



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

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①Store sales			Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Total
Existing Stores	Sales (M)	(1M yen)	1,515	2,349	2,685	1,676	1,693	1,777	1,542	1,993	2,903	4,420	4,402	1,899	1,514	12,236
	Y/Y (%)	(%)	3	-16	5	1	2	2	7	7	9	9	6	7	0	7
All Stores	Sales(M)	(1M yen)	1,515	2,349	2,685	1,676	1,693	1,777	1,542	1,993	2,903	4,420	4,402	1,899	1,514	12,236
	Mail order only	(1M yen)	388	520	440	304	352	374	328	573	771	742	858	498	378	2,478
	Y/Y (%)	(%)	3	-16	5	1	2	2	7	7	9	9	6	7	0	7
②Head office and online sales																
Total	Sales (M)	(1M yen)	992	1,603	1,634	1,106	1,008	1,100	903	1,303	2,124	3,601	2,973	1,192	1,033	8,800
	Y/Y (%)	(%)	3	-22	-1	6	-5	1	-2	14	-13	8	22	15	4	13
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	2,482	3,902	4,273	2,754	2,672	2,847	2,418	3,231	4,958	7,936	7,313	3,059	2,521	20,830
	Y/Y (%)	(%)	3	-19	3	3	-1	1	3	9	-1	9	12	10	2	9
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-6	-28	0	3	-5	1	-2	14	-8	4	10	12	3	7
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	9	12	2	0	4	1	6	-3	8	5	2	-1	-1	2
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	2	-19	3	3	-2	1	4	10	-1	9	12	11	2	10
Parts and accessories	Y/Y (%)	(%)	12	0	1	-3	3	3	-2	3	-4	3	-2	3	0	1
Service labor	Y/Y (%)	(%)	4	-28	9	9	7	4	10	10	-2	9	18	10	-1	11

☆Sales Summary☆

①February sales result of existing 48stores is no change , and for total 48 shops, which include 36stores(Special Brand), 8stores(T&W) and 4stores(5days) is no change compared to the same month last year.
 ②Total sales for head office increased by 4%.
 ③Total company revenues in February after applying Standard for Revenue Recognition increased by 2%.
 ④⑤⑥Numbers of tires and wheels sold in February increased by 3%, the average unit price was decreased by 1% and total sales increased by 2%.
 Sales results for parts and accessories is no change compared to the same month last year and service labor fee decreased by 1%.
 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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