



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 Matsumotokiyoishi Group for its franchise stores and Community Pharmacy Support Program members.
 5. Wholesale and nursing care businesses conducted by Cocokaraffine 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 &
 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									2.3
	Number of Customers (%)	-0.5	2.0	-6.8	-1.6									-1.7
	Spending per Customer (%)	4.3	3.3	4.1	3.9									3.9
Franchise	Sales (%)	2.3	-2.1	3.9	-4.0									0.1
All stores	Sales (%)	7.6	8.8	0.7	6.0									5.7
	Drugstore sales (%)	5.9	8.2	-2.0	4.3									4.4
	Pharmacy store sales (%)	16.9	11.9	16.2	15.6									15.5
	Number of Customers (%)	2.6	5.0	-4.0	1.8									1.3
	Spending per Customer (%)	4.9	3.6	4.8	4.1									4.4

Matsumotokivoshi 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									3.9
	Number of Customers (%)	1.0	3.3	-5.9	-0.8									-0.7
	Spending per Customer (%)	4.0	3.4	3.8	3.9									3.8
Franchise	Sales (%)	2.3	-2.1	3.9	-4.0									0.1
All stores	Sales (%)	7.1	8.4	-0.3	4.7									4.5
	Drugstore sales (%)	6.7	8.4	-1.3	4.2									4.4
	Pharmacy store sales (%)	10.9	7.8	10.0	10.1									9.7
	Number of Customers (%)	3.4	5.4	-3.9	1.6									1.6
	Spending per Customer (%)	3.6	2.8	3.7	3.1									3.3

Matsumotokiyoshi Co., Ltd.

[illegible]

Cocokarafine Group

[illegible]

Number of stores

[illegible]