



Monthly Retail Sales Report (April 2023)

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+ 1	±0	- 1	±0	±0	±0	±0	- 1	±0	±0	±0	+ 1	+ 2	±0	- 1	±0	- 1	+ 3	- 1	+ 2
YoY growth rate	Apr-22	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
TOTAL SALES	Total store basis	6.6	3.2												3.2						
	Same store basis	6.2	3.0												3.0						
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-0.8	-0.6												-0.6						
	Same store basis	-1.0	-0.8												-0.8						
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	7.3	3.8												3.8						

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Apr-22	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
Automotive Goods	Tires	29.9	-2.4												-2.4						
	Car Electronics	-18.2	-4.4												-4.4						
	Oil	3.7	15.1												15.1						
	Batteries	3.2	6.8												6.8						
	Accessories	-10.2	2.8												2.8						
Services		6.5	4.3												4.3						
	Safety Inspection & Maintenance	-4.7	13.8												13.8						
Car Purchase and Sales		25.6	15.1												15.1						

Number of Stores (Domestic)	AUTOBACS														496						
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba														4						
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	TOTAL		0												588						

Number of Stores (Overseas)	3														81						
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In April 2023, same-store and total-store sales increased by 3.0% and 3.2% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Oil and batteries were strong due to maintenance demand for existing cars. 2) Tires decreased in sales in reaction to double-digit growth in the previous year. 3) Car Purchase & Sales continued double digit increase both in business and retail 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.