

# DATA FILE

## 1st . Half Results

For the Fiscal Year ending February 2010

(March 1, 2009 ~ Aug 31, 2009)

<Revised Version>

Revised forecast of subsidiaries is added

Additional information that explain the revised forecast of each subsidiary for 2 H is added, because we have received the comments that the initial data file released on 9<sup>th</sup> of October was difficult to understand the influence of each subsidiary on the revised consolidated forecast for 2 H.

Main reasons for the decrease in the revised operating profit forecast for 2H (- 130 million of yen), compared to the previous forecast are the followings:

1. Sugi Pharmacy: Ratio of SG&A to sales was revised from 23.1% to 23.4% for 2H. It will lead to the decrease of 300 million of yen in operating profits, compared to the initial forecast.
2. Japan,Co: GP margin was revised from 20.9% to 20.3% for 2H. It will lead to the decrease of 200 million of yen in operating profits, compared to the initial forecast.
3. Iizuka Yakuhin: 11 stores out of 79 stores will be closed. It will lead to the decrease of 1,000 million of yen and 300 million of yen in sales and operating profits, respectively, compared to the initial forecast.
4. Sugi Medical: Sugi Medical is newly consolidated from 1Q, although the results of Sugi Medical were not included in the initial forecast. As a results, it will lead to the increase of 1,000 million of yen in sales and the decrease of 500 million of yen in operating profits.

# SUGI Holdings

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### 1. 2010 Vision and Indicators Used as Management Goals

SUGI Holdings Co., Ltd. ("the Company") created a medium- and long-term Vision for 2010 when it was first listed in June 2000.

The 2010 Vision's targets include 1,000 outlets and total sales of ¥350 billion by FY2010. In order to achieve this vision, the Company will rapidly respond to growth opportunities including M&A as it works to maintain growth momentum.

In addition to expanding the scale of the business and enhanced shareholder value supported by high profitability, the Company is targeting a consolidated ROE (return on equity) of over 10%.

Management Indicator		FY 2/2002 Non-Consolidated	FY 2/2003 Non-Consolidated	FY 2/2004 Non-Consolidated	FY 2/2005 Non-Consolidated	FY 2/2006 Non-Consolidated	FY 2/2007 Consolidated	FY 2/2008 Consolidated	FY 2/2009 Consolidated
Total No. of Stores	(Number)	137	175	227	286	328	510	624	678
Net Sales	(¥m)	52,414	66,149	87,429	105,051	122,928	217,229	248,134	272,197
ROE	(%)	16.6	17.1	17.7	14.8	10.4	7.8	11.5	7.9

Unit: 100million yen



## 2. Consolidated Balance Sheet Summary

(¥m)

Major items of account	1 <sup>st</sup> Quarter FY 2/2009	Full Term FY 2/2009	Consolidated Total 1 <sup>st</sup> Quarter FY 2/2010		
			1 <sup>st</sup> Quarter FY 2/2010	Difference	Reason
Current assets	74,020	69,484	77,592	+8,108	
Cash and cash equivalents	34,743	19,357	19,874	+516	
Accounts receivable	3,882	3,692	5,982	+2,289	Increase of sales in prescription drugs
Negotiable certificate of deposit	-	8,400	11,500	+3,100	Increase of Negotiable Certificate of Deposit
Inventory	30,234	31,973	33,343	+1,369	Increase due to new store opening
Fixed assets	43,545	46,883	49,328	+2,445	
Tangible fixed assets	24,371	26,031	27,702	+1,671	Increase of store assets due to new store opening
Building and structures	6,641	6,641	6,744	+102	
Intangible fixed assets	3,075	3,034	4,442	+1,408	Increase of software assets and goodwill
Goodwill	985	788	1,550	+761	Increase by acquisition of CRO companies (TMRC CRO)
Investments and other assets	16,098	17,818	17,183	-634	Decrease of long term deferred charges and investment
Guaranty money deposited	12,227	12,812	13,403	+591	New store opening
Total assets	117,566	116,367	126,921	+10,553	
Current liabilities	45,988	42,275	49,993	+7,718	
Accounts payable	33,254	29,603	35,680	+6,077	New store opening
Accrued income taxes, etc	3,158	2,657	3,529	+872	
Accrued Bonuses	248	241	482	+241	
Others	9,326	9,773	10,300	+527	
Fixed liabilities	3,835	3,769	4,530	+761	
Allowance for employee retirement benefits	1,273	1,384	1,733	+348	
Negative goodwill	573	491	918	+427	Increase by acquisition of non-clinical testing company
Others	1,988	1,892	1,878	-14	
Total liabilities	49,824	46,044	54,523	+8,479	
Common stock	15,434	15,434	15,434	0	
Additional paid-in capital	24,632	24,632	24,632	0	
Retained earnings	27,689	30,282	32,253	+1,970	
Treasury stock	-30	-32	-32	0	
Total shareholder's capital	67,726	70,317	72,288	+1,970	
Total valuation and translation adjustments	15	5	108	+103	
Minority interests	-	-	0	0	
Total net assets	67,642	70,323	72,397	+2,073	
Total liabilities and net assets	117,566	116,367	126,921	+10,553	

## 3. Consolidated Income Statement Summary

	Consolidated 1 <sup>st</sup> Half FY 2/2009		Consolidated Full Term FY 2/2009		Consolidated 1 <sup>st</sup> Half FY 2/2010			
	¥m	Share %	¥m	Share %	¥m	Share %	Y/Y Change %	
Net sales	137,236	100.0	272,197	100.0	148,950	100.0	108.5	Newly consolidation of Sugi-Medical
Gross margin	35,300	25.7	71,241	26.2	38,817	26.1	110.0	Improvement of sales mix (Increased percentage of sales from prescription fillings and healthcare segments)
Selling, General and Administrative expenses	29,048	21.1	59,396	21.8	32,587	21.9	112.2	Increased personal expense as well as amortization of goodwill
Operating profit	6,252	4.6	11,845	4.4	6,229	4.2	99.6	
Non-operating income	1,422	1.0	2,943	1.1	1,631	1.1	114.6	Increase of amortization of negative goodwill
Non-operating expenses	615	0.5	1,186	0.4	683	0.5	111.0	
Recurring profit	7,060	5.1	13,601	5.0	7,176	4.8	101.6	
Extraordinary income	1	0.0	51	0.0	0	0.0	-	
Extraordinary losses	1,536	1.1	2,737	1.0	899	0.6	58.5	Change the method for inventory valuation of 364 million of yen, loss due to impairment of 193 million of yen, fixed-asset disposal losses of 117 million of yen
Net income before income taxes	5,525	4.0	10,916	4.0	6,277	4.2	113.6	
Income taxes	3,124	2.3	5,541	2.0	3,666	2.5	117.4	
Net income	2,401	1.7	5,374	2.0	2,610	1.8	108.7	

\* Sugi Holdings' subsidiaries Japan Co., Ltd and Iizuka Yakuhin have begun employing the lower-of-cost-or-market method for inventory valuation from this fiscal year.

\* Rate is rounding off it.

## 4. Earnings Estimates

(¥m %)

	Consolidated, Full Term FY.2/ 2010			
	1 <sup>st</sup> HY	2 <sup>nd</sup> HY	Full Year	Ratio
Net sales	148,950	146,150	295,100	100.0
Gross margin	38,817	37,883	76,700	26.0
Operating profit	6,229	4,571	10,800	3.7
Recurring profit	7,176	5,724	12,900	4.4
Net income	2,610	3,690	6,300	2.1

\* FY Feb.2009 E P S : ¥84.88

\* FY Feb.2010 E P S : ¥99.50

\* Sugi Holdings revised earnings forecasts on 8<sup>th</sup> of OCT, 2009.

( Note )

Precondition of the estimates to FY Feb.2010

- New stores : 80 stores
- Store closures : 18 stores
- Sales growth ratio of existing stores
  - 1<sup>st</sup> HY + 0.7% (Result)
  - 2<sup>nd</sup> HY + 3.3%
  - Full Year + 2.6% (Result + Plan)

- Capital expenditures : 7,300 million of yen
- Depreciation : 2,803 million of yen
- Amortization of goodwill : 610 million of yen
- Amortization of negative goodwill : 279 million of yen

## 5. Number of Stores by City and Region

	As of the end of Feb. 28 2009					As of the end of Aug. 31 2009						
	Sugi Pharmacy	Provided In Home Care	Japan	Iizuka Yakuhin	Sugi In Home NursingStation	Group Total	Sugi Pharmacy	Provided In Home Care	Japan	Iizuka Yakuhin	Sugi In Home NursingStation	Group Total
Ibaragi	-	( - )	-	-	-	-	1	( - )	-	-	-	1 ( + 1 )
Tochigi	2	( - )	-	-	-	2	2	( - )	-	-	-	2
Gunma	4	( - )	1	37	-	42	4	( - )	1	37	-	42
Saitama	26	( 3 )	21	42	-	89	30	( 4 )	21	40	-	91 ( + 5 ) ( - 3 )
Chiba	3	( - )	-	1	-	4	3	( - )	-	1	-	4
Tokyo	8	( - )	4	1	-	13	10	( 1 )	4	1	1	16 ( + 3 )
Kanagawa	7	( - )	-	-	-	7	10	( 1 )	-	-	-	10 ( + 3 )
Kanto region Sub Total	50	( 3 )	26	81	-	157	60	( 6 )	26	79	1	166 ( + 12 ) ( - 3 )
Gifu	34	( 3 )	-	-	-	34	35	( 3 )	-	-	-	35 ( + 1 )
Shizuoka	6	( - )	-	-	-	6	6	( 1 )	-	-	-	6
Aichi	225	( 28 )	-	-	-	225	229	( 35 )	-	-	-	229 ( + 7 ) ( - 3 )
Mie	42	( 3 )	-	-	-	42	43	( 5 )	-	-	-	43 ( + 3 ) ( - 2 )
Chubu region Sub Total	307	( 34 )	-	-	-	307	313	( 44 )	-	-	-	313 ( + 11 ) ( - 5 )
Shiga	18	( 2 )	3	-	-	21	17	( 2 )	3	-	-	20 ( - 1 )
Kyoto	12	( 3 )	14	-	-	26	14	( 4 )	14	-	-	28 ( + 2 )
Osaka	40	( 17 )	55	-	1	96	49	( 20 )	55	-	2	106 ( + 10 )
Hyogo	23	( 6 )	37	-	-	60	26	( 10 )	37	-	-	63 ( + 3 )
Nara	5	( 1 )	6	-	-	11	5	( 2 )	6	-	-	11
Kansai region Sub Total	98	( 29 )	115	-	1	214	111	( 38 )	115	-	2	228 ( + 15 ) ( - 1 )
Total No. of stores	455	( 66 )	141	81	1	678	484	( 88 )	141	79	3	707 ( + 38 ) ( - 9 )

\* Numbers in parenthesis ( ) indicate number of stores opened/closed.

## 6. Store Expansion Plan

Group Total		FY.2/2006	FY.2/2007	FY.2/2008	FY.2/2009	1Half FY.2/2010 Results	FY.2/2010 Est.
	No. of total Stores (end of the term)		328	510	624	678	707
New Stores		+43	+54	+40	+68	+38	+80
M & A		-	+144	+97	-	-	-
Closed Stores		-1	-16	-23	-14	-9	-18

## 7. Capital Expenditures

(¥Million)

Group Total		FY.2/2006	FY.2/2007	FY.2/2008	FY.2/2009	1stHalf FY.2/2010 Results	FY.2/2010 Est.
	Capital Expenditures		-	4,778	3,912	6,105	3,080
Depreciation		-	1,899	1,972	2,186	1,505	2,803
Amortization of goodwill		-	395	592	394	304	610
Amortization of negative goodwill		-	-	163	163	138	279
Sugi Pharmacy							
Capital Expenditures		4,128	4,381	4,857	5,747	2,644	6,000
Depreciation		1,281	1,429	1,551	1,811	1,155	2,228

<Note> CAPEX in group total includes CAPEX for IT as well as renovation costs for Japan and Iizuka

(Reference) Amortization of goodwill / negative goodwill schedule ( As of the end of May. 2009 ) ( ¥Million )

	FY.2/2010	FY.2/2011	FY.2/2012	FY.2/2013	FY.2/2014	FY.2/2015
Amortization of goodwill	610	610	215	215	203	-
Amortization of negative goodwill	279	279	279	115	105	-
Amount of recurring profit influence	-331	-331	+63	-100	-97	-

1. Annual amortization of positive and negative goodwill will be increased by 215.9 million of yen and 115.2 million of yen, respectively, from FY ending February 2010, due to the acquisition of clinical trial related companies.

2. As a result, annual recurring profits will be decreased by 100.7 million of yen, compared to the previous year.

## 8. Sales Growth

## 8-1. Annual Sales Growth (%)

Group Total		FY.2/				FY.2010 Est.			
		2006	2007	2008	2009	1 <sup>st</sup> Half Result	2 <sup>nd</sup> Half Est.	Full Term Est.	Full Term 1H result +2H Est.
		All Stores	-	+10.6	+14.3	+9.7	+8.5	+8.3	+7.3
	Existing Stores	-	+3.5	+5.8	+2.6	+0.7	+3.3	+2.6	+2.0

SUGI Pharmacy		FY.2/				FY.2010 Est.			
		2006	2007	2008	2009	1 <sup>st</sup> Half Results	2 <sup>nd</sup> Half Est.	Full Term Est.	Full Term 1H result +2H Est.
		All Stores	+17.0	+17.9	+15.9	+11.1	+11.6	+8.9	+8.8
	Existing Stores	+4.5	+6.9	+8.2	+4.2	+1.5	+3.0	+2.6	+2.3

\* Rate is rounding off it.

\* Existing Stores: Stores that have been open for 13 months or longer

## 8-2. Half Year Sales Growth (%)

Group Total		1 <sup>st</sup> Half FY 2/2007		1 <sup>st</sup> Half FY 2/2008		1 <sup>st</sup> Half FY 2/2009		1 <sup>st</sup> Half FY 2/2010	
		All Stores	-	+9.2	+15.2	+8.5			
	Existing Stores	-	+2.1	+4.3	+0.7				
SUGI Pharmacy	All Stores	+19.6	+16.1	+15.9	+11.6				
	Existing Stores	+5.3	+5.7	+6.6	+1.5				

## 9. Monthly Sales Growth

## 9-1. Sales Growth of All Stores (%)

Group Total		Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Total
		09/2	16.9	13.9	16.6	14.0	16.4	13.6	3.5	4.9	8.2	4.3	5.9	3.2
	10/2	5.2	6.7	12.6	5.0	4.4	9.1							8.5
SUGI Pharmacy	09/2	15.0	11.4	13.0	11.7	12.3	10.5	8.4	8.4	13.6	8.9	11.5	7.7	11.0
	10/2	7.9	10.2	18.4	8.4	8.7	14.6							11.6

## 9-2. Sales Growth of Existing Stores (%)

Group Total		Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Total
		09/2	7.0	3.3	4.8	2.7	5.2	2.9	0.5	1.3	4.4	0.7	1.0	-0.9
	10/2	-0.7	0.8	4.7	-1.2	-1.8	2.9							0.7
SUGI Pharmacy	09/2	9.5	5.4	6.2	5.4	5.9	4.2	2.1	1.8	6.5	1.3	3.0	0.0	4.2
	10/2	-1.4	1.0	6.1	-0.8	-0.8	5.0							1.5

\* Rate is rounding off it.

\* Existing Stores: Stores that have been open for 13 months or longer

## 10. Monthly growth in Number of Customers

## 10-1. Growth in Number of Customers -All Stores (%)

Group Total		Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Total
		09/2	18.3	16.0	18.5	15.0	18.9	12.9	1.0	2.0	3.8	4.1	4.7	4.3
	10/2	5.8	7.2	12.8	7.4	5.3	11.5							8.3
SUGI Pharmacy	09/2	13.4	9.8	12.2	9.4	11.4	7.0	5.7	6.5	9.6	10.3	10.9	9.5	9.6
	10/2	8.9	11.9	20.5	12.3	10.5	18.2							13.8

## 10-2. Growth in Number of Customers -Existing Stores (%)

Group Total		Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Total
		09/2	4.2	1.1	2.7	0.1	3.9	-0.9	-1.9	-1.3	0.2	0.7	-0.7	-1.3
	10/2	-0.9	-0.3	4.9	0.2	-1.9	4.8							1.0
SUGI Pharmacy	09/2	6.0	2.4	3.5	1.8	3.6	-0.4	-1.7	-1.9	0.9	0.6	-0.1	-2.0	1.0
	10/2	-2.6	-1.1	6.7	0.1	-1.7	5.4							1.1

\* Rate is rounding off it.

\* Existing Stores: Stores that have been open for 13 months or longer

## 11. Growth in Unit Sales per Customer

## 11-1. Growth in Unit Sales per Customer-All Stores (%)

Group Total		Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Total
		09/2	-1.2	-1.8	-1.6	-0.9	-2.1	0.6	2.5	2.9	4.3	0.2	1.2	-1.0
	10/2	-0.6	-0.4	-0.2	-2.3	-0.8	-2.2							-1.1
SUGI Pharmacy	09/2	1.4	1.4	0.7	2.1	0.8	3.3	2.5	1.7	3.7	-1.3	0.6	-1.6	1.2
	10/2	-1.0	-1.6	-1.8	-3.4	-1.6	-3.1							-2.1

## 11-2. Growth in Unit Sales per Customer-Existing Stores (%)

Group Total		Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Total
		09/2	2.8	2.1	2.1	2.6	1.3	3.9	2.5	2.6	4.1	0.0	1.7	0.4
	10/2	0.2	1.0	-0.2	-1.4	0.0	-1.8							-0.3
SUGI Pharmacy	09/2	3.3	2.9	2.5	3.5	2.3	4.6	3.9	3.8	5.6	0.7	3.2	2.1	3.2
	10/2	1.4	2.1	-0.6	-0.9	0.9	-0.4							0.3

\* Rate is rounding off it.

\* Existing Stores: Stores that have been open for 13 months or longer

## 12. Overview of Financial Results

## 12-1. Overview of Annual Results (SUGI Pharmacy, Non-Consolidated)

	FY.2/2007		FY.2/2008		FY.2/2009			FY.2/2010 Est.		
	¥m	Share %	¥m	Share %	¥m	Share %	¥m	¥m	Share %	Y/Y Change %
Sales	144,999	100.0	167,976	100.0	186,619	100.0	111.1	203,000	100.0	108.8
Gross margin	39,848	27.5	46,518	27.7	53,266	28.5	114.5	56,800	28.0	106.6
Operating profit	6,925	4.8	8,951	5.3	9,841	5.3	109.9	10,220	5.0	103.6
Recurring profit	7,679	5.3	10,239	6.1	11,520	6.2	112.5	11,730	5.8	101.8

12-2. Overview of 1<sup>st</sup> Half Year Results (SUGI Pharmacy, Non-Consolidated)

	1 <sup>st</sup> H FY.2/2007		1 <sup>st</sup> H FY.2/2008		1 <sup>st</sup> H FY.2/2009			1 <sup>st</sup> H FY.2/2010 Results		
	¥m	Share %	¥m	Share %	¥m	Share %	Y/Y Change %	¥m	Share %	Y/Y Change %
Sales	70,996	100.0	82,281	100.0	92,364	100.0	112.3	103,099	100.0	111.6
Gross margin	19,431	27.4	22,782	27.7	26,004	28.2	114.1	29,762	28.9	114.5
Operating profit	3,411	4.8	4,721	5.7	5,142	5.6	108.9	5,666	5.5	110.2
Recurring profit	3,728	5.3	5,198	6.3	6,068	6.6	116.7	6,682	6.5	110.1

## 12-3. Overview of 2nd Half and Full Term Forecast (SUGI Pharmacy, Non-Consolidated)

	1 <sup>st</sup> H FY.2/2010			2 <sup>nd</sup> H FY.2/2010				Full Term FY.2/2010		
	Est.	Result	Increase /decrease vs Est.	Initial Est.	Revised Est.	Share %	Increase /decrease vs previous Est.	1H Result +2H revised Est.	Share %	Increase /decrease vs previous Est.
Sales	100,400	103,099	+2,699	102,600	102,600	100.0	±0	205,699	100.0	+2,699
Gross margin	28,200	29,762	+1,562	28,600	28,600	27.9	±0	58,362	28.4	+1,562
Operating profit	5,300	5,666	+366	4,920	4,620	4.5	-300	10,286	5.0	+66
Recurring profit	6,060	6,682	+622	5,670	5,370	5.2	-300	12,052	5.9	+322

## 12-4. Overview of Three Months Results (SUGI Pharmacy, Non-Consolidated)

	1 <sup>st</sup> Q FY.2/2009		2 <sup>nd</sup> Q FY.2/2009		1 <sup>st</sup> Q FY.2/2010			2 <sup>nd</sup> Q FY.2/2010		
	¥m	Share %	¥m	Share %	¥m	Share %	Y/Y Change %	¥m	Share %	Y/Y Change %
Sales	44,907	100.0	47,457	100.0	50,350	100.0	112.1	52,748	100.0	111.1
Gross margin	12,762	28.4	13,241	27.9	14,602	29.0	114.4	15,159	28.7	114.5
Operating profit	2,403	5.4	2,737	5.8	2,867	5.7	119.3	2,798	5.3	102.2
Recurring profit	3,038	6.8	3,030	6.4	3,995	7.9	131.5	2,686	5.1	88.7

【Note】 Out of the results of Sugi Pharmacy (Non-consolidated), the number is not same with previous Sugi Pharmacy, the number that consolidated adjustment is considered to the total number of the three company (Sugi Holdings, Sugi Pharmacy and Sugi Medical – exclude subsidiaries' clinical business) for the comparison with previous Sugi Pharmacy.

## 13. Sales by Segment (SUGI Pharmacy, Non-Consolidated)

## 13-1. Annual Results (SUGI Pharmacy, Non-Consolidated)

	FY.2/2007		FY.2/2008		FY.2/2009			FY.2/2008 Gross Margin %	FY.2/2009 Gross Margin %
	¥m	Share %	¥m	Share %	¥m	Share %	Y/Y Change %		
Prescription	11,925	8.2	14,602	8.7	17,283	9.3	118.4	31.2	31.7
Healthcare	42,098	29.1	47,291	28.2	51,304	27.5	108.5	36.8	38.5
Beauty Care	42,799	29.5	49,850	29.7	54,807	29.4	109.9	26.8	28.2
<b>H&amp;BC Subtotal</b>	<b>96,823</b>	<b>66.8</b>	<b>111,744</b>	<b>66.5</b>	<b>123,395</b>	<b>66.2</b>	<b>110.4</b>	<b>31.6</b>	<b>32.9</b>
Home Care	26,285	18.1	31,203	18.6	34,390	18.4	110.2	23.4	22.8
Baby Care	7,106	4.9	7,971	4.7	8,754	4.7	109.8	10.0	10.6
Others	14,782	10.2	17,056	10.2	20,080	10.7	117.7	18.2	19.3
<b>Total</b>	<b>144,999</b>	<b>100.0</b>	<b>167,976</b>	<b>100.0</b>	<b>186,619</b>	<b>100.0</b>	<b>111.1</b>	<b>27.7</b>	<b>28.5</b>

13-2. Overview of 1<sup>st</sup> Half Year (SUGI Pharmacy Non-Consolidated)

	1 <sup>st</sup> HY FY.2/2008		1 <sup>st</sup> HY FY.2/2009		1 <sup>st</sup> HY FY.2/2010			1 <sup>st</sup> HY FY.2/2009 Gross Margin %	1 <sup>st</sup> HY FY.2/2010 Gross Margin %
	¥m	Share %	¥m	Share %	¥m	Share %	Y/Y Change %		
Prescription	7,003	8.5	8,281	9.0	10,305	10.0	124.4	31.0	33.0
Healthcare	22,948	27.9	25,073	27.1	28,142	27.3	112.3	37.7	38.7
Beauty Care	24,604	29.9	27,729	30.0	29,477	28.6	106.3	27.4	28.4
<b>H&amp;BC Subtotal</b>	<b>54,556</b>	<b>66.3</b>	<b>61,084</b>	<b>66.1</b>	<b>67,925</b>	<b>65.9</b>	<b>111.2</b>	<b>32.1</b>	<b>33.4</b>
Home Care	15,443	18.8	17,284	18.7	19,426	18.8	112.4	23.1	22.6
Baby Care	3,868	4.7	4,260	4.6	4,625	4.5	108.6	10.3	11.7
Others	8,412	10.2	9,735	10.5	11,121	10.8	112.1	20.0	19.6
<b>Total</b>	<b>82,281</b>	<b>100.0</b>	<b>92,364</b>	<b>100.0</b>	<b>103,099</b>	<b>100.0</b>	<b>111.6</b>	<b>28.2</b>	<b>28.9</b>

\* Rate is rounding off it.

【Note】 Out of the results of Sugi Pharmacy (Non-consolidated), the number is not same with previous Sugi Pharmacy, the number that consolidated adjustment is considered to the total number of the three company (Sugi Holdings, Sugi Pharmacy and Sugi Medical) for the comparison with previous Sugi Pharmacy.

## 14. General and Administrative Expenses (SUGI Pharmacy, Non-Consolidated)

	1 <sup>st</sup> HY FY.2/2007		Full Term FY.2/2009		1 <sup>st</sup> HY FY.2/2010		
	¥m	Share %	¥m	Share %	¥m	Share %	Y/Y Change %
Personnel expense	10,501	11.4	21,279	11.4%	12,172	11.8	115.9
Advertising expense	1,529	1.7	3,298	1.8%	1,543	1.5	100.9
Selling expenses	2,028	2.2	4,677	2.5%	2,234	2.2	110.2
Rent expenses	3,782	4.1	8,049	4.3%	4,522	4.4	119.6
Depreciation and amortization	802	0.9	1,811	1.0%	1,128	1.1	140.6
Public utility charges	859	0.9	1,768	0.9%	970	0.9	112.9
Supplies expenses	471	0.5	1,060	0.6%	595	0.6	126.3
Tax and Public imposts	609	0.7	1,131	0.6%	677	0.7	111.0
Commission paid	590	0.6	1,220	0.7%	585	0.6	99.3
Other administrative expenses	8,331	9.0	17,467	9.4%	9,689	9.4	116.3
Total selling, general and administrative expenses	20,861	22.6	43,424	23.3%	24,096	23.4	115.5

\* Rate is rounding off it

## 15. Number of Employees (SUGI Pharmacy, Non-Consolidated)

	End of Feb. /2005	End of Feb. /2006	End of Feb. /2007	End of Feb. /2008	End of Feb. /2009	End of Aug /2009
Regular Employees (End of Period)	1,418	1,673	1,777	2,112	2,471	2,875
Part-Timers (Eight Hour Equivalent)	1,936	2,213	2,239	2,772	2,840	3,026
Part-Timer Ratio (%)	57.7	59.6	55.8	56.8	53.5	51.3

## 16. Number of Stores and Sales Area (SUGI Pharmacy, Non-Consolidated)

	End of Feb. /2005	End of Feb. /2006	End of Feb. /2007	End of Feb. /2008	End of Feb. /2009	End of Aug /2009
Number of stores	286	328	368	395	455	484
Sales area at the end of the period (m <sup>2</sup> )	161,332	183,933	207,155	223,466	257,889	277,120
Average sales area during the period (m <sup>2</sup> )	142,087	172,138	196,010	214,761	240,991	268,434

## 17. Overview of Financial Results (Japan Co. Non-Consolidated)

	FY.2/2008		FY.2/2009		Est. FY.2/2010		1 <sup>st</sup> HY FY.2/2009		1 <sup>st</sup> HY FY.2/2010		
	¥m	Share %	¥m	Share %	¥m	Share %	¥m	Share %	¥m	Share %	Y/Y Change %
Sales	71,657	100.0	70,568	100.0	71,800	100.0	36,797	100.0	36,626	100.0	99.5
Gross margin	14,554	20.3	14,656	20.8	14,850	20.7	7,581	20.6	7,344	20.1	96.9
Operating profit	2,720	3.8	2,917	4.1	2,950	4.1	1,714	4.7	1,640	4.5	95.7
Recurring profit	3,158	4.4	3,276	4.6	3,300	4.6	1,891	5.1	1,823	5.0	96.4

\* Gross margin of Japan Co. is decreased by 125 million yen, due to the influence of the lower-of-cost-or-market method for inventory valuation. Additionally, extraordinary loss of 197 million yen is recorded regarding loss on revaluation of inventories.

## 17-2. Overview of 2nd Half and Full Term Forecast (Japan Co. Non-Consolidated)

	1 <sup>st</sup> H FY.2/2010			2 <sup>nd</sup> H FY.2/2010				Full Term FY.2/2010		
	Est.	Result	Increase /decrease vs Est.	Est.	Revised Est	Share %	Increase /decrease vs previous Est.	1H Result +2H revised Est.	Share %	Increase /decrease vs previous Est.
Sales	36,964	36,626	-338	34,836	34,836	100.0	0	71,462	100.0	-338
Gross margin	7,569	7,344	-225	7,281	7,056	20.3	-225	14,400	20.2	-450
Operating profit	1,598	1,640	+42	1,352	1,127	3.2	-225	2,767	3.9	-183
Recurring profit	1,775	1,823	+48	1,526	1,301	3.7	-225	3,124	4.4	-176

## 18. Sales Value by Segment (Japan Co. Non-Consolidated)

	1 <sup>st</sup> HY FY.2/2009		1 <sup>st</sup> HY FY.2/2010	
	¥m	Share %	¥m	Share %
Health Care	1,871	5.1	2,064	5.6
Beauty Care	3,121	8.5	3,125	8.5
Home Care	8,254	22.4	7,610	20.8
Baby Care	791	2.1	781	2.1
Foods etc.	22,760	61.9	23,046	62.9
Total	36,797	100.0	36,626	100.0

## 19. Number of Employees (Japan Co. Non-Consolidated)

	End of Aug. /2004	End of Aug. /2005	End of Feb. /2007	End of Feb. /2008	End of Feb. /2009	End of Aug /2009
Regular Employees (End of Period)	685	667	686	658	640	659
Part-Timers (Eight Hour Equivalent)	1,089	1,172	1,113	1,124	1,164	1,262
Part-Timer Ratio (%)	61.4	63.7	61.9	63.1	64.5	65.7

## 20. Number of Stores and Sales Area (Japan Co. Non-Consolidated)

	End of Aug. /2005	End of Feb. /2007	End of Feb. /2008	End of Feb. /2009	End of May. /2005	Est. 2/2010	End of Aug /2009
Number of stores	141	144	142	141	141	141	141
Sales area at the end of the period (m <sup>2</sup> )	84,847	87,308	86,259	85,689	86,266	86,266	86,266
Average sales area during the period (m <sup>2</sup> )	84,842	86,077	86,784	85,974	85,400	85,400	85,400
Capital Expenditures(¥m)	179	306	397	430	315	300	404
Depreciation(¥m)	528	463	469	482	495	499	245

## 21. Overview of Financial Results (Iizuka-Yakuhin, Non-Consolidated)

	FY.2/2008 (6month)		FY.2/2009		Est. FY.2/ 2010		1 <sup>st</sup> HY FY.2/2009		1 <sup>st</sup> HY FY.2/2010		
	¥m	Share %	¥m	Share %	¥m	Share %	¥m	Share %	¥m	Share %	Y/Y Change %
Sales	8,422	100.0	15,676	100.0	17,440	100.0	8,091	100.0	8,253	100.0	102.0
Gross margin	1,801	21.4	3,457	22.0	4,107	23.6	1,712	21.2	1,858	22.5	108.5
Operating profit	-407	-4.8	-752	-4.8	53	0.3	-429	-5.3	-253	-3.1	58.9
Recurring profit	-558	-6.6	-688	-4.4	117	0.7	-403	-5.0	-195	-2.4	48.3

\* Extraordinary loss of 167 million yen is recorded regarding loss on revaluation of inventories, due to the influence of the lower-of-cost-or-market method for inventory valuation.

## 21.-2. Overview of 2nd Half and Full Term Forecast (Iizuka-Yakuhin, Non-Consolidated)

	1 <sup>st</sup> H FY.2/2010			2 <sup>nd</sup> H FY.2/2010				Full Term FY.2/2010		
	Est.	Result	Increase /decrease vs Est.	Est.	Revised Est	Share %	Increase /decrease vs previous Est.	1H Result +2H revised Est.	Share %	Increase /decrease vs previous Est.
Sales	8,708	8,253	-455	8,732	7,737	100.0	-995	15,990	100.0	-1,450
Gross margin	2,034	1,858	-176	2,073	1,742	22.5	-331	3,600	22.5	-507
Operating profit	-46	-254	-208	99	-232	-3.0	-331	-486	-3.0	-539
Recurring profit	-13	-196	-183	130	-200	-2.6	-330	-396	-2.5	-513

## 22. Sales Value by Segment (Iizuka-Yakuhin, Non-Consolidated)

	1 <sup>st</sup> HY FY.2/2009		1 <sup>st</sup> HY FY.2/2010	
	¥m	Share %	¥m	Share %
Healthcare	2,198	27.2	2,049	24.8
Beauty Care	1,342	16.6	1,228	14.8
Home Care	1,200	14.8	1,879	22.7
Food etc	3,352	41.4	3,097	37.5
Total	8,091	100.0	8,253	100.0

## 23. Number of Employees (Iizuka-Yakuhin, Non-Consolidated)

	End of Feb. FY.2/2008	End of Feb. FY.2/2009	End of Aug. FY.2/2010
Regular Employees (End of Period)	190	168	150
Part-Timers (Eight Hour Equivalent)	442	382	454
Part-Timer Ratio (%)	69.9	69.5	75.2

## 24. Number of Stores and Sales Area (Iizuka-Yakuhin, Non-Consolidated)

	End of Feb. FY.2/2008 (6month)	End of Feb. FY.2/2009	1 <sup>st</sup> HY FY.2/2010
Number of stores	88	81	79
New Stores	0	0	0
Closed Stores	-9	-7	-2
Sales area at the end of the period (m <sup>2</sup> )	49,174	45,813	44,361
Average sales area during the period (m <sup>2</sup> )	49,174	47,494	45,107
Capital Expenditures(¥m)	40	38	19
Depreciation(¥m)	89	15	11

## 25. Overview of Financial Results (Sugi Medical, Consolidated : Consolidated results of Sugi Medical and 3 subsidiaries of Sugi Medical)

	1 <sup>st</sup> Q FY.2/2010			2 <sup>nd</sup> Q FY.2/2010		
	¥m	Share %	Y/Y Change %	Y/Y Change %	Share %	Y/Y Change %
Sales	975	100.0	-	1,896	100.0	-
Gross margin	29	3.0	-	142	7.5	-
Operating profit	-387	-39.8	-	-690	-36.3	-
Recurring profit	-429	-44.1	-	-715	-37.7	-

## 26. Overview of Financial Results (Total Results of 3 clinical trial related subsidiaries of Sugi Medical)

	1 <sup>st</sup> Q FY.2/2010			2 <sup>nd</sup> Q FY.2/2010			Full Term FY.2/2010 Est.		
	¥m	Share %	Y/Y Change %	¥m	Share %	Y/Y Change %	¥m	Share %	Y/Y Change %
Sales	617	100.0	-	1,151	100.0	-	2260	100.0	-
Gross margin	-41	-6.8	-	-39	-3.4	-	-10	-0.4	-
Operating profit	-309	-50.1	-	-553	-48.0	-	-1030	-45.6	-
Recurring profit	-349	-56.7	-	-571	-49.6	-	-980	-43.4	-

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## 27. Overview of Order Situation Results (Total Results of 3 subsidiaries of Sugi Medical)

Order situation	1 <sup>st</sup> Q FY.2/2009 ¥m	2 <sup>nd</sup> Q Y.2/2009 ¥m
Order	711	1,102
balancing orders	1258	1,827

- \* Non-consolidated results of Sugi Medical is included in the results of Sugi Pharmacy for the comparison to the previous FY (See P9-11)
- \* 3 subsidiaries are companies called Sugi Medical Research, Sugi Medical Support, Sugi Institute of biological science.
- \* Sugi Medical Research merged with TMRC CRO at 1<sup>st</sup> of June 2009.

## 28. Number of Employees (Sugi Medical : 3 Clinical research related companies)

	As of Aug 31 FY.2/2010
Regular Employees (End of Period)	355
Part-Timers (Eight Hour Equivalent)	3
Part-Timer Ratio (%)	0.8%

- \* Non-consolidated results of Sugi Medical is included in the results of Sugi Pharmacy for the comparison to the previous FY (See P11)

**29.History**

December	1976	SUGI Pharmacy is founded in Shimomachi, Nishio City, Aichi Prefecture to sell pharmaceutical, health-care, cosmetics and daily necessity products as well as provide prescription drug preparation.
March	1982	SUGI Pharmacy Co., Ltd. is established.
July	1991	POS (computerized point-of-sale information management systems) are introduced in all stores to rationalize sales operations.
December	1996	A "Multi-store Concentrated Customer Management System" (the current TV conference system) is introduced.
January	1997	Headquarters offices are moved to 33-5 Futatsuike, Nihongi-cho, Anjo City, Aichi Prefecture.
July	1998	The Nisshin Distribution Center starts operations in Nisshin City, Aichi Prefecture.
June	2000	Listed on the NASDAQ JAPAN market (subsequently delisted in March 2003)
September		SUGI Point Cards (customer management system) are introduced in all stores.
October		The 100th store (the Suzuka store) is opened.
August	2001	Listed on the first section of the Tokyo Stock Exchange (TSE) and the first section of the Nagoya Stock Exchange (NSE)
October		The Pharmacy Training Center-Pharmacy Information Center is established (currently Pharmacy Training Center, Nagoya School)
January	2002	Home medical care activities are initiated, such as home medical treatment management guidance under nursing insurance.
July	2003	The 200th store (the Bisai Sanjo store) is opened.
November		Clean rooms are installed in stores in order to respond to medical practice regarding terminal care, such as TPN (Total Parenteral Nutrition). Medical practice regarding terminal care is started.
February	2004	The pharmacy Training Center, Kyoto School is opened.
October		Comprehensive business alliance agreement is signed with Japan Co., Ltd.
January	2005	Received the FY2004 (the Third) Expansion of Individual Investors award.
April		The 300th store (the Hayashiji store) is opened.
July		The SUGI Pharmacy Logistics Center (SLC Chubu) start full-scale operations in Kasugai City, Aichi Prefecture.
September		Fee-based nursing home services are initiated, with an emphasis on home medical care such as bedside medication assistance for patients.
October		Headquarters is moved to 30-10 Futatsuike, Nihongi-cho, Anjo City, Aichi Prefecture in order to expand headquarters functionality.
October		Credit functionality is added to the SUGI Point Card, and the SUGI Card is born.
December		50.1% of the outstanding shares of Japan Co., Ltd. are acquired and the company is converted to a consolidated subsidiary.
March	2006	A new "S-PLUS" store with strengthened cosmetics merchandising is opened in 3-33-8 Osu, Naka-ku, Nagoya City.
April		In-house development is completed for the SIPS (SIPS: SUGI Infinity Possibility System), an integrated pharmaceutical dispensation system to cope with a horizontal division of labor and electronic prescriptions, and is put into operation in all stores.
June		The Pharmacy Training Center, Tokyo School is opened (in Shinagawa-ku, Tokyo).
September		11 stores of Nihon Apoch in the type of preparation establishing as an annex drugstore are inherited.
March	2007	Acquired Japan Co., Ltd., by the way of a share exchange (wholly owned subsidiary).
May		The 400th store (the Kamiaoki store) is opened.
September		Acquired Iizuka Yakuhin Co., Ltd.
March	2008	The store brand "Iizuka Yakuhin" is changed into "Drug Sugi".
September		Sugi Pharmacy splits its business to take on a holding company structure and changes its company name to Sugi Holdings.

September	2008	Sugi Pharmacy was split all of its business activities off into two new companies: Sugi Pharmacy and Sugi Medical
November		SUGI Visiting Nurse Station Hayashiji is opened (Abeno-ku, Osaka).
November		The Pharmacy Training Center, Osaka school is opened (remove to Abeno-ku, Osaka from Kyoto).
December		"SUGI Institute of Biological Science Co., Ltd." "SUGI Medical Research Co., Ltd." "SUGI Medical Support Co., Ltd." are established.
		Sugi Medical acquired the CRO services business unit of Fuji Biomedix Co., Ltd., and the SMO services units of Fuji Biomedix Co., Ltd.
February	2009	Sugi Medical acquired the non-clinical testing business units of Fuji Biomedix Co., Ltd.
March		Sugi Medical has entered into a basic agreement with TMRC Co., Ltd., under which Sugi Medical will acquire all shares of TMRC CRO Co., Ltd. This will further enhance Sugi Medical's clinical trial capabilities in oncology.
June		The 700th store (the Toyohashi-Nakahama store) is opened
June		Sugi Medical Research merged with TMRC CRO.

**30.Profile : SUGI Holdings**

Corporate Name :	SUGI Holdings Co., Ltd.
Headquarters :	1-8-4 Mikawaanjo-cho, Anjo City, Aichi, 446-0054, Japan
Founded :	December, 1976
Established :	March, 1982
Paid-in Capital :	¥15,434,588 million (As of the end of Feb, 2009)
Shares Outstanding :	63,330,838 shares ( As of the end of Feb, 2008 )
Securities Code :	7649 TSE 1, NSE 1

**31.Board of Directors**

Representative Director & Chairman Chief Executive Officer		Hirokazu Sugiura
Representative Director & President Chief Operating Officer		Yukimasa Yoneda
Representative Director & Senior Vice President Chief Financial Officer		Akiko Sugiura
Managing Director		Eiichi Sakakibara
Director	Corporate Officer	Takao Ota
Outside Director.		Noriyuki Watanabe
Outside Director		Chihiro Okada
Outside Statutory Auditor ( Full-time )		Susumu Sakai
Outside Statutory Auditor		Shigeo Asano
Outside Statutory Auditor		Yosiyuki Tsujimura
	Corporate Officer	Yutaka Sato
	Corporate Officer	Keiji Arai
	Corporate Officer	Katsunori Sugiura
	Corporate Officer	Nobuyuki Takeda
	Corporate Officer	Masaaki Hasegawa
	Corporate Officer	Hidehiko Tsukada
	Corporate Officer	Naoto Mochizuki
	Corporate Officer	Jyunichi Sasa

