



Monthly Retail Sales Report (November 2022)

《Groupwide Sales results (Domestic)》

| # of weekends and holidays | YoY change (day) | - 1 | + 1 | - 1 | ±0 | ±0 | - 1 | ±0 | + 1 | ±0 | ±0 | ±0 | - 1 | ±0 | ±0 | ±0 | - 1 | + 1 | - 1 | - 1 | ±0 |
|---|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------------|------|------|-----|-----|------|-----|----|
| YoY growth rate | Nov-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 | |
| TOTAL SALES | Total store basis | -0.7 | 6.6 | 2.4 | 1.5 | 2.9 | 6.8 | 2.8 | 6.5 | 4.4 | | | | 4.3 | 3.7 | 4.2 | | | 3.9 | | |
| | Same store basis | -1.1 | 6.2 | 2.0 | 1.5 | 3.2 | 6.8 | 3.1 | 6.9 | 4.0 | | | | 4.3 | 3.4 | 4.3 | | | 3.9 | | |
| TOTAL NUMBER OF PURCHASING CUSTOMERS | Total store basis | -2.9 | -0.8 | -1.6 | -1.7 | -4.1 | -2.5 | -5.4 | -1.1 | -7.0 | | | | -3.0 | -1.3 | -4.0 | | | -2.6 | | |
| | Same store basis | -3.3 | -1.0 | -1.8 | -1.5 | -3.9 | -2.5 | -5.4 | -1.1 | -7.3 | | | | -3.1 | -1.4 | -3.9 | | | -2.6 | | |
| AVERAGE PURCHASE PRICE PER CUSTOMER | Total store basis | 2.2 | 7.3 | 3.8 | 3.0 | 7.3 | 9.4 | 9.0 | 8.1 | 12.1 | | | | 7.5 | 4.9 | 8.5 | | | 6.6 | | |

《Groupwide Sales results (Domestic)》

| SALES BREAKDOWN BY MERCHANDISE AND SERVICES | | Nov-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 | | | | | | | | | | | | | | | | | | | | | |
| Automotive Goods | Tires | 11.9 | 29.9 | 19.0 | 2.0 | 3.2 | 36.5 | 7.4 | 3.9 | 1.3 | | | | | 11.3 | 19.1 | 15.3 | | | 17.2 | |
| | Car Electronics | -33.4 | -18.2 | -16.2 | -11.1 | -7.2 | -16.9 | -13.3 | -2.4 | -2.5 | | | | | -11.3 | -15.5 | -12.1 | | | -13.8 | |
| | Oil | 0.4 | 3.7 | 7.7 | 8.5 | 8.1 | 8.8 | 6.2 | 10.0 | 3.8 | | | | | 7.1 | 6.6 | 7.8 | | | 7.2 | |
| | Batteries | 6.7 | 3.2 | 5.0 | 2.7 | 7.6 | 11.9 | 6.8 | 11.3 | -4.0 | | | | | 5.5 | 3.6 | 8.9 | | | 6.6 | |
| | Accessories | -13.5 | -10.2 | -10.8 | -8.7 | -7.1 | -10.8 | -11.0 | -2.9 | -6.3 | | | | | -8.6 | -9.9 | -9.4 | | | -9.7 | |
| Services | | 1.0 | 6.5 | 3.3 | 3.3 | 2.8 | 5.6 | 3.6 | 8.8 | 5.0 | | | | | 4.9 | 4.5 | 4.0 | | | 4.2 | |
| | Safety Inspection & Maintenance | -0.8 | -4.7 | -4.1 | 2.0 | 4.0 | 1.5 | 5.5 | 11.4 | 8.3 | | | | | 3.0 | -2.2 | 3.7 | | | 0.9 | |
| Car Purchase and Sales | | -3.3 | 25.6 | 11.9 | 21.4 | 31.5 | 20.7 | 25.5 | 29.9 | 37.0 | | | | | 25.7 | 19.6 | 26.2 | | | 23.1 | |

| | | | | | | | | | | | | | | | | | | | | | |
|------------------------------------|-------------------------|--|-------|----|---|---|---|-------|---|---|--|--|--|--|-----|----|---|--|--|----|--|
| Number of Stores (Domestic) | AUTOBACS | | | 1 | | | | +2/-1 | 1 | | | | | | 497 | 1 | 0 | | | 1 | |
| | Super AUTOBACS | | | | | | | | | | | | | | 74 | 0 | 0 | | | 0 | |
| | AUTOBACS Secohan Ichiba | | | -1 | | | | | | | | | | | 5 | -1 | 0 | | | -1 | |
| | AUTOBACS Express | | | | | | | | | | | | | | 11 | 0 | 0 | | | 0 | |
| | AUTOBACS CARS | | +1/-1 | | | | | | | | | | | | 3 | 0 | 0 | | | 0 | |
| | TOTAL | | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | | | | | 590 | 0 | 0 | | | 0 | |

| | | | | | | | | | | | | | | | | | | | | | |
|------------------------------------|---|---|---|---|---|---|---|---|--|--|--|--|--|--|----|---|---|--|--|---|--|
| Number of Stores 《Overseas》 | 1 | 1 | 2 | 1 | 0 | 4 | 0 | 2 | | | | | | | 73 | 4 | 5 | | | 9 | |
|------------------------------------|---|---|---|---|---|---|---|---|--|--|--|--|--|--|----|---|---|--|--|---|--|

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

In November 2022, same-store and total-store sales increased by 4.0% and 4.4% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires and Oil was strong due to maintenance demand necessary to continue driving existing cars. 2) Car electronics is on recovery trend due to new car production recovery. 3) Car Purchase & Sales continued double digit increase due to strong new car retail sales in addition to 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.