MatsukiyoCocokara & Co.

Detailed data on Monthly Sales Performance in May, 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. 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											4.6
	Number of Customers （%）	-0.5	2.0											0.8
	Spending per Customer （%）	4.3	3.3											3.8
Franchise	Sales （%）	2.3	-2.1											0.2
All stores	Sales （%）	7.6	8.8											8.2
	Drugstore sales （%）	5.9	8.2											7.1
	Pharmacy store sales （%）	16.9	11.9											14.4
	Number of Customers （%）	2.6	5.0											3.8
	Spending per Customer （%）	4.9	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											5.9
	Number of Customers （%）	1.0	3.3											2.1
	Spending per Customer （%）	4.0	3.4											3.7
Franchise	Sales （%）	2.3	-2.1											0.2
All stores	Sales （%）	7.1	8.4											7.7
	Drugstore sales （%）	6.7	8.4											7.5
	Pharmacy store sales （%）	10.9	7.8											9.4
	Number of Customers （%）	3.4	5.4											4.4
	Spending per Customer （%）	3.6	2.8											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											6.7

Cocokarafine Group

FY2026		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales （%）	1.9	3.0											2.4
	Number of Customers （%）	-3.2	-0.3											-1.7
	Spending per Customer （%）	5.2	3.3											4.2
All stores	Sales （%）	1.9	3.0											2.5
	Drugstore sales （%）	0.5	3.9											2.3
	Pharmacy store sales （%）	5.8	0.4											3.2
	Number of Customers （%）	-2.9	-0.1											-1.5
	Spending per Customer （%）	5.0	3.1											4.0

Number of stores

FY2026	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Group stores openings in total	16	9											25
Matsumotokiyoshi Group Business	12	7											19
Cocokarafine Group Business	4	2											6
And Company Business	0	0											0
Group stores closings in total	9	4											13
Matsumotokiyoshi Group Business	2	2											4
Cocokarafine Group Business	7	2											9
And Company Business	0	0											0
Group stores at end of period	3,625	3,630											3,630
Matsumotokiyoshi Group Business	1,980	1,985											1,985
Cocokarafine Group Business	1,533	1,533											1,533
And Company Business	112	112											112
Group Parmacy stores at end of period	1,115	1,116											1,116
Matsumotokiyoshi Group Business	487	487											487
Cocokarafine Group Business	535	536											536
And Company Business	93	93											93