



Monthly Retail Sales Report (March 2022)

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	-2	±0	±0	±0	+ 1	- 1	±0	+ 1	- 1	±0	±0	±0	+ 1	+ 1	±0	±0	±0	+ 1	±0	+ 1
YoY growth rate	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
TOTAL SALES	Total store basis	5.4	18.8	13.3	-3.6	-4.2	-12.0	-4.2	-0.7	-0.7	0.4	2.2	5.2	3.5	1.0	9.4	-6.9	-0.2	3.6	0.6	1.4
	Same store basis	5.6	18.8	13.3	-3.7	-4.5	-12.1	-4.2	-0.9	-1.1	0.1	1.8	5.1	3.3	0.8	9.4	-7.0	-0.6	3.3	0.5	1.1
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-2.6	8.9	-1.0	-5.1	-1.6	-13.2	-2.0	-2.9	-2.9	-2.2	-3.8	0.3	-2.5	1.0	-6.0	-2.9	-1.8	-2.5	-2.4	
	Same store basis	-2.3	8.9	-1.0	-5.3	-1.9	-13.3	-2.1	-3.1	-3.3	-2.6	-4.1	0.0	-2.7	1.0	-6.1	-3.2	-2.1	-2.6	-2.7	
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	8.0	9.0	14.3	1.6	-2.7	1.3	-2.2	2.2	2.2	3.5	4.5	9.5	3.2	3.6	8.2	-1.0	2.7	5.5	3.2	3.9

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
Automotive Goods	Tires	9.9	20.8	6.1	-14.6	-2.8	-8.5	2.6	10.1	11.9	4.8	9.1	33.8	23.0	7.6	4.8	-3.2	8.2	19.8	0.7	11.8
	Car Electronics	-3.3	31.6	27.7	-12.5	-27.4	-29.8	-23.3	-23.1	-33.4	-23.2	-9.9	-17.9	-14.7	-16.0	14.0	-26.9	-26.8	-14.1	-10.8	-21.0
	Oil	-0.5	14.6	9.3	-0.7	3.4	-4.5	0.9	-1.2	0.4	0.3	4.8	-0.7	3.7	2.3	7.5	-0.2	-0.1	2.7	3.5	1.2
	Batteries	-1.1	-3.1	-4.2	-8.1	3.6	-4.2	-4.5	2.7	6.7	1.3	-1.9	19.0	6.1	1.2	-5.1	-2.0	3.3	6.2	-3.4	4.7
	Accessories	-0.3	13.6	3.3	-7.2	-2.0	-18.6	-8.7	-9.5	-13.5	-6.8	-6.4	-13.8	-9.8	-6.8	3.0	-10.2	-9.8	-9.9	-4.1	-9.9
Services		11.5	19.7	12.1	-1.8	-0.9	-7.3	-1.4	-2.2	1.0	1.8	2.1	-1.1	0.6	1.7	9.9	-3.2	0.4	0.5	3.0	0.5
	Safety Inspection & Maintenance	13.7	16.4	11.6	3.2	5.7	2.7	2.4	-3.5	-0.8	-0.5	-1.1	-3.3	-5.7	1.7	9.9	3.6	-1.6	-3.6	6.6	-2.7
Car Purchase and Sales		11.4	23.2	71.9	28.7	15.8	-3.4	2.4	5.2	-3.3	7.7	18.2	8.3	7.9	11.9	38.4	4.7	3.0	10.5	18.2	6.8

Number of Stores (Domestic)	AUTOBACS			1						1	1			1	494	1		2	1	1	3
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba														6						
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	TOTAL		0	0	1	0	0	0	0	0	1	1	0	0	1	588	1	0	2	1	1

Number of Stores 《Overseas》	2	0	0	1	0	3	3	1	0	3	1	3	62	2	4	4	7	6	11
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In March 2022, same-store and total-store sales increased by 3.3% and 3.5% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of tires and wheels exceeded the previous year in both value and volume due to a rush before tire price increase and an increase in demands for tire replacement. 2) Sales of car electronics was weak due to the shortage of semiconductors. 3) Despite price increase in March for oil and batteries, sales exceeded the previous year's level due to effective sales promotions. 4) Number of weekends and national holidays, +1 from LY.

The data are preliminary for a quick release and are subject to revision.

*** Includes total store sales of AUTOBACS (includes Smart+1, AUTOBACS GARAGE), Super AUTOBACS(includes A PIT AUTOBACS), AUTOBACS Secohan Ichiba, and AUTOBACS CARS.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In April 2021, both same-store and total-store sales increased by 18.8% from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Sales increased due to increased demand of tire switchbacks (snow tires into normal tires) and number of cars subject to statutory inspection compared to LY. 2) Limited impact on business, resulting from the state of declaration of emergency compared to LY.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In May 2021, both same-store and total-store sales increased by 13.3% from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Smaller impact on business compared to May LY when store operations were limited to mainly maintenance services under the declaration of state of emergency. 2) YoY sales increase in the Statutory Safety Inspection & Maintenance and Car Purchase & Sales category with the recovery in new car sales and increase in the number of cars subject to inspection compared to the sluggish result in the same period LY. 3) No change in number of Saturdays, Sundays and national holidays, from LY.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In June 2021, same-store and total-store sales decreased by 3.7% and 3.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Decline in sales of automotive goods, mainly tires compared to LY when car use had increased after the self-restraint period until May LY. 2) Increased sales in car purchase and sales business both in number and sales amount due to a recovery in sales to business customers and to a reaction to LY's decrease in the number of client meetings. 3) No change in number of Saturdays, Sundays and national holidays, from LY.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In July 2021, same-store and total-store sales decreased by 4.5% and 4.2% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Decline in sales of car electronics due to the reaction to the increased sales for dashboard cameras by strengthened penalties for dangerous driving and the boosted demand by special cash payments in LY. 2) Increased sales in car purchase and sales business both in number and sales amount due to the recovering number of client meetings and sales of new cars in contrary to the decline in LY. 3) An extra Saturday compared to LY.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In August 2021, same-store and total-store sales decreased by 12.1% and 12.0% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) The number of customers was affected by weak demand for returning home due to the expansion of areas declared under a state of emergency, as well as heavy rainfall and less sunshine hours nationwide. 2) Increase in the number of statutory safety inspections continued to progress positively due to the market trend of an increase in the number of statutory safety inspection from the previous fiscal year. 3) One less holiday compared to LY.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In September 2021, both same-store and total-store sales decreased by 4.2% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Still negative but recovering sales trend from the decline in August, though the state of emergency declaration was extended. 2) Decreased sales of dashboard cameras compared to LY when sales surged along with the strengthened penalties for dangerous driving. Strong sales of tires and wheels that increased for the first time in four months. Increasing trend of oil, statutory safety inspection and car purchase. 3) No change in number of Saturdays, Sundays and national holidays, from LY.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In October 2021, same-store and total-store sales decreased by 0.9% and 0.7% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Sales of car electronics were sluggish due to several factors. Sales of tires were maintained at the same level as LY due to strengthened product lineups and sales promotions, as well as particularly strong sales of snow tires due to the drop in temperature since the middle of the month. 2) Decreased sales of statutory safety inspection and maintenance service, due to the number of vehicles subject to inspection entered a cycle of decline. 3) An extra Sunday compared to LY.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In November 2021, same-store and total-store sales decreased by 1.1% and 0.7% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Sluggish sales of Car Electronics due to shortage of semiconductor supplies, etc. 2) Strong sales of snow tires and also of batteries for hybrid vehicles and idle reduction vehicles according to the drop in temperature since the middle of the month. . 3) One less Sunday compared to LY.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In December 2021, same-store and total-store sales increased by 0.1% and 0.4% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Overall sales increased due to increased demand for snow tires and double-digit growth of tire chains as a result of cold weather and snowfall since late December, in addition to strong sales of summer tires. 2) Sales of car electronics continued to be sluggish due to the shortage of semiconductors, while sales of car purchase and sales increased due to higher unit prices. 3) No change in number of Saturdays, Sundays and national holidays, from LY.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In January 2022, same-store and total-store sales increased by 1.8% and 2.2% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Both sales and volume of tires increased due to increased demand for snow tires caused by cold wave and snowfall, in addition to strong sales of summer tires. 2) The slump in sales of car electronics due to the shortage of semiconductors is on a recovery trend. Sales of car purchase and sale business increased due to increase in unit price and other factors. 3) No change in number of Saturdays, Sundays and national holidays, from LY.

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In February 2022, same-store and total-store sales increased by 5.1% and 5.2% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Sales of winter items such as snow tires and tire chains increased thanks to cold weather and snowfall. 2) Weak sales of car electronics due to the shortage of semiconductors. 3) Double-digit growth of batteries thanks to rush demand before the price increase from March. 4) No change in number of Saturdays, Sundays and national holidays, from LY.