



# Monthly Retail Sales Report (March 2024)

## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	±0	- 1	±0	±0	±0	±0	- 1	±0	±0	±0	+ 1	+ 2	+ 1	- 1	±0	- 1	+ 3	- 1	+ 2
YoY growth rate	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
<b>TOTAL SALES</b>	Total store basis	6.0	3.2	2.0	3.9	4.3	-0.9	4.9	-0.9	4.7	-10.1	-7.6	7.7	-3.1	<b>0.0</b>	3.0	2.8	-2.9	-1.6	2.9	-2.3
	Same store basis	5.8	3.0	1.9	3.3	3.6	-1.3	4.5	-1.2	4.8	-10.1	-7.6	7.8	-3.2	<b>-0.2</b>	2.7	2.3	-2.9	-1.6	2.5	-2.4
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-1.2	-0.6	-6.3	-2.3	-0.4	-2.0	0.0	-4.9	2.6	-5.1	-7.1	-0.5	-2.2	<b>-2.5</b>	-3.0	-0.8	-2.6	-3.4	-1.9	-3.0
	Same store basis	-1.3	-0.8	-6.4	-2.8	-0.9	-2.3	-0.3	-5.2	2.7	-5.1	-7.0	-0.4	-2.3	<b>-2.6</b>	-3.3	-1.2	-2.7	-3.4	-2.3	-3.0
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	7.2	3.8	8.8	6.2	4.5	1.0	4.8	4.2	2.0	-5.3	-0.7	8.1	-0.9	<b>2.5</b>	6.1	3.5	-0.3	1.7	4.8	0.6

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
<b>Automotive Goods</b>	Tires	4.9	-2.4	0.9	8.0	12.6	-18.7	-1.9	-1.7	8.6	-17.7	-13.4	18.7	-20.5	<b>-4.7</b>	1.0	-3.5	-5.6	-10.0	-1.1	-7.0
	Car Electronics	-8.2	-4.4	-7.6	-8.4	-3.5	-2.1	3.5	-4.3	-10.1	-0.7	-6.0	-2.4	-2.2	<b>-4.0</b>	-6.6	-0.9	-5.0	-3.5	-3.8	-4.3
	Oil	14.0	15.1	10.9	8.6	11.1	9.5	12.7	5.2	8.7	12.0	6.0	6.7	3.7	<b>9.2</b>	11.5	11.1	8.7	5.4	11.3	7.1
	Batteries	2.0	6.8	4.8	6.3	9.5	8.1	14.0	7.3	15.6	1.1	2.1	9.2	19.0	<b>8.2</b>	6.0	10.4	7.1	9.0	8.5	8.0
	Accessories	-0.4	2.8	-2.9	0.8	4.1	3.8	6.5	-2.3	1.3	-1.6	-4.5	-2.3	1.6	<b>0.8</b>	0.3	4.7	-0.9	-1.5	2.5	-1.2
<b>Services</b>		9.5	4.3	3.8	3.3	5.0	-0.3	3.3	-1.1	5.5	-1.6	0.6	5.2	-4.0	<b>1.8</b>	3.8	2.8	0.9	0.0	3.3	0.5
	Safety Inspection & Maintenance	13.0	13.8	12.8	7.2	6.3	7.4	5.3	-0.1	2.8	4.9	3.8	4.6	0.8	<b>5.5</b>	11.1	6.3	2.4	2.9	8.5	2.7
<b>Car Purchase and Sales</b>		19.7	15.1	15.4	8.1	-3.0	12.8	12.3	1.9	-2.6	-8.1	-8.0	12.9	9.1	<b>5.2</b>	12.8	6.9	-3.1	5.6	9.6	1.4

<b>Number of Stores (Domestic)</b>	AUTOBACS					+2/-1				+1/-1	+1/-1			2	<b>499</b>	0	1	0	2	1	2
	Super AUTOBACS									+1/-1					<b>74</b>	0	0	0	0	0	0
	AUTOBACS Secohan Ichiba													-1	<b>3</b>	0	0	0	-1	0	-1
	AUTOBACS Express														<b>11</b>	0	0	0	0	0	0
	AUTOBACS CARS														<b>3</b>	0	0	0	0	0	0
	<b>TOTAL</b>														<b>590</b>	0	1	0	1	1	1

<b>Number of Stores 《Overseas》</b>	+3/-1	1	1	3	+2/-1	5	+2/-2	2	4	7	+3/-2	4	<b>109</b>	4	9	6	12	13	18
------------------------------------	-------	---	---	---	-------	---	-------	---	---	---	-------	---	------------	---	---	---	----	----	----

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

In March 2024, same-store and total-store sales decreased by 3.2% and 3.1% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Oil and batteries were solid due to maintenance demand for existing cars. 2) Sales of tires decreased due to drop in temperature and a lot of rainfall. 4) Number of weekends and national holidays, +2 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 2023, same-store and total-store sales increased by 3.0% and 3.2% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Oil and batteries were strong due to maintenance demand for existing cars. 2) Tires decreased in sales in reaction to double-digit growth in the previous year. 3) Car Purchase & Sales continued double digit increase both in business and retail sales. 4) Number of weekends and national holidays,  $\pm 0$  from LY.

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

In May 2023, same-store and total-store sales increased by 1.9% and 2.0% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Oil and batteries were strong due to maintenance demand for existing cars, and domestic sales exceeded the previous year. 2) Safety inspection and maintenance services were strong due to an increase of numbers of vehicles subject to statutory safety inspection. 3) Car Purchase & Sales continued double digit increase both in business and retail sales. 4) Number of weekends and national holidays, -1 from LY.

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

In June 2023, same-store and total-store sales increased by 3.3% and 3.9% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires, oil and batteries were strong due to maintenance demand for existing cars. 2) Car Purchase & Sales exceeded the previous year due to strong retail sales. 3) Number of weekends and national holidays,  $\pm 0$  from LY.

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

In July 2023, same-store and total-store sales increased by 3.6% and 4.3% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires, oil and batteries were strong due to maintenance demand for going out. 2) Car accessories and interiors performed well due to the recovery of car production. 3) Car Purchase & Sales decreased due to the reaction to double digit increase in LY. 4) Number of weekends and national holidays,  $\pm 0$  from LY.

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

In August 2023, same-store and total-store sales decreased by 1.3% and 0.9% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of Tires decreased in reaction to the rush demand before the tire price increase in LY. 2) Car accessories and interiors performed well due to the recovery of car production. 3) Car Purchase & Sales increased by double digit due to strong retail sales and business sales. 4) Number of weekends and national holidays,  $\pm 0$  from LY.

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

In September 2023, same-store and total-store sales increased by 4.5% and 4.9% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of Oil and Batteries exceeded the LY by double digits due to maintenance demand for existing cars. 2) Car Electronics were trending toward recovery due to the recovery of car production. 3) Car Purchase & Sales increased due to the double-digit increase in retail sales. 4) Number of weekends and national holidays,  $\pm 0$  from LY.

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

In October 2023, same-store and total-store sales decreased by 1.2% and 0.9% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Although sales of summer tires were solid, sales of snow tires were sluggish. 2) Sales of Services decreased due to decline in number of cars subject to statutory inspection. 3) Car Purchase & Sales increased due to strong performance in retail sales. 4) Number of weekends and national holidays, -1 from LY.

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

In November 2023, same-store and total-store sales increased by 4.8% and 4.7% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Demand for winter items such as snow tires and tire chains increased on the back of temperature decrease in mid-November, and domestic sales exceeded the previous year. 2) Car Purchase & Sales decreased in sales in reaction to double-digit growth in the previous year. 3) Number of weekends and national holidays,  $\pm 0$  from LY.

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

In December 2023, both same-store and total-store sales decreased by 10.1% from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of winter items such as snow tires decreased due to the warm winter weather. 2) Oil exceeded the previous year by double digits on the back of maintenance demand for existing cars due to the travel to the hometown during year-end holidays. 3) Car Purchase & Sales decreased in sales in reaction to double-digit growth in the previous year. 4) Number of weekends and national holidays,  $\pm 0$  from LY.

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

In January 2024, both same-store and total-store sales decreased by 7.6% from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of winter items such as snow tires decreased due to the warm winter weather. 2) Sales of Services exceeded the previous year due to the solid performance in Safety Inspection & Maintenance, despite the tire replacement fee decreased. 3) Car Purchase & Sales decreased in sales in reaction to double-digit growth in the previous year. 4) Number of weekends and national holidays, ±0 from LY.

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

In February 2024, same-store and total-store sales increased by 7.8% and 7.7% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of winter items such as snow tires and snow chains increased due to snowfall in Kanto area. 2) In Car Purchase & Sales, business sales increased by double-digit. 4) Number of weekends and national holidays, +1 from LY.