

<b>Company name</b>	AEON CO., LTD.
<b>Listings</b>	TSE PRIME of Tokyo Stock Exchange
<b>Security code</b>	8267
<b>URL</b>	<a href="https://www.aeon.info/en/">https://www.aeon.info/en/</a>
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### AEON Monthly Operating Performance of Major Consolidated Companies in September 2023

#### September Sales Trends:

·In September, during the persistently hot weather nationwide, we organized events featuring local cuisine and enhanced our family-friendly sushi and other treat menus for Respect-for-Senior-Citizens Day. We also expanded our range of travel products to cater to the demand for trips and outings, as well as products for visitors to Japan. Additionally, we lowered prices on 31 TOPVALU items by carefully selecting products in response to customers' needs. This price adjustment was made as some raw material costs like wheat and cooking oil began to stabilize amidst the ongoing increase in living expenses. We also intensified our efforts to optimize delivery methods and leverage economies of scale. Furthermore, we introduced new products such as the "Cafe Gohan Enjoyed at Home" series, offering popular food cart-style meals from around the world, and the "Magic Nuts" series.

·AEON Retail, in the General Merchandise Store Business, bolstered the availability of 31 TOPVALU items that had their prices reduced. It also witnessed robust sales in travel goods and body care products to combat the hot weather. This led to 15 consecutive months of year-on-year growth in same-store sales. Within the Food category, same-store sales exceeded the previous year's level for the 13th consecutive month. This was due to strong sales in Daily, where frozen vegetables and TOPVALU products were expanded, Seafood, which introduced Pacific sauryfish as a seasonal ingredient, Delicatessen, offering an expanded selection of sushi, yakitori, and other items, and Grocery. Moreover, Health & Beauty Care reported a 19th consecutive month of same-store sales growth, driven by strong sales in cosmetics, pharmacy, pet supplies, and other products that capitalized on increased outings and demand from visitors to Japan.

·In the Supermarket Business, same-store sales for the ten major companies collectively increased for the seventh consecutive month. This growth was achieved by tapping into the demand for local autumn events and outings, coupled with the promotion of TOPVALU products and the expansion of regional "jimono" (local products). Additionally, FUJI RETAILING commenced the gradual introduction of TOPVALU products at nearly all of its directly managed stores on September 1.

·WELCIA HOLDINGS, in the Health and Wellness Business, has revealed plans to extend its duty-free sales. Currently available at around 400 stores, they aim to expand this service to 1,000 stores by the end of February 2024, with the goal of improving services for foreign visitors to Japan.

(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	104.0	107.8	106.1	105.4					
	Same stores	102.2	103.8	102.4	102.0	105.6	103.6	102.2					
AEON Hokkaido Corporation	All stores	101.3	104.3	104.0	104.5	104.8	107.7	106.6					
	Same stores	101.2	104.1	103.8	104.3	104.6	107.5	105.1					
AEON KYUSHU CO., LTD.	All stores	107.0	108.3	107.0	105.5	106.8	106.6	104.2					
	Same stores	106.4	108.0	106.6	105.1	107.4	106.8	103.9					
Maxvalu Tokai Co., Ltd.	All stores	101.8	105.5	105.1	105.5	106.0	105.0	104.7					
	Same stores	101.6	104.8	104.2	104.5	104.6	103.3	103.2					
FUJI RETAILING CO.,LTD.	All stores	105.0	108.3	105.2	103.0	107.0	106.1	103.1					
	Same stores	102.5	105.8	102.8	100.8	104.7	104.4	101.2					
Maxvalu Nishinohon Co., Ltd.	All stores	100.5	102.6	102.7	102.2	103.5	103.0	101.0					
	Same stores	100.6	102.5	102.5	102.1	103.6	103.0	101.1					
MINISTOP CO., LTD.	All stores	97.5	98.1	96.5	97.5	99.2	99.8	97.8					
	Same stores	101.0	101.9	99.8	100.6	102.0	102.5	100.4					
GFOOT CO., LTD.	All stores	104.4	101.2	99.3	98.9	105.0	103.3	97.2					
	Same stores	109.7	106.2	104.2	104.9	112.0	110.5	105.2					
CAN DO CO., LTD.	All stores	106.8	106.0	106.8	104.9	109.6	108.8	105.6					
	Same stores	104.5	105.2	104.5	102.7	107.3	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)".

※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. and COX CO., LTD. will be announced on the AEON website at a later date.

«YoY difference in number of days in the month»

①Weekends: Sat.+1day, Sun. ±0day, National holidays: This year; September 18th (Mon.), Last year; September 19th (Mon.). 23rd (Fri.).

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