



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
Same stores	Sales (%)	3.9	2.1	2.3	0.7									2.2
	Number of Customers (%)	1.2	0.1	1.4	-0.8									0.4
	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
All stores	Sales (%)	5.3	3.6	3.6	2.1									3.6
	Drugstore sales (%)	5.4	3.7	3.6	2.1									3.7
	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
Same stores	Sales (%)	5.2	3.4	3.3	1.5									3.3
	Number of Customers (%)	2.2	1.1	2.6	0.6									1.6
	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
All stores	Sales (%)	7.4	5.8	5.7	4.1									5.7
	Drugstore sales (%)	7.3	5.6	5.5	3.9									5.5
	Pharmacy store sales (%)	7.7	7.2	8.6	5.6									7.2
	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.

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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
	Spending per Customer (%)	2.5	1.7	1.5	2.5									2.1
All stores	Sales (%)	1.8	-0.1	-0.1	-1.3									0.0
	Drugstore sales (%)	1.5	-0.4	-0.3	-1.6									-0.2
	Pharmacy store sales (%)	2.4	0.8	0.4	-0.2									0.8
	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

[illegible]