

Detailed data on Monthly Sales Performance in November, 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 & Co.
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					2.1
	Number of Customers (%)	1.2	0.1	1.4	-0.8	-0.4	-1.5	-1.6	1.1					-0.1
	Spending per Customer (%)	2.7	2.0	0.9	1.4	1.9	2.9	3.4	2.5					2.2
Franchise	Sales (%)	5.8	7.7	9.4	8.1	4.7	17.9	9.6	5.9					8.5
All stores	Sales (%)	5.3	3.6	3.6	2.1	2.6	3.0	5.7	7.4					3.5
	Drugstore sales (%)	5.4	3.7	3.6	2.1	2.8	2.3	4.0	6.6					3.5
	Pharmacy store sales (%)	4.4	3.2	3.4	2.0	1.3	6.6	15.1	11.8					3.7
	Number of Customers (%)	2.9	1.9	3.2	1.0	1.2	0.2	1.6	4.4					1.6
	Spending per Customer (%)	2.3	1.7	0.4	1.1	1.4	2.8	4.1	2.9					1.9

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					3.3
	Number of Customers (%)	2.2	1.1	2.6	0.6	0.9	-0.5	-0.5	2.1					1.0
	Spending per Customer (%)	2.9	2.3	0.7	0.9	2.1	2.6	3.3	2.6					2.2
Franchise	Sales (%)	5.8	7.7	9.4	8.1	4.7	17.9	9.6	5.9					8.5
All stores	Sales (%)	7.4	5.8	5.7	4.1	5.0	4.7	5.2	6.9					5.6
	Drugstore sales (%)	7.3	5.6	5.5	3.9	4.9	4.2	4.7	6.9					5.4
	Pharmacy store sales (%)	7.7	7.2	8.6	5.6	5.5	9.4	9.3	6.3					7.4
	Number of Customers (%)	4.8	3.6	5.2	3.1	3.1	1.7	1.8	4.6					3.5
	Spending per Customer (%)	2.5	2.1	0.5	1.0	1.8	3.0	3.3	2.2					2.0

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					4.2

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					0.3
	Number of Customers (%)	-0.7	-1.7	-0.7	-3.1	-2.9	-3.3	-3.5	-0.9					-2.1
	Spending per Customer (%)	2.5	1.7	1.5	2.5	1.9	3.7	3.8	2.7					2.5
All stores	Sales (%)	1.8	-0.1	-0.1	-1.3	-1.4	0.0	-0.1	1.7					0.0
	Drugstore sales (%)	1.5	-0.4	-0.3	-1.6	-1.4	-1.7	-1.5	1.9					-0.5
	Pharmacy store sales (%)	2.4	0.8	0.4	-0.2	-1.3	4.9	3.9	1.2					1.5
	Number of Customers (%)	-0.3	-1.2	-0.4	-2.7	-2.3	-2.5	-3.1	-0.3					-1.6
	Spending per Customer (%)	2.1	1.2	0.3	1.5	1.0	2.6	3.1	2.0					1.7

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					53
Matsumotokiyoshi Group		8	7	4	3	2	6	6	4					40
Cocokarafine Group		2	2	1	2	4	2	0	0					13
And Company								0	0					0
Group stores closings in total		13	10	7	6	4	10	7	7					64
Matsumotokiyoshi Group		4	5	2	1	1	4	3	2					22
Cocokarafine Group		9	5	5	5	3	6	4	5					42
And Company								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					3,600
Matsumotokiyoshi Group		1,942	1,944	1,946	1,948	1,949	1,951	1,954	1,956					1,956
Cocokarafine Group		1,554	1,551	1,547	1,544	1,545	1,541	1,537	1,532					1,532
And Company								112	112					112
Group Pharmacy stores at end of period		997	999	996	1,003	1,005	1,005	1,099	1,102					1,102
Matsumotokiyoshi Group		461	462	463	469	471	471	473	475					475
Cocokarafine Group		536	537	533	534	534	534	533	534					534
And Company								93	93					93