

**Detailed data on Monthly Sales Performance in March, 2022 (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**

FY2021		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	-	-	-	-	-	-	-3.8	-6.9	-4.8	-0.3	-2.9	-0.9	-3.3
	Number of Customers (%)	-	-	-	-	-	-	-2.4	-4.5	-3.4	-0.4	-4.0	0.7	-2.3
	Spending per Customer (%)	-	-	-	-	-	-	-1.5	-2.5	-1.5	0.1	1.2	-1.6	-1.0
Franchise	Sales (%)	-	-	-	-	-	-	5.5	21.1	13.2	25.3	13.7	19.5	16.0
All stores	Sales (%)	-	-	-	-	-	-	1.1	-1.7	-0.4	3.5	0.8	2.1	0.9
	Drugstore sales (%)	-	-	-	-	-	-	-1.7	-6.2	-4.0	1.5	-1.3	0.5	-2.0
	Pharmacy store sales (%)	-	-	-	-	-	-	18.6	29.6	23.8	14.7	12.1	10.4	17.7
	Number of Customers (%)	-	-	-	-	-	-	0.5	-1.7	-0.6	2.8	-1.0	3.3	0.6
	Spending per Customer (%)	-	-	-	-	-	-	0.6	0.0	0.2	0.7	1.9	-1.1	0.3

**Matsumotokiyoshi Group**

FY2021		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	-	-	-	-	-	-	-5.1	-8.2	-5.7	-1.0	-3.7	-2.1	-4.4
	Number of Customers (%)	-	-	-	-	-	-	-2.2	-3.5	-2.5	0.5	-3.2	1.6	-1.5
	Spending per Customer (%)	-	-	-	-	-	-	-3.0	-4.9	-3.3	-1.6	-0.5	-3.7	-2.9
Franchise	Sales (%)	-	-	-	-	-	-	5.5	21.1	13.2	25.3	13.7	19.5	16.0
All stores	Sales (%)	-	-	-	-	-	-	-2.8	-5.2	-2.6	2.3	-0.7	0.5	-1.5
	Drugstore sales (%)	-	-	-	-	-	-	-3.2	-6.7	-3.6	1.5	-1.2	-0.2	-2.3
	Pharmacy store sales (%)	-	-	-	-	-	-	0.6	10.9	7.7	10.0	3.5	6.6	6.5
	Number of Customers (%)	-	-	-	-	-	-	0.5	-0.6	0.8	3.9	-0.1	4.5	1.5
	Spending per Customer (%)	-	-	-	-	-	-	-3.4	-4.6	-3.3	-1.5	-0.6	-3.8	-2.9

**Matsumotokiyoshi Co., Ltd.**

FY2021		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	-	-	-	-	-	-	-7.3	-11.0	-7.3	-2.5	-4.3	-3.3	-6.0

**Cocokarafine Group**

FY2021		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	-	-	-	-	-	-	-1.8	-4.6	-3.4	0.7	-1.7	1.0	-1.6
	Number of Customers (%)	-	-	-	-	-	-	-2.6	-6.1	-4.9	-2.0	-5.3	-0.9	-3.6
	Spending per Customer (%)	-	-	-	-	-	-	0.9	1.6	1.6	2.8	3.8	1.9	2.1
All stores	Sales (%)	-	-	-	-	-	-	7.6	4.1	3.3	5.3	3.2	4.7	4.7
	Drugstore sales (%)	-	-	-	-	-	-	1.0	-5.3	-4.7	1.5	-1.4	1.8	-1.3
	Pharmacy store sales (%)	-	-	-	-	-	-	32.3	43.9	35.9	17.8	17.9	12.8	25.7
	Number of Customers (%)	-	-	-	-	-	-	0.5	-3.5	-2.8	1.0	-2.5	1.3	-1.0
	Spending per Customer (%)	-	-	-	-	-	-	7.0	8.0	6.2	4.2	5.8	3.3	5.7

**Number of stores**

FY2021		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Group stores openings in total		-	-	-	-	-	-	11	16	16	2	1	7	53
Matsumotokiyoshi Group		-	-	-	-	-	-	6	12	7	2	1	6	34
Cocokarafine Group		-	-	-	-	-	-	5	4	9	0	0	1	19
Group stores closings in total		-	-	-	-	-	-	6	4	4	1	6	6	27
Matsumotokiyoshi Group		-	-	-	-	-	-	5	2	0	1	3	2	13
Cocokarafine Group		-	-	-	-	-	-	1	2	4	0	3	4	14
Group stores at end of period		-	-	-	-	-	-	3,304	3,316	3,328	3,329	3,324	3,325	3,325
Matsumotokiyoshi Group		-	-	-	-	-	-	1,788	1,798	1,805	1,806	1,804	1,808	1,808
Cocokarafine Group		-	-	-	-	-	-	1,516	1,518	1,523	1,523	1,520	1,517	1,517
Group Pharmacy stores at end of period		-	-	-	-	-	-	831	838	853	856	857	856	856
Matsumotokiyoshi Group		-	-	-	-	-	-	357	361	366	369	370	372	372
Cocokarafine Group		-	-	-	-	-	-	474	477	487	487	487	484	484