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|----------------|---|
| Company name   | AEON CO., LTD.  |
| Listings       | TSE PRIME of Tokyo Stock Exchange                                 |
| Security code  | 8267  |
| URL            | <a href="https://www.aeon.info/en/">https://www.aeon.info/en/</a> |
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### AEON Monthly Operating Performance of Major Consolidated Companies in December 2024

| December Sales Trends:  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|---|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>•With a favorable alignment of days during the year-end and New Year holidays, allowing for up to nine consecutive days off, we strategically addressed the increased demand driven by extended family visits to hometowns and domestic travel. Our initiatives included organizing a variety of events for families and relatives to enjoy together and enhancing our selection of high-end foods, such as crab and <i>sushi</i>, that brighten up dining tables with joy and excitement. We've also expanded our selection of party menu items at TOPVALU, including high-quality "roast pork" and "roast chicken," which come pre-seasoned and pre-cut, packaged in special heat-resistant bags for easy oven cooking. This ensures a juicy, tender result with minimal preparation and cleanup.</p> <p>•AEON Retail Co., Ltd., in the General Merchandise Store Business increased its offerings of high-end foods and homecoming- and travel-related items in preparation for the festive seasons, spanning from Christmas to the year-end and New Year holidays. This year, during the long holiday season amid persistently high prices, we introduced product lineups and lucky bags designed to provide customers with a strong sense of value for money at an early stage. Additionally, its e-commerce platform expanded its offerings of Christmas cakes and <i>osechi</i> (traditional Japanese New Year's dish), which are pre-order items, to attract new customer segments, resulting in increased sales in the online supermarket. As a result, same-store sales have exceeded the previous year's figures for two consecutive months. In Food, we capitalized on the increased demand during the year-end and New Year holidays' gatherings by strengthening our selection of high-end foods for gorgeous situations such as crab, <i>sashimi</i>, and <i>sushi</i>. These fresh produce items, along with deli items, groceries, and daily foods, all performed well, resulting in same-store sales surpassing the previous year's figures for 28 consecutive months. In Health &amp; Beauty Care, driven by the widespread flu outbreak, products for cold prevention and antigen kits, as well as prescription medicines and pharmaceuticals, saw strong sales, leading to same-store sales exceeding the previous year's figures for 34 consecutive months.</p> <p>•In the Supermarket Business, each company enhanced the assortment of high-end foods and "<i>jimono</i>" (regional specialty products). To respond to the growing trend of frugal mindset, efforts were made to expand the promotion of TOPVALU's new products. This led to the number of customers at the same stores for 10 major companies exceeding the previous year's level for 9 consecutive months, and same-store sales also surpassed the previous year's figures for 22 consecutive months. Additionally, United Super Markets Holdings Inc. which integrated with Inageya Co., Ltd. on November 30, held the "The Grand Celebration of the Rebirth of U.S.M.H" at its group stores across Tokyo and the 6 surrounding prefectures, offering a selection of curated joint procurement products, the U.S.M.H private label product line, "eatime," and value deals.</p> <p>In COX CO., LTD. in the Service &amp; Specialty Store Business as winter items such as outerwear and knitwear, along with staple fashion accessories, showed strong performance with the drop in temperature, sales per customer exceeded those of the previous year, resulting in a 105.6% year-on-year increase in same-store sales.</p> |  |  |  |  |  |  |  |  |  |  |  |  |  |

(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  | 102.7     | 98.5    | 104.6    | 102.6    |         |          |
|                           | Same stores | 105.3 | 100.8 | 99.5  | 107.0 | 100.5 | 105.8  | 102.6     | 98.5    | 105.2    | 103.0    |         |          |
| AEON Hokkaido Corporation | All stores  | 106.0 | 103.3 | 102.6 | 107.2 | 103.1 | 103.9  | 105.0     | 104.5   | 109.2    | 108.1    |         |          |
|                           | Same stores | 104.7 | 102.0 | 101.2 | 105.1 | 101.0 | 101.6  | 102.3     | 101.8   | 105.0    | 100.9    |         |          |
| AEON KYUSHU CO., LTD.     | All stores  | 102.9 | 101.0 | 101.4 | 105.2 | 102.7 | 106.4  | 105.3     | 100.6   | 105.8    | 104.5    |         |          |
|                           | Same stores | 102.8 | 100.7 | 101.1 | 104.8 | 101.3 | 105.4  | 105.6     | 101.4   | 106.2    | 105.2    |         |          |
| CAN DO CO., LTD.          | All stores  | 105.6 | 102.4 | 105.8 | 106.9 | 104.2 | 107.3  | 103.3     | 99.3    | 103.1    | 101.3    |         |          |
|                           | Same stores | 106.5 | 101.5 | 104.4 | 106.7 | 102.4 | 106.8  | 103.9     | 98.4    | 102.9    | 100.9    |         |          |
| Maxvalu Tokai Co., Ltd.   | All stores  | 105.8 | 103.5 | 101.5 | 104.5 | 101.9 | 106.4  | 101.1     | 99.8    | 104.1    | 103.8    |         |          |
|                           | Same stores | 104.1 | 102.3 | 100.4 | 103.4 | 100.8 | 105.3  | 100.1     | 98.9    | 102.8    | 102.8    |         |          |
| FUJI CO.,LTD              | All stores  | 103.4 | 100.4 | 99.1  | 102.6 | 98.5  | 103.6  | 100.9     | 98.6    | 101.7    | 101.8    |         |          |
|                           | Same stores | 103.6 | 100.9 | 99.8  | 103.5 | 99.4  | 104.4  | 102.0     | 99.6    | 102.7    | 102.7    |         |          |
| Inageya Co., Ltd.         | All stores  | 105.5 | 100.3 | 99.8  | 102.5 | 98.4  | 105.6  | 102.5     | 99.4    | 102.6    |          |         |          |
|                           | Same stores | 105.6 | 100.9 | 100.4 | 103.0 | 98.7  | 106.3  | 103.7     | 100.9   | 104.6    |          |         |          |
| MINISTOP CO., LTD.        | All stores  | 97.7  | 98.8  | 101.0 | 101.0 | 102.2 | 100.6  | 99.4      | 101.6   | 101.1    | 101.8    |         |          |
|                           | Same stores | 98.0  | 98.7  | 100.7 | 100.6 | 102.1 | 100.7  | 99.4      | 101.7   | 101.5    | 102.2    |         |          |
| COX CO., LTD.             | All stores  | 98.1  | 106.7 | 91.8  | 108.4 | 97.0  | 112.8  | 107.5     | 89.0    | 112.2    | 107.7    |         |          |
|                           | Same stores | 96.6  | 103.9 | 88.3  | 107.2 | 94.7  | 112.4  | 108.4     | 87.5    | 111.0    | 105.6    |         |          |
| GFOOT CO., LTD.           | All stores  | 98.0  | 90.9  | 90.5  | 111.3 | 87.1  | 97.2   | 94.1      | 85.7    | 100.4    | 89.7     |         |          |
|                           | Same stores | 107.4 | 99.6  | 99.5  | 121.1 | 94.8  | 105.1  | 99.2      | 88.7    | 104.3    | 93.2     |         |          |

\*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. Inageya Co., Ltd. was delisted on November 28, 2024, and became a wholly owned subsidiary of United Super Markets Holdings Inc. on November 30, 2024.

\*4. 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)".

\*5. For CAN DO CO., Ltd. both all-store and same-store sales YoY comparisons are computed after applying the revenue recognition standard mentioned above.

\*6. The results for September of Year-on-year change in all-store sales of United Super Markets Holdings Inc., is revised from 99.9% to 102.9%.

\*7. AEON Hokkaido Corporation has taken over nine GMSs in the Hokkaido region from Seiyu Co., Ltd., and has been gradually opening the company-operated sections since October 26.

\*8. 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. ( <https://www.aeon.info/ir/library/monthly/> )

«Year-over-year weekday rotation»

① Weekends:Sat. -1day, Sun.±0day. National holidays: This year; December N/A, Last year; December N/A.

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

&lt;Reference material: Segment information (preliminary version)&gt;

(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 | 104.5  | 103.0     | 99.3    | 104.8    |          |         |          |
|  | Number of customers           | 100.2 | 99.0  | 99.1  | 102.2 | 98.8  | 101.3  | 101.5     | 99.0    | 102.1    |          |         |          |
| The Supermarket (SM) Business                | Same stores                   | 103.4 | 101.0 | 100.6 | 102.5 | 100.8 | 105.0  | 101.4     | 100.6   | 103.0    |          |         |          |
|  | Number of customers           | 98.8  | 100.0 | 101.0 | 101.1 | 100.9 | 101.8  | 100.7     | 100.6   | 101.4    |          |         |          |
| The Discount Store (DS) Business             | Same stores                   | 105.3 | 99.5  | 101.6 | 106.1 | 99.3  | 106.8  | 101.3     | 100.9   | 106.2    |          |         |          |
|  | Number of customers           | 99.3  | 99.0  | 100.6 | 102.3 | 99.2  | 103.3  | 101.2     | 100.7   | 103.4    |          |         |          |
| The Health and Wellness Business             | Same stores                   | 101.6 | 101.1 | 101.3 | 103.1 | 101.4 | 103.9  | 99.7      | 101.3   | 102.9    |          |         |          |
|  | Number of customers           | 99.0  | 98.4  | 99.3  | 102.0 | 99.2  | 102.2  | 99.7      | 99.8    | 101.1    |          |         |          |
| The Services Business                        | Same stores                   | 119.9 | 97.4  | 76.1  | 97.2  | 95.0  | 115.5  | 108.9     | 97.6    | 102.1    |          |         |          |
|  | Number of customers           | 119.6 | 96.7  | 61.7  | 80.5  | 85.8  | 113.3  | 97.9      | 85.7    | 93.9     |          |         |          |
| The Specialty Store Business                 | Same stores                   | 104.4 | 99.1  | 98.4  | 113.9 | 95.5  | 108.7  | 103.7     | 93.7    | 102.4    |          |         |          |
|  | Number of customers           | 98.9  | 93.6  | 93.4  | 105.5 | 92.4  | 101.5  | 99.8      | 92.5    | 99.5     |          |         |          |

\*9. 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.

\*10. 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.

\*11. 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.

\*12. The figures for the Health and Wellness Business are sourced from the results of three companies, WELCIA YAKKYOKU CO., LTD., and others.

\*13. 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.

\*14. 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.

\*15. The results of December will be announced on the AEON website at a later date. <https://www.aeon.info/ir/library/monthly/>