

# Highlights by Business Segment

## Business Overview

### Domestic Businesses

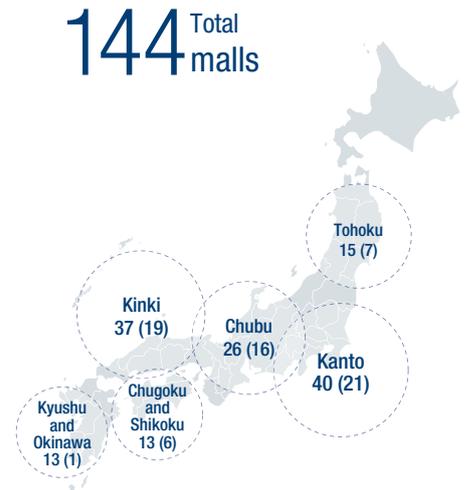


As the leading commercial developer in Japan, having obtained expertise over many years from a customer's perspective, we will develop a comprehensive mall business covering everything from site development to planning, developing, tenant leasing, and the management and operation of shopping malls. As of the end of February 2016, we operate 144 shopping malls\* across Japan.

We have been achieving growth based on suburban shopping malls with large parking lots to cater to the growing use of motor vehicles. In recent years, with the spread of shopping malls throughout Japan, we are now focusing on the perspective of localization and developing malls with new concepts, taking the unique characteristics of each community into account.

\* Includes 70 malls whose management and operation have been assigned by AEON Retail.

### Grouping and Number of Shopping Malls in Japan



\* Numbers in parentheses represent the number of malls whose management and operation have been assigned by AEON Retail.

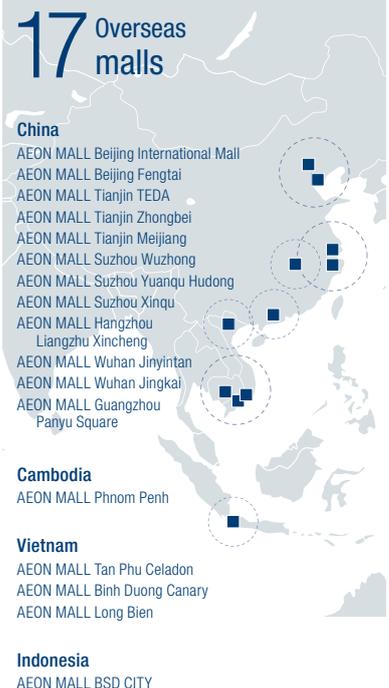
### Overseas Businesses



We are developing our overseas business as a new growth driver and accelerating new mall openings in emerging areas such as China and the ASEAN region. Using the strengths in shopping mall development and operation that we have developed in Japan, we are offering new, fulfilling lifestyles to our local customers by developing shopping malls with large parking lots suited to the local characteristics.

Since the first mall was opened in Beijing, China in November 2008, we have been developing malls in regions with rapidly growing middle-income populations. Currently, we are focusing on four areas—the Beijing and Tianjin area, the Jiangsu and Zhejiang area, the Hubei area, and the Guangdong area—to accelerate the opening of new malls. In ASEAN countries, we have opened AEON MALLs in Cambodia and Indonesia following the opening of the first mall in Vietnam in January 2014.

### Number of Overseas Malls



## Overview of FY2015

### New Malls

- Five new malls were opened based on new concepts that take local characteristics into account.
- AEON MALL Okinawa Rycom was opened. It is a full-scale resort mall with enhanced services for tourists.
- AEON MALL Tokoname was opened. It operates an outdoor entertainment park on its vast site (▶ See P. 29–30 for details).

### Existing Malls

- We implemented a large-scale replacement of tenants at 11 malls, including AEON Lake Town. At AEON MALL Chikushino, existing tenants were also renewed to a large extent, along with floor expansion.



AEON MALL Okinawa Rycom



AEON MALL Chikushino

### China

- Six new malls including AEON MALL Wuhan Jingkai were opened (▶ See p. 41–42 for details).
- AEON MALL Guangzhou Panyu Square, the first mall in Guangdong Province, was opened.
- AEON MALL Suzhou Yuanqu Hudong and AEON MALL Suzhou Xinqu were opened (▶ See p. 43–44 for details). A structure has been established where the city center of Suzhou is surrounded by three malls.

### ASEAN

- AEON MALL BSD CITY, the first mall in Indonesia, was opened. (▶ See p. 49–50 for details).
- AEON MALL Long Bien, the third mall in Vietnam and the first mall in the Hanoi area, was opened. (▶ See p. 47–48 for details).
- AEON MALL Phnom Penh, which was opened in 2014, received the Eco Business Award of the Kingdom of Cambodia.



AEON MALL Wuhan Jingkai



AEON MALL Long Bien

## Outlook for FY2016

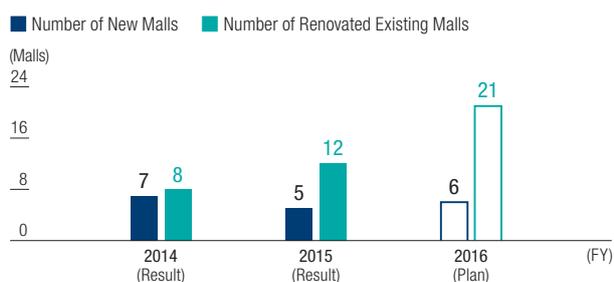
### New Malls

- Four malls, including the acceptance of the assignment of property management (PM), are to be opened.
- The development of concept malls leveraging local characteristics continues to be a focus.
- The management and operation of the two facilities AEON QUALITE PRIX New Sapporo and Daiei Kobe Sannomiya Store will commence after large-scale renovations.

### Existing Malls

- Large-scale renovations will be implemented at 21 malls.
- Profitability will be enhanced by promoting the following four initiatives: the expansion of supplementary revenue using mall spaces, the promotion of localization, the promotion of digitalization, and response to inbound tourism.

### Changes in the Number of New Malls/Renovated Existing Malls



### China

- AEON MALL Hebei Yanjiao, the first mall in the Hebei Provision, was opened. The construction of seven other malls has already commenced.
- Efforts are being made to improve operations.

### ASEAN

- The construction of the second mall in Cambodia has begun in preparation for the opening in FY2018.
- AEON MALL Binh Tan, the third mall in Ho Chi Minh City, was opened in July 2016. Preparations for the opening of a new mall in Hanoi are also being made.
- In Indonesia, a plan to construct three new facilities is underway. A scheme to address foreign currency risk and strengthened regulations regarding foreign capital has also been established.

### Changes in the Number of Overseas Malls (including scheduled changes)

