



# Monthly Retail Sales Report (September 2022)

## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	+ 1	- 1	±0	±0	- 1	±0	+ 1	±0	±0	±0	- 1	±0	- 1	±0	- 1	+ 1	- 1	- 1	±0
YoY growth rate	Sep-21	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
<b>TOTAL SALES</b>	Total store basis	-4.2	6.6	2.4	1.5	2.9	6.8	2.8						<b>3.9</b>	3.7	4.2			3.9		
	Same store basis	-4.2	6.2	2.0	1.5	3.2	6.8	3.1						<b>3.9</b>	3.4	4.3			3.9		
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-2.0	-0.8	-1.6	-1.7	-4.1	-2.5	-5.4						<b>-2.6</b>	-1.3	-4.0			-2.6		
	Same store basis	-2.1	-1.0	-1.8	-1.5	-3.9	-2.5	-5.4						<b>-2.6</b>	-1.4	-3.9			-2.6		
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	-2.2	7.3	3.8	3.0	7.3	9.4	9.0						<b>6.6</b>	4.9	8.5			6.6		

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Sep-21	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
<b>Automotive Goods</b>	Tires	2.6	29.9	19.0	2.0	3.2	36.5	7.4							<b>17.2</b>	19.1	15.3			17.2	
	Car Electronics	-23.3	-18.2	-16.2	-11.1	-7.2	-16.9	-13.3							<b>-13.8</b>	-15.5	-12.1			-13.8	
	Oil	0.9	3.7	7.7	8.5	8.1	8.8	6.2							<b>7.2</b>	6.6	7.8			7.2	
	Batteries	-4.5	3.2	5.0	2.7	7.6	11.9	6.8							<b>6.6</b>	3.6	8.9			6.6	
	Accessories	-8.7	-10.2	-10.8	-8.7	-7.1	-10.8	-11.0							<b>-9.7</b>	-9.9	-9.4			-9.7	
<b>Services</b>		-1.4	6.5	3.3	3.3	2.8	5.6	3.6							<b>4.2</b>	4.5	4.0			4.2	
	Safety Inspection & Maintenance	2.4	-4.7	-4.1	2.0	4.0	1.5	5.5							<b>0.9</b>	-2.2	3.7			0.9	
<b>Car Purchase and Sales</b>		2.4	25.6	11.9	21.4	31.5	20.7	25.5							<b>23.1</b>	19.6	26.2			23.1	

<b>Number of Stores (Domestic)</b>	AUTOBACS			1											<b>495</b>	1	0			1	
	Super AUTOBACS														<b>74</b>	0	0			0	
	AUTOBACS Secohan Ichiba			-1											<b>5</b>	-1	0			-1	
	AUTOBACS Express														<b>11</b>	0	0			0	
	AUTOBACS CARS		+1/-1												<b>3</b>	0	0			0	
	<b>TOTAL</b>		0	0	0	0	0	0							<b>588</b>	0	0			0	

<b>Number of Stores 《Overseas》</b>	1	1	2	1	0	4									<b>71</b>	4	5			9	
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In September 2022, same-store and total-store sales increased by 3.1% and 2.8% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires and wheels exceeded the previous year, due to strategic sales promotions, etc., although there were concerns about a reactionary decline after the raise of tire price. 2) Sales of car electronics and accessories were weak strongly affected by the production decrease of new cars, but tires, oil, and batteries remained strong due to maintenance demand necessary to continue driving existing cars. 3) Car Purchase & Sales continued double digit increase due to strong business sales. 4) Number of weekends and national holidays, +0 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.