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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 May 2024

May Sales Trends:

- In May, with high temperatures nationwide and ideal weather for outings, we enhanced our lineup of events for all ages and offered high-end foods for families to cater to the increasing number of trips and outings.
- During Golden Week, AEON Retail Co., Ltd. introduced a diverse menu featuring family-friendly BBQ, yakiniku (Japanese-style grilled meat), and hand-rolled sushi. In the second half of May, it expanded its 'Special Offers to Support Your Frugal Life' and TOPVALU product lines. Sales in the agricultural, marine, and livestock products, as well as the grocery and delicatessen categories, were robust, leading the Food Products Division to surpass the previous year's results for the 21st consecutive month. In particular, the 10 TOPVALU items featured on TV recorded high sales over the week, contributing to an overall increase in sales. Additionally, cosmetics and pharmaceuticals catering to tourists and those going out performed well, with Health & Beauty Care net sales surpassing the previous year's figures for the 27th consecutive month.
- The number of customers at existing stores of the 10 major companies in the Supermarket Business increased for the second consecutive month, with net sales rising for the 15th consecutive month compared to the previous year. During the Golden Week holiday, we enhanced our high-end menu with regional products and expanded our TOPVALU and frozen prepared foods offerings. FUJI CO., LTD. introduced their mobile supermarkets to new areas, while Maxvalu Tokai Co., Ltd. renovated two stores, increasing their range of in-store processed fresh products, retort products, frozen foods, and locally produced items. The "Bigger and Better Fair" by MINISTOP CO., LTD. was well received, resulting in both sales and the number of customers at existing stores surpassing the previous year's figures. Additionally, on May 20th, the flagship store for the second phase of the "New Combo Store," which features a fast food and supermarket-style product lineup, opened.
- On May 1st, WELCIA HOLDINGS CO., LTD. launched a new loyalty point service, adopting WAON POINT as the main loyalty program. They also introduced new offerings, including a limited-time campaign where customers can win 100,000 points and a service providing 10% back in WAON POINT for purchases made with a WELCIA Card on the 10th of each month.

(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 | | | | | | | | | |
| | Same stores | 105.3 | 100.8 | 99.5 | | | | | | | | | |
| AEON Hokkaido Corporation | All stores | 106.0 | 103.3 | 102.6 | | | | | | | | | |
| | Same stores | 104.7 | 102.0 | 101.2 | | | | | | | | | |
| AEON KYUSHU CO., LTD. | All stores | 102.9 | 101.0 | 101.4 | | | | | | | | | |
| | Same stores | 102.8 | 100.7 | 101.1 | | | | | | | | | |
| Maxvalu Tokai Co., Ltd. | All stores | 105.8 | 103.5 | 101.5 | | | | | | | | | |
| | Same stores | 104.1 | 102.3 | 100.4 | | | | | | | | | |
| FUJI CO.,LTD | All stores | 103.4 | 100.4 | 99.1 | | | | | | | | | |
| | Same stores | 103.6 | 100.9 | 99.8 | | | | | | | | | |
| Inageya Co., Ltd. | All stores | 105.5 | 100.3 | 99.8 | | | | | | | | | |
| | Same stores | 105.6 | 100.9 | 100.4 | | | | | | | | | |
| MINISTOP CO., LTD. | All stores | 97.7 | 98.8 | 101.0 | | | | | | | | | |
| | Same stores | 98.0 | 98.7 | 100.7 | | | | | | | | | |
| COX CO., LTD. | All stores | 98.1 | 106.7 | 91.8 | | | | | | | | | |
| | Same stores | 96.6 | 103.9 | 88.3 | | | | | | | | | |
| GFOOT CO., LTD. | All stores | 98.0 | 90.9 | 90.5 | | | | | | | | | |
| | Same stores | 107.4 | 99.6 | 99.5 | | | | | | | | | |
| CAN DO CO., LTD. | All stores | 105.6 | 102.4 | 105.8 | | | | | | | | | |
| | Same stores | 106.5 | 101.5 | 104.4 | | | | | | | | | |

*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 on March 1, 2024.

*2. FUJI CO.,LTD merged with FUJI RETAILING CO.,LTD and Maxvalu Nishinon 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. Regarding CAN DO CO., LTD. all-store and same-store sales YoY are calculated after applying the above mentioned standard.

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

«Year-over-year weekday rotation»

① Weekends: Sat. ±0day, Sun. ±0day, National holidays: This year; May 3rd (Fri.), 6th (Mon.). Last year; May 3rd (Wed.), 4th (Thu.), 5th (Fri.).

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

<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 | | | | | | | | | | |
| | Number of customers | 100.2 | 99.0 | | | | | | | | | | |
| The Supermarket (SM) Business | Same stores | 103.4 | 101.0 | | | | | | | | | | |
| | Number of customers | 98.8 | 100.0 | | | | | | | | | | |
| The Discount Store (DS) Business | Same stores | 105.3 | 99.5 | | | | | | | | | | |
| | Number of customers | 99.3 | 99.0 | | | | | | | | | | |
| The Health and Wellness Business | Same stores | 101.6 | 101.1 | | | | | | | | | | |
| | Number of customers | 99.0 | 98.4 | | | | | | | | | | |
| The Services Business | Same stores | 119.9 | 97.4 | | | | | | | | | | |
| | Number of customers | 119.6 | 96.7 | | | | | | | | | | |
| The Specialty Store Business | Same stores | 104.4 | 99.1 | | | | | | | | | | |
| | Number of customers | 98.9 | 93.6 | | | | | | | | | | |

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