

Detailed data on Monthly Sales Performance in May, 2025 (YoY)

- 1. Monthly sales performance covers at stores and business in Japan.
- 2. Percentages are rounded off.
- 3. Same store sales represent comparable store sales (current versus prior year period) in operation at least 13 months.
- 4. Figures for the most recent month are calculated as preliminary data, and some figures will be updated when they are released the following month.
- 5. Franchise is wholesale business conducted by Matsumotokiyoshi Group for its franchise stores and Community Pharmacy Support Program members.
- 6. Wholesale and nursing care businesses conducted by Cocokarafine Group are not included in this total.

MatsukiyoCocokara&Co. total

	FY2024	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	3.9	2.1											3.0
	Number of Customers (%)	1.2	0.1											0.6
310103	Spending per Customer (%)	2.7	2.0											2.4
Franchise	Sales (%)	5.8	7.7											6.7
	Sales (%)	5.3	3.6											4.4
A11	Drugstore sales (%)	5.4	3.7											4.5
All stores	Pharmacy store sales (%)	4.4	3.2											3.8
	Number of Customers (%)	2.9	1.9											2.4
	Spending per Customer (%)	2.3	1.7											2.0

Matsumotokiyoshi Group

	FY2024	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	5.2	3.4											4.3
	Number of Customers (%)	2.2	1.1											1.6
310103	Spending per Customer (%)	2.9	2.3											2.6
Franchise	Sales (%)	5.8	7.7											6.7
	Sales (%)	7.4	5.8											6.5
A.II	Drugstore sales (%)	7.3	5.6											6.5
All stores	Pharmacy store sales (%)	7.7	7.2											7.4
515165	Number of Customers (%)	4.8	3.6											4.2
	Spending per Customer (%)	2.5	2.1											2.3

Matsumotokiyoshi Co., Ltd.

	FY2024	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	ales (%)	6.0	4.0											5.0

Cocokarafine Group

	FY2024	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
	Sales (%)	1.8	-0.1											0.9
Same stores	Number of Customers (%)	-0.7	-1.7											-1.2
310103	Spending per Customer (%)	2.5	1.7											2.1
	Sales (%)	1.8	-0.1											0.8
All	Drugstore sales (%)	1.5	-0.4											0.6
All stores	Pharmacy store sales (%)	2.4	0.8											1.6
310103	Number of Customers (%)	-0.3	-1.2											-0.8
	Spending per Customer (%)	2.1	1.2											1.6

Number of stores

FY2024	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Group stores openings in total	10	9											19
Matsumotokiyoshi Group	8	7											15
Cocokarafine Group	2	2											4
Group stores closings in total	13	10											23
Matsumotokiyoshi Group	4	5											9
Cocokarafine Group	9	5											14
Group stores at end of period	3,496	3,495											3,495
Matsumotokiyoshi Group	1,942	1,944											1,944
Cocokarafine Group	1,554	1,551											1,551
Group Parmacy stores at end of period	997	999											999
Matsumotokiyoshi Group	461	462											462
Cocokarafine Group	536	537											537