

IDOM Quarter Data

Consolidated																	
(JPYmn)	FY02/24				FY02/25				FY02/26				FY02/27				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	105,258	203,696	307,710	419,852	124,558	249,651	380,515	496,678	138,532	273,107	421,503	562,774	159,614				629,000
YoY	-22.4%	-9.7%	-5.1%	0.8%	18.3%	22.6%	23.7%	18.3%	11.2%	9.4%	10.8%	13.3%	15.2%				26.6%
Cost of sales	88,142	168,792	254,310	346,519	103,041	205,350	313,938	408,002	116,270	228,274	351,257	466,438	134,003				522,000
YoY	-22.1%	-9.8%	-5.1%	1.3%	16.9%	21.7%	23.4%	17.7%	12.8%	11.2%	11.9%	14.3%	15.3%				27.9%
Gross profit	17,116	34,903	53,399	73,333	21,517	44,300	66,576	88,675	22,262	44,832	70,246	96,336	25,611				107,000
YoY	-23.6%	-8.8%	-5.2%	-1.6%	25.7%	26.9%	24.7%	20.9%	3.5%	1.2%	5.5%	8.6%	15.0%				20.7%
SG&A expenses	14,344	27,805	42,570	57,216	17,068	34,217	51,517	68,785	18,362	36,338	55,732	76,127	21,255				83,000
YoY	-16.3%	-6.2%	0.9%	2.4%	19.0%	23.1%	21.0%	20.2%	7.6%	6.2%	8.2%	10.7%	15.8%				20.7%
Operating income	2,771	7,098	10,829	16,117	4,449	10,083	15,058	19,890	3,900	8,493	14,514	20,209	4,356				24,000
YoY	-47.3%	-17.6%	-23.3%	-13.7%	60.6%	42.1%	39.1%	23.4%	-12.3%	-15.8%	-3.6%	1.6%	11.7%				20.7%
Ordinary income	2,696	6,918	10,597	15,826	4,314	9,604	14,524	19,115	3,582	7,755	13,225	18,608	3,907				22,400
YoY	-46.6%	-16.4%	-22.6%	-12.8%	60.0%	38.8%	37.1%	20.8%	-17.0%	-19.3%	-8.9%	-2.7%	9.1%				17.2%
Profit attributable to owners of parent	1,868	4,823	7,237	11,442	2,901	6,485	9,801	13,447	2,278	5,163	9,086	11,914	2,673				14,200
YoY	-65.3%	-35.8%	-35.5%	-19.5%	55.3%	34.5%	35.4%	17.5%	-21.5%	-20.4%	-7.3%	-11.4%	17.3%				5.6%
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Net sales	105,258	98,438	104,013	112,142	124,558	125,092	130,863	116,163	138,532	134,574	148,396	141,270	159,614				
YoY	-22.4%	9.5%	5.3%	21.5%	18.3%	27.1%	25.8%	3.6%	11.2%	7.6%	13.4%	21.6%	15.2%				
Cost of sales	88,142	80,650	85,517	92,208	103,041	102,309	108,588	94,064	116,270	112,004	122,982	115,180	134,003				
YoY	-22.1%	9.0%	6.0%	24.5%	16.9%	26.9%	27.0%	2.0%	12.8%	9.5%	13.3%	22.4%	15.3%				
Gross profit	17,116	17,787	18,495	19,933	21,517	22,782	22,275	22,099	22,262	22,570	25,414	26,090	25,611				
YoY	-23.6%	12.1%	2.4%	9.4%	25.7%	28.1%	20.4%	10.9%	3.5%	-0.9%	14.1%	18.1%	15.0%				
SG&A expenses	14,344	13,460	14,764	14,645	17,068	17,148	17,300	17,268	18,362	17,976	19,393	20,395	21,255				
YoY	-16.3%	7.6%	17.6%	7.3%	19.0%	27.4%	17.2%	17.9%	7.6%	4.8%	12.1%	18.1%	15.8%				
Operating income	2,771	4,326	3,730	5,288	4,449	5,633	4,975	4,831	3,900	4,593	6,020	5,695	4,356				
YoY	-47.3%	28.8%	-32.2%	15.8%	60.6%	30.2%	33.4%	-8.6%	-12.3%	-18.5%	21.0%	17.9%	11.7%				
Ordinary income	2,696	4,221	3,679	5,229	4,314	5,289	4,920	4,591	3,582	4,172	5,682	5,170	3,907				
YoY	-46.6%	30.8%	-32.1%	17.6%	60.0%	25.3%	33.7%	-12.2%	-17.0%	-21.1%	15.5%	12.6%	9.1%				
Profit attributable to owners of parent	1,868	2,954	2,413	4,205	2,901	3,583	3,316	3,646	2,278	2,885	3,922	2,828	2,673				
YoY	-65.3%	38.1%	-34.8%	40.9%	55.3%	21.3%	37.4%	-13.3%	-21.5%	-19.5%	18.3%	-22.4%	17.3%				

By segment																
(JPYmn)	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
Net sales	105,258	203,696	307,710	419,852	124,558	249,651	380,515	496,678	138,532	273,113	421,503	562,774	159,614			
YoY	-22.4%	-9.7%	-5.1%	0.8%	18.3%	22.6%	23.7%	18.3%	11.2%	9.4%	10.8%	13.3%	15.5%			
Japan	104,701	202,301	305,460	417,031	123,775	247,719	377,519	492,902	136,847	269,090	414,643	553,744	156,898			
YoY	15.6%	12.5%	10.0%	12.9%	18.2%	22.5%	23.6%	18.2%	10.6%	8.6%	9.8%	12.3%	14.9%			
Other	557	1,395	2,249	2,820	784	1,931	2,995	3,777	1,678	4,023	6,866	9,030	2,716			
YoY	34.9%	26.9%	19.8%	17.7%	40.7%	38.4%	33.2%	33.9%	114.1%	108.3%	129.2%	139.1%	61.9%			
Eliminations	-	-	-	-	-	-	-	-	-	-	-	-	-			
Operating income	2,771	7,098	10,829	16,117	4,449	10,083	15,058	19,890	3,900	8,493	14,514	20,209	4,356			
YoY	-47.3%	-17.6%	-23.3%	-13.7%	60.6%	42.1%	39.1%	23.4%	-12.3%	-15.8%	-3.6%	1.6%	11.7%			
Japan	2,732	7,025	10,742	16,076	4,433	10,039	14,982	20,018	3,943	8,544	14,459	20,144	4,396			
YoY	-32.3%	-4.9%	-16.3%	-7.8%	62.3%	42.9%	39.5%	24.5%	-11.1%	-14.9%	-3.5%	0.6%	11.5%			
Other	0	49	82	43	-25	23	78	-87	-102	-111	-7	4	-32			
YoY	-	81.5%	1.2%	-	-	-53.1%	-4.9%	-	-	-575.7%	-109.4%	-	-			
Adjustments	38	23	3	-3	40	20	-2	-39	59	60	62	-39	-8			
Eliminations	40	27	9	4	42	23	3	-32	61	64	67	-32	-8			
Goodwill amortization	-1	-3	-5	-7	-1	-3	-5	-7	-1	-3	-5	-7	0			
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	105,258	98,438	104,013	112,142	124,558	125,092	130,863	116,163	138,532	134,574	148,396	141,271	159,614			
YoY	-22.4%	9.5%	5.3%	21.5%	18.3%	27.1%	25.8%	3.6%	11.2%	7.6%	13.4%	21.6%	15.5%			
Japan	104,701	97,599	103,159	111,571	123,775	123,944	129,800	115,383	136,847	132,243	145,553	139,101	156,898			
YoY	15.6%	9.4%	5.3%	21.6%	18.2%	27.0%	25.8%	3.4%	10.6%	6.7%	12.1%	20.6%	14.9%			
Other	557	838	854	571	784	1,148	1,063	782	1,678	2,345	2,843	2,164	2,716			
YoY	34.9%	22.2%	9.6%	10.4%	40.7%	37.0%	24.5%	37.0%	114.1%	104.3%	167.5%	176.7%	61.9%			
Eliminations	-	-	-	-	-	-	-	-	-	-	-	-	-			
Operating income	2,771	4,326	3,730	5,288	4,449	5,633	4,975	4,832	3,900	4,593	6,020	5,695	4,356			
YoY	-47.3%	28.8%	-32.2%	15.8%	60.6%	30.2%	33.4%	-8.6%	-12.3%	-18.5%	21.0%	17.9%	11.7%			
Japan	2,732	4,292	3,717	5,334	4,433	5,606	4,943	5,036	3,943	4,601	5,915	5,685	4,396			
YoY	-32.3%	28.2%	-31.8%	16.2%	62.3%	30.6%	33.0%	-5.6%	-11.1%	-17.9%	19.7%	12.9%	11.5%			
Other	0	49	32	-38	-25	48	55	-165	-102	-9	104	11	-32			
YoY	-	63.3%	-39.6%	-	-	-2.0%	71.9%	-	-	-118.8%	89.1%	-	-			
Adjustments	38	-15	-19	-6	40	-21	-21	-37	59	1	2	-101	-8			
Eliminations	40	-13	-17	-5	42	-19	-20	-35	61	3	3	-99	-8			
Goodwill amortization	-1	-1	-1	-1	-1	-1	-3	-2	-1	-2	-2	-2	0			

Non-Consolidated(Parent)																
(JPYmn)	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
Net sales	103,867	200,597	302,535	413,206	122,759	245,381	374,021	486,843	134,956	265,594	409,853	546,632	153,492			613,400
YoY	15.4%	12.5%	9.7%	12.9%	18.2%	22.3%	23.6%	17.8%	9.9%	8.2%	9.6%	12.3%	13.7%			26.0%
Cost of sales	87,222	166,737	250,920	342,143	101,977	202,402	309,975	401,991	114,029	223,429	343,631	456,241	129,821			512,000
YoY	16.9%	12.7%	9.9%	13.6%	16.9%	21.4%	23.5%	17.5%	11.8%	10.4%	10.9%	13.5%	13.8%			27.4%
Gross profit	16,645	33,859	51,615	71,062	20,782	42,978	64,045	84,852	20,926	42,165	66,221	90,391	23,671			101,400
YoY	8.3%	11.5%	8.5%	9.6%	24.9%	26.9%	24.1%	19.4%	0.7%	-1.9%	3.4%	6.5%	13.1%			19.5%
SG&A expenses*5	13,860	26,637	40,681	54,333	16,290	32,475	48,674	64,710	17,367	34,058	52,232	70,950	19,731			78,000
YoY	18.7%	12.9%	14.4%	12.2%	17.5%	21.9%	19.6%	19.1%	6.6%	4.9%	7.3%	9.6%	13.6%			20.5%
Personnel costs	5,575	10,815	16,186	21,434	6,356	13,428	20,031	25,956	6,628	13,293	20,365	27,174	7,398			-
YoY	21.6%	14.5%	15.2%	14.9%	14.0%	24.2%	23.8%	21.1%	4.3%	-1.0%	1.7%	4.7%	11.6%			-
Outsourcing costs	748	1,382	2,308	3,138	1,068	2,093	3,353	4,592	989	2,254	3,598	5,184	1,327			-
YoY	17.8%	8.6%	19.2%	19.3%	42.8%	51.4%	45.3%	46.3%	-7.4%	7.7%	7.3%	12.9%	34.2%			-
Commission paid	825	1,358	1,956	2,668	1,231	2,191	2,802	3,262	1,283	2,128	3,025	3,961	1,590			-
YoY	54.5%	41.3%	36.9%	40.3%	49.2%	61.3%	43.3%	22.3%	4.2%	-2.9%	8.0%	21.4%	23.9%			-
Depreciation expense	610	1,228	1,752	2,400	634	1,217	1,833	2,392	672	1,304	1,914	2,748	815			-
YoY	6.8%	6.2%	0.3%	1.1%	3.9%	-0.9%	4.6%	-0.3%	6.0%	7.1%	4.4%	12.7%	21.3%			-
Advertising expenses	1,633	3,482	5,665	7,895	2,201	4,083	5,904	8,345	2,132	3,958	5,946	8,274	2,268			-
YoY	14.0%	17.4%	20.5%	13.2%	34.8%	17.3%	4.2%	5.7%	-3.1%	-3.1%	0.7%	-0.9%	6.4%			-
Rents	2,650	5,192	7,902	10,749	2,958	5,933	9,017	12,196	3,353	6,778	10,321	13,973	3,702			-
YoY	9.7%	6.3%	8.1%	9.7%	11.6%	14.3%	14.1%	13.5%	13.4%	14.2%	14.5%	14.6%	10.4%			-
Other	1,815	3,177	4,909	6,045	1,838	3,526	5,731	7,964	2,307	4,341	7,061	9,633	2,628			-
YoY	20.7%	9.1%	12.0%	-0.9%	1.3%	11.0%	16.7%	31.7%	25.5%	23.1%	23.2%	20.9%	13.9%			-
Operating income	2,785	7,222	10,933	16,729	4,491	10,503	15,371	20,142	3,558	8,106	13,989	19,440	3,939			23,400
YoY	-24.6%	6.9%	-8.9%	1.9%	61.3%	45.4%	40.6%	20.4%	-20.8%	-22.8%	-9.0%	-3.2%	10.7%			16.2%
Ordinary income	2,703	7,015	10,709	16,404	4,366	10,004	14,836	19,374	3,242	7,375	13,004	17,911	3,556			21,900
YoY	-25.8%	6.9%	-8.6%	2.5%	61.5%	42.6%	38.5%	18.1%	-25.7%	-26.3%	-12.3%	-7.4%	9.7%			13.0%
Net profit	1,843	4,871	7,296	11,864	3,029	6,873	10,184	13,945	2,087	4,940	8,791	11,847	2,282			14,000
YoY	-60.2%	-43.2%	-39.7%	-40.7%	64.4%	41.1%	39.6%	17.5%	-31.1%	-28.1%	-13.7%	-14.7%	9.3%			0.4%
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	103,867	96,729	101,938	110,670	122,759	122,621	128,639	112,822	134,956	130,638	144,258	136,779	153,492			
YoY	15.4%	9.6%	4.5%	22.7%	18.2%	26.8%	26.2%	1.9%	9.9%	6.5%	12.1%	21.2%	13.7%			
Cost of sales	87,222	79,515	84,182	91,222	101,977	100,425	107,572	92,016	114,029	109,399	120,202	112,609	129,821			
YoY	16.9%	8.5%	4.7%	25.1%	16.9%	26.3%	27.8%	0.9%	11.8%	8.9%	11.7%	22.4%	13.8%			
Gross profit	16,645	17,213	17,755	19,447	20,782	22,196	21,066	20,807	20,926	21,238	24,056	24,169	23,671			
YoY	8.3%	14.9%	3.2%	12.5%	24.9%	28.9%	18.6%	7.0%	0.7%	-4.3%	14.2%	16.2%	13.1%			
SG&A expenses*5	13,860	12,777	14,044	13,651	16,290	16,184	16,199	16,036	17,367	16,691	18,173	18,718	19,731			
YoY	18.7%	7.2%	17.5%	6.1%	17.5%	26.7%	15.3%	17.5%	6.6%	3.1%	12.2%	16.4%	13.6%			
Personnel costs	5,575	5,240	5,371	5,247	6,356	7,071	6,602	5,925	6,628	6,664	7,072	6,809	7,398			
YoY	21.6%	7.7%	16.7%	14.1%	14.0%	34.9%	22.9%	12.9%	4.3%	-5.8%	7.1%	14.9%	11.6%			
Outsourcing costs	748	633	926	829	1,068	1,025	1,259	1,238	989	1,265	1,343	1,586	1,327			
YoY	17.8%	-0.5%	39.5%	19.6%	42.8%	61.9%	36.0%	49.3%	-7.4%	23.4%	6.7%	28.1%	34.2%			
Commission paid	825	532	598	711	1,231	959	611	460	1,283	845	896	936	1,590			
YoY	54.5%	24.9%	28.1%	50.6%	49.2%	80.3%	2.2%	-35.3%	4.2%	-11.9%	46.6%	103.5%	23.9%			
Depreciation expense	610	617	524	648	634	582	615	559	672	631	610	833	815			
YoY	6.8%	5.5%	-11.2%	3.3%	3.9%	-5.7%	17.4%	-13.7%	6.0%	8.4%	-0.8%	37.5%	21.3%			
Advertising expenses	1,633	1,848	2,183	2,229	2,201	1,882	1,820	2,441	2,132	1,825	1,988	2,328	2,268			
YoY	14.0%	20.5%	25.9%	-1.9%	34.8%	1.8%	-16.6%	9.5%	-3.1%	-3.0%	9.2%	-4.6%	6.4%			
Rents	2,650	2,542	2,709	2,847	2,958	2,975	3,084	3,178	3,353	3,425	3,542	3,652	3,702			
YoY	9.7%	3.0%	11.6%	14.5%	11.6%	17.0%	13.8%	11.6%	13.4%	15.1%	14.9%	14.9%	10.4%			
Other	1,815	1,362	1,731	1,136	1,838	1,687	2,205	2,232	2,307	2,033	2,719	2,572	2,628			
YoY	20.7%	-3.3%	17.8%	-33.8%	1.3%	23.9%	27.4%	96.5%	25.5%	20.5%	23.3%	15.1%	13.9%			
Operating income	2,785	4,436	3,711	5,796	4,491	6,011	4,867	4,770	3,558	4,547	5,882	5,415	3,939			
YoY	-24.6%	45.0%	-29.2%	31.4%	61.3%	35.5%	31.2%	-17.7%	-20.8%	-24.4%	20.9%	15.5%	10.7%			
Ordinary income	2,703	4,311	3,694	5,694	4,366	5,637	4,831	4,553	3,242	4,132	5,628	4,906	3,556			
YoY	-25.8%	47.9%	-28.3%	32.9%	61.5%	30.8%	30.8%	-20.0%	-25.7%	-26.7%	16.5%	8.9%	9.7%			
Net profit	1,843	3,027	2,425	4,568	3,029	3,843	3,311	3,761	2,087	2,853	3,850	3,675	2,282			
YoY	-60.2%	-23.3%	-31.2%	-42.3%	64.4%	27.0%	36.5%	-17.7%	-31.1%	-25.8%	16.3%	-1.4%	9.3%			

Indicators																
	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
Total no. of car purchases	42,980	78,819	120,023	162,630	48,306	93,307	139,681	183,781	48,949	91,010	139,883	186,628	51,660			
YoY	-2.0%	-2.9%	-4.1%	-1.8%	12.4%	18.4%	16.4%	13.0%	1.3%	-2.5%	0.1%	1.5%	5.5%			
Total no. of car sales	73,584	135,909	201,936	268,844	81,988	152,584	227,464	293,163	83,714	158,941	239,974	315,916	89,906			352,000
YoY	10.6%	8.3%	6.9%	8.7%	11.4%	12.3%	12.6%	9.0%	2.1%	4.2%	5.5%	7.8%	7.4%			20.1%
Retail	39,266	73,777	106,483	144,487	38,842	75,917	113,519	149,003	43,840	84,190	125,177	163,931	45,558			177,000
YoY	4.6%	5.1%	3.4%	6.6%	-1.1%	2.9%	6.6%	3.1%	12.9%	10.9%	10.3%	10.0%	3.9%			18.8%
Wholesale	34,318	62,132	95,453	124,357	43,146	76,667	113,945	144,160	39,874	74,751	114,797	151,985	44,348			175,000
YoY	18.4%	12.4%	11.1%	11.2%	25.7%	23.4%	19.4%	15.9%	-7.6%	-2.5%	0.7%	5.4%	11.2%			21.4%
Car sales units per directly managed store*1	185	338	502	669	201	367	548	706	197	374	565	727	202			-
YoY	24.2%	20.3%	18.4%	14.0%	8.6%	8.6%	9.2%	5.5%	-2.0%	1.9%	3.1%	3.0%	2.5%			-
Sales (parent) per vehicle sold*2	1,411	1,475	1,498	1,536	1,497	1,608	1,644	1,660	1,612	1,671	1,707	1,730	1,707			-
YoY	4.4%	3.8%	2.6%	3.9%	6.1%	9.0%	9.7%	8.1%	7.7%	3.9%	3.8%	4.2%	5.9%			-
Gross profit (parent) per vehicle sold*3	226	249	255	264	253	281	281	289	249	265	275	286	263			-
YoY	-2.2%	3.3%	1.6%	0.8%	11.9%	12.9%	10.2%	9.5%	-1.6%	-5.7%	-2.1%	-1.0%	5.6%			-
Quarterly	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Direct stores*4	395	393	399	406	407	406	414	424	422	429	434	444	446			454
Net increase	-2	-2	6	7	1	-1	8	10	-2	7	5	10	0			10
Franchises	62	62	61	61	61	61	61	61	59	59	56	54	51			-
Total no. of car purchases	42,980	35,839	41,204	42,607	48,306	45,001	46,374	44,100	48,949	42,061	48,873	46,745	51,660			
YoY	-2.0%	-3.9%	-6.4%	5.5%	12.4%	25.6%	12.5%	3.5%	1.3%	-6.5%	5.4%	6.0%	5.5%			
Total no. of car sales	73,584	62,325	66,027	66,908	81,988	70,596	74,880	65,699	83,714	75,243	81,017	75,942	89,906			
YoY	10.6%	5.8%	4.1%	14.4%	11.4%	13.3%	13.4%	-1.8%	2.1%	6.6%	8.2%	15.6%	7.4%			
Retail	39,266	34,511	32,706	38,004	38,842	37,075	37,602	35,484	43,840	40,350	40,987	38,754	45,558			
YoY	4.6%	5.7%	-0.2%	16.4%	-1.1%	7.4%	15.0%	-6.6%	12.9%	8.8%	9.0%	9.2%	3.9%			
Wholesale	34,318	27,814	33,321	28,904	43,146	33,521	37,278	30,215	39,874	34,893	40,030	37,188	44,348			
YoY	18.4%	5.8%	8.7%	11.8%	25.7%	20.5%	11.9%	4.5%	-7.6%	4.1%	7.4%	23.1%	11.2%			
Car sales units per directly managed store*1	185	157	165	166	201	173	182	158	197	176	188	174	202			
YoY	24.2%	18.9%	16.2%	20.3%	8.6%	10.2%	10.3%	-4.8%	-2.0%	1.7%	3.3%	10.1%	2.5%			
Sales (parent) per vehicle sold*2	1,411	1,552	1,543	1,654	1,497	1,736	1,717	1,717	1,612	1,736	1,780	1,801	1,707			
YoY	4.4%	3.6%	0.3%	7.3%	6.1%	11.9%	11.3%	3.8%	7.7%	0.0%	3.7%	4.9%	5.9%			
Gross profit (parent) per vehicle sold*3	226	276	268	290	253	314	281	316	249	282	296	318	263			
YoY	-2.2%	8.7%	-1.1%	-1.7%	11.9%	13.8%	4.9%	9.0%	-1.6%	-10.2%	5.3%	0.6%	5.6%			
No. of employees (parent)	3,243	3,204	3,218	3,350	3,861	3,906	3,852	3,816	4,202	4,076	4,087	4,010	4,380			

*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

*5 Due to an error in the calculation of the breakdown of selling, general, and administrative expenses for the third and fourth quarters of the fiscal year ending February 2025, the figures have been corrected to reflect the correct amounts.

* Changes in accounting policies have not been reflected.