

Company name	AEON CO., LTD.
Listings	The First Section of Tokyo Stock Exchange
Security code	8267
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AEON Monthly Operating Performance of Major Consolidated Companies in August 2021

August Sales Trends:

- August 2021 saw unsettled weather including record-breaking heavy rainfall that caused widespread damage particularly in western Japan, as well as low temperatures in the middle of the month, including over the Bon holiday period. The spread of novel coronavirus variants caused a sharp increase in the daily numbers of new COVID-19 cases, which reached new record highs in August. In response the government extended the state of emergency and also incrementally expanded the number of regions covered by it, and this had an impact on consumption.

- Amid this environment, General Merchandise Store Business company, AEON Retail, moved to meet increased dine-in demand as people refrained from outings. This resulted in double-digit increases in sales in the agricultural and marine produce categories compared with August 2019. Sales in the dairy product and liquor categories were also up compared with August 2019. Online supermarket sales were also up nearly 30% compared with August 2020 and up roughly 60% compared with August 2019. This was largely due to efforts to capture demand for at-home meals, which increased as people watched sport at home and refrained from travelling to their home towns during the holiday period, resulting in strong sales of fresh foods such as sashimi, as well as growth in sales of products such as cup noodles and frozen foods.

- The Supermarket Business achieved same-store sales that exceeded those for August 2019. This was the result of efforts to enhance product appeal, including development of food products made from locally-sourced ingredients, as well as efforts to respond to changes in demand as people refrained from outings.

- Health & Wellness Business company Welcia Holdings' prescription drugs section sales saw a double-digit increase for the fourth consecutive month as the number of its drugstores able to process prescriptions increases. This helped Welcia Holdings achieve a year-on-year increase in overall same-store sales for the fourth consecutive month.

- On September 1, Aeon launched a new comprehensive Aeon Group app called "iAEON". The app functions as a common platform for the entire Group and is designed to provide customers with a seamless experience based on integration of offline and online touchpoints and provide highly convenient and satisfying services that are responsive to customers' lifestyles.

(Unit : %)

FY2021	YoY sales	March	April	May	June	July	August	September	October	November	December	January	February
AEON Retail Co., Ltd.	All stores	102.5	114.5	101.8	93.9	101.0	95.0						
	Same stores	101.9	114.6	101.8	94.2	101.2	94.8						
AEON Hokkaido Corporation	All stores	104.2	104.7	99.6	98.8	102.6	100.0						
	Same stores	103.0	104.1	98.9	98.0	102.2	99.8						
AEON KYUSHU CO., LTD.	All stores	238.5	272.0	234.3	217.0	226.1	227.4						
	Same stores	102.6	105.0	99.6	98.0	100.4	96.7						
Maxvalu Tokai Co., Ltd.	All stores	98.7	94.4	99.1	102.8	102.8	100.9						
	Same stores	96.0	92.4	97.1	100.7	100.8	99.0						
Maxvalu Nishinohon Co., Ltd.	All stores	195.7	190.9	196.8	201.9	205.2	202.3						
	Same stores	97.2	95.5	96.7	98.5	99.1	96.8						
MINISTOP CO., LTD.	All stores	98.8	106.5	104.1	101.4	107.7	95.6						
	Same stores	99.1	105.6	103.2	101.9	108.4	96.5						
WELCIA HOLDINGS CO., LTD.	All stores	106.7	104.2	110.0	106.2	108.0	104.4						
	Same stores	101.8	98.7	104.3	102.3	104.1	100.7						
COX CO., LTD.	All stores	115.0	174.1	114.3	55.1	54.1	54.3						
	Same stores	116.3	346.6	154.4	76.7	93.8	67.6						
GFOOT CO., LTD.	All stores	115.2	203.9	99.1	71.2	99.9	88.2						
	Same stores	117.6	213.6	104.9	74.1	103.8	91.0						

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

※1. Maxvalu Nishinohon Co., Ltd. was merged with marunaka CO., LTD. and SANYO MARUNAKA CO., Ltd. on 1st March 2021.

※2. AEON Kyushu Co., Ltd. was merged with Maxvalu Kyushu Co., Ltd. and AEON Store Kyushu Co., Ltd. on 1st September 2020.

※3. 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»

①Weekends: Sat; -1day, Sun;±0day, National holidays This year: August 9th (Mon.). Last year: August 10th (Mon.).

②Customer gratitude day: This year: August 20th (Fri.), 30th (Mon.). Last year: August 20th (Thu.), 30th (Sun.).