2026年6月期決算　説明補足資料

2025/10/29

FY2026　Supplementary information

Genky DrugStores

→Apply revenue recognition standards

| | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | | | | | FY2025 | | | | | FY2026 | | | | | FY2026 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | 1Q | 2Q | 3Q | 4Q | | 1Q | 2Q | 3Q | 4Q | Result | 1Q | 2Q | 3Q | 4Q | Forecast |
| Store Opening | 49 | 46 | 43 | 30 | 31 | 6 | 9 | 10 | 29 | 54 | 3 | | | | 3 | 3 | 18 | 9 | 36 | 66 |
| Fukui Pref. | 4 | 9 | 5 | 3 | 5 | 2 | 1 | 4 | 5 | 12 | 0 | | | | 0 | 0 | 0 | 1 | 3 | 4 |
| Ishikawa Pref. | 19 | 8 | 7 | 5 | 6 | 1 | 2 | | 3 | 6 | 1 | | | | 1 | 1 | 4 | 1 | 2 | 8 |
| Gifu Pref. | 7 | 7 | 4 | 4 | 6 | 1 | 3 | | 1 | 5 | 0 | | | | 0 | 0 | 3 | 0 | 6 | 9 |
| Aichi Pref. | 19 | 22 | 19 | 10 | 10 | | 2 | 6 | 13 | 21 | 2 | | | | 2 | 2 | 11 | 4 | 16 | 33 |
| Shiga Pref. | | | 8 | 8 | 4 | 2 | 1 | | 7 | 10 | 0 | | | | 0 | 0 | 0 | 3 | 9 | 12 |
| Store Closing | 3 | 1 | 0 | 7 | 7 | 3 | 1 | 1 | 2 | 7 | 1 | | | | 1 | 1 | 0 | 0 | 2 | 3 |
| Renovation | 1 | 1 | 21 | 3 | 3 | | | | 1 | 1 | 2 | | | | 2 | 2 | 3 | 0 | 2 | 7 |
| Total stores | 298 | 343 | 386 | 409 | 433 | 436 | 444 | 453 | 480 | 480 | 482 | 482 | 482 | 482 | 482 | 482 | 500 | 509 | 543 | 543 |

(million Yen*)
*The figures are rounded to the nearest million yen

(million Yen*)
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| | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025 1Q | FY2025 2Q | FY2025 3Q | FY2025 4Q | FY2025 | FY2026 1Q | FY2026 2Q | FY2026 3Q | FY2026 4Q | FY2026 Result | Forecast 1Q | Forecast 2Q | Forecast 3Q | Forecast 4Q | FY2026 Forecast |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Revenue | 123,603 | 142,376 | 154,639 | 169,059 | 184,860 | 50,050 | 48,709 | 48,624 | 53,403 | 200,787 | 56,042 | | | | 56,042 | 55,930 | 53,280 | 53,260 | 59,370 | 221,840 |
| YoY | +19.0% | +15.2% | +8.6% | +9.3% | +9.3% | +6.8% | +8.0% | +9.0% | +10.6% | +8.6% | +12.0% | | | | | +11.7% | +9.4% | +9.5% | +11.2% | +10.5% |
| SSS | +8.4% | +6.1% | +1.1% | +2.5% | +6.7% | +3.5% | +3.3% | +3.5% | +3.6% | +3.5% | +5.8% | | | | | +6.2% | +2.6% | +1.9% | +3.7% | +3.6% |
| Gross profit | 26,712 | 30,289 | 30,954 | 34,554 | 37,621 | 10,103 | 9,805 | 9,866 | 11,115 | 40,890 | 11,348 | | | | 11,348 | 11,160 | 11,000 | 10,835 | 12,265 | 45,260 |
| YoY | +9.4% | +13.4% | +2.2% | +11.6% | +8.9% | +8.1% | +3.9% | +11.4% | +11.3% | +8.7% | +12.3% | | | | | +10.5% | +12.2% | +9.8% | +10.3% | +10.7% |
| Gross Margin | 21.61% | 21.27% | 20.02% | 20.44% | 20.35% | 20.19% | 20.13% | 20.29% | 20.81% | 20.36% | 20.25% | | | | 20.25% | 19.95% | 20.65% | 20.34% | 20.66% | 20.40% |
| SG&A * | 22,370 | 23,995 | 25,279 | 27,845 | 28,606 | 7,831 | 7,482 | 7,623 | 8,296 | 31,231 | 8,431 | | | | 8,431 | 8,548 | 8,342 | 8,480 | 9,390 | 34,760 |
| YoY | +9.6% | +7.3% | +5.4% | +10.1% | +2.7% | +6.8% | +5.9% | +13.0% | +11.2% | +9.2% | +7.7% | | | | | +9.2% | +11.5% | +11.2% | +13.2% | +11.3% |
| /sales | 18.10% | 16.85% | 16.35% | 16.47% | 15.47% | 15.65% | 15.36% | 15.68% | 15.54% | 15.55% | 15.04% | | | | 15.04% | 15.28% | 15.66% | 15.92% | 15.82% | 15.67% |
| Labor costs | 8,699 | 9,791 | 11,154 | 11,815 | 12,215 | 3,305 | 3,137 | 3,190 | 3,452 | 13,084 | 3,492 | | | | 3,492 | 3,567 | 3,506 | 3,554 | 3,978 | 14,605 |
| /sales | 7.0% | 6.9% | 7.2% | 7.0% | 6.6% | 6.6% | 6.4% | 6.6% | 6.5% | 6.5% | 6.2% | | | | 6.2% | 6.4% | 6.6% | 6.7% | 6.7% | 6.6% |
| Sales promotion costs | 3,034 | 2,928 | 1,124 | 1,329 | 1,460 | 411 | 385 | 393 | 455 | 1,644 | 467 | | | | 467 | 436 | 451 | 465 | 532 | 1,884 |
| /sales | 2.5% | 2.1% | 0.7% | 0.8% | 0.8% | 0.8% | 0.8% | 0.8% | 0.9% | 0.8% | 0.8% | | | | 0.8% | 0.8% | 0.8% | 0.9% | 0.9% | 0.8% |
| Equipment costs | 9,002 | 9,550 | 11,206 | 13,217 | 12,986 | 3,650 | 3,496 | 3,570 | 3,743 | 14,459 | 3,974 | | | | 3,974 | 4,051 | 3,834 | 3,908 | 4,119 | 15,912 |
| /sales | 7.3% | 6.7% | 7.2% | 7.8% | 7.0% | 7.3% | 7.2% | 7.3% | 7.0% | 7.2% | 7.1% | | | | 7.1% | 7.2% | 7.2% | 7.3% | 6.9% | 7.2% |
| General costs | 1,636 | 1,726 | 1,795 | 1,483 | 1,945 | 465 | 463 | 469 | 647 | 2,044 | 498 | | | | 498 | 494 | 551 | 553 | 761 | 2,359 |
| /sales | 1.3% | 1.2% | 1.2% | 0.9% | 1.1% | 0.9% | 1.0% | 1.0% | 1.2% | 1.0% | 0.9% | | | | 0.9% | 0.9% | 1.0% | 1.0% | 1.3% | 1.1% |
| Operating profit | 4,342 | 6,295 | 5,675 | 6,709 | 9,015 | 2,273 | 2,324 | 2,243 | 2,819 | 9,659 | 2,916 | | | | 2,916 | 2,612 | 2,658 | 2,355 | 2,875 | 10,500 |
| YoY | +8.3% | +45.0% | (9.8%) | +18.2% | +34.4% | +12.8% | (2.0%) | +6.4% | +11.8% | +7.1% | +28.3% | | | | | +14.9% | +14.4% | +5.0% | +2.0% | +8.7% |
| /sales | 3.5% | 4.4% | 3.7% | 4.0% | 4.9% | 4.5% | 4.8% | 4.6% | 5.3% | 4.8% | 5.2% | | | | 5.2% | 4.7% | 5.0% | 4.4% | 4.8% | 4.7% |
| Ordinary profit | 4,566 | 6,601 | 6,087 | 7,079 | 9,268 | 2,300 | 2,422 | 2,324 | 2,853 | 9,899 | 2,959 | | | | 2,959 | 2,657 | 2,703 | 2,410 | 2,930 | 10,700 |
| YoY | +6.1% | +44.6% | (7.8%) | +16.3% | +30.9% | +10.1% | +0.7% | +5.9% | +10.6% | +6.8% | +28.7% | | | | | +15.5% | +11.6% | +3.7% | +2.7% | +8.1% |
| /sales | 3.7% | 4.6% | 3.9% | 4.2% | 5.0% | 4.6% | 5.0% | 4.8% | 5.3% | 4.9% | 5.3% | | | | 5.3% | 4.8% | 5.1% | 4.5% | 4.9% | 4.8% |
| Net Income | 2,755 | 4,832 | 4,421 | 4,765 | 6,325 | 1,584 | 1,684 | 1,605 | 2,194 | 7,067 | 2,037 | | | | 2,037 | 1,800 | 1,900 | 1,800 | 2,000 | 7,500 |
| YoY | +2.2% | +75.4% | (8.5%) | +7.8% | +32.7% | +9.7% | +2.5% | +17.3% | +17.4% | +11.7% | +28.6% | | | | | +13.6% | +12.8% | +12.2% | (8.8%) | +6.1% |
| /sales | 2.2% | 3.4% | 2.9% | 2.8% | 3.4% | 3.2% | 3.5% | 3.3% | 4.1% | 3.5% | 3.6% | | | | 3.6% | 3.2% | 3.6% | 3.4% | 3.4% | 3.4% |

*Main items of SG&A expenses
Labor costs
Sales promotion costs
Equipment costs
General costs

Genky DrugStores

→Apply revenue recognition standards

| | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025 | FY2026 |
|---|---|---|---|---|---|---|---|
| [Per Share] | | | | | | | |
| EPS (Yen) * | 90.8 | 159.0 | 145.4 | 156.8 | 207.9 | 232.5 | |
| BPS (Yen) * | 911.8 | 1,059.0 | 1,191.7 | 1,337.2 | 1,532.8 | 1752.3 | |
| DPS (Yen) * | 12.5 | 12.5 | 12.5 | 12.5 | 12.75 | 13.0 | |

* As of June 21, 2024, we conducted a stock split at a ratio of 2 shares for 1 common stock.
EPS, BPS and DPS were calculated assuming that the stock split occurred at the beginning of FY2018.

| | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025 | FY2026 |
|---|---|---|---|---|---|---|---|
| [Per Unit Area] | | | | | | | |
| Average sales floor area (TSUBO*) | 110,380 | 121,829 | 136,205 | 143,299 | 144,998 | 152,683 | |
| Sales of TSUBO (K yen/TSUBO･year) | 1,120 | 1,169 | 1,135 | 1,180 | 1,275 | 1,315 | |
| Gross profit of TSUBO (〃) | 242 | 249 | 227 | 241 | 259 | 268 | |
| SG&A of TSUBO (〃) | 203 | 197 | 186 | 194 | 197 | 205 | |
| Operating income of TSUBO (〃) | 39 | 52 | 42 | 47 | 62 | 63 | |

*TSUBO is a unit of area,  about 3.3㎡

| | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025 | FY2026 |
|---|---|---|---|---|---|---|---|
| [C/S]　(million Yen) | | | | | | | |
| CFO | 7,411 | 12,075 | 6,076 | 8,773 | 13,256 | 12,597 | |
| CFI (≒CAPEX) | (11,223) | (8,829) | (10,589) | (9,736) | (10,631) | (15,618) | |
| CFF | 7,989 | (1,953) | 2,037 | 854 | (2,058) | 3,346 | |
| FCF | (3,812) | 3,246 | (4,513) | (963) | 2,625 | (3,021) | |
| Depreciation expenses | 3,443 | 4,059 | 4,592 | 4,955 | 5,566 | 6,292 | |
| EBITDA | 7,785 | 10,354 | 10,267 | 11,664 | 14,581 | 15,950 | |
| Net Assets | 27,685 | 32,166 | 36,233 | 40,681 | 46,691 | 53,428 | |
| Total Assets | 83,145 | 90,795 | 97,118 | 105,912 | 113,939 | 127,326 | |
| [Valuation] | | | | | | | |
| PER | 18.5 | 11.7 | 10.9 | 13.5 | 13.2 | 16.0 | |
| PBR | 1.84 | 1.76 | 1.33 | 1.59 | 1.79 | 2.12 | |
| payout ratio (%) | 13.8 | 7.9 | 8.6 | 8.0 | 6.1 | 5.6 | |
| ROA(Ordinary income basis) (%) | 6.0 | 7.6 | 6.5 | 7.0 | 8.4 | 8.2 | |
| ROE (%) | 10.4 | 16.2 | 12.9 | 12.4 | 14.5 | 14.2 | |
| Total asset turnover (times) | 1.6 | 1.6 | 1.6 | 1.7 | 1.7 | 1.7 | |
| Equity Ratio (%) | 33.3 | 35.4 | 37.3 | 38.4 | 40.9 | 41.8 | |
| NET D/E Ratio (times) | 0.85 | 0.64 | 0.70 | 0.66 | 0.53 | 0.52 | |