



3/13/2023



Monthly Sales Report(February 2023)

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

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①Store sales			Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Total
Existing Stores	Sales (M)	(1M yen)	1,342	2,491	2,471	1,552	1,509	1,628	1,640	2,123	2,646	3,650	3,924	1,713	1,444	10,732
	Y/Y (%)	(%)	11	14	3	-1	4	9	34	26	10	0	4	0	8	2
All Stores	Sales(M)	(1M yen)	1,342	2,491	2,471	1,552	1,509	1,628	1,640	2,168	2,702	3,725	3,981	1,738	1,464	10,910
	Mail order only	(1M yen)	319	505	372	221	276	317	338	599	669	727	1,011	480	419	2,638
	Y/Y (%)	(%)	11	14	3	-1	4	9	34	28	12	2	5	2	9	4
②Head office and online sales																
Total	Sales (M)	(1M yen)	779	1,757	1,591	1,000	863	905	1,050	1,242	2,225	2,620	2,308	1,027	962	6,919
	Y/Y (%)	(%)	10	41	19	17	13	2	40	19	11	4	16	3	23	10
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	2,097	4,182	4,025	2,528	2,346	2,506	2,656	3,370	4,845	6,275	6,228	2,734	2,404	17,640
	Y/Y (%)	(%)	10	24	9	5	7	6	35	25	11	2	9	2	15	6
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	5	23	-2	-5	-9	-8	21	9	-11	-16	-7	-9	6	-9
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	6	3	12	11	18	17	15	16	27	24	18	12	9	18
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	11	26	10	5	7	7	40	26	13	4	10	2	16	7
Parts and accessories	Y/Y (%)	(%)	6	9	6	18	14	6	7	14	6	-5	4	6	12	3
Service labor	Y/Y (%)	(%)	8	17	-1	-6	-5	-1	33	21	-3	-6	1	-5	0	-2

☆Sales Summary☆

- ①February sales result of existing 47stores increased by 8%, and for total 48 shops, which include 35stores(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 23%.
- ③Total company revenues in February after applying Standard for Revenue Recognition increased by 15%.
- ④⑤⑥Numbers of tires and wheels sold in February increased by 6%, the average unit price was increased by 9% and total sales increased by 16%.
- Sales results for parts and accessories increased by 12% and service labor fee ± 0%.
- 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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