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Listings	TSE PRIME of Tokyo Stock Exchange
Security code	8267
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AEON Monthly Operating Performance of Major Consolidated Companies in August 2024

August Sales Trends:

·We enhanced our offerings with events catering to all generations and various meal options perfect for family gatherings, responding to the intense heat wave in August and the increased demand for travel and homecoming during the Obon holiday and summer vacation season. To address rising prices, we reduced costs by streamlining distribution and bulk purchasing from suppliers. As part of "AEON's Budget-Friendly Offers!" campaign, we implemented limited-time price reductions on 67 items, including snacks and daily necessities. Moreover, "TOPVALU PREMIUM BEER" was relaunched, featuring rare hops sourced from Germany, offering high quality at an affordable price.

·Same-store sales at AEON Retail Co., Ltd. in the General Merchandise Store Business have exceeded the previous year's level for the 3 consecutive months, showing a year-on-year growth of 105.8%. In Food, sales exceeded the previous year's results for 24 consecutive months. This growth was driven by increased grocery sales of emergency supplies such as beverages and rice, as well as fresh foods, which performed well due to an expanded selection of high-end items for special occasions, including assorted dishes and sushi for the Bon holiday period. Besides Apparel, where summer clothing sales were strong due to the extreme heat wave, Home Furnishing, which expanded its range of emergency supplies in preparation for earthquakes and typhoons, also achieved year-on-year growth in same-store sales. Health & Beauty Care, driven by robust sales of cosmetics in response to demand for travel and other outings, also saw pharmaceutical dispensing perform well and achieved 30 consecutive months of year-on-year growth in same-store sales.

·In the Supermarket Business, the total number of same-store customers across 10 companies increased for 5 consecutive months, with sales rising for 18 consecutive months compared to the previous year. Maxvalu Tokai Co., Ltd. enhanced its product lineup with local products, and community-based initiatives, such as the "Health campaign" with local governments and the rollout of mobile supermarkets, proved successful. Inageya Co., Ltd. saw a year-on-year increase to 106.3% in same-store sales due to strengthened offerings in prepared foods and high-end foods during the Bon holiday period and increased demand for emergency food supplies.

·COX CO., LTD. in the Service & Specialty Store Business, reported a 12.4% increase in same-store sales over the prior year, driven by strong sales of summer products as a result of the heat wave, with men's contact cooling pants and women's stretch pants being particularly popular.

(Unit : %)

FY2024	YoY sales	March	April	May	June	July	August	September	October	November	December	January	February
AEON Retail Co., Ltd.	All stores	105.3	100.6	99.7	107.1	101.0	106.3						
	Same stores	105.3	100.8	99.5	107.0	100.5	105.8						
AEON Hokkaido Corporation	All stores	106.0	103.3	102.6	107.2	103.1	103.9						
	Same stores	104.7	102.0	101.2	105.1	101.0	101.6						
AEON KYUSHU CO., LTD.	All stores	102.9	101.0	101.4	105.2	102.7	106.4						
	Same stores	102.8	100.7	101.1	104.8	101.3	105.4						
CAN DO CO., LTD.	All stores	105.6	102.4	105.8	106.9	104.2	107.3						
	Same stores	106.5	101.5	104.4	106.7	102.4	106.8						
Maxvalu Tokai Co., Ltd.	All stores	105.8	103.5	101.5	104.5	101.9	106.4						
	Same stores	104.1	102.3	100.4	103.4	100.8	105.3						
FUJI CO.,LTD	All stores	103.4	100.4	99.1	102.6	98.5	103.6						
	Same stores	103.6	100.9	99.8	103.5	99.4	104.4						
Inageya Co., Ltd.	All stores	105.5	100.3	99.8	102.5	98.4	105.6						
	Same stores	105.6	100.9	100.4	103.0	98.7	106.3						
MINISTOP CO., LTD.	All stores	97.7	98.8	101.0	101.0	102.2	100.6						
	Same stores	98.0	98.7	100.7	100.6	102.1	100.7						
COX CO., LTD.	All stores	98.1	106.7	91.8	108.4	97.0	112.8						
	Same stores	96.6	103.9	88.3	107.2	94.7	112.4						
GFOOT CO., LTD.	All stores	98.0	90.9	90.5	111.3	87.1	97.2						
	Same stores	107.4	99.6	99.5	121.1	94.8	105.1						

*Figures above are based on each company's disclosure policy.

*1. AEON Retail merged with Bon Belta Co., Ltd. and transferred its Ladies and Men's casual divisions to TOPVALU COLLECTION Co., Ltd. on March 1, 2024.

*2. FUJI CO.,LTD merged with FUJI RETAILING CO.,LTD and Maxvalu Nishinohon Co., Ltd. with FUJI emerging as the surviving entity.

*3. 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)".

*4. For CAN DO CO., Ltd., and WELCIA HOLDINGS CO., LTD. both all-store and same-store sales YoY comparisons are computed after applying the revenue recognition standard mentioned above.

*5. The table has been updated to include the results of United Super Markets Holdings Inc., AEON Fantasy Co., Ltd., and WELCIA HOLDINGS CO., LTD.

«Year-over-year weekday rotation»

① Weekends: Saturday +1 day, Sunday ±0 day. National holidays: This year, August 12th (Monday). Last year, August 11th (Friday).

② Customer Gratitude Day: This year, August 20th (Tuesday) and August 30th (Friday). Last year, August 20th (Sunday) and August 30th (Wednesday).

<Reference material: Segment information (preliminary version)>

(Unit : %)

FY2024	YoY sales/Number of customers	March	April	May	June	July	August	September	October	November	December	January	February
The General Merchandise Store (GMS) Business	Same stores	104.5	100.7	100.1	106.3	100.4							
	Number of customers	100.2	99.0	99.1	102.2	98.8							
The Supermarket (SM) Business	Same stores	103.4	101.0	100.6	102.5	100.8							
	Number of customers	98.8	100.0	101.0	101.1	100.9							
The Discount Store (DS) Business	Same stores	105.3	99.5	101.6	106.1	99.3							
	Number of customers	99.3	99.0	100.6	102.3	99.2							
The Health and Wellness Business	Same stores	101.6	101.1	101.3	103.1	101.4							
	Number of customers	99.0	98.4	99.3	102.0	99.2							
The Services Business	Same stores	119.9	97.4	76.1	97.2	95.0							
	Number of customers	119.6	96.7	61.7	80.5	85.8							
The Specialty Store Business	Same stores	104.4	99.1	98.4	113.9	95.5							
	Number of customers	98.9	93.6	93.4	105.5	92.4							

*6. The figures for the General Merchandise Store (GMS) Business are sourced from the results of 14 companies, including AEON Retail Co., Ltd., AEON Hokkaido Corporation, and AEON KYUSHU CO., LTD., among others.

*7. The figures for the Supermarket Business are sourced from the results of 13 companies, including The Maruetsu, Inc., KASUMI CO., LTD, Inageya Co., Ltd., Maxvalu Tokai Co., Ltd., and FUJI CO., LTD., among others.

*8. The figures for the Discount Store Business are sourced from the results of three companies, including AEON BIG CO., LTD. and BIG-A CO., LTD., and another company.

*9. The figures for the Health and Wellness Business are sourced from the results of three companies, WELCIA YAKKYOKU CO., LTD., and others.

*10. The figures for the Services Business are sourced from the results of four companies, namely AEON Fantasy Co., Ltd., AEON ENTERTAINMENT CO., LTD., among others.

Notably, AEON Delight Co., Ltd., a significant player in this segment, is excluded from the dataset.

*11. The figures for Specialty Store Business are sourced from the results of seven companies including COX CO., LTD., GFOOT CO., LTD., AEON PET Co., LTD., and Mega Sports Co., LTD. among others.

*12. The results of August will be announced on the AEON website at a later date. <https://www.aeon.info/ir/library/monthly/>