

<b>Company name</b>	AEON CO., LTD.
<b>Listings</b>	The First Section of Tokyo Stock Exchange
<b>Security code</b>	8267
<b>URL</b>	<a href="https://www.aeon.info/en/">https://www.aeon.info/en/</a>
<b>Representative</b>	Akio Yoshida, President
<b>Contact</b>	Takeshi Miyazaki, Chief Officer, Finance and Accounting
<b>Telephone</b>	+81 43-212-6042

## AEON Monthly Operating Performance of Major Consolidated Companies in September 2021

### September Sales Trends:

- In September 2021, the government extended the state of emergency and implementation of other priority COVID-19 countermeasures until the end of the month, and these continued to have an impact on consumption. Meanwhile, Aeon worked proactively to provide products and services that are responsive to the changing needs of customers.
- General Merchandise Store Business company, AEON Retail, moved to capture ongoing dine-in demand resulting from the pandemic. This resulted in strong sales in categories such as agricultural and marine produce, delicatessen food, and perishable processed food. Same-store food product sales were up year-on-year for the 12th consecutive month. Online supermarket sales were also up more than 20% compared with September 2020 and up more than 40% compared with September 2019. This was partly due to efforts to increase the number of online orders that can be accepted, to enhance the convenience of online supermarket services, and to increase advance reservations for deliveries coinciding with special events.
- The Supermarket Business achieved same-store sales that exceeded those for both September 2020 and September 2019. This was partly the result of pursuing increased management integration (including the opening of the first Fuji supermarket to be sited within an Aeon shopping center) with the aim of promoting community-rooted operations, and also efforts made primarily by supermarket companies in the greater Tokyo area to capture dine-in demand.
- Health & Wellness Business company Welcia Holdings' prescription drugs section continued to enjoy double-digit year-on-year sales growth due to growth in the number of prescriptions filled as the number of people undergoing medical examinations returns to normal levels and the number of the Welcia Holdings' drugstores able to process prescriptions increases.
- In line with the five growth strategies in Aeon's Medium-term Management Plan, Aeon Tohoku and AEON Retail's Tohoku Business Division (non-food categories) were integrated and relaunched as the new AEON Tohoku on September 1, 2021. On the same day, Aeon also announced the signing of a basic agreement on the management integration of Fuji and Maxvalu Nishinohon. Management integration will be implemented following the establishment of a joint stockholding company in March 2022 and the two companies are scheduled to be merged in March 2024.
- On September 13 2021, in response to increasingly cautious customer spending, Aeon declared that it would not raise the prices of Topvalu food products, and would be leaving them at the current levels for the rest of the year. Despite the recent spate of food price hikes due to skyrocketing ingredient prices and other factors, Aeon is committed to supporting customers through maintaining low prices by making cost reductions employing a variety of rational means including further streamlining of distribution, procurement of ingredients from optimal sources in Japan and overseas, and bulk purchasing.

(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	93.4					
	Same stores	101.9	114.6	101.8	94.2	101.2	95.5	96.6					
AEON Hokkaido Corporation	All stores	104.2	104.7	99.6	98.8	102.6	100.0	98.3					
	Same stores	103.0	104.1	98.9	98.0	102.2	99.8	98.3					
AEON KYUSHU CO., LTD.	All stores	238.5	272.0	234.3	217.0	226.1	227.4	98.7					
	Same stores	102.6	105.0	99.6	98.0	100.4	96.7	97.0					
Maxvalu Tokai Co., Ltd.	All stores	98.7	94.4	99.1	102.8	102.8	100.9	101.3					
	Same stores	96.0	92.4	97.1	100.7	100.8	99.0	99.9					
Maxvalu Nishinohon Co., Ltd.	All stores	195.7	190.9	196.8	201.9	205.2	202.3	201.1					
	Same stores	97.2	95.5	96.7	98.5	99.1	96.8	97.2					
MINISTOP CO., LTD.	All stores	98.8	106.5	104.1	101.4	107.7	95.6	97.9					
	Same stores	99.1	105.6	103.2	101.9	108.4	96.5	98.9					
WELCIA HOLDINGS CO., LTD.	All stores	106.7	104.2	110.0	106.2	108.0	104.4	106.1					
	Same stores	101.8	98.7	104.3	102.3	104.1	100.7	102.3					
COX CO., LTD.	All stores	115.0	174.1	114.3	55.1	54.1	54.3	55.9					
	Same stores	116.3	346.6	154.4	76.7	93.8	67.6	77.0					
GFOOT CO., LTD.	All stores	115.2	203.9	99.1	71.2	99.9	88.2	96.7					
	Same stores	117.6	213.6	104.9	74.1	103.8	91.0	96.7					

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

※1. On September 1, 2021, AEON Retail's Tohoku Business Division was transferred to AEON Tohoku. Effective from September, all-store year-on-year comparisons are based on the previous year's store results prior to the transfer and the results of the remaining stores after the transfer, while same-store year-on-year comparisons are based on the results of the remaining stores after the transfer. Note that, for same-store year-on-year comparisons, retroactive changes have also been made for the period from March through August.

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

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

※4. 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;±0day, Sun;±0day, National holidays This year: September 20th (Mon.), 23rd (Thu.). Last year: September 21st (Mon.), 22nd (Tue.).

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