April 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 | 98.8 | 103.4 | 108.7 |
| | Existing Stores (excluding new stores of the month) | Net sales | 114.7 | 96.2 | 100.5 | 107.9 | 119.7 | 101.5 | 105.9 | 111.7 |
| | | Number of customers | 112.6 | 96.3 | 98.7 | 108.3 | 119.7 | 100.2 | 104.9 | 108.9 |
| | | Sales per customer | 101.9 | 99.9 | 101.8 | 99.6 | 100.0 | 101.3 | 101.0 | 102.6 |
| [Number of Stores at Month End] | Yofuku-no-Aoyama | | 699 | 697 | 696 | 696 | 695 | 695 | 695 | 695 |
| | TSC etc | | 59 | 59 | 59 | 56 | 55 | 57 | 57 | 57 |

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 March**

◆ Store Information

New Stores: UL MEASURE'S 2 Stores
Move Stores etc: None
Stores Closures: None

◆ Sales Information

Sales of suits and formal wear etc., was sold steadily.

(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.