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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 July 2024

July Sales Trends:

·In response to the record-breaking heat wave in July, shopping centers such as AEON MALL have introduced various programs to provide customers with a comfortable and cool shopping environment, effectively serving as "COOLING SHELTER." We expanded our product lineup to feature limited-time feast menus for families during the summer holidays and energy-boosting dishes for the *Doyo no Ushinohi*, a popular tradition where people eat eel to nourish the body during midsummer. Alongside the Paris 2024 Olympic Games, TOPVALU held its largest-ever "France Fair," providing customers with the opportunity to experience the traditional French lifestyle through all five senses. TOPVALU has lowered the prices of 32 carefully selected items to meet the increased focus on saving money amid rising costs. Additionally, we have relaunched "BARREAL GRAND," a low-malt beer made with "IBUKI," a rare hop from the Tohoku region.

AEON Retail Co., Ltd. in the General Merchandise Store Business conducted a large-scale promotion titled "AEON SUPER Summer Festival" from July 12, offering up to 1,180 featured products, including special deals such as the "Pine-Bamboo-Plum (premium, deluxe, and standard) Exclusive Value Set" and luxurious feast menus. Same-store sales have increased year-on-year figures for 2 consecutive months, thanks to strong sales of specialty products and air-conditioning appliances that met the demand for sports viewing and summer vacation activities. For *Doyo no Ushinohi*, we enhanced our lineup with extra-large and super-extra-large *Kabayaki* (broiled eels with a sweet soy-based sauce) meant for communal enjoyment, as well as skewered *Shirayaki* (salt-grilled eel without sauce) and *Kabayaki* products tailored to Millennials and Gen Xers. By division, net sales in Food have surpassed same-store sales for 23 consecutive months year-on-year, driven by robust sales of marine, agricultural, groceries, and delicatessen. Additionally, Health & Beauty Care, which experienced brisk sales of cosmetics and dispensing products, also posted same-store sales for 29 consecutive months year-on-year.

·In the Supermarket Business, the number of same-store customers among the top 10 major companies has exceeded the previous year for 4 consecutive months, and same-store sales have surpassed the previous year for 17 consecutive months. Maxvalu Tokai Co., Ltd introduced original TOPVALU products supervised by a renowned chef, expanding its selection of freshly prepared, in-store processed items to better cater to various needs. Moreover, in addition to opening stores and revitalizing existing ones, the company scaled up its mobile supermarket business. This business features approximately 500 different products loaded onto vehicles, which are then sold at various stops in each area.

·WELCIA HOLDINGS CO., LTD., in the Health and Wellness Business, reported strong performance with dispensing sales up to 111.5% and same-store sales increased to 100.3%, exceeding the previous year's results. On July 23, WELCIA YAKKYOKU introduced "Amazon Pharmacy" to its 1,920 stores, a service offering online medication instructions and prescription drug delivery.

(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	101.0							
	Same stores	105.3	100.8	99.5	107.0	100.5							
AEON Hokkaido Corporation	All stores	106.0	103.3	102.6	107.2	103.1							
	Same stores	104.7	102.0	101.2	105.1	101.0							
AEON KYUSHU CO., LTD.	All stores	102.9	101.0	101.4	105.2	102.7							
	Same stores	102.8	100.7	101.1	104.8	101.3							
CAN DO CO., LTD.	All stores	105.6	102.4	105.8	106.9	104.2							
	Same stores	106.5	101.5	104.4	106.7	102.4							
Maxvalu Tokai Co., Ltd.	All stores	105.8	103.5	101.5	104.5	101.9							
	Same stores	104.1	102.3	100.4	103.4	100.8							
FUJI CO.,LTD	All stores	103.4	100.4	99.1	102.6	98.5							
	Same stores	103.6	100.9	99.8	103.5	99.4							
Inageya Co., Ltd.	All stores	105.5	100.3	99.8	102.5	98.4							
	Same stores	105.6	100.9	100.4	103.0	98.7							
MINISTOP CO., LTD.	All stores	97.7	98.8	101.0	101.0	102.2							
	Same stores	98.0	98.7	100.7	100.6	102.1							
WELCIA HOLDINGS CO., LTD.	All stores	102.3	102.6	101.4	104.4	102.5							
	Same stores	101.1	101.4	100.4	102.4	100.3							
COX CO., LTD.	All stores	98.1	106.7	91.8	108.4	97.0							
	Same stores	96.6	103.9	88.3	107.2	94.7							
GFOOT CO., LTD.	All stores	98.0	90.9	90.5	111.3	87.1							
	Same stores	107.4	99.6	99.5	121.1	94.8							

*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. For CAN DO CO., Ltd., and WELCIA HOLDINGS CO., LTD. both all-store and same-store sales YoY comparisons are computed after applying the revenue recognition standard mentioned above.

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

«Year-over-year weekday rotation»

① Weekends:Sat. – 1 day, Sun. – 1 day, National holidays: This year; July 15th (Mon.) . Last year; July 17th (Mon.).

② Customer gratitude day: This year ; July 20th (Sat.), 30th (Thu.). Last year ; July 20th (Thu.), 30th (Sun.).

<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	106.3								
	Number of customers	100.2	99.0	99.1	102.2								
The Supermarket (SM) Business	Same stores	103.4	101.0	100.6	102.5								
	Number of customers	98.8	100.0	101.0	101.1								
The Discount Store (DS) Business	Same stores	105.3	99.5	101.6	106.1								
	Number of customers	99.3	99.0	100.6	102.3								
The Health and Wellness Business	Same stores	101.6	101.1	101.3	103.1								
	Number of customers	99.0	98.4	99.3	102.0								
The Services Business	Same stores	119.9	97.4	76.1	97.2								
	Number of customers	119.6	96.7	61.7	80.5								
The Specialty Store Business	Same stores	104.4	99.1	98.4	113.9								
	Number of customers	98.9	93.6	93.4	105.5								

*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 July will be announced on the AEON website at a later date. https://www.aeon.info/ir/library/monthly/