

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 January 2024

January Sales Trends:

·In January, AEON celebrated the first New Year's period without restrictions on activities following the transition of COVID-19 to Category V Infectious Diseases. The company strengthened the rollout of events such as the New Year Grand Lottery and Exclusive Celebrity Encounters, along with products designed for special occasions, bringing joy to families, relatives, and friends during the festive season. Additionally, AEON implemented the TOPVALU volume increase campaign, covering a total of 24 products, including commonly used daily necessities such as bread and yogurt, to support the daily lives of customers.

·AEON Retail Co., Ltd. in the General Merchandise Store Business significantly expanded the number of events, making them enjoyable for a diverse customer base, including children and adults, with a 1.4 times increase compared to the previous year, offering up to 280 events. The company reinforced the rollout of popular items such as the affordable "Happy Cart" and "TOPVALU Lucky Bag." Moreover, there was an expansion in the range of high-end foods for special occasions, such as "Assorted Sashimi with Super Tuna" and "Colorful Luxury Seafood Sushi Roll." The same-store sales for the month surpassed the previous year's level for the 19th consecutive month. Notable performing categories included Grocery, Daily Foods, Delicatessen, Seafood, and Agricultural Products, with net sales in the Food Products Division exceeding the previous year's level for the 17th consecutive month. Health & Beauty Care also achieved a year-on-year increase in same-store sales for the 23rd consecutive month, driven by strong sales in cosmetics, responding to increased demand related to travel and homecoming, as well as pharmaceutical preparations and pet care products.

·In the Supermarket Business, various strategies contributed to the positive performance. Efforts to expand the selection of luxury high-end foods using regional products ("jimono") during the New Year Sale, increased sales of TOPVALU with larger volumes, and discounted prices on customer appreciation days and specific days of the week collectively led to an increase in the total number of same-store customers for the 10 major companies, surpassing the previous year's figures for the 11th consecutive month. Inageya, which had temporarily closed during the first three days of the New Year due to the outbreak of the new COVID-19 virus, resumed operations in all stores from the 2nd* to address the demand for New Year's food purchases and ease the shopping burden during the year-end period.

·In the Health and Wellness Business at WELCIA HOLDINGS CO., LTD., despite the tapering off of the impact of the previous year's increased demand related to COVID-19, net sales of dispensing at the same store increased by approximately 10.2% year on year.

·In the Services and Specialty Store Business, COX had a robust beginning to the year, with sales and the number of customers surpassing those of the previous year from the New Year Sale to the middle of January. Furthermore, spring clothing sales remained strong, exceeding the previous year, partly due to higher-than-usual average temperatures, resulting in same-store sales reaching 100.4% of the previous year's level.

*Some stores opened from New Year's Day

(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	103.4	
	Same stores	102.2	103.8	102.4	102.0	105.6	103.6	102.2	102.3	101.8	100.3	101.3	
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	104.0	
	Same stores	101.2	104.1	103.8	104.3	104.6	107.5	105.1	105.9	103.9	103.2	102.4	
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	101.7	
	Same stores	106.4	108.0	106.6	105.1	107.4	106.8	103.9	104.0	104.6	100.9	101.0	
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	103.3	
	Same stores	101.6	104.8	104.2	104.5	104.6	103.3	103.2	105.4	102.3	102.0	101.7	
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	102.9	
	Same stores	102.5	105.8	102.8	100.8	104.7	104.4	101.2	100.5	101.9	99.4	101.7	
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	100.9	
	Same stores	100.6	102.5	102.5	102.1	103.6	103.0	101.1	103.3	102.6	100.5	101.0	
Inageya Co., Ltd.	All stores										102.6	110.0	
	Same stores										102.9	108.9	
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	98.7	
	Same stores	101.0	101.9	99.8	100.6	102.0	102.5	100.4	100.1	100.6	100.9	100.4	
WELCIA HOLDINGS CO., LTD.	All stores	111.8	110.8	111.4	106.7	107.1	104.3	107.5	106.4	103.5	100.3	101.5	
	Same stores	104.2	103.7	104.3	104.2	104.8	102.1	105.2	104.3	101.3	99.0	100.3	
COX CO., LTD.	All stores	105.6	100.1	103.3	96.4	113.8	96.7	89.1	98.1	105.7	90.7	98.5	
	Same stores	107.1	103.6	106.3	100.7	119.1	100.5	89.4	99.1	106.1	91.9	100.4	
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	95.8	
	Same stores	109.7	106.2	104.2	104.9	112.0	110.5	105.2	103.1	105.6	94.8	105.7	
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	106.6	
	Same stores	104.5	105.2	104.5	102.7	107.3	105.2	104.5	105.0	106.1	102.6	105.5	

※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., and WELCIA HOLDINGS CO., LTD.all-store and same-store sales YoY are calculated after applying the revenue recognition standard.

※4. Inageya Co., Ltd. became a consolidated subsidiary of AEON CO., LTD. on November 29th.

※5. 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»

① Weekends:Sat.±0day, Sun. - 1day, National holidays: This year; January 1st (Mon.), 8th (Mon.) , Last year; January 2nd (Mon.), 9th (Mon.).

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