



8/9/2022



# Monthly Sales Report(July 2022)

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

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①Store sales			Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Total
Existing Stores	Sales (M)	(1M yen)	1,472	1,200	1,657	2,351	3,656	3,781	1,711	1,342	2,491	2,471	1,552	1,509	1,629	20,144
	Y/Y (%)	(%)	-9	-17	12	5	5	2	10	11	14	3	-1	4	9	6
All Stores	Sales(M)	(1M yen)	1,492	1,225	1,689	2,413	3,656	3,781	1,711	1,342	2,491	2,471	1,552	1,509	1,629	20,144
	Mail order only	(1M yen)	267	227	486	555	632	917	471	319	505	372	221	276	317	4,033
	Y/Y (%)	(%)	-9	-17	13	5	5	2	10	11	14	3	-1	4	9	6
②Head office and online sales																
Total	Sales (M)	(1M yen)	884	751	1,042	2,003	2,527	1,984	996	779	1,757	1,591	1,000	863	905	12,407
	Y/Y (%)	(%)	5	12	17	13	13	14	11	10	41	19	17	13	2	16
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,377	1,977	2,732	4,416	6,184	5,765	2,708	2,122	4,248	4,062	2,552	2,372	2,534	32,552
	Y/Y (%)	(%)	-4	-8	14	9	8	6	10	11	24	9	5	7	7	9
	Effect of applying the revenue recognition standard	(1M yen)	-	-	-	-	-45	-51	-38	-25	-59	-37	-24	-26	-28	-343
	Sales after applying of revenue recognition standard	(1M yen)	-	-	-	-	6,139	5,714	2,669	2,097	4,189	4,025	2,528	2,346	2,506	32,208
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-2	-5	16	9	5	-1	1	5	23	-2	-5	-9	-8	2
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	-3	-4	-1	0	3	7	9	6	3	12	11	18	17	8
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	-5	-9	15	9	8	6	11	11	26	10	5	7	7	10
Parts and accessories	Y/Y (%)	(%)	11	11	15	11	17	16	16	6	9	6	18	14	6	12
Service labor	Y/Y (%)	(%)	-5	-18	7	-2	-2	-3	2	8	17	-1	-6	-5	-1	0

☆Sales Summary☆

- ①July sales result of existing 47stores increased by 9%, and for total 47 shops, which include 34stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 9% from the same month of previous fiscal year.
- ②Total sales for both head office increased by 2%.
- ③Total company revenues in July increased by 7%.
- ④⑤⑥Numbers of tires and wheels sold in July decreased by 8%, the average unit price was increased by 17% and total sales increased by 7%.  
Sales results for parts and accessories increased by 6% and service labor fee decreased by 1%.

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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