



8/9/2024



Monthly Sales Report(JULY 2024) (Total revenues : Millions of Yen, Year on year:%)

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①Store sales			Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Total
Existing Stores	Sales (M)	(1M yen)	1,721	1,422	1,820	2,582	4,039	4,153	1,773	1,515	2,349	2,685	1,676	1,693	1,777	21,664
	Y/Y (%)	(%)	6	-13	-14	-2	8	4	2	3	-16	5	1	2	2	2
All Stores	Sales(M)	(1M yen)	1,749	1,446	1,862	2,653	4,039	4,153	1,773	1,515	2,349	2,685	1,676	1,693	1,777	21,664
	Mail order only	(1M yen)	345	304	511	715	628	988	460	388	520	440	304	352	374	4,457
	Y/Y (%)	(%)	7	-12	-14	-2	8	4	2	3	-16	5	1	2	2	2
②Head office and online sales			Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Total
Total	Sales (M)	(1M yen)	1,087	919	1,143	2,446	3,324	2,445	1,032	993	1,603	1,634	1,106	1,008	1,100	14,250
	Y/Y (%)	(%)	20	-12	-8	10	27	6	1	3	-22	-1	6	-5	1	3
③Total Company Revenues			Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Total
Total	Sales after applying of revenue recognition standard	(1M yen)	2,809	2,340	2,960	5,019	7,278	6,542	2,780	2,485	3,902	4,273	2,754	2,672	2,849	35,537
	Y/Y (%)	(%)	12	-12	-12	4	16	5	2	3	-19	3	3	-1	1	2
④Sales volume			Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Total
Tires and wheels	Y/Y (%)	(%)	4	-19	-20	0	14	-4	-11	-6	-28	0	3	-5	1	-4
⑤Unit price			Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Total
Tires and wheels	Y/Y (%)	(%)	9	7	8	2	2	9	14	9	12	2	0	4	1	6
⑥Categories			Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Total
Tires and wheels	Y/Y (%)	(%)	13	-13	-13	3	16	5	1	2	-19	3	3	-2	1	2
Parts and accessories	Y/Y (%)	(%)	8	9	8	13	17	14	9	12	0	1	-3	3	3	6
Service labor	Y/Y (%)	(%)	1	-21	-18	2	14	0	-2	4	-28	9	9	7	4	1

☆Sales Summary☆

①July sales result of existing 48stores increased by 2%, and for total 48 shops, which include 36stores(Special Brand), 8stores(T&W) and 4stores(5days), increased by 2% from the same month of previous fiscal year,
 ②Total sales for head office increased by 1%.
 ③Total company revenues in July after applying Standard for Revenue Recognition increased by 1%.
 ④⑤⑥Numbers of tires and wheels sold in July increased by 1%, the average unit price was increased by 1% and total sales increased by 1%.
 Sales results for parts and accessories was increased by 1% and service labor fee increased by 4%.
 As it is difficult to apply Accounting Standard for Revenue Recognition by variety, figures for ①②③④⑤⑥are 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: 36 stores(Special Brand), 8 stores(T&W), 4stores(5days)

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