



2/10/2023



Monthly Sales Report(January 2023)

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

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①Store sales			Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Dec-22	Total
Existing Stores	Sales (M)	(1M yen)	1,711	1,342	2,491	2,471	1,552	1,509	1,628	1,640	2,123	2,646	3,650	3,924	1,713	9,288
	Y/Y (%)	(%)	10	11	14	3	-1	4	9	34	26	10	0	4	0	2
All Stores	Sales(M)	(1M yen)	1,711	1,342	2,491	2,471	1,552	1,509	1,628	1,640	2,168	2,702	3,725	3,981	1,738	9,446
	Mail order only	(1M yen)	471	319	505	372	221	276	317	338	599	669	727	1,011	480	2,218
	Y/Y (%)	(%)	10	11	14	3	-1	4	9	34	28	12	2	5	2	3
②Head office and online sales																
Total	Sales (M)	(1M yen)	996	779	1,757	1,591	1,000	863	905	1,050	1,242	2,225	2,620	2,308	1,027	5,956
	Y/Y (%)	(%)	11	10	41	19	17	13	2	40	19	11	4	16	3	8
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	2,668	2,097	4,182	4,025	2,528	2,346	2,506	2,656	3,370	4,845	6,275	6,228	2,736	15,235
	Y/Y (%)	(%)	10	10	24	9	5	7	6	35	25	11	2	9	2	5
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	1	5	23	-2	-5	-9	-8	21	9	-11	-16	-7	-9	-11
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	9	6	3	12	11	18	17	15	16	27	24	18	12	19
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	11	11	26	10	5	7	7	40	26	13	4	10	2	6
Parts and accessories	Y/Y (%)	(%)	16	6	9	6	18	14	6	7	14	6	-5	4	6	1
Service labor	Y/Y (%)	(%)	2	8	17	-1	-6	-5	-1	33	21	-3	-6	1	-5	-3

☆Sales Summary☆

- ①January sales result of existing 47stores ± 0%, and for total 48 shops, which include 35stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 2% from the same month of previous fiscal year,
 - ②Total sales for both head office increased by 3%.
 - ③Total company revenues in January after applying Standard for Revenue Recognition increased by 2%.
 - ④⑤⑥Numbers of tires and wheels sold in January decreased by 9%, the average unit price was increased by 12% and total sales increased by 2%.
Sales results for parts and accessories increased by 6% and service labor fee decreased by 5%.
- As it is difficult to apply Accounting Standard for Revenue Recognition by variety, figures for ④⑤⑥are given before Standard.

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

★Retail stores★ Total 48 stores: 35 stores(Special Brand), 9 stores(T&W), 4stores(5days)

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