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| Company name | AEON CO., LTD. |
| Listings | TSE PRIME of Tokyo Stock Exchange |
| Security code | 8267 |
| URL | https://www.aeon.info/en/ |
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AEON Monthly Operating Performance of Major Consolidated Companies in November 2023

November Sales Trends:

·In November, AEON hosted the 「Black Friday Sale」in anticipation of the upcoming winter consumption surge. The event featured exclusive pre-order sales of limited-quantity premium products not typically found in stores, along with special discounts on items available only during the sale period. TOPVALU introduced the limited-edition "TOPVALU Furano Draft Beer," crafted with rare Hokkaido Furano hops. Additionally, TOPVALU launched the second edition of "Kraftel," a unique beverage that is neither alcoholic nor a soft drink, and the "Salad Bowl with Cereal Rice," providing a convenient way to enjoy a well-balanced meal.

·AEON Retail in General Merchandise Store Business achieved a 17th consecutive month of increased same-store sales, driven by the success of the Black Friday Sale held from November 17. The sale featured a pre-order event offering a wide range of products, including premium items, hot beauty appliances, and fresh products at discounted prices. Additionally, "limited products for AEON Black Friday Sale" contributed to strong sales. The Food Products Division witnessed a 15th consecutive month of growth in net sales, with robust performances in Grocery, Daily Foods, Delicatessen, Agricultural Products, Fisheries, and other categories. In Health & Beauty Care, same-store sales continued to rise for the 21st consecutive month, propelled by sustained strong sales in cosmetics, pharmaceuticals, pharmaceutical preparations, pet supplies, and other product categories.

·In the Supermarket Business, same-store sales for a total of 10 major companies have increased for the ninth consecutive month. Our strategy involved a concentrated effort on expanding TOPVALU sales and introducing local private brand (PB) products made with seasonal ingredients from diverse regions. This approach aligns with the preferences of customers seeking to economize on daily necessities.

·At COX in the Service and Specialty Store Business, the demand for autumn and winter goods surged with the onset of cooler temperatures, and thermal products experienced strong sales. Same-store sales surpassed the previous year's figures, driven by the successful introduction of winter accessories like scarves and gloves.

·The Company completed the tender offer to acquire up to 51% of shares, resulting in Inageya Co., Ltd. becoming a consolidated subsidiary of the Company.

(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 | 104.7 | | | |
| | Same stores | 102.2 | 103.8 | 102.4 | 102.0 | 105.6 | 103.6 | 102.2 | 102.3 | 101.8 | | | |
| AEON Hokkaido Corporation | All stores | 101.3 | 104.3 | 104.0 | 104.5 | 104.8 | 107.7 | 106.6 | 107.2 | 105.1 | | | |
| | Same stores | 101.2 | 104.1 | 103.8 | 104.3 | 104.6 | 107.5 | 105.1 | 105.9 | 103.9 | | | |
| AEON KYUSHU CO., LTD. | All stores | 107.0 | 108.3 | 107.0 | 105.5 | 106.8 | 106.6 | 104.2 | 104.3 | 104.8 | | | |
| | Same stores | 106.4 | 108.0 | 106.6 | 105.1 | 107.4 | 106.8 | 103.9 | 104.0 | 104.6 | | | |
| Maxvalu Tokai Co., Ltd. | All stores | 101.8 | 105.5 | 105.1 | 105.5 | 106.0 | 105.0 | 104.7 | 106.8 | 103.6 | | | |
| | Same stores | 101.6 | 104.8 | 104.2 | 104.5 | 104.6 | 103.3 | 103.2 | 105.4 | 102.3 | | | |
| FUJI RETAILING CO.,LTD. | All stores | 105.0 | 108.3 | 105.2 | 103.0 | 107.0 | 106.1 | 103.1 | 102.0 | 103.3 | | | |
| | Same stores | 102.5 | 105.8 | 102.8 | 100.8 | 104.7 | 104.4 | 101.2 | 100.5 | 101.9 | | | |
| Maxvalu Nishinohon Co., Ltd. | All stores | 100.5 | 102.6 | 102.7 | 102.2 | 103.5 | 103.0 | 101.0 | 102.7 | 102.3 | | | |
| | Same stores | 100.6 | 102.5 | 102.5 | 102.1 | 103.6 | 103.0 | 101.1 | 103.3 | 102.6 | | | |
| MINISTOP CO., LTD. | All stores | 97.5 | 98.1 | 96.5 | 97.5 | 99.2 | 99.8 | 97.8 | 97.9 | 98.5 | | | |
| | Same stores | 101.0 | 101.9 | 99.8 | 100.6 | 102.0 | 102.5 | 100.4 | 100.1 | 100.6 | | | |
| COX CO., LTD. | All stores | 105.6 | 100.1 | 103.3 | 96.4 | 113.8 | 96.7 | 89.1 | 98.1 | 105.7 | | | |
| | Same stores | 107.1 | 103.6 | 106.3 | 100.7 | 119.1 | 100.5 | 89.4 | 99.1 | 106.1 | | | |
| GFOOT CO., LTD. | All stores | 104.4 | 101.2 | 99.3 | 98.9 | 105.0 | 103.3 | 97.2 | 93.6 | 96.8 | | | |
| | Same stores | 109.7 | 106.2 | 104.2 | 104.9 | 112.0 | 110.5 | 105.2 | 103.1 | 105.6 | | | |
| CAN DO CO., LTD. | All stores | 106.8 | 106.0 | 106.8 | 104.9 | 109.6 | 108.8 | 105.6 | 106.9 | 109.8 | | | |
| | Same stores | 104.5 | 105.2 | 104.5 | 102.7 | 107.3 | 105.2 | 104.5 | 105.0 | 106.1 | | | |

※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. ±0day, Sun. ±0day, National holidays: This year; November 3rd (Fri.), 23rd (Thu.), Last year; November 3rd (Thu.), 23rd (Wed.).

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