

## To Investors

Company name : **Sugi Holdings Co., Ltd.**

Representative : Hirokazu Sugiura, President

(Stock code : 7649, TSE 1, NSE 1)

Contact: Makoto Kasai, General Manager of Business strategy and  
General Manager of Group Finance Division

Contact e-mail : ir-info@drug-sugi.co.jp

Contact phone : +81 566 73 6308

**Mar. 2009 Monthly Business News Flash**

Group	FY 2/2010		Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Total	
	All Stores	Sales	<b>105.2</b>													
		Number of Customers	105.8													
		Sales per Customers	99.4													
	Existing Stores	Sales	<b>99.3</b>													
		Number of Customers	99.1													
Sales per Customers		100.2														

Sugi Pharmacy	FY 2/2010		Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Total	
	All Stores	Sales	<b>107.9</b>													
		Number of Customers	108.9													
		Sales per Customers	99.0													
	Existing Stores	Sales	<b>98.6</b>													
		Number of Customers	97.4													
Sales per Customers		101.4														

Group	FY 2/2009		Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Total
	All Stores	Sales	<b>116.9</b>	<b>113.9</b>	<b>116.6</b>	<b>114.0</b>	<b>116.4</b>	<b>113.6</b>	<b>103.5</b>	<b>104.9</b>	<b>108.2</b>	<b>104.3</b>	<b>105.9</b>	<b>103.2</b>	<b>109.9</b>
		Number of Customers	118.3	116.0	118.5	115.0	118.9	112.9	101.0	102.0	103.8	104.1	104.7	104.3	109.6
		Sales per Customers	98.8	98.2	98.4	99.1	97.9	100.6	*102.5	102.9	104.3	100.2	101.2	99.0	100.3
	Existing Stores	Sales	<b>107.0</b>	<b>103.3</b>	<b>104.8</b>	<b>102.7</b>	<b>105.2</b>	<b>102.9</b>	<b>100.5</b>	<b>101.3</b>	<b>104.4</b>	<b>100.7</b>	<b>101.0</b>	<b>99.1</b>	<b>102.6</b>
		Number of Customers	104.2	101.1	102.7	100.1	103.9	99.1	98.1	98.7	100.2	100.7	99.3	98.7	100.3
Sales per Customers		102.8	102.1	102.1	102.6	101.3	103.9	102.5	102.6	104.1	100.0	101.7	100.4	102.3	

Sugi Pharmacy	FY 2/2009		Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Total
	All Stores	Sales	<b>115.0</b>	<b>111.4</b>	<b>113.0</b>	<b>111.7</b>	<b>112.3</b>	<b>110.5</b>	<b>108.4</b>	<b>108.4</b>	<b>113.6</b>	<b>108.9</b>	<b>111.5</b>	<b>107.7</b>	<b>111.0</b>
		Number of Customers	113.4	109.8	112.2	109.4	111.4	107.0	105.7	106.5	109.6	110.3	110.9	109.5	109.6
		Sales per Customers	101.4	101.4	100.7	102.1	100.8	103.3	102.5	101.7	103.7	98.7	100.6	98.4	101.2
	Existing Stores	Sales	<b>109.5</b>	<b>105.4</b>	<b>106.2</b>	<b>105.4</b>	<b>105.9</b>	<b>104.2</b>	<b>102.1</b>	<b>101.8</b>	<b>106.5</b>	<b>101.3</b>	<b>103.0</b>	<b>100.0</b>	<b>104.2</b>
		Number of Customers	106.0	102.4	103.5	101.8	103.6	99.6	98.3	98.1	100.9	100.6	99.9	98.0	101.0
Sales per Customers		103.3	102.9	102.5	103.5	102.3	104.6	103.9	103.8	105.6	100.7	103.2	102.1	103.2	

Notes:

- The above figures are based on the Sugi Pharmacy Group's sales reports. Actually realized results may differ from sales report figures.
- "Existing stores" refers to those stores for which 13 months or more have passed since they were first opened.
- Figures from monthly sales reports for Iizuka Yakuhin Co., Ltd. which became a subsidiary on September 3, 2007, are included in group totals for all stores from September 2007. Figures for Iizuka Yakuhin is, therefore, be included in group totals for existing stores from October 2008.
- The sales of Hayashiji visiting nurse station, which is opened in 1<sup>st</sup> of November 2008, are not included.

### <Guidance on March>

The results of March indicates -1.7% lower than the reality of the situation due to the number of Saturday is one day lesser than the last year. Additionally, a downturn in consumption is observed in Chubu and Northern part of Kanto area, our main area.

In this environment, prescription fillings segment exhibited strong existing sales of +21.5%. As a result, Sugi pharmacy could maintain existing sales of -1.4%.

Japan, Co and Iizuka Yakuhin show existing store sales of -2.2% and +15.1%, respectively. As a result, existing store sales of March in the group total show -0.7%.

#### • New Stores

Date	Store Name	Location	Sales Area
March 1	Sugi Visiting Nurse Station Furukawabashi	Kadoma Osaka	— m <sup>2</sup>
March 12	Sugi Pharmacy Ogurisu	Fushimi Kyoto	513.40 m <sup>2</sup>
March 12	Sugi Pharmacy Kurakuen	Nishinomiya Hyogo	329.59 m <sup>2</sup>
March 12	Sugi Pharmacy Tsukuba	Tsukuba Ibaragi	607.15 m <sup>2</sup>
March 14	Sugi Pharmacy Moriguchi-Jagur Town	Moriguchi Osaka	393.26 m <sup>2</sup>
March 19	Sugi Pharmacy Kichijoji-Minamimachi	Musashino Tokyo	287.37 m <sup>2</sup>
March 25	Sugi Pharmacy Kawaguchi-Sasima	Kawaguchi Saitama	538.52 m <sup>2</sup>
March 25	Sugi Pharmacy Minami-Mouri	Atsugi Kanagawa	406.67 m <sup>2</sup>

#### • Closed Stores

Nothing

【Number of Stores by City and Region】

	FY ended Feb 2008				End of March 2009					
	Sugi Pharmacy	Japan	Iizuka Yakuhin	Total	Sugi Pharmacy	Visiting Pharmacy Service	Japan	Iizuka Yakuhin	Sugi Visiting Nurse Station	Total
Ibaragi	—	—	—	—	1	(—)	—	—	—	1 ( + 1 )
Tochigi	—	—	—	—	2	(—)	—	—	—	2
Gunma	1	1	39	41	4	(—)	1	37	—	42
Saitama	17	20	47	84	27	(3)	21	42	—	90 ( + 1 )
Chiba	3	—	1	4	3	(—)	—	1	—	4
Tokyo	2	4	1	7	9	(—)	4	1	—	14 ( + 1 )
Kanagawa	2	—	—	2	8	(—)	—	—	—	8 ( + 1 )
Kanto region Sub Total	25	25	88	138	54	(3)	26	81	—	157 ( + 4 )
Gifu	34	—	—	34	34	(3)	—	—	—	34
Shizuoka	3	—	—	3	6	(—)	—	—	—	6
Aichi	213	—	—	213	225	(28)	—	—	—	225
Mie	42	—	—	42	42	(3)	—	—	—	42
Chubu region Sub Total	292	—	—	292	307	(34)	—	—	—	307
Shiga	15	3	—	18	18	(2)	3	—	—	21
Kyoto	10	14	—	24	13	(3)	14	—	—	26 ( + 1 )
Osaka	29	55	—	84	41	(18)	55	—	2	98 ( + 2 )
Hyogo	19	38	—	57	24	(6)	37	—	—	61 ( + 1 )
Nara	5	6	—	11	5	(1)	6	—	—	11
Kansai region Sub Total	78	116	—	194	101	(29)	115	—	2	218 ( + 4 )
Total Stores	395	141	88	624	462	(67)	141	81	2	678 ( + 8 )

( ) shows number of stores opened / closed in period on Feb 2009.