



# Monthly Retail Sales Report (December 2020)

## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	-1	+1	-2	+1	±0	-1	-1	+1	-1	±0	-1	-2	-3	-2	±0	-1	-3	-2	-4
YoY growth rate	Dec-19	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Accumulated Total for FY 2021	1Q	2Q	3Q	4Q	1H	2H	
<b>TOTAL SALES</b>	Total store basis	-14.6	-18.7	-10.0	-1.0	0.6	0.5	-26.9	24.6	8.6	13.2			-1.5	-10.5	-9.8	14.3		-10.1		
	Same store basis	-14.7	-18.9	-10.2	-1.0	0.8	0.7	-26.8	25.0	8.7	13.4			-1.4	-10.6	-9.6	14.5		-10.1		
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-7.2	-11.7	0.6	-0.2	6.5	4.3	-11.0	11.6	3.0	4.9			0.7	-4.2	0.0	6.1		-2.1		
	Same store basis	-7.2	-11.9	0.4	-0.2	6.8	4.5	-10.8	12.0	3.2	5.2			0.8	-4.3	0.2	6.4		-2.0		
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	-8.1	-8.0	-10.5	-0.9	-5.7	-3.7	-17.9	11.5	5.3	7.7			-2.3	-6.7	-9.9	7.5		-8.3		

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Nov-19	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
<b>Automotive Goods</b>	Tires	-22.7	-25.6	-11.0	8.3	-8.9	-12.3	-51.2	50.0	7.8	21.4				-3.4	-12.3	-27.8	20.8		-20.9	
	Car Electronics	0.0	-29.1	-27.0	-13.9	7.4	-4.1	-36.0	8.6	14.3	-4.9				-10.7	-23.4	-13.3	5.0		-17.6	
	Oil	2.9	-14.7	-6.8	0.0	0.4	-0.3	-7.1	15.0	3.3	-1.6				-1.5	-7.4	-2.3	4.9		-4.8	
	Batteries	-5.9	3.6	14.2	16.0	6.7	0.6	-1.3	20.5	0.2	9.3				7.1	11.0	1.7	9.2		5.6	
	Accessories	-1.4	-15.3	0.8	-0.9	9.3	10.0	-7.3	9.3	9.5	2.0				1.7	-5.6	4.4	6.6		-0.4	
<b>Services</b>		-5.0	-14.9	-8.7	1.7	3.7	2.6	-18.1	22.5	6.3	5.8				-0.5	-7.7	-4.4	10.2		-6.0	
	Safety Inspection & Maintenance	-1.7	-9.9	-3.9	0.3	-0.5	2.2	-4.0	23.1	5.1	4.4				1.5	-4.3	-0.9	10.5		-2.5	
<b>Car Purchase and Sales</b>		-9.7	-22.8	-34.8	-15.6	-17.7	1.8	-23.0	46.5	25.3	24.6				-5.1	-24.2	-14.7	31.2		-18.8	

<b>Number of Stores (Domestic)</b>	AUTOBACS			-1			-1		1						489	-1	-1	1		-2	
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba			-1											6	-1				-1	
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	<b>TOTAL</b>		0	0	-2	0	0	-1	0	1	0				583	-2	-1	1		-3	

<b>Number of Stores (Overseas)</b>	0	-2	0	0	1	0	0	1	0					45	-2	1	1		-1	
------------------------------------	---	----	---	---	---	---	---	---	---	--	--	--	--	----	----	---	---	--	----	--

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

In December 2020, same-store and total-store sales increased by 13.4% and 13.2% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Growing demand for winter items due to the cold weather from mid-December and the arrival of cold wave at the end of 2020; Solid strong sales of car wash items, repair supplies and in-car supplies continuing from November; YoY sales increase in Statutory Safety Inspection & Maintenance and Car Purchase & Sales category. 2) One fewer number of "Saturdays, Sundays and public holidays" compared to 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.