



January 9, 2024

To whom it may concern

Company Name : AOYAMA TRADING Co., Ltd.
 Representative : Osamu Aoyama
 President
 Stock Code : 8219, TSE Prime Market
 Contact : Koichi Yamane
 Director, Senior Managing Executive Officer, and
 General Manager of Group Management Div.,
 Manager of General Planning and Policy Dept.
 Tel : (81)84-920-0050

Notice Concerning Monthly Sales Year-on-Year for December 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	106.8				102.9	105.2
	Existing Stores (excluding new stores of the month)	Net sales	98.8	105.1	107.9				103.9	107.2
		Number of customers	98.8	101.0	105.8				101.7	103.8
		Sales per customer	100.0	104.1	102.0				102.2	103.3
[Number of Stores at Month End]	Yofuku-no-Aoyama		688	688	688				688	688
	TSC etc		57	58	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 December

◆ Store Information

New Stores: None
 Move Stores etc: None
 Stores Closures: None

◆ Sales Information

Sales, mainly of suits 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.