

## Company Data

### Corporate Profile

(as of March 31, 2008)

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

**Establishment** : May 6, 1964

**Paid-in-Capital** : ¥62,504,710,000

**Number of Employees** : 3,688

**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

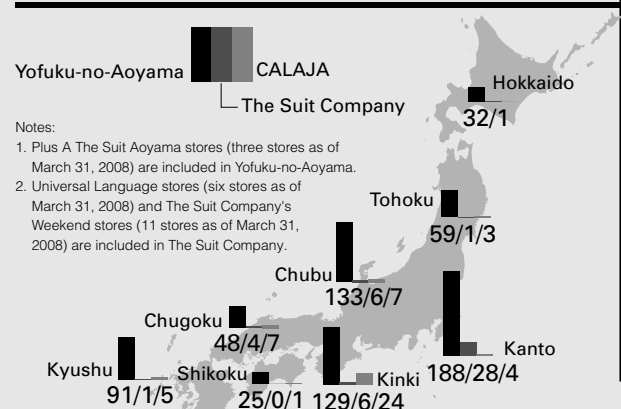
**Tokyo Office for The Suit Company and Universal Language:**  
Kitaaooyama Yoshikawa Bldg. 4F, 12-16,  
Kitaaooyama 2-chome, Minato-ku, Tokyo

**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 Stores** : 752 (excluding 51 CALAJA stores as of March 31, 2008)



### Directors and Officers

(as of June 27, 2008)

#### Board of Directors

**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** : Seishi Uchibayashi\*

**Corporate Auditor** : Hiroshi Ohgi\*

**Corporate Auditor** : Kiyoshi Takegawa\*

#### Notes:

1. Marked with \* are outside auditors.
2. Corporate Auditor Kiyoshi Takegawa was elected at the 44th ordinary general meeting of shareholders held on June 27, 2008, and is scheduled to assume his position on July 1, 2008.

#### 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 Marketing and Sales Dept. of TSC)

**Executive Officer** : Shinji Okano  
(General Manager of Purchasing Div.)

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

## Stock Information

### Shares

(as of March 31, 2008)

**Total number of shares authorized to be issued** 174,641,100

**Number of shares outstanding** 67,394,016

**Number of shareholders** 7,103

### Major Shareholders

(as of March 31, 2008)

Shareholder	Shareholdings (thousand shares)	Shareholdings (%)
The Master Trust Bank of Japan, Ltd. (Trust account)	4,880	7.24
Japan Trustee Services Bank, Ltd. (Trust account)	4,205	6.24
Aoyama Bussan, Ltd.	3,541	5.25
Goro Aoyama	3,360	4.99
State Street Bank And Trust Company	2,596	3.85
Japan Trustee Services Bank, Ltd. (Trust account 4)	1,450	2.15
State Street Bank And Trust Company 505019	1,044	1.55
Hoshino Shoji Co., Ltd.	1,001	1.49
Sumitomo Mitsui Banking Corporation	1,000	1.48
Trust & Custody Services Bank, Ltd. (Securities Investment Trust account)	947	1.41

- Notes: 1. Shareholdings amounting to less than the minimum trading unit have been rounded down.  
2. Mr. Goro Aoyama passed away on January 15, 2008. Because inheritance was under discussion as of June 27, 2008, the name recorded in the register of shareholders is indicated here.  
3. The Company holds 3,814,000 shares of treasury stock, but the holdings are not included in the above list of major shareholders because these shares are without voting rights.

### Memo to Shareholders

**Business year** : From April 1 to March 31

**Ordinary general meeting of shareholders** : June of each year

**Record date** : March 31 (other publicly announced days, as necessary).  
Shareholders recorded in the register of shareholders and beneficial shareholders recorded in the register of beneficial shareholders at the end of each business year shall be deemed the shareholders entitled to exercise the shareholders' rights at the ordinary general meeting of shareholders pertaining to the aforementioned business year.

**Interim dividends** : Interim dividends shall be paid to shareholders recorded in the register of shareholders and the beneficial shareholders recorded in the register of beneficial shareholders as of September 30.

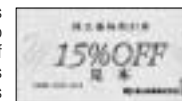
**Year-end dividends** : Dividends shall be paid to the shareholders recorded in the register of shareholders and the beneficial shareholders recorded in the register of beneficial shareholders as of March 31.

### Guidance on the Preferential Discount Coupon for Shareholders

The Company issues and offers the "Preferential Discount Coupon for Shareholders" (15% discount) to all the shareholders as of September 30 and March 31 every fiscal year.

#### Issuance standards of the Preferential Discount Coupon for Shareholders

The Company issues Preferential Discount Coupons for Shareholders based on the following criteria to the shareholders recorded in the register of shareholders and the beneficial shareholders recorded in the register of beneficial shareholders as of September 30 and March 31 every fiscal year, according to their respective shares held.



#### Number of shares held

100-999 shares: Three (3) coupons  
1,000-2,999 shares: Four (4) coupons  
3,000 shares or more: Five (5) coupons

#### Expiration date

Record date of eligible shareholders	Timing of sending by post	Expiration date
Shareholders as of September 30	Early December of the same year	December 31 of the following year
Shareholders as of March 31	Early July of the same year	June 30 of the following year

#### Stores where the coupons can be used

Stores of Yofuku-no-Aoyama, Plus A The Suit Aoyama, The Suit Company, Universal Language, The Suit Company's Weekend, and CALAJA

**Transfer agent** : Sumitomo Trust & Banking, Co. Ltd.  
5-33 Kitahama 4-chome, Chuo-ku, Osaka

**Transfer agent's handling office** : Stock Transfer Agency Department  
Sumitomo Trust & Banking Co., Ltd.  
5-33 Kitahama 4-chome, Chuo-ku, Osaka

**(Mailing address and telephone contact)** : Stock Transfer Agency Department  
Sumitomo Trust & Banking Co., Ltd.  
1-10 Nikko-cho, Fuchu, Tokyo 183-8701  
(Request for an Address Change Form etc.): 0120-175-417  
(Other inquiries): 0120-176-417

**Liaison office** : Sumitomo Trust & Banking Co., Ltd., all branches nationwide

**Media for public notices** : Electronic disclosure or *Nihon Keizai Shimbun* (newspaper) if electronic disclosure is unavailable

**Listing stock exchanges** : Tokyo Stock Exchange (First Section)  
Osaka Securities Exchange (First Section)