

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 October 2023

October Sales Trends:

·As temperatures began to fall in October, we expanded our collection of fall and winter clothing to cater to the changing season. We also introduced a wider selection of ingredients and seasonings specifically for one-pot meals, making it easier for our customers to prepare luxurious but convenient dishes at home. To celebrate Halloween, we enhanced our feast menu with "paella" and "party sushi sets," which are perfect for families to enjoy together. In response to the growing demand from visitors to Japan, we intensified our product development efforts focusing on appealing products to travelers.

·AEON Retail in the General Merchandise Store Business experienced a 16th straight month of same-store sales growth. Despite ongoing food price increases, the company further strengthened its product lineup by organizing Household Budget Support Fairs and other events showcasing bargain-priced products and introducing new items from TOPVALU's Professional Chef series. In the Food Products Division, same-store sales rose for the 14th consecutive month, fueled by robust sales in Grocery, Daily, Delicatessen, Agricultural Products, and Marine Products. Health & Beauty Care achieved a 20th consecutive month of same-store sales growth, propelled by strong sales of cosmetics, pharmaceutical products, pet supplies, and other items. This success is attributed to our heightened emphasis on catering to visitors to Japan. Additionally, to innovate the clothing sales floor in our GMS Business, the AEON Urawa Misono store in Saitama Prefecture reopened on October 20. The revamp includes a redesigned sales floor with six specialty stores categorized by age and occasion, along with the introduction of tablet-type self-checkout cash registers.

·In the Supermarket Business, we broadened our sales of TOPVALU products, strengthened our offerings of local "jimono" (regional products) tailored to each region, and expanded our selection of frozen prepared foods and high-end foods. Additionally, we introduced mobile supermarkets to cater to the shopping needs of local residents who may find it inconvenient to visit traditional brick-and-mortar stores. These initiatives collectively contributed to an eighth consecutive month of same-store sales growth for the ten major companies.

·On October 19, CAN DO in the Services and Specialty Store Business established a lifestyle-proposing store in the Marunouchi and Otemachi districts of Tokyo, an area previously unserved by 100-yen shops. To cater to the diverse needs of office workers, the store is designed around the theme of "transmission," offering a curated selection of products with exceptional value for money, primarily centered around 100-yen items.

(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	105.1				
	Same stores	102.2	103.8	102.4	102.0	105.6	103.6	102.2	102.3				
AEON Hokkaido Corporation	All stores	101.3	104.3	104.0	104.5	104.8	107.7	106.6	107.2				
	Same stores	101.2	104.1	103.8	104.3	104.6	107.5	105.1	105.9				
AEON KYUSHU CO., LTD.	All stores	107.0	108.3	107.0	105.5	106.8	106.6	104.2	104.3				
	Same stores	106.4	108.0	106.6	105.1	107.4	106.8	103.9	104.0				
Maxvalu Tokai Co., Ltd.	All stores	101.8	105.5	105.1	105.5	106.0	105.0	104.7	106.8				
	Same stores	101.6	104.8	104.2	104.5	104.6	103.3	103.2	105.4				
FUJI RETAILING CO.,LTD.	All stores	105.0	108.3	105.2	103.0	107.0	106.1	103.1	102.0				
	Same stores	102.5	105.8	102.8	100.8	104.7	104.4	101.2	100.5				
Maxvalu Nishinohon Co., Ltd.	All stores	100.5	102.6	102.7	102.2	103.5	103.0	101.0	102.7				
	Same stores	100.6	102.5	102.5	102.1	103.6	103.0	101.1	103.3				
MINISTOP CO., LTD.	All stores	97.5	98.1	96.5	97.5	99.2	99.8	97.8	97.9				
	Same stores	101.0	101.9	99.8	100.6	102.0	102.5	100.4	100.1				
COX CO., LTD.	All stores	105.6	100.1	103.3	96.4	113.8	96.7	89.1	98.1				
	Same stores	107.1	103.6	106.3	100.7	119.1	100.5	89.4	99.1				
GFOOT CO., LTD.	All stores	104.4	101.2	99.3	98.9	105.0	103.3	97.2	93.6				
	Same stores	109.7	106.2	104.2	104.9	112.0	110.5	105.2	103.1				
CAN DO CO., LTD.	All stores	106.8	106.0	106.8	104.9	109.6	108.8	105.6	106.9				
	Same stores	104.5	105.2	104.5	102.7	107.3	105.2	104.5	105.0				

※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. 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; October 9th (Mon.), Last year; October 10th (Mon.).

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