



10-Oct-25



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

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①Store 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
②Head 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
③Total 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
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	14	-8	4	10	12	3	6	4	18	3	11	29	-4	8
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	-3	8	5	2	-1	-1	1	1	-3	1	-2	-4	12	2
⑥Categories																
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☆

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

②Total sales for head office increased by 16%.

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

④⑤⑥Numbers 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 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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