

Detailed data on Monthly Sales Performance in August, 2026 (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. 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. As of October 2025, the results of Shinseido Pharmacy is treated as new stores and included in the results of all stores sales performance of MatsukiyoCocokara & Co.
7. The store count of Universal Drug is included in the total store count of And Company as of June 2026.
Its sales performance is reflected starting from July 2026 with a one-month lag, consistent with the consolidated financial results.
8. Figures for the most recent month are calculated as the preliminary figures, if there is a difference from the confirmed figures, the figures will be updated in the next month or later.

MatsukiyoCocokara&Co. total

FY2026		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	3.8	5.4	-2.9	2.2	-0.2								1.6
	Number of Customers (%)	-0.5	2.0	-6.8	-1.6	-3.6								-2.1
	Spending per Customer (%)	4.3	3.3	4.1	3.9	3.5								3.8
Franchise	Sales (%)	2.3	-2.1	3.9	-4.0	-4.8								-0.9
All stores	Sales (%)	7.6	8.8	0.7	6.0	3.3								5.3
	Drugstore sales (%)	5.9	8.2	-2.0	4.3	1.7								3.6
	Pharmacy store sales (%)	16.9	11.9	16.2	15.6	12.9								14.7
	Number of Customers (%)	2.6	5.0	-4.0	1.8	-0.3								1.0
	Spending per Customer (%)	4.9	3.6	4.8	4.1	3.6								4.2

Matsumotokiyoshi Group

FY2026		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	5.0	6.8	-2.4	3.1	0.4								2.5
	Number of Customers (%)	1.0	3.3	-5.9	-0.8	-2.8								-1.1
	Spending per Customer (%)	4.0	3.4	3.8	3.9	3.3								3.7
Franchise	Sales (%)	2.3	-2.1	3.9	-4.0	-4.8								-0.9
All stores	Sales (%)	7.1	8.4	-0.3	4.7	1.9								4.3
	Drugstore sales (%)	6.7	8.4	-1.3	4.2	1.4								3.8
	Pharmacy store sales (%)	10.9	7.8	10.0	10.1	6.9								9.1
	Number of Customers (%)	3.4	5.4	-3.9	1.6	-0.5								1.2
	Spending per Customer (%)	3.6	2.8	3.7	3.1	2.4								3.1

Matsumotokiyoshi Co., Ltd.

FY2026		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	5.7	7.7	-1.9	3.6	0.2								3.0

Cocokarafine Group

FY2026		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	1.9	3.0	-3.8	0.7	-1.3								0.1
	Number of Customers (%)	-3.2	-0.3	-8.3	-3.1	-5.0								-4.0
	Spending per Customer (%)	5.2	3.3	4.9	4.0	3.9								4.3
All stores	Sales (%)	1.9	3.0	-3.7	0.8	-1.4								0.1
	Drugstore sales (%)	0.5	3.9	-6.8	-0.3	-2.4								-1.0
	Pharmacy store sales (%)	5.8	0.4	5.6	3.8	1.8								3.5
	Number of Customers (%)	-2.9	-0.1	-8.1	-3.1	-5.1								-3.9
	Spending per Customer (%)	5.0	3.1	4.8	4.0	4.0								4.2

Number of stores

FY2026		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Group stores openings in total		16	9	11	11	5								52
Matsumotokiyoshi Group Business		12	7	9	9	3								40
Cocokarafine Group Business		4	2	2	2	2								12
And Company Business		0	0	0	0	0								0
Group stores closings in total		9	4	10	9	5								37
Matsumotokiyoshi Group Business		2	2	2	6	1								13
Cocokarafine Group Business		7	2	8	2	4								23
And Company Business		0	0	0	1	0								1
Group store acquisitions, etc. in total		0	0	19	0	0								19
And Company Business		0	0	19	0	0								19
Group stores at end of period		3,625	3,630	3,650	3,652	3,652								3,652
Matsumotokiyoshi Group Business		1,980	1,985	1,992	1,995	1,997								1,997
Cocokarafine Group Business		1,533	1,533	1,527	1,527	1,525								1,525
And Company Business		112	112	131	130	130								130
Group Pharmacy stores at end of period		1,115	1,116	1,123	1,121	1,123								1,123
Matsumotokiyoshi Group Business		487	487	488	487	489								489
Cocokarafine Group Business		535	536	538	538	538								538
And Company Business		93	93	97	96	96								96