

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 December 2023

December Sales Trends:

·In December, we strategically addressed shifts in demand during the year-end and New Year holidays, the first since COVID-19 was reclassified as a Category V Infectious Disease. With an uptick in visits to the countryside and domestic travel, we organized events for families and relatives to enjoy together. We enhanced our party offerings and elevated the high-end foods menu, featuring osechi' (traditional New Year's dishes) and Christmas cakes supervised by chefs from renowned ryotei restaurants and hotels, catering to the desire for a luxurious experience. Despite customer concerns over inflation and high prices, TOPVALU, leveraging our economies of scale, lowered prices on 29 items. This initiative, coupled with the stabilization of some raw material prices, resulted in a total of 60 items with revised prices, including 31 items in the first phase implemented in September.

·AEON Retail Co., Ltd., in the General Merchandise Store Business, achieved year-on-year same-store sales growth for the 18th consecutive month. Leading up to the year-end and New Year holidays, the company intensified the introduction of high-end foods and expanded the sales floor for travel supplies and souvenirs, catering to the needs of customers returning home. Additionally, the e-commerce platform "AEON Shop" expanded its offerings of Christmas cakes and osechi, starting reservations earlier, resulting in an increase in the total e-commerce portion. By category, same-store sales in the Food category increased for the 16th consecutive month, driven by robust sales in Marine Products, Delicatessen, Agricultural Products, Grocery, and Daily Products Divisions, especially with enriched lineups of festive foods to meet the demand for gatherings during the year-end and New Year holidays, such as crab, sashimi, sushi, and other items. In Health & Beauty Care, where cosmetics sales surged with increased outdoor activities, and pharmaceutical products and pet supplies continued to perform well, same-store sales grew for the 22nd consecutive month compared to the previous year.

·In the Supermarket Business, continuous efforts such as intensified price and point promotions during customer appreciation days and day-of-week markets, along with initiatives to enhance the assortment of high-end foods and "jimono" (regional products) for the year-end and New Year holidays, and the promotion of newly priced items from TOPVALU, contributed to achieving same-store sales growth for the 10 major companies, surpassing the previous year's level for the 10th consecutive month.

·At CAN DO CO., LTD. in the Services and Specialty Store business, sales of nail care-related products and masks were robust due to increased demand for going out during the year-end and New Year holidays. Furthermore, the expansion of 100-yen products and value-added items in response to budget-conscious consumers contributed to a same-store sales increase by 2.6% year-on-year.

(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	102.9		
	Same stores	102.2	103.8	102.4	102.0	105.6	103.6	102.2	102.3	101.8	100.3		
AEON Hokkaido Corporation	All stores	101.3	104.3	104.0	104.5	104.8	107.7	106.6	107.2	105.1	104.7		
	Same stores	101.2	104.1	103.8	104.3	104.6	107.5	105.1	105.9	103.9	103.2		
AEON KYUSHU CO., LTD.	All stores	107.0	108.3	107.0	105.5	106.8	106.6	104.2	104.3	104.8	101.1		
	Same stores	106.4	108.0	106.6	105.1	107.4	106.8	103.9	104.0	104.6	100.9		
Maxvalu Tokai Co., Ltd.	All stores	101.8	105.5	105.1	105.5	106.0	105.0	104.7	106.8	103.6	103.2		
	Same stores	101.6	104.8	104.2	104.5	104.6	103.3	103.2	105.4	102.3	102.0		
FUJI RETAILING CO.,LTD.	All stores	105.0	108.3	105.2	103.0	107.0	106.1	103.1	102.0	103.3	100.6		
	Same stores	102.5	105.8	102.8	100.8	104.7	104.4	101.2	100.5	101.9	99.4		
Maxvalu Nishinohon Co., Ltd.	All stores	100.5	102.6	102.7	102.2	103.5	103.0	101.0	102.7	102.3	100.3		
	Same stores	100.6	102.5	102.5	102.1	103.6	103.0	101.1	103.3	102.6	100.5		
MINISTOP CO., LTD.	All stores	97.5	98.1	96.5	97.5	99.2	99.8	97.8	97.9	98.5	98.9		
	Same stores	101.0	101.9	99.8	100.6	102.0	102.5	100.4	100.1	100.6	100.9		
GFOOT CO., LTD.	All stores	104.4	101.2	99.3	98.9	105.0	103.3	97.2	93.6	96.8	86.3		
	Same stores	109.7	106.2	104.2	104.9	112.0	110.5	105.2	103.1	105.6	94.8		
CAN DO CO., LTD.	All stores	106.8	106.0	106.8	104.9	109.6	108.8	105.6	106.9	109.8	104.7		
	Same stores	104.5	105.2	104.5	102.7	107.3	105.2	104.5	105.0	106.1	102.6		

※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 COX CO., LTD. and United Super Markets Holdings Inc. and AEON Fantasy Co., Ltd. and WELCIA HOLDINGS CO., LTD. and Inageya 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; December N/A, Last year; December N/A.

②Customer gratitude day: This year; December 20th (Wed.), 29th (Fri.),30th (Sat.). Last year; December 20th (Tue.), 29th (Thu.), 30th (Fri.).