

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 March 2023

March Sales Trends:

•In March, we strengthened our lineup of high-end foods and local specialty products for families to enjoy together during the cherry blossom viewing and spring vacation after the lift of behavioral restrictions for 3 years due to the COVID-19 pandemic, as well as products to prepare for new lives in response to new enrollment and graduation. In addition, Topvalu expanded its price-competitive and functional value-added products lineup, such as Topvalu Best Price Barreal Grand, a low-malt beer made with IBUKI, a rare hop produced in Tohoku, and new-type Topvalu soup which is full of pieces of beef and vegetables to meet ones' appetite.

•AEON Retail, a GMS Business company's same-store sales increased for the 9th consecutive month. By category, same-store sales of Clothing increased approximately 10% YoY, reflecting strong sales of anti-pollen products in casual-brand and other items through sales of spring clothing and preparations for the new school term and new lives. In Food Products Division, same-store sales increased YoY for the 7th consecutive month due to strong sales in the Delicatessen, which expanded its lineup of products for the Girls' Festival (March 3rd) and high-end foods, as well as in the Daily and Grocery categories. Health & Beauty Care, which strengthened sales of cosmetics and anti-hay fever products in conjunction with increased opportunities to go out, also maintained strong sales, increasing for the 13th consecutive month.

•In the Supermarket Business, same-store sales of the 10 major companies increased YoY because of efforts to strengthen day-of-week markets and point-of-sale promotions, to expand sales of high-end foods for gorgeous situations using local fresh ingredients, as well as Topvalu and growing categories such as bakery and frozen foods, and the same-store customer traffic also increased YoY for the 5th consecutive month. Maxvalu Nishinohon started the operation of its Process Center in Hyogo prefecture on March 1. By consolidating operational resources such as people and goods from manufacturing at stores into it, the company will strive for batch manufacturing and stable supply, thereby improving the quality of products and services as well as productivity.

•In the Services and Specialty Store Business, Cox saw strong sales in spring items such as long T-shirts, hooded sweatshirts, bottoms, and early summer apparel due to the warmer temperatures. In addition, sales promotions of magazine tie-up products were successful, and same-store sales continued to grow at 107.1% YoY.

(Unit : %)

FY2023	YoY sales	March	April	May	June	July	August	September	October	November	December	January	February
AEON Retail Co., Ltd.	All stores	104.4											
	Same stores	102.2											
AEON Hokkaido Corporation	All stores	101.3											
	Same stores	101.2											
AEON KYUSHU CO., LTD.	All stores	107.0											
	Same stores	106.4											
Maxvalu Tokai Co., Ltd.	All stores	101.8											
	Same stores	101.6											
FUJI RETAILING CO.,LTD.	All stores	105.0											
	Same stores	102.5											
Maxvalu Nishinohon Co., Ltd.	All stores	100.5											
	Same stores	100.6											
MINISTOP CO., LTD.	All stores	97.5											
	Same stores	101.0											
COX CO., LTD.	All stores	105.6											
	Same stores	107.1											
GFOOT CO., LTD.	All stores	104.4											
	Same stores	109.7											
CAN DO CO., LTD.	All stores	106.8											
	Same stores	104.5											

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

※1. AEON Retail merged with Shimizu Trading Co., Ltd. on March 1, 2023.

※2. 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)" (hereinafter "the Accounting Standard".

※3. Regarding Can Do Co., Ltd., all-store and same-store sales YoY are calculated after applying the revenue recognition standard.

※4. The results of United Super Markets Holdings Inc. and AEON Fantasy Co., Ltd. and WELCIA HOLDINGS CO., LTD. will be announced on the AEON website at a later date.

«YoY difference in number of days in the month»

①Weekends: Sat. ±0day, Sun. ±0day, National holidays: National holidays: This year; March 21st (Tue), Last year; March 21st (Mon).

②Customer gratitude day: This year ; March 20th (Mon.), 30th (Thu.). Last year ; March 20th (Sun.), 30th (Wed.).