

IDOM Quarter Data

Consolidated																	
(JPYmn)	FY02/20				FY02/21				FY02/23				FY02/24				FY02/24
Cumulative	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Outlook
Net sales	83,724	178,109	282,082	380,564	117,013	227,775	344,620	459,532	135,601	225,478	324,248	416,514	105,258	203,696			400,000
YoY	-7.2%	-0.7%	3.5%	5.2%	39.8%	27.9%	22.2%	20.8%	15.9%	-1.0%	-5.9%	-9.4%	-22.4%	-9.7%			-4.0%
Cost of sales	69,002	144,145	227,986	307,754	95,264	185,308	280,249	373,519	113,198	187,209	267,921	341,964	88,142	168,792			327,500
YoY	-4.9%	1.2%	5.3%	7.0%	38.1%	28.6%	22.9%	21.4%	18.8%	1.0%	-4.4%	-8.4%	-22.1%	-9.8%			-4.2%
Gross profit	14,722	33,963	54,096	72,810	21,748	42,466	64,371	86,013	22,402	38,269	56,326	74,549	17,116	34,903			72,500
YoY	-16.8%	-7.7%	-3.6%	-1.6%	47.7%	25.0%	19.0%	18.1%	3.0%	-9.9%	-12.5%	-13.3%	-23.6%	-8.8%			-2.7%
SG&A expenses	14,875	29,910	45,480	62,239	16,663	33,025	49,610	67,528	17,145	29,652	42,211	55,865	14,344	27,805			53,500
YoY	-8.0%	-7.0%	-6.0%	-4.1%	12.0%	10.4%	9.1%	8.5%	2.9%	-10.2%	-14.9%	-17.3%	-16.3%	-6.2%			-4.2%
Operating income	-153	4,053	8,616	10,571	5,084	9,440	14,760	18,485	5,256	8,616	14,115	18,684	2,771	7,098			19,000
YoY	-	-12.3%	11.5%	16.3%	-	132.9%	71.3%	74.9%	3.4%	-8.7%	-4.4%	1.1%	-47.3%	-17.6%			1.7%
Ordinary income	-552	3,147	7,849	9,642	4,911	9,011	14,046	17,561	5,053	8,280	13,698	18,146	2,696	6,918			18,500
YoY	-	-13.4%	22.0%	40.4%	-	186.3%	79.0%	82.1%	2.9%	-8.1%	-2.5%	3.3%	-46.6%	-16.4%			2.0%
Profit attributable to owners of parent	-914	1,375	5,226	1,484	2,752	5,311	8,738	10,794	5,377	7,516	11,219	14,205	1,868	4,823			12,000
YoY	-	-35.3%	45.3%	-58.1%	-	286.3%	67.2%	627.4%	95.4%	41.5%	28.4%	31.6%	-65.3%	-35.8%			-15.5%
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2			
Net sales	83,724	94,384	103,973	98,481	117,013	110,761	116,845	114,912	135,601	89,877	98,769	92,266	105,258	98,438			
YoY	-7.2%	6.0%	11.4%	10.5%	39.8%	17.4%	12.4%	16.7%	15.9%	-18.9%	-15.5%	-19.7%	-22.4%	9.5%			
Cost of sales	69,002	75,143	83,840	79,767	95,264	90,043	94,940	93,270	113,198	74,010	80,712	74,043	88,142	80,650			
YoY	-4.9%	7.4%	13.3%	12.0%	38.1%	19.8%	13.2%	16.9%	18.8%	-17.8%	-15.0%	-20.6%	-22.1%	9.0%			
Gross profit	14,722	19,241	20,132	18,713	21,748	20,718	21,904	21,642	22,402	15,867	18,057	18,222	17,116	17,787			
YoY	-16.8%	0.7%	4.3%	4.7%	47.7%	7.7%	8.8%	15.7%	3.0%	-23.4%	-17.6%	-15.8%	-23.6%	12.1%			
SG&A expenses	14,875	15,034	15,569	16,758	16,663	16,362	16,584	17,918	17,145	12,506	12,559	13,653	14,344	13,460			
YoY	-8.0%	-6.0%	-3.8%	1.5%	12.0%	8.8%	6.5%	6.9%	2.9%	-23.6%	-24.3%	-23.8%	-16.3%	7.6%			
Operating income	-153	4,206	4,563	1,954	5,084	4,356	5,319	3,724	5,256	3,360	5,498	4,568	2,771	4,326			
YoY	-	35.1%	47.0%	43.4%	-	3.6%	16.6%	90.6%	3.4%	-22.9%	3.4%	22.7%	-47.3%	28.8%			
Ordinary income	-552	3,700	4,702	1,792	4,911	4,099	5,035	3,514	5,053	3,227	5,417	4,448	2,696	4,221			
YoY	-	38.3%	68.1%	312.9%	-	10.8%	7.1%	96.1%	2.9%	-21.3%	7.6%	26.6%	-46.6%	30.8%			
Profit attributable to owners of parent	-914	2,290	3,850	-3,741	2,752	2,559	3,426	2,056	5,377	2,139	3,703	2,985	1,868	2,954			
YoY	-	36.6%	161.5%	-	-	11.7%	-11.0%	-	95.4%	-16.4%	8.1%	45.2%	-65.3%	38.1%			

Consolidated (Domestic Core Business)*															
(JPYmn)	FY02/20				FY02/21				FY02/23				FY02/24		FY02/24
Cumulative	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Outlook
Net sales	-	-	-	-	78,957	150,634	229,837	308,019	90,345	179,275	277,025	365,685	103,855	201,164	396,000
YoY	-	-	-	-	-	-	-	-	14.4%	19.0%	20.5%	18.7%	15.0%	12.2%	8.3%
Cost of sales	-	-	-	-	62,714	119,351	182,517	244,501	74,389	147,794	227,749	298,999	87,057	167,016	-
YoY	-	-	-	-	-	-	-	-	18.6%	23.8%	24.8%	22.3%	17.0%	13.0%	-
Gross profit	-	-	-	-	16,243	31,283	47,320	63,517	15,956	31,480	49,275	66,686	16,798	34,148	-
YoY	-	-	-	-	-	-	-	-	-1.8%	0.6%	4.1%	5.0%	5.3%	8.5%	-
SG&A expenses	-	-	-	-	12,489	24,441	36,337	50,039	11,879	24,050	36,212	51,724	13,978	26,942	-
YoY	-	-	-	-	-	-	-	-	-4.9%	-1.6%	-0.3%	3.4%	17.7%	12.0%	-
Operating income	-	-	-	-	3,753	6,841	10,982	13,478	4,076	7,430	13,062	17,553	2,819	7,205	19,700
YoY	-	-	-	-	-	-	-	-	8.6%	8.6%	18.9%	30.2%	-30.8%	-3.0%	12.2%
Ordinary income	-	-	-	-	3,700	6,670	10,725	13,057	4,026	7,234	12,776	17,219	2,725	7,000	-
YoY	-	-	-	-	-	-	-	-	8.8%	8.5%	19.1%	31.9%	-32.3%	-3.2%	-
Profit attributable to owners of parent	-	-	-	-	1,762	3,683	6,012	7,459	4,885	9,027	12,815	15,931	1,867	4,543	-
YoY	-	-	-	-	-	-	-	-	-177.2%	145.1%	113.2%	113.6%	-61.8%	-49.7%	-
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	
Net sales	-	-	-	-	78,957	71,677	79,203	78,181	90,345	88,930	97,749	88,660	103,855	97,309	
YoY	-	-	-	-	-	-	-	-	14.4%	24.1%	23.4%	13.4%	15.0%	9.4%	
Cost of sales	-	-	-	-	62,714	56,637	63,165	61,984	74,389	73,405	79,954	71,249	87,057	79,959	
YoY	-	-	-	-	-	-	-	-	18.6%	29.6%	26.6%	14.9%	17.0%	8.9%	
Gross profit	-	-	-	-	16,243	15,039	16,037	16,197	15,956	15,524	17,795	17,410	16,798	17,349	
YoY	-	-	-	-	-	-	-	-	-1.8%	3.2%	11.0%	7.5%	5.3%	11.8%	
SG&A expenses	-	-	-	-	12,489	11,951	11,896	13,701	11,879	12,170	12,162	15,511	13,978	12,963	
YoY	-	-	-	-	-	-	-	-	-4.9%	1.8%	2.2%	13.2%	17.7%	6.5%	
Operating income	-	-	-	-	3,753	3,088	4,141	2,495	4,076	3,353	5,632	4,490	2,819	4,386	
YoY	-	-	-	-	-	-	-	-	8.6%	8.6%	36.0%	80.0%	-30.8%	30.8%	
Ordinary income	-	-	-	-	3,700	2,970	4,054	2,331	4,026	3,207	5,542	4,443	2,725	4,274	
YoY	-	-	-	-	-	-	-	-	8.8%	8.0%	36.7%	90.6%	-32.3%	33.3%	
Profit attributable to owners of parent	-	-	-	-	1,762	1,920	2,329	1,446	4,885	4,142	3,787	3,115	1,867	2,676	
YoY	-	-	-	-	-	-	-	-	-177.2%	115.7%	62.6%	115.4%	-61.8%	-35.4%	

\*Figures including amortization of goodwill

By segment															
(JPYmn)	FY02/20				FY02/21				FY02/23				FY02/24		
Cumulative	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	
Net sales	83,724	178,109	282,082	380,564	117,013	227,775	344,620	459,532	135,601	225,478	324,248	416,514	105,258	203,696	
YoY	-7.2%	-0.7%	3.5%	5.2%	39.8%	27.9%	22.2%	20.8%	15.9%	-1.0%	-5.9%	-9.4%	-22.4%	-9.7%	
Japan	68,031	138,963	216,733	290,551	82,459	157,192	239,812	318,135	90,580	179,772	277,761	369,510	104,701	202,301	
YoY	-4.1%	0.5%	4.2%	5.7%	21.2%	13.1%	10.6%	9.5%	9.8%	14.4%	15.8%	16.1%	15.6%	12.5%	
Australia	15,216	38,289	63,987	88,310	34,028	69,499	103,123	139,364	44,607	44,607	44,607	44,607	-	-	
YoY	-19.2%	-3.8%	2.4%	4.8%	123.6%	81.5%	61.2%	57.8%	31.1%	-35.8%	-56.7%	-68.0%	-	-	
Other	487	877	1,394	1,701	526	1,083	1,684	2,032	412	1,099	1,878	2,396	556	1,395	
YoY	11.4%	-30.6%	-33.4%	-36.3%	8.0%	23.5%	20.8%	19.5%	-21.7%	1.5%	11.5%	17.9%	35.0%	26.9%	
Eliminations	-10	-21	-32	-	-	-	-	-	-	-	-	-	-	-	
Operating income	-153	4,053	8,616	10,571	5,084	9,440	14,760	18,485	5,256	8,616	14,115	18,684	2,771	7,098	
YoY	-	-12.3%	11.5%	16.3%	-	-132.9%	71.3%	74.9%	3.4%	-8.7%	-4.4%	1.1%	-47.3%	-17.6%	
Japan	-136	3,578	7,314	8,316	3,936	7,113	11,313	13,771	4,038	7,386	12,838	17,428	2,732	7,025	
YoY	-	-29.2%	-10.4%	-13.2%	-	-98.8%	54.7%	65.6%	2.6%	3.8%	13.5%	26.6%	-32.3%	-4.9%	
Australia	172	900	1,861	2,999	1,169	2,401	3,565	4,935	1,284	1,284	1,284	1,284	-	-	
YoY	-	-	-	-	579.7%	166.8%	91.6%	64.6%	9.8%	-46.5%	-64.0%	-74.0%	-	-	
Other	-10	-53	-10	-2	46	125	213	222	-3	27	81	71	0	49	
YoY	-	-	-	-	-	-	-	-	-	-78.4%	-62.0%	-	-	81.5%	
Adjustments	-178	-371	-548	-743	-67	-200	-331	-444	-62	-81	-88	-99	38	23	
Eliminations	-20	-41	-45	-58	53	39	27	10	42	25	20	11	40	27	
Goodwill amortization	-158	-330	-503	-684	-121	-239	-358	-454	-104	-106	-108	-110	-1	-3	
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	
Net sales	83,724	94,384	103,973	98,481	117,013	110,761	116,845	114,912	135,601	89,877	98,769	92,266	105,258	98,438	
YoY	-7.2%	6.0%	11.4%	10.5%	39.8%	17.4%	12.4%	16.7%	15.9%	-18.9%	-15.5%	-19.7%	-22.4%	9.5%	
Japan	68,031	70,931	77,770	73,817	82,459	74,733	82,619	78,323	90,580	89,191	97,989	91,748	104,701	97,599	
YoY	-4.1%	5.4%	11.4%	10.6%	21.2%	5.4%	6.2%	6.1%	9.8%	19.3%	18.6%	17.1%	15.6%	9.4%	
Australia	15,216	23,073	25,697	24,323	34,028	35,471	33,624	36,241	44,607	-	-	-	-	-	
YoY	-19.2%	10.0%	13.3%	11.6%	123.6%	53.7%	30.8%	49.0%	31.1%	-	-	-	-	-	
Other	487	390	516	307	526	556	601	348	412	686	779	517	556	838	
YoY	11.4%	-52.8%	-37.7%	-46.7%	8.0%	42.8%	16.5%	13.4%	-21.7%	23.4%	29.6%	48.6%	35.0%	22.2%	
Eliminations	-10	-10	-10	32	-	-	-	-	-	-	-	-	-	-	
Operating income	-153	4,206	4,563	1,954	5,084	4,356	5,319	3,724	5,256	3,360	5,498	4,568	2,771	4,326	
YoY	-	35.1%	47.0%	43.4%	-	3.6%	16.6%	90.6%	3.4%	-22.9%	3.4%	22.7%	-47.3%	28.8%	
Japan	-136	3,714	3,735	1,002	3,936	3,177	4,199	2,458	4,038	3,348	5,451	4,590	2,732	4,292	
YoY	-	15.2%	20.1%	-29.2%	-	-14.5%	12.4%	145.3%	2.6%	5.4%	29.8%	86.7%	-32.3%	28.2%	
Australia	172	727	961	1,137	1,169	1,232	1,163	1,369	1,284	-	-	-	-	-	
YoY	-	-	880.6%	557.2%	579.7%	69.5%	21.0%	20.4%	9.8%	-	-	-	-	-	
Other	-10	-43	42	8	46	78	87	9	-3	30	53	-10	0	49	
YoY	-	-	-36.4%	-	-	-	107.1%	12.5%	-	-61.5%	-39.1%	-211.1%	-	63.3%	
Adjustments	-178	-192	-176	-194	-67	-132	-131	-112	-62	-19	-6	-11	38	-15	
Eliminations	-20	-21	-3	-13	53	-13	-12	-17	42	-17	-4	-9	40	-13	
Goodwill amortization	-158	-171	-173	-181	-121	-118	-119	-95	-104	-1	-1	-1	-1	-1	

Non-Consolidated(Parent)																
(JPYmn)	FY02/20				FY02/21				FY02/23				FY02/24		FY02/24	
Cumulative	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Outlook	
Net sales	64,991	134,150	207,449	275,710	78,540	150,239	229,492	306,733	90,012	178,303	275,877	366,069	103,867	200,597	389,000	
YoY	-0.5%	3.3%	6.4%	6.9%	20.8%	12.0%	10.6%	11.3%	14.6%	18.7%	20.2%	19.3%	15.4%	12.5%	6.3%	
Cost of sales	53,462	107,145	165,140	219,258	62,983	120,147	184,012	245,661	74,637	147,944	228,318	301,226	87,222	166,737	319,200	
YoY	4.7%	7.0%	10.2%	10.0%	17.8%	12.1%	11.4%	12.0%	18.5%	23.1%	24.1%	22.6%	16.9%	12.7%	6.0%	
Gross profit	11,529	27,004	42,308	56,451	15,557	30,092	45,479	61,071	15,375	30,359	47,559	64,842	16,645	33,859	69,800	
YoY	-19.2%	-9.1%	-6.3%	-3.7%	34.9%	11.4%	7.5%	8.2%	-1.2%	0.9%	4.6%	6.2%	8.3%	11.5%	7.6%	
SG&A expenses	11,988	23,736	35,754	48,593	12,283	23,983	35,680	49,164	11,678	23,601	35,559	48,430	13,860	26,637	50,200	
YoY	-6.2%	-6.6%	-6.0%	-4.5%	2.5%	1.0%	-0.2%	1.2%	-4.9%	-1.6%	-0.3%	-1.5%	18.7%	12.9%	3.7%	
Personnel costs	4,596	9,492	14,447	19,462	5,127	10,070	14,775	20,575	4,584	9,448	14,050	18,649	5,575	10,815	-	
YoY	-0.3%	2.4%	4.3%	6.1%	11.6%	6.1%	2.3%	5.7%	-10.6%	-6.2%	-4.9%	-9.4%	21.6%	14.5%	-	
Outsourcing costs	580	1,128	1,676	2,362	569	1,173	1,824	2,449	635	1,272	1,936	2,630	748	1,382	-	
YoY	-3.5%	-19.7%	-13.0%	-4.1%	-1.9%	4.0%	8.8%	3.7%	11.6%	8.4%	6.1%	7.4%	17.8%	8.6%	-	
Commission paid	725	1,126	1,566	1,911	598	1,037	1,441	1,845	534	961	1,429	1,901	825	1,358	-	
YoY	17.7%	0.3%	2.5%	-3.2%	-17.5%	-7.9%	-8.0%	-3.5%	-10.7%	-7.3%	-0.8%	3.0%	54.5%	41.3%	-	
Depreciation expense	609	1,210	1,803	2,400	555	1,103	1,651	2,220	571	1,156	1,747	2,374	610	1,228	-	
YoY	-4.2%	-6.0%	-8.3%	-9.5%	-8.9%	-8.8%	-8.4%	-7.5%	2.9%	4.8%	5.8%	6.9%	6.8%	6.2%	-	
Advertising expenses	1,520	2,962	4,480	6,685	1,471	2,764	4,227	5,952	1,432	2,966	4,701	6,974	1,633	3,482	-	
YoY	-19.6%	-20.4%	-22.1%	-17.3%	-3.2%	-6.7%	-5.6%	-11.0%	-2.7%	7.3%	11.2%	17.2%	14.0%	17.4%	-	
Rents	2,523	4,977	7,460	9,969	2,535	5,069	7,667	10,210	2,415	4,882	7,310	9,798	2,650	5,192	-	
YoY	-3.8%	-4.5%	-4.2%	-3.7%	0.5%	1.8%	2.8%	2.4%	-4.7%	-3.7%	-4.7%	-4.0%	9.7%	6.3%	-	
Other	1,432	2,839	4,318	5,801	1,426	2,763	4,092	5,910	1,504	2,913	4,383	6,101	1,815	3,177	-	
YoY	-20.6%	-16.5%	-17.5%	-17.2%	-0.4%	-2.7%	-5.2%	1.9%	5.5%	5.4%	7.1%	3.2%	20.7%	9.1%	-	
Operating income	-459	3,267	6,554	7,858	3,273	6,108	9,798	11,907	3,696	6,757	12,000	16,412	2,785	7,222	19,600	
YoY	-	-23.7%	-7.7%	1.6%	-	87.0%	49.5%	51.5%	12.9%	10.6%	22.5%	37.8%	-24.6%	6.9%	19.4%	
Ordinary income	-636	3,101	6,336	7,642	3,220	5,939	9,556	11,573	3,644	6,560	11,713	15,998	2,703	7,015	19,100	
YoY	-	-16.7%	-1.9%	9.7%	-	91.5%	50.8%	51.4%	13.2%	10.5%	22.6%	38.2%	-25.8%	6.9%	19.4%	
Net profit	-668	2,005	4,175	-2,081	1,424	3,170	5,191	6,553	4,629	8,575	12,102	20,020	1,843	4,871	12,700	
YoY	-	-11.0%	10.1%	-	-	58.1%	24.3%	-	225.1%	170.5%	133.1%	205.5%	-60.2%	-43.2%	-36.6%	
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2		
Net sales	64,991	69,158	73,299	68,261	78,540	71,698	79,252	77,241	90,012	88,290	97,574	90,191	103,867	96,729		
YoY	-0.5%	7.3%	12.5%	8.3%	20.8%	3.7%	8.1%	13.2%	14.6%	23.1%	23.1%	16.8%	15.4%	9.6%		
Cost of sales	53,462	53,683	57,994	54,118	62,983	57,163	63,865	61,648	74,637	73,306	80,374	72,908	87,222	79,515		
YoY	4.7%	9.5%	16.6%	9.2%	17.8%	6.5%	10.1%	13.9%	18.5%	28.2%	25.8%	18.3%	16.9%	8.5%		
Gross profit	11,529	15,474	15,304	14,143	15,557	14,535	15,386	15,592	15,375	14,983	17,200	17,283	16,645	17,213		
YoY	-19.2%	0.3%	-0.8%	5.0%	34.9%	-6.1%	0.5%	10.2%	-1.2%	3.1%	11.8%	10.8%	8.3%	14.9%		
SG&A expenses	11,988	11,747	12,018	12,839	12,283	11,699	11,697	13,483	11,678	11,923	11,957	12,871	13,860	12,777		
YoY	-6.2%	-7.1%	-4.7%	0.0%	2.5%	-0.4%	-2.7%	5.0%	-4.9%	1.9%	2.2%	-4.5%	18.7%	7.2%		
Personnel costs	4,596	4,896	4,954	5,015	5,127	4,942	4,705	5,800	4,584	4,864	4,602	4,599	5,575	5,240		
YoY	-0.3%	5.0%	8.4%	11.6%	11.6%	0.9%	-5.0%	15.7%	-10.6%	-1.6%	-2.2%	-20.7%	21.6%	7.7%		
Outsourcing costs	580	547	548	686	569	604	650	624	635	636	664	693	748	633		
YoY	-3.5%	-31.9%	5.2%	27.7%	-1.9%	10.4%	18.6%	-9.0%	11.6%	5.3%	2.2%	11.1%	17.8%	-0.5%		
Commission paid	725	400	440	345	598	439	404	403	534	426	467	472	825	532		
YoY	17.7%	-21.1%	8.9%	-22.8%	-17.5%	9.7%	-8.2%	16.8%	-10.7%	-3.0%	15.6%	17.1%	54.5%	24.9%		
Depreciation expense	609	600	593	596	555	548	548	568	571	585	590	627	610	617		
YoY	-4.2%	-7.8%	-12.5%	-13.1%	-8.9%	-8.7%	-7.6%	-4.7%	2.9%	6.8%	7.7%	10.4%	6.8%	5.5%		
Advertising expenses	1,520	1,442	1,518	2,204	1,471	1,293	1,462	1,725	1,432	1,533	1,734	2,273	1,633	1,848		
YoY	-19.6%	-21.1%	-25.3%	-5.4%	-3.2%	-10.3%	-3.7%	-21.7%	-2.7%	18.6%	18.6%	31.8%	14.0%	20.5%		
Rents	2,523	2,453	2,483	2,508	2,535	2,534	2,597	2,543	2,415	2,467	2,427	2,487	2,650	2,542		
YoY	-3.8%	-5.3%	-3.4%	-2.2%	0.5%	3.3%	4.6%	1.4%	-4.7%	-2.6%	-6.5%	-2.2%	9.7%	3.0%		
Other	1,432	1,406	1,479	1,482	1,426	1,337	1,328	1,818	1,504	1,408	1,470	1,717	1,815	1,362		
YoY	-20.6%	-11.8%	-19.2%	-16.5%	-0.4%	-4.9%	-10.2%	-10.2%	5.5%	5.3%	10.7%	-5.6%	20.7%	-3.3%		
Operating income	-459	3,727	3,286	1,304	3,273	2,835	3,689	2,109	3,696	3,060	5,242	4,412	2,785	4,436		
YoY	-	33.4%	16.6%	106.0%	-	-23.9%	12.3%	61.7%	12.9%	7.9%	42.1%	109.2%	-24.6%	45.0%		
Ordinary income	-636	3,737	3,235	1,305	3,220	2,719	3,617	2,016	3,644	2,915	5,152	4,284	2,703	4,311		
YoY	-	46.0%	18.1%	160.0%	-	-27.2%	11.8%	54.5%	13.2%	7.2%	42.4%	112.5%	-25.8%	47.9%		
Net profit	-668	2,673	2,170	-6,257	1,424	1,745	2,021	1,362	4,629	3,946	3,527	7,917	1,843	3,027		
YoY	-	60.6%	41.1%	-	-	-34.7%	-6.9%	-	225.1%	126.1%	74.5%	481.3%	-60.2%	-23.3%		

Indicators																
Cumulative	FY02/20				FY02/21				FY02/23				FY02/24		FY02/24 Outlook	
	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2		
Total no. of car purchases	34,743	68,273	108,850	148,892	43,951	78,238	119,294	161,951	43,855	81,134	125,145	165,529	42,980	78,819	-	
YoY	-20.3%	-14.2%	-9.3%	-7.5%	26.5%	14.6%	9.6%	8.8%	-0.2%	3.7%	4.9%	2.2%	-2.0%	-2.9%	-	
Total no. of car sales	57,320	109,953	166,700	219,914	65,288	120,474	179,686	237,489	66,541	125,475	188,894	247,392	73,584	135,909	254,000	
YoY	-1.3%	1.7%	2.9%	2.1%	13.9%	9.6%	7.8%	8.0%	1.9%	4.2%	5.1%	4.2%	10.6%	8.3%	2.7%	
Retail	34,769	70,590	104,830	137,382	38,808	72,694	107,636	140,119	37,547	70,186	102,955	135,599	39,266	73,777	144,000	
YoY	1.9%	4.1%	3.2%	3.3%	11.6%	3.0%	2.7%	2.0%	-3.2%	-3.5%	-4.3%	-3.2%	4.6%	5.1%	6.2%	
Wholesale	22,551	39,363	61,870	82,532	26,480	47,780	72,050	97,370	28,994	55,289	85,939	111,793	34,318	62,132	110,000	
YoY	-5.8%	-2.4%	2.5%	0.0%	17.4%	21.4%	16.5%	18.0%	9.5%	15.7%	19.3%	14.8%	18.4%	12.4%	-1.6%	
Car sales units per directly managed store**	121	233	354	467	144	266	397	524	158	298	448	587	185	342	-	
YoY	5.4%	10.0%	6.9%	6.5%	17.9%	12.8%	12.1%	12.2%	9.7%	12.0%	12.8%	12.0%	24.2%	21.7%	-	
Sales (parent) per vehicle sold*2	1,133	1,220	1,244	1,253	1,202	1,247	1,277	1,291	1,352	1,421	1,460	1,479	1,411	1,475	-	
YoY	0.7%	1.7%	3.4%	4.7%	6.0%	2.2%	2.7%	3.0%	12.5%	14.0%	14.3%	14.6%	4.4%	3.8%	-	
Gross profit (parent) per vehicle sold*3	201	245	253	256	238	249	253	257	231	241	251	262	226	249	-	
YoY	-18.2%	-10.6%	-8.9%	-5.6%	18.3%	1.6%	0.0%	0.4%	-3.1%	-3.2%	-0.8%	1.9%	-2.2%	3.3%	-	
Capital expenditures (JPYmn)	409	617	890	1,429	523	1,008	2,972	4,074	2,393	3,311	3,976	6,917	330	710	-	
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Outlook	
Direct stores*4	476	461	462	460	458	452	453	445	444	445	446	397	395	393	403	
Net increase	-4	-15	1	-2	-2	-6	1	-8	-1	1	1	-49	-2	-2	6	
Franchises	65	65	66	67	65	65	66	65	63	63	63	63	62	62	-	
Total no. of car purchases	34,743	33,530	40,577	40,042	43,951	34,287	41,056	42,657	43,855	37,279	44,011	40,384	42,980	35,839	-	
YoY	-20.3%	-6.9%	0.4%	-2.3%	26.5%	2.3%	1.2%	6.5%	-0.2%	8.7%	7.2%	-5.3%	-2.0%	-3.9%	-	
Total no. of car sales	57,320	52,633	56,747	53,214	65,288	55,186	59,212	57,803	66,541	58,934	63,419	58,498	73,584	62,325	-	
YoY	-1.3%	5.0%	5.5%	-0.6%	13.9%	4.9%	4.3%	8.6%	1.9%	6.8%	7.1%	1.2%	10.6%	5.8%	-	
Retail	34,769	35,821	34,240	32,552	38,808	33,886	34,942	32,483	37,547	32,639	32,769	32,644	39,266	34,511	-	
YoY	1.9%	6.2%	1.5%	3.6%	11.6%	-5.4%	2.1%	-0.2%	-3.2%	-3.7%	-6.2%	0.5%	4.6%	5.7%	-	
Wholesale	22,551	16,812	22,507	20,662	26,480	21,300	24,270	25,320	28,994	26,295	30,650	25,854	34,318	27,814	-	
YoY	-5.8%	2.6%	12.2%	-6.6%	17.4%	26.7%	7.8%	22.5%	9.5%	23.5%	26.3%	2.1%	18.4%	5.8%	-	
Car sales units per directly managed store**	121	111	120	113	144	121	129	127	149	132	142	138	185	157	-	
YoY	5.4%	13.7%	9.6%	3.7%	17.9%	6.1%	7.5%	12.4%	3.5%	9.1%	10.1%	8.7%	24.2%	18.9%	-	
Sales (parent) per vehicle sold*2	1,133	1,313	1,291	1,282	1,202	1,299	1,338	1,336	1,352	1,498	1,538	1,541	1,411	1,552	-	
YoY	0.7%	2.1%	6.6%	9.0%	6.0%	-1.1%	3.6%	4.2%	12.5%	15.3%	14.9%	15.3%	4.4%	3.6%	-	
Gross profit (parent) per vehicle sold*3	201	293	269	265	238	263	259	269	231	254	271	295	226	276	-	
YoY	-18.2%	-4.5%	-6.0%	5.7%	18.3%	-10.2%	-3.7%	1.5%	-2.9%	-3.4%	4.6%	9.7%	-2.2%	8.7%	-	
No. of employees (parent)	3,550	3,447	3,357	3,310	3,422	3,291	3,202	3,072	3,135	3,021	2,965	2,968	3,243	3,204	-	
Capital expenditures (JPYmn)	409	208	272	539	523	484	1,964	1,101	2,393	917	665	2,941	330	379	-	

\*1 Car sales units sold per directly managed store is the number of vehicles sold by directly managed stores ÷ store count (average of the number of stores at the beginning and end of the fiscal year)

\*2 Sales (parent) per vehicle sold are parent company sales ÷ number of vehicles sold by directly managed stores

\*3 Gross profit (parent) per vehicle sold is parent company gross profit ÷ number of vehicles sold by directly managed stores

\*4 Change in counting standard for the number of directly managed stores from Q4 FY 2023

12 stores (specialized in traveling sales and traveling purchases), 35 stores (specialized in online sales), and 4 stores (specialized in product display) were removed from 448 stores of the previous standard