Company name AEON CO., LTD.

Listings TSE PRIME of Tokyo Stock Exchange

Security code 8267

URL https://www.aeon.info/en/

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AEON Monthly Operating Performance of Major Consolidated Companies in December 2022

December Sales Trends:

-In December, for the first time in three years, there were no restrictions on activities during the Christmas and New Year's holidays, and the store offered a variety of "value" products to add luxury to dining tables and products to enjoy spending time while "saving money. In addition, the sales floor was expanded to include travel goods, souvenirs, and goods for preparing for visitors to the store. In addition, we aggressively promoted coats and winter clothing at reasonable prices in response to the drop in temperature.

-General Merchandise Store Business company Aeon Retail strengthened its rollout of feast menus for families to enjoy together, towels, bedding, and cleaning products for year-end New Year's Eve and for preparing for guests' arrival. In addition, we expanded sales areas for travel goods such as "carry cases" and "bags" and outgoing clothes to meet the demand for going home, resulting in a year-on-year increase in same-store sales for the sixth consecutive month. In addition to the "Japanese Black Wagyu Beef" and "Topvalu Seasoned Roasted Young Chicken," which can be eaten by simply roasting it in the oven while still in the bag for Christmas, the delicatessen and marine products, which expanded its lineup of "Luxury Seafood Temaki" and other feast items, as well as grocery and daily food products, performed well. As a result, sales in the Food Products Division exceeded the same-store sales of the previous year for the fourth consecutive month. Health & Beauty Care, which saw substantial growth in sales of antigen test kits and cold remedies to prevent infection in preparation for the return home, also posted a year-on-year increase in same-store sales for the 10th consecutive month. Furthermore, in e-commerce, sales during the year-end and New Year period (Dec. 23 to Jan. 2) at online supermarkets, which strengthened reservations for Christmas cakes, "osechi" (New Year's dishes), and feast items, increased approximately 30% from the previous year. In addition, sales during the period (12/29-1/2) of AEON Shop Online, where the first major rollout of New Year's sales and goodie bags was made on the site for the first time, increased significantly by about 3 times.

-In the supermarket business, as a result of efforts to strengthen price and point promotions on Customer Gratitude Day and Day Market, and to expand sales of delicious local "jimono" (regional products) and Topvalu products with unchanged prices, the total number of existing store customers of the 10 major companies exceeded the previous year's level, continuing from last month, and existing store sales increased for the third consecutive month.

-In the health & wellness business, Welcia Holdings reported a large year-on-year increase in merchandise sales at existing stores, thanks to strong sales of cold medicine, antipyretic analgesics, antigen test kits, and other products due to the increase in the number of COVID-19 cases, as well as a lineup of seasonal products such as body warmers and hand cream to meet the increasing demand for these items. Sales of merchandise at existing stores increased significantly to 111.5% of the previous year's level.

-In the Services and Specialty Stores business, Cox reported a significant year-on-year increase in comparable store sales of 108.4%, thanks to strong sales of winter goods such as scarves and down jackets as temperatures dropped.

(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	103.6	103.0	102.4	106.1		
	Same stores	100.1	101.8	102.2	99.2	101.0	101.3	103.0	101.8	101.1	104.6		
AEON Hokkaido Corporation	All stores	102.2	101.2	102.0	98.1	100.7	99.9	101.4	101.3	103.4	105.7		
	Same stores	103.4	102.4	103.2	99.4	101.9	101.1	103.6	103.0	104.4	106.7		
AEON KYUSHU CO., LTD.	All stores	97.7	101.0	100.8	100.5	103.1	102.2	104.6	105.5	105.7	108.7		
	Same stores	101.7	101.1	101.1	100.4	103.2	102.7	105.3	105.3	105.4	108.6		
Maxvalu Tokai Co., Ltd.	All stores	101.8	100.0	99.0	96.6	100.2	98.1	98.7	101.7	104.3	105.6		
	Same stores	101.1	99.0	97.8	95.5	99.2	97.1	97.6	100.5	103.0	104.7		
FUJI RETAILING CO.,LTD.	All stores	102.9	105.0	106.0	102.7	101.3	105.3	104.7	103.6	102.5	104.8		
	Same stores	102.1	104.1	105.1	101.9	100.5	103.8	103.7	102.5	101.1	103.0		
Maxvalu Nishinihon Co., Ltd.	All stores	99.7	98.4	97.2	96.5	100.4	99.5	100.9	101.6	102.4	104.7		
	Same stores	99.1	97.3	96.1	95.4	98.9	98.1	99.5	100.5	101.7	104.3		
MINISTOP CO., LTD.	All stores	99.4	97.4	97.7	97.0	97.5	98.0	96.7	100.8	99.4	97.0		
	Same stores	100.4	98.6	99.1	98.6	99.2	99.6	98.2	102.8	101.8	99.1		
WELCIA HOLDINGS CO., LTD.	All stores	110.4	110.3	108.5	113.5	117.1	116.4	116.0	116.4	115.7	118.0		
	Same stores	102.9	101.8	100.1	101.6	104.8	104.5	104.1	104.6	104.2	110.4		
COX CO., LTD.	All stores	105.5	120.8	137.9	121.2	108.1	132.0	123.2	111.0	85.5	101.9		
	Same stores	119.9	138.6	158.7	132.6	117.1	145.0	135.9	118.3	91.9	108.4		
GFOOT CO., LTD.	All stores	91.0	102.7	106.5	94.4	84.1	97.8	102.5	102.4	96.5	99.7		
	Same stores	95.2	106.9	110.8	98.3	88.0	101.8	106.9	106.8	100.5	104.2		
CAN DO CO., LTD.	All stores	98.4	101.7	102,5	102.5	100.6	102.7	102.9	105.9	102.8	106.5		
	Same stores	97.5	98.8	98,0	100.8	100.1	101.5	101.5	103.9	102.2	106.1		

*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 RevenueRecognition (ASBJ Statement No. 29)" (hereinafter "the Accounting Standard".
- \times 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»

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