



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

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① Store sales			Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Total
Existing Stores	Sales (M)	(1M yen)	1,820	2,582	4,039	4,153	1,773	1,515	2,349	2,685	1,676	1,693	1,777	1,542	1,993	25,200
	Y/Y (%)	(%)	-14	-2	8	4	2	3	-16	5	1	2	2	7	7	2
All Stores	Sales(M)	(1M yen)	1,862	2,653	4,039	4,153	1,773	1,515	2,349	2,685	1,676	1,693	1,777	1,542	1,993	25,200
	Mail order only	(1M yen)	511	715	628	988	460	388	520	440	304	352	374	328	573	5,360
	Y/Y (%)	(%)	-14	-2	8	4	2	3	-16	5	1	2	2	7	7	2
② Head office and online sales																
Total	Sales (M)	(1M yen)	1,143	2,446	3,324	2,445	1,032	993	1,603	1,634	1,106	1,008	1,100	903	1,303	16,456
	Y/Y (%)	(%)	-8	10	27	6	1	3	-22	-1	6	-5	1	-2	14	4
③ Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	2,960	5,019	7,278	6,542	2,780	2,485	3,902	4,273	2,754	2,672	2,847	2,418	3,231	41,183
	Y/Y (%)	(%)	-12	4	16	5	2	3	-19	3	3	-1	1	3	9	3
④ Sales volume																
Tires and wheels	Y/Y (%)	(%)	-20	0	14	-4	-11	-6	-28	0	3	-5	1	-2	14	-3
⑤ Unit price																
Tires and wheels	Y/Y (%)	(%)	8	2	2	9	14	9	12	2	0	4	1	6	-3	5
⑥ Categories																
Tires and wheels	Y/Y (%)	(%)	-13	3	16	5	1	2	-19	3	3	-2	1	4	10	3
Parts and accessories	Y/Y (%)	(%)	8	13	17	14	9	12	0	1	-3	3	3	-2	3	5
Service labor	Y/Y (%)	(%)	-18	2	14	0	-2	4	-28	9	9	7	4	10	10	2

### ☆Sales Summary☆

①September sales result of existing 48stores increased by 7%, and for total 48 shops, which include 36stores(Special Brand), 8stores(T&W) and 4stores(5days), increased by 7% from the same month of previous fiscal year.

②Total sales for head office increased by 14%.

③Total company revenues in September after applying Standard for Revenue Recognition increased by 9%.

④⑤⑥Numbers of tires and wheels sold in September increased by 14%, the average unit price was decreased by 3% and total sales increased by 10%.

Sales results for parts and accessories was increased by 3% and service labor fee increased by 10%.

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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