



7/11/2022

Monthly Sales Report(June 2022)

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

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①Store sales			Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Total
Existing Stores	Sales (M)	(1M yen)	1,428	1,472	1,200	1,657	2,351	3,656	3,781	1,711	1,342	2,491	2,471	1,552	1,509	18,515
	Y/Y (%)	(%)	-8	-9	-17	12	5	5	2	10	11	14	3	-1	4	5
All Stores	Sales(M)	(1M yen)	1,449	1,492	1,225	1,689	2,413	3,656	3,781	1,711	1,342	2,491	2,471	1,552	1,509	18,515
	Mail order only	(1M yen)	245	267	227	486	555	632	917	471	319	505	372	221	276	3,716
	Y/Y (%)	(%)	-8	-9	-17	13	5	5	2	10	11	14	3	-1	4	5
②Head office and online sales																
Total	Sales (M)	(1M yen)	764	884	751	1,042	2,003	2,527	1,984	996	779	1,757	1,591	1,000	863	11,502
	Y/Y (%)	(%)	3	5	12	17	13	13	14	11	10	41	19	17	13	17
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,214	2,377	1,977	2,732	4,416	6,184	5,765	2,708	2,122	4,248	4,062	2,552	2,372	30,017
	Y/Y (%)	(%)	-4	-4	-8	14	9	8	6	10	11	24	9	5	7	10
	Effect of applying the revenue recognition standard	(1M yen)	-	-	-	-	-	-45	-51	-38	-25	-59	-37	-24	-24	-313
	Sales after applying of revenue recognition standard	(1M yen)	-	-	-	-	-	6,139	5,714	2,669	2,097	4,189	4,025	2,528	2,348	29,703
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-4	-2	-5	16	9	5	-1	1	5	23	-2	-5	-9	3
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	-1	-3	-4	-1	0	3	7	9	6	3	12	11	18	7
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	-5	-5	-9	15	9	8	6	11	11	26	10	5	7	10
Parts and accessories	Y/Y (%)	(%)	8	11	11	15	11	17	16	16	6	9	6	18	14	13
Service labor	Y/Y (%)	(%)	-12	-5	-18	7	-2	-2	-3	2	8	17	-1	-6	-5	1

☆Sales Summary☆

①June sales result of existing 47stores increased by 4%, and for total 47 shops, which include 34stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 4% from the same month of previous fiscal year,

②Total sales for both head office increased by 13%.

③Total company revenues in June increased by 7%.

④⑤⑥Numbers of tires and wheels sold in June decreased by 9%, the average unit price was increased by 18% and total sales increased by 7%.

Sales results for parts and accessories increased by 14% and service labor fee decreased by 5%.

The number of year-to-year comparison changes from July in 2021 monthly report, due to amendment of tabulation categories of performanc of flat-tire guarantee service .

From the beginning of the financial year 2022 (November 2022), the Group has adopted the "Accounting Standard for Revenue Recognition"

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&W), 4stores(5days)

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