

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 May 2023

May Sales Trends:

The Golden Week (consecutive national holidays) in May was the first time that the bustle before COVID-19 returned in four years. To respond to the increase in domestic and international travelers and to capture the demand of visitors to Japan, we strengthened sales promotions such as large-scale family-friendly events and the "AEON Card 10 times point reward program" to make shopping more economical. In addition, we expanded our lineup of travel goods, souvenir gifts, and high-end foods using special ingredients.

·AEON Retail, a General Merchandise Store Business company, posted net sales growth YoY for the 11th consecutive month. In particular, net sales in the Food division increased for the ninth consecutive month, thanks to strong progress in the Grocery, which strengthened its lineup of souvenir gifts to meet the demand for returning home, and the Delicatessen, which implemented the "Home Sushi Project," as well as in the Daily Products, Marine Products, and Livestock Products. In addition, same-store sales in the Apparel division increased for the sixth consecutive month, thanks to strong sales of ladies' and men's casual apparel and travel goods, reflecting increased opportunities for going out, while in the Health & Beauty Care division, sales of cosmetics and pharmacy products grew, and same-store sales increased for the 15th consecutive month.

·In the Supermarket Business, the same-store sales of the 10 major companies increased for the third consecutive month as a result of efforts to expand sales by enhancing the lineup of "high-end foods for gorgeous situations" during the Golden Week holidays and strengthening sales promotion plans such as day-of-week markets. In addition, to meet the needs of customers who want to use their time more effectively, Maxvalu Nishinohon launched a food delivery service using "Uber Eats" at its stores in Hyogo Prefecture, and Maxvalu Tokai also launched it at its stores in Gifu Prefecture, bringing the total to 36 stores in Aichi and Shizuoka prefectures.

·WELCIA HOLDINGS CO., LTD. in the Health and Wellness Business reported a 4.3% increase in same-store sales due to strong sales of makeup and other cosmetics as people were going out more. In addition, seasonal products such as sun protection and body care products performed well due to rising temperatures.

·COX CO., LTD. in the Services and Specialty Store Business continued to post strong same-store sales of 106.3% YoY, thanks to successful sales promotions of early summer and summer items not only half-sleeved T-shirts, ladies' wide pants, and wide pants that look like skirts but also magazine tie-up products, which were also supported by the weather during Golden Week and the rising temperatures.

(Unit : %)

FY2023	YoY sales	March	April	May	June	July	August	September	October	November	December	January	February
AEON Retail Co., Ltd.	All stores	104.4	106.1	104.6									
	Same stores	102.2	103.8	102.4									
AEON Hokkaido Corporation	All stores	101.3	104.3	104.0									
	Same stores	101.2	104.1	103.8									
AEON KYUSHU CO., LTD.	All stores	107.0	108.3	107.0									
	Same stores	106.4	108.0	106.6									
Maxvalu Tokai Co., Ltd.	All stores	101.8	105.5	105.1									
	Same stores	101.6	104.8	104.2									
FUJI RETAILING CO.,LTD.	All stores	105.0	108.3	105.2									
	Same stores	102.5	105.8	102.8									
Maxvalu Nishinohon Co., Ltd.	All stores	100.5	102.6	102.7									
	Same stores	100.6	102.5	102.5									
MINISTOP CO., LTD.	All stores	97.5	98.1	96.5									
	Same stores	101.0	101.9	99.8									
WELCIA HOLDINGS CO., LTD.	All stores	111.8	110.8	111.4									
	Same stores	104.2	103.7	104.3									
COX CO., LTD.	All stores	105.6	100.1	103.3									
	Same stores	107.1	103.6	106.3									
GFOOT CO., LTD.	All stores	104.4	101.2	99.3									
	Same stores	109.7	106.2	104.2									
CAN DO CO., LTD.	All stores	106.8	106.0	106.8									
	Same stores	104.5	105.2	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., and WELCIA HOLDINGS 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. will be announced on the AEON website at a later date.

«YoY difference in number of days in the month»

①Weekends: Sat. ±0day, Sun. -1day, National holidays: This year; May 3rd (Wed.).4th (Thu.).5th (Fri.), Last year; May 3rd (Tue.).4th (Wed.).5th (Thu.).

②Customer gratitude day: This year ; May 20th (Sat.), 30th (Tue.). Last year ; May 20th (Wed.), 30th (Sat.).