures may differ from company materials due to differences in rounding methods.



Update Notes

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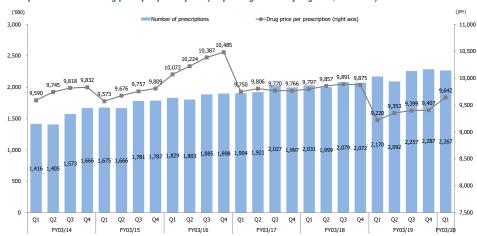
(Reference) Pharmaceuticals Network segment sales



Source: Shared Research based on company data

Notes: *Undisclosed from Q2 FY03/19
*Integrated into the Community Pharmacy Network segment from FY03/20

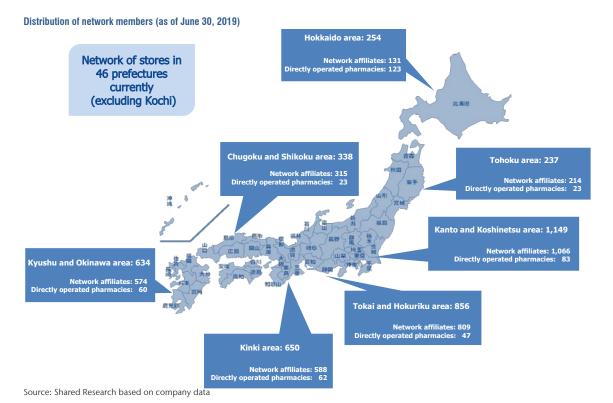
Prescription volume and drug price per prescription (Dispensing Pharmacy segment; all stores)



Source: Shared Research based on company data Note: NHI drug price and dispensing fee revisions were put into effect on April 1, 2014, April 1, 2016, and April 1, 2018.



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Number of dispensing pharmacies by region

Area	Directly operated dispensing pharmacies	Network affiliates	Total
Hokkaido	123	131	254
Tohoku	23	214	237
Kanto and Koshinetsu	83	1,066	1,149
Tokai and Hokuriku	47	809	856
Kinki	62	588	650
Chugoku and Shikoku	23	315	338
Kyushu and Okinawa	60	574	634
Total	421	3,697	4,118

Source: Shared Research based on company data (June 30, 2019)



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Q1 FY03/20 earnings results (out August 6, 2019)

Overview

Q1 FY03/20 (April to June 2019) earnings results

Sales: JPY25.6bn (+7.3% YoY)
 ○ Operating profit: JPY334mn (+57.5% YoY)
 ○ Recurring profit: JPY323mn (-68.2% YoY)
 ○ Net income*: JPY97mn (-4.0% YoY)

*Net income refers to net income attributable to parent company shareholders.

- Business environment: NHI drug price and dispensing fee revisions were conducted in April 2018. Dispensing pharmacies had to streamline their management structures following the implementation of the MHLW "Guidelines for distributor compliance to improve ethical drug distribution" whose purpose is to ensure stable supply of ethical drugs.
- Company response: The company streamlined and consolidated the Pharmaceuticals Network and Dispensing Pharmacy businesses into the Community Pharmacy Network business and began disclosure under the new segmentation from this fiscal year. Sales in the Community Pharmacy Network business increased by 7.3% YoY, reflecting an increase in the number of network members and the steady sales at existing pharmacies. The operating margin was 1.3% in Q1 FY03/20, an improvement of 0.4pp compared to the previous year. This was driven by margin improvement in the core Community Pharmaceutical Network business from 2.8% in the previous year to 3.4% in the current year.

Segment performance

Community Pharmacy Network

This is a new segment that integrates the former Pharmaceuticals Network business, the Dispensing Pharmacy business, and the pharmaceutical manufacturing and sales business (mainly Feldsenf Pharma) previously included in Other.

Q1 FY03/20 (April – June 2019) segment earnings results

- Segment sales: JPY24.2bn (+7.4 YoY; includes internal sales or transfers between segments; same hereafter)
- Segment profit: JPY825mn (+28.5% YoY)
- Pharmaceuticals Network division: The number of new network members showed a strong increase driven by customers' need for improved distribution efficiency. As at the end of June 2019, the number of network members was 4,118 (up 328 from the end of FY03/19). This consisted of 421 directly operated pharmacies and 3,697 affiliates.
- Dispensing Pharmacy division: In addition to the contribution from stores acquired via M&A, sales at existing pharmacies remained steady. As at the end of June 2019, there were 421 dispensing pharmacies, one care plan center, and eight drug stores.
- Pharmaceutical manufacturing and sales division: This business aims to provide a stable supply of good-quality, low-priced generic drugs. The company sold 18 ingredients and 39 products as of the end of June 2019.

Leasing and Facility-related

Q1 FY03/20 (April – June 2019) segment earnings results

- Segment sales: JPY760mn (+26.7% YoY)
- Segment loss: JPY8mn (loss of JPY32mn in Q1 FY03/19)
- Reason for increase in sales: Steady inflow of leasing revenue and rise in occupancy at the company's serviced elderly housing facilities contributed to sales growth.



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Reason for the segment loss: The segment remained in loss reflecting depreciation expenses related to Wisteria Minami Ichijo, the serviced elderly housing facility opened in November 2018.

Food Service

Q1 FY03/20 (April – June 2019) segment earnings results

Segment sales: JPY730mn (-7.4% YoY)

Segment loss: JPY12mn (vs. 1mn segment profit in the previous year)

Business reforms: Despite withdrawal from certain unprofitable facilities, segment profit fell from higher labor costs as the company employed temporary resources in response to staff shortage.

Other

The main business is home-visit nursing care.

Q1 FY03/20 (April – June 2019) segment earnings results

Segment sales: JPY38mn (+15.2% YoY)

Segment loss: JPY21mn (loss of JPY29mn in Q1 FY03/19)

This note is the most recent addition to the <u>full report</u>.



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Contact Details

Shared Research Inc.

3-31-12 Sendagi Bunkyo-ku Tokyo, Japan https://sharedresearch.jp Phone: +81 (0)3 5834-8787 Email: info@sharedresearch.jp

