



9/12/2022

Monthly Sales Report(August 2022)

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

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①Store sales			Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Total
Existing Stores	Sales (M)	(1M yen)	1,200	1,657	2,351	3,656	3,781	1,711	1,342	2,491	2,471	1,552	1,509	1,628	1,640	21,784
	Y/Y (%)	(%)	-17	12	5	5	2	10	11	14	3	-1	4	9	34	7
All Stores	Sales(M)	(1M yen)	1,225	1,689	2,413	3,656	3,781	1,711	1,342	2,491	2,471	1,552	1,509	1,628	1,640	21,784
	Mail order only	(1M yen)	227	486	555	632	917	471	319	505	372	221	276	317	338	4,372
	Y/Y (%)	(%)	-17	13	5	5	2	10	11	14	3	-1	4	9	34	7
②Head office and online sales																
Total	Sales (M)	(1M yen)	751	1,042	2,003	2,527	1,984	996	779	1,757	1,591	1,000	863	905	1,050	13,458
	Y/Y (%)	(%)	12	17	13	13	14	11	10	41	19	17	13	2	40	18
③Total Company Revenues																
Total	Sales (M)	(1M yen)	1,977	2,732	4,416	6,184	5,765	2,708	2,122	4,248	4,062	2,552	2,372	2,534	2,690	35,243
	Y/Y (%)	(%)	-8	14	9	8	6	10	11	24	9	5	7	7	36	11
	Effect of applying the revenue recognition standard	(1M yen)	-	-	-	-45	-51	-38	-25	-59	-37	-24	-26	-28	-32	-376
	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	2,657	34,866
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-5	16	9	5	-1	1	5	23	-2	-5	-9	-8	21	3
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	-4	-1	0	3	7	9	6	3	12	11	18	17	15	8
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	-9	15	9	8	6	11	11	26	10	5	7	7	40	12
Parts and accessories	Y/Y (%)	(%)	11	15	11	17	16	16	6	9	6	18	14	6	7	11
Service labor	Y/Y (%)	(%)	-18	7	-2	-2	-3	2	8	17	-1	-6	-5	-1	33	2

☆Sales Summary☆

- ①August sales result of existing 47stores increased by 34%, and for total 47 shops, which include 34stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 34% from the same month of previous fiscal year.
 ②Total sales for both head office increased by 40%.
 ③Total company revenues in August increased by 36%.
 ④⑤⑥Numbers of tires and wheels sold in August increased by 21%, the average unit price was increased by 15% and total sales increased by 40%.
 Sales results for parts and accessories increased by 7% and service labor fee increased by 33%.
 ●New Shop Opened● Special Shop Kitakami has opened in Kitakami-shi, Iwate on 2nd September, 2022.
 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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