MatsukiyoCocokara & Co.

Detailed data on Monthly Sales Performance in September, 2026 (YoY)

1. Monthly sales performance covers stores and businesses in Japan.
2. Percentages are rounded off.
3. Same-store sales represent comparable store sales (current versus prior year period) in operation for at least 13 months.
4. Franchise is a wholesale business conducted by Matsumotokiyoshi Group for its franchise stores and Community Pharmacy Support Program members.
5. Wholesale and nursing care businesses conducted by Cocokarafine Group are not included in this total.
6. The results of And Company are included in the all-store sales performance of MatsukiyoCocokara & Co.
   Please note that sales performance for Universal Drug is reflected with a one-month lag.
7. The store count of John Masters Holdings, Inc., which became a subsidiary in September 2026, is included in the total store count for the Management support business from September 2026
   Its sales performance will be reflected from October 2026.
8. Figures for the most recent month are calculated as preliminary figures. If there is a difference from the confirmed figures, they will be updated in the following month or later.

MatsukiyoCocokara&Co. total

FY2026		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	1Q	2Q	3Q	4Q	1H	2H
Same stores	Sales （%）	3.8	5.4	-2.9	2.2	-0.2	0.1							1.4	2.1	0.7			1.4	
	Number of Customers（%）	-0.5	2.0	-6.8	-1.6	-3.6	-5.4							-2.6	-1.8	-3.5			-2.6	
	Spending per Customer（%）	4.3	3.3	4.1	3.9	3.5	5.8							4.1	3.9	4.3			4.1	
Franchise	Sales （%）	2.3	-2.1	3.9	-4.0	-4.8	1.8							-0.5	1.4	-2.4			-0.5	
All stores	Sales （%）	7.6	8.8	0.7	6.0	3.3	3.7							5.0	5.7	4.4			5.0	
	Drugstore sales （%）	5.9	8.2	-2.0	4.3	1.7	1.7							3.3	4.0	2.6			3.3	
	Pharmacy store sales （%）	16.9	11.9	16.2	15.6	12.9	14.2							14.6	15.0	14.3			14.6	
	Number of Customers（%）	2.6	5.0	-4.0	1.8	-0.3	-2.3							0.5	1.2	-0.2			0.5	
	Spending per Customer（%）	4.9	3.6	4.8	4.1	3.6	6.1							4.5	4.4	4.6			4.5	

Matsumotokiyoshi Group

FY2026		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	1Q	2Q	3Q	4Q	1H	2H
Same stores	Sales （%）	5.0	6.8	-2.4	3.1	0.4	0.5							2.2	3.1	1.4			2.2	
	Number of Customers（%）	1.0	3.3	-5.9	-0.8	-2.8	-4.8							-1.7	-0.6	-2.7			-1.7	
	Spending per Customer（%）	4.0	3.4	3.8	3.9	3.3	5.5							4.0	3.7	4.2			4.0	
Franchise	Sales （%）	2.3	-2.1	3.9	-4.0	-4.8	1.8							-0.5	1.4	-2.4			-0.5	
All stores	Sales （%）	7.1	8.4	-0.3	4.7	1.9	2.3							4.0	5.0	3.0			4.0	
	Drugstore sales （%）	6.7	8.4	-1.3	4.2	1.4	1.6							3.5	4.5	2.4			3.5	
	Pharmacy store sales （%）	10.9	7.8	10.0	10.1	6.9	8.8							9.1	9.6	8.6			9.1	
	Number of Customers（%）	3.4	5.4	-3.9	1.6	-0.5	-2.5							0.6	1.6	-0.4			0.6	
	Spending per Customer（%）	3.6	2.8	3.7	3.1	2.4	4.9							3.4	3.3	3.4			3.4	

Matsumotokiyoshi Co., Ltd.

FY2026		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	1Q	2Q	3Q	4Q	1H	2H
Same stores	Sales （%）	5.7	7.7	-1.9	3.6	0.2	0.2							2.6	3.8	1.4			2.6	

Cocokarafine Group

FY2026		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	1Q	2Q	3Q	4Q	1H	2H
Same stores	Sales （%）	1.9	3.0	-3.8	0.7	-1.3	-0.6							0.0	0.3	-0.4			0.0	
	Number of Customers（%）	-3.2	-0.3	-8.3	-3.1	-5.0	-6.6							-4.4	-4.0	-4.9			-4.4	
	Spending per Customer（%）	5.2	3.3	4.9	4.0	3.9	6.3							4.6	4.5	4.7			4.6	
All stores	Sales （%）	1.9	3.0	-3.7	0.8	-1.4	-1.1							-0.1	0.4	-0.6			-0.1	
	Drugstore sales （%）	0.5	3.9	-6.8	-0.3	-2.4	-2.7							-1.3	-0.8	-1.8			-1.3	
	Pharmacy store sales （%）	5.8	0.4	5.6	3.8	1.8	3.2							3.5	4.0	2.9			3.5	
	Number of Customers（%）	-2.9	-0.1	-8.1	-3.1	-5.1	-7.0							-4.4	-3.7	-5.0			-4.4	
	Spending per Customer（%）	5.0	3.1	4.8	4.0	4.0	6.3							4.5	4.3	4.7			4.5	

Number of stores

FY2026	4月	5月	6月	7月	8月	9月	10月	11月	12月	1月	2月	3月	累計	1Q	2Q	3Q	4Q	上期	下期
Group stores openings in total	16	9	11	11	5	4							56	36	20			56	
Matsumotokiyoshi Group Business	12	7	9	9	3	4							44	28	16			44	
Cocokarafine Group Business	4	2	2	2	2	0							12	8	4			12	
And Company Business	0	0	0	0	0	0							0	0	0			0	
Management support Business	0	0	0	0	0	0							0	0	0			0	
Group stores closings in total	9	4	10	9	5	5							42	23	19			42	
Matsumotokiyoshi Group Business	2	2	2	6	1	2							15	6	9			15	
Cocokarafine Group Business	7	2	8	2	4	3							26	17	9			26	
And Company Business	0	0	0	1	0	0							1	0	1			1	
Management support Business	0	0	0	0	0	0							0	0	0			0	
Group store acquisitions, etc. in total	0	0	19	0	0	35							54	19	35			54	
And Company Business	0	0	19	0	0	0							19	19	0			19	
Management support Business	0	0	0	0	0	35							35	0	35			35	
Group stores at end of period	3,625	3,630	3,650	3,652	3,652	3,686							3,686	3,650	3,651			3,651	
Matsumotokiyoshi Group Business	1,980	1,985	1,992	1,995	1,997	1,999							1,999	1,992	1,999			1,999	
Cocokarafine Group Business	1,533	1,533	1,527	1,527	1,525	1,522							1,522	1,527	1,522			1,522	
And Company Business	112	112	131	130	130	130							130	131	130			130	
Management support Business	0	0	0	0	0	35							35	0	35			35	
Group Parmacy stores at end of period	1,115	1,116	1,123	1,121	1,123	1,122							1,122	1,123	1,122			1,122	
Matsumotokiyoshi Group Business	487	487	488	487	489	489							489	488	489			489	
Cocokarafine Group Business	535	536	538	538	538	537							537	538	537			537	
And Company Business	93	93	97	96	96	96							96	97	96			96	
Management support Business	0	0	0	0	0	0							0	0	0			0	