



March 7, 2023

To whom it may concern

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 President
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Notice Concerning Monthly Sales Year-on-Year <Preliminary Report>

AOYAMA TRADING Co., Ltd. hereby announces the monthly data as described below.

【FY 2023 ending March 31, 2023】 1st half (April 1, 2022~September 30, 2022)

			Apr	May	Jun	Jul	Aug	Sep	1st half
Business wear Business	All Stores	Net sales	105.9	116.4	123.8	120.4	121.3	127.4	118.1
	Existing Stores (excluding new stores of the month)	Net sales	117.9	122.7	126.5	120.7	121.7	127.3	122.6
		Number of customers	112.9	113.8	115.7	112.4	113.3	116.4	114.0
		Sales per customer	104.4	107.8	109.3	107.4	107.4	109.4	107.5
[Number of Stores at Month End]	Yofuku-no-Aoyama		704	701	701	701	699	699	699
	TSC etc		64	63	62	61	61	60	60

2nd half (October 1, 2022~March 31, 2023)

			Oct	Nov	Dec	Jan	Feb	Mar	2nd half	Annual
Business wear Business	All Stores	Net sales	112.1	94.2	98.2	105.2	118.0		105.3	110.9
	Existing Stores (excluding new stores of the month)	Net sales	114.7	96.2	100.5	107.9	119.7		107.7	114.1
		Number of customers	112.6	96.3	98.7	108.3	119.7		106.3	110.1
		Sales per customer	101.9	99.9	101.8	99.6	100.0		101.3	103.6
[Number of Stores at Month End]	Yofuku-no-Aoyama		699	697	696	696	695		695	695
	TSC etc		59	59	59	56	55		55	55

Business wear Business : "Yofuku-no-Aoyama", "TSC", "WHITE TSC", "TSC OUTLET", "UL", "UL MEASURE'S", "UL OUTLET"

Number of Stores : Number of "TSC etc" includes "WHITE TSC", "TSC OUTLET", "UL", "UL MEASURE'S", "UL OUTLET".

* TSC: THE SUIT COMPANY WHITE TSC: WHITE THE SUIT COMPANY(specialty store of Ladieswear)
 TSC OUTLET: THE SUIT COMPANY SPA OUTLET UL: UNIVERSAL LANGUAGE
 UL MEASURE'S: UNIVERSAL LANGUAGE MEASURE'S(specialty store of custom order suits)
 UL OUTLET: UNIVERSAL LANGUAGE OUTLET

Comments on February

◆ Store Information

New Stores: None
 Move Stores etc: None
 Stores Closures: Yofuku-no-Aoyama 1 Store, UL MEASURE'S 1 Store

◆ Sales Information

Sales, mainly of suits and formal wear was favorable.

(Note)

1. The above figures are preliminary figures and will be revised retroactively to the relevant month in the event of any revision.
2. The figures are calculated before the application of the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020) and other standards.