July 10, 2024

Company name	AEON CO., LTD.
Listings	TSE PRIME of Tokyo Stock Exchange
Security code	8267
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AEON Monthly Operating Performance of Major Consolidated Companies in June 2024

June Sales Trends:

・In June, the rainy season began later than usual, the average monthly temperature was higher than normal, and high prices affected consumer confidence negatively. To address this, we implemented the life-support initiative in conjunction with the commencement of the tax reduction with childcare support products, seasonal products, and others at bargain prices. In TOPVALU, we undertook a promotion to increase the portion size of each product in the "TOPVALU Carefully Selected 52 Items," ensuring households facing higher costs. Additionally, we addressed the needs for "time performance, cost performance, health-up" by introducing functional and convenient new products, such as the "Minna no Okazu (Family dishes)" frozen meal series with a diverse selection of meats, fish, and more.

・AEON Retail Co., Ltd. in the General Merchandise Store Business launched the "AEON Super Saving 4 Weeks" campaign to stimulate customers' purchasing desire, including "40,000 yen flat sets," which are equivalent to the amount of a tax reduction. As a result, summer apparel and air-conditioned home appliances generated robust sales, contributing to the year-on-year increase in same-store sales. Net sales in Food exceeded the previous year's level for 22 consecutive months, driven by strong sales of marine, agricultural, livestock, groceries, daily foods, and delicatessen. Health & Beauty Care also achieved year-on-year increases for 28 consecutive months, supported by robust sales of cosmetics catering to demands such as travel, and dispensing. On June 6, we commenced full-scale operations of a new Delicatessen Process Center called “Craft Delica Funabashi.” Here, products developed by a team of food experts are produced using professional chefs’ cooking techniques with cutting-edge production lines, overseeing the entire process from product development to sales. We strive to achieve both high-quality product supply to stores and operational efficiency enhancements in our stores with this Center.

・In the Supermarket Business, customer numbers at major companies' existing stores exceeded last year's levels for 3 straight months, and net sales surpassed last year's levels for 16 straight months. In addition to the ongoing diversity of TOPVALU, which caters to cost-conscious consumers, we developed new products using local "jimono" (regional products) from each area. Further, we took measures to enhance the line-up for freshly prepared items made in-store, retort pouch products, and frozen foods, while actively revitalizing our stores and introducing mobile supermarkets.

・At COX, in the Service & Specialty Store Business, there was active demand for summer goods. Both men's and women's wear, prepared for the summer sale with an emphasis on value-priced products, were popular and contributed to driving net sales. Among them, short-sleeved T-shirts and contact cooling pants for men, along with stylish cut-and-sewn tops for women, performed well, achieving same-store sales at 107.2% of the previous year's level.

(Unit : %)

FY2024	YoY sales	March	April	May	June	July	August	September	October	November	December	January	February
AEON Retail Co., Ltd.	All stores	105.3	100.6	99.7	107.1								
	Same stores	105.3	100.8	99.5	107.0								
AEON Hokkaido Corporation	All stores	106.0	103.3	102.6	107.2								
	Same stores	104.7	102.0	101.2	105.1								
AEON KYUSHU CO., LTD.	All stores	102.9	101.0	101.4	105.2								
	Same stores	102.8	100.7	101.1	104.8								
CAN DO CO., LTD.	All stores	105.6	102.4	105.8	106.9								
	Same stores	106.5	101.5	104.4	106.7								
Maxvalu Tokai Co., Ltd.	All stores	105.8	103.5	101.5	104.5								
	Same stores	104.1	102.3	100.4	103.4								
FUJI CO.,LTD	All stores	103.4	100.4	99.1	102.6								
	Same stores	103.6	100.9	99.8	103.5								
Inageya Co., Ltd.	All stores	105.5	100.3	99.8	102.5								
	Same stores	105.6	100.9	100.4	103.0								
MINISTOP CO., LTD.	All stores	97.7	98.8	101.0	101.0								
	Same stores	98.0	98.7	100.7	100.6								
COX CO., LTD.	All stores	98.1	106.7	91.8	108.4								
	Same stores	96.6	103.9	88.3	107.2								
GFOOT CO., LTD.	All stores	98.0	90.9	90.5	111.3								
	Same stores	107.4	99.6	99.5	121.1								

*Figures above are based on each company's disclosure policy.

*1. AEON Retail merged with Bon Belta Co., Ltd. and transferred its Ladies and Men's casual divisions to TOPVALU COLLECTION Co., Ltd. on March 1, 2024.

*2. FUJI CO.,LTD merged with FUJI RETAILING CO.,LTD and Maxvalu Nishinihon Co., Ltd. with FUJI emerging as the surviving entity.

*3. All-store and same-store year-on-year sales of the above companies were calculated excluding the impact of the application of “Accounting Standard for Revenue Recognition (ASBJ Statement No. 29)” .

*4. Regarding CAN DO CO., LTD. all-store and same-store sales YoY are calculated after applying the above mentioned standard.

*5. The table has been updated to include the results of United Super Markets Holdings Inc., AEON Fantasy Co., Ltd., WELCIA HOLDINGS CO., LTD.

«Year-over-year weekday rotation»

① Weekends:Sat. + 1 day, Sun. + 1 day, Public holidays or substitute holidays: None this year or last year.

② Customer gratitude day: This year ; June 20th (Thu.), 29th (Sat.), 30th (Sun.). Last year ; June 20th (Tue.), 30th (Fri.).

<Reference material: Segment information (preliminary version)>

(Unit : %)

FY2024	YoY sales/Number of customers	March	April	May	June	July	August	September	October	November	December	January	February
The General Merchandise Store (GMS) Business	Same stores	104.5	100.7	100.1									
	Number of customers	100.2	99.0	99.1									
The Supermarket (SM) Business	Same stores	103.4	101.0	100.6									
	Number of customers	98.8	100.0	101.0									
The Discount Store (DS) Business	Same stores	105.3	99.5	101.6									
	Number of customers	99.3	99.0	100.6									
The Health and Wellness Business	Same stores	101.6	101.1	101.3									
	Number of customers	99.0	98.4	99.3									
The Services Business	Same stores	119.9	97.4	76.1									
	Number of customers	119.6	96.7	61.7									
The Specialty Store Business	Same stores	104.4	99.1	98.4									
	Number of customers	98.9	93.6	93.4									

*6. The figures for the General Merchandise Store (GMS) Business are sourced from the results of 14 companies, including AEON Retail Co., Ltd., AEON Hokkaido Corporation, and AEON KYUSHU CO., LTD., among others.

*7. The figures for the Supermarket Business are sourced from the results of 13 companies, including The Maruetsu, Inc., KASUMI CO., LTD, Inageya Co., Ltd., MaxValu Tokai Co., Ltd., and FUJI CO., LTD., among others.

*8. The figures for the Discount Store Business are sourced from the results of three companies, including AEON BIG CO., LTD. and BIG-A CO., LTD., and another company.

*9. The figures for the Health and Wellness Business are sourced from the results of three companies, WELCIA YAKKYOKU CO., LTD., and others.

*10. The figures for the Services Business are sourced from the results of four companies, namely AEON Fantasy Co., Ltd., AEON ENTERTAINMENT CO., LTD., among others.

Notably, AEON Delight Co., Ltd., a significant player in this segment, is excluded from the dataset.

*11. The figures for Specialty Store Business are sourced from the results of seven companies including COX CO., LTD., GFOOT CO., LTD., AEON PET Co., LTD., and Mega Sports Co., LTD. among others.

*12. The results of June will be announced on the AEON website at a later date. https://www.aeon.info/ir/library/monthly/