

IDOM Quarter Data

Consolidated																	
(JPYmn)	FY02/23				FY02/24				FY02/25				FY02/26				FY02/27
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	135,601	225,478	324,248	416,514	105,258	203,696	307,710	419,852	124,558	249,651	380,515	496,678	138,532	273,107	421,503	562,774	629,000
YoY	15.9%	-1.0%	-5.9%	-9.4%	-22.4%	-9.7%	-5.1%	0.8%	18.3%	22.6%	23.7%	18.3%	11.2%	9.4%	10.8%	13.3%	26.6%
Cost of sales	113,198	187,209	267,921	341,964	88,142	168,792	254,310	346,519	103,041	205,350	313,938	408,002	116,270	228,274	351,257	466,438	522,000
YoY	18.8%	1.0%	-4.4%	-8.4%	-22.1%	-9.8%	-5.1%	1.3%	16.9%	21.7%	23.4%	17.7%	12.8%	11.2%	11.9%	14.3%	27.9%
Gross profit	22,402	38,269	56,326	74,549	17,116	34,903	53,399	73,333	21,517	44,300	66,576	88,675	22,262	44,832	70,246	96,336	107,000
YoY	3.0%	-9.9%	-12.5%	-13.3%	-23.6%	-8.8%	-5.2%	-1.6%	25.7%	26.9%	24.7%	20.9%	3.5%	1.2%	5.5%	8.6%	20.7%
SG&A expenses	17,145	29,652	42,211	55,865	14,344	27,805	42,570	57,216	17,068	34,217	51,517	68,785	18,362	36,338	55,732	76,127	83,000
YoY	2.9%	-10.2%	-14.9%	-17.3%	-16.3%	-6.2%	0.9%	2.4%	19.0%	23.1%	21.0%	20.2%	7.6%	6.2%	8.2%	10.7%	20.7%
Operating income	5,256	8,616	14,115	18,684	2,771	7,098	10,829	16,117	4,449	10,083	15,058	19,890	3,900	8,493	14,514	20,209	24,000
YoY	3.4%	-8.7%	-4.4%	1.1%	-47.3%	-17.6%	-23.3%	-13.7%	60.6%	42.1%	39.1%	23.4%	-12.3%	-15.8%	-3.6%	1.6%	20.7%
Ordinary income	5,053	8,280	13,698	18,146	2,696	6,918	10,597	15,826	4,314	9,604	14,524	19,115	3,582	7,755	13,225	18,608	22,400
YoY	2.9%	-8.1%	-2.5%	3.3%	-46.6%	-16.4%	-22.6%	-12.8%	60.0%	38.8%	37.1%	20.8%	-17.0%	-19.3%	-8.9%	-2.7%	17.2%
Profit attributable to owners of parent	5,377	7,516	11,219	14,205	1,868	4,823	7,237	11,442	2,901	6,485	9,801	13,447	2,278	5,163	9,086	11,914	14,200
YoY	95.4%	41.5%	28.4%	31.6%	-65.3%	-35.8%	-35.5%	-19.5%	55.3%	34.5%	35.4%	17.5%	-21.5%	-20.4%	-7.3%	-11.4%	5.6%
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Net sales	135,601	89,877	98,769	92,266	105,258	98,438	104,013	112,142	124,558	125,092	130,863	116,163	138,532	134,574	148,396	141,270	
YoY	15.9%	-18.9%	-15.5%	-19.7%	-22.4%	9.5%	5.3%	21.5%	18.3%	27.1%	25.8%	3.6%	11.2%	7.6%	13.4%	21.6%	
Cost of sales	113,198	74,010	80,712	74,043	88,142	80,650	85,517	92,208	103,041	102,309	108,588	94,064	116,270	112,004	122,982	115,180	
YoY	18.8%	-17.8%	-15.0%	-20.6%	-22.1%	9.0%	6.0%	24.5%	16.9%	26.9%	27.0%	2.0%	12.8%	9.5%	13.3%	22.4%	
Gross profit	22,402	15,867	18,057	18,222	17,116	17,787	18,495	19,933	21,517	22,782	22,275	22,099	22,262	22,570	25,414	26,090	
YoY	3.0%	-23.4%	-17.6%	-15.8%	-23.6%	12.1%	2.4%	9.4%	25.7%	28.1%	20.4%	10.9%	3.5%	-0.9%	14.1%	18.1%	
SG&A expenses	17,145	12,506	12,559	13,653	14,344	13,460	14,764	14,645	17,068	17,148	17,300	17,268	18,362	17,976	19,393	20,395	
YoY	2.9%	-23.6%	-24.3%	-23.8%	-16.3%	7.6%	17.6%	7.3%	19.0%	27.4%	17.2%	17.9%	7.6%	4.8%	12.1%	18.1%	
Operating income	5,256	3,360	5,498	4,568	2,771	4,326	3,730	5,288	4,449	5,633	4,975	4,831	3,900	4,593	6,020	5,695	
YoY	3.4%	-22.9%	3.4%	22.7%	-47.3%	28.8%	-32.2%	15.8%	60.6%	30.2%	33.4%	-8.6%	-12.3%	-18.5%	21.0%	17.9%	
Ordinary income	5,053	3,227	5,417	4,448	2,696	4,221	3,679	5,229	4,314	5,289	4,920	4,591	3,582	4,172	5,682	5,170	
YoY	2.9%	-21.3%	7.6%	26.6%	-46.6%	30.8%	-32.1%	17.6%	60.0%	25.3%	33.7%	-12.2%	-17.0%	-21.1%	15.5%	12.6%	
Profit attributable to owners of parent	5,377	2,139	3,703	2,985	1,868	2,954	2,413	4,205	2,901	3,583	3,316	3,646	2,278	2,885	3,922	2,828	
YoY	95.4%	-16.4%	8.1%	45.2%	-65.3%	38.1%	-34.8%	40.9%	55.3%	21.3%	37.4%	-13.3%	-21.5%	-19.5%	18.3%	-22.4%	

By segment																
(JPYmn)	FY02/23				FY02/24				FY02/25				FY02/26			
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	135,601	225,478	324,248	416,514	105,258	203,696	307,710	419,852	124,558	249,651	380,515	496,678	138,532	273,113	421,503	562,774
YoY	15.9%	-1.0%	-5.9%	-9.4%	-22.4%	-9.7%	-5.1%	0.8%	18.3%	22.6%	23.7%	18.3%	11.2%	9.4%	10.8%	13.3%
Japan	90,580	179,772	277,761	369,510	104,701	202,301	305,460	417,031	123,775	247,719	377,519	492,902	136,847	269,090	414,643	553,744
YoY	9.8%	14.4%	15.8%	16.1%	15.6%	12.5%	10.0%	12.9%	18.2%	22.5%	23.6%	18.2%	10.6%	8.6%	9.8%	12.3%
Australia	44,607	44,607	44,607	44,607	-	-	-	-	-	-	-	-	-	-	-	-
YoY	31.1%	-35.8%	-56.7%	-68.0%	-	-	-	-	-	-	-	-	-	-	-	-
Other	413	1,099	1,878	2,396	557	1,395	2,249	2,820	784	1,931	2,995	3,777	1,678	4,023	6,866	9,030
YoY	-21.6%	1.5%	11.5%	17.9%	34.9%	26.9%	19.8%	17.7%	40.7%	38.4%	33.2%	33.9%	114.1%	108.3%	129.2%	139.1%
Eliminations	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating income	5,256	8,616	14,115	18,684	2,771	7,098	10,829	16,117	4,449	10,083	15,058	19,890	3,900	8,493	14,514	20,209
YoY	3.4%	-8.7%	-4.4%	1.1%	-47.3%	-17.6%	-23.3%	-13.7%	60.6%	42.1%	39.1%	23.4%	-12.3%	-15.8%	-3.6%	1.6%
Japan	4,038	7,386	12,838	17,428	2,732	7,025	10,742	16,076	4,433	10,039	14,982	20,018	3,943	8,544	14,459	20,144
YoY	2.6%	3.8%	13.5%	26.6%	-32.3%	-4.9%	-16.3%	-7.8%	62.3%	42.9%	39.5%	24.5%	-11.1%	-14.9%	-3.5%	0.6%
Australia	1,284	1,284	1,284	1,284	-	-	-	-	-	-	-	-	-	-	-	-
YoY	9.8%	-46.5%	-64.0%	-74.0%	-	-	-	-	-	-	-	-	-	-	-	-
Other	-3	27	81	71	0	49	82	43	-25	23	78	-87	-102	-111	-7	4
YoY	-	-78.4%	-62.0%	-	-	81.5%	1.2%	-	-	-53.1%	-4.9%	-	-	-575.7%	-109.4%	-
Adjustments	-62	-81	-88	-99	38	23	3	-3	40	20	-2	-39	59	60	62	-39
Eliminations	42	25	20	11	40	27	9	4	42	23	3	-32	61	64	67	-32
Goodwill amortization	-104	-106	-108	-110	-1	-3	-5	-7	-1	-3	-5	-7	-1	-3	-5	-7
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	135,601	89,877	98,769	92,266	105,258	98,438	104,013	112,142	124,558	125,092	130,863	116,163	138,532	134,574	148,396	141,271
YoY	15.9%	-18.9%	-15.5%	-19.7%	-22.4%	9.5%	5.3%	21.5%	18.3%	27.1%	25.8%	3.6%	11.2%	7.6%	13.4%	21.6%
Japan	90,580	89,191	97,989	91,748	104,701	97,599	103,159	111,571	123,775	123,944	129,800	115,383	136,847	132,243	145,553	139,101
YoY	9.8%	19.3%	18.6%	17.1%	15.6%	9.4%	5.3%	21.6%	18.2%	27.0%	25.8%	3.4%	10.6%	6.7%	12.1%	20.6%
Australia	44,607	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YoY	31.1%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	412	686	779	517	557	838	854	571	784	1,148	1,063	782	1,678	2,345	2,843	2,164
YoY	-21.7%	23.4%	29.6%	48.6%	34.9%	22.2%	9.6%	10.4%	40.7%	37.0%	24.5%	37.0%	114.1%	104.3%	167.5%	176.7%
Eliminations	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating income	5,256	3,360	5,498	4,568	2,771	4,326	3,730	5,288	4,449	5,633	4,975	4,832	3,900	4,593	6,020	5,695
YoY	3.4%	-22.9%	3.4%	22.7%	-47.3%	28.8%	-32.2%	15.8%	60.6%	30.2%	33.4%	-8.6%	-12.3%	-18.5%	21.0%	17.9%
Japan	4,038	3,348	5,451	4,590	2,732	4,292	3,717	5,334	4,433	5,606	4,943	5,036	3,943	4,601	5,915	5,685
YoY	2.6%	5.4%	29.8%	86.7%	-32.3%	28.2%	-31.8%	16.2%	62.3%	30.6%	33.0%	-5.6%	-11.1%	-17.9%	19.7%	12.9%
Australia	1,284	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YoY	9.8%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-3	30	53	-10	0	49	32	-38	-25	48	55	-165	-102	-9	104	11
YoY	-	-61.5%	-39.1%	-211.1%	-	63.3%	-39.6%	-	-	-2.0%	71.9%	-	-	-118.8%	89.1%	-
Adjustments	-62	-19	-6	-11	38	-15	-19	-6	40	-21	-21	-37	59	1	2	-101
Eliminations	42	-17	-4	-9	40	-13	-17	-5	42	-19	-20	-35	61	3	3	-99
Goodwill amortization	-104	-1	-1	-1	-1	-1	-1	-1	-1	-1	-3	-2	-1	-2	-2	-2

Non-Consolidated(Parent)																	
(JPYmn)	FY02/23				FY02/24				FY02/25				FY02/26				FY02/27
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	90,012	178,303	275,877	366,069	103,867	200,597	302,535	413,206	122,759	245,381	374,021	486,843	134,956	265,594	409,853	546,632	613,400
YoY	14.6%	18.7%	20.2%	19.3%	15.4%	12.5%	9.7%	12.9%	18.2%	22.3%	23.6%	17.8%	9.9%	8.2%	9.6%	12.3%	26.0%
Cost of sales	74,637	147,944	228,318	301,226	87,222	166,737	250,920	342,143	101,977	202,402	309,975	401,991	114,029	223,429	343,631	456,241	512,000
YoY	18.5%	23.1%	24.1%	22.6%	16.9%	12.7%	9.9%	13.6%	16.9%	21.4%	23.5%	17.5%	11.8%	10.4%	10.9%	13.5%	27.4%
Gross profit	15,375	30,359	47,559	64,842	16,645	33,859	51,615	71,062	20,782	42,978	64,045	84,852	20,926	42,165	66,221	90,391	101,400
YoY	-1.2%	0.9%	4.6%	6.2%	8.3%	11.5%	8.5%	9.6%	24.9%	26.9%	24.1%	19.4%	0.7%	-1.9%	3.4%	6.5%	19.5%
SG&A expenses	11,678	23,601	35,559	48,430	13,860	26,637	40,681	54,333	16,290	32,475	48,674	64,710	17,367	34,058	52,232	70,950	78,000
YoY	-4.9%	-1.6%	-0.3%	-1.5%	18.7%	12.9%	14.4%	12.2%	17.5%	21.9%	19.6%	19.1%	6.6%	4.9%	7.3%	9.6%	20.5%
Personnel costs	4,584	9,448	14,050	18,649	5,575	10,815	16,186	21,434	6,356	13,428	20,031	25,956	6,628	13,293	20,365	27,174	-
YoY	-10.6%	-6.2%	-4.9%	-9.4%	21.6%	14.5%	15.2%	14.9%	14.0%	24.2%	23.8%	21.1%	4.3%	-1.0%	1.7%	4.7%	-
Outsourcing costs	635	1,272	1,936	2,630	748	1,382	2,308	3,138	1,068	2,093	3,353	4,592	989	2,254	3,598	5,184	-
YoY	11.6%	8.4%	6.1%	7.4%	17.8%	8.6%	19.2%	19.3%	42.8%	51.4%	45.3%	46.3%	-7.4%	7.7%	7.3%	12.9%	-
Commission paid	534	961	1,429	1,901	825	1,358	1,956	2,668	1,231	2,191	2,802	3,262	1,283	2,128	3,025	3,961	-
YoY	-10.7%	-7.3%	-0.8%	3.0%	54.5%	41.3%	36.9%	40.3%	49.2%	61.3%	43.3%	22.3%	4.2%	-2.9%	8.0%	21.4%	-
Depreciation expense	571	1,156	1,747	2,374	610	1,228	1,752	2,400	634	1,217	1,833	2,392	672	1,304	1,914	2,748	-
YoY	2.9%	4.8%	5.8%	6.9%	6.8%	6.2%	0.3%	1.1%	3.9%	-0.9%	4.6%	-0.3%	6.0%	7.1%	4.4%	12.7%	-
Advertising expenses	1,432	2,966	4,701	6,974	1,633	3,482	5,665	7,895	2,201	4,083	5,904	8,345	2,132	3,958	5,946	8,274	-
YoY	-2.7%	7.3%	11.2%	17.2%	14.0%	17.4%	20.5%	13.2%	34.8%	17.3%	4.2%	5.7%	-3.1%	-3.1%	0.7%	-0.9%	-
Rents	2,415	4,882	7,310	9,798	2,650	5,192	7,902	10,749	2,958	5,933	9,017	12,196	3,353	6,778	10,321	13,973	-
YoY	-4.7%	-3.7%	-4.7%	-4.0%	9.7%	6.3%	8.1%	9.7%	11.6%	14.3%	14.1%	13.5%	13.4%	14.2%	14.5%	14.6%	-
Other	1,504	2,913	4,383	6,101	1,815	3,177	4,909	6,045	1,838	3,526	5,731	7,964	2,307	4,341	7,061	9,633	-
YoY	5.5%	5.4%	7.1%	3.2%	20.7%	9.1%	12.0%	-0.9%	1.3%	11.0%	16.7%	31.7%	25.5%	23.1%	23.2%	20.9%	-
Operating income	3,696	6,757	12,000	16,412	2,785	7,222	10,933	16,729	4,491	10,503	15,371	20,142	3,558	8,106	13,989	19,440	23,400
YoY	12.9%	10.6%	22.5%	37.8%	-24.6%	6.9%	-8.9%	1.9%	61.3%	45.4%	40.6%	20.4%	-20.8%	-22.8%	-9.0%	-3.2%	16.2%
Ordinary income	3,644	6,560	11,713	15,998	2,703	7,015	10,709	16,404	4,366	10,004	14,836	19,374	3,242	7,375	13,004	17,911	21,900
YoY	13.2%	10.5%	22.6%	38.2%	-25.8%	6.9%	-8.6%	2.5%	61.5%	42.6%	38.5%	18.1%	-25.7%	-26.3%	-12.3%	-7.4%	13.0%
Net profit	4,629	8,575	12,102	20,020	1,843	4,871	7,296	11,864	3,029	6,873	10,184	13,945	2,087	4,940	8,791	11,847	14,000
YoY	225.1%	170.5%	133.1%	205.5%	-60.2%	-43.2%	-39.7%	-40.7%	64.4%	41.1%	39.6%	17.5%	-31.1%	-28.1%	-13.7%	-14.7%	0.4%
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Net sales	90,012	88,290	97,574	90,191	103,867	96,729	101,938	110,670	122,759	122,621	128,639	112,822	134,956	130,638	144,258	136,779	
YoY	14.6%	23.1%	23.1%	16.8%	15.4%	9.6%	4.5%	22.7%	18.2%	26.8%	26.2%	1.9%	9.9%	6.5%	12.1%	21.2%	
Cost of sales	74,637	73,306	80,374	72,908	87,222	79,515	84,182	91,222	101,977	100,425	107,572	92,016	114,029	109,399	120,202	112,609	
YoY	18.5%	28.2%	25.8%	18.3%	16.9%	8.5%	4.7%	25.1%	16.9%	26.3%	27.8%	0.9%	11.8%	8.9%	11.7%	22.4%	
Gross profit	15,375	14,983	17,200	17,283	16,645	17,213	17,755	19,447	20,782	22,196	21,066	20,807	20,926	21,238	24,056	24,169	
YoY	-1.2%	3.1%	11.8%	10.8%	8.3%	14.9%	3.2%	12.5%	24.9%	28.9%	18.6%	7.0%	0.7%	-4.3%	14.2%	16.2%	
SG&A expenses	11,678	11,923	11,957	12,871	13,860	12,777	14,044	13,651	16,290	16,184	16,199	16,036	17,367	16,691	18,173	18,718	
YoY	-4.9%	1.9%	2.2%	-4.5%	18.7%	7.2%	17.5%	6.1%	17.5%	26.7%	15.3%	17.5%	6.6%	3.1%	12.2%	16.4%	
Personnel costs	4,584	4,864	4,602	4,599	5,575	5,240	5,371	5,247	6,356	7,071	6,602	5,925	6,628	6,664	7,072	6,809	
YoY	-10.6%	-1.6%	-2.2%	-20.7%	21.6%	7.7%	16.7%	14.1%	14.0%	34.9%	22.9%	12.9%	4.3%	-5.8%	7.1%	14.9%	
Outsourcing costs	635	636	664	693	748	633	926	829	1,068	1,025	1,259	1,238	989	1,265	1,343	1,586	
YoY	11.6%	5.3%	2.2%	11.1%	17.8%	-0.5%	39.5%	19.6%	42.8%	61.9%	36.0%	49.3%	-7.4%	23.4%	6.7%	28.1%	
Commission paid	534	426	467	472	825	532	598	711	1,231	959	611	460	1,283	845	896	936	
YoY	-10.7%	-3.0%	15.6%	17.1%	54.5%	24.9%	28.1%	50.6%	49.2%	80.3%	2.2%	-35.3%	4.2%	-11.9%	46.6%	103.5%	
Depreciation expense	571	585	590	627	610	617	524	648	634	582	615	559	672	631	610	833	
YoY	2.9%	6.8%	7.7%	10.4%	6.8%	5.5%	-11.2%	3.3%	3.9%	-5.7%	17.4%	-13.7%	6.0%	8.4%	-0.8%	37.5%	
Advertising expenses	1,432	1,533	1,734	2,273	1,633	1,848	2,183	2,229	2,201	1,882	1,820	2,441	2,132	1,825	1,998	2,328	
YoY	-2.7%	18.6%	18.6%	31.8%	14.0%	20.5%	25.9%	-1.9%	34.8%	1.8%	-16.6%	9.5%	-3.1%	-3.0%	9.2%	-4.6%	
Rents	2,415	2,467	2,427	2,487	2,650	2,542	2,709	2,847	2,958	2,975	3,084	3,178	3,353	3,425	3,542	3,652	
YoY	-4.7%	-2.6%	-6.5%	-2.2%	9.7%	3.0%	11.6%	14.5%	11.6%	17.0%	13.8%	11.6%	13.4%	15.1%	14.9%	14.9%	
Other	1,504	1,408	1,470	1,717	1,815	1,362	1,731	1,136	1,838	1,687	2,205	2,232	2,307	2,033	2,719	2,572	
YoY	5.5%	5.3%	10.7%	-5.6%	20.7%	-3.3%	17.8%	-33.8%	1.3%	23.9%	27.4%	96.5%	25.5%	20.5%	23.3%	15.1%	
Operating income	3,696	3,060	5,242	4,412	2,785	4,436	3,711	5,796	4,491	6,011	4,867	4,770	3,558	4,547	5,882	5,415	
YoY	12.9%	7.9%	42.1%	109.2%	-24.6%	45.0%	-29.2%	31.4%	61.3%	35.5%	31.2%	-17.7%	-20.8%	-24.4%	20.9%	15.5%	
Ordinary income	3,644	2,915	5,152	4,284	2,703	4,311	3,694	5,694	4,366	5,637	4,831	4,553	3,242	4,132	5,628	4,906	
YoY	13.2%	7.2%	42.4%	112.5%	-25.8%	47.9%	-28.3%	32.9%	61.5%	30.8%	30.8%	-20.0%	-25.7%	-26.7%	16.5%	8.9%	
Net profit	4,629	3,946	3,527	7,917	1,843	3,027	2,425	4,568	3,029	3,843	3,311	3,761	2,087	2,853	3,850	3,675	
YoY	225.1%	126.1%	74.5%	481.3%	-60.2%	-23.3%	-31.2%	-42.3%	64.4%	27.0%	36.5%	-17.7%	-31.1%	-25.8%	16.3%	-1.4%	

Indicators																	
Cumulative	FY02/23				FY02/24				FY02/25				FY02/26				FY02/27
	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
Total no. of car purchases	43,855	81,134	125,145	165,529	42,980	78,819	120,023	162,630	48,306	93,307	139,681	183,781	48,949	91,010	139,883	186,628	-
YoY	-0.2%	3.7%	4.9%	2.2%	-2.0%	-2.9%	-4.1%	-1.8%	12.4%	18.4%	16.4%	13.0%	1.3%	-2.5%	0.1%	1.5%	-
Total no. of car sales	66,541	125,475	188,894	247,392	73,584	135,909	201,936	268,844	81,988	152,584	227,464	293,163	83,714	158,941	239,974	315,916	352,000
YoY	1.9%	4.2%	5.1%	4.2%	10.6%	8.3%	6.9%	8.7%	11.4%	12.3%	12.6%	9.0%	2.1%	4.2%	5.5%	7.8%	20.1%
Retail	37,547	70,186	102,955	135,599	39,266	73,777	106,483	144,487	38,842	75,917	113,519	149,003	43,840	84,190	125,177	163,931	177,000
YoY	-3.2%	-3.5%	-4.3%	-3.2%	4.6%	5.1%	3.4%	6.6%	-1.1%	2.9%	6.6%	3.1%	12.9%	10.9%	10.3%	10.0%	18.8%
Wholesale	28,994	55,289	85,939	111,793	34,318	62,132	95,453	124,357	43,146	76,667	113,945	144,160	39,874	74,751	114,797	151,985	175,000
YoY	9.5%	15.7%	19.3%	14.8%	18.4%	12.4%	11.1%	11.2%	25.7%	23.4%	19.4%	15.9%	-7.6%	-2.5%	0.7%	5.4%	21.4%
Car sales units per directly managed store*1	149	281	424	587	185	338	502	669	201	367	548	706	197	374	565	727	-
YoY	4.9%	6.4%	7.9%	12.0%	24.2%	20.3%	18.4%	14.0%	8.6%	8.6%	9.2%	5.5%	-2.0%	1.9%	3.1%	3.0%	-
Sales (parent) per vehicle sold*2	1,352	1,421	1,460	1,479	1,411	1,475	1,498	1,536	1,497	1,608	1,644	1,660	1,612	1,671	1,707	1,730	-
YoY	12.5%	14.0%	14.3%	14.6%	4.4%	3.8%	2.6%	3.9%	6.1%	9.0%	9.7%	8.1%	7.7%	3.9%	3.8%	4.2%	-
Gross profit (parent) per vehicle sold*3	231	241	251	262	226	249	255	264	253	281	281	289	249	265	275	286	-
YoY	-3.1%	-3.2%	-0.8%	1.9%	-2.2%	3.3%	1.6%	0.8%	11.9%	12.9%	10.2%	9.5%	-1.6%	-5.7%	-2.1%	-1.0%	-
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Outlook
Direct stores*4	444	445	446	397	395	393	399	406	407	406	414	424	422	429	434	444	454
Net increase	-1	1	1	-49	-2	-2	6	7	1	-1	8	10	-2	7	5	10	10
Franchises	63	63	63	63	62	62	61	61	61	61	61	61	59	59	56	54	-
Total no. of car purchases	43,855	37,279	44,011	40,384	42,980	35,839	41,204	42,607	48,306	45,001	46,374	44,100	48,949	42,061	48,873	46,745	-
YoY	-0.2%	8.7%	7.2%	-5.3%	-2.0%	-3.9%	-6.4%	5.5%	12.4%	25.6%	12.5%	3.5%	1.3%	-6.5%	5.4%	6.0%	-
Total no. of car sales	66,541	58,934	63,419	58,498	73,584	62,325	66,027	66,908	81,988	70,596	74,880	65,699	83,714	75,243	81,017	75,942	-
YoY	1.9%	6.8%	7.1%	1.2%	10.6%	5.8%	4.1%	14.4%	11.4%	13.3%	13.4%	-1.8%	2.1%	6.6%	8.2%	15.6%	-
Retail	37,547	32,639	32,769	32,644	39,266	34,511	32,706	38,004	38,842	37,075	37,602	35,484	43,840	40,350	40,987	38,754	-
YoY	-3.2%	-3.7%	-6.2%	0.5%	4.6%	5.7%	-0.2%	16.4%	-1.1%	7.4%	15.0%	-6.6%	12.9%	8.8%	9.0%	9.2%	-
Wholesale	28,994	26,295	30,650	25,854	34,318	27,814	33,321	28,904	43,146	33,521	37,278	30,215	39,874	34,893	40,030	37,188	-
YoY	9.5%	23.5%	26.3%	2.1%	18.4%	5.8%	8.7%	11.8%	25.7%	20.5%	11.9%	4.5%	-7.6%	4.1%	7.4%	23.1%	-
Car sales units per directly managed store*1	149	132	142	138	185	157	165	166	201	173	182	158	197	176	188	174	-
YoY	4.9%	9.1%	10.1%	8.7%	24.2%	18.9%	16.2%	20.3%	8.6%	10.2%	10.3%	-4.8%	-2.0%	1.7%	3.3%	10.1%	-
Sales (parent) per vehicle sold*2	1,352	1,498	1,538	1,541	1,411	1,552	1,543	1,654	1,497	1,736	1,717	1,717	1,612	1,736	1,780	1,801	-
YoY	12.5%	15.3%	14.9%	15.3%	4.4%	3.6%	0.3%	7.3%	6.1%	11.9%	11.3%	3.8%	7.7%	0.0%	3.7%	4.9%	-
Gross profit (parent) per vehicle sold*3	231	254	271	295	226	276	268	290	253	314	281	316	249	282	296	318	-
YoY	-2.9%	-3.4%	4.6%	9.7%	-2.2%	8.7%	-1.1%	-1.7%	11.9%	13.8%	4.9%	9.0%	-1.6%	-10.2%	5.3%	0.6%	-
No. of employees (parent)	3,135	3,021	2,965	2,968	3,243	3,204	3,218	3,350	3,861	3,906	3,852	3,816	4,202	4,076	4,087	4,010	-

\*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