With approximately 520,000 Aeon employees in around 300 Aeon Group companies in Japan, China and ASEAN, Aeon is developing its business in sales, services, and nine total segments supporting people’s daily lives in 13 countries.

Aeon is mainly a GMS (General Merchandise Store) enterprise, but is expanding to large mall-type regional commercial area shopping centers (SC) as well as a variety of local commercial area specialty shops that supply life’s daily necessities and offer specialized services to the local community. In addition, in support of our customers’ healthy and comfortable lives, we are developing a variety of businesses such as small supermarkets, convenience stores, drug stores, and general financial services. 520,000 Aeon employees, in around 300 Aeon Group companies in Japan, China and ASEAN, are striving to contribute to the convenient and comfortable living of our customers and to achieve global ‘customer satisfaction.’

### Operating Revenue

| FY 2011 | 3,057.4 billion JPY |
| FY 2012 | 3,534.7 billion JPY |
| FY 2013 | 4,320.3 billion JPY |
| FY 2014 | 5,223.3 billion JPY |
| FY 2015 | 6,395.1 billion JPY |

#### Operating revenue (%) by Segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>FY 2011</th>
<th>FY 2012</th>
<th>FY 2013</th>
<th>FY 2014</th>
<th>FY 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supermarket &amp; Discount Store Business</td>
<td>21.1%</td>
<td>23.0%</td>
<td>23.1%</td>
<td>22.6%</td>
<td>21.4%</td>
</tr>
<tr>
<td>Pharmacy Business</td>
<td>7.0%</td>
<td>6.6%</td>
<td>6.3%</td>
<td>5.9%</td>
<td>5.7%</td>
</tr>
<tr>
<td>Drugstore &amp; Pharmacy Business</td>
<td>5.2%</td>
<td>5.7%</td>
<td>6.1%</td>
<td>6.4%</td>
<td>6.6%</td>
</tr>
<tr>
<td>Financial Services Business</td>
<td>5.0%</td>
<td>5.0%</td>
<td>5.0%</td>
<td>5.0%</td>
<td>5.0%</td>
</tr>
<tr>
<td>General Merchandise Store Business</td>
<td>49.8%</td>
<td>48.5%</td>
<td>46.2%</td>
<td>42.6%</td>
<td>40.9%</td>
</tr>
<tr>
<td>Small Size Store Business</td>
<td>0.4%</td>
<td>0.4%</td>
<td>0.4%</td>
<td>0.4%</td>
<td>0.4%</td>
</tr>
</tbody>
</table>

#### Ordinary Income

| FY 2011 | 212.2 billion JPY |
| FY 2012 | 212.3 billion JPY |
| FY 2013 | 216.2 billion JPY |
| FY 2014 | 152.5 billion JPY |
| FY 2015 | 179.9 billion JPY |

#### Financial Services Business

The segment engages in offering integrated financial services that combine credit, banking, insurance services, and e-money WAON cards. In Asian countries, it mainly operates the credit card business.


#### Digital Business

The segment engages in driving further growth of e-commerce including Net Super, while promoting Aeon’s unique strategy of omni-channel that integrates experiences, products and the Internet.

**Aeon Link Co., Ltd.**

#### International Business

The segment engages in operating general merchandise stores, supermarkets, discount stores and other businesses in China and ASEAN countries. The stores, products and services are tailored to the lifestyle of the respective countries.

**[China]**

AEON CHINA CO., LTD., AEON Stores (Sheng Kong) Co., Limited, AEON EAST CHINA (Suzhou) CO., LTD. AEON MARUBI CO., LTD., AEON South China Co., Limited, BEIJING AEON MALL CO., LTD, QUANGONG AEON TEMI CO., LTD, QINGDAO AEON INNOVAGCO., LTD. (ASEAN)

AEON THAILAND BD., LTD., AEON (MICRO) CO., LTD., AEON BANGKOK BD. CO., LTD., AEON (THAILAND) CO., LTD., OKIO HUGI INVESTMENT DEVELOPMENT CONSULTANCY JOINT STOCK COMPANY LIMITED, PT. AEON INDONESIA, OFFSHORE VIETNAM INVESTMENT JOINT STOCK COMPANY

**[Shareholders’ Services]**

**Aeon Environmental and Social Report 2016**

Aeon is contributing environmentally and socially through business operations, and also through promoting initiatives of the Aeon 1% Club Foundation and the Aeon Environmental Foundation.

#### Aeon 1% Club Foundation

The Aeon 1% Club Foundation was established in 1989 with the philosophy that Aeon is a company that makes proper use of the benefits received from customers for the future and for the community. Our activities are centered around the sound upbringing of children who will lead the next generation, the promotion of international friendship and goodwill, and sustainable development of the local community. Major companies in the Aeon Group contribute 1% of pre-tax profits.

#### Aeon Environmental Foundation

The Aeon Environmental Foundation was founded in 1990 to provide support to like-minded groups actively developing projects to protect the global environment. The Foundation has planted trees around the world and promoted a variety of joint environmental protection initiatives, such as the development of human resources in the fields of the environment and conservation of biodiversity.
Continuing to grow Aeon’s business in countries across Asia to contribute to abundant lives and sustainable development in the region.

Since its founding, Aeon has pursued business under the principle that the “retail industry is rooted in the local community, and continues to grow—as a local industry—with the region.” Currently, we have developed a diverse and varied business that supports the daily lives of people in 13 countries, from Japan to China and ASEAN. The Aeon Group Medium term Management Plan (FY2014-2016) is currently in progress and sees expansion in Asian markets as a growth opportunity for Aeon. We are unifying together as a Group to promote the expansion of multi-formatted business in retail, finance, services, and more. Through the extensive expertise that we have developed in Japan, and through interacting with the people in places where we do business, Aeon is striving to contribute to sustainable development in local regions, address the unique needs of those regions, and provide solutions to the challenges facing society.

**History of Aeon in China and the ASEAN region**

- 1980: The First Store in China (Shanghai, China)
- 1985: The First Store in Malaysia
- 1987: The First Store in China (Wuhan, China)
- 1990: Opened first store in mainland China
- 1993: Opened first overseas store, opened in Australia
- 1996: Opened first store—mainland China
- 2001: School Construction Support Project in Cambodia (currently AECO-1% Club Foundation)
- 2006: Aeon Group established
- 2010: Aeon Group’s Shared Social and Environmental Initiatives
- 2011: Aeon Town (Forest) Program
- 2014: Aeon Happy Yellow Receipt Campaign (in Thailand and Cambodia)
- 2015: Aeon Happy Yellow Receipt Campaign

**Aeon Group Overview**

- 2 headquarters structure
- 3 headquarters structure

**Group employees(FY 2015)**

- Employees: 515,488 (513,809 men, 3,679 women)
- Indefinite term contract employees: 417,679 (91,880 men, 325,799 women)
- Total employees: 515,488 (151,809 men, 363,679 women)

**Aeon’s Headquarters in ASEAN region**

- Location: Chiba city, Chiba Prefecture
- Location: Beijing, China
- Location: Kuala Lumpur, Malaysia

**Aeon Group’s Shared Social and Environmental Initiatives**

- Tree Planting
- Community/Environmental Initiatives
- Energy Management Promotion

**The number of stores and offices, including consolidated subsidiaries and equity-method affiliates**

- Japan
  - GMS: 541
  - SM: 1,966
  - CVS: 506
  - DS: 120
  - NRCS: 2,221
  - Specialty Stores: 4,287
  - Drugstores: 3,765
  - Other Retail Stores: 755
  - Mall-type Shopping Centers: 229
  - Financial Services: 362
  - Service Businesses: 1,652

- South Korea
  - GMS: 3
  - SM: 53
  - CVS: 10
  - Financial Services: 4
  - Service Businesses: 6
  - Other Businesses: 1

- The Philippines
  - GMS: 3
  - SM: 53
  - CVS: 10
  - Financial Services: 4
  - Service Businesses: 6
  - Other Businesses: 1

- Australia
  - Other Businesses: 1

- Others
  - Total: 20,476 Stores/Locations