

Financial Results Full Year Results FY Ending February 28, 2022 Supplementary Information

Securities ID Code: 7649, TSE PRIME , NSE PREMIER



SUGI Holdings
April 13, 2022

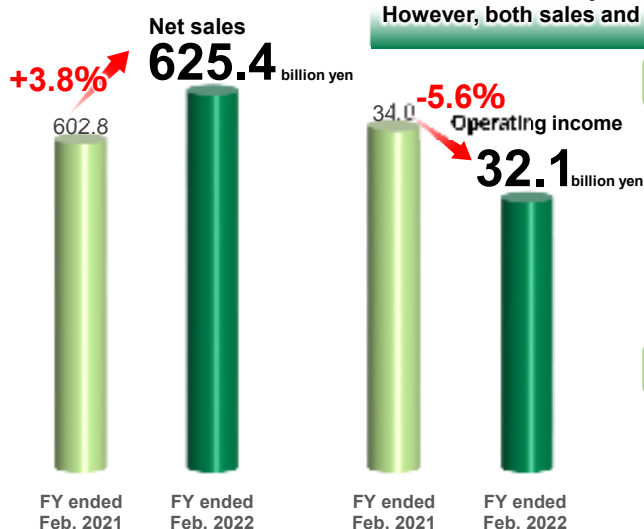
Financial Highlights Full Year - FY Ending February 28, 2022- Consolidated -

(Change in the method of presentation)

From the current fiscal year, income related to the provision of information, etc., which was included in "non-operating income", is now included in "net sales."

The relevant part of the above change is underlined in red.

Financial results highlight



Under the drastically change in environment, sales increased but profits decreased. However, both sales and profits exceeded the latest forecasts.

Summary of businesses

- Sales of goods: Demand for corona-related products remained firm. However, growth slowed compared to the previous year.
- Prescription: The trend of hospitals to curb medical examinations and refrain from visiting hospitals is easing. Despite the trend, pharmacies continue to gain market share from the front-door pharmacy.
- With Corona's lifestyle firmly established, digitalization accelerates.

Topics

- Continued revenue growth due to the effect of new store openings and growth in the dispensing business.
- To expand the dispensing pharmacy business, increase the number of annexed stores, renovate existing stores, and begin aggressive hiring of pharmacists.
- Early impairment losses in some stores.

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Full Year Financial Highlight - Consolidated -

	FY Ended 2021/2 Full Year		FY Ended 2022/2 Full Year				
	Results (in million yen)	Ratio to Sales(%)	Results (in million yen)	Ratio to Sales(%)	vs. Budget (in %)	vs. Budget (in million yen)	Y o Y (%)
Net Sales	602,850	100.0	625,477	100.0	100.1	477	103.8
Prescription	117,597	19.5	132,743	21.2	99.3	-936	112.9
Product Sales	480,984	79.8	488,310	78.1	100.4	1,921	101.5
Others	4,269	0.7	4,424	0.7	89.7	-508	103.6
Gross Profit	181,631	30.1	191,490	30.6	101.0	1,890	105.4
Prescription	46,621	39.6	52,773	39.8	98.8	-657	113.2
Product Sales	132,028	27.4	135,975	27.8	102.3	3,076	103.0
Others	2,982	69.9	2,742	62.0	83.8	-529	91.9
SG&A Expenses	147,590	24.5	159,353	25.5	100.5	753	108.0
Operating Income	34,041	5.6	32,137	5.1	103.7	1,137	94.4
Non-Operating Income	3,368	0.6	3,129	0.5	100.9	29	92.9
Non-Operating Expenses	2,075	0.3	2,183	0.3	104.0	83	105.2
Ordinary Income	35,333	5.9	33,082	5.3	103.4	1,082	93.6
Extraordinary Income	0	0.0	0	0.0	-	0	-
Extraordinary Losses	3,812	0.6	5,626	0.9	93.8	-374	147.6
Net Income before Income Taxes	31,521	5.2	27,456	4.4	105.6	1,456	87.1
Income Taxes	10,400	1.7	8,066	1.3	104.8	367	77.6
Net Income	21,120	3.5	19,389	3.1	106.0	1,089	91.8

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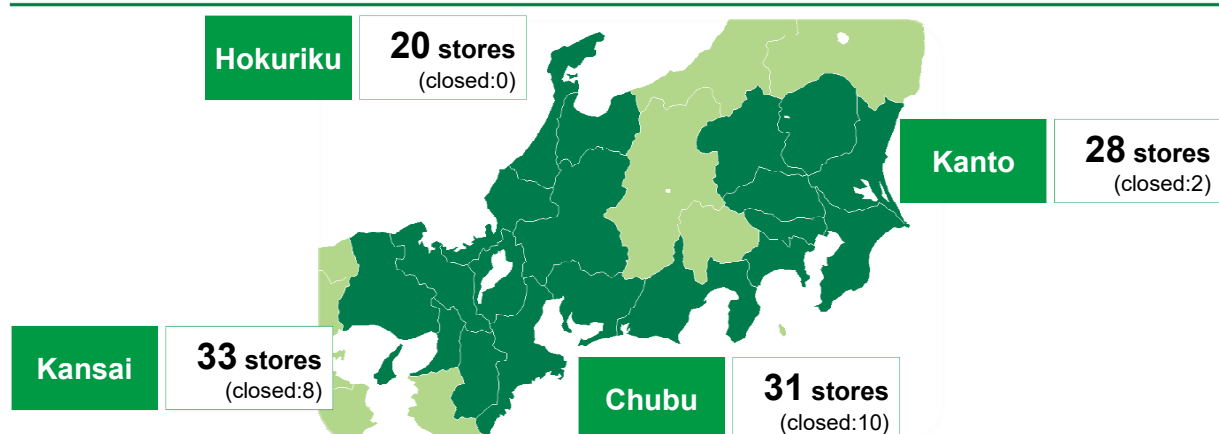
4th Quarter Financial Highlight - Consolidated - (Three months to February 2022)

	Three months to February 2021 (Dec.2020- Feb.2021)		Three months to February 2022 (Dec.2021- Feb.2022)				
	Results (in million yen)	Ratio to Sales(%)	Results (in million yen)	Ratio to Sales(%)	vs. Budget (in %)	vs. Budget (in million yen)	Y o Y (%)
Net Sales	156,565	100.0	158,948	100.0	100.3	477	101.5
Prescription	30,764	19.6	34,162	21.5	97.3	-936	111.0
Product Sales	124,813	79.7	124,044	78.0	101.6	1,921	99.4
Others	988	0.6	742	0.5	59.4	-508	75.2
Gross Profit	47,765	30.5	50,561	31.8	103.9	1,890	105.9
Prescription	12,470	40.5	13,412	39.3	95.3	-657	107.6
Product Sales	34,798	27.9	36,846	29.7	109.1	3,076	105.9
Others	497	50.3	303	40.7	36.4	-529	60.8
SG&A Expenses	39,293	25.1	41,705	26.2	101.8	753	106.1
Operating Income	8,472	5.4	8,856	5.6	114.7	1,137	104.5
Non-Operating Income	1,154	0.7	945	0.6	103.2	29	81.9
Non-Operating Expenses	582	0.4	734	0.5	112.9	83	126.1
Ordinary Income	9,043	5.8	9,066	5.7	113.6	1,082	100.3
Extraordinary Income	0	0.0	0	0.0	-	0	-
Extraordinary Losses	3,370	2.2	3,647	2.3	90.7	-374	108.2
Net Income before Income Taxes	5,673	3.6	5,419	3.4	136.7	1,456	95.5
Income Taxes	1,870	1.2	779	0.5	188.6	367	41.7
Net Income	3,802	2.4	4,639	2.9	130.7	1,089	122.0

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New store openings



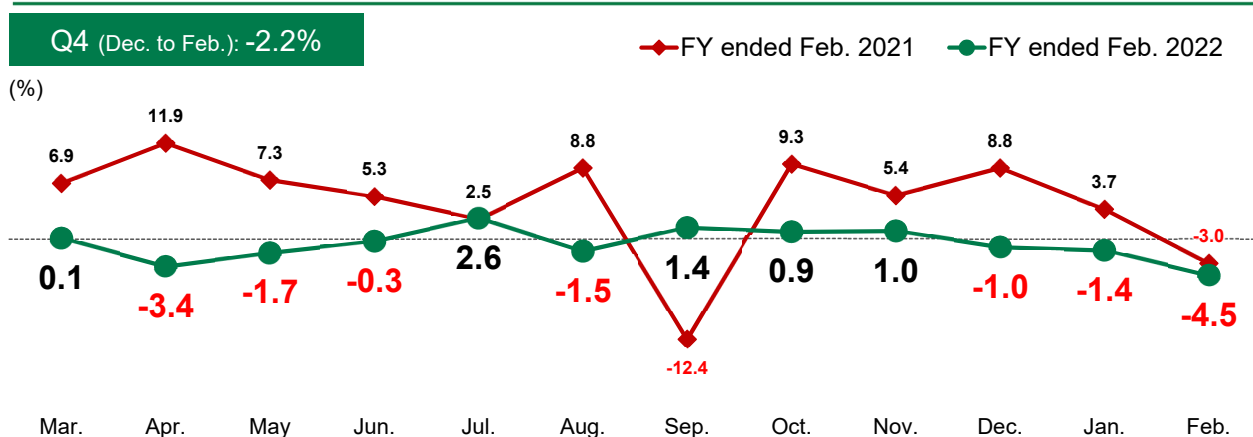
Summary

- As a result of opening 112 stores and closing 20 stores, the total number of stores as of the end of February was 1,483.
- As of the end of February, the number of stores in each area was 401 in Kanto, 526 in Chubu, 502 in Kansai, and 54 in Hokuriku.
- As a result of the opening of new stores, the percentage of stores with dispensing facilities was 85.5% (Sugi Pharmacy business only).

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The Group's existing stores sales growth rate



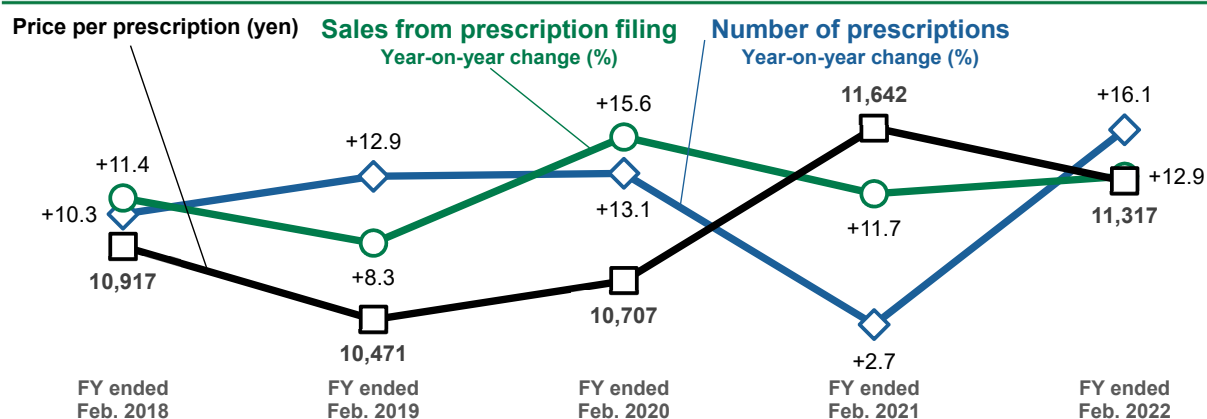
Summary

- Net sales (Full Year -0.7% YoY) : Decline in merchandise sales due to slower growth in demand for Corona-related products.
- Number of customers (Full Year +1.9% YoY) : Increased frequency of store visits due to the establishment of daily use and the effect of sales measures.
- Sales per customer (Full Year -2.5% YoY) : Decrease in the number of items purchased per visit due to increased frequency of store visits.

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Changes in the number of prescriptions and price per prescription



Summary

- Dispensing Sales : Double-digit growth for the third consecutive year due to aggressive opening of new pharmacies and acquisition of high-value prescriptions.
- Number of prescriptions received : Double-digit growth due to the easing of the trend to refrain from visiting medical institutions or making hospital visits, and the growing demand for the division of labor.
- Prescription unit price: Unit price per prescription fell by 325 yen due to a decrease in long-term prescriptions.

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Changes in gross profit margin



Continued improvement in profit margin

Prescription

- Increase in the ratio of technical fees due to an increase in the number of prescriptions filled.
- Increase in the number of outlets calculating the additional fee for generic drug dispensing system.
- Promote activities to reduce purchase prices by building relationships with suppliers.

Sales of goods

- Increase in profit margin by optimizing sales prices at stores and curbing sales promotion measures.
- Promote collaboration with business partners in manufacturing, distribution, and sales.
- Continued cost reduction activities such as bookkeeping changes.

FY ended Feb. 2018 FY ended Feb. 2019 FY ended Feb. 2020 FY ended Feb. 2021 FY ended Feb. 2022

Sales Trend by Product Group

(%)	Composition Ratio			Sales vs. Budget	Sales Y o Y	Gross Profit Margin			Gross Profit vs. Budget	Gross Profit vs. Y o Y
	FY 2021/2 Full Year	FY 2022/2 Full Year				FY 2021/2 Full Year	FY 2022/2 Full Year			
	Results	Budget	Results			Results	Budget	Results		
Prescription	19.6	21.6	21.4	99.3	112.9	39.6	40.0	39.8	− 0.2	+0.2
Product sales	80.4	78.4	78.6	100.4	101.5	27.4	27.3	27.8	+0.5	+0.4
Healthcare	20.4	19.4	19.6	101.5	100.1	39.2	39.3	39.9	+0.6	+0.7
Beauty	17.5	17.0	17.2	101.4	102.0	31.1	31.6	31.8	+0.2	+0.7
Household wares	19.8	19.4	19.3	99.6	100.9	24.0	24.2	24.8	+0.6	+0.8
Foods	22.5	22.5	22.3	99.4	103.1	17.1	16.6	17.0	+0.4	− 0.1
Other	0.3	0.2	0.2	96.7	92.4	19.3	16.2	16.1	− 0.1	− 3.2

Selling and general administrative expenses

(in million yen, %)	FY ended Feb. 2021 Full year		FY ended Feb. 2022 Full year			
	Results	% of sales	Results	% of sales	% of budget	% of previous year
Net sales	602,850	100.0	625,477	100.0	100.1	103.8
Total selling expenses	7,154	1.2	7,055	1.1	100.8	98.6
Personnel expenses	73,723	12.2	79,979	12.8	100.6	108.5
General administrative expense	66,711	11.1	72,317	11.6	100.3	108.4
Selling and administrative expenses	147,590	24.5	159,353	25.5	100.5	108.0

Selling expense

- Focus on cost-effective sales promotion measures.
- Developing joint sales promotion activities with business partners celebrating Sugi holding's 45th anniversary.*founding.

Personnel expenses

- Strengthen mid-career recruitment of pharmacists and registered sellers.
- Started optimizing working hours by reviewing staffing.

General administrative expense

- Gain of electricity costs due to seasonal factors and higher fuel adjustment costs.
- Fees increase with the spread of cashless payment.
- Depreciation increases due to new store openings and DX promotion investment.

Formulation of New Mid-Term Management Plan

Sales targets for the fiscal year ending February 28, 2027



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Forecast for the Year Ending Feb.28, 2023

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P/L Forecast for the Year Ending Feb. 28, 2023 - Consolidated -

(in million yen・%)	1st Half Year		2ed Half Year		Full Year	
	2023/2		2023/2		2023/2	
	Forecast	Ratio	Forecast	Ratio	Forecast	Ratio
Net Sales	338,000	100.0	337,000	100.0	675,000	100.0
Prescription	73,400	21.7	75,100	22.3	148,500	22.0
Product sales	259,200	76.7	261,100	77.5	520,300	77.1
Gross Margin	99,900	29.6	102,500	30.4	202,400	30.0
Prescription	29,000	39.5	30,000	39.9	59,000	39.7
Product sales	70,700	27.3	72,900	27.9	143,600	27.6
SG&A	85,100	25.2	87,300	25.9	172,400	25.5
Selling Expenses	2,500	0.7	2,600	0.8	5,100	0.8
Personnel Expenses	42,500	12.6	42,600	12.6	85,100	12.6
SG&A Expenses	40,100	11.9	42,100	12.5	82,200	12.2
Operating Profit	14,800	4.4	15,200	4.5	30,000	4.4
Recurring Profit	15,300	4.5	15,700	4.7	31,000	4.6
Net Income	9,500	2.8	8,500	2.5	18,000	2.7

(Note) From the beginning of the fiscal year ending February 28, 2023, "Accounting Standard for Revenue Recognition" (ASBJ Statement No.29), etc. will be applied, and the forecast is based on this standard. Therefore, actual value compared to the previous corresponding periods are not stated.

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SUGI PHARMACY group

The forward-looking statements regarding business and other forecasts are Sugi Holdings management's decisions based on information currently available at the time the report was created, and contain risks and uncertainties.

We recommend that readers do not make their decisions solely relying on these forecasts, and readers are reminded that actual results may differ materially from these forecasts due to various circumstances beyond management's control.

Appendix

Store Openings and Closings

Nos. of stores by region	FY2021/2 Full Year	FY 2022/2 1H		FY 2022/2 2H		FY 2022/2 Full Year			
	As of the Term-End	Store Openings	Store Closings	Store Openings	Store Closings	Store Openings	Store Closings	Change	As of the Term-End
Kanto Region	375	13	1	15	1	28	2	+26	401
Chubu Region	505	13	2	18	8	31	10	+21	526
Kansai Region	34	8	0	12	0	20	0	+20	54
Hokuriku Region	477	16	3	17	5	33	8	+25	502
Total	1,391	50	6	62	14	112	20	+92	1,483

Nos. of stores by region	FY2021/2 Full Year	FY 2022/2 1H			FY 2022/2 2H			FY 2022/2 Full Year				
	As of the Term-End	Store Openings	Store Closings	Store format conversion	Store Openings	Store Closings	Store format conversion	Store Openings	Store Closings	Store format conversion	Change	As of the Term-End
Sugi Pharmacy	1,267	50	5	+2	62	13	0	112	18	+2	+96	1,363
Japan	111	0	1	-2	0	1	0	0	2	-2	-4	107
Visit Nursing Care ST	13	0	0	0	0	0	0	0	0	0	0	13
Total	1,391	50	6	0	62	14	0	112	20	0	+92	1,483

Full Year Financial Highlight - Consolidated -

	FY Ended 2021/2 Full Year		FY Ended 2022/2 Full Year				
	Results (in million yen)	Ratio to Sales(%)	Results (in million yen)	Ratio to Sales(%)	vs. Budget (in %)	vs. Budget (in million yen)	Y o Y (%)
Net Sales	602,850	100.0	625,477	100.0	100.1	477	103.8
Sugi Pharmacy business	540,191	89.6	569,012	91.0	100.1	562	105.3
Japan business	58,391	9.7	52,041	8.3	100.8	422	89.1
Others	4,269	0.7	4,424	0.7	89.7	-508	103.6
Gross Profit	181,631	30.1	191,490	30.6	101.0	1,890	105.4
Sugi Pharmacy business	166,157	30.8	177,427	31.2	101.2	2,158	106.8
Japan business	12,492	21.4	11,321	21.8	102.4	261	90.6
Others	2,982	69.9	2,742	62.0	83.8	-529	91.9
SG&A Expenses	147,590	24.5	159,353	25.5	100.5	753	108.0
Operating Income	34,041	5.6	32,137	5.1	103.7	1,137	94.4
Non-Operating Income	3,368	0.6	3,129	0.5	100.9	29	92.9
Non-Operating Expenses	2,075	0.3	2,183	0.3	104.0	83	105.2
Ordinary Income	35,333	5.9	33,082	5.3	103.4	1,082	93.6
Extraordinary Income	0	0.0	0	0.0	-	0	-
Extraordinary Losses	3,812	0.6	5,626	0.9	93.8	-374	147.6
Net Income before Income Taxes	31,521	5.2	27,456	4.4	105.6	1,456	87.1
Income Taxes	10,400	1.7	8,066	1.3	104.8	367	77.6
Net Income	21,120	3.5	19,389	3.1	106.0	1,089	91.8

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3rd Quarter SG&A Expenses Status - Consolidated -

	FY Ended 2021/2 Full Year		FY Ended 2022/2 Full Year			
	Results (in million yen)	Ratio to Sales (%)	Results (in million yen)	Ratio to Sales (%)	Y o Y (%)	Results (in million yen)
Net Sales0	602,850	100.0	625,477	100.0	100.1	103.8
Total Selling Expenses	7,154	1.2	7,055	1.1	100.8	98.6
Advertising Expenses	4,078	0.7	3,987	0.6	98.2	97.8
Premium Expenses	3,076	0.5	3,068	0.5	104.4	99.8
Personnel Expenses	73,723	12.2	79,979	12.8	100.6	108.5
Total Administrative Expenses	66,711	11.1	72,317	11.6	100.3	108.4
Rent Expenses	30,122	5.0	32,362	5.2	99.2	107.4
Depreciation Expenses	9,910	1.6	11,273	1.8	102.5	113.8
Utilities Expenses	4,391	0.7	4,988	0.8	102.3	113.6
Supplies Expenses	4,554	0.8	4,019	0.6	101.2	88.3
Tax and Public Charges	4,677	0.8	5,390	0.9	99.2	115.2
Commission Paid	6,401	1.1	7,140	1.1	101.6	111.5
Others	6,653	1.1	7,142	1.1	99.7	107.3
Total SG&A Expenses	147,590	24.5	159,353	25.5	100.5	108.0

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Sales Trend by Product Group - Sugi -

(%)	Composition Ratio			Sales vs. Budget	Sales Y o Y	Gross Profit Margin			Gross Profit vs. Budget	Gross Profit vs. Y o Y
	FY 2021/2 Full Year	FY 2022/2 Full Year				FY 2021/2 Full Year	FY 2022/2 Full Year			
	Results	Budget	Results			Results	Budget	Results		
Prescription	21.8	23.5	23.3	99.3	112.9	39.6	40.0	39.8	-0.2	+0.2
Healthcare	21.4	20.2	20.5	101.3	100.7	39.3	39.3	39.9	+0.6	+0.6
Beauty	18.5	17.8	18.0	101.2	102.4	31.2	31.7	31.9	+0.2	+0.7
Household wares	19.7	19.3	19.1	99.4	102.2	24.0	24.1	24.7	+0.6	+0.7
Foods	18.4	19.1	19.0	99.5	108.2	17.2	16.7	17.1	+0.4	-0.1
Other	0.1	0.1	0.1	97.0	99.3	31.1	22.7	22.1	-0.6	-9.0
Total	100.0	100.0	100.0	100.1	105.3	30.8	30.8	31.2	+0.4	+0.4

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Sales Trend by Product Group - Japan -

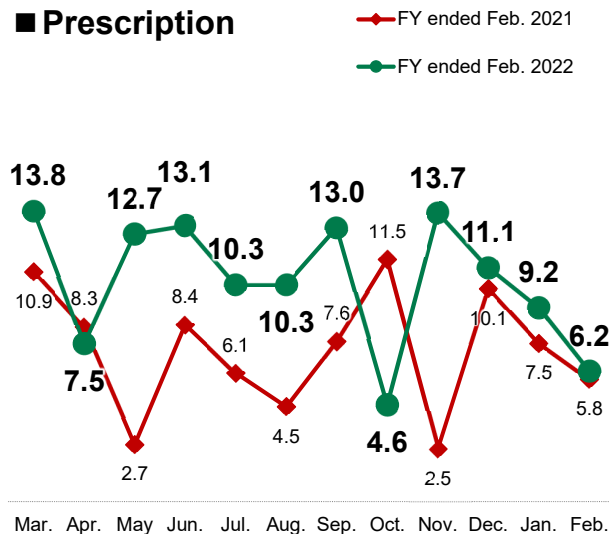
(%)	Composition Ratio			Sales vs. Budget	Sales Y o Y	Gross Profit Margin			Gross Profit vs. Budget	Gross Profit vs. Y o Y
	FY 2021/2 Full Year	FY 2022/2 Full Year				FY 2021/2 Full Year	FY 2022/2 Full Year			
	Results	Budget	Results			Results	Budget	Results		
Healthcare	10.5	10.3	10.5	102.4	89.3	37.8	38.4	39.3	+0.9	+1.5
Beauty	7.7	7.9	8.0	101.6	91.8	27.8	28.4	28.5	+0.1	+0.7
Household wares	20.5	20.5	20.6	101.4	89.5	24.4	25.2	25.7	+0.5	+1.3
Foods	59.6	59.5	59.2	100.3	88.6	16.9	16.5	16.6	+0.1	-0.3
Other	1.7	1.7	1.7	98.8	88.7	12.9	12.6	12.4	-0.2	-0.5
Total	100.0	100.0	100.0	100.8	89.1	21.4	21.4	21.8	+0.4	+0.4

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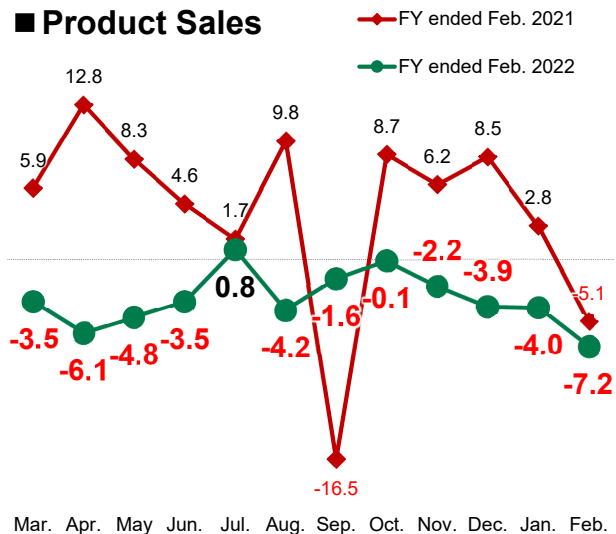
Existing Stores Sales Growth Rate

■ Prescription



Q4 (Dec. to Feb.): +8.9%

■ Product Sales

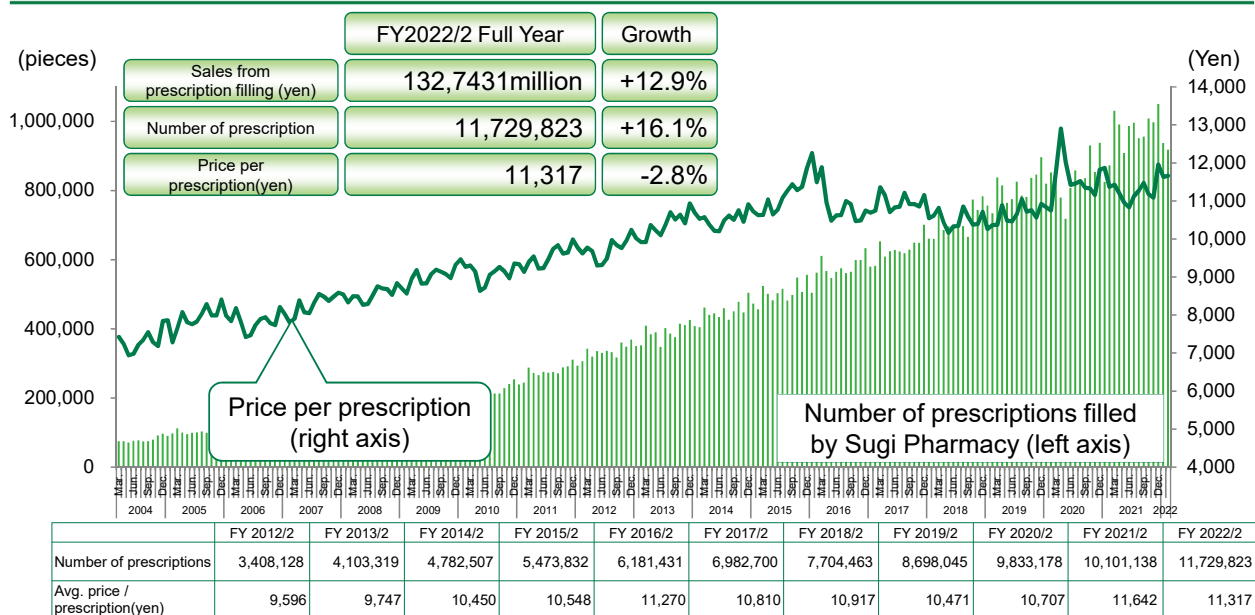


Q4 (Dec. to Feb.): -5.0%

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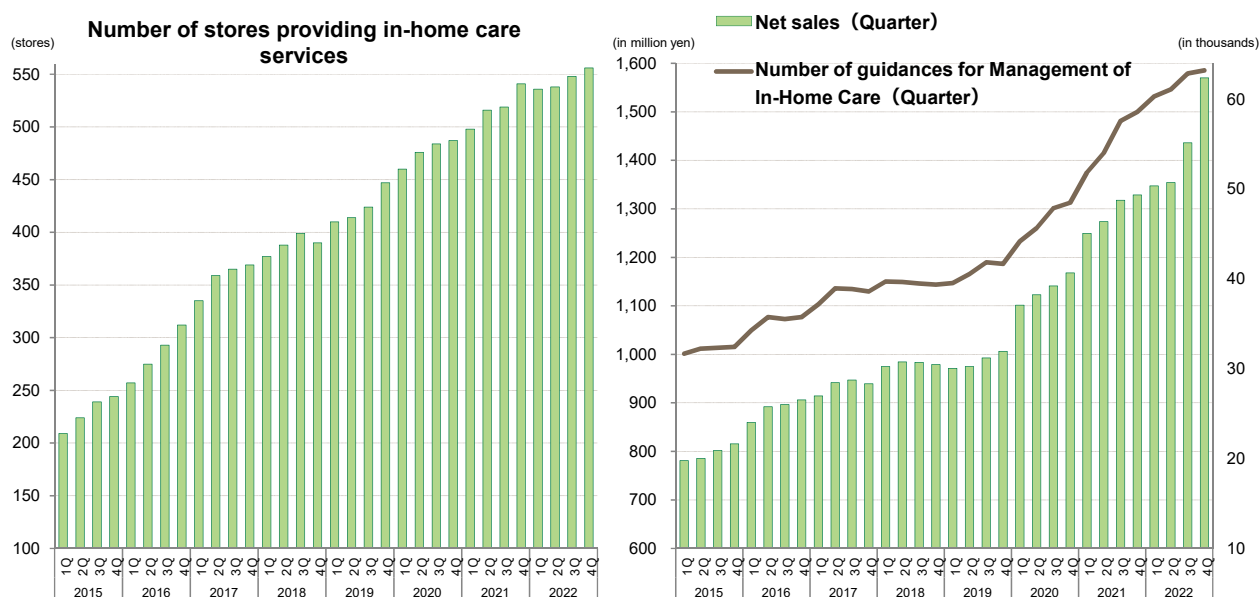
Trends in the Number of Prescriptions and Price per Prescription



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In-home Medical Care Services – As of Feb. 28, 2022



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Preconditions of Forecasts for FY 2023/2

<Store Opening & Closing>

(Store)	Openings	Closings	Total
Sugi Pharmacy	118		
Japan	0	20	+98
Visit Nursing Care ST	2	0	+2
Group Total	120	20	+100

<Existing Stores Sales Growth>

(%)	Q1	Q2	Q3	Q4	1H	2H	Full Year
Prescription	109.3	110.9	109.8	106.5	110.1	108.1	109.1
Product sales	98.8	100.6	102.8	103.0	99.7	102.9	101.3
Group Total	101.0	102.8	104.3	103.8	101.9	104.1	103.0

(%)	Q1	Q2	Q3	Q4	1H	2H	Full Year
Sugi Pharmacy business	101.6	103.3	104.5	103.7	102.5	104.1	103.3
Japan business	94.5	96.8	102.7	105.1	95.7	104.0	99.6
Group Total	101.0	102.8	104.3	103.8	101.9	104.1	103.0

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<Investment>

(in million yen)	Amount
New stores	20,000
Existing store refurbishment	4,000
Investment in systems and others	5,600
Group Total	29,600