MatsukiyoCocokara & Co.

Detailed data on Monthly Sales Performance in July, 2025 (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

	FY2025	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
	Sales (%)	3.9	2.1	2.3	0.7									2.2
Same stores	Number of Customers (%)	1.2	0.1	1.4	-0.8									0.4
310103	Spending per Customer (%)	2.7	2.0	0.9	1.4									1.8
Franchise	Sales (%)	5.8	7.7	9.4	8.1									7.7
	Sales (%)	5.3	3.6	3.6	2.1									3.6
A.II	Drugstore sales (%)	5.4	3.7	3.6	2.1									3.7
All stores	Pharmacy store sales (%)	4.4	3.2	3.4	2.0									3.2
	Number of Customers (%)	2.9	1.9	3.2	1.0									2.2
	Spending per Customer (%)	2.3	1.7	0.4	1.1									1.3

Matsumotokiyoshi Group

	FY2025	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
•	Sales (%)	5.2	3.4	3.3	1.5									3.3
Same stores	Number of Customers (%)	2.2	1.1	2.6	0.6									1.6
310103	Spending per Customer (%)	2.9	2.3	0.7	0.9									1.7
Franchise	Sales (%)	5.8	7.7	9.4	8.1									7.7
	Sales (%)	7.4	5.8	5.7	4.1									5.7
A.II	Drugstore sales (%)	7.3	5.6	5.5	3.9									5.5
All stores	Pharmacy store sales (%)	7.7	7.2	8.6	5.6									7.2
213103	Number of Customers (%)	4.8	3.6	5.2	3.1									4.1
	Spending per Customer (%)	2.5	2.1	0.5	1.0									1.5

Matsumotokiyoshi Co., Ltd.

	FY2025	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
ame	Sales (%)	6.0	4.0	4.0	2.2									4.0

Cocokarafine Group

	FY2025	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	1.8	-0.1	0.7	-0.7									0.4
	Number of Customers (%)	-0.7	-1.7	-0.7	-3.1									-1.6
310103	Spending per Customer (%)	2.5	1.7	1.5	2.5									2.1
	Sales (%)	1.8	-0.1	-0.1	-1.3									0.0
A.II	Drugstore sales (%)	1.5	-0.4	-0.3	-1.6									-0.2
All stores	Pharmacy store sales (%)	2.4	0.8	0.4	-0.2									0.8
310163	Number of Customers (%)	-0.3	-1.2	-0.4	-2.7									-1.2
	Spending per Customer (%)	2.1	1.2	0.3	1.5									1.3

Number of stores

FY2025	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Group stores openings in total	10	9	5	5									29
Matsumotokiyoshi Group	8	7	4	3									22
Cocokarafine Group	2	2	1	2									7
Group stores closings in total	13	10	7	6									36
Matsumotokiyoshi Group	4	5	2	1									12
Cocokarafine Group	9	5	5	5									24
Group stores at end of period	3,496	3,495	3,493	3,492									3,492
Matsumotokiyoshi Group	1,942	1,944	1,946	1,948									1,948
Cocokarafine Group	1,554	1,551	1,547	1,544									1,544
Group Parmacy stores at end of period	997	999	996	1003									1,003
Matsumotokiyoshi Group	461	462	463	469									469
Cocokarafine Group	536	537	533	534									534