

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 February 2022

February Sales Trends:

- In February, intensive measures implemented by the government to prevent further spread of the Omicron variant remained in place. Amid this environment, Aeon stimulated demand through sales promotions and the rollout of special products for students preparing for the start of the school year, as well as for special events such as Setsubun and Valentine's Day. Aeon also worked to capture increased dine-in demand as people tended to refrain from outings as a result of the spread of COVID-19, and many stayed home to watch the Winter Olympics. Household budgets have been under pressure from rising prices for a wide variety of goods and services including gasoline and food. In response to this Aeon has declared a price freeze on Topvalu-brand products, and sales in February of the major Topvalu-brand products such as canola oil, mayonnaise, and spaghetti increased by approximately 60% year on year.

- General Merchandise Store Business company AEON Retail's same-store food category sales for February were up year on year due to efforts to meet increased dine-in demand. This was the 17th consecutive month in which same-store food category sales were up year on year. The range of Valentine's Day sweets exclusive to Aeon stores was expanded, leading to strong sales (up 8.1% year on year). AEON Retail stepped up efforts to increase online supermarket orders for ehomaki sushi rolls, and pre-order ehomaki sales were up approximately 10% from February 2021, and up approximately 30% from February 2020. AEON Retail also held a four-day sale on its Aeon Style Online e-commerce site, which offers a wide range of products from cosmetics to household items, apparel, and baby and children's products. Sales during the four-day period increased significantly, up approximately 70% from the previous year's sale. Aeon Kyushu bolstered its rollout of locally sourced products, including the launch of "tuna katsu" (breaded deep-fried fillets of tuna produced in Kyushu), a new product exclusive to Aeon Kyushu stores. Same-store sales exceeded those for the corresponding months in the two preceding years for the second consecutive month, partly due to strong sales in the delicatessen category.

- The Supermarket Business also achieved year-on-year same-store sales growth for the second consecutive month by capturing increased dine-in demand through bolstering delicatessen category sales and other measures. In line with Aeon's "Digital Shift" reforms, on February 1 Maxvalu Tokai began accepting payments made using Aeon Group's smartphone payment service AEON Pay. U.M.S. Holdings announced that subsidiaries Maruetsu and Kasumi will be opening a new joint distribution center in autumn 2023. To curb costs and respond to distribution labor shortages, the Supermarket Business will be working to increase operational efficiency through the introduction of automation/labor-saving tools and increased joint deliveries of goods.

- Health & Wellness Business company Welcia Holdings' same-store sales saw continued growth. Same-store prescription drugs section sales were up by 6.4% year on year, and sales of other goods were also up by 2.3%. In light of its position as a company providing infrastructure designed to help protect local communities, Welcia Holdings continued to proactively implement a project it launched in December to provide free COVID-19 testing in connection with a government vaccination and testing scheme. Welcia Holdings has now expanded the number of drugstores involved in the project to more than 2,400.

(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	95.5
	Same stores	101.9	114.6	101.8	94.2	101.2	95.5	96.6	100.3	100.8	99.2	101.0	98.9
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	99.8
	Same stores	103.0	104.1	98.9	98.0	102.2	99.8	98.3	102.5	98.8	98.9	99.4	100.0
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	100.7
	Same stores	102.6	105.0	99.6	98.0	100.4	96.7	97.0	99.1	99.6	99.3	100.8	100.9
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	102.7
	Same stores	96.0	92.4	97.1	100.7	100.8	99.0	99.9	100.5	98.2	96.9	98.0	101.7
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	206.7
	Same stores	97.2	95.5	96.7	98.5	99.1	96.8	97.2	98.3	97.0	96.6	98.2	99.9
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	99.0
	Same stores	99.1	105.6	103.2	101.9	108.4	96.5	98.9	100.7	98.7	99.8	101.1	100.1
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	111.5
	Same stores	101.8	98.7	104.3	102.3	104.1	100.7	102.3	102.7	102.8	101.3	107.5	103.4
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	86.4
	Same stores	116.3	346.6	154.4	76.7	93.8	67.6	77.0	97.8	109.4	115.7	115.5	95.7
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	104.0	82.3
	Same stores	117.6	213.6	104.9	74.1	103.8	91.0	96.7	97.7	98.5	108.8	107.5	84.7
CAN DO CO., LTD.	All stores											96.6	94.0
	Same stores											96.0	93.9

※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; February 11th (Fri.), 23rd (Wed.) , Last year; February 11th (Thu), 23rd (Tue).

②Customer gratitude day: This year: February 20th (Sun.), 26th (Sat.), 27th (Sun.). Last year: February 20th (Sat.), 27th (Sat.), 28th (Sun.).