

Company name	AEON CO., LTD.
Listings	TSE PRIME of Tokyo Stock Exchange
Security code	8267
URL	https://www.aeon.info/en/
Representative	Akio Yoshida, President and Representative Executive Officer
Contact	Hiroaki Egawa, Executive Officer, Finance and Business Management
Telephone	+81 43-212-6042

AEON Monthly Operating Performance of Major Consolidated Companies in April 2022

April Sales Trends:

- In April, Aeon strengthened sales promotions and offerings of products for new and graduating students preparing to live away from home, as well as products related to spring vacation outings, the Golden Week holiday period, and so on. Focus was also placed on events for which sales were expected to recover due to the lifting in March of priority measures to prevent the spread of COVID-19.
- General Merchandise Store Business company AEON Retail's same-store food category sales were up from April 2021, driven by sales in the delicatessen category. This was the 19th consecutive month in which same-store food category sales were up year on year. Same-store apparel category sales were up roughly 8% from April 2021. This was largely due to strong sales of Esseme-brand apparel. Particular emphasis is being placed on the strengthening of Esseme, a trend-oriented casualwear brand. Sales of travel-related products were also strong due to efforts to enhance offerings of travel bags, etc. in response to increased opportunities for consumers to go on outings. AEON Retail also opened Aeon Style Asahi Chuo, a store with special focus on health and wellness. The new store is located near a hospital that plays a central role in the provision of healthcare for the local community. The store features a prescription medicine-dispensing pharmacy that is one of AEON Retail's largest. The pharmacy is aiming to become the go-to regular pharmacy for local community members through efforts such as the holding of health-related events including events where people can get advice about providing nursing care, as well as the use of prescription dispensing robots. The store also offers a range of food products with special emphasis on health foods including products with low salt and carbohydrate content and high levels of dietary fiber.
- Supermarket Business company Maxvalu Tokai worked to expand sales of Topvalu-brand products and enhance its offerings of local products. Maxvalu Tokai's same-store delicatessen category sales were strong; up 5% year on year. This was achieved by enhancing offerings of food for outings and premium food items as well as offerings of food targeted at capturing heightened dine-in demand. Five Maxvalu Tokai stores in Nagoya City provided food delivery services via Uber Eats as of March, and the company plans to increase the number of stores in Nagoya City providing such services to 13 by the end of July. Maxvalu Tokai is using the delivery service to respond to the "new normal", enabling customers to select from a range of approximately 2,000 products for delivery within roughly 30 minutes after placing an order on average.
- Health & Wellness Business company Welcia Holdings' same-store prescription drugs section sales continued to trend strongly. Subsidiary Welcia Yakkyoku has been collaborating with Aeon Group's Maxvalu Hokuriku and Kasumi stores. Now Welcia Yakkyoku has opened a drugstore in collaboration with Aeon Kyushu in Kumamoto. The new collaborative drugstore offers Aeon Kyushu food products including fresh produce, ready-to-eat food items, bento (packaged meals), baked goods, and frozen foods. The aim of the drugstore is to contribute to the realization of Welcia Holdings' vision of "Providing key support for people's lives" through integrating Aeon Group's resources with Welcia's business model centered on drugstores able to process prescriptions, counseling services, late-night operations, and nursing care services.
- Services and Specialty Store Business company Cox was successful in capturing demand for apparel for outings during the Golden Week holiday period. Early summer and summer apparel sales were also strong. As a result, Cox's same-store sales saw significant growth, achieving a 38.6% year-on-year increase.
- Aeon's WAON e-money service marked its 15th anniversary. The cumulative total number of WAON cards issued has now exceeded 90 million and annual spending via the service now exceeds 2 trillion yen. To commemorate the 15th anniversary Aeon will further expand and enhance WAON-related services. Aeon will also be celebrating with a wide range of special campaigns over the next 12 months including a campaign coordinated with the comprehensive Aeon app "iAEON" with the theme of "connecting with WAON". For further details please refer to the news release below.

https://www.aeon.info/wp-content/uploads/news/pdf/2022/04/220425R_1_2.pdf

(Unit : %)

FY2022	YoY sales	March	April	May	June	July	August	September	October	November	December	January	February
AEON Retail Co., Ltd.	All stores	96.3	98.6										
	Same stores	100.1	101.8										
AEON Hokkaido Corporation	All stores	102.2	101.2										
	Same stores	103.4	102.4										
AEON KYUSHU CO., LTD.	All stores	97.7	101.0										
	Same stores	101.7	101.1										
Maxvalu Tokai Co., Ltd.	All stores	101.8	100.0										
	Same stores	101.1	99.0										
FUJI RETAILING CO.,LTD.	All stores	102.9	105.0										
	Same stores	102.1	104.1										
Maxvalu Nishinohon Co., Ltd.	All stores	99.7	98.4										
	Same stores	99.1	97.3										
MINISTOP CO., LTD.	All stores	99.4	97.4										
	Same stores	100.4	98.6										
WELCIA HOLDINGS CO., LTD.	All stores	110.4	110.3										
	Same stores	102.9	101.8										
COX CO., LTD.	All stores	105.5	120.8										
	Same stores	119.9	138.6										
GFOOT CO., LTD.	All stores	91.0	102.7										
	Same stores	95.2	106.9										
CAN DO CO., LTD.	All stores	98.4	101.7										
	Same stores	97.5	98.8										

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

※1. AEON Retail transferred its Tohoku Business Division to AEON Tohoku on September 1, 2021.

※2. All-store and same-store year-on-year sales of the above companies were calculated excluding the impact of the application of "Accounting Standard for Revenue Recognition (ASBJ Statement No. 29)" (hereinafter "the Accounting Standard").

※3. The results for March of year-on-year change in all-store sales of Maxvalu Nishinohon Co., Ltd. have been revised from 99.7% to 100.8%.

※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. +1day, Sun. ±0day, National holidays: This year; April 29th (Fri.), Last year; 29th (Thu.).

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