



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

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| ① Store sales | | | Sep-24 | Oct-24 | Nov-24 | Dec-24 | Jan-25 | Feb-25 | Mar-25 | Apr-25 | May-25 | Jun-25 | Jul-25 | Aug-25 | Sep-25 | Total |
|--------------------------------|--|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Existing Stores | Sales (M) | (1M yen) | 1,993 | 2,903 | 4,420 | 4,402 | 1,899 | 1,514 | 2,374 | 2,684 | 1,777 | 1,607 | 1,657 | 1,681 | 1,978 | 25,996 |
| | Y/Y (%) | (%) | 7 | 9 | 9 | 6 | 7 | 0 | 1 | 0 | 6 | -5 | -7 | 9 | -1 | 3 |
| All Stores | Sales(M) | (1M yen) | 1,993 | 2,903 | 4,420 | 4,402 | 1,899 | 1,514 | 2,374 | 2,684 | 1,777 | 1,607 | 1,657 | 1,681 | 1,978 | 25,996 |
| | Online sales only | (1M yen) | 573 | 771 | 742 | 858 | 498 | 378 | 446 | 450 | 328 | 298 | 335 | 349 | 511 | 5,198 |
| | Y/Y (%) | (%) | 7 | 9 | 9 | 6 | 7 | 0 | 1 | 0 | 6 | -5 | -7 | 9 | -1 | 3 |
| ② Head office and online sales | | | | | | | | | | | | | | | | |
| Total | Sales (M) | (1M yen) | 1,303 | 2,124 | 3,601 | 2,973 | 1,192 | 1,032 | 1,790 | 1,808 | 1,373 | 1,169 | 1,409 | 1,278 | 1,506 | 19,122 |
| | Y/Y (%) | (%) | 14 | -13 | 8 | 22 | 15 | 4 | 12 | 11 | 24 | 16 | 28 | 42 | 16 | 16 |
| ③ Total Company Revenues | | | | | | | | | | | | | | | | |
| Total | Sales after applying of revenue recognition standard | (1M yen) | 3,231 | 4,958 | 7,936 | 7,313 | 3,060 | 2,521 | 4,125 | 4,456 | 3,118 | 2,750 | 3,036 | 2,933 | 3,446 | 44,686 |
| | Y/Y (%) | (%) | 9 | -1 | 9 | 12 | 10 | 2 | 6 | 4 | 13 | 3 | 7 | 21 | 7 | 9 |
| ④ Sales volume | | | | | | | | | | | | | | | | |
| Tires and wheels | Y/Y (%) | (%) | 14 | -8 | 4 | 10 | 12 | 3 | 6 | 4 | 18 | 3 | 11 | 29 | -4 | 8 |
| ⑤ Unit price | | | | | | | | | | | | | | | | |
| Tires and wheels | Y/Y (%) | (%) | -3 | 8 | 5 | 2 | -1 | -1 | 1 | 1 | -3 | 1 | -2 | -4 | 12 | 2 |
| ⑥ Categories | | | | | | | | | | | | | | | | |
| Tires and wheels | Y/Y (%) | (%) | 10 | -1 | 9 | 12 | 11 | 2 | 7 | 5 | 15 | 4 | 9 | 24 | 7 | 9 |
| Parts and accessories | Y/Y (%) | (%) | 3 | -4 | 3 | -2 | 3 | 0 | -11 | -7 | -8 | -10 | -14 | -8 | -12 | -6 |
| Service labor | Y/Y (%) | (%) | 10 | -2 | 9 | 18 | 10 | -1 | 9 | -2 | 16 | 5 | 6 | 28 | 8 | 10 |

☆Sales Summary☆

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

② Total sales for head office increased by 16%.

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

④⑤⑥ Numbers of tires and wheels sold in September decreased by 4%, the average unit price increased by 12% and total sales increased by 7%.

Sales results for parts and accessories decreased by 12% compared to the same month last year and service labor fee increased by 8%.

As it is difficult to apply Accounting Standard for Revenue Recognition by variety, figures for ①②③④⑥ are 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), 4 stores(5days)

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