



December 7, 2023

To whom it may concern

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Notice Concerning Monthly Sales Year-on-Year for November 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	104.7	102.5	109.2	111.3	106.3	106.7
	Existing Stores (excluding new stores of the month)	Net sales	110.2	106.7	104.7	112.2	114.5	109.2	109.3
		Number of customers	105.5	101.7	100.5	108.6	109.0	105.3	104.8
		Sales per customer	104.5	104.9	104.2	103.3	105.0	103.7	104.3
[Number of Stores at Month End]	Yofuku-no-Aoyama		692	691	690	689	689	688	688
	TSC etc		58	58	58	58	58	57	57

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

			Oct	Nov	Dec	Jan	Feb	Mar	2nd half	Annual	
Business wear Business	All Stores	Net sales	97.5	104.3					100.9	105.0	
	Existing Stores (excluding new stores of the month)	Net sales	98.8	105.1						102.0	107.1
		Number of customers	98.8	101.0						99.9	103.5
		Sales per customer	100.0	104.1						102.1	103.5
[Number of Stores at Month End]	Yofuku-no-Aoyama		688	688					688	688	
	TSC etc		57	58					58	58	

Business wear Business : "Yofuku-no-Aoyama", "TSC", "SUIT SQUARE", "WHITE TSC", "UL", "UL MEASURE'S" (Include outlet stores)

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

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

Comments on November

◆ Store Information

New Stores: SUIT SQUARE 1 Store
 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.