



MEMBERSHIP  
May 8, 2023

To whom it may concern

Company Name : AOYAMA TRADING Co., Ltd.  
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 President  
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### Notice Concerning Monthly Sales Year-on-Year for April 2023 <Preliminary Report>

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

#### **【FY 2024 ending March 31, 2024】 1st half (April 1, 2023~September 30, 2023)**

			Apr	May	Jun	Jul	Aug	Sep	1st half
Business wear Business	All Stores	Net sales	107.8						107.8
	Existing Stores (excluding new stores of the month)	Net sales	110.2						110.2
		Number of customers	105.5						105.5
		Sales per customer	104.5						104.5
[Number of Stores at Month End]	Yofuku-no-Aoyama		692						692
	TSC etc		58						58

#### **2nd half (October 1, 2023~March 31, 2024)**

			Oct	Nov	Dec	Jan	Feb	Mar	2nd half	Annual
Business wear Business	All Stores	Net sales								107.8
	Existing Stores (excluding new stores of the month)	Net sales								110.2
		Number of customers								105.5
		Sales per customer								104.5
[Number of Stores at Month End]	Yofuku-no-Aoyama									692
	TSC etc									58

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 April**

##### ◆ Store Information

New Stores: TSC OUTLET 1 Store  
 Move Stores etc: None  
 Stores Closures: Yofuku-no-Aoyama 3 Stores

##### ◆ Sales Information

Sales, mainly of suits 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.