

IDOM Quarter Data

Consolidated																	
(JPYmn)	FY02/20				FY02/21				FY02/23				FY02/24				FY02/25
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	307,710	419,852	456,500
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%	-5.1%	0.8%	8.7%
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	254,310	346,519	373,200
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%	-5.1%	1.3%	7.7%
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	53,399	73,333	83,300
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%	-5.2%	-1.6%	13.6%
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	42,570	57,216	63,000
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%	0.9%	2.4%	10.1%
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	10,829	16,117	20,300
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%	-23.3%	-13.7%	26.0%
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	10,597	15,826	19,800
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%	-22.6%	-12.8%	25.1%
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	7,237	11,442	13,600
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%	-35.5%	-19.5%	18.9%
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
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	104,013	112,142	
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%	5.3%	21.5%	
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	85,517	92,208	
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%	6.0%	24.5%	
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	18,495	19,933	
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%	2.4%	9.4%	
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	14,764	14,645	
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%	17.6%	7.3%	
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	3,730	5,288	
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%	-32.2%	15.8%	
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	3,679	5,229	
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%	-32.1%	17.6%	
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	2,413	4,205	
YoY	-	36.6%	161.5%	-	-	11.7%	-11.0%	-	95.4%	-16.4%	8.1%	45.2%	-65.3%	38.1%	-34.8%	40.9%	

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	Q1-Q3	Q1-Q4
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	307,710	419,852
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%	-5.1%	0.8%
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	305,460	417,031
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%	10.0%	12.9%
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	2,249	2,820
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%	19.8%	17.7%
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	10,829	16,117
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%	-23.3%	-13.7%
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	10,742	16,076
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%	-16.3%	-7.8%
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	82	43
YoY	-	-	-	-	-	-	-	-	-	-78.4%	-62.0%	-	-	81.5%	1.2%	-
Adjustments	-178	-371	-548	-743	-67	-200	-331	-444	-62	-81	-88	-99	38	23	3	-3
Eliminations	-20	-41	-45	-58	53	39	27	10	42	25	20	11	40	27	9	4
Goodwill amortization	-158	-330	-503	-684	-121	-239	-358	-454	-104	-106	-108	-110	-1	-3	-5	-7
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
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	104,013	112,142
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%	5.3%	21.5%
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	103,159	111,571
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%	5.3%	21.6%
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	854	571
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%	9.6%	10.4%
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	3,730	5,288
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%	-32.2%	15.8%
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	3,717	5,334
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%	-31.8%	16.2%
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	32	-38
YoY	-	-	-36.4%	-	-	-	107.1%	12.5%	-	-61.5%	-39.1%	-211.1%	-	63.3%	-39.6%	-
Adjustments	-178	-192	-176	-194	-67	-132	-131	-112	-62	-19	-6	-11	38	-15	-19	-6
Eliminations	-20	-21	-3	-13	53	-13	-12	-17	42	-17	-4	-9	40	-13	-17	-5
Goodwill amortization	-158	-171	-173	-181	-121	-118	-119	-95	-104	-1	-1	-1	-1	-1	-1	-1

Non-Consolidated(Parent)																	
(JPYmn)	FY02/20				FY02/21				FY02/23				FY02/24				FY02/25
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	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	302,535	413,206	441,100
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%	9.7%	12.9%	6.8%
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	250,920	342,143	361,200
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%	9.9%	13.6%	5.6%
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	51,615	71,062	79,900
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%	8.5%	9.6%	12.4%
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	40,681	54,333	59,600
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%	14.4%	12.2%	9.7%
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	16,186	21,434	-
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%	15.2%	14.9%	-
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	2,308	3,138	-
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%	19.2%	19.3%	-
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	1,956	2,668	-
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%	36.9%	40.3%	-
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	1,752	2,400	-
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%	0.3%	1.1%	-
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	5,665	7,895	-
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%	20.5%	13.2%	-
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	7,902	10,749	-
YoY	-3.8%	-4.5%	-4.2%	-3.7%	0.5%	1.8%	2.8%	2.4%	-4.7%	-3.7%	-4.0%	-4.0%	9.7%	6.3%	8.1%	9.7%	-
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	4,909	6,045	-
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%	12.0%	-0.9%	-
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	10,933	16,729	20,300
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%	-8.9%	1.9%	21.3%
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	10,709	16,404	19,800
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%	-8.6%	2.5%	20.7%
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	7,296	11,864	13,600
YoY	-	-11.0%	10.1%	-	-	58.1%	24.3%	-	225.1%	170.5%	133.1%	205.5%	-60.2%	-43.2%	-39.7%	-40.7%	14.6%
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
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	101,938	110,670	
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%	4.5%	22.7%	
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	84,182	91,222	
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%	4.7%	25.1%	
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	17,755	19,447	
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%	3.2%	12.5%	
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	14,044	13,651	
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%	17.5%	6.1%	
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	5,371	5,247	
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%	16.7%	14.1%	
Outsourcing costs	580	547	548	686	569	604	650	624	635	636	664	693	748	633	926	829	
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%	39.5%	19.6%	
Commission paid	725	400	440	345	598	439	404	403	534	426	467	472	825	532	598	711	
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%	28.1%	50.6%	
Depreciation expense	609	600	593	596	555	548	548	568	571	585	590	627	610	617	524	648	
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%	-11.2%	3.3%	
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	2,183	2,229	
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%	25.9%	-1.9%	
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	2,709	2,847	
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%	11.6%	14.5%	
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	1,731	1,136	
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%	17.8%	-33.8%	
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	3,711	5,796	
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%	-29.2%	31.4%	
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	3,694	5,694	
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%	-28.3%	32.9%	
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	2,425	4,568	
YoY	-	60.6%	41.1%	-	-	-34.7%	-6.9%	-	225.1%	126.1%	74.5%	481.3%	-60.2%	-23.3%	-31.2%	-42.3%	

Indicators																	
Cumulative	FY02/20				FY02/21				FY02/23				FY02/24				FY02/25 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	Q1-Q3	Q1-Q4	
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	120,023	162,630	-
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%	-4.1%	-1.8%	-
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	201,936	268,844	285,000
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%	6.9%	8.7%	6.1%
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	106,483	144,487	155,000
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%	3.4%	6.6%	7.3%
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	95,453	124,357	130,000
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%	11.1%	11.2%	4.6%
Car sales units per directly managed store**	121	233	354	467	144	266	397	524	158	298	448	587	185	342	508	669	-
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%	19.8%	14.0%	-
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	1,502	1,536	-
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%	2.9%	3.9%	-
Gross profit (parent) per vehicle sold*3	201	245	253	256	238	249	253	257	231	241	251	262	226	249	255	264	-
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%	1.6%	0.8%	-
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	2,124	6,918	-
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Outlook
Direct stores*4	476	461	462	460	458	452	453	445	444	445	446	397	395	393	399	406	421
Net increase	-4	-15	1	-2	-2	-6	1	-8	-1	1	1	-49	-2	-2	6	7	15
Franchises	65	65	66	67	65	65	66	65	63	63	63	63	62	62	61	61	-
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	41,204	42,607	-
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%	-6.4%	5.5%	-
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	66,027	66,908	-
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%	4.1%	14.4%	-
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	32,706	38,004	-
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%	-0.2%	16.4%	-
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	33,321	28,904	-
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%	8.7%	11.8%	-
Car sales units per directly managed store**	121	111	120	113	144	121	129	127	149	132	142	138	185	157	165	166	-
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%	16.2%	20.3%	-
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	1,556	1,654	-
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%	1.2%	7.3%	-
Gross profit (parent) per vehicle sold*3	201	293	269	265	238	263	259	269	231	254	271	295	226	276	268	290	-
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%	-1.1%	-1.7%	-
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	3,218	3,356	-
Capital expenditures (JPYmn)	409	208	272	539	523	484	1,964	1,101	2,393	917	665	2,941	330	379	1,414	4,793	-

*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