



# Monthly Retail Sales Report (February 2022)

## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	-1	±0	±0	±0	+ 1	- 1	±0	+ 1	- 1	±0	±0	±0	+ 1	±0	±0	±0	±0	+ 1	±0	+ 1
YoY growth rate		Feb-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
<b>TOTAL SALES</b>	Total store basis	-1.1	18.8	13.3	-3.6	-4.2	-12.0	-4.2	-0.7	-0.7	0.4	2.2	5.2		<b>0.8</b>	9.4	-6.9	-0.2		0.6	
	Same store basis	-0.8	18.8	13.3	-3.7	-4.5	-12.1	-4.2	-0.9	-1.1	0.1	1.8	5.1		<b>0.6</b>	9.4	-7.0	-0.6		0.5	
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-0.8	8.9	-1.0	-5.1	-1.6	-13.2	-2.0	-2.9	-2.9	-2.9	-2.2	-3.8		<b>-2.7</b>	1.0	-6.0	-2.9		-2.5	
	Same store basis	-0.5	8.9	-1.0	-5.3	-1.9	-13.3	-2.1	-3.1	-3.3	-3.3	-2.6	-4.1		<b>-2.9</b>	1.0	-6.1	-3.2		-2.6	
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	-0.4	9.0	14.3	1.6	-2.7	1.3	-2.2	2.2	2.2	3.5	4.5	9.5		<b>3.6</b>	8.2	-1.0	2.7		3.2	

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Feb-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																					
<b>Automotive Goods</b>	Tires	-10.0	20.8	6.1	-14.6	-2.8	-8.5	2.6	10.1	11.9	4.8	9.1	33.8		<b>6.2</b>	4.8	-3.2	8.2		0.7	
	Car Electronics	-1.4	31.6	27.7	-12.5	-27.4	-29.8	-23.3	-23.1	-33.4	-23.2	-9.9	-17.9		<b>-16.1</b>	14.0	-26.9	-26.8		-10.8	
	Oil	-4.4	14.6	9.3	-0.7	3.4	-4.5	0.9	-1.2	0.4	0.3	4.8	-0.7		<b>2.2</b>	7.5	-0.2	-0.1		3.5	
	Batteries	-7.5	-3.1	-4.2	-8.1	3.6	-4.2	-4.5	2.7	6.7	1.3	-1.9	19.0		<b>0.8</b>	-5.1	-2.0	3.3		-3.4	
	Accessories	2.4	13.6	3.3	-7.2	-2.0	-18.6	-8.7	-9.5	-13.5	-6.8	-6.4	-13.8		<b>-6.5</b>	3.0	-10.2	-9.8		-4.1	
<b>Services</b>		2.2	19.7	12.1	-1.8	-0.9	-7.3	-1.4	-2.2	1.0	1.8	2.1	-1.1		<b>1.8</b>	9.9	-3.2	0.4		3.0	
	Safety Inspection & Maintenance	5.9	16.4	11.6	3.2	5.7	2.7	2.4	-3.5	-0.8	-0.5	-1.1	-3.3		<b>2.7</b>	9.9	3.6	-1.6		6.6	
<b>Car Purchase and Sales</b>		3.2	23.2	71.9	28.7	15.8	-3.4	2.4	5.2	-3.3	7.7	18.2	8.3		<b>12.5</b>	38.4	4.7	3.0		18.2	

<b>Number of Stores (Domestic)</b>	AUTOBACS			1					1	1					<b>493</b>	1	0	2		1	
	Super AUTOBACS														<b>74</b>	0	0	0		0	
	AUTOBACS Secohan Ichiba														<b>6</b>	0	0	0		0	
	AUTOBACS Express														<b>11</b>	0	0	0		0	
	AUTOBACS CARS														<b>3</b>	0	0	0		0	
	<b>TOTAL</b>			0	0	1	0	0	0	0	1	1	0	0		<b>587</b>	1	0	2		1

<b>Number of Stores 《Overseas》</b>	2	0	0	1	0	3	3	1	0	3	1				<b>59</b>	2	4	4		6	
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### < 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.

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.