



February 6, 2025

Company name: KUSURI NO AOKI HOLDINGS CO., LTD.
 (Stock code: 3549 Tokyo Stock Exchange)
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Monthly Sales Report January, 2025

◇ The fiscal year ending May 2025 (from May 21, 2024 to May 20, 2025)

		Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Sales (%)	All Stores	113.1	110.2	109.3	110.6	112.8	113.7
	Existing Stores	109.1	106.9	105.9	106.3	106.6	107.3
Customer traffic (%)	All Stores	111.6	107.3	107.2	108.6	110.9	111.8
	Existing Stores	107.1	103.5	103.3	103.8	104.1	104.6
Average Spending per Customer (%)	All Stores	101.3	102.7	102.0	101.8	101.7	101.7
	Existing Stores	101.9	103.3	102.6	102.4	102.4	102.6
		Dec.	Jan.	Feb.	Mar.	Apr.	May
Sales (%)	All Stores	113.3	119.0				
	Existing Stores	107.0	111.4				
Customer traffic (%)	All Stores	111.6	116.8				
	Existing Stores	104.2	108.6				
Average Spending per Customer (%)	All Stores	101.6	101.9				
	Existing Stores	102.7	102.6				

- (Notes)
1. The figures above are based on preliminary operating data, and may differ from actual results.
 2. The current month is defined as the period from the 21st of the previous month to the 20th of this month.
 3. Existing stores are calculated based on those that have been open for 13 months or more.
 4. The customer traffic and average spending per customer are based on the combined results of drugstores and dispensing pharmacies.
 5. The figures above include those of NALX Co., Ltd. and Fukuya Co., Ltd.

◇ Store Opening and Closing Results (from December 21, 2024 to January 20, 2025)

Store Opening	Date	Store Name	Adress
Dispensing pharmacy	January 6, 2025	Obuke	Iwate,Hachimantai
Dispensing pharmacy	January 6, 2025	Nakakandatsu	Ibaraki,Tsuchiura
Dispensing pharmacy	January 6, 2025	Minamiuzura	Gifu,Gifu
Dispensing pharmacy	January 6, 2025	Yakumo	Ibaraki,Kasama
Dispensing pharmacy	January 6, 2025	Takaragi	Tochigi,Utsunomiya
Dispensing pharmacy	January 6, 2025	Kanumasakaecho	Tochigi,Kanuma
Dispensing pharmacy	January 6, 2025	OtaObara	Gunma,Ota
Dispensing pharmacy	January 6, 2025	Kasakake	Gunma,Midori
Dispensing pharmacy	January 6, 2025	Ryuoshinmachi	Yamanashi,Kai

◇ Number of Stores by Prefecture (January 20, 2025)

Prefecture	Drugstores		Supermarket stores	Dispensing pharmacies	Total
	Standalone Drugstores	Drugstores with dispensaries			
Ishikawa	22	80	1	1	104
Toyama	29	64	0	4	97
Fukui	20	39	0	1	60
Niigata	27	55	0	0	82
Nagano	6	29	0	0	35
Gunma	31	55	0	0	86
Saitama	9	30	0	0	39
Tochigi	19	34	0	0	53
Ibaraki	22	34	0	0	56
Chiba	3	23	4	0	30
Yamanashi	0	5	0	0	5
Gifu	27	39	0	0	66
Aichi	15	31	0	0	46
Mie	14	22	0	0	36
Shizuoka	12	7	1	0	20
Shiga	14	24	4	0	42
Nara	4	9	0	0	13
Kyoto	5	14	5	0	24
Osaka	2	8	0	0	10
Fukushima	4	20	0	0	24
Miyagi	2	10	0	0	12
Iwate	9	13	0	0	22
Yamagata	1	8	0	0	9
Ehime	3	0	7	0	10
Kagawa	0	0	5	0	5
Total	300	653	27	6	986