

Detailed data on Monthly Sales Performance in March, 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.
7. Certain cumulative figures for fiscal year 2024 have been adjusted due to system integration in October 2024.

MatsukiyoCocokara&Co. total

FY2024		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	1.8	2.2	2.2	-0.1	1.2	-0.6	-0.1	3.0	6.1	3.0	-0.1	3.1	1.8
	Number of Customers (%)	-1.4	-1.1	-0.2	-2.8	-1.2	-1.2	-1.6	1.0	3.0	0.4	-1.7	1.4	-0.5
	Spending per Customer (%)	3.2	3.3	2.4	2.7	2.4	0.7	1.6	2.0	2.9	2.6	1.6	1.6	2.3
Franchise	Sales (%)	22.1	9.1	8.1	13.2	4.2	-2.9	8.3	7.3	7.8	2.0	-3.9	-0.7	6.1
All stores	Sales (%)	4.7	4.4	4.5	2.4	3.2	1.2	2.0	4.9	7.8	4.6	1.2	4.2	3.7
	Drugstore sales (%)	4.6	4.5	5.6	1.9	3.9	1.9	1.4	5.1	8.4	4.9	1.6	4.6	4.1
	Pharmacy store sales (%)	4.7	3.8	-1.8	5.1	-0.4	-2.7	4.8	4.2	4.3	3.2	-1.3	2.4	1.7
	Number of Customers (%)	0.8	0.9	2.1	-0.4	1.2	1.2	0.7	3.1	5.2	2.5	0.2	3.1	1.7
	Spending per Customer (%)	3.8	3.4	2.3	2.8	2.0	0.0	1.3	1.7	2.5	2.0	1.0	1.0	2.0

Matsumotokiyoshi Group

FY2024		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	2.9	3.0	3.2	0.5	2.0	0.6	0.9	4.1	7.6	4.6	1.3	4.2	2.9
	Number of Customers (%)	-0.3	-0.3	0.6	-2.1	-0.5	-0.1	-0.4	2.2	4.3	1.5	-0.6	2.6	0.6
	Spending per Customer (%)	3.2	3.3	2.6	2.7	2.5	0.7	1.3	1.9	3.2	3.0	1.9	1.5	2.4
Franchise	Sales (%)	22.1	9.1	8.1	13.2	4.2	-2.9	8.3	7.3	7.8	2.0	-3.9	-0.7	6.1
All stores	Sales (%)	6.5	5.7	6.1	3.8	4.7	3.0	3.6	6.6	10.0	6.9	3.1	5.8	5.5
	Drugstore sales (%)	6.4	5.8	6.7	3.4	4.8	3.3	3.1	6.5	10.2	6.8	3.4	5.9	5.6
	Pharmacy store sales (%)	6.6	5.3	0.0	8.1	3.6	-0.2	8.3	7.6	8.1	7.3	0.3	5.2	5.0
	Number of Customers (%)	2.3	2.2	3.4	0.8	2.6	3.2	2.6	5.2	7.4	4.6	2.1	5.1	3.5
	Spending per Customer (%)	4.1	3.4	2.6	3.0	2.1	-0.2	0.9	1.4	2.4	2.2	0.9	0.7	2.0

Matsumotokiyoshi Co., Ltd.

FY2024		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	4.5	4.2	3.8	1.4	2.4	1.3	2.0	4.7	8.8	5.6	1.8	4.3	3.8

Cocokarafine Group

FY2024		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	0.1	0.9	0.8	-1.2	-0.2	-2.5	-1.6	1.3	3.6	0.3	-2.4	1.3	0.1
	Number of Customers (%)	-3.1	-2.6	-1.5	-3.9	-2.5	-3.3	-3.8	-1.2	0.8	-1.7	-3.7	-0.7	-2.2
	Spending per Customer (%)	3.3	3.6	2.3	2.8	2.4	0.8	2.2	2.5	2.8	2.1	1.3	1.9	2.4
All stores	Sales (%)	1.8	2.2	1.7	0.0	0.8	-1.7	-0.7	2.1	4.1	0.7	-2.0	1.4	0.7
	Drugstore sales (%)	1.1	2.0	3.4	-1.0	2.1	-0.8	-1.9	2.1	4.8	0.8	-1.9	1.7	1.1
	Pharmacy store sales (%)	3.7	2.9	-2.9	3.3	-2.7	-4.1	2.8	2.2	2.1	0.7	-2.3	0.7	-0.2
	Number of Customers (%)	-1.7	-1.3	-0.2	-2.5	-1.2	-2.2	-2.7	-0.4	1.5	-1.2	-3.3	-0.3	-1.3
	Spending per Customer (%)	3.5	3.6	2.0	2.5	2.1	0.5	2.1	2.5	2.6	2.0	1.3	1.8	2.0

Number of stores

FY2024		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Group stores openings in total		12	5	10	6	8	2	4	5	7	1	4	16	80
Matsumotokiyoshi Group		10	5	4	3	8	1	2	5	4	0	2	11	55
Cocokarafine Group		2	0	6	3	0	1	2	0	3	1	2	5	25
Group stores closings in total		3	3	1	2	3	7	6	3	1	8	4	4	45
Matsumotokiyoshi Group		1	1	0	1	1	6	2	1	1	3	0	4	21
Cocokarafine Group		2	2	1	1	2	1	4	2	0	5	4	0	24
Group stores at end of period		3,473	3,475	3,484	3,488	3,493	3,488	3,486	3,488	3,494	3,487	3,487	3,499	3,499
Matsumotokiyoshi Group		1,913	1,917	1,921	1,923	1,930	1,925	1,925	1,929	1,932	1,929	1,931	1,938	1,938
Cocokarafine Group		1,560	1,558	1,563	1,565	1,563	1,563	1,561	1,559	1,562	1,558	1,556	1,561	1,561
Group Pharmacy stores at end of period		976	976	978	993	998	1000	1003	1006	1006	1004	1002	1002	1,002
Matsumotokiyoshi Group		440	441	441	451	455	456	459	461	460	461	461	461	461
Cocokarafine Group		536	535	537	542	543	544	544	545	546	543	541	541	541