

# Company Data

## Corporate Profile

(as of March 31, 2009)

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

**Establishment** : May 6, 1964

**Paid-in-Capital** : ¥62,504,710,000

**Number of Employees** : 3,788

**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:**

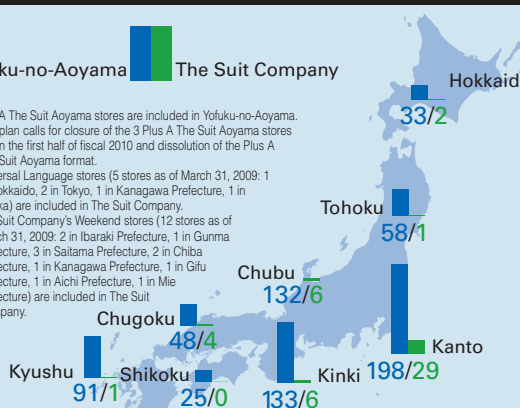
2423-4, Oaza Ida, Tagawa, Fukuoka

**Number of Stores** : 767 (excluding 30 CALAJA stores as of March 31, 2009)

Yofuku-no-Aoyama  The Suit Company 

Notes:

- Plus A The Suit Aoyama stores are included in Yofuku-no-Aoyama. The plan calls for closure of the 3 Plus A The Suit Aoyama stores within the first half of fiscal 2010 and dissolution of the Plus A The Suit Aoyama format.
- Universal Language stores (5 stores as of March 31, 2009: 1 in Hokkaido, 2 in Tokyo, 1 in Kanagawa Prefecture, 1 in Osaka) are included in The Suit Company.
- The Suit Company's Weekend stores (12 stores as of March 31, 2009: 2 in Ibaraki Prefecture, 1 in Gunma Prefecture, 3 in Saitama Prefecture, 2 in Chiba Prefecture, 1 in Kanagawa Prefecture, 1 in Gifu Prefecture, 1 in Aichi Prefecture, 1 in Mie Prefecture) are included in The Suit Company.



## Directors and Officers

(as of June 26, 2009)

### Board of Directors

**Chairman of the Board** : Shozo Miyamae

**Vice Chairman of the Board** : Hiroaki Miyamae

**President and CEO** : Osamu Aoyama

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

**Director and Executive Officer** : Yoshiyuki Matsukawa  
(General Manager of Marketing and Sales Div.)

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

### Board of Auditors

**Standing Corporate  
Auditor (full time)** : Koshin Endo

**Corporate Auditor** : Seishi Uchibayashi \*

**Corporate Auditor** : Hiroshi Ohgi \*

**Corporate Auditor** : Kiyoshi Takegawa \*

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.)

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

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

**Executive Officer** : Yoshiyuki Maekawa  
(General Manager of Purchasing Dept. No. 1)

# Stock Information

Shares (as of March 31, 2009)

<b>Total number of shares authorized to be issued</b>	<b>174,641,100</b>
<b>Number of shareholders</b>	<b>8,227</b>
<b>Number of shares outstanding</b>	<b>67,394,016</b>
<b>Number of shares of treasury stock</b>	<b>3,811,467 (5.66%)</b>

Major Shareholders (as of March 31, 2009)

Shareholder	Shareholdings (thousand shares)	Shareholdings (%)
Japan Trustee Services Bank, Ltd. (Trust account)	6,767	10.04
The Master Trust Bank of Japan, Ltd. (Trust account)	4,669	6.93
Japan Trustee Services Bank, Ltd. (Trust account 4G)	4,236	6.29
Aoyama Bussan, Ltd.	3,541	5.25
Osamu Aoyama	2,484	3.69
Trust & Custody Services Bank, Ltd. (Securities Investment Trust account)	1,815	2.69
Japan Trustee Services Bank, Ltd. (Trust account 4)	1,671	2.48
State Street Bank and Trust Company	1,410	2.09
Sumiko Aoyama	1,261	1.87
State Street Bank and Trust Company 505019	1,101	1.63

Notes: 1. Shareholdings amounting to less than the minimum trading unit have been rounded down.  
2. The Company holds 3,811,000 shares of treasury stock, but the holdings are not included in the above list of major shareholders because these shares are without voting rights.

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

## Memo to Shareholders

<b>Business year</b>	: From April 1 to March 31
<b>Ordinary general meeting of shareholders</b>	: June of each year
<b>Record date</b>	: March 31 (other publicly announced days, as necessary). Shareholders recorded in the register of 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.
<b>Interim dividends</b>	: Interim dividends shall be paid to shareholders recorded in the register of shareholders as of September 30.
<b>Year-end dividends</b>	: Dividends shall be paid to the shareholders recorded in the register of shareholders as of March 31.
<b>Transfer agent</b>	: Sumitomo Trust & Banking, Co. Ltd. 5-33 Kitahama 4-chome, Chuo-ku, Osaka
<b>Transfer agent's handling office</b>	: Stock Transfer Agency Department Sumitomo Trust & Banking Co., Ltd. 5-33 Kitahama 4-chome, Chuo-ku, Osaka
<b>(Mailing address)</b>	: Stock Transfer Agency Department Sumitomo Trust & Banking Co., Ltd. 1-10 Nikko-cho, Fuchu, Tokyo 183-8701
<b>(Telephone contact)</b>	: 0120-176-417
<b>(Website URL)</b>	: <a href="http://www.sumitomotrust.co.jp/STA/retail/service/daiko/index.html">http://www.sumitomotrust.co.jp/STA/retail/service/daiko/index.html</a>

Notification of address change and inquiries concerning shares

Please contact the securities firm with which you have your securities account for notification of address change and for inquiries. If you do not have an account with a securities firm, please contact the transfer agent indicated at left.

Procedures concerning special accounts

Share certificates of the Company and all other listed companies were dematerialized on January 5, 2009. Accordingly, previous paper share certificates become invalid and shareholders' rights are electronically managed by Japan Securities Depository Center, Inc. (JASDEC) through securities firms. Rights of shareholders who have not completed procedures for dematerialization of share certificates are currently managed in special accounts with Sumitomo Trust & Banking Co., Ltd. (special account management institution). In order to sell shares owned, it is necessary to open an account with a securities firm and implement procedures to transfer shares from the special account. For detailed procedures, please contact the transfer agent indicated at left.

**Media for public notices** : Electronic disclosure or Nihon Keizai Shimbun (newspaper) if electronic disclosure is unavailable  
<http://www.aoyama-syouji.co.jp>

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

# Renewal of The Suit Company e-shop

We renewed the e-commerce site for The Suit Company brand. Using flash technology, the new The Suit Company e-shop shares the design taste and operation with the renewed website of The Suit Company. Simple esthetically pleasing look and interactive operation are both achieved.

Hot products are presented by using automatically switching flash images.



Users can check purchase histories and register their favorite items.



This page features items offered at special discounts only for members.



New arrivals are presented with photos and explanations according to product category: men's dress, men's casual and women's. With one click directly linked to purchasing site.



<http://www.uktsc.com/e-shop/>