



June 7, 2024

To whom it may concern

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 President
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Notice Concerning Monthly Sales Year-on-Year for May 2024 <Preliminary Report>

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

**【FY 2025 ending March 31, 2025】
 1st half (April 1, 2024~September 30, 2024)**

			Apr	May	Jun	Jul	Aug	Sep	1st half
Business wear Business	All Stores	Net sales	95.7	99.5					97.5
	Existing Stores (excluding new stores of the month)	Net sales	96.4	99.9					98.1
		Number of customers	98.7	99.2					99.0
		Sales per customer	97.7	100.7					99.1
[Number of Stores at Month End]	Yofuku-no-Aoyama		684	683					683
	TSC etc		58	58					58

2nd half (October 1, 2024~March 31, 2025)

			Oct	Nov	Dec	Jan	Feb	Mar	2nd half	Annual
Business wear Business	All Stores	Net sales								97.5
	Existing Stores (excluding new stores of the month)	Net sales								98.1
		Number of customers								99.0
		Sales per customer								99.1
[Number of Stores at Month End]	Yofuku-no-Aoyama									683
	TSC etc									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 May

◆ Store Information

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

◆ Sales Information

Sales of suits and formal wear etc., was unfavorable.

(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.