

IDOM Quarter Data

Consolidated																	
(JPYmn)	FY02/22				FY02/23				FY02/24				FY02/25				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	117,013	227,775	344,620	459,532	135,601	225,478	324,248	416,514	105,258	203,696	307,710	419,852	124,558	249,651			500,000
YoY	39.8%	27.9%	22.2%	20.8%	15.9%	-1.0%	-5.9%	-9.4%	-22.4%	-9.7%	-5.1%	0.8%	18.3%	22.6%			19.1%
Cost of sales	95,264	185,308	280,249	373,519	113,198	187,209	267,921	341,964	88,142	168,792	254,310	346,519	103,041	205,350			409,800
YoY	38.1%	28.6%	22.9%	21.4%	18.8%	1.0%	-4.4%	-8.4%	-22.1%	-9.8%	-5.1%	1.3%	16.9%	21.7%			18.3%
Gross profit	21,748	42,466	64,371	86,013	22,402	38,269	56,326	74,549	17,116	34,903	53,399	73,333	21,517	44,300			90,200
YoY	47.7%	25.0%	19.0%	18.1%	3.0%	-9.9%	-12.5%	-13.3%	-23.6%	-8.8%	-5.2%	-1.6%	25.7%	26.9%			23.0%
SG&A expenses	16,663	33,025	49,610	67,528	17,145	29,652	42,211	55,865	14,344	27,805	42,570	57,216	17,068	34,217			69,900
YoY	12.0%	10.4%	9.1%	8.5%	2.9%	-10.2%	-14.9%	-17.3%	-16.3%	-6.2%	0.9%	2.4%	19.0%	23.1%			22.2%
Operating income	5,084	9,440	14,760	18,485	5,256	8,616	14,115	18,684	2,771	7,098	10,829	16,117	4,449	10,083			20,300
YoY	-	132.9%	71.3%	74.9%	3.4%	-8.7%	-4.4%	1.1%	-47.3%	-17.6%	-23.3%	-13.7%	60.6%	42.1%			26.0%
Ordinary income	4,911	9,011	14,046	17,561	5,053	8,280	13,698	18,146	2,696	6,918	10,597	15,826	4,314	9,603			19,800
YoY	-	186.3%	79.0%	82.1%	2.9%	-8.1%	-2.5%	3.3%	-46.6%	-16.4%	-22.6%	-12.8%	60.0%	38.8%			25.1%
Profit attributable to owners of parent	2,752	5,311	8,738	10,794	5,377	7,516	11,219	14,205	1,868	4,823	7,237	11,442	2,901	6,485			13,600
YoY	-	286.3%	67.2%	627.4%	95.4%	41.5%	28.4%	31.6%	-65.3%	-35.8%	-35.5%	-19.5%	55.3%	34.5%			18.9%
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Net sales	117,013	110,761	116,845	114,912	135,601	89,877	98,769	92,266	105,258	98,438	104,013	112,142	124,558	125,092			
YoY	39.8%	17.4%	12.4%	16.7%	15.9%	-18.9%	-15.5%	-19.7%	-22.4%	9.5%	5.3%	21.5%	18.3%	27.1%			
Cost of sales	95,264	90,043	94,940	93,270	113,198	74,010	80,712	74,043	88,142	80,650	85,517	92,208	103,041	102,309			
YoY	38.1%	19.8%	13.2%	16.9%	18.8%	-17.8%	-15.0%	-20.6%	-22.1%	9.0%	6.0%	24.5%	16.9%	26.9%			
Gross profit	21,748	20,718	21,904	21,642	22,402	15,867	18,057	18,222	17,116	17,787	18,495	19,933	21,517	22,782			
YoY	47.7%	7.7%	8.8%	15.7%	3.0%	-23.4%	-17.6%	-15.8%	-23.6%	12.1%	2.4%	9.4%	25.7%	28.1%			
SG&A expenses	16,663	16,362	16,584	17,918	17,145	12,506	12,559	13,653	14,344	13,460	14,764	14,645	17,068	17,148			
YoY	12.0%	8.8%	6.5%	6.9%	2.9%	-23.6%	-24.3%	-23.8%	-16.3%	7.6%	17.6%	7.3%	19.0%	27.4%			
Operating income	5,084	4,356	5,319	3,724	5,256	3,360	5,498	4,568	2,771	4,326	3,730	5,288	4,449	5,633			
YoY	-	3.6%	16.6%	90.6%	3.4%	-22.9%	3.4%	22.7%	-47.3%	28.8%	-32.2%	15.8%	60.6%	30.2%			
Ordinary income	4,911	4,099	5,035	3,514	5,053	3,227	5,417	4,448	2,696	4,221	3,679	5,229	4,314	5,289			
YoY	-	10.8%	7.1%	96.1%	2.9%	-21.3%	7.6%	26.6%	-46.6%	30.8%	-32.1%	17.6%	60.0%	25.3%			
Profit attributable to owners of parent	2,752	2,559	3,426	2,056	5,377	2,139	3,703	2,985	1,868	2,954	2,413	4,205	2,901	3,583			
YoY	-	11.7%	-11.0%	-	95.4%	-16.4%	8.1%	45.2%	-65.3%	38.1%	-34.8%	40.9%	55.3%	21.3%			

By segment																
(JPYmn)	FY02/22				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
Net sales	117,013	227,775	344,620	459,532	135,601	225,478	324,248	416,514	105,258	203,696	307,710	419,852	124,558	249,651		
YoY	39.8%	27.9%	22.2%	20.8%	15.9%	-1.0%	-5.9%	-9.4%	-22.4%	-9.7%	-5.1%	0.8%	18.3%	22.6%		
Japan	82,459	157,192	239,812	318,135	90,580	179,772	277,761	369,510	104,701	202,301	305,460	417,031	123,775	247,719		
YoY	21.2%	13.1%	10.6%	9.5%	9.8%	14.4%	15.8%	16.1%	15.6%	12.5%	10.0%	12.9%	18.2%	22.5%		
Australia	34,028	69,499	103,123	139,364	44,607	44,607	44,607	44,607	-	-	-	-	-	-		
YoY	123.6%	81.5%	61.2%	57.8%	31.1%	-35.8%	-56.7%	-68.0%	-	-	-	-	-	-		
Other	526	1,083	1,684	2,032	412	1,099	1,878	2,396	556	1,395	2,249	2,820	783	1,931		
YoY	8.0%	23.5%	20.8%	19.5%	-21.7%	1.5%	11.5%	17.9%	35.0%	26.9%	19.8%	17.7%	40.8%	38.4%		
Eliminations	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Operating income	5,084	9,440	14,760	18,485	5,256	8,616	14,115	18,684	2,771	7,098	10,829	16,117	4,449	10,083		
YoY	-	132.9%	71.3%	74.9%	3.4%	-8.7%	-4.4%	1.1%	-47.3%	-17.6%	-23.3%	-13.7%	60.6%	42.1%		
Japan	3,936	7,113	11,313	13,771	4,038	7,386	12,838	17,428	2,732	7,025	10,742	16,076	4,433	10,039		
YoY	-	98.8%	54.7%	65.6%	2.6%	3.8%	13.5%	26.6%	-32.3%	-4.9%	-16.3%	-7.8%	62.3%	42.9%		
Australia	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	46	125	213	222	-3	27	81	71	0	49	82	43	-25	23		
YoY	-	-	-	-	-	-78.4%	-62.0%	-	-	81.5%	1.2%	-	-	-53.1%		
Adjustments	-67	-200	-331	-444	-62	-81	-88	-99	38	23	3	-3	40	20		
Eliminations	53	39	27	10	42	25	20	11	40	27	9	4	42	23		
Goodwill amortization	-121	-239	-358	-454	-104	-106	-108	-110	-1	-3	-5	-7	-1	-3		
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	117,013	110,761	116,845	114,912	135,601	89,877	98,769	92,266	105,258	98,438	104,013	112,142	124,558	125,092		
YoY	39.8%	17.4%	12.4%	16.7%	15.9%	-18.9%	-15.5%	-19.7%	-22.4%	9.5%	5.3%	21.5%	18.3%	27.1%		
Japan	82,459	74,733	82,619	78,323	90,580	89,191	97,989	91,748	104,701	97,599	103,159	111,571	123,775	123,944		
YoY	21.2%	5.4%	6.2%	6.1%	9.8%	19.3%	18.6%	17.1%	15.6%	9.4%	5.3%	21.6%	18.2%	27.0%		
Australia	34,028	35,471	33,624	36,241	44,607	-	-	-	-	-	-	-	-	-		
YoY	123.6%	53.7%	30.8%	49.0%	31.1%	-	-	-	-	-	-	-	-	-		
Other	526	556	601	348	412	686	779	517	556	838	854	571	783	1,148		
YoY	8.0%	42.8%	16.5%	13.4%	-21.7%	23.4%	29.6%	48.6%	35.0%	22.2%	9.6%	10.4%	40.8%	37.0%		
Eliminations	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Operating income	5,084	4,356	5,319	3,724	5,256	3,360	5,498	4,568	2,771	4,326	3,730	5,288	4,449	5,633		
YoY	-	3.6%	16.6%	90.6%	3.4%	-22.9%	3.4%	22.7%	-47.3%	28.8%	-32.2%	15.8%	60.6%	30.2%		
Japan	3,936	3,177	4,199	2,458	4,038	3,348	5,451	4,590	2,732	4,292	3,717	5,334	4,433	5,606		
YoY	-	-14.5%	12.4%	145.3%	2.6%	5.4%	29.8%	86.7%	-32.3%	28.2%	-31.8%	16.2%	62.3%	30.6%		
Australia	1,169	1,232	1,163	1,369	1,284	-	-	-	-	-	-	-	-	-		
YoY	579.7%	69.5%	21.0%	20.4%	9.8%	-	-	-	-	-	-	-	-	-		
Other	46	78	87	9	-3	30	53	-10	0	49	32	-38	-25	48		
YoY	-	-	107.1%	12.5%	-	-61.5%	-39.1%	-211.1%	-	63.3%	-39.6%	-	-	-2.0%		
Adjustments	-67	-132	-131	-112	-62	-19	-6	-11	38	-15	-19	-6	40	-21		
Eliminations	53	-13	-12	-17	42	-17	-4	-9	40	-13	-17	-5	42	-19		
Goodwill amortization	-121	-118	-119	-95	-104	-1	-1	-1	-1	-1	-1	-1	-1	-1		

Non-Consolidated(Parent)																	
(JPYmn)	FY02/22				FY02/23				FY02/24				FY02/25				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	78,540	150,239	229,492	306,733	90,012	178,303	275,877	366,069	103,867	200,597	302,535	413,206	122,759	245,381			491,000
YoY	20.8%	12.0%	10.6%	11.3%	14.6%	18.7%	20.2%	19.3%	15.4%	12.5%	9.7%	12.9%	18.2%	22.3%			18.8%
Cost of sales	62,983	120,147	184,012	245,661	74,637	147,944	228,318	301,226	87,222	166,737	250,920	342,143	101,977	202,402			403,800
YoY	17.8%	12.1%	11.4%	12.0%	18.5%	23.1%	24.1%	22.6%	16.9%	12.7%	9.9%	13.6%	16.9%	21.4%			18.0%
Gross profit	15,557	30,092	45,479	61,071	15,375	30,359	47,559	64,842	16,645	33,859	51,615	71,062	20,782	42,978			87,200
YoY	34.9%	11.4%	7.5%	8.2%	-1.2%	0.9%	4.6%	6.2%	8.3%	11.5%	8.5%	9.6%	24.9%	26.9%			22.7%
SG&A expenses	12,283	23,983	35,680	49,164	11,678	23,601	35,559	48,430	13,860	26,637	40,681	54,333	16,290	32,475			66,700
YoY	2.5%	1.0%	-0.2%	1.2%	-4.9%	-1.6%	-0.3%	-1.5%	18.7%	12.9%	14.4%	12.2%	17.5%	21.9%			22.8%
Personnel costs	5,127	10,070	14,775	20,575	4,584	9,448	14,050	18,649	5,575	10,815	16,186	21,434	6,356	13,428			-
YoY	11.6%	6.1%	2.3%	5.7%	-10.6%	-6.2%	-4.9%	-9.4%	21.6%	14.5%	15.2%	14.9%	14.0%	24.2%			-
Outsourcing costs	569	1,173	1,824	2,449	635	1,272	1,936	2,630	748	1,382	2,308	3,138	1,068	2,093			-
YoY	-1.9%	4.0%	8.8%	3.7%	11.6%	8.4%	6.1%	7.4%	17.8%	8.6%	19.2%	19.3%	42.8%	51.4%			-
Commission paid	598	1,037	1,441	1,845	534	961	1,429	1,901	825	1,358	1,956	2,668	1,231	2,191			-
YoY	-17.5%	-7.9%	-8.0%	-3.5%	-10.7%	-7.3%	-0.8%	3.0%	54.5%	41.3%	36.9%	40.3%	49.2%	61.3%			-
Depreciation expense	555	1,103	1,651	2,220	571	1,156	1,747	2,374	610	1,228	1,752	2,400	634	1,217			-
YoY	-8.9%	-8.8%	-8.4%	-7.5%	2.9%	4.8%	5.8%	6.9%	6.8%	6.2%	0.3%	1.1%	3.9%	-0.9%			-
Advertising expenses	1,471	2,764	4,227	5,952	1,432	2,966	4,701	6,974	1,633	3,482	5,665	7,895	2,201	4,083			-
YoY	-3.2%	-6.7%	-5.6%	-11.0%	-2.7%	7.3%	11.2%	17.2%	14.0%	17.4%	20.5%	13.2%	34.8%	17.3%			-
Rents	2,535	5,069	7,667	10,210	2,415	4,882	7,310	9,798	2,650	5,192	7,902	10,749	2,958	5,933			-
YoY	0.5%	1.8%	2.8%	2.4%	-4.7%	-3.7%	-4.7%	-4.0%	9.7%	6.3%	8.1%	9.7%	11.6%	14.3%			-
Other	1,426	2,763	4,092	5,910	1,504	2,913	4,383	6,101	1,815	3,177	4,909	6,045	1,838	3,526			-
YoY	-0.4%	-2.7%	-5.2%	1.9%	5.5%	5.4%	7.1%	3.2%	20.7%	9.1%	12.0%	-0.9%	1.3%	11.0%			-
Operating income	3,273	6,108	9,798	11,907	3,696	6,757	12,000	16,412	2,785	7,222	10,933	16,729	4,491	10,503			20,500
YoY	-	87.0%	49.5%	51.5%	12.9%	10.6%	22.5%	37.8%	-24.6%	6.9%	-8.9%	1.9%	61.3%	45.4%			22.5%
Ordinary income	3,220	5,939	9,556	11,573	3,644	6,560	11,713	15,998	2,703	7,015	10,709	16,404	4,366	10,004			19,800
YoY	-	91.5%	50.8%	51.4%	13.2%	10.5%	22.6%	38.2%	-25.8%	6.9%	-8.6%	2.5%	61.5%	42.6%			20.7%
Net profit	1,424	3,170	5,191	6,553	4,629	8,575	12,102	20,020	1,843	4,871	7,296	11,864	3,029	6,873			13,600
YoY	-	58.1%	24.3%	-	225.1%	170.5%	133.1%	205.5%	-60.2%	-43.2%	-39.7%	-40.7%	64.4%	41.1%			14.6%
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Net sales	78,540	71,698	79,252	77,241	90,012	88,290	97,574	90,191	103,867	96,729	101,938	110,670	122,759	122,621			
YoY	20.8%	3.7%	8.1%	13.2%	14.6%	23.1%	23.1%	16.8%	15.4%	9.6%	4.5%	22.7%	18.2%	26.8%			
Cost of sales	62,983	57,163	63,865	61,648	74,637	73,306	80,374	72,908	87,222	79,515	84,182	91,222	101,977	100,425			
YoY	17.8%	6.5%	10.1%	13.9%	18.5%	28.2%	25.8%	18.3%	16.9%	8.5%	4.7%	25.1%	16.9%	26.3%			
Gross profit	15,557	14,535	15,386	15,592	15,375	14,983	17,200	17,283	16,645	17,213	17,755	19,447	20,782	22,196			
YoY	34.9%	-6.1%	0.5%	10.2%	-1.2%	3.1%	11.8%	10.8%	8.3%	14.9%	3.2%	12.5%	24.9%	28.9%			
SG&A expenses	12,283	11,699	11,697	13,483	11,678	11,923	11,957	12,871	13,860	12,777	14,044	13,651	16,290	16,184			
YoY	2.5%	-0.4%	-2.7%	5.0%	-4.9%	1.9%	2.2%	-4.5%	18.7%	7.2%	17.5%	6.1%	17.5%	26.7%			
Personnel costs	5,127	4,942	4,705	5,800	4,584	4,864	4,602	4,599	5,575	5,240	5,371	5,247	6,356	7,071			
YoY	11.6%	0.9%	-5.0%	15.7%	-10.6%	-1.6%	-2.2%	-20.7%	21.6%	7.7%	16.7%	14.1%	14.0%	34.9%			
Outsourcing costs	569	604	650	624	635	636	664	693	748	633	926	829	1,068	1,025			
YoY	-1.9%	10.4%	18.6%	-9.0%	11.6%	5.3%	2.2%	11.1%	17.8%	-0.5%	39.5%	19.6%	42.8%	61.9%			
Commission paid	598	439	404	403	534	426	467	472	825	532	598	711	1,231	959			
YoY	-17.5%	9.7%	-8.2%	16.8%	-10.7%	-3.0%	15.6%	17.1%	54.5%	24.9%	28.1%	50.6%	49.2%	80.3%			
Depreciation expense	555	548	548	568	571	585	590	627	610	617	524	648	634	582			
YoY	-8.9%	-8.7%	-7.6%	-4.7%	2.9%	6.8%	7.7%	10.4%	6.8%	5.5%	-11.2%	3.3%	3.9%	-5.7%			
Advertising expenses	1,471	1,293	1,462	1,725	1,432	1,533	1,734	2,273	1,633	1,848	2,183	2,229	2,201	1,882			
YoY	-3.2%	-10.3%	-3.7%	-21.7%	-2.7%	18.6%	18.6%	31.8%	14.0%	20.5%	25.9%	-1.9%	34.8%	1.8%			
Rents	2,535	2,534	2,597	2,543	2,415	2,467	2,427	2,487	2,650	2,542	2,709	2,847	2,958	2,975			
YoY	0.5%	3.3%	4.6%	1.4%	-4.7%	-2.6%	-6.5%	-2.2%	9.7%	3.0%	11.6%	14.5%	11.6%	17.0%			
Other	1,426	1,337	1,328	1,818	1,504	1,408	1,470	1,717	1,815	1,362	1,731	1,136	1,838	1,687			
YoY	-0.4%	-4.9%	-10.2%	-10.2%	5.5%	5.3%	10.7%	-5.6%	20.7%	-3.3%	17.8%	-33.8%	1.3%	23.9%			
Operating income	3,273	2,835	3,689	2,109	3,696	3,060	5,242	4,412	2,785	4,436	3,711	5,796	4,491	6,011			
YoY	-	-23.9%	12.3%	61.7%	12.9%	7.9%	42.1%	109.2%	-24.6%	45.0%	-29.2%	31.4%	61.3%	35.5%			
Ordinary income	3,220	2,719	3,617	2,016	3,644	2,915	5,152	4,284	2,703	4,311	3,694	5,694	4,366	5,637			
YoY	-	-27.2%	11.8%	54.5%	13.2%	7.2%	42.4%	112.5%	-25.8%	47.9%	-28.3%	32.9%	61.5%	30.8%			
Net profit	1,424	1,745	2,021	1,362	4,629	3,946	3,527	7,917	1,843	3,027	2,425	4,568	3,029	3,843			
YoY	-	-34.7%	-6.9%	-	225.1%	126.1%	74.5%	481.3%	-60.2%	-23.3%	-31.2%	-42.3%	64.4%	27.0%			

Indicators																	
Cumulative	FY02/22				FY02/23				FY02/24				FY02/25				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	43,951	78,238	119,294	161,951	43,855	81,134	125,145	165,529	42,980	78,819	120,023	162,630	48,306	93,307			-
YoY	26.5%	14.6%	9.6%	8.8%	-0.2%	3.7%	4.9%	2.2%	-2.0%	-2.9%	-4.1%	-1.8%	12.4%	18.4%			-
Total no. of car sales	65,288	120,474	179,686	237,489	66,541	125,475	188,894	247,392	73,584	135,909	201,936	268,844	81,988	152,584			312,000
YoY	13.9%	9.6%	7.8%	8.0%	1.9%	4.2%	5.1%	4.2%	10.6%	8.3%	6.9%	8.7%	11.4%	12.3%			16.1%
Retail	38,808	72,694	107,636	140,119	37,547	70,186	102,955	135,599	39,266	73,777	106,483	144,487	38,842	75,917			155,000
YoY	11.6%	3.0%	2.7%	2.0%	-3.2%	-3.5%	-4.3%	-3.2%	4.6%	5.1%	3.4%	6.6%	-1.1%	2.9%			7.3%
Wholesale	26,480	47,780	72,050	97,370	28,994	55,289	85,939	111,793	34,318	62,132	95,453	124,357	43,146	76,667			157,000
YoY	17.4%	21.4%	16.5%	18.0%	9.5%	15.7%	19.3%	14.8%	18.4%	12.4%	11.1%	11.2%	25.7%	23.4%			26.2%
Car sales units per directly managed store*	142	264	393	524	149	281	424	587	185	338	502	669	201	375			-
YoY	17.9%	12.8%	11.0%	12.2%	4.9%	6.4%	7.9%	12.0%	24.2%	20.3%	18.4%	14.0%	8.6%	10.9%			-
Sales (parent) per vehicle sold*2	1,202	1,247	1,277	1,291	1,352	1,421	1,460	1,479	1,411	1,475	1,498	1,536	1,497	1,608			-
YoY	6.0%	2.2%	2.7%	3.0%	12.5%	14.0%	14.3%	14.6%	4.4%	3.8%	2.6%	3.9%	6.1%	9.0%			-
Gross profit (parent) per vehicle sold*3	238	249	253	257	231	241	251	262	226	249	255	264	253	281			-
YoY	18.3%	1.6%	0.0%	0.4%	-3.1%	-3.2%	-0.8%	1.9%	-2.2%	3.3%	1.6%	0.8%	11.9%	12.9%			-
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Outlook
Direct stores*4	458	452	453	445	444	445	446	397	395	393	399	406	407	406			421
Net increase	-2	-6	1	-8	-1	1	1	-49	-2	-2	6	7	1	-1			15
Franchises	65	65	66	65	63	63	63	63	62	62	61	61	61	61			-
Total no. of car purchases	43,951	34,287	41,056	42,657	43,855	37,279	44,011	40,384	42,980	35,839	41,204	42,607	48,306	45,001			
YoY	26.5%	2.3%	1.2%	6.5%	-0.2%	8.7%	7.2%	-5.3%	-2.0%	-3.9%	-6.4%	5.5%	12.4%	25.6%			
Total no. of car sales	65,288	55,186	59,212	57,803	66,541	58,934	63,419	58,498	73,584	62,325	66,027	66,908	81,988	70,596			
YoY	13.9%	4.9%	4.3%	8.6%	1.9%	6.8%	7.1%	1.2%	10.6%	5.8%	4.1%	14.4%	11.4%	13.3%			
Retail	38,808	33,886	34,942	32,483	37,547	32,639	32,769	32,644	39,266	34,511	32,706	38,004	38,842	37,075			
YoY	11.6%	-5.4%	2.1%	-0.2%	-3.2%	-3.7%	-6.2%	0.5%	4.6%	5.7%	-0.2%	16.4%	-1.1%	7.4%			
Wholesale	26,480	21,300	24,270	25,320	28,994	26,295	30,650	25,854	34,318	27,814	33,321	28,904	43,146	33,521			
YoY	17.4%	26.7%	7.8%	22.5%	9.5%	23.5%	26.3%	2.1%	18.4%	5.8%	8.7%	11.8%	25.7%	20.5%			
Car sales units per directly managed store*	142	121	129	127	149	132	142	138	185	157	165	166	201	173			
YoY	17.9%	6.1%	7.5%	12.4%	4.9%	9.1%	10.1%	8.7%	24.2%	18.9%	16.2%	20.3%	8.6%	10.2%			
Sales (parent) per vehicle sold*2	1,202	1,299	1,338	1,336	1,352	1,498	1,538	1,541	1,411	1,552	1,543	1,654	1,497	1,736			
YoY	6.0%	-1.1%	3.6%	4.2%	12.5%	15.3%	14.9%	15.3%	4.4%	3.6%	0.3%	7.3%	6.1%	11.9%			
Gross profit (parent) per vehicle sold*3	238	263	259	269	231	254	271	295	226	276	268	290	253	314			
YoY	18.3%	-10.2%	-3.7%	1.5%	-2.9%	-3.4%	4.6%	9.7%	-2.2%	8.7%	-1.1%	-1.7%	11.9%	13.8%			
No. of employees (parent)	3,422	3,291	3,202	3,072	3,135	3,021	2,965	2,968	3,243	3,204	3,218	3,350	3,861	3,906			

*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 criteria for the number of directly managed stores from Q4 FY2023