October 10, 2024

Company name	AEON CO., LTD.
Listings	TSE PRIME of Tokyo Stock Exchange
Security code	8267
URL	https://www.aeon.info/en/
Representative	Akio Yoshida, President and Representative Executive Officer
Contact	Hiroaki Egawa, Executive Officer, Finance and Business Management
Telephone	+81 43-212-6042

AEON Monthly Operating Performance of Major Consolidated Companies in September 2024

September Sales Trends:

・In September, amid record-breaking late summer heat nationwide, we enhanced events such as the regional specialty fair, providing families an opportunity to enjoy shopping in a cool and comfortable shopping mall environment. To ease household expenses, TOPVALU reduced the prices of 19 carefully selected products, including instant ramen cups and bottled beverages, essential for daily use, at approximately 10,000 stores across the country. The cumulative total of price-reduced products in fiscal 2024 has reached 79 items.

・AEON Retail Co., Ltd. in the General Merchandise Store Business held the "50th Anniversary Sale of AEON Stock Listing." We rolled out special products available for a limited time, including exclusive items related to the 50th anniversary and products with quantity increased by 50% at maximum. As a result of enhancing the high-end food offerings, including bluefin tuna and steak, during the three-day holiday for Respect for the Aged Day, same-store sales exceeded the previous year's figures for four consecutive months.By division, sales of groceries, agricultural, marine, and livestock products were robust, resulting in Food sales surpassing the previous year's figures for 25 consecutive months. In Apparel, sales of senior casual wear, promoted for Respect for the Aged Day, were strong. In Home Furnishing, sales of air conditioning appliances increased due to the lingering summer heat. Furthermore, cosmetics responding to increased demand for going out sold well, and Health & Beauty Care same-store sales exceeded the previous year's figures for 31 consecutive months.

・In the Supermarket Business, the number of customers at existing stores for 10 major companies exceeded the previous year's level for 6 consecutive months, and same-store sales also surpassed the previous year's figures for 19 consecutive months. Maxvalu Tokai Co., Ltd. held its annual "Jimono (Regional Products) Selection Fair" to expand its lineup of products that are well-loved in the community and produced by local businesses. At FUJI CO., LTD., the online supermarket "Omakase-kun," which allows customers to order in-store products via smartphone or computer with same- or next-day delivery launched in 2010, has celebrated its one-year anniversary since its renewal. As a result of our efforts to improve services accessible to visually impaired individuals, the number of registered users has surpassed 20 million.

・COX CO., LTD. in the Services & Specialty Store Business , sales of summer items were above previous years due to the heat wave, while sales of autumn items saw a gradual increase. In terms of product trends, men's sales were strong for stretch pants and long-sleeve T-shirts, while women's sales showed robust performance for design cut-and-sew tops and band-collar shirts. These factors contributed to a significant rise in same-store sales to 108.4% compared to the prior year.

(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	106.3	102.7					
	Same stores	105.3	100.8	99.5	107.0	100.5	105.8	102.6					
AEON Hokkaido Corporation	All stores	106.0	103.3	102.6	107.2	103.1	103.9	105.0					
	Same stores	104.7	102.0	101.2	105.1	101.0	101.6	102.3					
AEON KYUSHU CO., LTD.	All stores	102.9	101.0	101.4	105.2	102.7	106.4	105.3					
	Same stores	102.8	100.7	101.1	104.8	101.3	105.4	105.6					
CAN DO CO., LTD.	All stores	105.6	102.4	105.8	106.9	104.2	107.3	103.3					
	Same stores	106.5	101.5	104.4	106.7	102.4	106.8	103.9					
Maxvalu Tokai Co., Ltd.	All stores	105.8	103.5	101.5	104.5	101.9	106.4	101.1					
	Same stores	104.1	102.3	100.4	103.4	100.8	105.3	100.1					
FUJI CO.,LTD	All stores	103.4	100.4	99.1	102.6	98.5	103.6	100.9					
	Same stores	103.6	100.9	99.8	103.5	99.4	104.4	102.0					
Inageya Co., Ltd.	All stores	105.5	100.3	99.8	102.5	98.4	105.6	102.5					
	Same stores	105.6	100.9	100.4	103.0	98.7	106.3	103.7					
MINISTOP CO., LTD.	All stores	97.7	98.8	101.0	101.0	102.2	100.6	99.4					
	Same stores	98.0	98.7	100.7	100.6	102.1	100.7	99.4					
COX CO., LTD.	All stores	98.1	106.7	91.8	108.4	97.0	112.8	107.5					
	Same stores	96.6	103.9	88.3	107.2	94.7	112.4	108.4					
GFOOT CO., LTD.	All stores	98.0	90.9	90.5	111.3	87.1	97.2	94.1					
	Same stores	107.4	99.6	99.5	121.1	94.8	105.1	99.2					

*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., and WELCIA HOLDINGS CO., LTD.

«Year-over-year weekday rotation»

① Weekends:Saturday －1day, Sunday＋0day. National holidays: This year; September 16th (Monday) and 23th (Monday) .Last year; September 18th (Monday).

② Customer gratitude day: This year ; September 20th (Friday) and 30th (Monday) . Last year ; September 20th (Wednesday) and 30th (Saturday).

<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	100.4	104.5						
	Number of customers	100.2	99.0	99.1	102.2	98.8	101.3						
The Supermarket (SM) Business	Same stores	103.4	101.0	100.6	102.5	100.8	105.0						
	Number of customers	98.8	100.0	101.0	101.1	100.9	101.8						
The Discount Store (DS) Business	Same stores	105.3	99.5	101.6	106.1	99.3	106.8						
	Number of customers	99.3	99.0	100.6	102.3	99.2	103.3						
The Health and Wellness Business	Same stores	101.6	101.1	101.3	103.1	101.4	103.9						
	Number of customers	99.0	98.4	99.3	102.0	99.2	102.2						
The Services Business	Same stores	119.9	97.4	76.1	97.2	95.0	115.5						
	Number of customers	119.6	96.7	61.7	80.5	85.8	113.3						
The Specialty Store Business	Same stores	104.4	99.1	98.4	113.9	95.5	108.7						
	Number of customers	98.9	93.6	93.4	105.5	92.4	101.5						

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