



Monthly Retail Sales Report (June 2023)

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	±0	- 1	±0	±0	±0	±0	- 1	±0	±0	±0	+ 1	+ 2	- 1	- 1	±0	- 1	+ 3	- 1	+ 2
YoY growth rate	Jun-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	1.5	3.2	2.0	3.9										3.0	3.0					
	Same store basis	1.5	3.0	1.9	3.3										2.7	2.7					
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-1.7	-0.6	-6.3	-2.3										-3.0	-3.0					
	Same store basis	-1.5	-0.8	-6.4	-2.8										-3.3	-3.3					
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	3.0	3.8	8.8	6.2										6.1	6.1					

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jun-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	2.0	-2.4	0.9	8.0										1.0	1.0					
	Car Electronics	-11.1	-4.4	-7.6	-8.4										-6.6	-6.6					
	Oil	8.5	15.1	10.9	8.6										11.5	11.5					
	Batteries	2.7	6.8	4.8	6.3										6.0	6.0					
	Accessories	-8.7	2.8	-2.9	0.8										0.3	0.3					
Services	3.3	4.3	3.8	3.3										3.8	3.8						
	Safety Inspection & Maintenance	2.0	13.8	12.8	7.2										11.1	11.1					
Car Purchase and Sales	21.4	15.1	15.4	8.1											12.8	12.8					

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

Number of Stores 《Overseas》	+3/-1	1	1												82	4					
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In June 2023, same-store and total-store sales increased by 3.3% and 3.9% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires, oil and batteries were strong due to maintenance demand for existing cars. 2) Car Purchase & Sales exceeded the previous year due to strong retail 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.