



Monthly Retail Sales Report (September 2024)

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	- 1	- 1	+ 2	- 2	+ 1	+ 1	- 1	±0	±0	±0	±0	±0	±0	±0	±0	- 1	±0	±0	- 1
YoY growth rate	Sep-23	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
TOTAL SALES	Total store basis	4.9	-1.4	1.8	9.0	0.6	8.4	5.7						3.7	2.7	4.7			3.7		
	Same store basis	4.5	-1.7	1.6	8.8	0.6	8.0	5.3						3.5	2.5	4.4			3.5		
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	0.0	-3.9	-0.4	4.7	-6.4	4.4	1.2						-0.3	-0.2	-0.4			-0.3		
	Same store basis	-0.3	-4.4	-0.8	4.4	-6.5	4.0	0.6						-0.7	-0.6	-0.8			-0.7		
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	4.8	2.7	2.4	4.2	7.5	3.8	4.6						4.1	3.1	5.2			4.1		

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Sep-23	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
Automotive Goods	Tires	-1.9	-1.8	-0.7	15.1	0.2	10.7	9.6							4.3	2.6	6.3			4.3	
	Car Electronics	3.5	-11.6	-10.9	0.0	-6.5	-0.9	-5.3							-6.2	-8.0	-4.5			-6.2	
	Oil	12.7	-1.7	0.8	9.0	1.0	7.5	5.7							3.6	2.6	4.6			3.6	
	Batteries	14.0	0.2	2.8	8.4	2.6	17.2	13.8							8.3	3.7	11.6			8.3	
	Accessories	4.9	-7.0	-1.5	9.9	-4.8	12.2	4.1							1.8	0.1	3.4			1.8	
Services	3.3	3.1	3.8	7.7	3.4	7.8	7.2							5.3	4.7	6.0			5.3		
	Safety Inspection & Maintenance	5.3	-2.2	1.9	4.9	2.5	3.0	6.5							2.9	1.6	4.0			2.9	
Car Purchase and Sales	12.3	0.3	12.8	13.1	10.9	7.9	6.4							8.4	8.6	8.3			8.4		

Number of Stores (Domestic)	AUTOBACS	5			1		2								504	5	3			8	
	AUTOBACS GARAGE														1	0	0			0	
	Super AUTOBACS						-1								71	0	-1			-1	
	A PIT AUTOBACS														2	0	0			0	
	AUTOBACS Secohan Ichiba (*1)							-1							17(14)	0	-1			-1	
	Smart+1 (*2)	1						1							12(9)	1	1			2	
	AUTOBACS Express														11	0	0			0	
	AUTOBACS CARS (*1)		+1/-1												393(391)	0	0			0	
	TOTAL	6				1	-1	2							1011	6	2			8	

Number of Stores 《Overseas》	2	4	4	3	6	3									131	10	12			22	
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In September 2024, same-store and total-store sales increased by 5.3% and 5.7 respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Domestic sales increased due to the strong performance of tires and batteries. 2) Car Purchase & Sales increased due to solid business sales despite sluggish retail sales. 3) 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.

*1: The number in parentheses is the number of attached stores. *2: Number in parentheses is the number of in-shops.