



10/6/2020



Monthly Sales Report(September 2020) (Total revenues: Millions of Yen, Year on year:%)

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①Store sales			Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Total
Existing Stores	Sales (M)	(1M yen)	2,058	1,527	2,944	3,353	1,275	1,128	1,975	1,938	1,495	1,548	1,613	1,445	1,474	20,189
	Y/Y (%)	(%)	46	-22	-11	-11	-10	0	-7	-12	6	19	5	5	-28	-8
All Stores	Sales(M)	(1M yen)	2,058	1,527	2,944	3,353	1,275	1,128	1,975	1,967	1,511	1,572	1,632	1,467	1,496	20,323
	Mail order only	(1M yen)	268	249	444	612	241	242	339	259	229	273	283	218	303	3,450
	Y/Y (%)	(%)	46	-22	-11	-11	-10	0	-7	-11	7	21	6	6	-27	-7
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,320	897	1,730	1,443	686	527	901	829	598	740	842	673	888	9,861
	Y/Y (%)	(%)	112	-37	-16	-17	-4	-7	-6	-8	-7	30	6	-1	-33	-10
③Total Company Revenues																
Total	Sales (M)	(1M yen)	3,378	2,424	4,675	4,797	1,961	1,656	2,876	2,797	2,110	2,313	2,474	2,141	2,384	30,185
	Y/Y (%)	(%)	66	-29	-13	-13	-8	-3	-6	-10	3	24	6	4	-29	-8
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	73	-39	-17	-16	-10	-5	-5	-7	7	35	10	6	-35	-9
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	7	17	4	3	2	2	-2	-3	-4	-7	-3	-1	-1	0
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	85	-28	-13	-14	-9	-3	-6	-10	3	25	6	4	-36	-8
Parts and accessories	Y/Y (%)	(%)	68	-9	24	23	45	28	12	8	17	31	27	36	-5	20
Service labor	Y/Y (%)	(%)	78	-43	-22	-19	-34	-31	-22	-27	-13	2	-20	-29	-60	-26

☆Sales Summary☆

- ①September sales result of existing 46stores decreased by 28%, and for total 47 shops, which include 33stores(Special Brand), 10stores(T&W) and 4stores(5days), decreased by 27% from the same month of previous fiscal year.
- ②Total sales for both head office decreased by 33%.
- ③Total company revenues in September decreased by 29%.
- ④⑤⑥Numbers of tires and wheels sold in September decreased by 35%, the average unit price decreased by 1%, and total sales decreased by 36%.
- Sales results for parts and accessories decreased by 5% and service labor fee decreased by 60%.

This figures are non-consolidated financial results. The results are subject to revision due to preliminary results.

★Retail stores★ Total 47 stores: 33 stores(Special Brand), 10 stores(T&W), 4stores(5days)

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