

PAPASU Co., Ltd.

Top Message

President and Representative Director

Ryo Kouchi



True to our vision as a “trusted community store in your town” that brings greater peace of mind and joy, we aim to be a drugstore for reliable consultations, delivering community-centered services and products with the finest local hospitality.

We opened our first drugstore in Yanaka, Taito, Tokyo, in November 1989. Since then, we have expanded our network as a “trusted community store in your town” through a dominant market strategy, concentrating store openings in Tokyo’s Joto and Johoku areas, including Adachi, Arakawa, and Katsushika. Following the relocation of our headquarters to Sumida, Tokyo, in 2004, we accelerated our growth across 23 wards of Tokyo, leading to our integration into the Matsumotokiyoshi Group in 2006. Today, true to our identity as a “trusted community store in your town”, we operate stores across three key prefectures: Tokyo, Saitama, and Kanagawa.

Number of
stores by area

Total
156 stores

Tokyo **154** stores

Saitama
Kanagawa
1 store
1 store

*Including Drugstores with dispensing pharmacies: 31 | Standalone pharmacies: 16
As of the end of March 2026

Name	PAPASU Co., Ltd.
Location	4-8-3 Yokokawa, Sumida-ku, Tokyo 130-0003
Tel:	Japan+81-35-610-8811 (Representative)
Established	November 1989

Business Plans and Policies

We have expanded our store network across Tokyo's 23 wards under the slogan “trusted community store in your town.” However, our commercial areas are dense with competitors, including not only other drugstores but also many mini-supermarkets and convenience stores. To maintain our competitive edge in this environment, simply lowering prices or expanding our selection of daily necessities and groceries falls short. While we have traditionally offered a wide range of daily necessities and groceries, we are now shifting our focus. To address our materiality of “Considering the beauty and health of society” and realize our Group vision of “Making health and beauty more delightful and accessible,” we are strengthening our pharmaceutical and cosmetic product lineups. Simultaneously, we are driving store-wide updates, including modernizing in-store layouts and optimizing section allocations. By continuously renovating our stores to meet customer needs and enhancing our employees' expertise in pharmaceuticals and cosmetics, our business performance has demonstrated steady, upward growth. We will continue to develop stores that meet the evolving needs of our customers and neighbors, aiming to be a company and stores truly loved and trusted by the communities we serve.

Future Policies

Our two core policies focus on “being loved by and contributing to our local communities” and “improving employee satisfaction.” As the specific action for the first policy, aligned with our philosophy of “working from the customer's perspective and striving to create stores loved by all,” we are committed to enhancing convenience and fully meeting the needs of our communities and customers. We believe that these cumulative efforts will ultimately lead to our ability to be loved by and contribute to our local communities. Concurrently, to address our second policy, creating a supportive working environment and empowering everyone to fully demonstrate their abilities will drive higher employee engagement. Furthermore, the key to driving higher employee satisfaction lies in ensuring that our people—at both headquarters and stores—share a unified mindset in their daily work. To achieve this, we will move forward toward a common goal guided by the spirit of the “MatsukiyoCocokara WAY.” Recognizing that close internal communication is vital, we are committed to building a highly fulfilling organization where everyone is proud to work here and inspired to grow with us over the long term.

