



5/6/2021



# Monthly Sales Report(April 2021)

(Total revenues: Millions of Yen, Year on year:%)

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①Store sales			Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	Total
Existing Stores	Sales (M)	(1M yen)	1,938	1,495	1,548	1,613	1,445	1,474	2,246	3,437	3,664	1,533	1,191	2,142	2,345	14,314
	Y/Y (%)	(%)	-12	6	19	5	5	-28	47	17	9	20	6	8	21	13
All Stores	Sales(M)	(1M yen)	1,967	1,511	1,572	1,632	1,467	1,497	2,290	3,491	3,722	1,557	1,210	2,177	2,391	14,550
	Mail order only	(1M yen)	259	229	273	283	218	303	431	368	700	378	254	394	364	1,459
	Y/Y (%)	(%)	-11	7	21	6	6	-27	50	19	11	22	7	10	22	15
②Head office and online sales																
Total	Sales (M)	(1M yen)	829	598	740	842	673	892	1,780	2,244	1,734	893	710	1,250	1,324	8,159
	Y/Y (%)	(%)	-8	-7	30	6	-1	-33	98	30	20	30	35	39	60	33
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,797	2,110	2,313	2,474	2,141	2,389	4,070	5,736	5,456	2,450	1,920	3,428	3,715	22,709
	Y/Y (%)	(%)	-10	3	24	6	4	-29	68	23	14	25	16	19	33	21
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-7	7	35	10	6	-35	85	24	17	28	17	26	41	24
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	-3	-4	-7	-3	-1	-1	-9	-1	-2	-2	-2	-5	-6	-3
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	-10	3	25	6	4	-36	68	22	14	24	15	19	33	21
Parts and accessories	Y/Y (%)	(%)	8	17	31	27	36	-5	61	27	18	32	31	32	29	28
Service labor	Y/Y (%)	(%)	-27	-13	2	-20	-29	-60	67	25	7	25	5	10	33	18

## ☆Sales Summary☆

- ①April sales result of existing 46stores increased by 21%, and for total 47 shops, which include 33stores(Special Brand), 10stores(T&W) and 4stores(5days), increased by 22% from the same month of previous fiscal year.
- ②Total sales for both head office increased by 60%.
- ③Total company revenues in April increased by 33%.
- ④⑤⑥Numbers of tires and wheels sold in April increased by 41%, the average unit price decreased by 6%, and total sales increased by 33%.
- Sales results for parts and accessories increased by 29% and service labor fee increased by 33%.

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

★Retail stores★ Total 47 stores: 34 stores(Special Brand), 9 stores(T&amp;W), 4stores(5days)

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