



Monthly Retail Sales Report (December 2022)

11-Jan-23
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《Groupwide Sales results (Domestic)》

| # of weekends and holidays | YoY change (day) | ±0 | + 1 | - 1 | ±0 | ±0 | - 1 | ±0 | + 1 | ±0 | ±0 | ±0 | - 1 | ±0 | ±0 | ±0 | - 1 | + 1 | - 1 | - 1 | ±0 |
|---|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------------|------|------|------|-----|------|-----|----|
| YoY growth rate | Dec-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 | 0.4 | 6.6 | 2.4 | 1.5 | 2.9 | 6.8 | 2.8 | 6.5 | 4.4 | 4.5 | | | 4.4 | 3.7 | 4.2 | 5.0 | | 3.9 | | |
| | Same store basis | 0.1 | 6.2 | 2.0 | 1.5 | 3.2 | 6.8 | 3.1 | 6.9 | 4.0 | 4.2 | | | 4.2 | 3.4 | 4.3 | 4.8 | | 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 | -3.3 | | | -3.1 | -1.3 | -4.0 | -3.8 | | -2.6 | | |
| | Same store basis | -3.3 | -1.0 | -1.8 | -1.5 | -3.9 | -2.5 | -5.4 | -1.1 | -7.3 | -3.6 | | | -3.2 | -1.4 | -3.9 | -4.1 | | -2.6 | | |
| AVERAGE PURCHASE PRICE PER CUSTOMER | Total store basis | 3.5 | 7.3 | 3.8 | 3.0 | 7.3 | 9.4 | 9.0 | 8.1 | 12.1 | 8.0 | | | 7.6 | 4.9 | 8.5 | 9.2 | | 6.6 | | |

《Groupwide Sales results (Domestic)》

| SALES BREAKDOWN BY MERCHANDISE AND SERVICES | | Dec-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 | 4.8 | 29.9 | 19.0 | 2.0 | 3.2 | 36.5 | 7.4 | 3.9 | 1.3 | 4.9 | | | | 9.7 | 19.1 | 15.3 | 3.5 | | 17.2 | |
| | Car Electronics | -23.2 | -18.2 | -16.2 | -11.1 | -7.2 | -16.9 | -13.3 | -2.4 | -2.5 | -14.1 | | | | -11.6 | -15.5 | -12.1 | -6.9 | | -13.8 | |
| | Oil | 0.3 | 3.7 | 7.7 | 8.5 | 8.1 | 8.8 | 6.2 | 10.0 | 3.8 | 4.1 | | | | 6.7 | 6.6 | 7.8 | 5.9 | | 7.2 | |
| | Batteries | 1.3 | 3.2 | 5.0 | 2.7 | 7.6 | 11.9 | 6.8 | 11.3 | -4.0 | 7.8 | | | | 5.9 | 3.6 | 8.9 | 5.1 | | 6.6 | |
| | Accessories | -6.8 | -10.2 | -10.8 | -8.7 | -7.1 | -10.8 | -11.0 | -2.9 | -6.3 | -8.8 | | | | -8.6 | -9.9 | -9.4 | -6.1 | | -9.7 | |
| Services | | 1.8 | 6.5 | 3.3 | 3.3 | 2.8 | 5.6 | 3.6 | 8.8 | 5.0 | 5.6 | | | | 5.0 | 4.5 | 4.0 | 6.2 | | 4.2 | |
| | Safety Inspection & Maintenance | -0.5 | -4.7 | -4.1 | 2.0 | 4.0 | 1.5 | 5.5 | 11.4 | 8.3 | 7.6 | | | | 3.5 | -2.2 | 3.7 | 9.1 | | 0.9 | |
| Car Purchase and Sales | | 7.7 | 25.6 | 11.9 | 21.4 | 31.5 | 20.7 | 25.5 | 29.9 | 37.0 | 32.1 | | | | 26.5 | 19.6 | 26.2 | 33.0 | | 23.1 | |

| Number of Stores (Domestic) | AUTOBACS | | | 1 | | | | +2/-1 | 1 | | | | | | 497 | 1 | 0 | 2 | | 1 | |
|------------------------------------|-------------------------|--|-------|----|---|---|---|-------|---|---|----|--|--|--|-----|----|---|----|--|----|--|
| | Super AUTOBACS | | | | | | | | | | | | | | 74 | 0 | 0 | 0 | | 0 | |
| | AUTOBACS Secohan Ichiba | | | -1 | | | | | | | -1 | | | | 4 | -1 | 0 | -1 | | -1 | |
| | AUTOBACS Express | | | | | | | | | | | | | | 11 | 0 | 0 | 0 | | 0 | |
| | AUTOBACS CARS | | +1/-1 | | | | | | | | | | | | 3 | 0 | 0 | 0 | | 0 | |
| | TOTAL | | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | -1 | | | | 589 | 0 | 0 | 1 | | 0 | |

| Number of Stores 《Overseas》 | 1 | 1 | 2 | 1 | 0 | 4 | 0 | 2 | 3 | | | | | | 76 | 4 | 5 | 5 | | 9 | |
|------------------------------------|---|---|---|---|---|---|---|---|---|--|--|--|--|--|----|---|---|---|--|---|--|
|------------------------------------|---|---|---|---|---|---|---|---|---|--|--|--|--|--|----|---|---|---|--|---|--|

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

In December 2022, same-store and total-store sales increased by 4.2% and 4.5% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Demand for snow tires and batteries increased on the back of temperature decrease in late December, and domestic sales exceeded the previous year. 2) Car Purchase & Sales continued double digit increase due to strong retail sales and business sales. 3) 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.