

Balance Sheets (Summary)

Assets	(Millions of yen)	
	March 31, 2004	March 31, 2005
Current Assets	143,127	125,667
Fixed Assets	134,431	147,318
Property, Plant and Equipment	69,090	78,418
Intangible Fixed Assets	852	934
Investments and Other Assets	64,487	67,965
Total Assets	277,558	272,986

(Note) Figures amounting to less than one million yen are rounded down.

Statements of Income (Summary)

	(Millions of yen)	
	Year ended March 31, 2004	Year ended March 31, 2005
Net Sales	152,124	160,688
Cost of Sales	67,702	70,399
Gross profit	84,422	90,288
Selling, General and Administrative Expenses	71,323	74,240
Operating income	13,099	16,048
Non-operating Income	1,678	1,434
Non-operating Expenses	386	235
Ordinary income	14,391	17,247
Extraordinary Gains	134	333
Extraordinary Losses	2,221	11,633
Income before Income Taxes	12,304	5,946
Income Taxes-Current	6,481	7,298
Income Taxes-Deferred	△1,102	△4,592
Net Income	6,926	3,240
Unappropriated retained earnings brought forward	572	525
Transfer from land revaluation difference	△7	△76
Unappropriated retained earnings at end of year	7,491	3,689

(Note) Figures amounting to less than one million yen are rounded down.

Liabilities	(Millions of yen)	
	March 31, 2004	March 31, 2005
Current Liabilities	69,385	53,718
Long-term Liabilities	6,003	17,768
Total Liabilities	75,388	71,486
Shareholders' Equity		
Common Stock	62,504	62,504
Capital surplus	62,370	62,411
Retained earnings	99,075	99,473
Land revaluation difference	△19,372	△19,295
Net unrealized gain (loss) on available-for-sale securities	6	71
Treasury stock	△2,414	△3,665
Total Shareholders' Equity	202,169	201,499
Total Liabilities and Shareholders' Equity	277,558	272,986

(Note) Figures amounting to less than one million yen are rounded down.

Appropriation Statement

	(Thousands of yen)	
	Year ended March 31, 2004	Year ended March 31, 2005
Unappropriated retained earnings at end of year:	7,491,121	3,689,100
Appropriation:	2,635,001	2,625,422
Dividends	(Common dividend: ¥35 per share) (40th anniversary commemorative dividend: ¥5)	(Common dividend: ¥40 per share)
Bonuses to directors and corporate auditors	131,100	128,390
(Bonuses to corporate auditors)	(6,220)	(6,110)
General reserve	4,200,000	400,000
Retained earnings carried forward	525,019	535,288
Appropriation of other capital surplus:		
Other capital surplus	46,897	87,628
Other capital surplus carried forward	46,897	87,628

(Note) Figures amounting to less than one million yen are rounded down.

Corporate Profile

(as of March 31, 2005)

Company Name: Aoyama Trading Co., Ltd.
Establishment: May 6, 1964
Paid-in-Capital: ¥62,504,710,000
Number of Employees: 3,051
Offices: **Head Office:** 3-5, Ohji-cho 1-chome, Fukuyama, Hiroshima, Japan
Tokyo Head Office: TSC TOWER 7F, 5-10, Ueno 4-chome, Taito-ku, Tokyo
Kannabe Stock Center: 1727-1, Aza Fukami, Oaza Nishichujo, Kannabe-cho, Fukayasu-gun, Hiroshima
Ibara Stock Center: 1345-2, Oemachi, Ibara, Okayama
Number of Outlets: 773



Directors and Officers

(as of June 29, 2005)

[Board of Directors]
Chairman of the Board: Goro Aoyama
Vice Chairman of the Board: Hiroaki Miyamae
Vice Chairman of the Board: Shozo Miyamae
President and CEO: Osamu Aoyama
Director and Advisor: Mutsuo Aoyama
Director and Senior Executive Officer: Makoto Miyatake (General Manager of Planning and Administration Division and General Manager of Corporate Planning Dept.)

[Board of Auditors]
Standing Corporate Auditor (full time): Koshin Endo
Corporate Auditor (full time): Hideaki Shinhama *
Corporate Auditor: Seishi Uchibayashi *
Corporate Auditor: Hiroshi Ohgi * (Note) Marked with * are outside auditors.

[Executive Officers]
Senior Executive Officer: Michinobu Miyagawa (General Manager of store Development Division)
Senior Executive Officer: Yoshio Kaneki (General Manager of Tokyo Head Office and General Manager of PR Office)
Executive Officer: Yukio Tagawa (General Manager of Accounting Dept. and General Manager of Affiliated Businesses Dept.)
Executive Officer: Kiyohide Hasegawa (General Manager of IT and Systems Dept.)
Executive Officer: Shozo Hirakawa (General Manager of General Affairs Dept.)
Executive Officer: Yasuhiro Fujii (General Manager of Marketing and Sales Dept.)
Executive Officer: Eiji Tanikawa (General Manager of Advertising Dept. and Information Controller)
Executive Officer: Fusanori Hatayama (Supervisor of Kanto Area and Manager of Saitama Block)
Executive Officer: Nobuyuki Matukawa (General Manager of Marketing and Sales Division and General Manager of Sales Planning Dept.)
Executive Officer: Michinori Fujii (General Manager of Marketing and Sales Dept. of TSC)
Executive Officer: Shinji Okano (General Manager of Purchasing Division and General Manager of Purchasing Dept. NO. 2)