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 August 2022

August Sales Trends:

- In August, the first Bon holiday period in three years with no restrictions on activities, we strengthened our sales by offering premium food items for families to enjoy together, and by expanding our lineup of souvenirs, travel goods, and summer vacation-related leisure products in order to meet the demand of customers spending their summer vacation by returning to their hometowns or traveling to holiday destinations. However, with customers seeking to economize due to price hikes of daily necessities, Topvalu, which places top priority on protecting customers' lifestyles and strives to maintain prices of most of its products through corporate efforts, has gained strong support from customers, achieving double-digit sales growth from the previous year in major food categories.
- At General Merchandise Store Business company AEON Retail, same-store sales of apparel grew by double digits from the previous year, driven by strong sales of ladies' wear, which benefited from strong sales of fall items, and travel goods, which took advantage of the demand for products as people visited their hometowns during the holidays. In addition, the health & beauty care category posted year-on-year same-store sales growth for the sixth consecutive month, driven by pharmaceutical dispensing, which is working to sell COVID-19 antigen test kits; pet care products, for which the lineup of high-value-added products was strengthened; and beauty care products, which performed well due to increased opportunities to go out. In food products, sales were also strong in the gardening and greenery product category, which offered flowers for grave-side offerings; the grocery category, which expanded beverage and souvenir products; and the delicatessen category, which strengthened its hors d'oeuvres and other premium food items. In addition, the Aeon Style Online e-commerce site, which allows customers to order clothing and daily necessities online and pick them up at stores, held its second online-only major sale this year, the "Aeon Style Online BUZZTTO SALE" from August 1 to 11. The sale featured a variety of products such as game consoles, tuner-less televisions, cosmetics, and other products for families enjoy during the Bon holiday period, and orders received during the period exceeded 400% of the same period last year, resulting in strong sales.
- At Supermarket Business company Maxvalu Tokai, sales of processed foods and dairy products, in response to the extremely hot summer, and delicatessen products, which were enhanced with premium food items for the Bon Festival, were strong. In Topvalu's regionally developed products, we also worked to develop and strengthen sales of local products such as "Topvalu JA Aichi Toyota Peaches" and "Topvalu JA Aichi Toyota Pears". Fuji Retailing, which became a consolidated subsidiary in March, enjoyed strong sales of souvenirs, groceries, clothing, and housing-related products due to an increase in demand for going out and demand related to people visiting their hometowns during the holidays, resulting in a sixth consecutive month of year-on-year growth in same-store sales.
- Health & Wellness Business company Welcia Holdings continued to record solid same-store prescription sales of 108.5%, and on August 15, its subsidiary Welcia Yakkyoku opened the industry's first large-scale inventory-based distribution center, the "Welcia West Kanto RDC" in Ayase City, Kanagawa Prefecture.
- Services and Specialty Store Business Cox's same-store sales increased significantly to 145.0% of the previous year's level, driven by a recovery in customer numbers from the previous year, which had been affected by shortened hours, and by sales of summer goods such as half pants and cutand-sew garments due to the continued heat wave.

(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	98.8	96.3	98.2	99.0						
	Same stores	100.1	101.8	102.2	99.2	101.0	101.3						
AEON Hokkaido Corporation	All stores	102.2	101.2	102.0	98.1	100.7	99.9						
	Same stores	103.4	102.4	103.2	99.4	101.9	101.1						
AEON KYUSHU CO., LTD.	All stores	97.7	101.0	100.8	100.5	103.1	102.2						
	Same stores	101.7	101.1	101.1	100.4	103.2	102.7						
Maxvalu Tokai Co., Ltd.	All stores	101.8	100.0	99.0	96.6	100.2	98.1						
	Same stores	101.1	99.0	97.8	95.5	99.2	97.1						
FUJI RETAILING CO.,LTD.	All stores	102.9	105.0	106.0	102.7	101.3	105.3						
	Same stores	102.1	104.1	105.1	101.9	100.5	103.8						
Maxvalu Nishinihon Co., Ltd.	All stores	99.7	98.4	97.2	96.5	100.4	99.5						
	Same stores	99.1	97.3	96.1	95.4	98.9	98.1						
MINISTOP CO., LTD.	All stores	99.4	97.4	97.7	97.0	97.5	98.0						
	Same stores	100.4	98.6	99.1	98.6	99.2	99.6						
WELCIA HOLDINGS CO., LTD.	All stores	110.4	110.3	108.5	113.5	117.1	116.4						
	Same stores	102.9	101.8	100.1	101.6	104.8	104.5						
COX CO., LTD.	All stores	105.5	120.8	137.9	121.2	108.1	132.0						
	Same stores	119.9	138.6	158.7	132.6	117.1	145.0						
GFOOT CO., LTD.	All stores	91.0	102.7	106.5	94.4	84.1	97.8						
	Same stores	95.2	106.9	110.8	98.3	88.0	101.8						
CAN DO CO., LTD.	All stores	98.4	101.7	102,5	102.5	100.6	102.7						
	Same stores	97.5	98.8	98,0	100.8	100.1	101.5						

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

- ※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 RevenueRecognition (ASB1 Statement No. 29)" (hereinafter "the Accounting Standard".
- *3. The results for March of year-on-year change in all-store sales of Maxvalu Nishinihon 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. ±0day, Sun. 1day, National holidays: This year; August 11th (Thu.), Last year; August 9th (Mon.)
- ②Customer gratitude day: This year: August 20th (Sat.), 30th (Tue.). Last year: August 20th (Fri.), 30th (Mon.).