



12-Aug-25



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

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①Store sales			Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Total
Existing Stores	Sales (M)	(1M yen)	1,777	1,542	1,993	2,903	4,420	4,402	1,899	1,514	2,374	2,684	1,777	1,607	1,657	22,337
	Y/Y (%)	(%)	2	7	7	9	9	6	7	0	1	0	6	-5	-7	3
All Stores	Sales(M)	(1M yen)	1,777	1,542	1,993	2,903	4,420	4,402	1,899	1,514	2,374	2,684	1,777	1,607	1,657	22,337
	Online sales only	(1M yen)	374	328	573	771	742	858	498	378	446	450	328	298	335	4,337
	Y/Y (%)	(%)	2	7	7	9	9	6	7	0	1	0	6	-5	-7	3
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,100	903	1,303	2,124	3,601	2,973	1,192	1,032	1,790	1,808	1,373	1,169	1,409	16,350
	Y/Y (%)	(%)	1	-2	14	-13	8	22	15	4	12	11	24	16	28	15
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	2,847	2,418	3,231	4,958	7,936	7,313	3,060	2,521	4,125	4,456	3,118	2,750	3,036	38,320
	Y/Y (%)	(%)	1	3	9	-1	9	12	10	2	6	4	13	3	7	8
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	1	-2	14	-8	4	10	12	3	6	4	18	3	11	7
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	1	6	-3	8	5	2	-1	-1	1	1	-3	1	-2	1
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	1	4	10	-1	9	12	11	2	7	5	15	4	9	9
Parts and accessories	Y/Y (%)	(%)	3	-2	3	-4	3	-2	3	0	-11	-7	-8	-10	-14	-5
Service labor	Y/Y (%)	(%)	4	10	10	-2	9	18	10	-1	9	-2	16	5	6	8

## ☆Sales Summary☆

①July sales result of existing 48stores decreased by 7% , and for total 48 shops, which include 37stores(Special Brand), 7stores(T&W) and 4stores(5days) is decreased by 7% compared to the same month last year.

②Total sales for head office increased by 28%.

③Total company revenues in July after applying Standard for Revenue Recognition increased by 7%.

④⑤⑥Numbers of tires and wheels sold in July increased by 11%, the average unit price decreased by 2% and total sales increased by 9%.

Sales results for parts and accessories decreased by 14% compared to the same month last year and service labor fee increased by 6%.

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: 37 stores(Special Brand), 7 stores(T&W), 4stores(5days)

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