

Detailed data on Monthly Sales Performance in March, 2023 (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

FY2022		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	-3.8	-1.1	-1.7	1.4	-0.3	-0.8	1.6	3.8	9.7	2.8	5.1	4.8	1.8
	Number of Customers (%)	-1.8	1.8	-1.0	1.1	0.0	-0.4	-1.2	-1.4	3.0	0.1	2.5	1.0	0.3
	Spending per Customer (%)	-2.1	-2.9	-0.7	0.3	-0.3	-0.4	2.9	5.2	6.6	2.6	2.5	3.8	1.5
Franchise	Sales (%)	18.2	24.3	14.8	16.7	22.7	26.2	20.6	22.9	23.2	14.5	17.7	12.0	19.4
All stores	Sales (%)	-0.4	2.2	1.5	4.7	3.3	3.1	4.3	6.2	12.3	5.1	7.5	7.4	4.8
	Drugstore sales (%)	-1.6	0.9	0.1	4.2	1.3	1.3	4.3	6.2	13.4	5.3	7.9	8.1	4.3
	Pharmacy store sales (%)	5.9	10.2	9.7	7.5	15.3	12.9	4.3	6.0	6.7	3.9	5.2	4.1	7.5
	Number of Customers (%)	1.1	4.9	1.8	3.8	2.8	2.5	1.3	0.7	5.2	2.5	5.1	5.3	3.1
	Spending per Customer (%)	-1.5	-2.6	-0.2	0.9	0.6	0.7	3.0	5.4	6.7	2.5	2.2	2.0	1.7

Matsumotokiyoshi Group

FY2022		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	-5.1	-2.1	-2.6	2.0	-1.0	-0.6	3.4	5.9	13.3	5.5	7.9	6.5	2.8
	Number of Customers (%)	-1.6	2.7	-0.3	2.3	1.0	2.1	0.7	-0.1	4.6	1.7	4.2	1.6	1.6
	Spending per Customer (%)	-3.6	-4.7	-2.3	-0.3	-2.0	-2.6	2.7	5.9	8.4	3.8	3.6	4.8	1.2
Franchise	Sales (%)	18.2	24.3	14.8	16.7	22.7	26.2	20.6	22.9	23.2	14.5	17.7	12.0	19.4
All stores	Sales (%)	-1.5	1.3	0.2	4.9	2.4	2.4	6.2	8.3	15.7	7.9	10.8	9.3	5.7
	Drugstore sales (%)	-2.1	1.0	-0.2	5.1	1.7	2.4	6.4	8.7	16.8	8.7	11.5	10.2	5.9
	Pharmacy store sales (%)	3.7	5.0	3.2	2.8	8.8	2.5	4.5	5.2	5.3	1.0	4.5	2.9	4.1
	Number of Customers (%)	1.7	6.2	2.8	5.2	4.1	5.0	3.4	2.2	6.9	4.2	7.1	7.1	4.6
	Spending per Customer (%)	-3.2	-4.6	-2.6	-0.3	-1.7	-2.4	2.7	6.0	8.2	3.5	3.4	2.1	1.0

Matsumotokiyoshi Co., Ltd.

FY2022		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	-7.1	-3.2	-3.1	1.9	-1.2	-1.6	4.2	6.1	14.1	7.1	9.3	7.5	2.9

Cocokarafine Group

FY2022		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	-1.9	0.3	-0.4	0.6	0.8	-1.1	-0.8	0.6	4.5	-1.2	1.0	2.4	0.5
	Number of Customers (%)	-2.1	0.4	-2.1	-0.7	-1.6	-4.1	-4.1	-3.6	0.3	-2.4	-0.2	0.1	-1.7
	Spending per Customer (%)	0.2	-0.1	1.7	1.2	2.5	3.1	3.4	4.4	4.2	1.2	1.3	2.3	2.2
All stores	Sales (%)	1.4	3.6	3.7	4.5	4.9	4.2	1.6	2.9	7.2	0.7	2.5	4.4	3.5
	Drugstore sales (%)	-0.6	0.8	0.6	2.6	0.5	-0.8	0.7	1.6	7.1	-1.0	1.3	4.2	1.5
	Pharmacy store sales (%)	7.3	13.6	13.8	10.5	19.3	19.6	4.2	6.4	7.6	5.6	5.7	4.9	9.6
	Number of Customers (%)	0.2	2.8	0.1	1.6	0.6	-1.4	-2.0	-1.7	2.6	-0.4	1.9	2.7	0.6
	Spending per Customer (%)	1.2	0.7	3.6	2.8	4.2	5.7	3.7	4.6	4.5	1.1	0.6	1.7	2.9

Number of stores

FY2022		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Group stores openings in total		20	7	14	13	6	11	9	5	11	4	6	20	126
Matsumotokiyoshi Group		12	4	10	6	4	8	3	4	8	4	5	11	79
Cocokarafine Group		8	3	4	7	2	3	6	1	3	0	1	9	47
Group stores closings in total		7	4	2	1	4	4	4	1	1	7	3	4	42
Matsumotokiyoshi Group		6	3	1	0	3	4	2	0	0	2	1	2	24
Cocokarafine Group		1	1	1	1	1	0	2	1	1	5	2	2	18
Group stores at end of period		3,338	3,341	3,353	3,365	3,367	3,374	3,379	3,383	3,393	3,390	3,393	3,409	3,409
Matsumotokiyoshi Group		1,814	1,815	1,824	1,830	1,831	1,835	1,836	1,840	1,848	1,850	1,854	1,863	1,863
Cocokarafine Group		1,524	1,526	1,529	1,535	1,536	1,539	1,543	1,543	1,545	1,540	1,539	1,546	1,546
Group Pharmacy stores at end of period		859	868	875	885	897	899	907	913	917	920	922	924	924
Matsumotokiyoshi Group		370	375	380	382	390	392	396	400	401	403	406	408	408
Cocokarafine Group		489	493	495	503	507	507	511	513	516	517	516	516	516