

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 January 2022

- From the end of December into January, Aeon continued to capture stay-at-home demand and dine-in demand for products relating to celebrations and festivals. Efforts to enhance offerings of gourmet food for celebrations and festivals proved successful, as did promotions aimed at capturing demand for products for people to take as gifts when visiting their hometowns during the holidays. Aeon placed particular focus on such promotions in regions such as Chugoku, Shikoku, Tohoku, and Hokuriku, which see large year-end inflows of people visiting their hometowns. As a result, sales for January 1 and 2 exceeded the company's internal targets, and same-store sales for those two days were also up year on year. The Omicron variant began to spread rapidly from mid-January, and measures to prevent the spread of infection began to be implemented from January 9, starting with Okinawa, Hiroshima and Yamaguchi prefectures. In response Aeon worked to capture demand generated by the special government cash payments made to all residents, by enhancing offerings of baby and children's products and products for children preparing for the new school year. Retail prices of a wide range of commodities including electricity, gasoline, and food are rising, putting pressure on household budgets. To provide support to customers in response to this, the price freeze on Topvalu brand products was extended until the end of March 2022, and the range of products covered by the price freeze was also expanded. As a result of the price freeze, Topvalu products have found strong favor with customers and the sales weighting of Topvalu products increased 2.6% year on year.

- General Merchandise Store Business company AEON Retail's same-store sales for January 1 and 2 were up 9% year on year. This was partly due to sales promotions utilizing the newly integrated WAON points system and special New Year's sales campaigns. Efforts to capture increased dine-in demand resulting from the rapid spread of Omicron infections led to same-store food category sales exceeding those for January 2021 and January 2020. This was the 16th consecutive month in which same-store food category sales exceeded those for the corresponding month in the two preceding years. The range of products sold by online supermarkets during the New Year sale period was doubled from the previous year. As a result online supermarket sales continued to achieve significant growth, with sales for January up by roughly 20% from January 2021, and up by more than 60% from January 2020.

- The Supermarket Business achieved same-store sales that exceeded those for January 2020. While an increasing number of other companies have begun to close their supermarkets over the New Year period, Aeon's supermarkets remained open, and achieved favorable results despite the absence of the year-earlier increase in demand for food accompanying the declaration of a state of emergency in January 2021. Maxvalu Tokai sales were in line with targets as the company pushed ahead with initiatives to capture demand connected with people visiting their hometowns during the holidays, and also worked to enhance its offerings of gourmet food and locally sourced products. On January 28, Kasumi, a subsidiary of U.M.S. Holdings, opened the Blande Tsukuba Namiki store, a new type of supermarket that acts as a focal point for local residents and works to meet their food, lifestyle, and cultural needs through the provision of a diverse range of products and services. The new store offers local residents new kinds of shopping experiences through the "Miil KASUMI" series of original products that help bring greater variety to people's daily meals, the use of digital shopping tools and methods such as smart checkout services and membership programs provided through the "Scan&Go Ignica" app, and a diverse range of health-related products offered in collaboration with the Aeon Group's Welcia Yakkyoku. My Basket, a chain of small urban grocery stores that is pursuing a market domination strategy in Tokyo and Kanagawa prefectures, celebrated its 10th anniversary in January and has now established a network of more than 1,000 stores.

- Health & Wellness Business company Welcia Holdings' same-store prescription drugs section sales were up by double digits year on year. Sales of other goods were also up year on year (for the 9th consecutive month) due to strong sales of cold remedies, antipyretic analgesics, and other medicines, with same-store sales up 7.5% from January 2021. In light of its position as a company providing infrastructure designed to help protect local communities, Welcia Holdings continued to proactively implement a project in which it provides free COVID-19 testing in connection with a government vaccination and testing scheme. A total of more than 300,000 PCR and qualitative antigen tests have so far been carried out at more than 1,800 drugstores.

- Can Do Co., Ltd., which became a consolidated subsidiary of Aeon in January, released a five-year business plan on January 14. In the plan, Can Do has set a policy of aiming to maximize customer satisfaction through coordination with Aeon Group and working to increase its corporate value. Please click on the link below for further 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	96.8	95.3	96.7	
	Same stores	101.9	114.6	101.8	94.2	101.2	95.5	96.6	100.3	100.8	99.2	101.0	
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	99.3	
	Same stores	103.0	104.1	98.9	98.0	102.2	99.8	98.3	102.5	98.8	98.9	99.4	
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	100.5	
	Same stores	102.6	105.0	99.6	98.0	100.4	96.7	97.0	99.1	99.6	99.3	100.8	
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	99.1	
	Same stores	96.0	92.4	97.1	100.7	100.8	99.0	99.9	100.5	98.2	96.9	98.0	
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	204.4	
	Same stores	97.2	95.5	96.7	98.5	99.1	96.8	97.2	98.3	97.0	96.6	98.2	
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	100.2	
	Same stores	99.1	105.6	103.2	101.9	108.4	96.5	98.9	100.7	98.7	99.8	101.1	
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	116.6	
	Same stores	101.8	98.7	104.3	102.3	104.1	100.7	102.3	102.7	102.8	101.3	107.5	
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	99.7	
	Same stores	116.3	346.6	154.4	76.7	93.8	67.6	77.0	97.8	109.4	115.7	115.5	
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	104.0	
	Same stores	117.6	213.6	104.9	74.1	103.8	91.0	96.7	97.7	98.5	108.8	107.5	
CAN DO CO., LTD.	All stores											96.6	
	Same stores											96.0	

※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. CAN DO CO., LTD. became a consolidated subsidiary on January 5, 2022.

※5. 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; 10th (Mon.), Last year; 11th (Mon.).

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