



# Monthly Sales Report(January 2025) (Total revenues : Millions of Yen, Year on year:%)

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①Store sales			Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Total
Existing Stores	Sales (M)	(1M yen)	1,773	1,515	2,349	2,685	1,676	1,693	1,777	1,542	1,993	2,903	4,420	4,402	1,899	10,722
	Y/Y (%)	(%)	2	3	-16	5	1	2	2	7	7	9	9	6	7	8
All Stores	Sales(M)	(1M yen)	1,773	1,515	2,349	2,685	1,676	1,693	1,777	1,542	1,993	2,903	4,420	4,402	1,899	10,722
	Mail order only	(1M yen)	460	388	520	440	304	352	374	328	573	771	742	858	498	2,100
	Y/Y (%)	(%)	2	3	-16	5	1	2	2	7	7	9	9	6	7	8
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,032	992	1,603	1,634	1,106	1,008	1,100	903	1,303	2,124	3,601	2,973	1,192	7,766
	Y/Y (%)	(%)	1	3	-22	-1	6	-5	1	-2	14	-13	8	22	15	14
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	2,780	2,482	3,902	4,273	2,754	2,672	2,847	2,418	3,231	4,958	7,936	7,313	3,059	18,309
	Y/Y (%)	(%)	2	3	-19	3	3	-1	1	3	9	-1	9	12	10	10
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-11	-6	-28	0	3	-5	1	-2	14	-8	4	10	12	8
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	14	9	12	2	0	4	1	6	-3	8	5	2	-1	3
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	1	2	-19	3	3	-2	1	4	10	-1	9	12	11	11
Parts and accessories	Y/Y (%)	(%)	9	12	0	1	-3	3	3	-2	3	-4	3	-2	3	1
Service labor	Y/Y (%)	(%)	-2	4	-28	9	9	7	4	10	10	-2	9	18	10	12

## ☆Sales Summary☆

- ①January 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 15%.  
 ③Total company revenues in January after applying Standard for Revenue Recognition increased by 10%.  
 ④⑤⑥Numbers of tires and wheels sold in January increased by 12%, the average unit price was decreased by 1% and total sales increased by 11%.  
 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 ①②④⑤⑥are 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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