

Store Format and Positioning



Yofuku-no-Aoyama

No. of stores: 702
Target age groups: All ages

Yofuku-no-Aoyama is the Company's core store format and the industry leader in the number of suits sold. We operate stores nationwide that offer clothing for adults of all ages.

Note: The Plus A The Suit Aoyama store in Okayama City, Okayama Prefecture, is included in the Yofuku-no-Aoyama format.



Plus A The Suit Aoyama

No. of stores: 3
Target age groups: 20s-50s

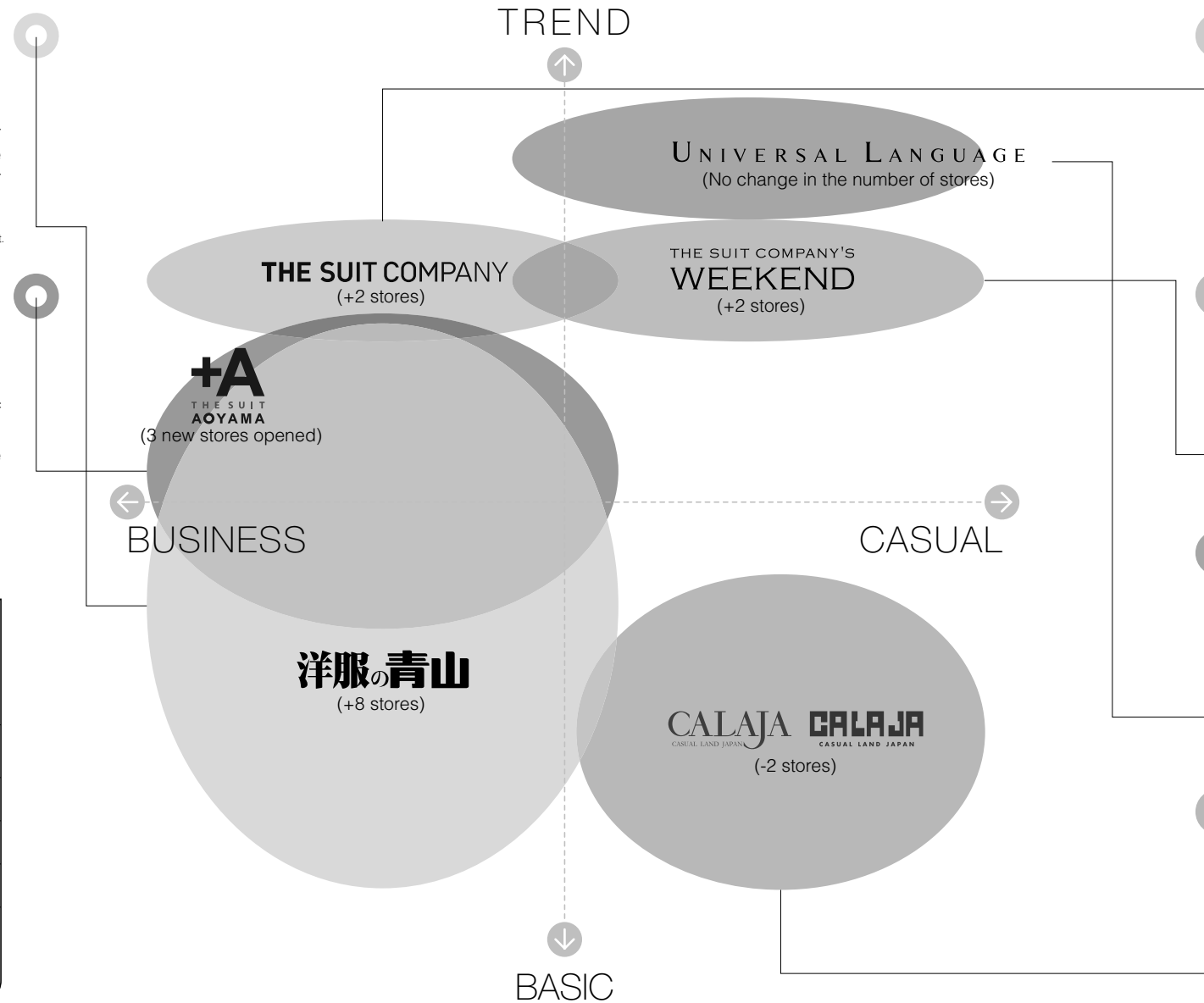
Plus A The Suit Aoyama, launched in April of last year, is a new format of stores located in shopping centers in suburbs of regional cities that specialize in men's and women's business wear.

Positioning of Menswear Companies

(Results for fiscal 2007)

	Consolidated net sales (Billions of yen)	Non-consolidated net sales (Billions of yen)	Number of stores
Aoyama Trading	2,145	1,730	752
A Company	1,306	830	418
K Company	604	467	420
H Company	591	569	366
T Company	—	239	239

Notes:
1. The above table was created by the Company based on companies' financial reports for fiscal 2007.
2. The Company's non-consolidated net sales and the number of stores do not include results of CALAJA.



The Suit Company

No. of stores: 30
Target age groups: 20s-30s

The Suit Company stores, specialty suit stores targeting customers in their 20s and 30s, emphasize the latest fashion trends.



The Suit Company's Weekend

No. of stores: 11
Target age groups: 20s-30s

The Suit Company's Weekend stores, located in large urban shopping centers, offer a comprehensive selection of merchandise that ranges from suits to men's and women's casual wear.



Universal Language

No. of stores: 6
Target age groups: 30s-40s

Universal Language is a format of boutiques for urban adults that offer merchandise embodying the message "We make the entire world your closet."



CALAJA

No. of stores: 51
Target age groups: 20s-40s

CALAJA is a format of casual stores that offer better merchandise from the latest trends to basic clothing at lower prices.

