# Financial Results
# Full Year Results - FY Ending February 28, 2025
# Supplementary Information

**Securities ID Code: 7649, TSE PRIME , NSE PREMIER**

SUGI Holdings

April 10, 2025

# Contents

# Summary of financial results for FY ended February 2025

# Full Year Financial Highlight - Consolidated -

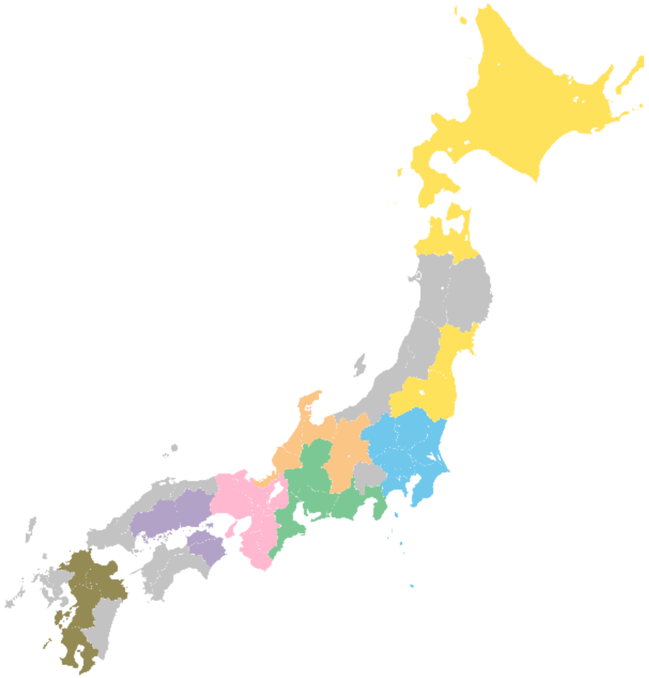
| | FY Ended 2024/2 Full Year | | FY Ended 2025/2 Full Year | | | | |
|---|---|---|---|---|---|---|---|
| | Results (in million yen) | Ratio to Sales(%) | Results (in million yen) | Ratio to Sales(%) | vs. Budget (in %) | vs. Budget (in million yen) | Y o Y (%) |
| **Net Sales** | **744,477** | **100.0** | **878,021** | **100.0** | **100.3** | **3,021** | **117.9** |
| Prescription | 158,777 | 21.3 | 218,309 | 24.9 | 100.4 | 814 | 137.5 |
| Sugi Pharmacy | 158,777 | 21.3 | 175,862 | 20.0 | 100.3 | 467 | 110.8 |
| I&H | - | - | 42,447 | 4.8 | 100.8 | 347 | - |
| Product Sales | 581,490 | 78.1 | 649,625 | 74.0 | 99.9 | ▲365 | 111.7 |
| Others | 4,209 | 0.6 | 10,087 | 1.1 | 134.2 | 2,573 | 239.6 |
| **Gross Profit** | **228,837** | **30.7** | **275,043** | **31.3** | **100.7** | **2,043** | **120.2** |
| Prescription | 60,224 | 37.9 | 80,189 | 36.7 | 100.5 | 394 | 133.2 |
| Sugi Pharmacy | 60,224 | 37.9 | 65,932 | 37.5 | 100.5 | 337 | 109.5 |
| I&H | - | - | 14,256 | 33.6 | 100.4 | 56 | - |
| Product Sales | 166,879 | 28.7 | 190,148 | 29.3 | 100.5 | 948 | 113.9 |
| Others | 1,733 | 41.2 | 4,705 | 46.6 | 117.5 | 701 | 271.4 |
| **SG&A Expenses** | **192,215** | **25.8** | **232,479** | **26.5** | **100.2** | **479** | **120.9** |
| **Operating Income** | **36,622** | **4.9** | **42,563** | **4.8** | **103.8** | **1,563** | **116.2** |
| Non-Operating Income | 3,780 | 0.5 | 5,242 | 0.6 | 104.9 | 242 | 138.7 |
| Non-Operating Expenses | 2,363 | 0.3 | 5,812 | 0.7 | 193.7 | 2,812 | 245.9 |
| **Ordinary Income** | **38,039** | **5.1** | **41,993** | **4.8** | **97.7** | **▲1,007** | **110.4** |
| Extraordinary Income | 0 | 0.0 | 1,305 | 0.1 | 427.9 | 1,000 | - |
| Extraordinary Losses | 5,936 | 0.8 | 5,220 | 0.6 | 100.3 | 15 | 87.9 |
| **Net Income before Income Taxes** | **32,102** | **4.3** | **38,079** | **4.3** | **99.9** | **▲21** | **118.6** |
| Income Taxes | 10,122 | 1.4 | 12,389 | 1.4 | 98.3 | ▲211 | 122.4 |
| **Net Income** | **21,979** | **3.0** | **25,689** | **2.9** | **100.7** | **189** | **116.9** |
| **EBITDA** | **50,802** | **6.8** | **60,435** | **6.9** | **102.4** | **1,435** | **119.0** |

# 4th Quarter Financial Highlight - Consolidated - (Three months to February 2025)

| | FY Ended 2024/2 December to February | | FY Ended 2025/2 December to February | | | | |
|---|---|---|---|---|---|---|---|
| | 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** | **193,344** | **100.0** | **243,401** | **100.0** | **101.3** | **3,021** | **125.9** |
| Prescription | 41,353 | 21.4 | 65,330 | 26.8 | 95.3 | ▲3,228 | 158.0 |
| Sugi Pharmacy | 41,353 | 21.4 | 45,786 | 18.8 | 101.0 | 466 | 110.7 |
| I&H | - | - | 19,544 | 8.0 | 84.1 | ▲3,694 | - |
| Product Sales | 151,853 | 78.5 | 167,702 | 68.9 | 99.8 | ▲364 | 110.4 |
| Others | 137 | 0.1 | 10,368 | 4.3 | 276.1 | 6,614 | 7,546.5 |
| **Gross Profit** | **62,096** | **32.1** | **79,603** | **32.7** | **102.6** | **2,044** | **128.2** |
| Prescription | 15,811 | 38.2 | 23,888 | 36.6 | 94.6 | ▲1,351 | 151.1 |
| Sugi Pharmacy | 15,811 | 38.2 | 17,490 | 38.2 | 102.0 | 337 | 110.6 |
| I&H | - | - | 6,398 | 32.7 | 79.1 | ▲1,688 | - |
| Product Sales | 47,027 | 31.0 | 52,667 | 31.4 | 101.8 | 948 | 112.0 |
| Others | ▲743 | ▲540.8 | 3,046 | 29.4 | 507.5 | 2,446 | - |
| **SG&A Expenses** | **51,368** | **26.6** | **65,797** | **27.0** | **100.7** | **489** | **128.1** |
| **Operating Income** | **10,727** | **5.5** | **13,805** | **5.7** | **112.7** | **1,555** | **128.7** |
| Non-Operating Income | 954 | 0.5 | 1,293 | 0.5 | 123.1 | 242 | 135.6 |
| Non-Operating Expenses | 689 | 0.4 | 3,464 | 1.4 | 531.0 | 2,812 | 502.2 |
| **Ordinary Income** | **10,992** | **5.7** | **11,634** | **4.8** | **92.0** | **▲1,015** | **105.8** |
| Extraordinary Income | 0 | 0.0 | 1,000 | 0.4 | - | 1,000 | - |
| Extraordinary Losses | 3,033 | 1.6 | 3,002 | 1.2 | 100.5 | 16 | 99.0 |
| **Net Income before Income Taxes** | **7,959** | **4.1** | **9,632** | **4.0** | **99.7** | **▲30** | **121.0** |
| Income Taxes | 2,224 | 1.2 | 3,009 | 1.2 | 93.5 | ▲210 | 135.3 |
| **Net Income** | **5,734** | **3.0** | **6,623** | **2.7** | **102.8** | **181** | **115.5** |
| **EBITDA** | **14,619** | **7.6** | **18,900** | **7.8** | **108.2** | **1,435** | **129.3** |

# New store openings

(Note) The number of stores includes drugstores, pharmacies, and visiting nursing stations only.



| | Store openings | Store closings | M&A | Number of stores | Sugi Pharmacy Business Rate of dispensing facilities |
|---|---|---|---|---|---|
| Hokkaido・Tohoku | 0 | 0 | 39 | 42 | – |
| Kanto | 53 | 8 | 45 | 573 | 79.5 |
| Chubu | 30 | 12 | 12 | 612 | 77.5 |
| Hokuriku・Shinshu | 7 | 2 | 5 | 93 | 76.4 |
| Kansai | 40 | 16 | 228 | 819 | 83.7 |
| Chugoku・Shikoku | 0 | 0 | 7 | 7 | – |
| Kyushu | 0 | 0 | 40 | 40 | – |
| **Total** | 130 | 38 | 376 | 2,186 | 79.9 |

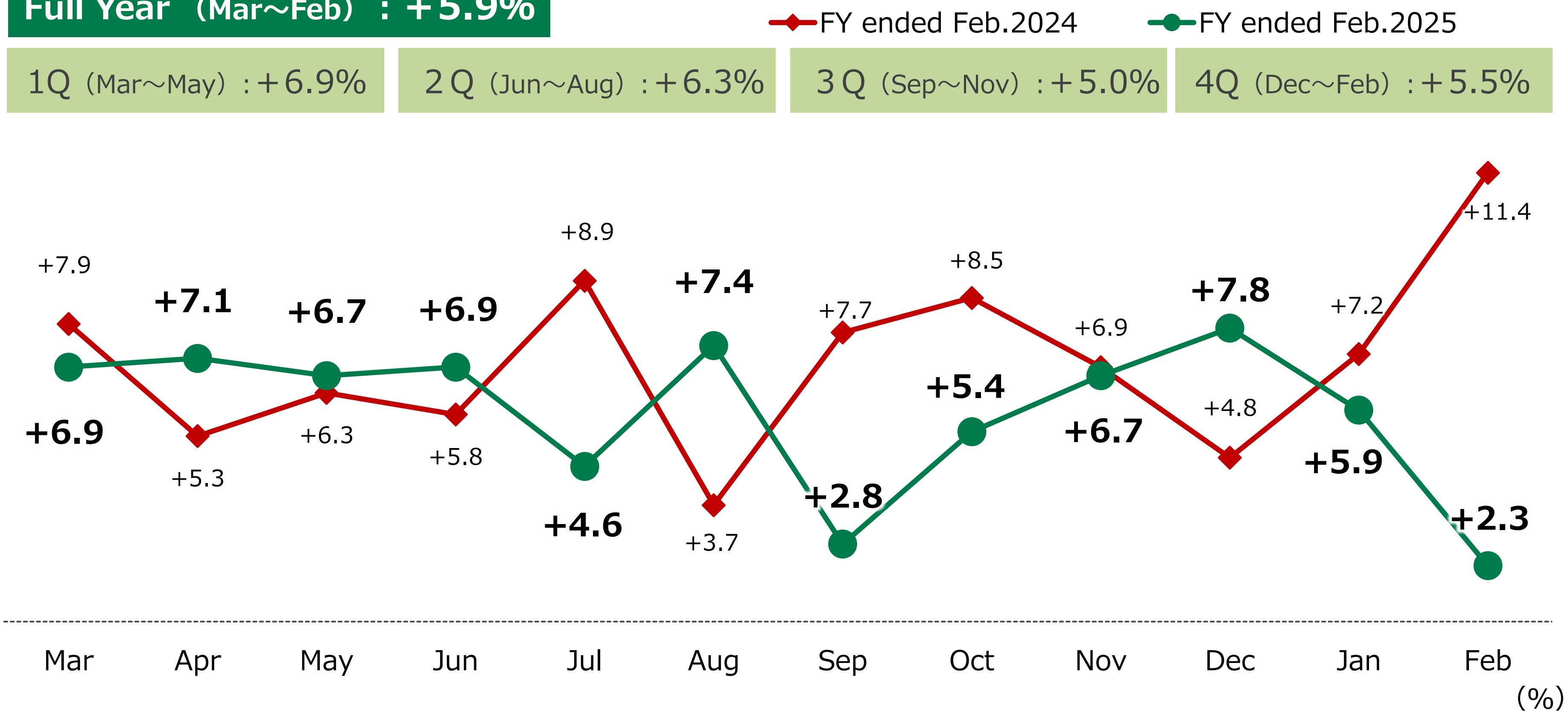
# Sugi Pharmacy existing stores sales growth rate

(Note)I&H is treated as a new store and is therefore not included in existing store sales.

(Note) Including the track record of Japan business

**Full Year （Mar～Feb） ：＋5.9%**

| 1Q（Mar～May）：＋6.9% | 2Q（Jun～Aug）：＋6.3% | 3Q（Sep～Nov）：＋5.0% | 4Q（Dec～Feb）：＋5.5% |
|---|---|---|---|

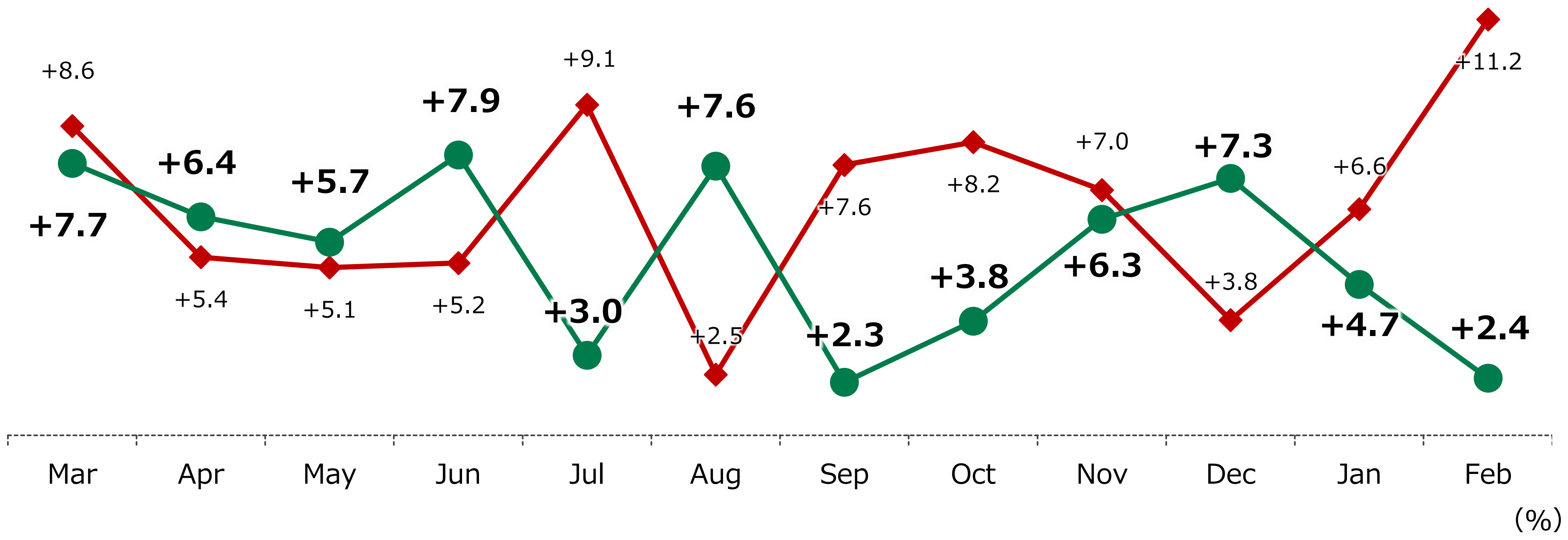


# Sugi Pharmacy (Product sales) existing stores sales growth rate

(Note)I&H is treated as a new store and is therefore not included in existing store sales. Including the track record of Japan business.

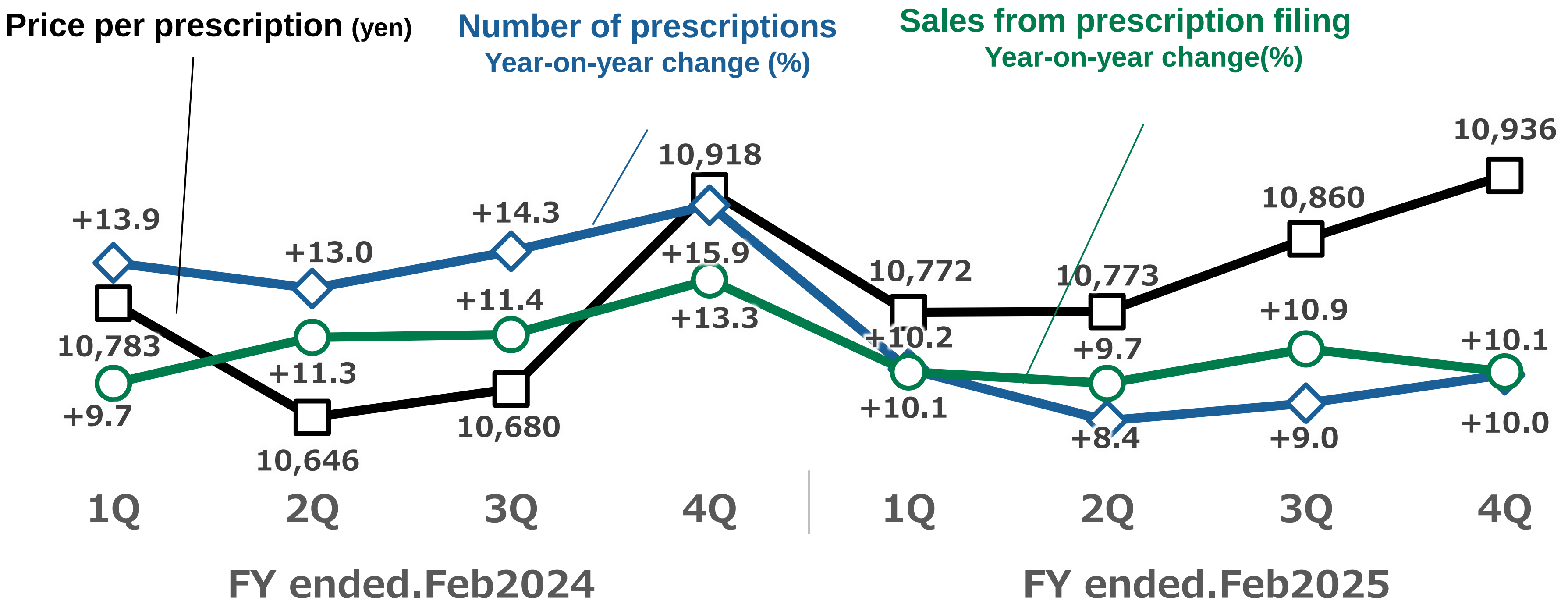
**Full Year (Mar～Feb) : +5.4%**

| 1Q (Mar～May) : +6.6% | 2Q (Jun～Aug) : +6.0% | 3Q (Sep～Nov) : +4.2% | 4Q (Dec～Feb) : +5.0% |
|---|---|---|---|



# Changes in the number of prescriptions and price per prescription

(Note) I&H performance is not included.



# Sales Trend by Product Group

(Note) Includes Japan and I&H performance.

| (%) | Composition Ratio | | | Sales vs. Budget | Sales Y o Y | Gross Profit Margin | | | Gross Profit vs. Budget | Gross Profit vs. Y o Y |
|---|---|---|---|---|---|---|---|---|---|---|
| | FY 2024/2 Full Year | FY 2025/2 Full Year | | | | FY 2024/2 Full Year | FY 2025/2 Full Year | | | |
| | Results | Budget | Results | | | Results | Budget | Results | | |
| **Prescription** | **21.4** | **25.1** | **25.2** | **100.4** | **137.5** | **37.9** | **36.7** | **36.8** | **+0.1** | **▲1.1** |
| **Product sales** | **78.6** | **74.9** | **74.8** | **99.9** | **111.7** | **28.7** | **29.1** | **29.3** | **+0.2** | **+0.6** |
| Healthcare | 19.3 | 17.8 | 17.8 | 100.0 | 108.3 | 41.1 | 42.0 | 42.2 | +0.2 | +1.1 |
| Beauty | 17.7 | 17.1 | 17.0 | 99.9 | 112.8 | 32.9 | 33.2 | 33.4 | +0.2 | +0.5 |
| Household wares | 18.7 | 17.6 | 17.6 | 100.1 | 110.8 | 25.1 | 25.3 | 25.6 | +0.3 | +0.5 |
| Foods | 22.7 | 22.2 | 22.2 | 100.1 | 114.5 | 17.9 | 18.8 | 18.8 | ±0.0 | +0.9 |
| Other | 0.1 | 0.2 | 0.2 | 74.8 | 122.6 | 19.3 | 22.0 | 19.2 | ▲2.8 | ▲0.1 |

# Full Year Status of selling, general and administrative expenses

## Continuation of muscular store management system despite amortization of goodwill and one-time expenses associated with M&A

| (in million yen・%) | FY 2024/2 Full Year | | FY 2025/2 Full Year | | | |
|---|---|---|---|---|---|---|
| | Results | Ratio to Sales | Results | Ratio to Sales | vs. Budget | Y o Y |
| **Net Sales** | **744,477** | **100.0** | **878,021** | **100.0** | **100.3** | **117.9** |
| **Gross Margin** | **228,837** | **30.7** | **275,043** | **31.3** | **100.7** | **120.2** |
| **Selling Expenses** | 4,223 | 0.6 | 3,647 | 0.4 | 81.0 | 86.4 |
| **Personnel Expenses** | 93,472 | 12.6 | 114,347 | 13.0 | 100.7 | 122.3 |
| **SG&A** | 94,519 | 12.7 | 114,485 | 13.0 | 100.4 | 121.1 |
| **SG&A Expenses** | **192,215** | **25.8** | **232,479** | **26.5** | **100.2** | **120.9** |

# Outlook for consolidated results of FY ending February 2026

# P/L Forecast for the Year ending Feb.2026 - Consolidated -

| (in million yen・%) | FY Ending 2026/2 | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1st Half Year | Ratio | Y o Y | 2nd Half Year | Ratio | Y o Y | Full Year | Ratio | Y o Y |
| **Net Sales** | **495,000** | **100.0** | **119.6** | **505,000** | **100.0** | **108.8** | **1,000,000** | **100.0** | **113.9** |
| **Gross Margin** | **155,000** | **31.3** | **123.3** | **164,000** | **32.5** | **109.8** | **319,000** | **31.9** | **116.0** |
| Selling Expenses | 1,900 | 0.4 | 104.2 | 2,100 | 0.4 | 115.1 | 4,000 | 0.4 | 109.7 |
| Personnel Expenses | 66,100 | 13.4 | 127.8 | 67,400 | 13.3 | 107.6 | 133,500 | 13.4 | 116.7 |
| SG&A | 64,000 | 12.9 | 123.3 | 69,500 | 13.8 | 111.1 | 133,500 | 13.4 | 116.6 |
| **SG&A Expenses** | **132,000** | **26.7** | **125.2** | **139,000** | **27.5** | **109.4** | **271,000** | **27.1** | **116.6** |
| **Operating Profit** | **23,000** | **4.6** | **113.4** | **25,000** | **5.0** | **112.2** | **48,000** | **4.8** | **112.8** |
| **Recurring Profit** | **24,000** | **4.8** | **111.8** | **25,500** | **5.0** | **124.2** | **49,500** | **5.0** | **117.9** |
| **Net Income** | **16,500** | **3.3** | **126.3** | **17,500** | **3.5** | **138.6** | **34,000** | **3.4** | **132.4** |
| **EBITDA** | **32,400** | **6.5** | **115.0** | **35,500** | **7.0** | **110.0** | **67,900** | **6.8** | **112.4** |

# Preconditions of Forecasts for FY 2026/2

（Note） Cash outflow basis

## <Store Opening & Closing>

| (Store) | Openings | Closings | Total |
|---|---|---|---|
| Drugstore business | 120 | 20 | +100 |
| Prescription business | 20 | 0 | +20 |
| Group Total | 140 | 20 | +120 |

※ The dispensing pharmacy business also includes Chinese medicine pharmacies and visiting nursing stations.

## <Investment>

| (in million yen) | Amount |
|---|---|
| New stores | 20,800 |
| Existing store refurbishment | 3,400 |
| DX investment | 8,000 |
| Group Total | 32,200 |

## <Existing Stores Sales Growth>

| (%) | Q1 | Q2 | Q3 | Q4 | 1H | 2H | Full Year |
|---|---|---|---|---|---|---|---|
| Prescription | 107.5 | 105.4 | 107.8 | 104.0 | 106.4 | 105.8 | 106.0 |
| Sugi Pharmacy | 107.5 | 105.4 | 107.4 | 104.6 | 106.5 | 106.0 | 106.2 |
| Other pharmacies | 97.4 | 101.2 | 107.2 | 104.5 | 99.3 | 105.8 | 105.7 |
| Product sales | 101.7 | 103.4 | 104.3 | 103.4 | 102.6 | 103.9 | 103.2 |
| Group Total | 103.0 | 103.8 | 105.2 | 103.7 | 103.4 | 104.4 | 103.9 |

※ Additional information about "Other pharmacies“
- In Q1 and Q2, existing-store sales of a dispensing pharmacy subsidiary (sales: approx. 900 million yen), which operates 15 stores in Hokuriku region.
- The former I&H will become an existing store from the Q3 (as it became a subsidiary in September last year).

# Appendix

# Store Openings and Closings

| Nos. of stores by region | FY2024/2 Full Year | FY 2025/2 1H | | | FY 2025/2 2H | | | FY 2025/2 Full Year | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | As of the Term-End | Store Openings | Store Closings | M&A | Store Openings | Store Closings | M&A | Store Openings | Store Closings | M&A | Change | As of the Term-End |
| Hokkaido/Tohoku | 3 | 0 | 0 | 0 | 0 | 0 | 39 | 0 | 0 | 39 | 0 | 42 |
| Kanto | 483 | 28 | 4 | 0 | 25 | 4 | 45 | 53 | 8 | 45 | +45 | 573 |
| Chubu | 582 | 19 | 5 | 0 | 11 | 7 | 12 | 30 | 12 | 12 | +18 | 612 |
| Hokuriku/Shinshu | 83 | 1 | 1 | 0 | 6 | 1 | 5 | 7 | 2 | 5 | +5 | 93 |
| Kansai | 567 | 21 | 6 | 0 | 19 | 10 | 228 | 40 | 16 | 228 | +24 | 819 |
| Chugoku/Shikoku | – | – | – | – | 0 | 0 | 7 | 0 | 0 | 7 | 0 | 7 |
| Kyushu | – | – | – | – | 0 | 0 | 40 | 0 | 0 | 40 | 0 | 40 |
| Total | 1,718 | 69 | 16 | 0 | 61 | 22 | 376 | 130 | 38 | 376 | +92 | 2,186 |

| Nos. of stores by region | FY2024/2 Full Year | FY 2025/2 1H | | | FY 2025/2 2H | | | FY 2025/2 Full Year | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | As of the Term-End | Store Openings | Store Closings | M&A | Store Openings | Store Closings | M&A | Store Openings | Store Closings | M&A | Change | As of the Term-End |
| Sugi Pharmacy | 1,569 | 68 | 15 | 0 | 59 | 15 | 0 | 127 | 30 | 0 | +97 | 1,666 |
| I&H | – | – | – | – | 0 | 6 | 376 | 0 | 6 | 370 | -6 | 370 |
| Japan | 104 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | -1 | 103 |
| Other Businesses | 45 | 1 | 1 | 0 | 2 | 0 | 0 | 3 | 1 | 0 | +2 | 47 |
| Total | 1,718 | 69 | 16 | 0 | 61 | 22 | 376 | 130 | 38 | 370 | +92 | 2,186 |

# Full Year Financial Highlight - Consolidated -

| (in million yen・%) | FY Ended 2024/2 Full Year | | FY Ended 2025/2 Full Year | | | | |
|---|---|---|---|---|---|---|---|
| | Results | Ratio to Sales | Results | Ratio to Sales | vs. Budget | vs. Budget | Y o Y |
| **Net Sales** | **744,477** | **100.0** | **878,021** | **100.0** | **100.3** | **3,021** | **117.9** |
| Sugi Pharmacy business | 689,864 | 92.7 | 773,595 | 88.1 | 100.1 | 1,109 | 112.1 |
| Japan business | 50,403 | 6.8 | 51,010 | 5.8 | 98.1 | ▲989 | 101.2 |
| I&H business | - | - | 42,991 | 4.9 | 100.7 | 291 | — |
| Others | 4,209 | 0.6 | 10,087 | 1.1 | 134.2 | 2573 | 239.6 |
| **Gross Profit** | **228,837** | **30.7** | **275,043** | **100.0** | **100.7** | **2,043** | **120.2** |
| Sugi Pharmacy business | 215,796 | 31.3 | 243,915 | 31.5 | 100.8 | 1902 | 113.0 |
| Japan business | 11,307 | 22.4 | 11,756 | 23.0 | 94.9 | ▲626 | 104.0 |
| I&H business | - | - | 14,750 | 34.3 | 100.3 | 50 | — |
| Others | 1,733 | 41.2 | 4,705 | 46.6 | 117.5 | 701 | 271.4 |
| **SG&A Expenses** | **192,215** | **25.8** | **232,479** | **26.5** | **100.2** | **479** | **120.9** |
| **Operating Income** | **36,622** | **4.9** | **42,563** | **4.8** | **103.8** | **1,563** | **116.2** |
| Non-Operating Income | 3,780 | 0.5 | 5,242 | 0.6 | 104.9 | 242 | 138.7 |
| Non-Operating Expenses | 2,363 | 0.3 | 5,812 | 0.7 | 193.7 | 2,812 | 245.9 |
| **Ordinary Income** | **38,039** | **5.1** | **41,993** | **4.8** | **97.7** | **▲1,007** | **110.4** |
| Extraordinary Income | 0 | 0.0 | 1,305 | 0.1 | 427.9 | 1,000 | - |
| Extraordinary Losses | 5,936 | 0.8 | 5,220 | 0.6 | 100.3 | 15 | 87.9 |
| **Net Income before Income Taxes** | **32,102** | **4.3** | **38,079** | **4.3** | **99.9** | **▲21** | **118.6** |
| Income Taxes | 10,122 | 1.4 | 12,389 | 1.4 | 98.3 | ▲211 | 122.4 |
| **Net Income** | **21,979** | **3.0** | **25,689** | **2.9** | **100.7** | **189** | **116.9** |
| **EBITDA** | **50,802** | **6.8** | **60,435** | **6.9** | **102.4** | **1,435** | **119.0** |

# Full Year SG&A Expenses Status - Consolidated -

| (in million yen・%) | FY Ended 2024/2 Full Year | | FY Ended 2025/2 Full Year | | | |
|---|---|---|---|---|---|---|
| | Results | Ratio to Sales | Results | Ratio to Sales | Y o Y | Results |
| **Net Sales** | **744,477** | **100.0** | **878,021** | **100.0** | **100.3** | **117.9** |
| **Total Selling Expenses** | **4,223** | **0.6** | **3,647** | **0.4** | **81.0** | **86.4** |
| Advertising Expenses | 4,028 | 0.5 | 3,483 | 0.4 | 87.1 | 86.5 |
| Premium Expenses | 195 | 0.0 | 163 | 0.0 | 32.6 | 83.6 |
| **Personnel Expenses** | **93,472** | **12.6** | **114,347** | **13.0** | **100.7** | **122.3** |
| **Total Administrative Expenses** | **94,519** | **12.7** | **114,485** | **13.0** | **100.4** | **121.1** |
| Rent Expenses | 37,770 | 5.1 | 44,001 | 5.0 | 97.8 | 116.5 |
| Depreciation Expenses | 14,117 | 1.9 | 16,678 | 1.9 | 99.9 | 118.1 |
| Utilities Expenses | 7,880 | 1.1 | 9,668 | 1.1 | 92.1 | 122.7 |
| Supplies Expenses | 5,536 | 0.7 | 5,994 | 0.7 | 92.2 | 108.3 |
| Tax and Public Charges | 7,032 | 0.9 | 9,621 | 1.1 | 113.2 | 136.8 |
| Payment fee | 10,257 | 1.4 | 12,873 | 1.5 | 103.0 | 125.5 |
| Others | 11,923 | 1.6 | 15,646 | 1.8 | 109.4 | 131.2 |
| **Total SG&A Expenses** | **192,215** | **25.8** | **232,479** | **26.5** | **100.2** | **120.9** |

# Sales Trend by Product Group - Sugi Pharmacy -

| (%) | Composition Ratio | | | Sales vs. Budget | Sales Y o Y | Gross Profit Margin | | | Gross Profit vs. Budget | Gross Profit vs. Y o Y |
|---|---|---|---|---|---|---|---|---|---|---|
| | FY 2024/2 Full Year | FY 2025/2 Full Year | | | | FY 2024/2 Full Year | FY 2025/2 Full Year | | | |
| | Results | Budget | Results | | | Results | Budget | Results | | |
| Prescription | 23.0 | 22.6 | 22.6 | 100.3 | 110.2 | 37.9 | 37.4 | 37.4 | ±0.0 | ▲0.5 |
| Healthcare | 20.0 | 19.3 | 19.3 | 100.2 | 108.6 | 41.0 | 41.8 | 42.1 | +0.3 | +1.1 |
| Beauty | 18.4 | 18.6 | 18.6 | 100.1 | 113.1 | 32.9 | 33.1 | 33.3 | +0.2 | +0.4 |
| Household wares | 18.6 | 18.5 | 18.5 | 100.2 | 111.7 | 25.0 | 25.1 | 25.5 | +0.4 | +0.5 |
| Foods | 19.9 | 20.9 | 20.9 | 100.1 | 117.5 | 18.2 | 19.0 | 19.1 | +0.1 | +0.9 |
| Other | 0.1 | 0.1 | 0.1 | 70.0 | 116.9 | 28.7 | 24.8 | 29.3 | +4.5 | +0.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.1 | 112.7 | 31.3 | 31.3 | 31.5 | +0.2 | +0.2 |

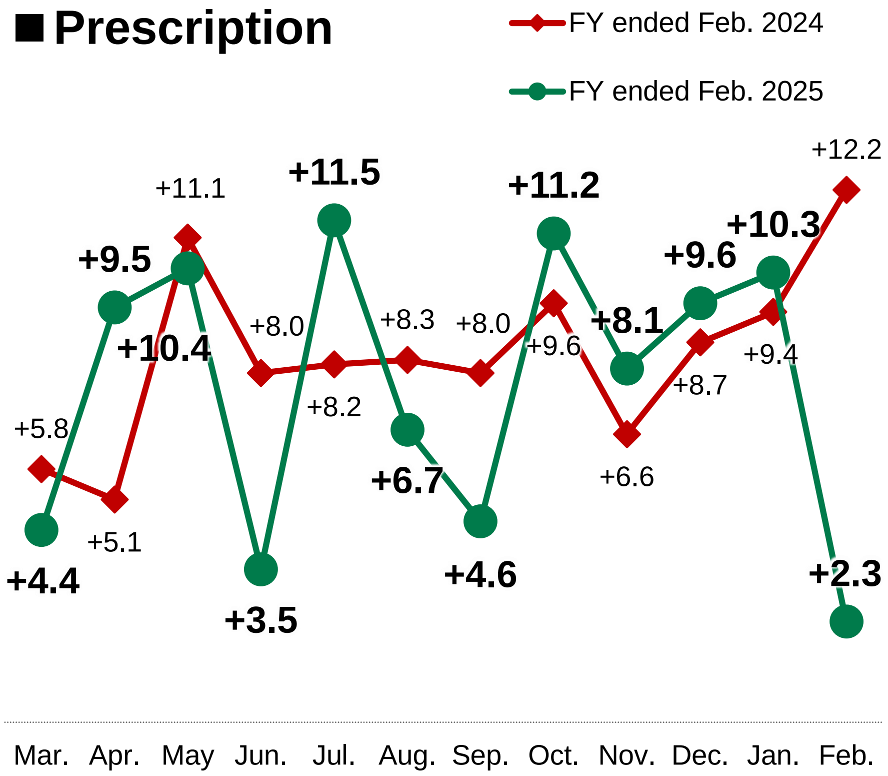
# Sales Trend by Product Group - Japan -

| (%) | Composition Ratio | | | Sales vs. Budget | Sales Y o Y | Gross Profit Margin | | | Gross Profit vs. Budget | Gross Profit vs. Y o Y |
|---|---|---|---|---|---|---|---|---|---|---|
| | FY 2024/2 Full Year | FY 2025/2 Full Year | | | | FY 2024/2 Full Year | FY 2025/2 Full Year | | | |
| | Results | Budget | Results | | | Results | Budget | Results | | |
| **Healthcare** | 10.1 | 10.6 | 10.1 | 93.4 | 100.5 | 43.1 | 45.9 | 44.6 | ▲1.3 | +1.5 |
| **Beauty** | 7.9 | 8.7 | 8.1 | 92.1 | 103.5 | 33.8 | 34.1 | 34.3 | 0.2 | +0.5 |
| **Household wares** | 19.8 | 19.2 | 19.5 | 99.3 | 99.3 | 26.0 | 27.2 | 26.6 | ▲0.6 | +0.6 |
| **Foods** | 60.9 | 59.6 | 60.8 | 100.1 | 101.1 | 16.5 | 17.4 | 17.1 | ▲0.3 | +0.6 |
| **Other** | 1.2 | 1.9 | 1.5 | 78.7 | 127.0 | 12.1 | 19.8 | 12.1 | ▲7.7 | ±0.0 |
| **Total** | 100.0 | 100.0 | 100.0 | 98.1 | 101.2 | 22.4 | 23.8 | 23.0 | ▲0.8 | +0.6 |

# Sugi Pharmacy Existing Stores Sales Growth Rate

(Note) I&H is treated as a new store and is not included in existing store sales.

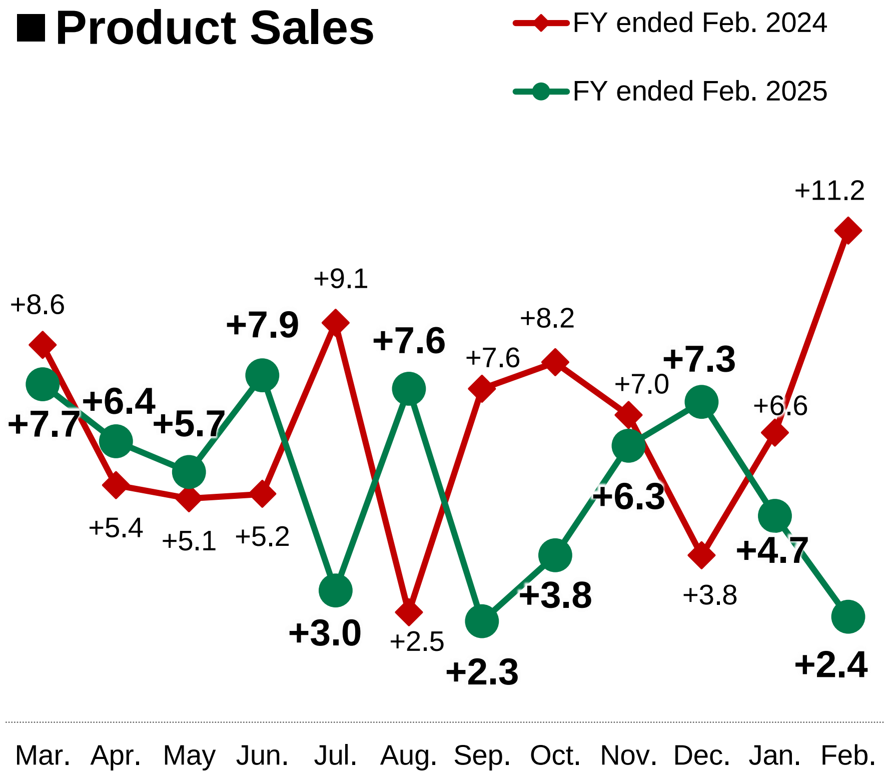
## ■Prescription




FY（Mar. to Feb）：+7.7%

4Q（Dec. to Feb）：+7.5%

## ■Product Sales



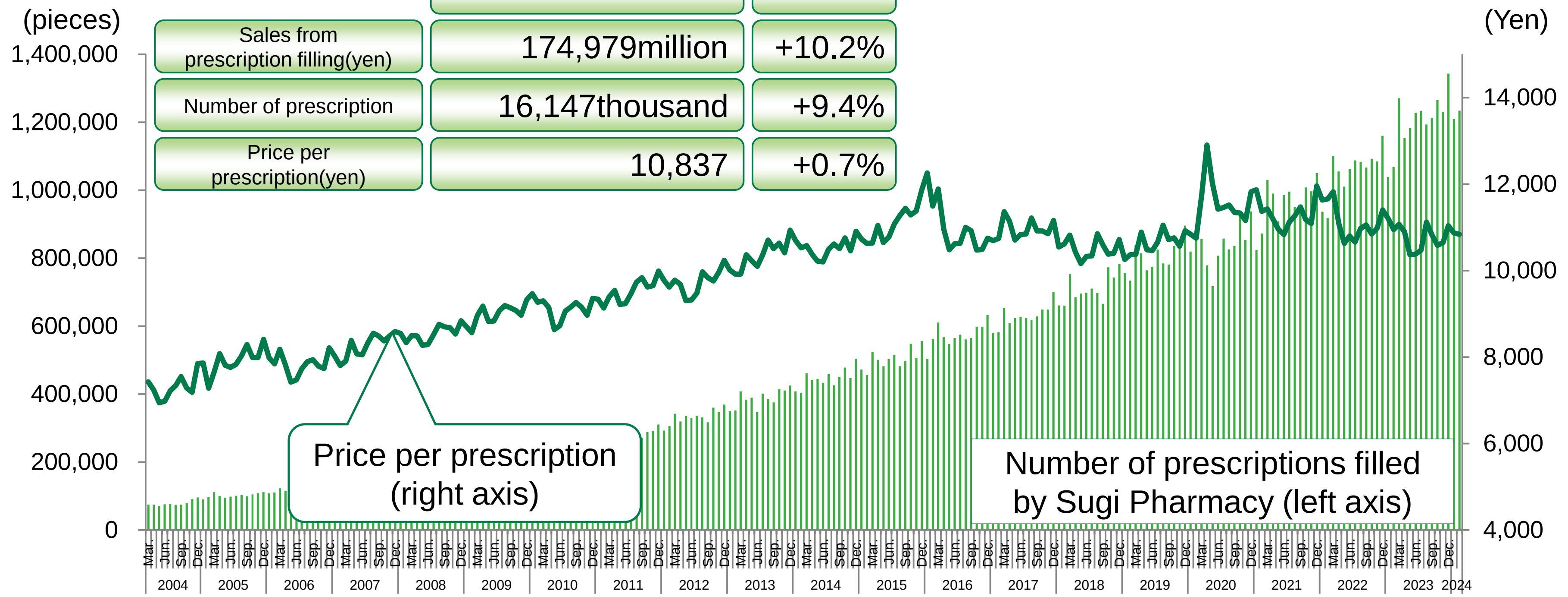

FY（Mar. to Feb）：+5.4%

4Q（Dec. to Feb）：+5.0%

# Trends in the Number of Prescriptions and Price per Prescription

(Note)I&H performance is not included

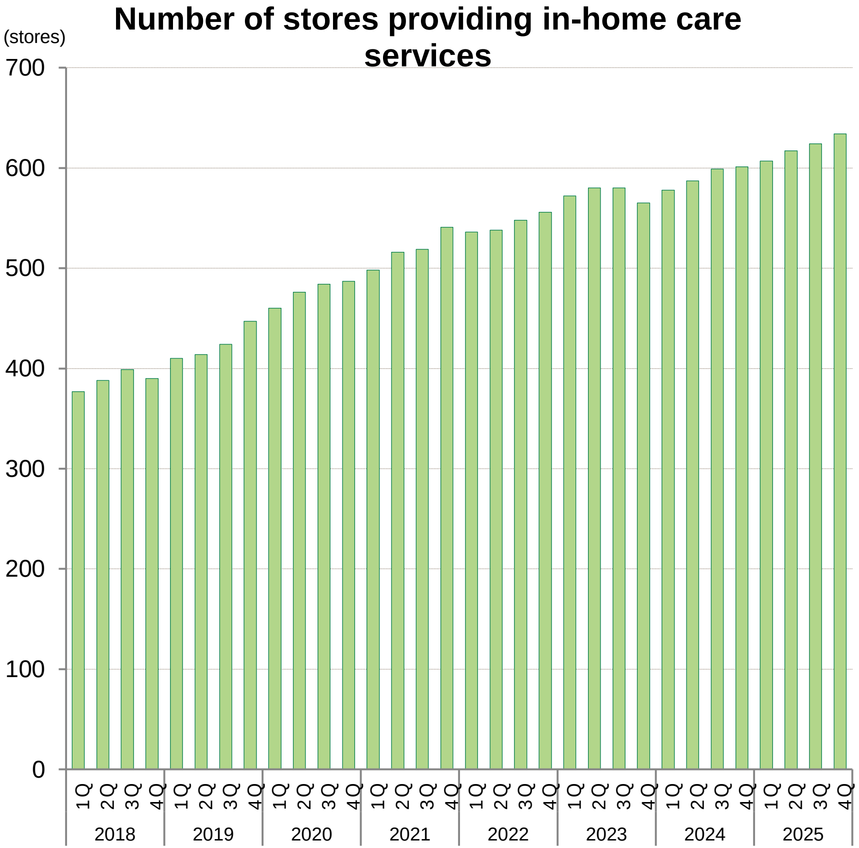
| | FY2025/2 Full Year | Growth |
|---|---|---|
| Sales from prescription filling(yen) | 174,979million | +10.2% |
| Number of prescription | 16,147thousand | +9.4% |
| Price per prescription(yen) | 10,837 | +0.7% |

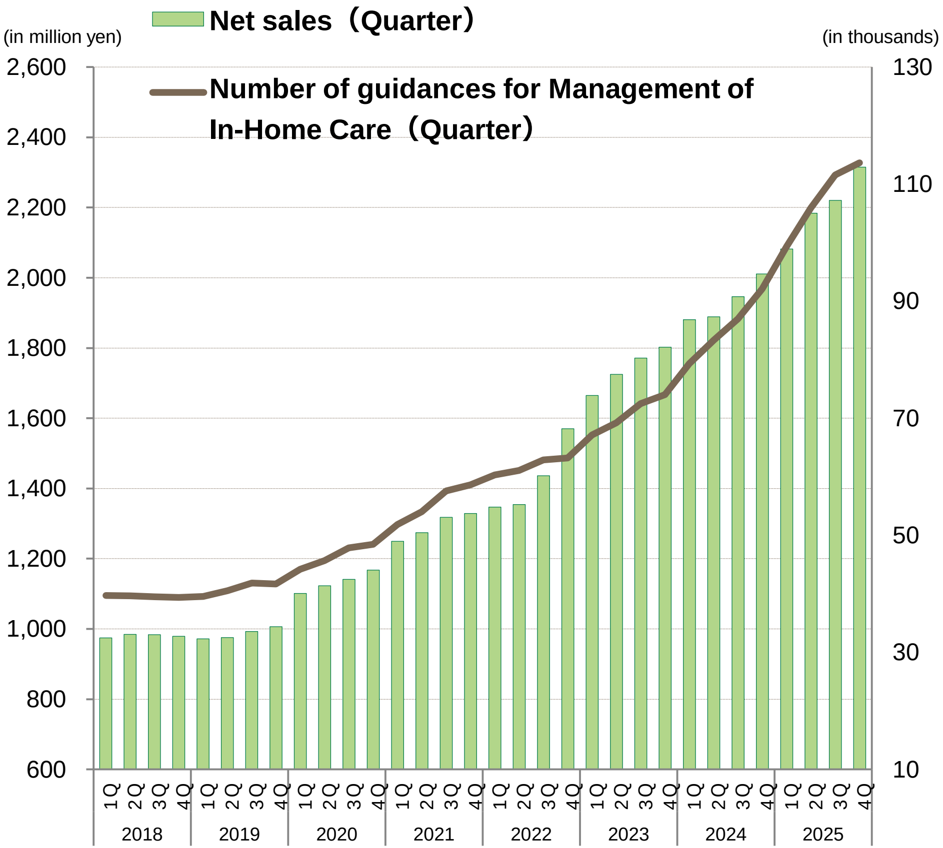



| | FY 2015/2 | FY 2016/2 | FY 2017/2 | FY 2018/2 | FY 2019/2 | FY 2020/2 | FY 2021/2 | FY 2022/2 | FY 2023/2 | FY 2024/2 | FY 2025/2 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Number of prescriptions | 5,473,832 | 6,181,431 | 6,982,700 | 7,704,463 | 8,698,045 | 9,833,178 | 10,101,138 | 11,729,823 | 12,912,512 | 14,759,448 | 16,147,084 |
| Avg. price / prescription(yen) | 10,548 | 11,270 | 10,810 | 10,917 | 10,471 | 10,707 | 11,642 | 11,317 | 11,033 | 10,758 | 10,837 |

# In-home Medical Care Services – As of Feb. 2025

(Note)I&H performance is not included



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.