

**Detailed data on Monthly Sales Performance in March, 2024 (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**

FY2023		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	6.6	5.2	7.2	7.4	5.4	8.1	6.7	4.0	-1.0	3.4	6.3	1.8	4.9
	Number of Customers (%)	2.9	0.6	1.7	3.3	1.7	3.9	2.7	1.2	-1.3	0.2	2.4	-1.9	1.4
	Spending per Customer (%)	3.6	4.6	5.4	3.9	3.6	4.0	4.0	2.8	0.3	3.1	3.9	3.7	3.5
Franchise	Sales (%)	10.7	23.3	18.8	20.8	20.5	19.7	24.0	14.0	10.1	25.7	25.1	18.9	19.0
All stores	Sales (%)	9.5	8.3	10.0	10.0	8.1	10.7	9.8	6.6	1.2	6.2	9.4	4.5	7.7
	Drugstore sales (%)	11.0	8.2	10.8	10.6	8.9	11.3	10.8	7.8	1.2	6.7	10.0	5.6	8.4
	Pharmacy store sales (%)	2.1	8.5	6.0	6.5	4.1	7.7	4.6	0.4	1.5	3.6	6.2	-1.1	4.0
	Number of Customers (%)	6.0	3.5	4.6	5.9	4.2	6.4	5.3	3.7	0.8	2.5	4.9	0.4	4.0
	Spending per Customer (%)	3.3	4.6	5.2	3.8	3.7	4.0	4.3	2.8	0.4	3.6	4.3	4.1	3.6

**Matsumotokiyoshi Group**

FY2023		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	10.3	9.0	10.7	10.0	8.5	10.3	9.6	5.5	-0.8	4.5	7.8	4.1	7.2
	Number of Customers (%)	5.2	2.9	3.7	5.1	3.6	5.1	4.2	1.6	-0.9	0.9	3.2	-0.6	2.8
	Spending per Customer (%)	4.9	5.9	6.8	4.6	4.7	4.9	5.2	3.9	0.1	3.5	4.4	4.7	4.3
Franchise	Sales (%)	10.7	23.3	18.8	20.8	20.5	19.7	24.0	14.0	10.1	25.7	25.1	18.9	19.0
All stores	Sales (%)	13.0	12.5	13.8	13.0	11.6	13.5	13.4	8.9	2.2	8.1	11.5	7.3	10.5
	Drugstore sales (%)	14.7	13.0	14.7	13.8	12.4	14.1	14.4	9.7	2.2	8.4	11.8	7.7	11.2
	Pharmacy store sales (%)	-0.8	8.0	5.7	4.9	3.8	7.6	4.7	1.4	2.1	5.8	8.2	3.0	4.5
	Number of Customers (%)	8.5	6.4	6.9	8.1	6.5	8.2	7.5	4.8	1.9	3.7	6.2	1.9	5.8
	Spending per Customer (%)	4.1	5.8	6.4	4.5	4.8	4.9	5.5	4.0	0.4	4.3	5.0	5.2	4.5

**Matsumotokiyoshi Co., Ltd.**

FY2023		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	12.2	11.5	13.1	12.4	10.7	12.2	11.5	7.2	0.5	5.8	9.0	5.3	9.0

**Cocokarafine Group**

FY2023		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	1.4	-0.2	2.1	3.6	0.9	4.9	2.6	1.6	-1.2	1.6	4.1	-1.7	1.6
	Number of Customers (%)	-0.8	-3.1	-1.5	0.5	-1.4	1.9	0.2	0.4	-2.0	-1.0	0.9	-4.1	-0.9
	Spending per Customer (%)	2.2	2.9	3.6	3.1	2.3	3.0	2.4	1.2	0.8	2.7	3.2	2.4	2.5
All stores	Sales (%)	4.2	1.8	4.3	5.4	2.9	6.4	4.3	3.0	-0.4	3.1	6.0	0.1	3.4
	Drugstore sales (%)	4.4	-0.4	3.7	4.8	2.5	5.9	4.2	4.1	-0.9	3.4	6.4	1.5	3.2
	Pharmacy store sales (%)	3.8	8.8	6.1	7.5	4.3	7.8	4.6	-0.2	1.1	2.3	5.1	-3.5	3.8
	Number of Customers (%)	2.0	-1.0	0.7	2.5	0.5	3.5	1.8	1.9	-0.9	0.5	2.8	-2.2	1.0
	Spending per Customer (%)	2.2	2.9	3.6	2.8	2.4	2.8	2.5	1.1	0.5	2.6	3.2	2.3	2.4

**Number of stores**

FY2023		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Group stores openings in total		11	12	12	6	9	6	6	6	11	6	6	23	114
Matsumotokiyoshi Group		8	7	7	4	5	5	5	5	6	5	5	14	76
Cocokarafine Group		3	5	5	2	4	1	1	1	5	1	1	9	38
Group stores closings in total		10	8	6	4	4	2	3	5	6	2	6	3	59
Matsumotokiyoshi Group		6	5	4	2	2	2	0	3	4	1	4	2	35
Cocokarafine Group		4	3	2	2	2	0	3	2	2	1	2	1	24
Group stores at end of period		3,410	3,414	3,420	3,422	3,427	3,431	3,434	3,435	3,440	3,444	3,444	3,464	3,464
Matsumotokiyoshi Group		1,865	1,867	1,870	1,872	1,875	1,878	1,883	1,885	1,887	1,891	1,892	1,904	1,904
Cocokarafine Group		1,545	1,547	1,550	1,550	1,552	1,553	1,551	1,550	1,553	1,553	1,552	1,560	1,560
Group Pharmacy stores at end of period		923	929	935	946	950	951	955	958	960	964	966	971	971
Matsumotokiyoshi Group		408	411	414	425	427	427	431	433	433	435	436	438	438
Cocokarafine Group		515	518	521	521	523	524	524	525	527	529	530	533	533