

Balance Sheets (Summary)

	(Millions of yen)	
	March 31, 2006	March 31, 2007
<b>Assets</b>		
Current Assets	124,292	127,997
Fixed Assets	151,886	156,349
Property, Plant and Equipment	81,546	84,989
Intangible Fixed Assets	1,065	1,150
Investments and Other Assets	69,274	70,209
Total Assets	276,178	284,346
<b>Liabilities</b>		
Current Liabilities	45,228	46,514
Long-term Liabilities	18,794	19,617
Total Liabilities	64,022	66,131
<b>Shareholders' Equity</b>		
Common Stock	62,504	—
Capital Surplus	62,449	—
Retained Earnings	108,520	—
Land Revaluation Difference	△ 19,122	—
Net Unrealized Gain On Available-for-sale Securities	1,178	—
Treasury Stock	△ 3,374	—
Total Shareholders' Equity	212,156	—
Total Liabilities and Shareholders' Equity	276,178	—
<b>Net Assets</b>		
Shareholders' Equity	—	233,830
Common stock	—	62,504
Capital surplus	—	62,908
Earned surplus	—	113,768
Treasury Stock	—	△ 5,351
Stock acquisition rights Valuation and Translation Adjustments	—	△ 15,643
Net unrealized gain on available-for-sale securities	—	1,043
Deferred gains on hedges	—	1,194
Land revaluation difference	—	△ 17,881
Stock Acquisition Rights	—	28
Total Net Assets	—	218,214
Total Liabilities and Net Assets	—	284,346

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

Statements of Income (Summary)

	(Millions of yen)	
	March 31, 2006	March 31, 2007
Net Sales	161,385	167,539
Cost of Sales	68,718	69,599
Gross profit	92,667	97,940
Selling, General and Administrative Expenses	74,834	78,246
Operating income	17,832	19,694
Non-operating Income	8,288	2,438
Non-operating Expenses	131	234
Ordinary income	25,990	21,898
Extraordinary Gains	24	93
Extraordinary Losses	5,596	3,362
Income before Income Taxes	20,418	18,629
Income Taxes-Current	7,731	8,251
Income Taxes-Deferred	712	△ 524
Net Income	11,973	10,902
Unappropriated retained earnings brought forward	535	—
Transfer from land revaluation difference	△ 172	—
Unappropriated retained earnings at end of year	12,336	—

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

Corporate Profile

(as of March 31, 2007)

**Company Name:** Aoyama Trading Co., Ltd.

**Establishment:** May 6, 1964

**Paid-in-Capital:** ¥62,504,710,000

**Number of Employees:** 3,504

**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, Fukuyama, Hiroshima

**Ibara Stock Center:**  
1345-2, Oemachi, Ibara, Okayama

**Tagawa Stock Center:**  
2423-4, Oaza Ida, Tagawa, Fukuoka

**Number of Outlets:** 737



Directors and Officers

(as of June 28, 2007)

**[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 Managing Executive Officer: **Makoto Miyatake**  
(General Manager of Planning and Administration Div.)

**[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 Managing Executive Officer: **Michinobu Miyagawa**  
(General Manager of Store Development Div.)

Managing 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 Matsukawa**  
(General Manager of Marketing and Sales Div.)

Executive Officer: **Michinori Fujii**  
(General Manager of the Marketing and Sales Dept. of TSC)

Executive Officer: **Shinji Okano**  
(General Manager of Purchasing Div. and General Manager of Purchasing Dept. NO. 2)

Executive Officer: **Osamu Mizutani**  
(General Manager of Purchasing Dept. of TSC)