

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 October 2021

October Sales Trends:

- In October, AEON responded to the onset of cooler weather and the complete lifting of the state of emergency and other COVID-19 restrictions at the end of September by ramping up sales of seasonal merchandise and products related to travel and outings for which demand is expected to recover up ahead. In addition, we worked on capturing dine-in demand by rolling out to approximately 3,000 stores a series of Topvalu-brand ready-made dishes supervised by first-class chefs. Furthermore, we expanded sales of Topvalu food products for which we announced a price freeze until the end of the year as a way of supporting our customers at a time when prices for daily necessities are rising. As a result of these initiatives, sales grew month on month.

- General Merchandise Store Business company AEON Retail worked to expand Topvalu brand sales. As a result, sales of mainstay products subject to the abovementioned price freeze increased roughly 30% year on year, while same-store food product sales exceeded those for both October 2020 and October 2019. Same-store sales of cycling and beauty products, which had been heavily impacted by the pandemic, were also up year on year and this, combined with a roughly 15 percentage point improvement from September in the travel category, demonstrated that sales of products related to outings are improving. Online supermarket sales were also up approximately 20% compared with October 2020 and up approximately 60% compared with October 2019. This owed mainly to efforts aimed at expanding morning deliveries and increasing the number of delivery timeslots, as well as ongoing measures aimed at boosting advance orders for unique products.

- The Supermarket Business continued to achieve same-store sales that exceeded those for the same period in 2019. This was due not only to efforts to increase Topvalu brand sales, but also sales promotions using in-app coupons and initiatives aimed at expanding the availability of locally procured products.

- On October 21, Health & Wellness Business company Welcia Holdings opened a Welcia drugstore in AEON Town Makuharinishi, a shopping mall attached to a hospital, as part of measures focused on healthcare, disease prevention/preventive care, community-rooted operations, and specialization, and expansion and enhancement of related services. Prescription drug sales rose 6.3% year on year 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 drugstores capable of processing prescriptions increases.

- On October 14, AEON announced its decision to acquire the common shares of Can Do Co., Ltd. in a tender offer bid. As an essential retail format, Can Do's stores have a strong customer base and are highly compatible with the AEON Group—factors that should help further broaden AEON's appeal. Furthermore, Can Do possesses product development capabilities, as well as marketing and communication prowess, while AEON's boasts diverse payment functions, expertise in developing stores that leverage digital technologies, and logistics systems. We believe the sharing of the business and management know-how of both companies will generate group-wide synergies. Please refer to the news release for more details.

(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	96.3				
	Same stores	101.9	114.6	101.8	94.2	101.2	95.5	96.6	100.3				
AEON Hokkaido Corporation	All stores	104.2	104.7	99.6	98.8	102.6	100.0	98.3	102.4				
	Same stores	103.0	104.1	98.9	98.0	102.2	99.8	98.3	102.5				
AEON KYUSHU CO., LTD.	All stores	238.5	272.0	234.3	217.0	226.1	227.4	98.7	99.5				
	Same stores	102.6	105.0	99.6	98.0	100.4	96.7	97.0	99.1				
Maxvalu Tokai Co., Ltd.	All stores	98.7	94.4	99.1	102.8	102.8	100.9	101.3	101.5				
	Same stores	96.0	92.4	97.1	100.7	100.8	99.0	99.9	100.5				
Maxvalu Nishinohon Co., Ltd.	All stores	195.7	190.9	196.8	201.9	205.2	202.3	201.1	204.2				
	Same stores	97.2	95.5	96.7	98.5	99.1	96.8	97.2	98.3				
MINISTOP CO., LTD.	All stores	98.8	106.5	104.1	101.4	107.7	95.6	97.9	99.8				
	Same stores	99.1	105.6	103.2	101.9	108.4	96.5	98.9	100.7				
WELCIA HOLDINGS CO., LTD.	All stores	106.7	104.2	110.0	106.2	108.0	104.4	106.1	106.2				
	Same stores	101.8	98.7	104.3	102.3	104.1	100.7	102.3	102.7				
COX CO., LTD.	All stores	115.0	174.1	114.3	55.1	54.1	54.3	55.9	79.8				
	Same stores	116.3	346.6	154.4	76.7	93.8	67.6	77.0	97.8				
GFOOT CO., LTD.	All stores	115.2	203.9	99.1	71.2	99.9	88.2	96.7	96.6				
	Same stores	117.6	213.6	104.9	74.1	103.8	91.0	96.7	97.7				

※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. +1day, National holidays: This year; N/A, Last year; N/A.

②Customer gratitude day: This year; October 20th (Wed.), 30th (Sat.). Last year; October 20th (Tue.), 30th (Fri.).