



December 8, 2025

To whom it may concern

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## Notice Concerning Monthly Sales Year-on-Year for November 2025 <Preliminary Report>

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

### 【FY 2026 ending March 31, 2026】

#### 1st half (April 1, 2025 ~ September 30, 2025)

			Apr	May	Jun	Jul	Aug	Sep	1st half
Business wear Business	All Stores	Net sales	93.9	98.1	94.2	94.8	96.7	86.8	94.2
	Existing Stores (excluding new stores of the month)	Net sales	94.9	100.0	96.7	96.8	99.0	89.2	96.2
		Number of customers	91.3	99.6	92.1	93.5	95.8	82.5	92.7
		Sales per customer	103.9	100.4	105.0	103.5	103.3	108.1	103.8
[Number of Stores at Month End]	Yofuku-no-Aoyama		677	676	676	676	675	675	675
	SUIT SQUARE etc		56	56	54	54	51	51	51

#### 2nd half (October 1, 2025 ~ March 31, 2026)

			Oct	Nov	Dec	Jan	Feb	Mar	2nd half	Annual
Business wear Business	All Stores	Net sales	92.3	90.5					91.3	93.3
	Existing Stores (excluding new stores of the month)	Net sales	94.8	97.9					96.5	96.3
		Number of customers	93.5	94.6					94.1	93.0
		Sales per customer	101.4	103.5					102.5	103.5
[Number of Stores at Month End]	Yofuku-no-Aoyama		675	674					674	674
	SUIT SQUARE etc		51	50					50	50

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

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

\* SUIT SQUARE: SUIT SQUARE

UL: UNIVERSAL LANGUAGE

UL MEASURE'S: UNIVERSAL LANGUAGE MEASURE'S (specialty store of custom order suits)

### Comments on November

#### ◆ Store Information

New Stores: None

Move Stores etc: None

Stores Closures: Yofuku-no-Aoyama 1 Store, SUIT SQUARE 1 Store

#### ◆ Sales Information

Sales of suits was sold steadily, while sales of formal wear and women's suits 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.