



Monthly Retail Sales Report (May 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	- 1	- 1	±0	- 1	+ 3	- 1	+ 2
YoY growth rate	May-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	2.4	3.2	2.0											2.7						
	Same store basis	2.0	3.0	1.9											2.5						
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-1.6	-0.6	-6.3											-3.3						
	Same store basis	-1.8	-0.8	-6.4											-3.5						
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	3.8	3.8	8.8											6.1						

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		YoY growth rate in same store basis	May-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
Automotive Goods	Tires	19.0	-2.4	0.9												-1.1						
	Car Electronics	-16.2	-4.4	-7.6												-5.9						
	Oil	7.7	15.1	10.9												13.0						
	Batteries	5.0	6.8	4.8												5.8						
	Accessories	-10.8	2.8	-2.9												0.1						
Services		3.3	4.3	3.8												4.1						
	Safety Inspection & Maintenance	-4.1	13.8	12.8												13.2						
Car Purchase and Sales		11.9	15.1	15.4												15.2						

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

Number of Stores 《Overseas》	+3/-1	1														81						
------------------------------------	-------	---	--	--	--	--	--	--	--	--	--	--	--	--	--	----	--	--	--	--	--	--

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

In May 2023, same-store and total-store sales increased by 1.9% and 2.0% 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, and domestic sales exceeded the previous year. 2) Safety inspection and maintenance services were strong due to an increase of numbers of vehicles subject to statutory safety inspection. 3) Car Purchase & Sales continued double digit increase both in business and retail sales. 4) Number of weekends and national holidays, -1 from LY.

The data are preliminary for a quick release and are subject to revision.

*** Includes total store sales of AUTOBACS (includes Smart+1 and AUTOBACS GARAGE), Super AUTOBACS (includes A PIT AUTOBACS), AUTOBACS Secohan Ichiba, AUTOBACS EXPRESS, and AUTOBACS CARS.