



10-Apr-25



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

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①Store sales			Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Total
Existing Stores	Sales (M)	(1M yen)	2,349	2,685	1,676	1,693	1,777	1,542	1,993	2,903	4,420	4,402	1,899	1,514	2,374	14,610
	Y/Y (%)	(%)	-16	5	1	2	2	7	7	9	9	6	7	0	1	6
All Stores	Sales(M)	(1M yen)	2,349	2,685	1,676	1,693	1,777	1,542	1,993	2,903	4,420	4,402	1,899	1,514	2,374	14,610
	Mail order only	(1M yen)	520	440	304	352	374	328	573	771	742	858	498	378	446	2,924
	Y/Y (%)	(%)	-16	5	1	2	2	7	7	9	9	6	7	0	1	6
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,603	1,634	1,106	1,008	1,100	903	1,303	2,124	3,601	2,973	1,192	1,032	1,790	10,590
	Y/Y (%)	(%)	-22	-1	6	-5	1	-2	14	-13	8	22	15	4	12	13
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	3,902	4,273	2,754	2,672	2,847	2,418	3,231	4,958	7,936	7,312	3,059	2,521	4,127	24,957
	Y/Y (%)	(%)	-19	3	3	-1	1	3	9	-1	9	12	10	2	6	9
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-28	0	3	-5	1	-2	14	-8	4	10	12	3	6	7
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	12	2	0	4	1	6	-3	8	5	2	-1	-1	1	2
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	-19	3	3	-2	1	4	10	-1	9	12	11	2	7	9
Parts and accessories	Y/Y (%)	(%)	0	1	-3	3	3	-2	3	-4	3	-2	3	0	-11	-2
Service labor	Y/Y (%)	(%)	-28	9	9	7	4	10	10	-2	9	18	10	-1	9	11

## ☆Sales Summary☆

①March sales result of existing 48stores increased by 1% , and for total 48 shops, which include 36stores(Special Brand), 8stores(T&W) and 4stores(5days) increased by 1% compared to the same month last year.  
 ②Total sales for head office increased by 12%.  
 ③Total company revenues in March after applying Standard for Revenue Recognition increased by 6%.  
 ④⑤⑥Numbers of tires and wheels sold in March increased by 6%, the average unit price was increased by 1% and total sales increased by 7%.  
 Sales results for parts and accessories decreased by 11% compared to the same month last year and service labor fee increased by 9%.  
 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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