



November 11, 2025

To whom it may concern

Company Name **Aoyama Trading Co., Ltd.**
 Representative President, General Manager of OMO and Retail Div. Taizo Endo
 (Code No. 8219, TSE Prime Market)
 Contact Director, Senior Managing Executive Officer Makoto Ogawa
 (TEL 084-920-0050)

Difference between the Forecasts and Actual Financial Results for the Second Quarter (Interim Period) of the Fiscal Year Ending March 31, 2026, and Revision of the Full-Year Financial Forecasts

Aoyama Trading Co., Ltd. (the "Company") hereby announces that there is a difference between the forecast for the first half of the fiscal year ending March 31, 2026, which was announced on May 13, 2025, and the actual results announced today.

At the same time, the Company has revised its full-year earnings forecast as follows.

1. Difference between forecast and actual results

(1) Difference between consolidated forecasts and actual results for the first half of the fiscal year ending March 31, 2026 (April 1, 2025 to September 30, 2025)

(Unit: million yen)

	Net sales	Operating income	Ordinary income	Profit attributable to owners of parent for interim period	Net income per share
Previous Forecast (A)	84,900	0	0	(1,200)	(24.72) yen
Actual results (B)	81,973	77	297	(856)	(17.65) yen
Change (B-A)	(2,926)	77	297	343	-
Change (%)	(3.4)	-	-	-	-
(Reference) Results for the Second Quarter of the Fiscal Year Ended March 31, 2025	84,504	646	518	(630)	(12.65) yen

(2) Difference between non-consolidated forecasts and actual results for the first half of the fiscal year ending March 31, 2026 (April 1, 2025 to September 30, 2025)

(Unit: million yen)

	Net sales	Operating income	Ordinary income	Interim net income	Net income per share
Previous Forecast (A)	51,100	(1,900)	(200)	(600)	(12.36) yen
Actual results (B)	49,018	(2,224)	(363)	(563)	(11.61) yen
Change (B-A)	(2,081)	(324)	(163)	36	-
Change (%)	(4.1)	-	-	-	-
(Reference) Results for the Second Quarter of the Fiscal Year Ended March 31, 2025	52,107	(1,326)	(382)	(636)	(12.76) yen

(Note) The method of presentation has been changed from the current interim consolidated accounting period. Accordingly, the figures for the previous interim consolidated accounting period have been restated to reflect this change in presentation.

2. Revision of Earnings Forecasts

(1) Revision of consolidated earnings forecasts for the fiscal year ending March 31, 2026 (from April 1, 2025 to March 31, 2026)

(Unit: million yen)

	Net sales	Operating income	Ordinary income	Profit attributable to owners of parent	Net income per share
Previous Forecast (A)	199,800	14,000	14,000	9,500	195.73 yen
Revised Forecast (B)	197,000	14,000	14,000	9,500	195.64 yen
Change (B-A)	(2,800)	-	-	-	-
Change (%)	(1.4)	-	-	-	-
(Reference) Results for the Fiscal Year Ended March 31, 2025	195,714	12,573	12,628	9,397	190.32 yen

(2) Revision of non-consolidated earnings forecasts for the fiscal year ending March 31, 2026 (from April 1, 2025 to March 31, 2026)

(Unit: million yen)

	Net sales	Operating income	Ordinary profit	Net Income	Per share Net Income
Previous Forecast (A)	130,700	9,400	11,200	8,500	175.12 yen
Revised Forecast (B)	129,400	9,400	11,200	8,500	175.05 yen
Change (B-A)	(1,300)	-	-	-	-
Change (%)	(1.0)	-	-	-	-
(Reference) Results for the Fiscal Year Ended March 31, 2025	131,015	8,826	9,842	8,452	171.18 yen

(Note) The method of presentation has been changed from the current interim consolidated accounting period. Accordingly, the figures for the previous consolidated fiscal year have been restated to reflect this change in presentation.

3. Difference between financial results forecasts and actual results and reason for revision

<Non-consolidated>

In the second quarter (interim period), although sales of formal wear and casual wear were strong, sales of suits and other mainstay items were sluggish due to a decrease in the number of customers affected by the intense heat. As a result, sales were below the previously announced forecast. Operating income also fell short of the previously announced forecast, despite efforts to use expenses efficiently. However, net income for the first half of the fiscal year exceeded the previously announced forecast due to factors such as higher-than-expected non-operating income.

In the second half of the fiscal year, due to the announcement of key strategic products, the strengthening of sales promotions, and existing store sales assumed to be 105.0% which is higher than the previous fiscal year, sales are expected to exceed the initial forecast. As a result, operating income and ordinary income are also expected to exceed the initial forecast, and net income are expected to be generally in line with the initial forecast.

For the full year, net sales are expected to be lower than the previously announced forecast, but profits at all levels are expected to be in line with the previously announced forecast.

The year-on-year comparison of existing store sales is 96.2% for the first half, 105.0% for the second half, and 101.5% for the full year.

<Consolidated>

Mainly due to the above <Non-consolidated> reasons, net sales in the second quarter (interim period) were lower than the previously announced forecast. On the other hand, profits at all levels exceeded the previously announced forecast due to the strong performance of the Group's businesses, particularly in Franchisee Business.

For the full year, net sales are expected to be lower than the previously announced forecast, but profits at all levels are expected to be in line with the previously announced forecast.

* The above forecasts are based on information available as of the date of publication of this document. Actual results may differ from these forecasts due to various factors.