

November 8, 2011

To whom it may concern:

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### **Results of Operations during the Second Quarter of Fiscal 2012**

During the consolidated cumulative period of the current second quarter of the fiscal year ending March 2012, the TOHO Group has been promoting proposal-based marketing and sales by taking advantage of its unique customer support systems based on the major business target of securing appropriate profits, and has been tackling improvements in relation to distribution problems, including provisional shipping with the pricing yet to be negotiated, total value transactions and the issue of the gap between the NHI price and the market price.

In the field of pharmaceutical wholesaling business, while sales of the market for prescription pharmaceuticals grew by 3.4% compared with the same period of the previous year (estimates by Crecon Research & Consulting Inc.), the Company could ensure the growth of sales at nearly the same level as this industry average, supported mainly by the effects of business administration to secure appropriate profits and proposal-based marketing and sales.

Under these circumstances, the Group's consolidated net sales for the second quarter of fiscal 2012 were 539,360 million yen, by surpassing 100% of the progress towards the projection for the first half, resulting in the achievement of 101.8% of the progress. While the gross profits on sales for the first half were on nearly the same level as the initial projection, the SG&A expenses were held lower than those of the originally planned figure for the first half by approx. 1,400 million yen, assisted by Group-wide efforts to curtail expenses. As a result, the consolidated operating income for the first half was 4,110 million yen, thus significantly exceeding the initial projections, showing an achievement of 141.7% of the initial projection for the first half and progress of 59.6% towards the initial projection for the full-term operating income. The rate of operating income to net sales was 0.8%, exceeding initial planning of 0.5% for the first half by 0.3%. Ordinary income was 6,059 million yen, with the achievement rate of 137.7% of the initial projection for the first half and progress of 63.8% towards the planned figure for ordinary income for the full-term. The rate of ordinary income to net sales was 1.1%, surpassing the initial planning of 0.8% for the first half by 0.3%. Net income stood at 3,364 million yen, showing an achievement rate of 146.3% of the initial projection for the first half, and progress of 68.7% towards the projection for the full-term. The net income rate to net sales was 0.6%, exceeding the originally planned 0.4% by 0.2%.

In addition, based on recent trends in the Company's performance, the Company announced, on October 31, 2011, a revision of the earnings forecast for the first half of fiscal 2012, which was published on May 11, 2011.

## 1. Results in the Second Quarter of Fiscal 2012 (Consolidated)

### (1) Comparison with the same period in the previous fiscal year

Unit: million yen, %

Consolidated	Net Sales	Operating Income	Ordinary Income	Quarterly net Income
First Half, Fiscal 2012	539,360	4,110	6,059	3,364
First Half, Fiscal 2011	519,858	5,060	7,140	3,692
YoY Change	19,502	-950	-1,081	-328
YoY Change Ratio (%)	103.8	81.2	84.9	91.1

### (2) Comparison with the initial forecast for the first half of fiscal 2012

Unit: million yen, %

Consolidated	Net Sales	Operating Income	Ordinary Income	Quarterly net Income
First Half, Fiscal 2012	539,360	4,110	6,059	3,364
Revised forecasts for the First Half, Fiscal 2012	539,000	4,100	6,000	3,300
Initial forecasts for the First Half, Fiscal 2012	530,000	2,900	4,400	2,300
Achievement rate compared to the initial forecasts (%)	101.8	141.7	137.7	146.3

### (3) Comparison with the forecast for full fiscal 2012

Unit: million yen, %

Consolidated	Net Sales	Operating Income	Ordinary Income	Net Income
First Half, Fiscal 2012	539,360	4,110	6,059	3,364
Forecast for the Fiscal 2012	1,075,000	6,900	9,500	4,900
Percentage against the Full-year Earnings Forecasts (%)	50.2	59.6	63.8	68.7

## 2. Forecast for Fiscal 2012 (Full-year)

Though the Company's performance for the first half of consolidated fiscal 2012 exceeded that estimated in the initial forecasts, the Company has not revised the consolidated earnings forecast for the full-term of the fiscal year ending March 2012 announced on May 11, 2011, due to uncertain factors, including the impact of the NHI drug price revisions in April next year.

