

Company name	AEON CO., LTD.
Listings	The First Section 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 2021

#### December Sales Trends:

- Japan saw record snowfall in many regions between December 25 and 28. Despite this, however, the recovery in the movement of people within Japan continued as the daily number of new COVID-19 cases remained low in December. Aeon worked to build up demand by promoting WAON points, which can now be earned by making payments using either the WAON e-money service or Aeon Cards. The price freeze on Topvalu brand products until the end of 2021 was extended until the end of March 2022. The number of Topvalu products covered by the price freeze was also expanded to 5,000 food and daily necessity/household consumable items. Measures were also implemented to bolster online shopping including measures to further boost online pre-order sales, which are continuing to expand. As a result, Christmas sales (sales on December 23, 24, and 25) and year-end sales (sales on December 29, 30, and 31) exceeded internal targets, and also exceeded the results for 2020 and 2019.

- General Merchandise Store Business company AEON Retail achieved same-store food category sales exceeding those for December 2020 and December 2019. This was the 15th consecutive month in which same store food category sales exceeded those for the corresponding month in the two preceding years. This was partly due to strong same-store sales in the delicatessen category, which were up 3.6% from December 2020. The strong delicatessen category performance was the result of efforts to meet demand for quick, easy, and delicious home meals and special meals to enjoy with family members returning home for the holidays. The Christmas/year-end period is the main shopping season of the year. Strict COVID-19 countermeasures were implemented over the Christmas sales period (December 23, 24, and 25) and year-end sales period (December 29, 30, and 31), and sales for these periods exceeded internal targets, and also exceeded the results for 2020 and 2019. Pre-order online supermarket sales of Christmas cakes and traditional New Year's osechi food products saw significant growth, with sales up approximately 50% from 2020. Year-end sales in the Confectionery Signature Brands category were up approximately 40% from 2020 thanks to proactive promotion of products for people to take as gifts when visiting their hometowns over the holidays, and famous regional food products from around Japan that help people to feel like they're traveling, while staying at home.

- The Supermarket Business achieved same-store Christmas and New Year sales that exceeded those for 2019. Efforts were made to boost Christmas and New Year sales together with sales promotions using app-based coupons for osechi and gourmet food items for meals with family members returning home for the holidays. Each group company pursued the growth strategies set forth in the Aeon Group Medium-term Management Plan, including the Digital Shift strategy, which is aimed at meeting the needs of consumers in the emerging new normal. Examples of this include moves by Maxvalu Tokai, Aeon Market, and other companies, to launch and expand food delivery services.

- Health & Wellness Business company Welcia Holdings' same-store prescription drugs section sales remained strong and were up 11.8% from December 2020. On December 15 Welcia Holdings announced that, as part of efforts to further bolster its prescription drugs business and enhance its response to diversifying consumer needs in the field, it would be introducing an online service providing medication guidance to customers of all its drugstores that dispense prescription drugs. In light of its position as a company providing infrastructure designed to help protect local communities, at the end of the year Welcia Holdings began rolling out a project in which it provides free COVID-19 testing in connection with a government vaccination and testing scheme. As of January 2, a total of more than 30,000 PCR and qualitative antigen tests had been carried out at approximately 1,300 drugstores. In this way, the Health & Wellness Business is working to provide an expanded and enhanced range of services as part of efforts to move beyond retailing.

- The Services and Specialty Store Business "Cox" achieved same-store sales that were up 15.7% from December 2020, thanks partly to strong sales of winter outerwear garments and other winter apparel. Spending per customer on a same-store basis also grew significantly and was up 26.1% from December 2020.

- Procedures to acquire the shares of Can Do Co., Ltd. following a tender offer bid were completed, and Can Do Co., Ltd. is now a consolidated subsidiary of Aeon.

(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	96.8	95.3		
	Same stores	101.9	114.6	101.8	94.2	101.2	95.5	96.6	100.3	100.8	99.2		
AEON Hokkaido Corporation	All stores	104.2	104.7	99.6	98.8	102.6	100.0	98.3	102.4	98.7	98.7		
	Same stores	103.0	104.1	98.9	98.0	102.2	99.8	98.3	102.5	98.8	98.9		
AEON KYUSHU CO., LTD.	All stores	238.5	272.0	234.3	217.0	226.1	227.4	98.7	99.5	99.3	98.8		
	Same stores	102.6	105.0	99.6	98.0	100.4	96.7	97.0	99.1	99.6	99.3		
Maxvalu Tokai Co., Ltd.	All stores	98.7	94.4	99.1	102.8	102.8	100.9	101.3	101.5	99.0	97.9		
	Same stores	96.0	92.4	97.1	100.7	100.8	99.0	99.9	100.5	98.2	96.9		
Maxvalu Nishinohon Co., Ltd.	All stores	195.7	190.9	196.8	201.9	205.2	202.3	201.1	204.2	202.8	207.5		
	Same stores	97.2	95.5	96.7	98.5	99.1	96.8	97.2	98.3	97.0	96.6		
MINISTOP CO., LTD.	All stores	98.8	106.5	104.1	101.4	107.7	95.6	97.9	99.8	97.7	98.8		
	Same stores	99.1	105.6	103.2	101.9	108.4	96.5	98.9	100.7	98.7	99.8		
WELCIA HOLDINGS CO., LTD.	All stores	106.7	104.2	110.0	106.2	108.0	104.4	106.1	106.2	106.2	110.0		
	Same stores	101.8	98.7	104.3	102.3	104.1	100.7	102.3	102.7	102.8	101.3		
COX CO., LTD.	All stores	115.0	174.1	114.3	55.1	54.1	54.3	55.9	79.8	83.1	101.6		
	Same stores	116.3	346.6	154.4	76.7	93.8	67.6	77.0	97.8	109.4	115.7		
GFOOT CO., LTD.	All stores	115.2	203.9	99.1	71.2	99.9	88.2	96.7	96.6	96.8	105.5		
	Same stores	117.6	213.6	104.9	74.1	103.8	91.0	96.7	97.7	98.5	108.8		

※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 March 1, 2021.

※3. AEON Kyushu Co., Ltd. was merged with Maxvalu Kyushu Co., Ltd. and AEON Store Kyushu Co., Ltd. on September 1, 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; N/A, Last year; N/A.

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