

**Detailed data on Monthly Sales Performance in December, 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. Franchise is a wholesale business conducted by Matsumotokiyoshi Group for its franchise stores and Community Pharmacy Support Program members.
5. Wholesale and nursing care businesses conducted by Cocokarafine Group are not included in this total.
6. As of October 2025, the results of Shinseido Pharmacy is treated as new stores and included in the results of all stores sales performance of MatsukiyoCocokara &
7. Figures for the most recent month are calculated as the preliminary figures, if there is a difference from the confirmed figures, the figures will be updated in the next month or later.

**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	1.5	1.4	1.8	3.6	-4.6				1.3
	Number of Customers (%)	1.2	0.1	1.4	-0.8	-0.4	-1.5	-1.6	1.1	-5.1				-0.7
	Spending per Customer (%)	2.7	2.0	0.9	1.4	1.9	2.9	3.4	2.5	0.5				2.0
Franchise	Sales (%)	5.8	7.7	9.4	8.1	4.7	17.9	9.6	5.9	8.1				8.4
All stores	Sales (%)	5.3	3.6	3.6	2.1	2.6	3.0	5.7	7.4	-0.7				3.5
	Drugstore sales (%)	5.4	3.7	3.6	2.1	2.8	2.3	4.0	6.6	-2.9				2.9
	Pharmacy store sales (%)	4.4	3.2	3.4	2.0	1.3	6.6	15.1	11.8	12.3				6.8
	Number of Customers (%)	2.9	1.9	3.2	1.0	1.2	0.2	1.6	4.4	-2.1				1.5
	Spending per Customer (%)	2.3	1.7	0.4	1.1	1.4	2.8	4.1	2.9	1.4				2.0

**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	3.0	2.1	2.8	4.7	-4.3				2.3
	Number of Customers (%)	2.2	1.1	2.6	0.6	0.9	-0.5	-0.5	2.1	-4.2				0.4
	Spending per Customer (%)	2.9	2.3	0.7	0.9	2.1	2.6	3.3	2.6	-0.1				1.9
Franchise	Sales (%)	5.8	7.7	9.4	8.1	4.7	17.9	9.6	5.9	8.1				8.4
All stores	Sales (%)	7.4	5.8	5.7	4.1	5.0	4.7	5.2	6.9	-1.7				4.6
	Drugstore sales (%)	7.3	5.6	5.5	3.9	4.9	4.2	4.7	6.9	-2.4				4.4
	Pharmacy store sales (%)	7.7	7.2	8.6	5.6	5.5	9.4	9.3	6.3	5.7				7.2
	Number of Customers (%)	4.8	3.6	5.2	3.1	3.1	1.7	1.8	4.6	-1.8				2.8
	Spending per Customer (%)	2.5	2.1	0.5	1.0	1.8	3.0	3.3	2.2	0.1				1.8

**Matsumotokiyoshi Co., Ltd.**

FY2025		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Same stores	Sales (%)	6.0	4.0	4.0	2.2	4.5	3.4	4.0	5.5	-4.0				3.1

**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	-1.1	0.2	0.2	1.8	-5.2				-0.3
	Number of Customers (%)	-0.7	-1.7	-0.7	-3.1	-2.9	-3.3	-3.5	-0.9	-6.9				-2.7
	Spending per Customer (%)	2.5	1.7	1.5	2.5	1.9	3.7	3.8	2.7	1.9				2.4
All stores	Sales (%)	1.8	-0.1	-0.1	-1.3	-1.4	0.0	-0.1	1.7	-5.4				-0.6
	Drugstore sales (%)	1.5	-0.4	-0.3	-1.6	-1.4	-1.7	-1.5	1.9	-7.9				-1.4
	Pharmacy store sales (%)	2.4	0.8	0.4	-0.2	-1.3	4.9	3.9	1.2	2.0				1.6
	Number of Customers (%)	-0.3	-1.2	-0.4	-2.7	-2.3	-2.5	-3.1	-0.3	-6.7				-2.2
	Spending per Customer (%)	2.1	1.2	0.3	1.5	1.0	2.6	3.1	2.0	1.4				1.6

**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	6	8	6	4	8				61
Matsumotokiyoshi Group Business		8	7	4	3	2	6	6	4	6				46
Cocokarafine Group Business		2	2	1	2	4	2	0	0	2				15
And Company Business								0	0	0				0
Group stores closings in total		13	10	7	6	4	10	7	7	4				68
Matsumotokiyoshi Group Business		4	5	2	1	1	4	3	2	3				25
Cocokarafine Group Business		9	5	5	5	3	6	4	5	1				43
And Company Business								0	0	0				0
Group stores at end of period		3,496	3,495	3,493	3,492	3,494	3,492	3,603	3,600	3,604				3,604
Matsumotokiyoshi Group Business		1,942	1,944	1,946	1,948	1,949	1,951	1,954	1,956	1,959				1,959
Cocokarafine Group Business		1,554	1,551	1,547	1,544	1,545	1,541	1,537	1,532	1,533				1,533
And Company Business								112	112	112				112
Group Pharmacy stores at end of period		997	999	996	1,003	1,005	1,005	1,099	1,102	1,103				1,103
Matsumotokiyoshi Group Business		461	462	463	469	471	471	473	475	476				476
Cocokarafine Group Business		536	537	533	534	534	534	533	534	534				534
And Company Business								93	93	93				93